

C&S FLFCTRIC LTD.

C&S Electric Ltd. is a leading manufacturer of electrical and electronic equipment in India. It is India's largest exporter of industrial switchgear & power busbar products. C&S Electric products are used in applications ranging from power generation, transmission and distribution, protection and final consumption.

C&S Electric has the following product verticals:

- Switchgear
- Power Busbars
- Protection and Measurement Devices
- Lighting
- Diesel Generator
- Solar Solutions
- Electrical EPC



MARKET LEADER

C&S is amongst the top 4 players in the switchgear business segment and a market leader in the busbar business with more than 50% share in Indian market.

18 MANUFACTURING PLANTS

C&S Electric have 18 state-of-the-art manufacturing facilities equipped with latest tools and systems to ensure highest level of quality and services.

600+ STOCKISTS

A dedicated network of channel partners, ensuring access to the farthest corners of India, with an obsession for customer services. In addition C&S products are available in 7500+ retail counters nationally.

EXPORTS TO OVER 85 COUNTRIES

C&S has 5 international sales offices at London, The Netherlands, Dubai, Germany & USA. C&S exports the entire range of products across all 7 continents, thus reaffirming its position as India's largest exporter of industrial electrical products. Our new subsidiary C&S Electric UK Limited will enhance our coverage and customer service for the international market.

5000+ EMPLOYEES

5000+ Employees including over 600 engineers, dedicated sales team of 350 people & millions of satisfied customers.

2% OF REVENUE INVESTED IN R&D

Over 20,000 sqft. space dedicated to R&D, 70 R&D engineers, state of the art testing & design facilities ... & most of the all a passion for innovation & excellence.

OUR VISION, MISSION & VALUES

OUR VISION

- To be the most trusted, respected & preferred brand
- To be closest to its customer
- To manage power in India's biggest industries, in its highest buildings, in its most critical infrastructures & in millions of its homes
- To serve as a role model to others
- To make "MADE IN INDIA" a respected label world over

OUR MISSION

- To create a unique alchemy of outstanding products, operational excellence, path breaking customer services & compelling marketing
- To create the best place to work where employees are empowered, cared, developed & provided unlimited opportunities
- To continuously innovate, enhance our core technologies & develop new world-class products
- To be India's largest exporter of industrial power distribution & control equipment
- To everyday experience, the sheer joy of delighting our internal & external customers
- To earn healthy return on investment

OUR VALUES

- Stretch for your customer
- Be frank, be honest
- Be obsessed with quality
- Work hard, smart & swift
- Succeed as a team and as an individual
- Discover your strength & those of others

India is poised for significant growth and ready to carve its place in the global economic landscape - we at C&S are well positioned to be an integral part of this journey.



KEY MILESTONES



- R.N. Khanna an IlTian from Kharagpur, after 4 yrs. of working at FANAL returns from Germany to pursue his dreams
- · Controls & Switchgear is founded in the garage of his father's house
- · His younger brother Ashok Khanna on completion of his engineering at IIT Madras, joins in 1967









- Technical collaboration with ABB Stromberg-Finaland for manufacturing of Switches, Fuses, SFU and Changeover Switches
- Formed Joint Venture with Telemecanique for Control gear business in India
- Entry into Air Circuit Breaker business with technical knowhow from Terasaki Electric
- Designing and manufacturing of Busduct started with technology from SIMELECTRO-France











- Second generation- Anui, Rishi (1998) & Aditya (2005) join the business
- Increased thrust on export business
- JV with Leroy & Somer for Alternator Business.
- Acquired 100% Share of Electronic Relays business.
- Acquired controlling stake from Schneider in TC Joint Venture.
- · Contract manufacturing started, Bustrunking range completed
- 100% EOU started at Noida
- Formed C&S Gewiss JV for Lighting & Wiring Accessories with Gewiss (Italy)



Eta-com





- Acquired Netherland based Etacom, with this acquisition C&S Electric offers the widest range of power Busbars amongst any manufacturer in the World
- Acquired 100% shareholding of Medium Voltage Switchgear Business with Efacec
- New UL approved R&D lab established at
- C&S Electric announces its new Company-TC Electric Controls LLC

1966

1982-86

1995-2005

2011-17>>>

1966-82

- Incorporation of The Controls & Switchgear Company
- Attain market leadership in road signaling
- Starts making inroads into large infrastructure projects
- Works on many key defence jobs including nuclear submarine projects & first Leander Class Warship Frigates for Indian Navy
- Indigenous development of Push Bottons & Pilot Lamps required for automation panels







CONTROL



- Designed and developed low voltage bustrunking system
- Started manufacturing of Control, Protection, Automation Relays and Alternators in JV with AVK - SEG, Germany
- Formed JV with Wago-Germany for Terminals blocks manufacturing
- Signed JV with RS components UK, for mail order electrical component distribution business





1990-94

Establishment of R&D center. SEZ facilities

- Growth of 40% for three years in a row
- Setup JV with Himoinsa of Spain to manufacture Diesel Generating sets
- Enters Medium Voltage business through a JV with Efacec of Portugal





2005-08

- · Three strategic independent entities merged into a newly rebranded company C&S Electric Ltd.
- Inducted GE capital as private equity partner, C&S raised ₹ 100 crore with intention to explore inorganic growth
- Set up a new LV switchgear plant in China
- India's 2nd grid connected Solar PV power plant designed, developed and established by C&S Electric Ltd. at Haryana





2008-11



ACROSS THE VALUE CHAIN OF POWER MANAGEMENT SOLUTIONS

C&S PRODUCT PORTFOLIO



SUBSIDIARIES/ JOINT VENTURES











TC Electric Controls LLC

18 MANUFACTURING PLANTS INDIA I CHINA I BELGIUM

- Locations in Noida, Haridwar, Pantnagar, Bhiwani, Guwahati, Nantong (China) and Boom (Belgium)
- Dedicated logistics warehouses Noida, Lucknow, Indore, Mumbai, Ahmedabad, Bangaluru, Kolkata and Ranchi
- 2,000,000 sq.ft. covered area
- Latest precision tools, machinery & testing equipment
- Oracle ERP environment

MORE THAN FIVE DECADES OF MANUFACTURING WORLD-CLASS PRODUCTS













MORE THAN FIVE DECADES OF SERVING INDIA



Power Generation

- Market leader in power generation business for busbar systems and switchboards
- Conceived, developed and executed India's 2nd Grid connected Solar PV power plant
- Experience and capabilities for designing and execution of EBOP for power plants up to 600MW
- Approved by all major power consultants like DCPL, TCE, Desein, etc



0EMs

- India's largest supplier of control gear components to OEM segment
- The world's leading windmills and locomotives manufacturers use C&S components
- Leading supplier to all major telecom shelter manufacturers
- The world's largest manufacturer of elevators relies on C&S products
- India's largest capacitor and power correction equipment manufacturer relies on only C&S contactors
- 90% of NTPC Power Plants use C&S products



Distribution & Transmission

- Market leader in city power distribution, largest supplier to BSES, TPDDL. MSEB. etc.
- Capable of turnkey execution for transmission substation up to 220KV
- · Leading manufacturer of RMUs for power distribution
- Successfully completed and executed various distribution substation of 33KV level in both indoor and outdoor execution
- Leading supplier of relays and control panels for grid reliability and protection



Infrastructure

- 13 out of 15 commonwealth game stadiums were powered by C&S
- India's first F1 race is powered by C&S solutions
- · India's tallest building is powered by C&S solutions
- India's major Airports and Railway Stations use C&S products
- India's biggest realtors like DLF, Ansals, Omaxe, Lodha, NCCL, ERA, etc. use C&S products



Industries

- Significant presence in all heavy industries like Oil & Gas, Metal and Cement Industries
- India's biggest refinery developed by Indian Oil Corporation at Paradip uses C&S products
- C&S busbars are changing the way electrical insulation is done in Indian Industries
- Some of our major customers include Vizag Steel, Salem Steel, Hindalco, Ultratech Cement, Ambuja Cement, Shell, Doosan, etc.
- Offshore platforms in India and across the world prefer C&S solutions

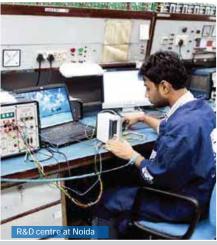


Commercial / Domestic

- All of India's major buildings and malls use C&S bus bars
- · Customised energy efficient lighting solutions
- · Complete range of MCBs & DBs a real 10KA solution
- · Products designed for the highest level of safety and reliability
- Wiring accessories to cater to all applications like IT, hospitality, residential apartments, etc.
- · India's fastest growing motor starter for agricultural applications

PASSION FOR INNOVATION & EXCELLENCE







More Than Five Decades of Obsession With Quality

2% of C&S's turnover is invested in R&D

- 4 Government accredited R&D labs / centres
- More than 70 engineers are involved in creating world-class products
- More than 25% of current revenue (2017-18) are derived from products developed over last 5 years
- Dedicated teams for new product development, product life cycle management and value engineering
- State-of-the-art design, engineering & proto-typing tools and resources
- UL approved lab for testing of controlgear products
- India's only 30kA test center for busbar products



WiNmaster Air Circuit Breaker



WiNtrip MCBs. RCCBs & DBs



robus a Contactor



ACB Release



WiNbreak 1 MCCB



Motor Starter



Protection Relay



Lighting Trunking



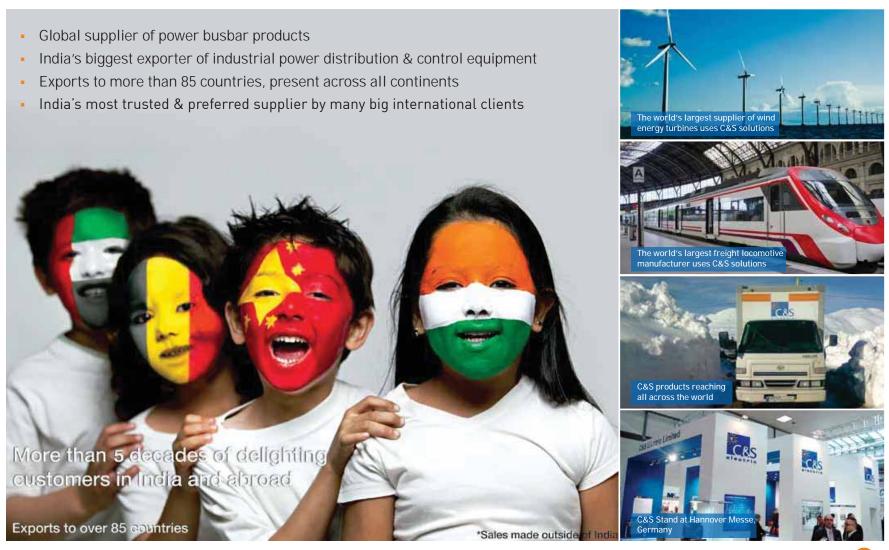
Lighting



Packaged Substation

MAKING "MADE IN INDIA" A RESPECTED BRAND

Export* business contributes to 30% of our total revenue



PAN INDIA RETAIL NETWORK

600+ Stockists, 250+ Retail Distributors, 7500+ Retail Outlets, 15000+ Electricians







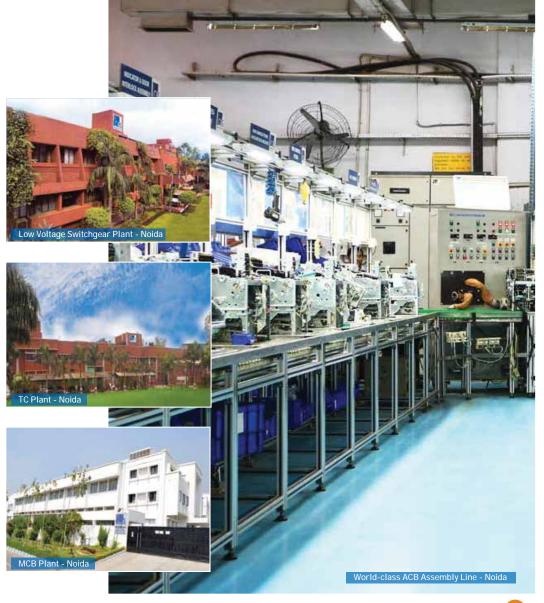






LOW VOLTAGE COMPONENTS BUSINESS

- Amongst the top 3 players in the domestic market
- Domestic market leader in OEM and power segment
- Comprehensive product range with global approvals (UL, CSA, CB, CCC)
- India's largest exporter of LV switchgear exports to over 85 countries
- Approved by major national consultants and Govt. customers
- Strong customer relations with global MNCs like GE, ABB, EATON etc.
- Loyal and expanding network of over 600+ dealers
- C&S products are available across over 7500+ retail counters nationally
- 24 National sales offices, over 350 number sales professionals
- 6 Manufacturing plants spread across Noida, Haridwar, Guwahati and Nantong- China
- 3 Government approved R&D labs / centres



POWER DISTRIBUTION PRODUCTS

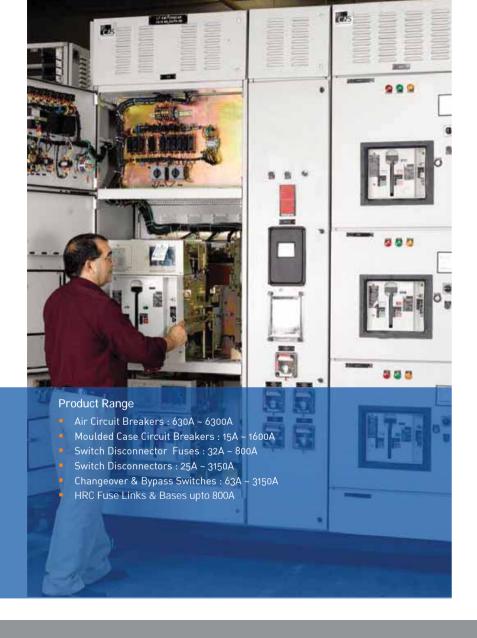
- Leadership in city power distribution, amongs the largest supplier to BSES, Tata Power - DDL, MSEB, MCD etc.
- Approved by all major power utilities and EPC contractors NTPC, BHEL, GMR, JSW, Adani, REL, BGR etc.











POWER CONTROL **PRODUCTS**

- 35 years of excellence in contactor manufacturing
- Leading windmill manufacturers across the world use C&S products
- OEM leaderships Largest supplier of controlgear components
- Dominance in city power management



Power Contactors









Product Range

- robusTa Power Contactors : 7A ~ 2600A
- Mini Contactors : 6A ~ 16A
- Capacitor Duty Contactors : 2.5KVAR ~ 75KVAR
- Definite Purpose Contactors FLA: 20A, 25A, 30A, 40A (1P, 2P & 3P)
- Agro 2 Pole & 4 Pole Contactors: 20A, 25A & 40A
- Motor Protection Circuit Breakers: 0.1A ~ 100A
- Control & Signaling Devices
- Anmol Submersible Pump Starters Unit upto 75A
- Industrial Plugs & Sockets : 3 Pin & 5 Pin, 16A~125A
- Industrial Motor Starters upto 350HP

FINAL POWER DISTRIBUTION

- India's tallest building at Mumbai uses C&S MCBs to switch ON its power
- India's major realtors like Ansal, Lodha, Adani use C&S products
- OEM supplier to major power backup companies like Sukam, Sudhir Genset, ACME, Jackson etc.
- Complete range of wiring devices and accessories for domestic, hotel, commercial and outdoor applications - a blend of design, aesthetic, safety and functionality



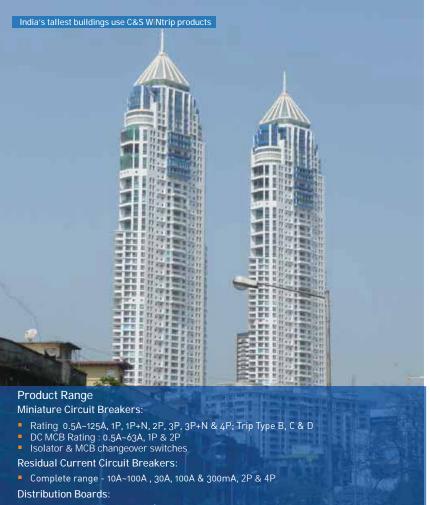
MCB & RCCB





Distribution Boards





- Wide range inclusive of SPN/TPN, Single & Double door in all variants i.e. Horizontal, Vertical, PPI, Phase Selector, VTPN with MCB or MCCB as incomer, 7-Segment, Flexi (Tier), Acrylic, TV/Telephone, Plug & Socket, Cable End Box distribution boards
- Metal & Plastic enclosures

Wiring Accessories:

- Modular Switches, Sockets, Fan Regulators & Accessories
- IP40 & IP55 Weatherproof Enclosures

LOW VOLTAGE COMPONENTS BUSINESS - LIGHTING

- Widest range of application based lighting solutions using LED lamp source
- Green tech and conventional lamp sources based indoor, outdoor and industrial luminaires
- Payback/cost saving based solutions using LEDs with no compromise on application
- Extensive reference list in a short period of time
 from India's most expensive homes to India's most acclaimed infrastructure projects to India's most cutting edge solutions
- Pan India service and logistics capabilities through C&S branch offices and network of channel partners



It's a Bright Idea!



LOW VOLTAGE COMPONENTS BUSINESS -CHINA

- World class state-of-the-art manufacturing plant at Nantong - China
- State-of-the-art machinery & quality control systems
- Futuristic plant with a spread of 4474 sqm. area
- Complete engineering, designing & testing facilities
- Contactor manufacturing with CCC certification to serve China market
- Component manufacturing facility to feed mother company in India
- Supply base to all major international customers



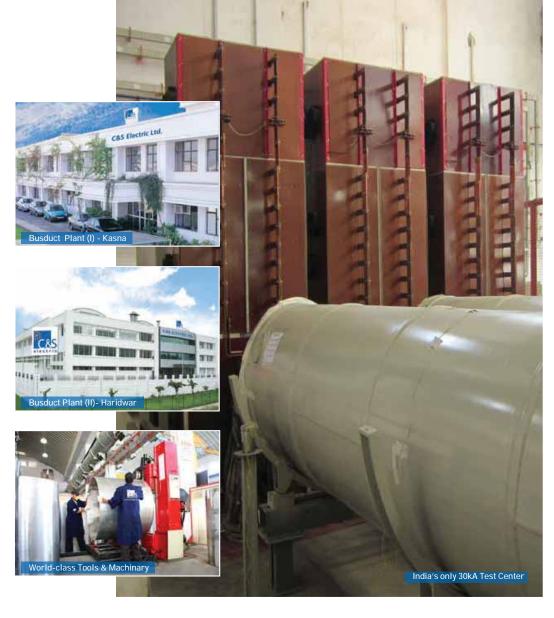
LOW VOLTAGE SWITCHBOARD BUSINESS

- Over 50 years of successful track record presence in over 80% of all major power plants in India
- Market leader in Indian power segment
- Growing presence in Oil & Gas, Cement and Steel segment
- Long standing relationships with all major power utilities and EPC contractors like NTPC, BHEL, TATA, Adani, JSW, LANCO, BGR, GMR, REL, Alstom, ABB etc.
- 2 purpose built manufacturing plants spread across Noida and Haridwar
- India's first bolted type design fully type tested up to 65KA for fixed and draw out type panels
- Engineered solutions for extensive applications of PCC and MCC
- Growing presence in international market, supplies to Bangladesh and Russia



MEDIUM VOLTAGE BUSBAR BUSINESS - Ísobar

- Domestic market leader with more than 50% market share
- Widest range of products IPB, SPB, NSPB, Generator auxiliary compartments
- India's first installed 800MW busbar solution
 now ready with 1000MW forced air-cooled solution
- 2 Manufacturing plants in Noida and Haridwar
- The Haridwar plant is India's largest plant for MV busbars -own heat run test facilities upto 30,000A rating and Impulse test facilities upto 200KV peak



MEDIUM VOLTAGE BUSBAR **BUSINESS** - Ísobar

- More than 500KM of busbar manufactured so far and the most extensively type tested solution in the world
- Majority of NTPC power plants carry power through C&S busbars
- Long standing relationships with all major power utilities and EPC contractors like NTPC, BHEL, TATA, Adani, JSW, LANCO, BGR, GMR, REL, GE (Alstom), ABB etc.
- Established export credentials with installations from South East Asia, Europe, Africa to South America

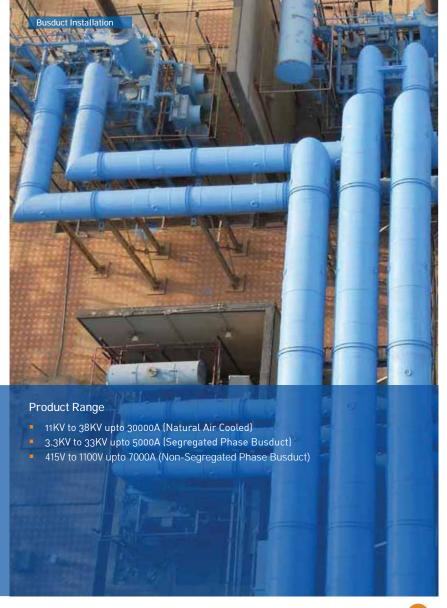












LOW VOLTAGE BUSBAR BUSINESS - metabor

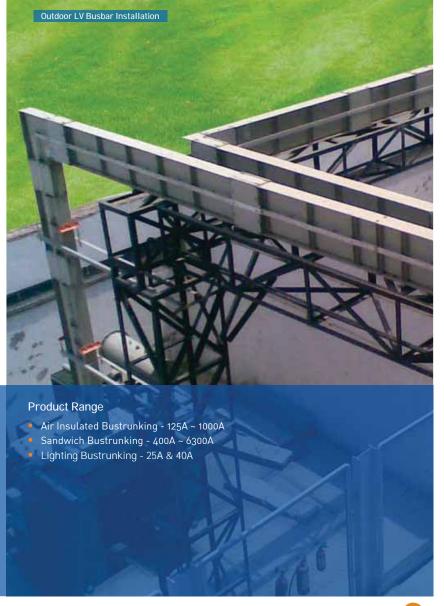
- Domestic market leader with more than 35% market share
- Only domestic player with complete engineering, design and manufacturing capabilities in India
- Engineering and service capabilities through C&S network of 24 branch offices
- Preferred choice of all major government and private consultants, contractors and customers
- State-of-the-art manufacturing facilities in Haridwar, Govt. approved R&D centre in Noida
- Recognised export credentials-installations across all Gulf countries, Russia, Western Europe and South-East Asia



LOW VOLTAGE BUSBAR BUSINESS - metabar

- Metabaris an efficient safe and flexible system of power distribution for Industries, Power Plants, Airports & all infrastructures
- Low Impedance, Low Voltage drop & High Short Circuit capacity
- Fire protection as per IEC60332-3-10 / ISO834-1
- UNIBLOCK Joint to couple the undrilled busbars of two sections in case of Air Insulated & Sandwich Bustrunking
- PUSHFIT Joint to couple the two sections in case of Lighting Bustrunking
- Degree of protection: IP54 / IP55
- Seismic Compliance for Zone 5





CAST RESIN BUSBAR BUSINESS - betobar

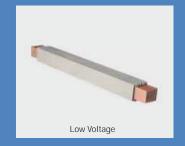
- Eta-com ISD BV group founded in 1979
- World's leader in Cast Resin insulated busway system with installations in more than 50 countries
- India's first international Grand Prix F1 Race stadium powered with Betobar-r
- Majority of power house & substations are powered by Betobar-r
- Leader in oil & refinery segment for supplying cast resin insulated busbar system
- Offshore platform in India & across the world prefers Betobar-r



CAST RESIN BUSBAR BUSINESS - betobar

- Betobar-r cast resin insulated busway system is a modern, compact, efficient & safe transmission / distribution system of electrical energy
- Low Impedance, Low Voltage drop & High Short Circuit capacity
- Excellent resistance to atmosphere pollution, wide range of chemicals
- Excellent product for outdoor & indoor application with Degree of Protection: IP68, UV resistance
- High Mechanical Impact Strength: IK10
- Fire protection as per IEC60331-2IEC60332-3-10 / ISO834

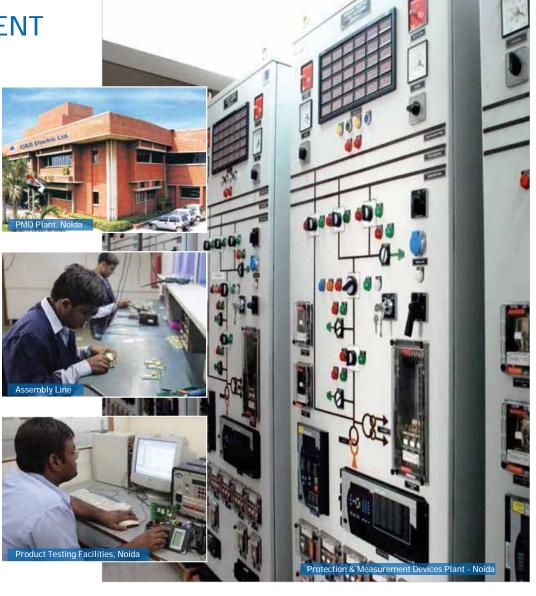






PROTECTION & MEASUREMENT DEVICES BUSINESS

- Extensive range of protection and control solution from 415V to 400KV voltage levels including IEC 61850 process and station based architecture
- In-house expertise in design, engineering, testing and commissioning of protection and control solution including busbar engineering using numerical relays
- Automation solution for switchyards upto 400KV and Thermal, Hydro, Wind, Solar and Captive generation plants
- Widest range of digital relay for power protection, control and monitoring of power plants, substation, generator and industry
- ISO:9000 certified state-of-the-art manufacturing plant with latest machinery and testing facility
- State-of-the-art Govt. recognized R&D labs / centres from CSIR



PROTECTION & MEASUREMENT DEVICES BUSINESS

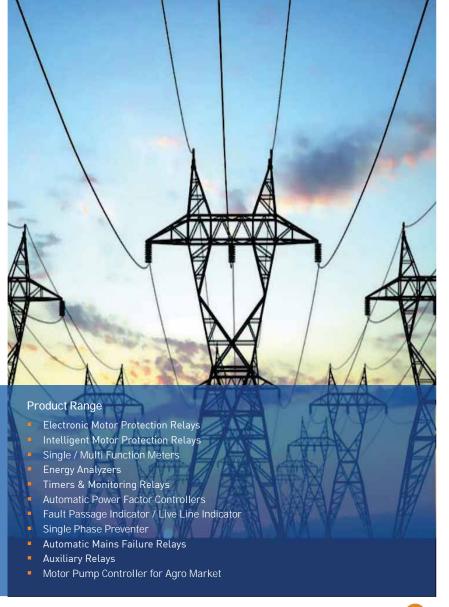
Protection, Control & Monitoring Relays

- Feeder, Motor, Transformer Protection Relays
- RMU Protection Relays
- Generator Control: Synchronising, Load Sharing & AMF Relays
- Generator Protection: Current, Voltage, Frequency, Reverse Power, Rotor Earth Fault, Differential, De-Coupling, Negative Sequencing & Over Fluxing Relays



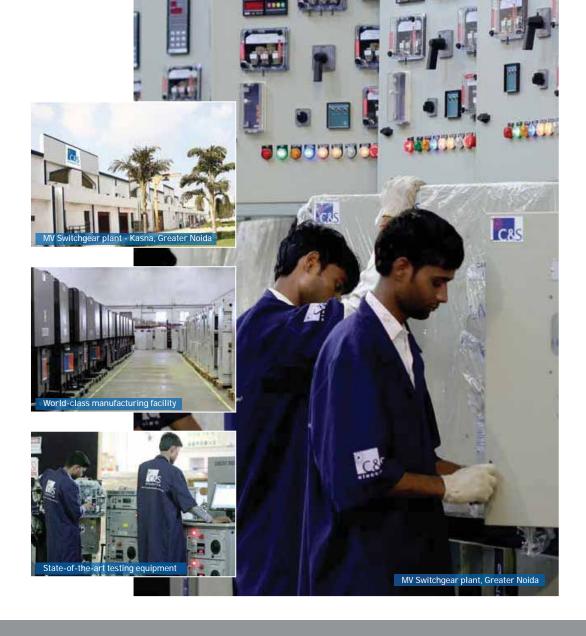






MEDIUM VOLTAGE SWITCHGEAR BUSINESS

- MV switchgear division offers wide range of switchgear for primary and secondary distribution
- Growing presence in power distribution segment
- State-of-the-art manufacturing plant at Greater Noida & Haridwar with latest machinery & testing facilities
- Supplier to power distribution & generation companies
- Customised solution for renewable power requirements in Solar, Wind & Hydro



MEDIUM VOLTAGE **SWITCHGEAR BUSINESS**

- Leadership in secondary distribution switchgear with both indoor & outdoor RMUs
- Leading supplier to major power distribution utilities in country
- Leading supplier to EPC contractors in power distribution sector
- Full solution for primary distribution switchgear 11kV, 22kV & 33kV VCB panels
- Leading supplier to renewable energy sector like Solar Power Plants, Wind Power Plants, Hydro Power Plants & EPC contractors in power distribution sector



with Draw-Out Vacuum Circuit Breaker



24kV Air Insulated Switchgear with Draw-Out Vacuum Circuit Breaker



Switchgear with Draw-Out Vacuum Circuit Breaker





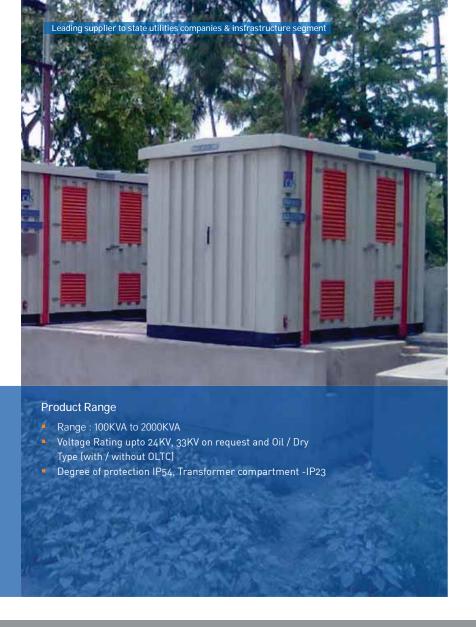






PACKAGED SUBSTATION

- Leading supplier to Reliance Energy, LANCO, Noida Development Authority, Airport Authority of India, State utilities, Building & Infrastructure segments
- Fully equipped Packaged Substation (PSS) outdoor duty enclosures, medium voltage switchgear, distribution transformer (dry / oil cooled type) low voltage panel & AFPCR panel
- CPRI, ERDA, SQTC certified completely factory assembled weatherproof solution
- Self contained Package Substation with individual compartmental access & best in class enclosure rated K5 - K10





ELECTRICAL EPC BUSINESS

- More than 70 Engineers
- Pan India presence
- Experience of successful completion & execution of over 100 projects
- End to End solution from designing & engineering to project execution & maintenance
- In house design capability for sub-station & E-BOP projects
- Financial stability & balance sheet strength
- Approved with all major consultants and Public Sector units.
- ISO 14001 & OHSAS 18001 certifications for implementing & complying Safety, Health and Environment systems

Major Clients

- NTPC Ltd.
- Indian Oil Corporation Limited.
- All India Institute of Medical Science
- Central Public Works Department
- Hindustan Petroleum Corporation Ltd.
- Bharat Petroleum Corporation Ltd.
- Siri Fort Sports Stadium
- New Delhi Municipal Corporation
- RITES Ltd.
- Central Drug Research Institute Lucknow
- Steel Authority of India Ltd.
- Central Organization for Railway Electrification
- Himachal Pradesh State Electricity Board Ltd.
- Uttarakhand Jal Vidyut Nigam Ltd.
- Nathpa Jhakri Hydro Electric Power Project
- Engineers India Limited
- Delhi Development Authority
- Gas Authority of India Ltd.
- Indian School of Mines
- Brahmaputra Cracker & Polymer Limited



SOLAR SOLUTIONS

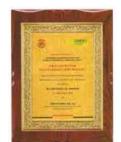
100+ Solar PV Rooftops across 10 States

 SP 1A Solar Grading - The Highest Grading for a Solar System Integrator by CARE

DELIVERING ON THE PROMISE OF SOLAR ENERGY.



Certificate of Appreciation from MNRE Govt. of India



Award for the Highest Solar Energy Generated per KW/Annum in UT, Chandigarh



Award for the Highest Installation of Solar Photovoltaic Projects in UT, Chandigarh







SOLAR SOLUTIONS

C&S Electric has impeccable credentials in offering world-class Solar PV Power solutions for different applications. Backed by it's proven track record of innovative and reliable work in Design, Supply, Installations, Commissioning and real time monitoring of Solar PV Power plants, C&S Solar is very much a part of the solar revolution in the country.

- ROOFTOPS
- GROUND MOUNTED
- CAR PORTS



SP1A Solar Grading - CARE



JOINT VENTURE C&S HIMOINSA PVT. LTD.

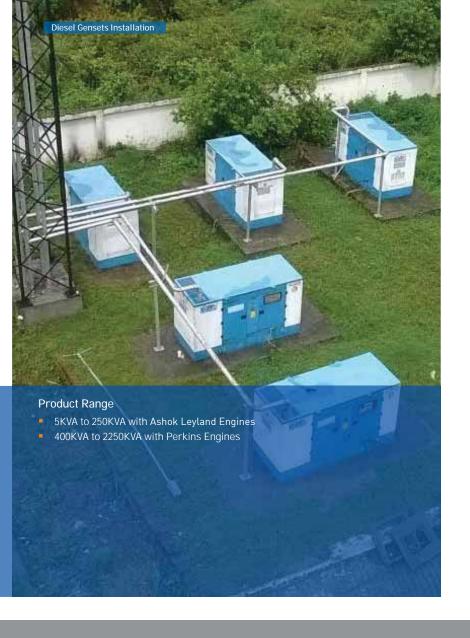
- Received best product award from Ashok Leyland for 3 years in a row
- Product appreciated by major companies like IOCL, ABB, GTM Builders, Shakti Bhog, Paharpur Cooling Towers, SRS Builders, Institutions like IIM - Noida, Govt. Depts. - CPWD, Jal Nigam -Uttarakhand, MES, Health Dept., etc.
- Manual, AMF and synchronising panels as per customer requirement
- Turnkey project capabilities





DG Sets Powered by Perkins Engine





JOINT VENTURE C&S HIMOINSA PVT. LTD.

- C&S Himoinsa is a 50:50 joint venture between C&S Electric and Himoinsa of Spain, a world leader in diesel generators
- C&S Electric is the pioneer in silent DG Sets in India
- Range from 5KVA to 2250KVA
- DG sets manufactured as per international design and meeting CPCB -II norms laid down by Govt. of India
- World-class futuristic plant in Pantnagar, Uttarakhand spread over 10000sqm.area



TC ELECTRIC CONTROLS LLC



- TC Electric Controls LLC, US based company of C&S Electric, situated at Schaumburg Illinois, USA
- Supplies to HVAC, Commercial, Industrial and OEM markets
- Warehouse locations: Melbourne Florida, Rockford Illinois and Phoenix Arizona
- Complete product range of IEC Contactors & Overload Relays, Motor Controllers & Starters, Controls & Signaling Devices & Circuit Breakers



IEC CONTACTORS & OVERLOADS RELAYS



MOTOR CONTROLLERS & STARTERS



CONTROL & SIGNALING DEVICES



CIRCUIT BREAKERS

MARKETING OFFICES SPREAD ALL OVER INDIA

NORTHERN REGION

DELHI

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JAIPUR

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RAIPUR

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RANCHI

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BHUBANESWAR

Ph. : (+91 674) 2580788, 9778070465 E-Mail : bhubaneshwar@cselectric.co.in

WESTERN REGION

MUMBAI

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REGIONAL WAREHOUSE

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INDORE Liberty Agencies 53, Udyog Nagar, Near Musakhedi Square, Ring Road, Indore-452001, Ph.: (+91) 88780-62000 / 64000

KOLKATA 113, Chetla Road, New Alipur, Kolkata - 700 053, Ph.: (+91 33) 22275849 - 51

RANCHI Plot No. 145/C, Mandir Marg-D, Road No. 4, Ashok Nagar, Distt. Ranchi, Jharkhand - 834002, Ph.: (+91 651) 2242202, 22422224

MUMBAI E-5, Parasnath Complex. Gala No.8, Village 'VAL' Dapode Road, Taluka Bhiwandi, District, Thane-421302, , Ph.: (+91 2522) 314830

AHMEDABAD B-25-B/C Meldi Industrial Estate, Opp. West Coast Pharmaceutical, Nr. Gota Over Bridge, Gota, Ahmedabad - 382481, Ph.: (+91 79) 65453044

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