UNIVASTU IN DIA LTD

Date :21.11.2024

To, The Manager, Listing Department, The National Stock Exchange of India Limited, Exchange Plaza, C/1, Block-G, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051

#### Company's Scrip Code: <u>UNIVASTU</u>

#### Sub.: UNIVASTU INVESTOR PRESENTATION

#### Dear Sir/Madam,

We wish to inform you that company has presented an investor presentation. However ,as per SEBI(LODR) Regulation,2015,the company does not fall under the requirements to comply with investor meeting regulations. The Presentation has been submitted solely for informational purpose to the shareholders.

Encosed the copy of Presentation You are requested to kindly take on your records.

Thanking You, Yours Faithfully,

#### For, UNIVASTU INDIA LTD

SAKSHI Degreen beer beer Tiwari Degree beer Sakshi Tiwari Company Secretary Membership No-ACS67056





























#### INVESTOR PRESENTATION November 2024







Page – 16 04 Why Univastu

**Corporate Overview** 

Page – 18 05 **Industry Analysis** 

Page – 20 06 **Financial Overview** 

> Page – 25 Strategy Ahead

07

## Quarterly Highlights – Q2 FY25





## Profit & Loss Statement – Q2 FY25 & H1 FY25



(₹ in Lakhs)

Particulars	Q2 FY25	Q1 FY25	Q4 FY24	Y-o-Y %	Q-o-Q %	H1 FY25	H1FY24	Y-o-Y %
Revenue from Operations	4,239.27	2,807.46	2,452.80	73%	51%	7,046.73	5,131.01	37%
Other Income	9.91	10.93	72.46	-86%	-9%	20.83	92.45	-77%
Total Revenue	4,249.18	2,818.39	2,525.26	68%	51%	7,067.56	5,223.46	35%
Cost of construction	2,916.42	2,020.56	1,709.40	71%	44%	4,936.99	3,800.35	30%
Employee benefit expenses	293.34	153.68	147.61	99%	91%	447.01	278.57	60%
Finance Cost	105.14	101.29	124.94	-16%	4%	206.41	245.51	-16%
Depreciation & Amortization expenses	28.60	28.04	33.41	-14%	2%	56.65	56.72	0%
Other expenses	179.86	208.52	221.75	-19%	-14%	388.40	408.90	-5%
Total Expenses	3,523.36	2,512.09	2,237.11	57%	40%	6,035.46	4,790.05	26%
Profit Before Tax (PBT)	725.82	306.30	288.15	152%	137%	1,032.10	433.41	138%
Tax Expenses	321.45	96.76	97.92	228%	232%	418.20	144.10	190%
Profit After Tax (PAT)	404.37	209.54	190.23	113%	93%	613.90	289.31	112%
EPS	2.71	1.30	1.31	107%	109%	4.01	1.99	102%

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### Balance Sheet – H1 FY25



(₹ in Lakhs)

Particulars	H1 FY25	H1 FY24
EQUITY & LIABILITIES		
Share Capital	1,136.46	1,136.46
Reserves & Surplus	4,539.94	3,608.91
Non-Current Liabilities	1,424.69	1,244.86
Short-Term Borrowings	3,466.49	2,998.05
Trade Payables	3,242.80	2,669.43
Other Current Liabilities	-291.65	485.78
Short-Term Provisions	468.17	141.18
Non-Controlling Interest	265.25	13.06
Total	14,252.15	12,297.73
ASSETS		
Property, Plant & Equipment	753.38	821.95
Trade Receivables	945.10	1,189.77
Cash & Cash Equivalents	373.21	351.94
Short-Term, Loans & Advances	1,352.67	854.59
Other Current Assets	8,416.43	7,462.53
Other Non-Current Assets	2,411.36	1,616.95
Total	14,252.15	12,297.73

Note: Data as on September 30, 2024

Key Facts



**100+** Total Workforce





**14** Total Ongoing Projects

95+

**Total Completed Projects** 

₹**73,689** Lakhs

Total Value of Projects Completed



\*Note: Includes 1 Union Territory

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# **Corporate Overview**

Univastu India Limited operates as a construction company in India. The company provides integrated engineering, procurement, and construction services for civil and structural construction and infrastructure sector projects. It also undertakes civil construction projects, such as metro stations, multipurpose halls, commercial structures, hospitals, cold storages, educational institutions, sports complex, and mass housing projects. In addition, the company engages in the water supply, drainage, road, and bridge projects. Further, the company trades in construction materials, including steel, cement, and electrical materials. It serves public and commercial sectors. The company was incorporated in 2009 and is headquartered in Pune, India.

# Mission

We are Committed towards Excellence in all the segments of all our Projects. We deliver holistic success to every Client and all our UNIVASTU members. We have set strong objectives towards becoming an organization that all the Members and Associates of UNIVASTU take pride in. We are committed to work with Quality, Excellence, Integrity, Honesty, Transparency, Timely completion of Projects and Profitability.

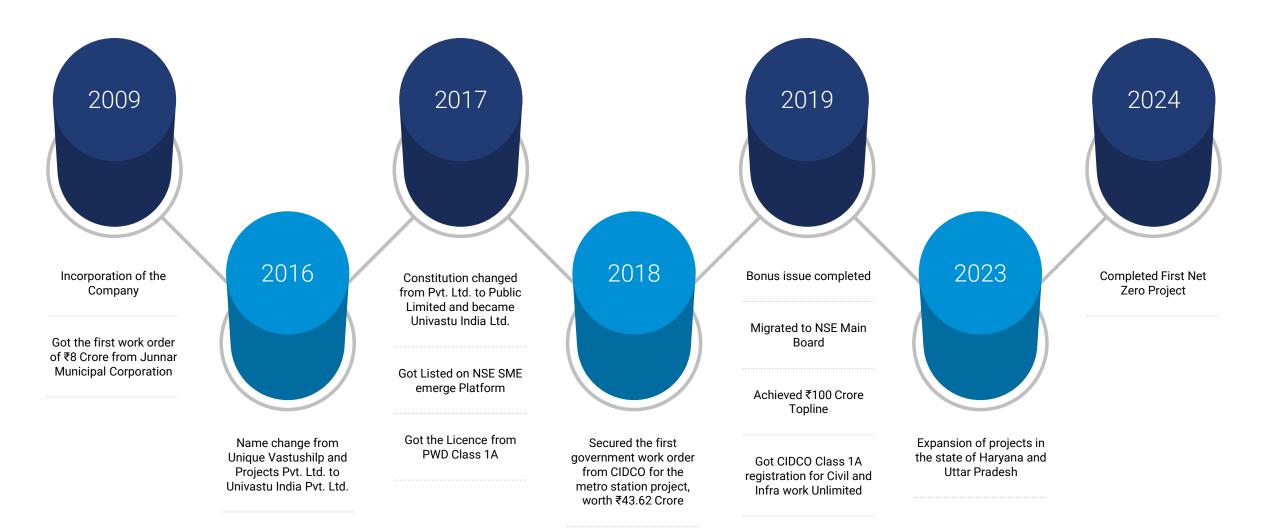


Our Vision is to place UNIVASTU amongst India's top companies. Our intention is to have best technology and by its virtue we endeavor towards success. UNIVASTU shall be amongst the Top 10 organizations committed towards client satisfaction, Best Technology and best professional manpower. We aim to grow our network to over 10000 strong members by 2030.



### Journey So Far

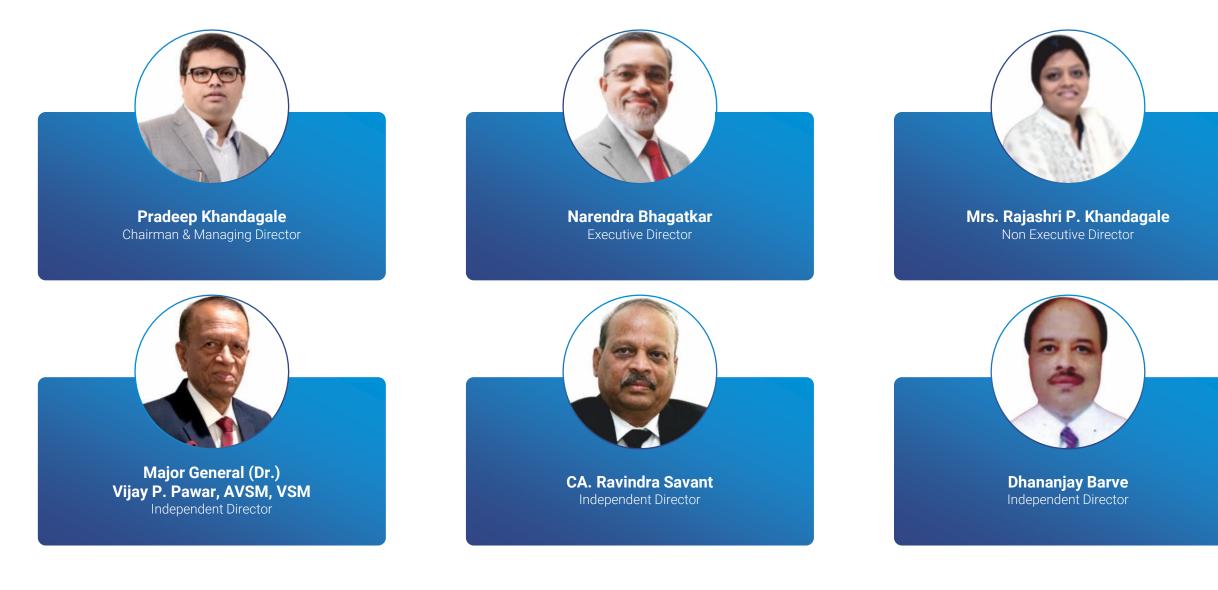




8

### Board of Directors

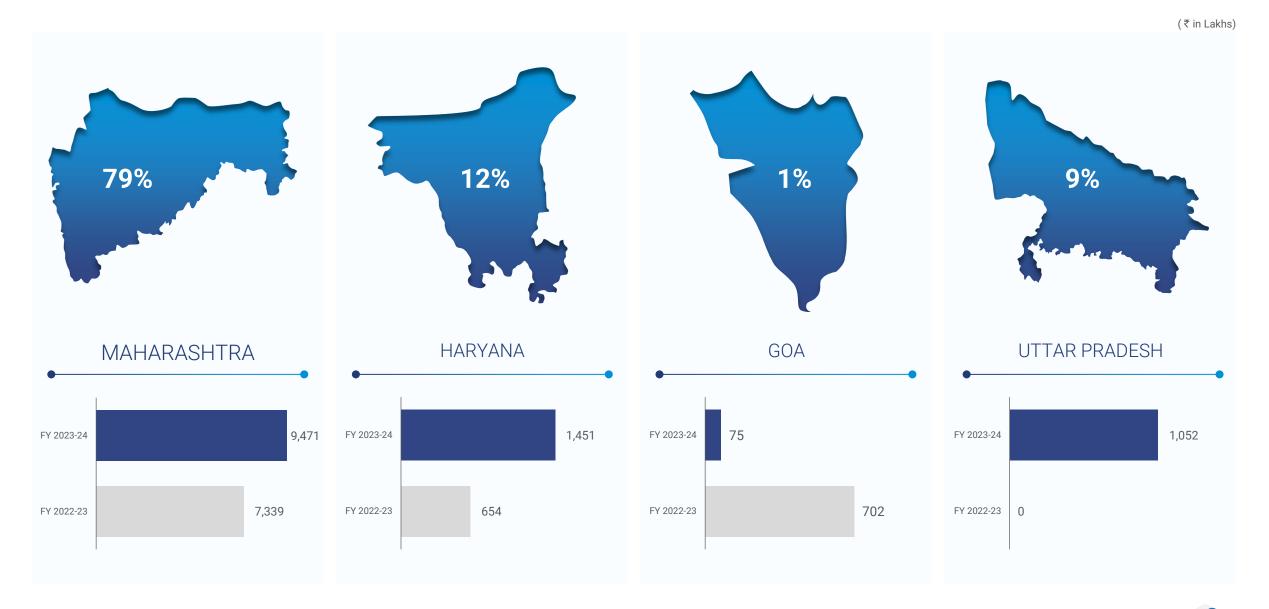




9

### Expanding Our Footprints





### **Pioneering Net Zero Energy Construction**



Univastu pioneers innovative Net Zero Energy projects, showcasing a strong commitment to sustainability and advanced construction practices. By balancing energy consumption with renewable production, these projects ensure that buildings produce as much energy as they consume. This approach significantly lowers carbon footprints and drives lasting environmental and economic advantages

reduction in energy consumption



reduction in operational





The Geeta Museum in Kurukshetra exemplifies Univastu's dedication to sustainable innovation, blending cultural preservation with energy self-sufficiency through advanced solar-powered technology



The Jhansi Pustakalay showcases Univastu's commitment to Net Zero Energy principles, featuring energy-efficient materials and smart systems to set a benchmark for sustainable educational spaces



The Harvana International Habitat in Panchkula exemplifies Univastu's sustainable urban development approach, featuring energy-efficient systems and renewable energy to set a benchmark in Net Zero Energy construction

These projects, alongside many upcoming initiatives, highlight UIL's leadership in pioneering Net Zero Energy construction, driving a sustainable and energy-efficient future while fulfilling client demands for modern, high-performance buildings.

### Ongoing Projects





Exhibition Center, Jhansi



Flower Trading Center, Pune



Geeta Museum Project,

Jyotisar



Haryana International Habitat Center, Panchkula



Metro, Navi Mumbai



Shri Lete Hanuman Mandir Project, Prayagraj



Sports Complex Project, Baramati

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# Ongoing Projects



				(₹ in Lakhs)
Sr. No	Details of Project	Project Cost	Amount of Work done till 30/06/2024	Amount of Balance Work
1	Design & Construction of Balance Works of Elevated Metro Stations at Sector 34, Kharghar (Station -9) and Pendhar (Station -11) for Navi Mumbai Metro Line–1.	12,755.00	9,569.00	3,186.00
2	Construction of Flower Trading Center, Pune	11,898.00	6,139.00	5,759.00
3	Construction of Haryana International Habitat in Sector-1,Panchkula including Civil, Public Health services, Electrical Installation Fire Fighting Arrangement, landscaping, boundary wall and all other works	6,933.00	3,265.00	3,668.00
4	Supply, Installation, Testing, Commissioning of Landscaping, Mechanical, Electrical, Plumbing, Architectural Lighting, Fire Fighting and Networking Work of Museum at Jyotisar	6,613.00	5,442.00	1,171.00
5	Ground Development Work & Miscellaneous works at station 01 to 05 for Navi Mumbai Metro Line - 1.	3,362.00	2,219.00	1,143.00
б	Design and Build for Exhibition Center Including Master Planning, Civil Structure, Mechanical, Electrical, Plumbing, Networking, Interior, Finishing, Sustainable Building, Lighting and Landscaping works at Jhansi, Uttar Pradesh with two years maintenance	2,979.00	1,757.00	1,222.00
7	Proposed Construction Work Of District Sport Complex Baramati , Tal- Baramati , Dist- Pune (Maharashtra).	2,733.00	1,361.00	1,372.00
8	Construction of Steel Ramp for Walkway of NMML-1 Viaduct, Ground Development works for Station No. 9 & 11 and Supply & Installation of Additional Signanges at Station 07 to 11 for Navi Mumbai Metro Line-1.	2,159.00	1,291.00	868.00
9	Construction of RCC Heavy Duty Box Drain for Realignment of Channel at station No.05 at Kharghar of Navi mumbai Metro Line-1.	802.00	726.00	76.00
10	Construction of Administrative Building for Nagar Panchayat at Karjat, Tal. Karjat, Tal. Ahmednagar.	339.00	234.00	105.00
11	Development of Infra for Pilgrims, Devotees and General Public Visiting Shri Lete Hanuman Ji Mandir Corridor, Prayagraj on Engineering, Procurement and Construction (EPC) Mode.	3,121.00	-	3,121.00
12	Design and Build / Renovation of existing Zila Pustakalaya Varanasi Civil Structure including Mechanical, Electrical, Plumbing, Networking, Interior, Finishing, Net Zero, Lighting, Digital Technology Solutions and Landscaping works at Varanasi, Uttar Pradesh including two years maintenance.	2,000.00	-	2,000.00
13	Construction of proposed Sub market at Uttamnagar, Shivane for Krushi Utpanna Bazar Samiti, Pune.	3,619.00	-	3,619.00
14	Construction of proposed Sub market at Khedshivapur for Krushi Utpanna Bazar Samiti, Pune.	2,304.00	-	2,304.00
	Total Amount	61,617.00	32,003.00	29,614.00

#### **Completed Projects**





# Completed Projects



				(₹ in Lakhs)
Sr. No.	Details of Project	Project Cost	Actual Cost of Work Done	Date of Project Completion
	ction of Balance Works of Six Nos. of Elevated Metro Stations at Sector 7 CBD Belapur, Science Sector 11 & Sector 14 of Kharghar and Elevated Terminal Station at Belapur for Navi Mumbai Metro	12,700.00	10,452.00	16.07.2020
2 Construction of Inde	oor Stadium at Sawalwadda Pernem Goa	3,730.08	3,618.18	18.01.2020
3 Proposed Reconstru	uction and Development of Existing Indoor Sports Complex At Campal,Goa	2,008.67	2,009.35	18.01.2020
4 Proposed Construct	ion of 100 Bed Hospital at Bhosari Pune	1,828.27	1,926.43	31.08.2019
5 Construction of Buil	ding for MSBTE at Pune	1,587.38	2,145.99	20.12.2021
6 Construction of Buil	ding for MSIHMCT at Pune	1,395.80	1,668.01	30.01.2018
7 including Mechanica	ntractor for work of Design and Build / Renovation of existing Zila Pustakalaya Jhansi Civil Structure al, Electrical, Plumbing, Networking, Interior, Net Zero, Finishing, Digital Technology Solutions and at Jhansi, Uttar Pradesh including two years maintenance.	965.00	965.00	19.06.2023
8 Construction of Shri	. Manohar Parrikar's Smriti Sthal at Miramar, Goa.	802.41	786.96	31.01.2024
9 Refurbishment of Ex Rooms).	isting Swimming Pool at Campal, Goa-(Changing Rooms, Admin Cabins for competition & Control	786.96	501.35	31.08.2022
10 Construction of bac	kward class girls at Karjat, dist, Ahmednagar.	631.16	623.65	21.06.2020
11 Refurbishment of ex Lighting and other E	risting Swimming pool at Campal. (Design, Supply, installation, Testing & Commissioning of Arena lectrical work)	459.96	227.96	31.08.2022
12 Development of "Va	n Samruddhi Udyan (Nature Park)", Kanheri, Tal. Baramati, Dist. Pune (Phase-I)	317.32	179.81	20.05.2022
13 Development of Bas	eball Field at Campal Goa	285.41	264.82	15.05.2021
14 Providing, Supplying	, Erecting, Commissioning and Maintaining Elevators in New Administrative Building at Pune	70.10	70.10	12.08.2021



#### **Infrastructure Specialization**

Univastu India Ltd excels in infrastructure projects, including metro stations, stadiums, hospitals, and government buildings, with a strong focus on public sector projects for key government entities like PWD, CIDCO, and Maha Metro

# {@ १११ इ. इ. इ. Why Univastu?

#### **Financial Strength & Stability**

As an NSE-listed company, Univastu maintains financial transparency and stability, enhancing its ability to secure and execute large-scale contracts

#### **Commitment to Sustainability**

Univastu integrates sustainable practices, including Net-Zero infrastructure, reducing environmental impact while lowering operational costs

#### **Client-Centric Focus**

Tailored solutions and post-completion services ensure long-term client satisfaction, reinforcing Univastu's reputation as a reliable partner in government infrastructure projects

#### **Proven Execution**

With a track record of delivering projects on time and within budget, Univastu has earned credibility through its diverse portfolio of large-scale government infrastructure initiatives

#### **Compliance & Certifications**

Univastu adheres to industry standards and holds key certifications, including ISO 9001, ISO 14001, and ISO 45001. Transparency in regulatory compliance sets it apart in the government contracting space

#### **Engineering Expertise & Innovation**

Equipped with in-house engineering and technology capabilities, Univastu delivers complex, high-quality projects, ensuring efficient timelines and cost savings

#### Awards & Recognitions







#### Jhansi Library Project

Set a new benchmark in sustainable architecture by completing the construction of Net-Zero library for the Jhansi Development Authority in a Record Time of 90 days



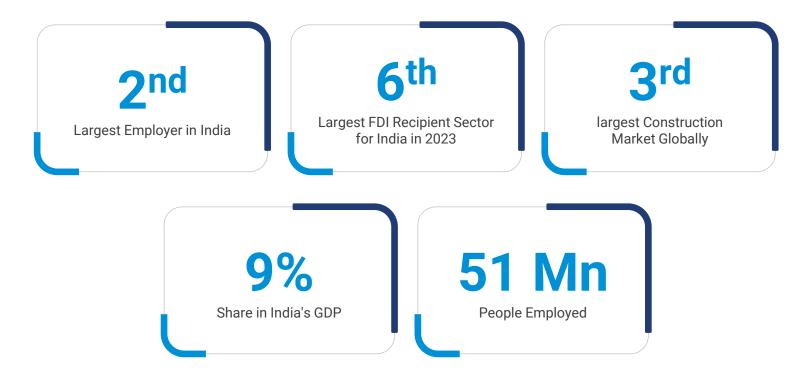


#### Navi Mumbai Metro Rail Project

Honoured with Certificate of Appreciation and Memento of Safety Achievers for 1.70 million safe man hours worked on Navi Mumbai Metro Project by prestigious organization Maharashtra Metro Rail Corporation, CIDCO Project Line 1, Navi Mumbai Metro

### Industry Overview

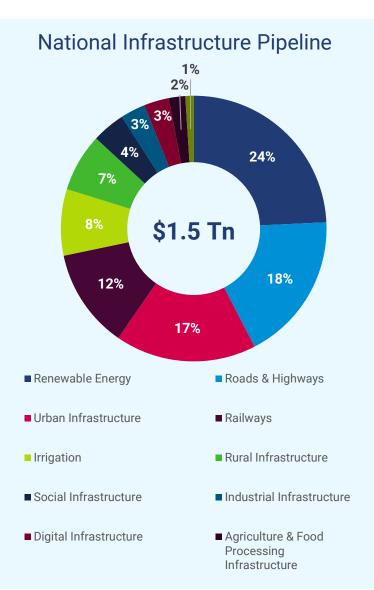




The Construction industry in India consists of the Real estate as well as the Urban development segment. The Real estate segment covers residential, office, retail, hotels and leisure parks, among others. While Urban development segment broadly consists of sub-segments such as Water supply, Sanitation, Urban transport, Schools, and Healthcare

The size of Indian Construction market is around USD 639 billion and is expected to reach USD 1.4 trillion by 2025

India currently has the fifth-largest metro network in the world and will soon overtake advanced economies such as Japan and South Korea to become the third-largest network



# Industry Growth Engines



Investment Inflows:	Driven by government reforms like Smart Cities Mission, Affordable Housing, and AMRUT, India is set to attract significant global and domestic investments. This has led to a potential USD 777 billion market opportunity by 2030	<b>100</b> Smart cities to improve quality of life through modernized/technology	
Urbanization and Infrastructure Demand:	With India's urban population expected to grow from 34% to nearly 40% by 2030, there is an increasing need for infrastructure, leading to the development of metro rail projects, highways, ports, and airports	driven urban planning	
Sustainable Development Focus:	Rising demand for sustainable and eco-friendly building practices, including green buildings and low-carbon construction materials, reflects the shift toward environmental responsibility	<b>11</b> Industrial corridors planned	
Government Initiatives and Policies:	Pradhan Mantri Awas Yojana (PMAY) – aiming for Housing for All by 2024, National Infrastructure Pipeline (NIP) – a USD 1.4 trillion investment plan aimed at developing 6,835 projects by 2025, PLI Scheme for boosting domestic manufacturing in key sectors, thus increasing demand for industrial facilities and warehousing	<b>15-18</b> Mn sq. ft. Increased real estate demand	
Foreign Direct Investment (FDI):	Construction has been among the top sectors attracting FDI, supported by a 100% FDI allowance in urban infrastructure and development projects under the automatic route.	by 2025 across major cities	
Rising Population and Income Levels:	India's middle class is rapidly growing, increasing demand for residential and commercial properties.	<b>500 Mn sq. ft.</b> Indian warehousing stock is expected to increase by 2025 in the top 8 Tier – 1 cities	

### Profit & Loss Statement



(₹ in Lakhs)

Particulars	FY 2023-24 (Audited)	FY 2022-23 (Audited)	Y-o-Y (%)	FY 2021-22 (Audited)	FY 2020-21 (Audited)	FY 2019-20 (Audited)
Revenue from Operations	12,048.86	8,694.51	39%	5,874.18	5,124.25	10,605.95
Other Income	111.46	40.45	176%	42.82	38.51	40.91
Total Revenue	12,160.32	8,734.96	39%	5,917.00	5,162.76	10,646.86
Cost of construction	8,330.19	6,140.20	36%	3,861.24	2,344.79	8,552.15
Employee benefit expenses	741.19	567.63	31%	412.48	352.51	606.18
Finance Cost	481.18	527.98	-9%	475.96	536.88	428.58
Depreciation & Amortization expenses	124.53	89.16	40%	94.21	216.80	111.82
Other expenses	1,026.95	509.61	102%	352.29	398.51	363.69
Total Expenses	10,704.04	7,834.58	37%	5,196.18	3,849.49	10,062.42
Profit Before Tax (PBT)	1,456.28	900.38	62%	720.82	1,313.27	584.45
Tax Expenses	459.71	236.12	95%	196.62	352.05	145.40
Profit After Tax (PAT)	996.57	664.26	50%	524.20	961.22	439.05
EPS	6.24	5.83	7%	4.61	8.43	3.81

### Balance Sheet



(₹ in Lakhs)

Particulars	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
EQUITY & LIABILITIES					
Share Capital	1,136.46	1,136.46	1,136.46	1,136.46	1,136.46
Reserves & Surplus	4,061.38	3,384.18	2,721.22	2,197.48	1,239.10
Non-Current Liabilities	1,210.41	1,260.85	2,066.65	2,557.28	1,952.20
Short-Term Borrowings	3,139.28	3,116.30	2,554.85	2,848.35	2,813.89
Trade Payables	3,281.21	2,940.08	1,667.95	2,537.17	2,460.43
Other Current Liabilities	626.97	591.17	369.30	713.44	122.25
Short-Term Provisions	200.87	96.90	663.08	146.97	85.26
Non-Controlling Interest	201.17	(227.46)	10.98	10.51	7.67
Total	13,857.75	12,298.48	11,190.49	12,147.66	9,817.25
ASSETS					
Property, Plant & Equipment	792.15	842.97	911.18	994.37	1,204.41
Trade Receivables	1,280.62	1,831.49	2,791.49	6,613.04	1,340.72
Cash & Cash Equivalents	611.71	281.14	458.63	374.98	661.43
Short-Term, Loans & Advances	802.47	372.39	580.36	176.14	30.04
Other Current Assets	8,108.90	6,797.57	5,473.74	3,038.78	4,964.84
Other Non-Current Assets	2,261.90	2,172.92	975.09	950.35	1,615.82
Total	13,857.75	12,298.48	11,190.49	12,147.66	9,817.25

Note: Data as on March 31, 2024

### Cash Flow Statement

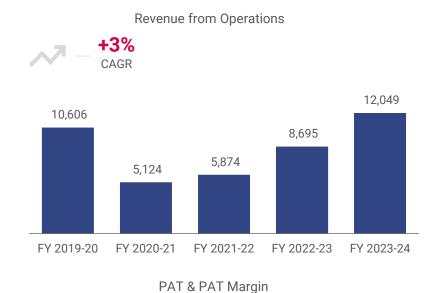


#### (₹ in Lakhs)

Particulars	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Net Profit Before Tax	996.57	664.26	524.20	961.22	439.05
Net Cash from Operating Activities	715.23	965.54	1,170.90	-480.34	219.88
Net Cash from Investing Activities	-421.07	-65.19	23.18	-6.76	-143.51
Net Cash from Financing Activities	36.72	-1,077.86	-1,110.45	200.65	114.92
	330.88	-177.51	83.63	-286.45	191.29
Opening Cash Balance	281.10	458.61	374.98	661.43	470.14
Closing Cash and Bank Balances	611.98	281.10	458.61	374.98	661.43

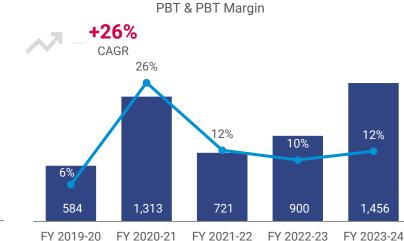
### Strong Financial Performance



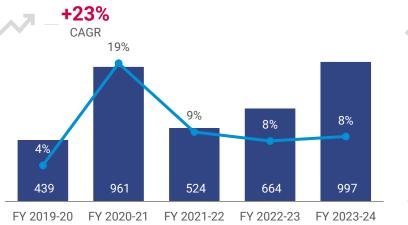


EBITDA & EBITDA Margin +16% CAGR 40% 22% 17% 17% 17% 17% 17% 2,067 1,291 1,518 2,062

FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

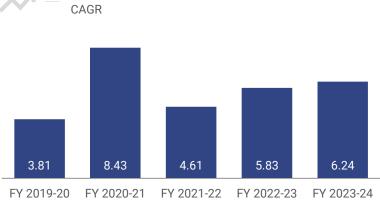


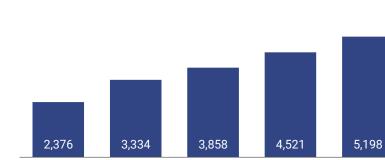
Networth



Earnings Per Share

+13%





FY 2021-22

FY 2022-23

+22%

CAGR

FY 2020-21

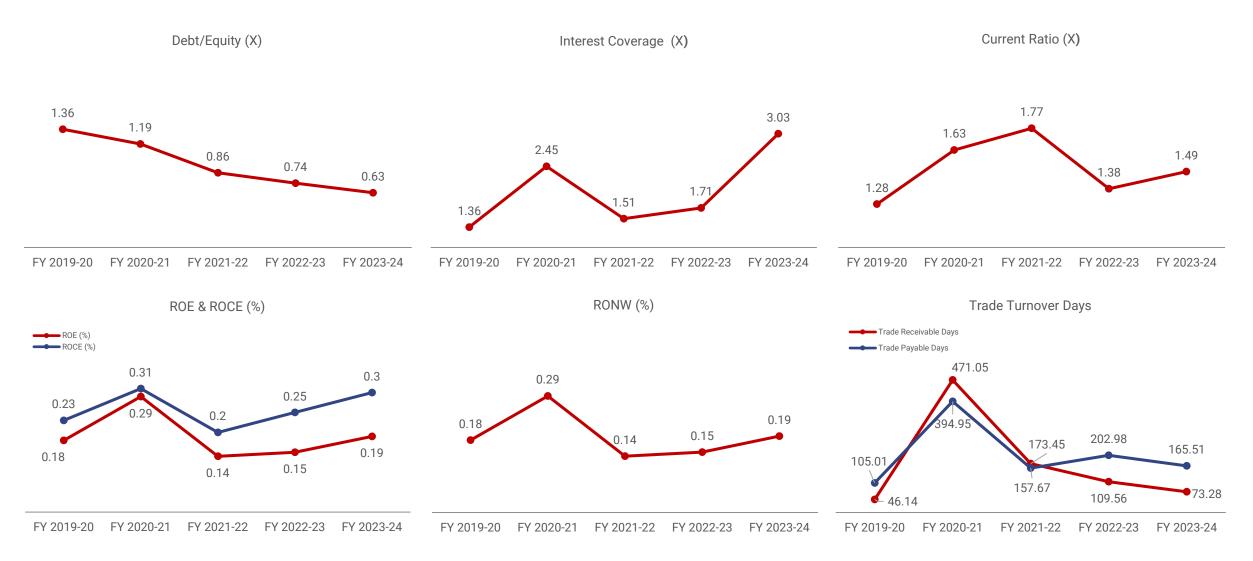
FY 2019-20

Note: Data as on March 31, 2024 All the numbers are on Consolidated basis and are rounded off to the nearest value FY 2023-24

(₹ in Lakhs)

### Ratio Analysis





Note: Data as on March 31, 2024 All the numbers are on Consolidated basis and are rounded off to the nearest value

### Strategy Ahead





# Revolutionizing Metro Rail Operations With India's first IOT-Enabled BMS





Univastu is implementing India's first Wireless BMS (building management system) for Navi Mumbai Metro line-1 and Depot project. Wireless building management system for Metro Stations and Depot provides real-time monitoring of crucial system such as HVAC, Lighting, FACP, Escalators and Lifts, LT Panels, etc. These systems facilitate remote access for rapid emergency responses, targeting netzero emission by reducing carbon footprints, enhancing flexibility and scalability, and optimising operational efficiency.

#### Wireless BMS Offers Below Advantages:

Net Zero & Reducing Carbon Footprints:	Wireless modules and sensors enable precise control of HVAC, Lighting etc., leading to Net Zero and Reducing carbon Footprint and sustain ability. Wireless networks also lead to massive savings due to elimination of kilometres of CAT6 cabling (10-20 km approx) andrelated conduiting, repeaters and complex networks components.
Energy Saving:	Since Wireless networks do not require complex server based CAT cabling networks, there is massive saving due to non requirement of cooling systems of server rooms. Also, there is incremental power saving compounding to 4 - 15% of system power consumption contributed by copper losses due to current flow through cables due to elimination of CAT6 Cabling and network.
Cost-Efficiency:	Wireless networks eliminate the need for costly CATwiring installations, reducing costs significantly.
Reduced Maintenance:	Wireless systems have fewer physical components, reducing maintenance and repair costs over time.

### Acquisition of Companies by Univastu



#### Opal Luxury Time Products Limited

Univastu India Limited is strategically expanding its business across diverse sectors. As part of this initiative, the company has successfully acquired Opal Luxury Time Products Limited, an NSE SMElisted company, through the NCLT process, effective July 20, 2023. The handover formalities are still underway. Opal specializes in wall clock manufacturing and has a dealer network in Pan India.



#### Setubandhan Infrastructure Limited

**Univastu India Limited** is in the process of acquiring Setubandhan Infrastructure Limited, a BSE & NSE listed company. The Resolution Plan passed by the COC and it's reserved for order in Court V NCLT Mumbai. Setubandhan is engaged in waste process and management through Bio Mining technology, and Setubandhan has a stake of 34% in Bio Mining India Pvt Ltd. Biomining is processing waste of 70 lakh metric tons for the Mumbai Municipal Corporation at Mulund dump yard. Also, Setubandhan is in the infrastructure construction sector. These two key acquisitions are expected to significantly contribute to the company's growth and strengthen its overall business performance.

#### Setubandhan Mulund Dump Yard Biomining Project Details

Project Name: Dumpsite Reclamation at Mulund Dumping Ground (MDG) in Mumbai by adopting suitable technology for existing garbage dump
Client: Brihanmumbai Municipal Corporation (BMC)
Location: Mulund, Mumbai
Project Cost: ₹558.60 Cr.
Project Executions by SPV: Bomining India Pvt Ltd, where Setubandhan is 34% shareholder.

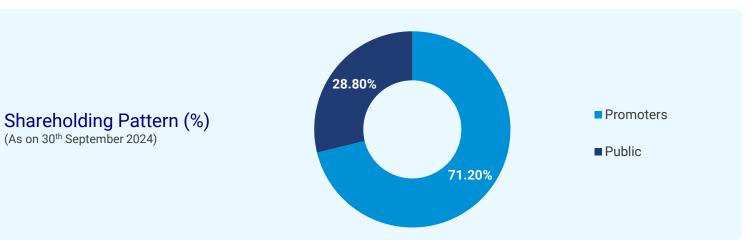
Sr. No	Description	Quantity	Units
1	Area of Dumping Yard	24	На
2	Height of Accumulated Waste	32	Mtrs
3	Accumulated Waste in Volume	70 Lakh	MT
5	Material Disposed (till date)	37.29 Lakh (53.28%)	MT

### Shareholders' Information

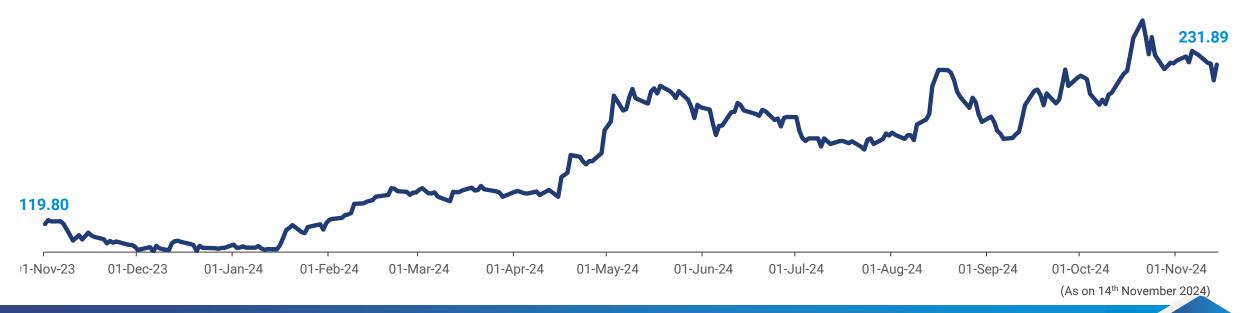


#### Stock Data (As on 31st Oct 2024)

Market Capitalization (₹)	26,353 Lakhs
Shares Outstanding	113.65 Lakhs
Free Float	28.19%
Symbol (NSE)	UNIVASTU



#### **Stock Performance**







We are Class 1A Maha-PWD (Unlimited), CIDCO Civil Infra Structure & Building 1A (Unlimited), National Health Mission 1A (Unlimited), Maharashtra Fire Services Registered Company





Certifications

We are a member of CREDAI and MARATHI BANDKAM VYAVASAIK SANGHATANA, Pune. UNIVASTU is an ISO 9001:2015, 14001, OHSAS 18001 certified company





C8-017





We are a member of CREDAI and MARATHI BANDKAM VYAVASAIK SANGHATANA, Pune





#### UNIVASTU INDIA LTD.

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