



ANI Integrated Services Limited

Q1 FY25 Investor Presentation

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Company Overview



ANI Integrated Services Ltd: Delivering Excellence In Technical Staffing



ANI Integrated Services Ltd. (ANI, The Company) is one of the leading organization specializing in technical staffing solutions for the organized sector. Established in 1989 and incorporated in 2008 and listed on the National Stock Exchange under the SME platform, the company offers industrial solutions in engineering, projects, operations & maintenance, and technical staffing solution to organized sector. Based in India, the company serves industries including EPC firms, power plants, oil and gas refineries, pharmaceuticals, and FMCG.

With a vast network of qualified labour, the company ensures prompt and cost-effective service delivery tailored to client needs. The company has expanded internationally, serving clients such as Larsen & Toubro, Tata Consultancy Engineers, Reliance Industries, and Nestle India. The company has executed numerous international projects, particularly in the UAE, Thailand, the Kingdom of Saudi Arabia, and various African and Gulf countries.

The company's services include manpower deputation with over 5,500 technical professionals, operation and maintenance, delivering reliable post-shutdown services and project support, ensuring on-time plant startups and reducing calibration losses. Its comprehensive services and global expertise make ANI a trusted partner in high-profile industrial projects.

With a strong global presence and a skilled network of professionals, the company stands as a trusted partner for high-profile industrial projects, guaranteeing seamless operations and successful project outcomes.



Defining Path Through Mission & Vision For Industrial Excellence

Mission

Empowering engineering and optimizing solutions

Vision

Focusing on engineering strengths to ensure future prospects by adhering to kaizen & humble customer relations.



End-to-End Services



Agile and robust project execution capability



Relentless focus on HSE and Quality



Availability of Subject Matter Experts (SMEs).



Compliance with all Statutory obligations

Key Insights



35
Years Of
Experience



300+
Projects
Completed



5,500+
Technical
Professionals



5
Regional Offices
Across States



6 States
Overseas
Presence



ISO 9001:2015
ISO 45001:2018(OH&S)
ISO 14001:2015
Certifications

FY24 Consolidated Financial Insights

₹ 188.06 Cr
Total Income

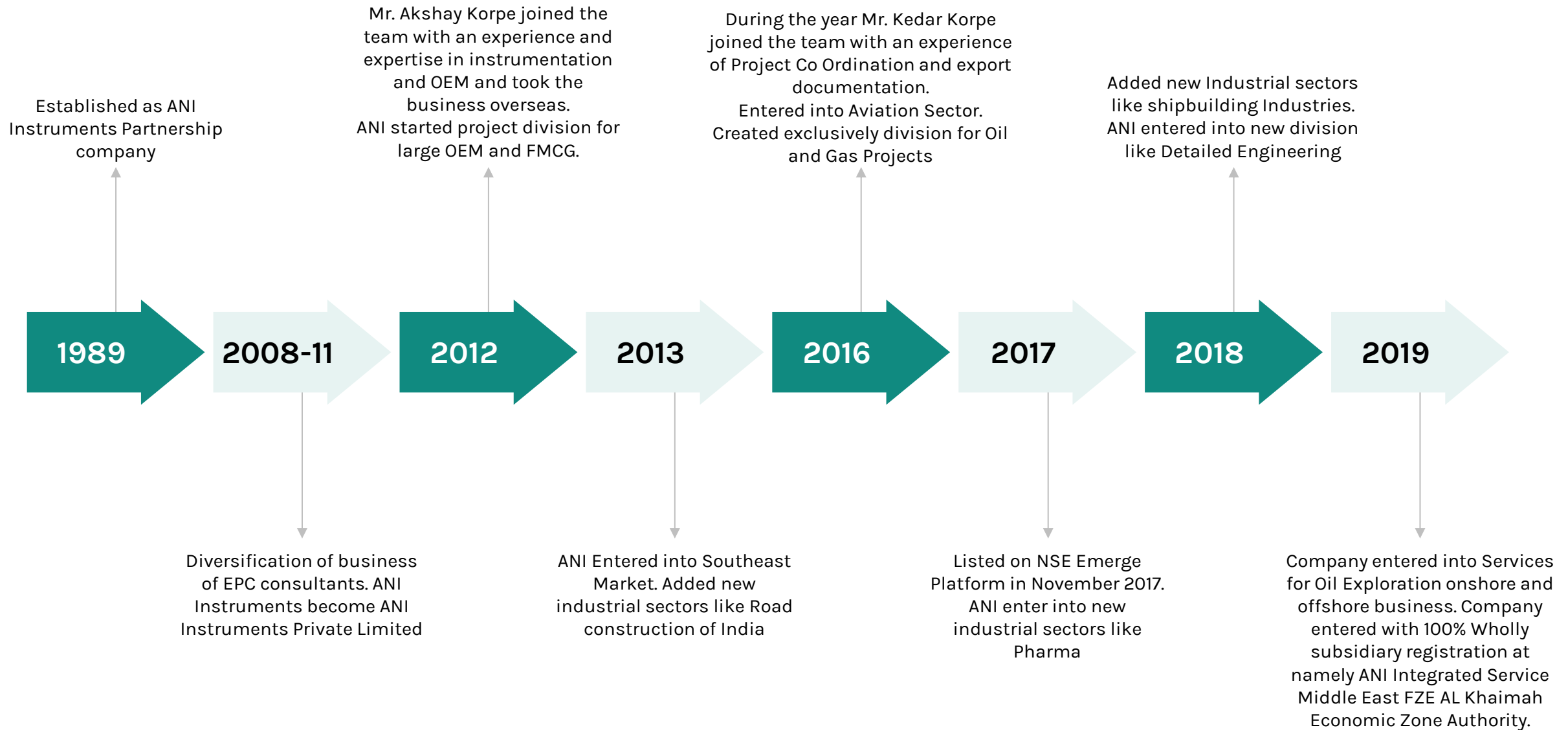
₹ 10.28 Cr
EBITDA

₹ 5.66 Cr
Net Profit

10.79%
ROE

12.03%
ROCE

From Inception To Success: The ANI's Journey



Awards & Certifications



ISO 9001:2015



ISO 45001:2018(OH&S)



ISO 14001:2015



Safe Contractor of the Year by Reliance Industries Limited



1 Million Safe Man Hours Certification By Technip Energies

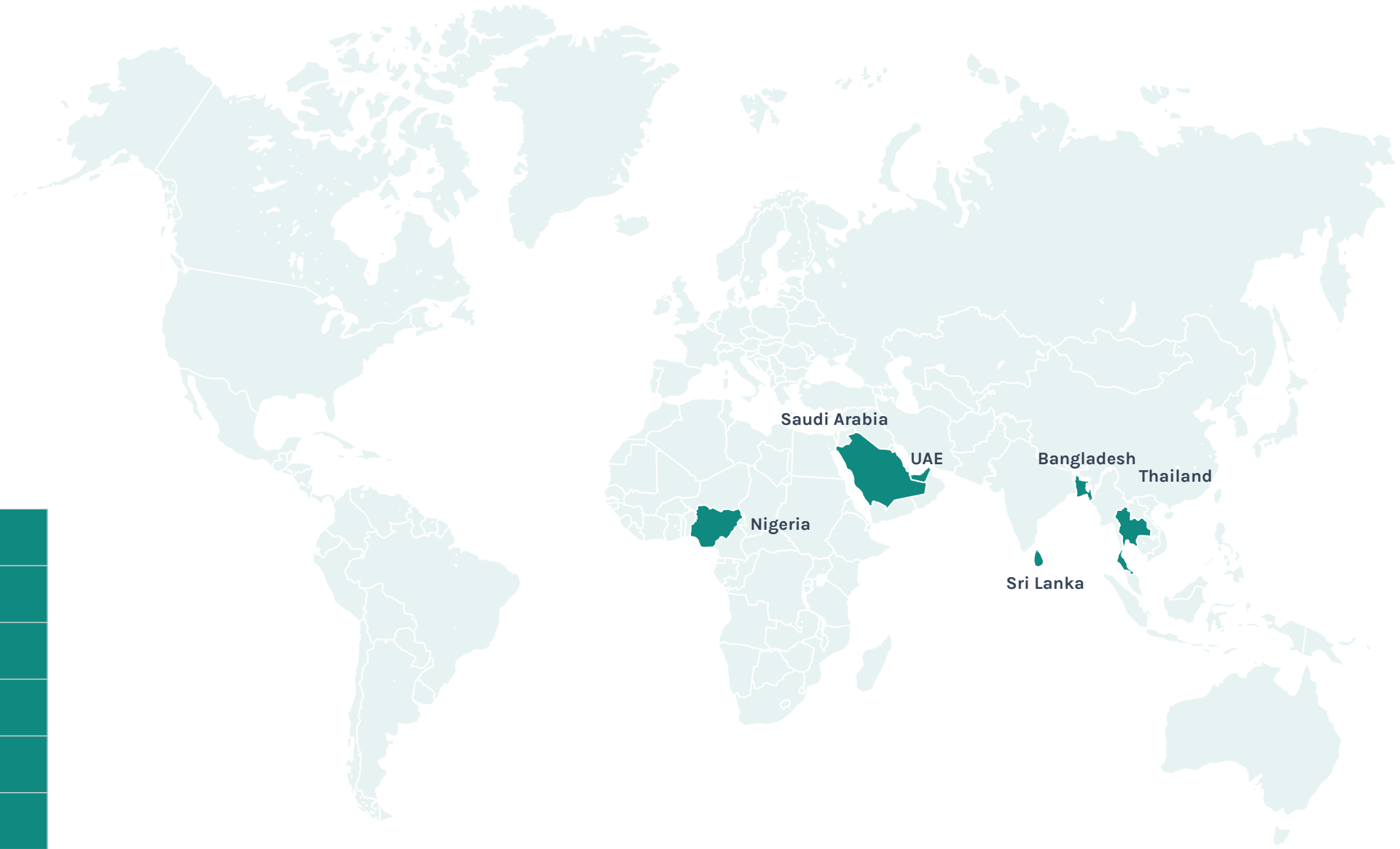


5 Million safe Man-Hours Award by Reliance Industries Limited

ANI's Global Footprint: Extending Across Borders


International Operations


- UAE
- Nigeria
- Thailand
- Bangladesh
- Sri Lanka
- Saudi Arabia



Nationwide Footprint



 **Headquarters**
Thane, Maharashtra

 **Regional offices**
Vadodara
Goa
Jamnagar
Mangalore
Vishakhapatnam

Business Overview



ANI's Diversified Business Segments



Manpower Deputation



Projects & Consultancy



O & M Services

Manpower Deputation

- ANI has been a trusted provider of high-caliber manpower since 1989, delivering extensive services to industries worldwide.
- The Company focuses on sectors including Oil & Gas, Refineries, Petrochemicals, Chemicals, Fertilizers, Cement, Pharmaceuticals, Power, Metals, Infrastructure Projects, Food & Beverages, Hospitality, and FMCG.

Specialized Services



Construction Supervision



Engineering Design Deputation



Project Management Services.



Manpower Outsourcing



Operation & Maintenance



Shutdown Maintenance



Technical Manpower Staffing



Pre- Commissioning & Commissioning Services



The Manpower Deputation Segment contributed ₹ 26.89 Cr, representing 50.72% of the revenue in Q1 FY25.

Competitive Edge Leadership In Manpower Solutions



Proven experience of more than 3 decades.



Over 200,000 manpower database available



Quick & efficient hiring procedures that helps early mobilization



Agile & robust project execution capability



Pan India & overseas presence



Immediate support for additional/peaks- deadlines for hiring of technical manpower



Compliance with all statutory obligations



Cost & time saving in process

Partners In Progress: ANI's Manpower Deputation Clients

Projects & Consultancy

- ANI specializes in the installation and commissioning of electrical and automation systems for new process plants, including Refineries, Power facilities, FMCG operations both Onshore and Offshore.

Services Include



Erection



Installation



Testing



Commissioning



The Projects & Consultancy Services Segment contributed ₹ 19.47 Cr, representing 36.71% of the revenue in Q1 FY25.

Successful Completion Of Major Projects

Client Name	Project Name	Project Details
Technip Energies, Delhi	CPP and Urea Unit for HURL Sindri, Technip Energies	Electrical & Instrumentation works for CPP and Urea Unit for HURL Sindri, Technip Energies
L&T Energy Hydrocarbon	Ammonia Unit for HURL Sindri, Technip Energies	Electrical & Instrumentation works for Ammonia Unit for HURL Sindri, L&T Energy Hydrocarbon
Reliance Industries Limited, Jamnagar	J3 Project	Instrumentation works for DTA HPIB
Reliance Industries Limited, Jamnagar	J3 Project	Instrumentation works for MTF SWRO
Reliance Industries Limited, Jamnagar	J3 Project	Instrumentation works for DTA BRU/Scanfiner/ Depentanizer/ EHT
Ramagundam Fertilizer Project	RFCL Primary Reformer and start up Heater works	Electrical & Instrumentation works for RFCL Primary Reformer and Start up Heater at Ramagundam
Deccan CP-TAP Project	Deccan Chemical Pvt. Ltd., Goa	Instrumentation works for Deccan CP-TAP Project
Nestle Sanand Project	Nestle Sanand Project	Electrical works for Nestle Sanand Utility

Projects & Consultancy Client Base

 <p>Bhagyanagar Gas Limited A joint venture of  </p>		 <p>Mondelēz International SNACKING MADE RIGHT</p>		 <p>COLGATE-PALMOLIVE</p>
 <p>deccan Fine Chemicals (India) Pvt. Ltd.</p>	 <p>Mylan®</p>		 <p>Gujarat State Petronet</p>	 <p>HPOIL GAS</p>
	 <p>Reliance Industries Limited Growth is Life</p>	 <p>Bharat Petroleum</p>	 <p>इंडियनऑयल IndianOil</p>	 <p>GAIL GAIL (India) Limited</p>
		 <p>ओएनजीसी ONGC</p>	 <p>Abbott</p>	 <p>AIR PRODUCTS</p>

Operations & Maintenance

- ANI undertakes comprehensive Operation and Maintenance services catering to a wide range of industries.
- Company provides round-the-clock, year-round services, ensuring continuous and reliable operation of plants and machines with full commitment and responsibility to maintain 100% operational efficiency.

Services Include



**Day-to-Day Plant
Operations Management**



**Emergency Breakdown
Maintenance Support**



**Preventive Maintenance
Services**



**Shutdown Maintenance
Services**



**Spares/Inventory
Management**

The O & M Services Segment contributed ₹ 6.67 Cr, representing 12.57% of the revenue in Q1 FY25.

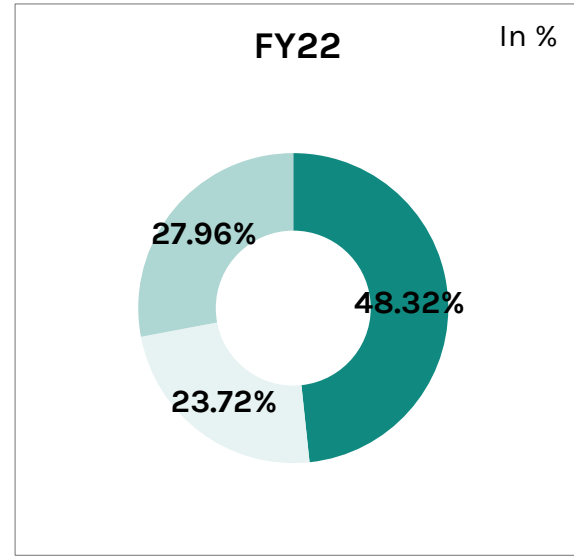
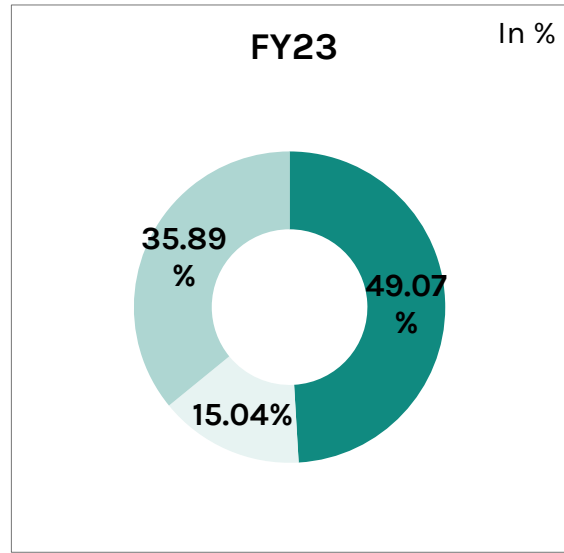
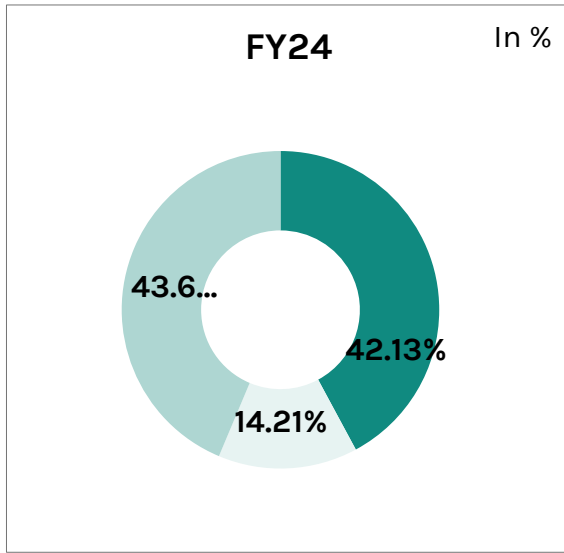
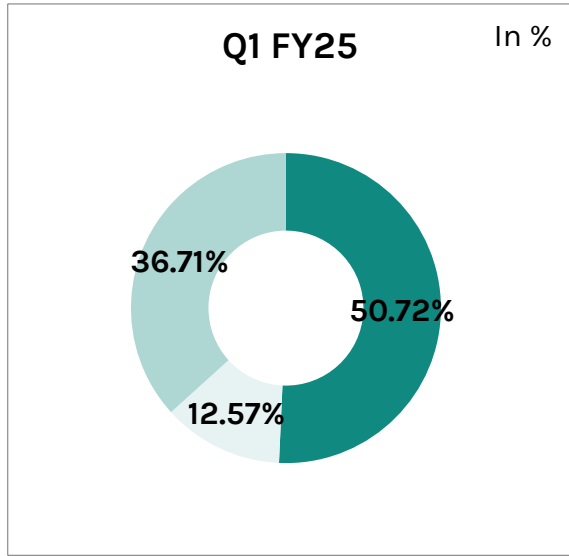
Milestone Projects In Operations & Maintenance

Client Name	Work Order
USV Govandi	AMC for manpower for maintenance of Electrical and utilities at Govandi Plant.
Mylan , Nashik	Operations and maintenance of oil fired boiler at Maylan Nashik Plant.
GAIL Instrument Amc - Belapur	Repair, Services and calibration of Instruments of GAIL gas pipeline and various terminals from Dabhol to Tarapore.& Trombay Region
GAIL Rajahmundry	Instrumentation Maintenance of GAIL gas pipeline and various terminals in Rajahmundry, Kakinada & Lanco region.
BPCL MMBPL	Operation and Maintenance of Oil Pipeline in Mathura, Bharatpur and Piyala region.
SP BUMI ARMADA M&P	Mechanical maintenance & Productions operators of Oil Well Pads at Cairn Barmer (Onshore)
Cairn Barmer Commissioning	Commissioning Engineers for various projects at Oil Well Pads at Cairn Barmer (Onshore)
Petrofac MPT Barmer	Civil and Warehouse Management at MPT Barmer
RIL Patal Ganga	Manpower for Electrical, Power Electronics, Mechanical and Instrumentation maintenance work of Fibre & Petro Plant at Patalganga
Bharat Electronics Ltd	Comprehensive AMC for AXIS container scanning system at 4 ports(Mumbai, Kandla, Chennai & Tuticorin)
3M India Ltd	Operations & maintenance of Electrical, utilities and water treatment plant at Rajangaon factory.
Nestle India Ltd	Electrical maintenance and Electrical projects work at Nestle Bicholim & Ponda Plant

Building Relationships: Operations & Maintenance Clients



Revenue Distribution



■ Deputation Of Manpower
 ■ Operation & Maintenance
 ■ Projects & Consultancy

In ₹ Cr

Particulars	Q1 FY25	FY24	FY23	FY22
Deputation Of Manpower	26.89	75.98	77.18	69.25
Operation & Maintenance	6.67	25.62	23.65	33.99
Projects & Consultancy	19.47	78.73	56.46	40.07
Total	53.02	180.33	157.30	143.32

Management Overview



Guiding Vision: Esteemed Board Of Directors



Mr. Navin Nandkumar Korpe

Chairman & Managing Director

- Navin Nandkumar Korpe, aged 65 years, serves as the Promoter of the Company.
- An Instrumentation Engineer with over 36 years of diverse project and industry experience, he has been instrumental in driving the exponential growth of the Company.
- His strategic vision and extensive expertise contribute significantly to the company's development and administration, ensuring continued success and innovation in its operations.



Mrs. Anita Navin Korpe

Non-Executive Director

- Anita Navin Korpe, aged 56 years, brings over 23 years of experience in office administration to her role as the Non-Executive Director of the Company.
- She holds a Bachelor of Commerce degree from the University of Mumbai, providing a strong foundation in financial and business management.
- She plays a pivotal role, offering valuable insights and guidance based on her extensive administrative expertise to support the company's strategic direction and governance.



Mr. Akshay Navin Korpe

Executive Director

- Akshay Navin Korpe, with over 10 years of hands-on experience in the Oil and Gas industry, specializes in both offshore and onshore operations.
- His qualifications include a Master's in Business Administration (MBA) and a Bachelor's in Information Technology Engineering, equipping him with a strong blend of technical and managerial skills.
- He plays a pivotal role within the company by overseeing and managing operations in the Oil and Gas sector, leveraging his expertise to drive operational efficiency and strategic decision-making.

Guiding Vision: Esteemed Board Of Directors



Mr. Kedar Navin Korpe

Director and Chief Financial officer

- Kedar Navin Korpe, aged 32 years, holds a degree in Business Management (Marketing) from Mumbai and a Master's in Science (Entrepreneurship) from Royal Holloway, University of London.
- With over 6 years of experience, he has been instrumental in handling finance and operations within the company.
- His dual educational background equips him with a comprehensive understanding of marketing strategies and entrepreneurial principles, enabling him to contribute effectively to financial management and operational excellence.



Mr. Chandrashekhar Joshi

Independent Director

- Chandrashekhar Joshi, aged 62 years, is a fellow member of the Institute of Cost Accountants of India and holds a Master's in Business Administration.
- With over 38 years of extensive experience in budgeting and finance, he brings a wealth of expertise to his role.
- His qualifications and seasoned experience enable him to adeptly navigate financial strategies, contributing significantly to the company's fiscal planning and management.



Mr. Rajendra Ramchandra Gadve

Independent Director

- Rajendra Ramchandra Gadve, aged 64 years, serves as an Independent Director.
- With 37+ years of industrial experience, he brings a wealth of business acumen and strategic insight to his role.
- His extensive experience enables him to provide valuable guidance and oversight, contributing to the company's governance and strategic direction effectively.



Mr. Srikant Jainapur

Independent Director

- Shrikant Jainapur, a Mechanical Engineer with over 41 years of experience in engineering, project management, and business development,
- He has worked with diverse companies in India and abroad.
- An alumnus of NIT Calicut (1982 Mechanical Engineering batch), his deep technical knowledge and industry expertise enable him to offer valuable insights and strategic guidance to enhance the company's process and product development strategies.

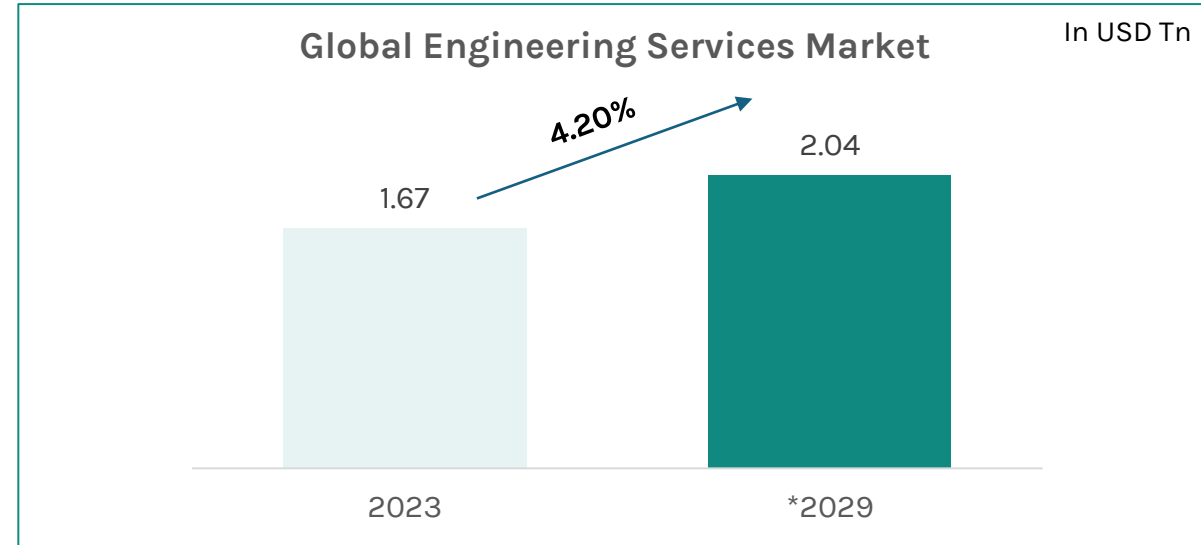
Industry Overview



Transforming Visions: The Global Engineering Services Market



- The global market is set to expand from **USD 1.67 trillion** in 2024 to **USD 2.04 trillion** by 2029, with a CAGR of **4.20%**.
- **Asia Pacific** stands as the **largest market**, while the Middle East and Africa are expected to experience the fastest growth during this period.



Market Drivers

Infrastructure Demand: US infrastructure investment of USD 1844.10 billion

Technological Advancements: AI, IoT, and cloud computing are revolutionizing engineering services. 76% of A&E firms to be digitally advanced in 5 years (According to Deltek Research)

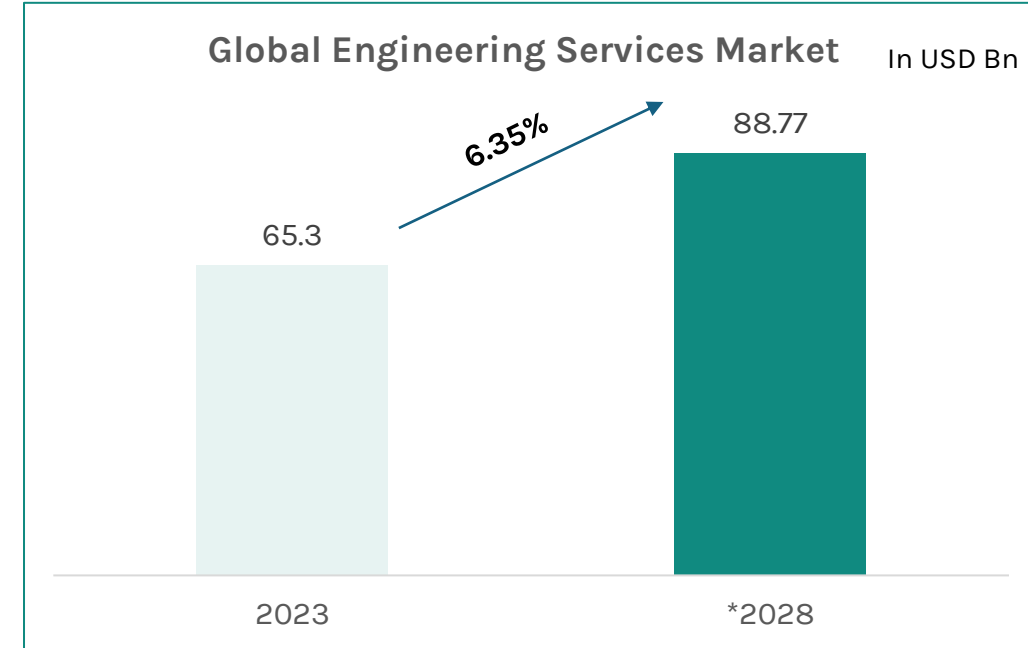
Sustainability Focus: Energy-efficient buildings, circular economy, renewable energy

Engineering Services Market In India: Overview & Outlook

The Indian engineering services market was valued at USD 65.3 billion in 2023 and is projected to reach USD 88.77 billion by 2028, growing at a CAGR of 6.35% from 2023 to 2028



- India has set ambitious renewable energy goals, aiming to develop **175 GW of renewable power capacity by 2023** and **500 GW by 2030**.
- The Indian government has allocated **₹ 173.45 Cr (USD 20.93 million)** to the Department of **Chemicals and Petrochemicals** in the **Union Budget 2023-24**.
- This investment is expected to further boost the demand for engineering services, particularly in the oil and gas sector.



Growth Drivers



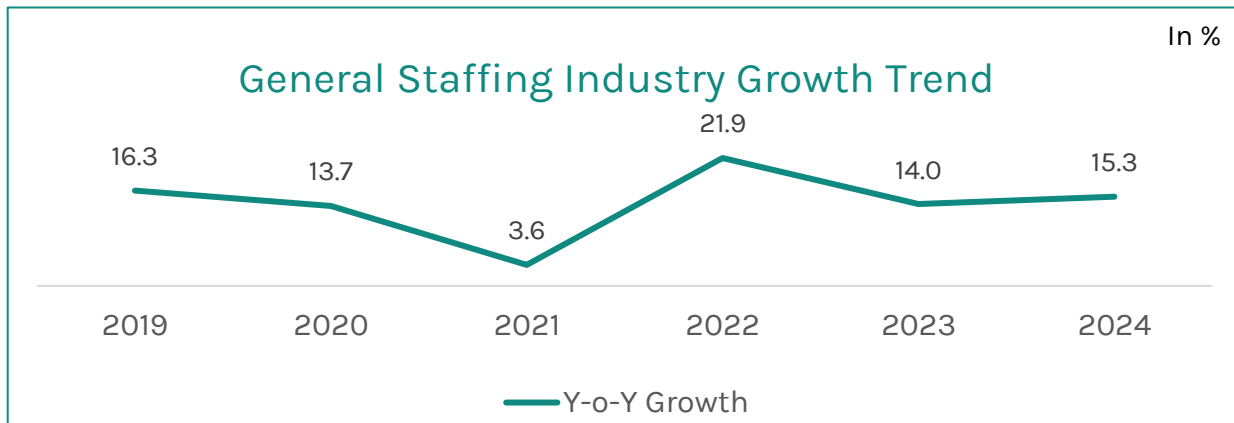
Increasing investments
in infrastructure projects



Growing funding for
industrial projects

The new employment demand maintained a double digit annual growth rate at 15.3% YoY.

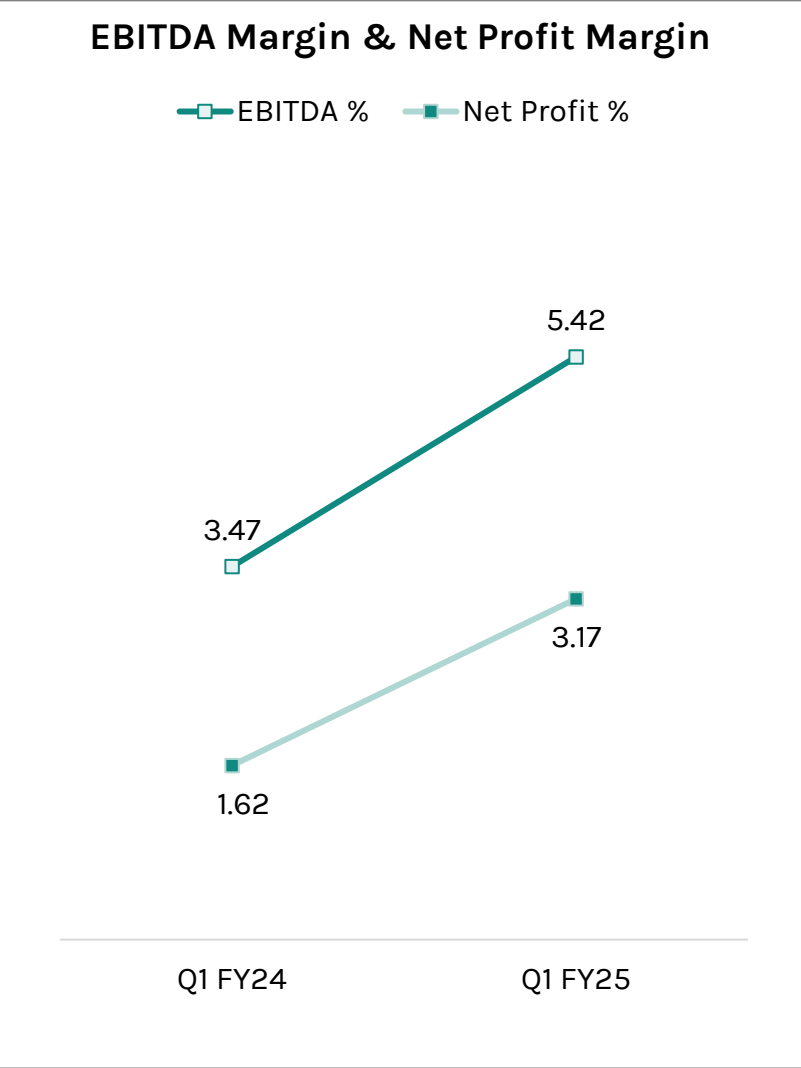
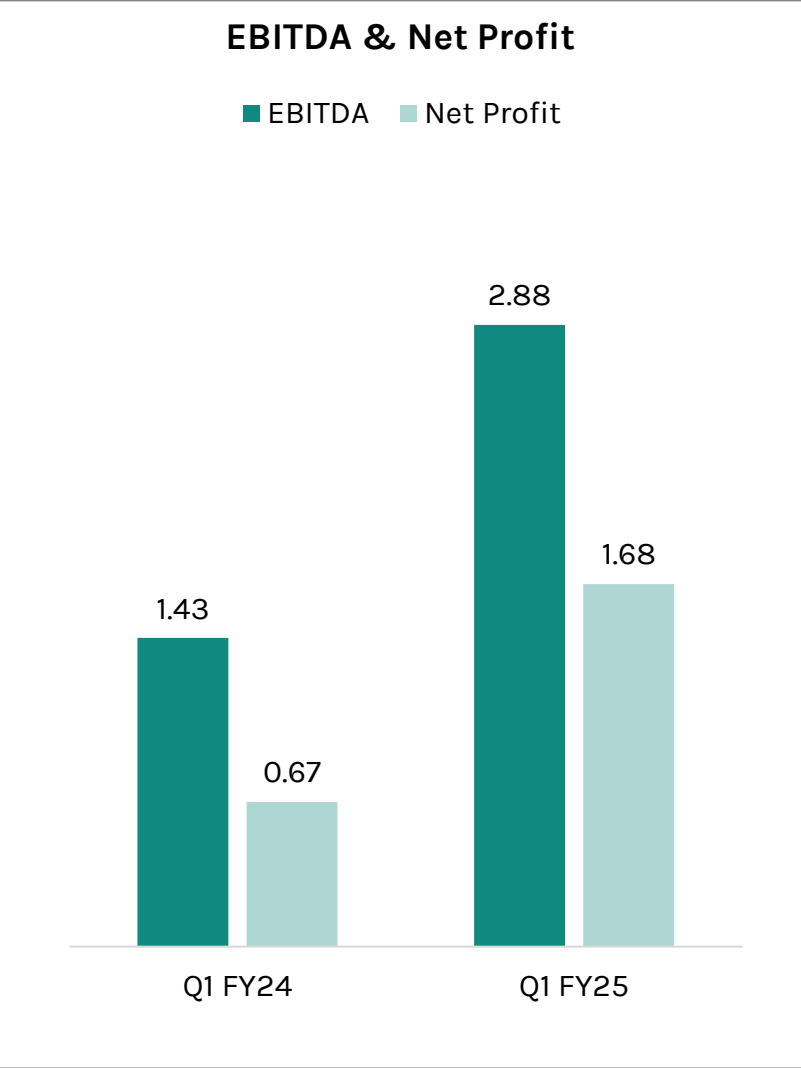
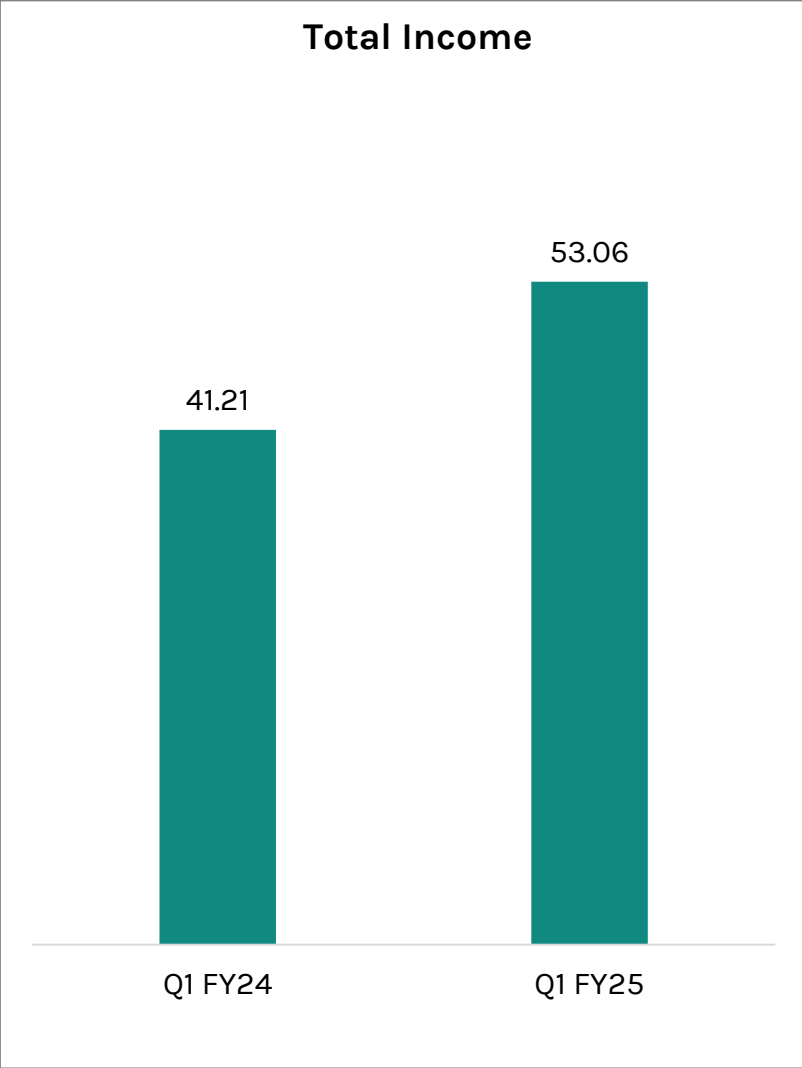
- General Staffing Industry net new employment added at 2.02 lakhs new formal workforce in 2023-24
- The most significant contributions were from Retail, E-commerce, Logistics, Hospitality, Tourism, Aviation, FMCG & CD sectors.



Financial Overview

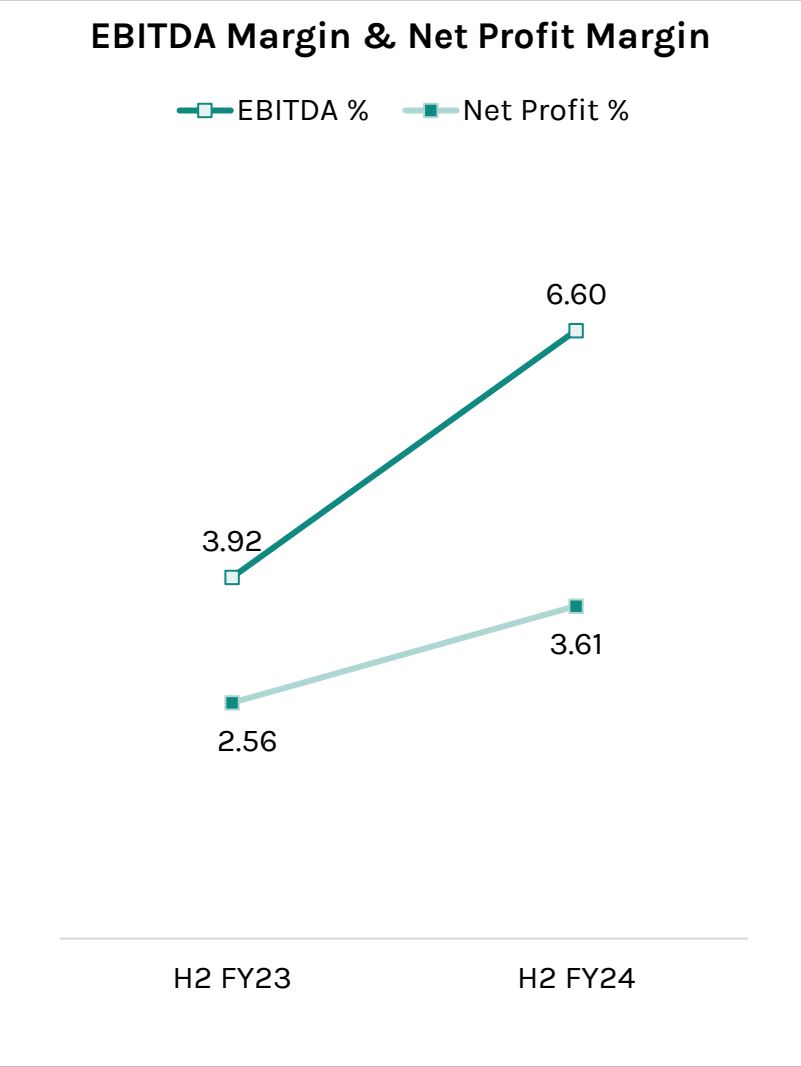
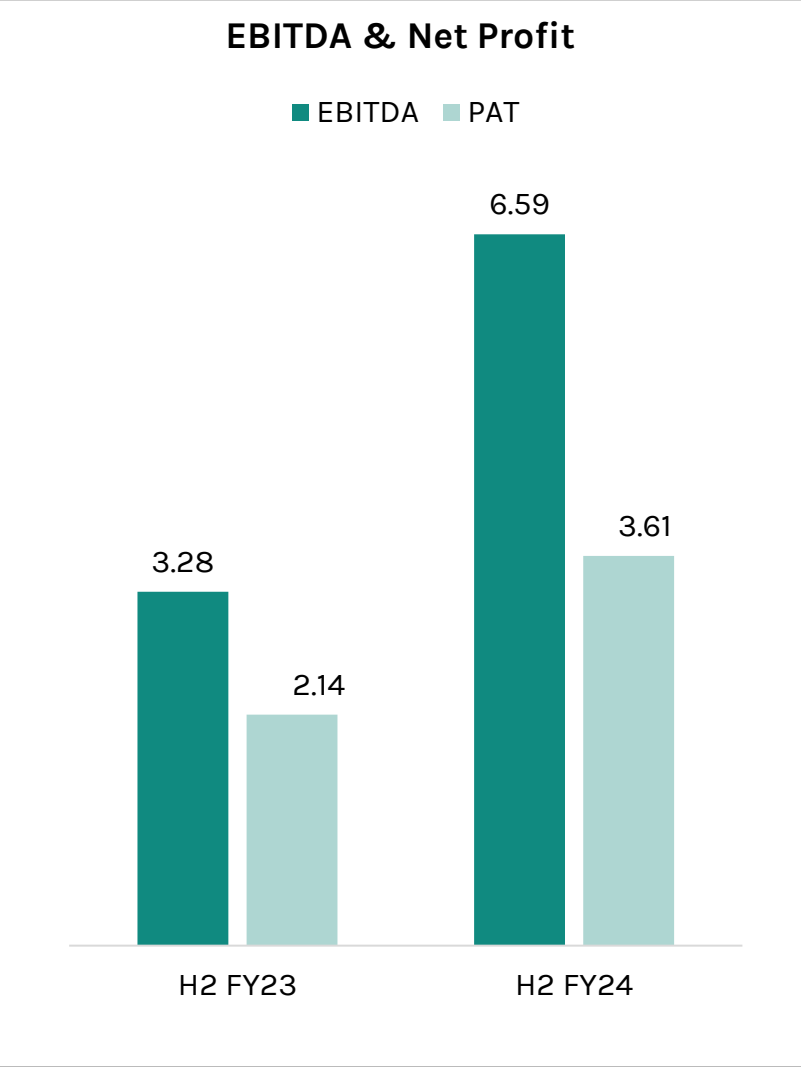
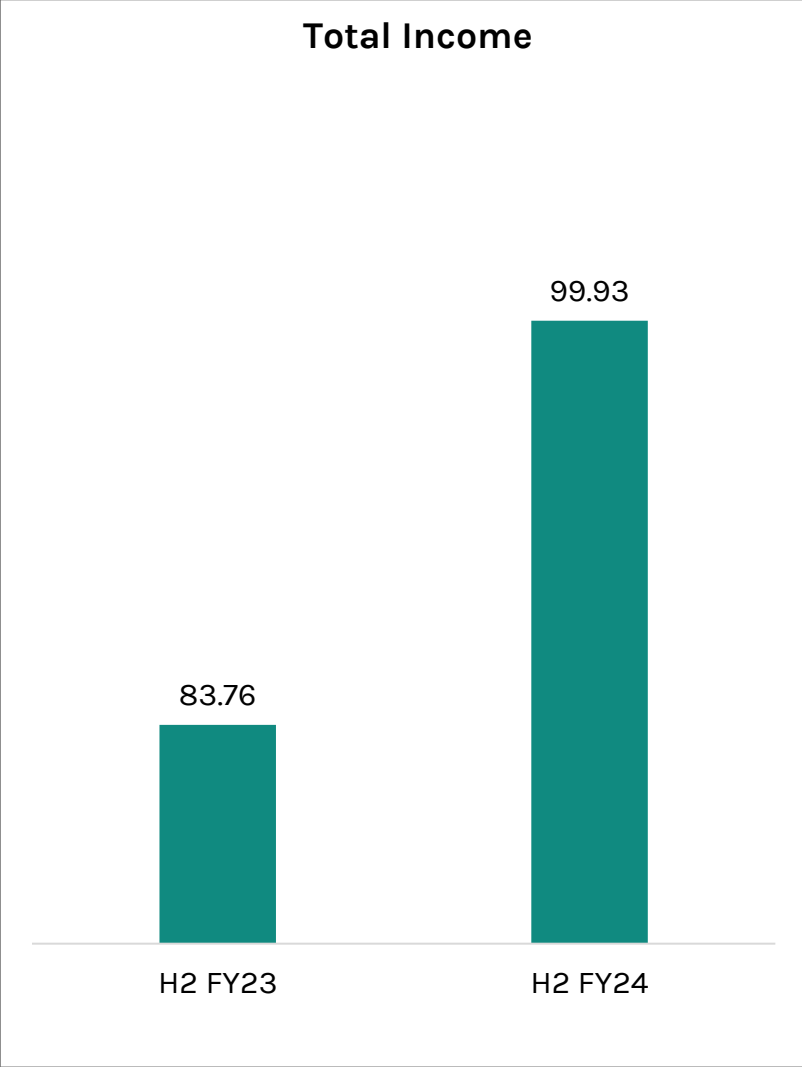


Q1 FY25 Consolidated Key Financials Highlights



All Amount In ₹ Crores & Margins In %

H2 FY24 Consolidated Key Financials Highlights

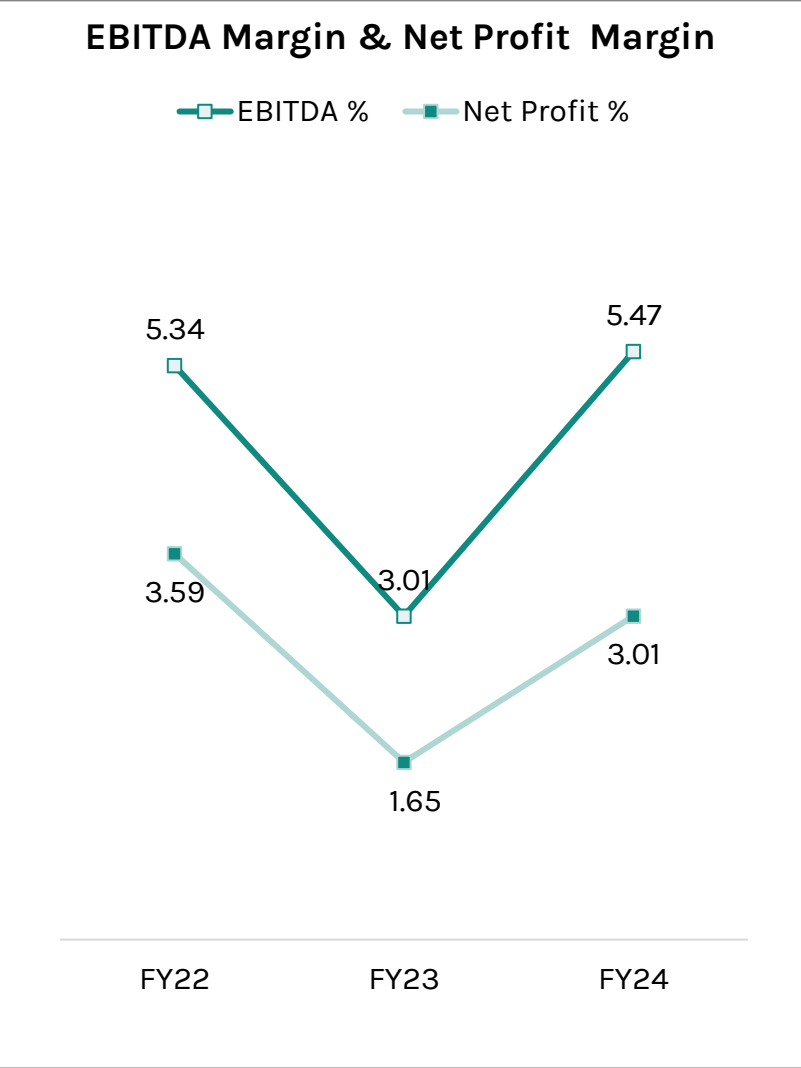
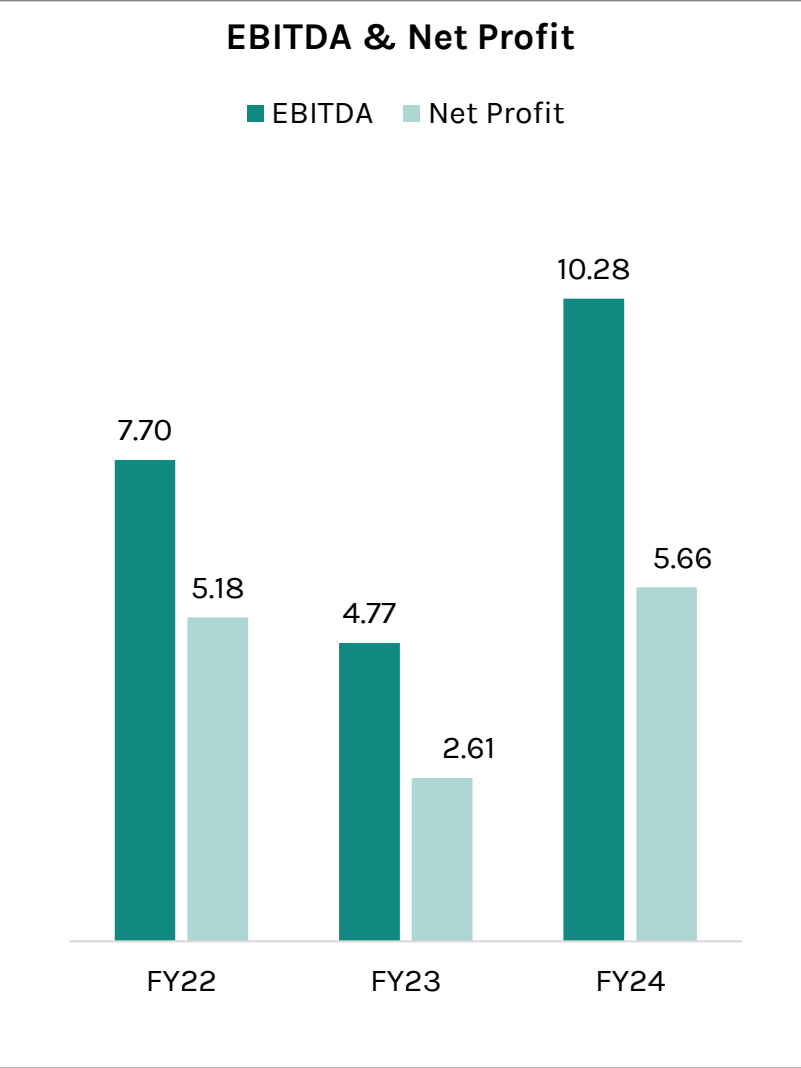
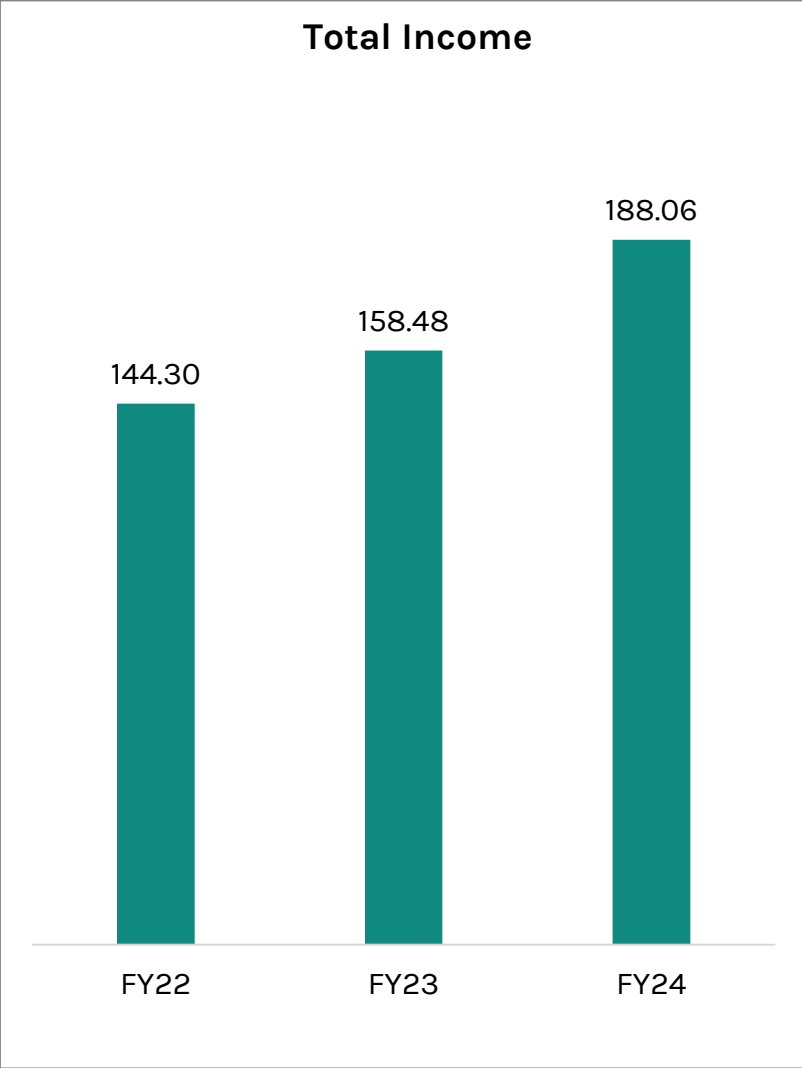


All Amount In ₹ Crores & Margins In %

Q1 FY25 & H2 FY24 Consolidated Profit & Loss Statement

Particulars	Q1 FY25	Q1 FY24	H2 FY24	H2 FY23
Net Sales	53.02	41.20	99.46	83.20
Other Income	0.04	0.01	0.47	0.56
Total Income	53.06	41.21	99.93	83.76
Raw Material Expenses	4.11	2.74	6.86	7.34
Employee Benefit Expenses	41.26	31.93	75.64	64.57
Other expenses	4.81	5.11	10.82	8.57
Total Expenditure	50.18	39.78	93.33	80.48
EBITDA	2.88	1.43	6.59	3.28
EBITDA (%)	5.42%	3.47%	6.60%	3.92%
Interests	0.69	0.46	1.93	0.64
Depreciation	0.26	0.12	0.71	0.22
PBT	1.93	0.85	3.95	2.42
Tax	0.25	0.18	0.35	0.26
PAT	1.68	0.67	3.60	2.17
Net Comprehensive Income	1.68	0.67	3.61	2.14
NPM (%)	3.17%	1.62%	3.60%	2.59%
EPS (Diluted)	1.74	0.69	3.72	2.21

FY24 Consolidated Key Financials Highlights



All Amount In ₹ Crores & Margins In %

FY24 Consolidated Profit & Loss Statement

Particulars	FY24	FY23	FY22
Net Sales	187.50	157.62	143.62
Other Income	0.56	0.87	0.68
Total Income	188.06	158.48	144.30
Raw Material Expenses	12.68	12.89	5.00
Employee Benefit Expenses	143.36	125.61	117.07
Other expenses	21.74	15.22	14.53
Total Expenditure	177.78	153.71	136.60
EBITDA	10.28	4.77	7.70
EBITDA (%)	5.47%	3.01%	5.34%
Finance Costs	2.93	1.48	1.49
Depreciation	1.07	0.40	0.45
PBT	6.27	2.89	5.76
Tax	0.63	0.26	0.62
PAT	5.64	2.63	5.14
Net Profit	5.66	2.61	5.18
NPM (%)	3.01%	1.65%	3.59%
EPS (Diluted)	5.84	2.70	5.34

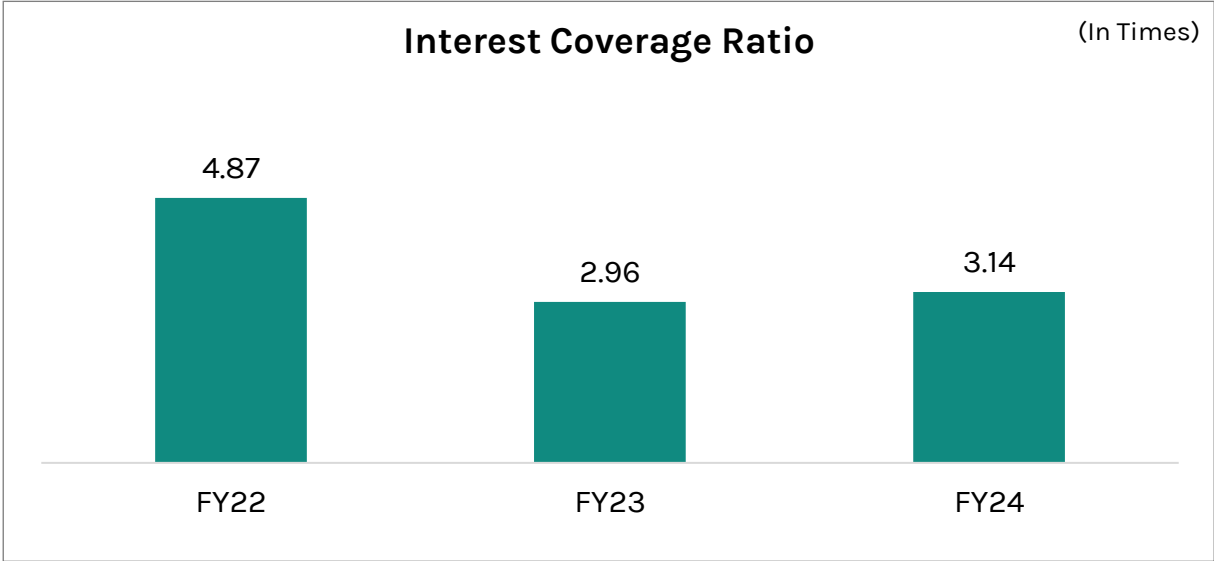
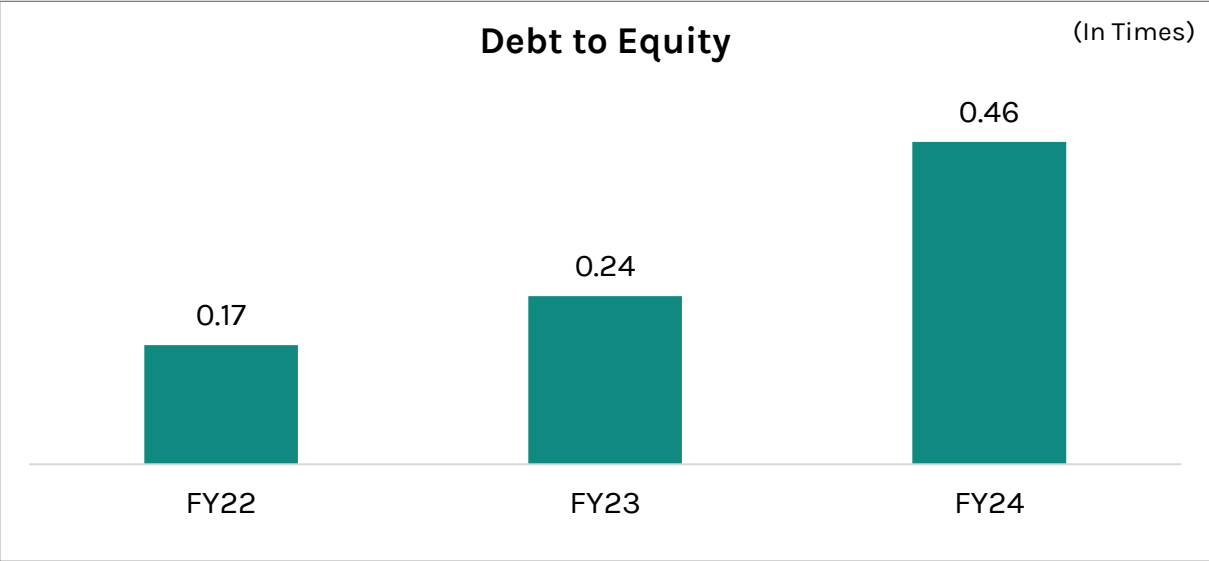
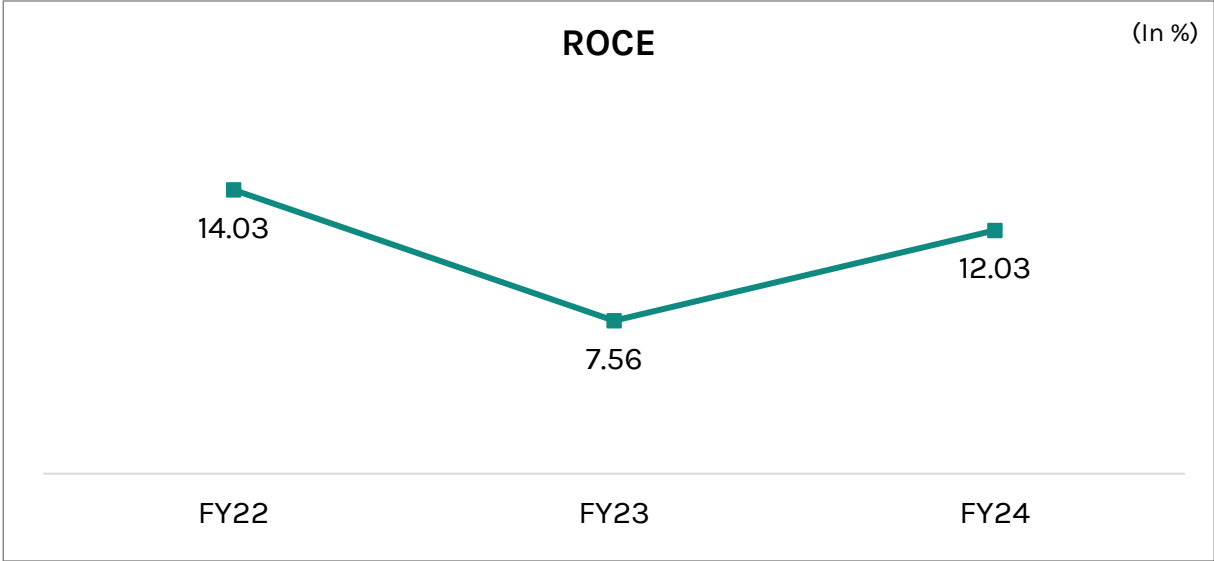
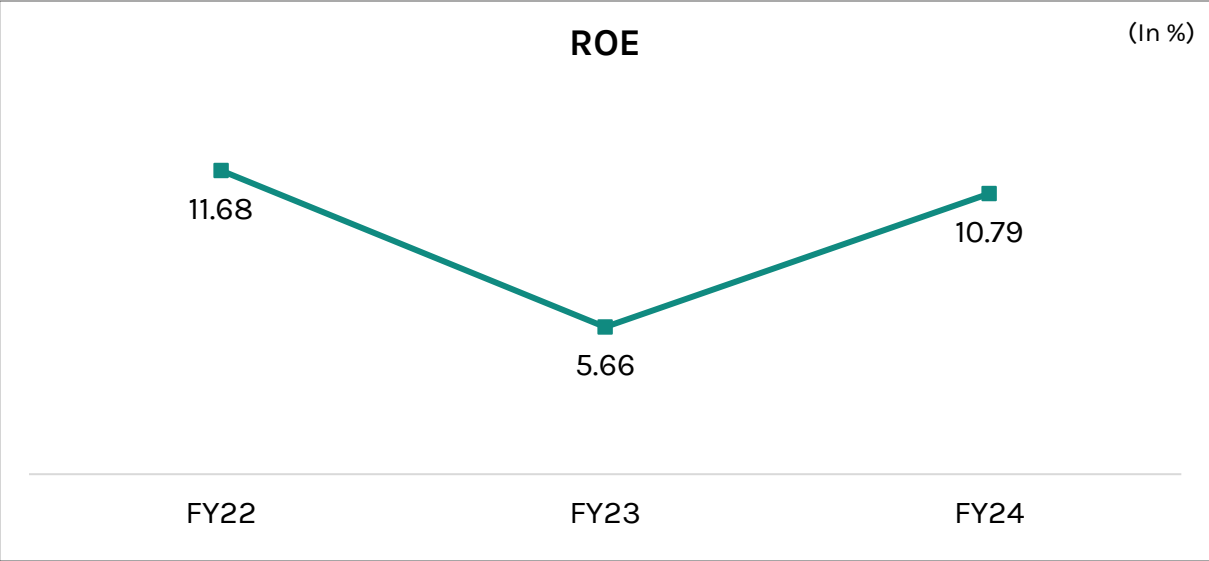
Consolidated Balance Sheet

In ₹ Cr

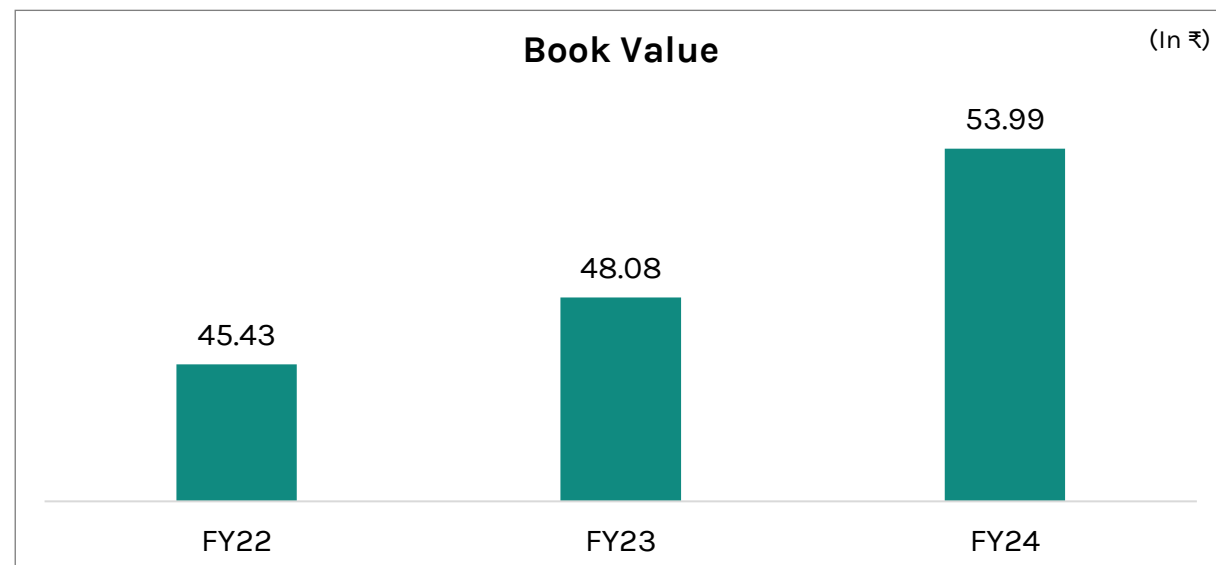
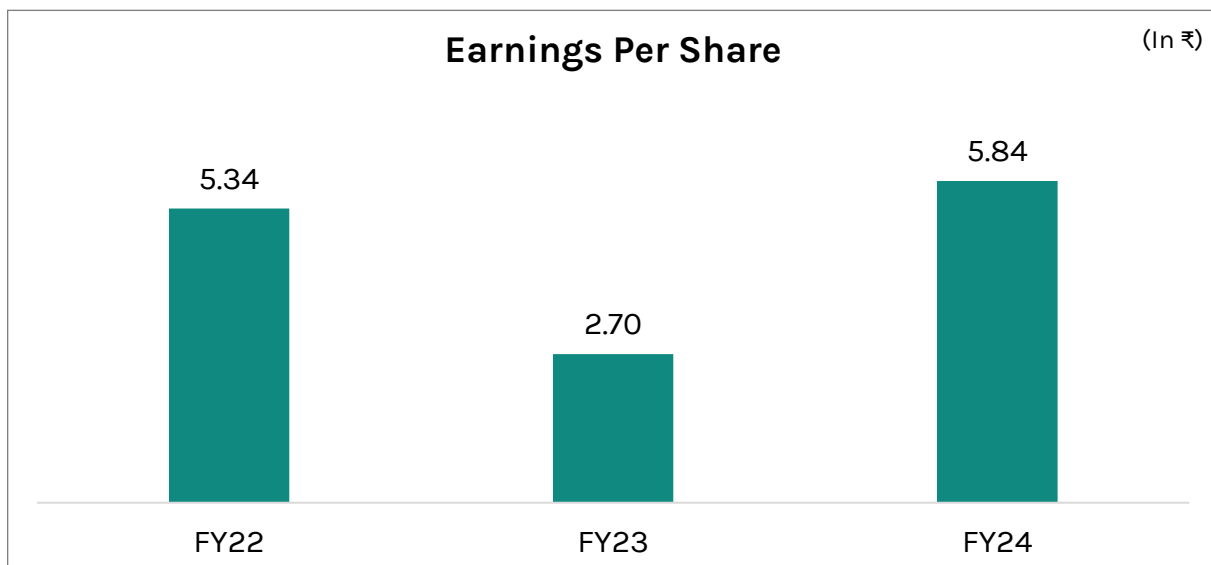
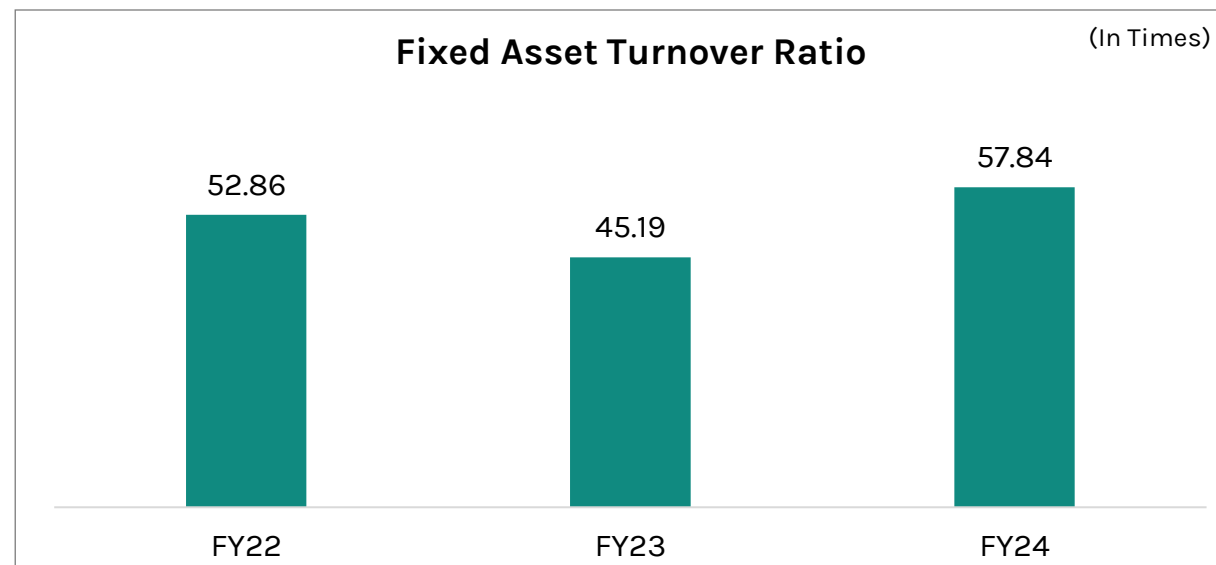
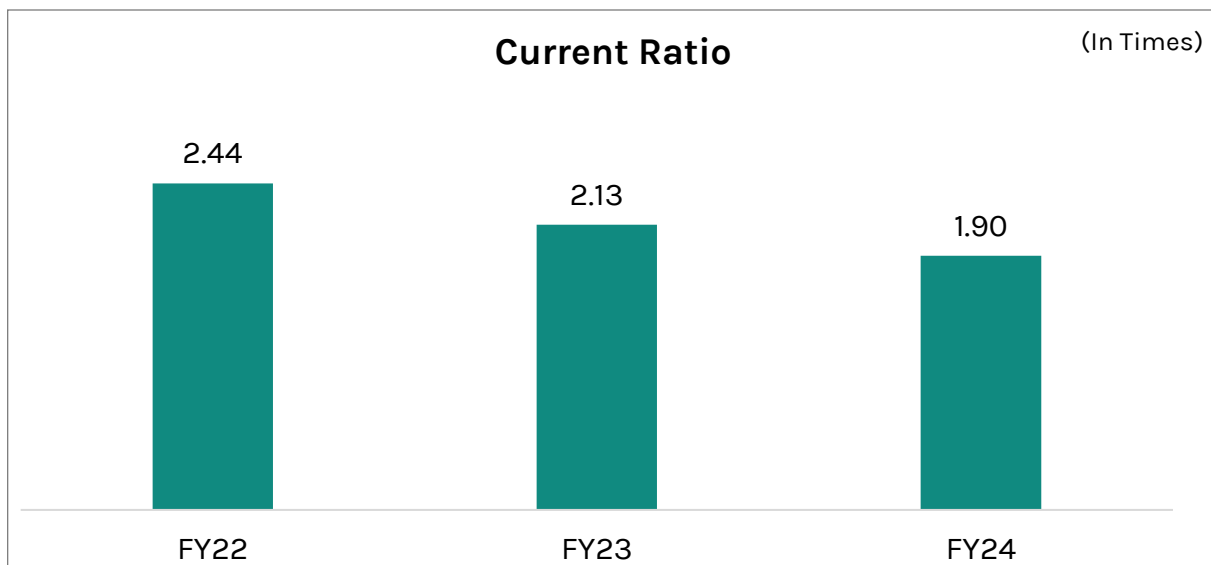
Equity & Liabilities	FY24	FY23	FY22
Equity	9.69	9.69	9.69
Reserves	42.62	36.89	34.32
Net Worth	52.30	46.57	44.01
Non Current Liabilities			
Non Current Borrowings	0.32	0.24	0.91
Long Term Provision	0.31	0.25	0.21
Deferred Tax Liability	0.00	0.00	0.00
Total Non Current Liabilities	0.63	0.49	1.12
Current Liabilities			
Current Borrowings	23.90	10.99	6.71
Trade Payables	5.64	4.40	3.06
Short Term Provisions	0.42	0.57	0.84
Other Current Liabilities	22.28	19.49	16.55
Total Current Liabilities	52.23	35.44	27.17
Total Liabilities	105.16	82.51	72.30

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed Assets	3.24	3.49	2.72
Non Current Investments	0.09	0.00	0.00
Long Term Loans & Advances	1.27	2.09	2.05
Deferred Tax Assets (Net)	1.17	1.40	1.21
Other Non Current Assets	0.00	0.00	0.00
Total Non Current Assets	5.78	6.98	5.98
Current Assets			
Inventories	0.00	0.00	0.00
Trade receivables	39.43	32.91	28.58
Cash & Bank Balance	2.98	2.47	2.19
Short Term Loans & Advances	8.61	10.62	11.45
Other Current Assets	48.36	29.52	24.11
Total Current Assets	99.38	75.52	66.32
Total Assets	105.16	82.51	72.30

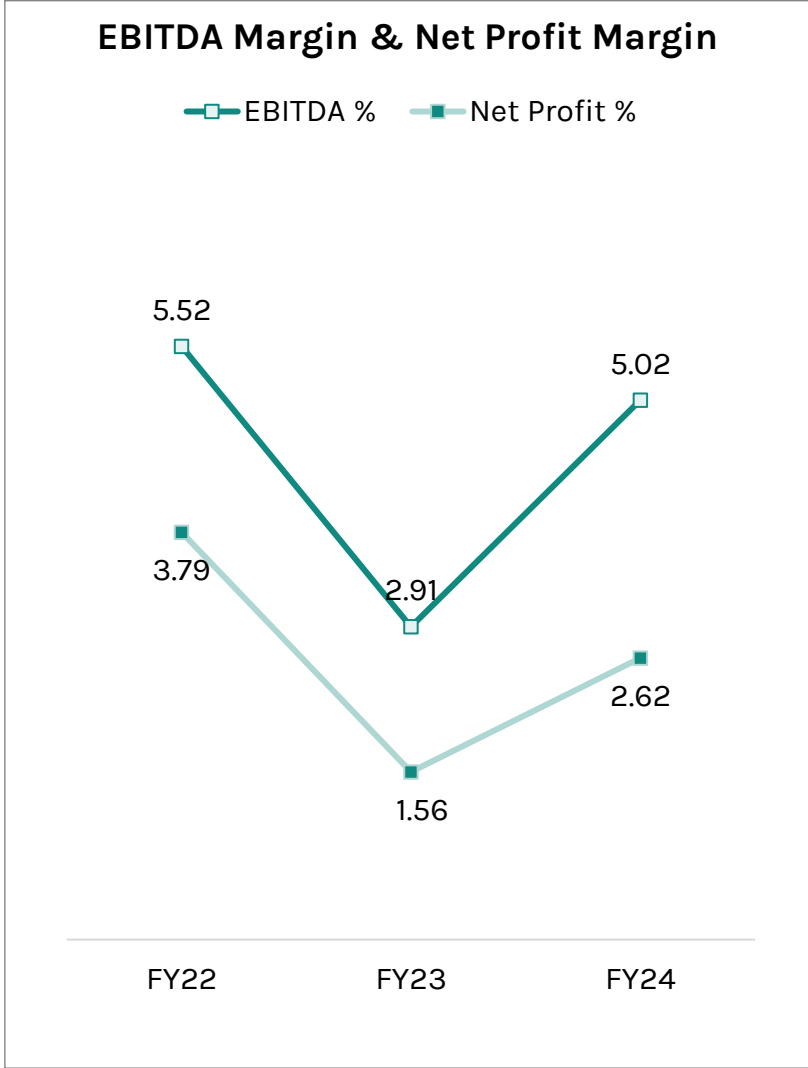
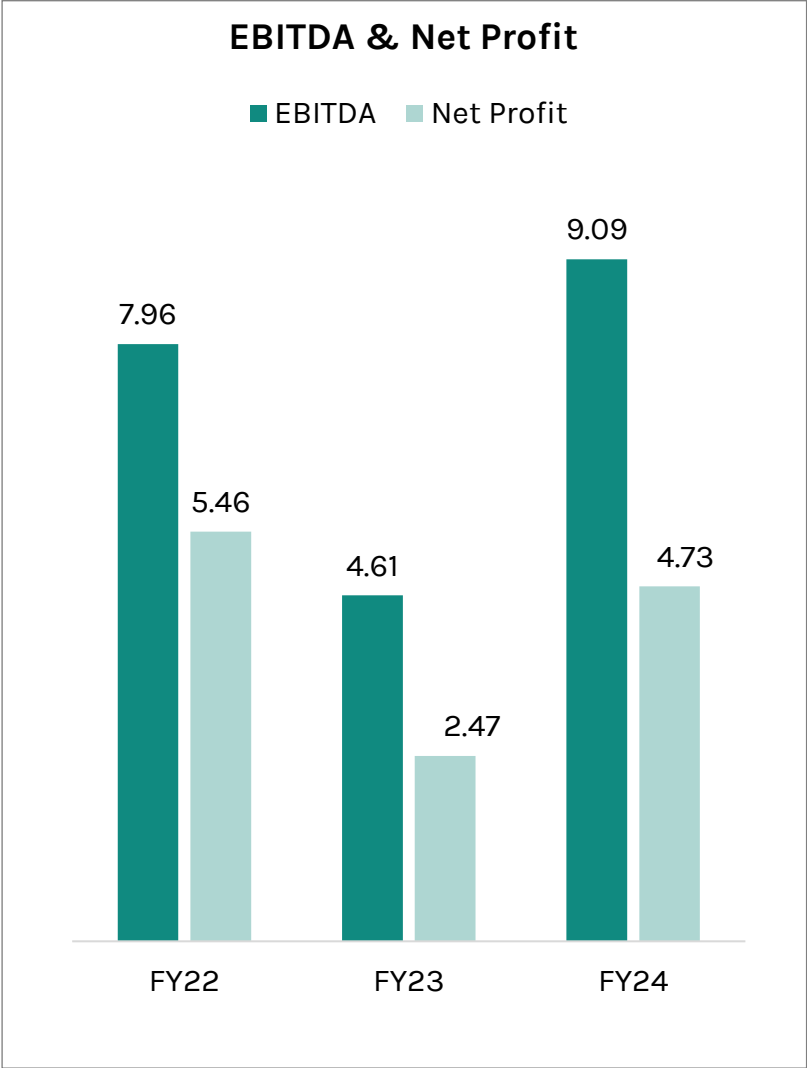
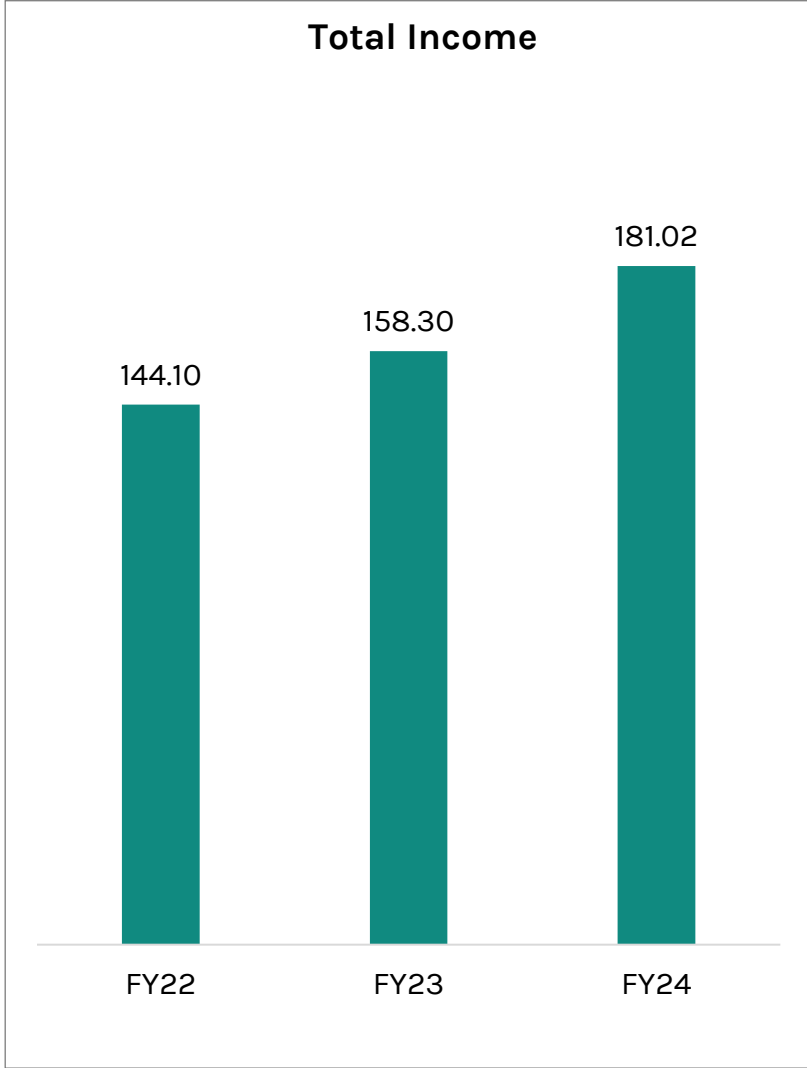
Consolidated Key Ratios



Consolidated Key Ratios



Standalone Key Financials Highlights



All Amount In ₹ Crores & Margins In %

Standalone Profit & Loss Statement

In ₹ Cr

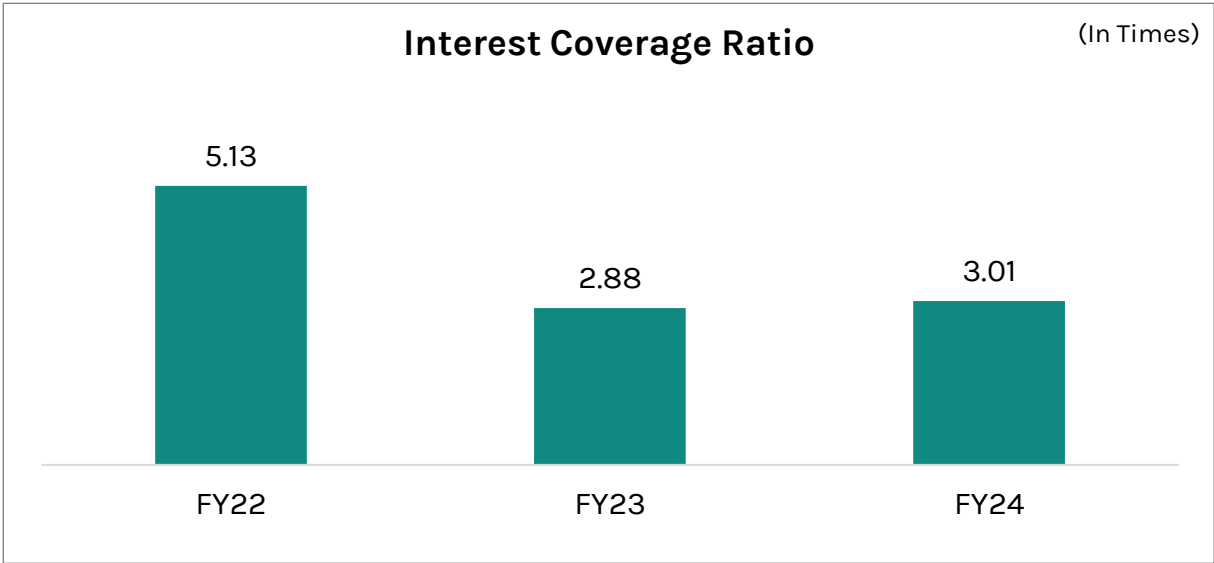
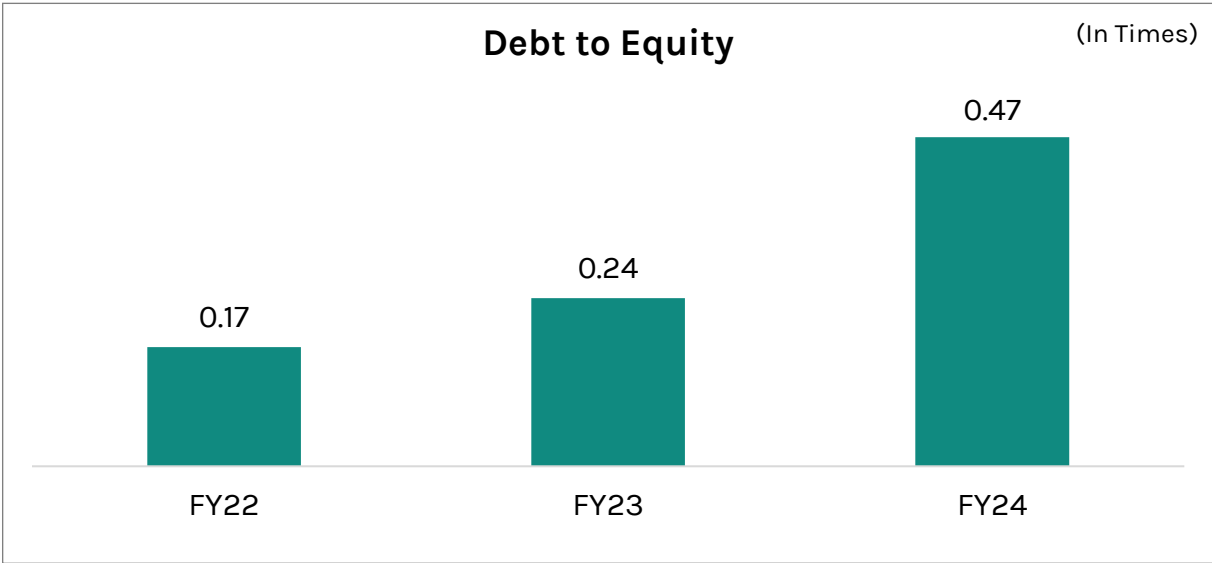
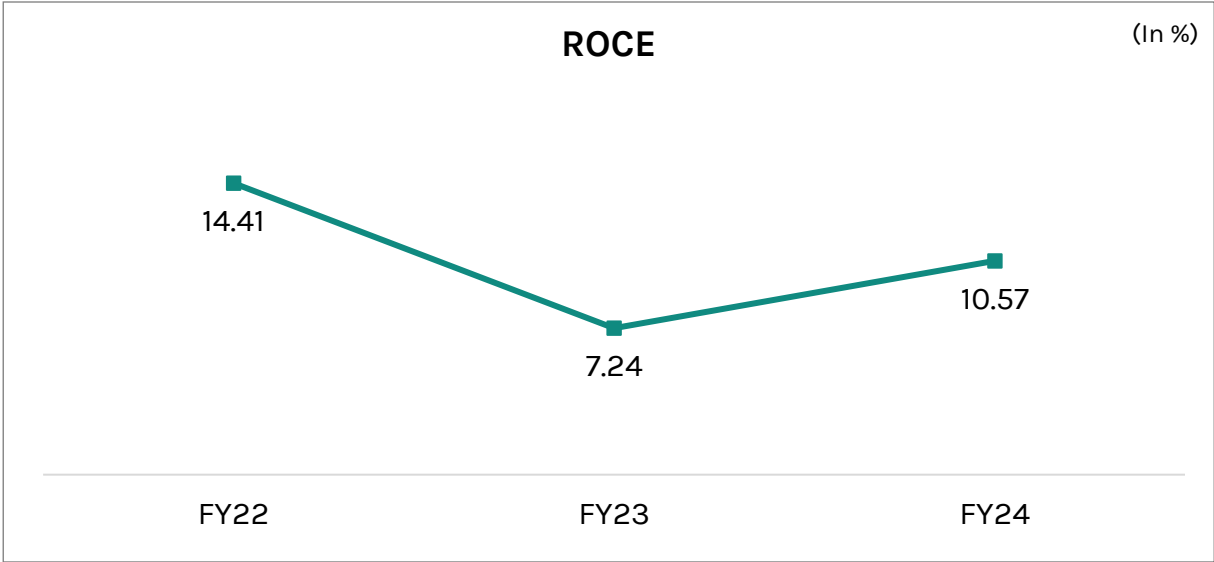
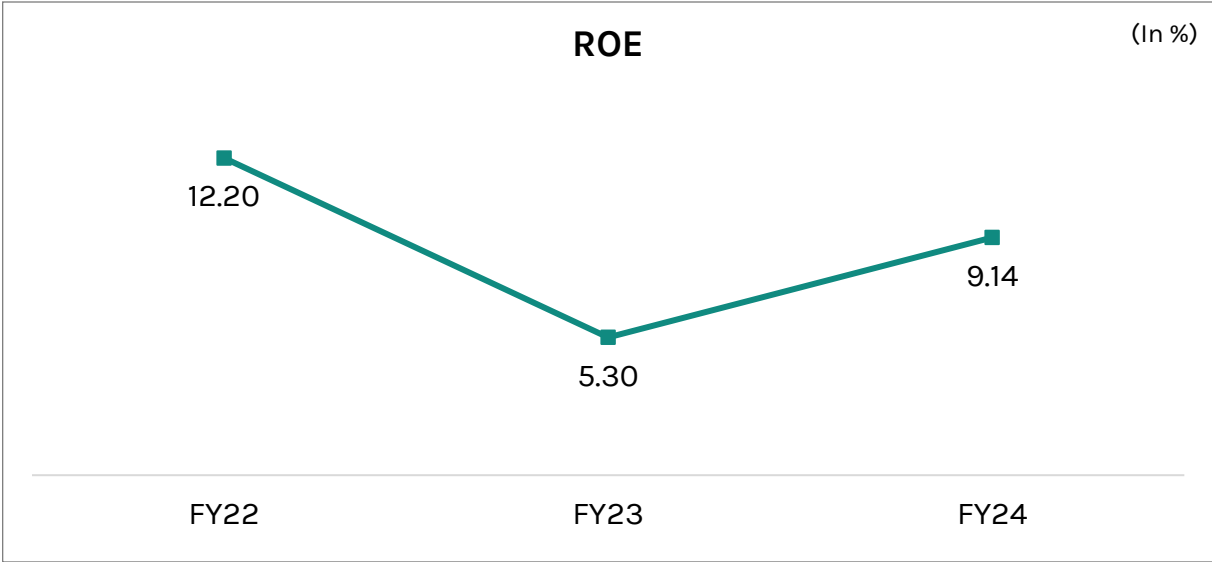
Particulars	FY24	FY23	FY22
Net Sales	180.33	157.30	143.32
Other Income	0.69	1.00	0.78
Total Income	181.02	158.30	144.10
Raw Material Expenses	12.68	12.89	5.00
Employee Benefit Expenses	137.93	125.30	117.00
Other expenses	21.33	15.51	14.14
Total Expenditure	171.93	153.69	136.15
EBITDA	9.09	4.61	7.96
EBITDA (%)	5.02%	2.91%	5.52%
Finance Costs	2.67	1.46	1.46
Depreciation	1.07	0.40	0.45
PBT	5.35	2.75	6.04
Tax	0.63	0.26	0.62
PAT	4.72	2.49	5.42
Total Comprehensive Income	4.73	2.47	5.46
NPM (%)	2.62%	1.56%	3.79%
EPS (Diluted)	4.89	2.55	5.64

Standalone Balance Sheet

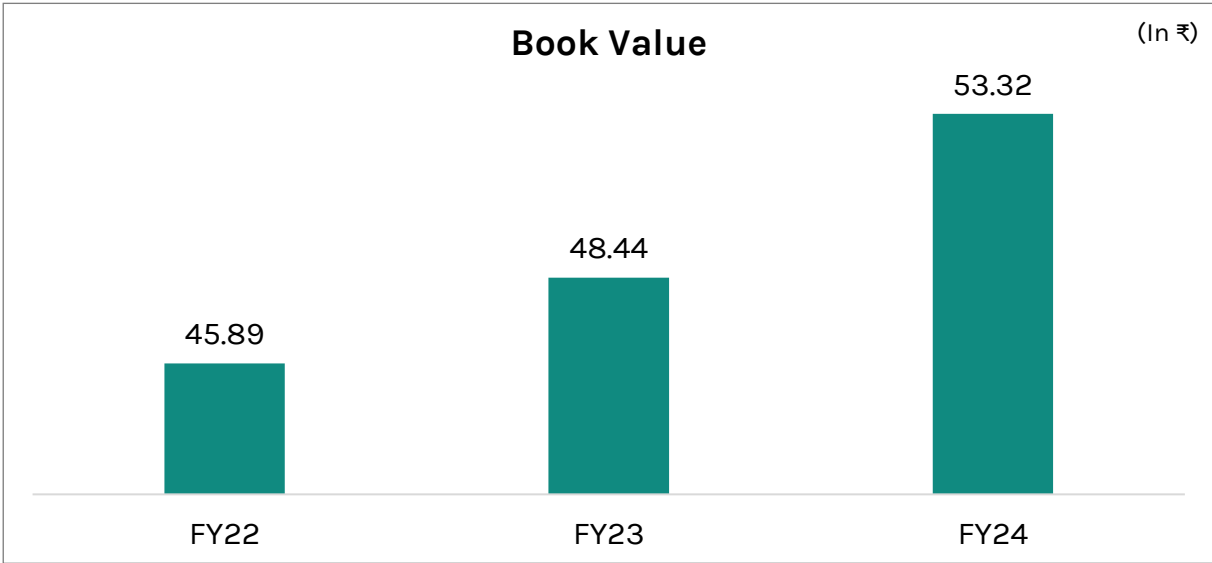
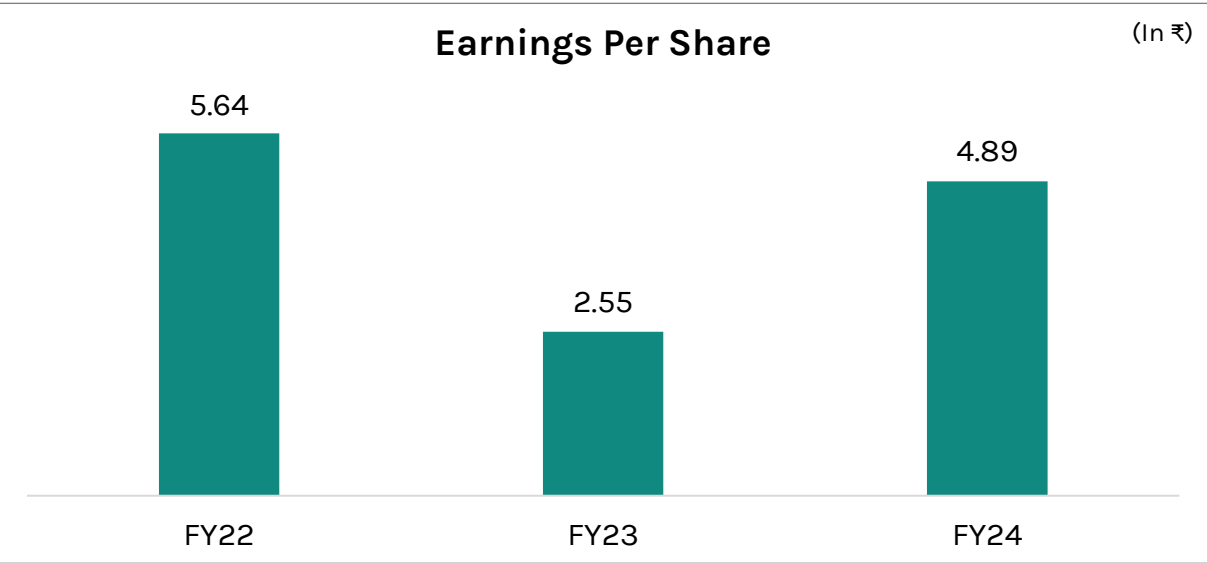
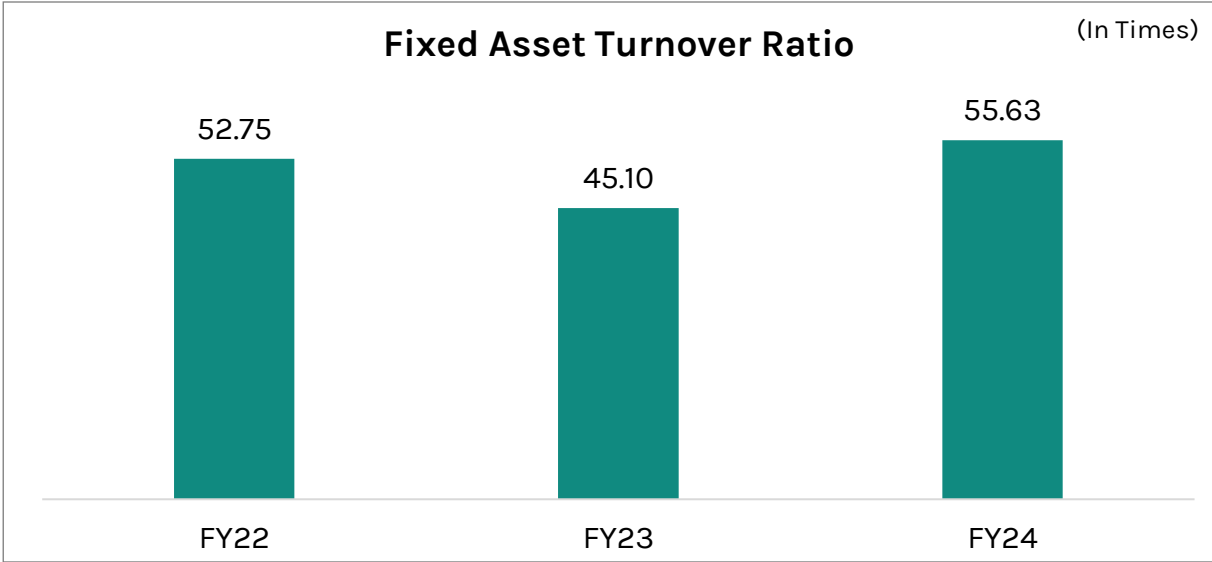
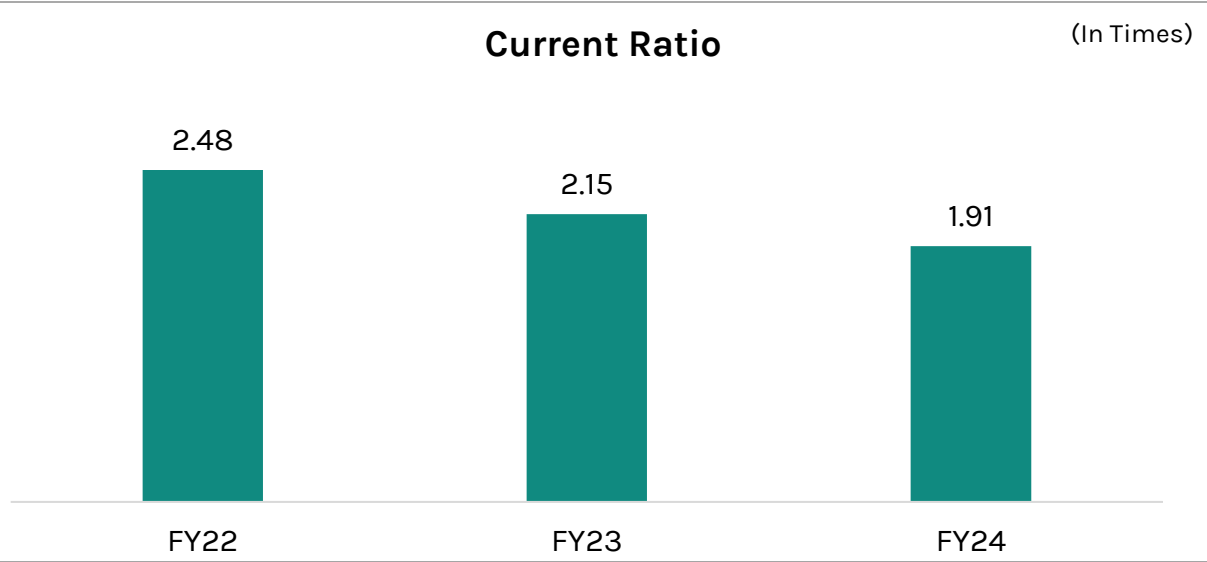
In ₹ Cr

Equity & Liabilities	FY24	FY23	FY22	Assets	FY24	FY23	FY22
Equity	9.69	9.69	9.69	Non Current Assets			
Reserves	41.97	37.23	34.77	Fixed Assets	3.24	3.49	2.72
Net Worth	51.66	46.92	44.46	Non Current Investments	0.29	0.20	0.20
Non Current Liabilities				Other Non Current Financial Assets	2.29	3.15	3.02
Non Current Borrowings	0.32	0.24	0.91	Deferred Tax Assets (Net)	1.17	1.40	1.21
Long Term Provision	0.31	0.25	0.21	Total Non Current Assets	7.00	8.24	7.14
Total Non Current Liabilities	0.63	0.49	1.12	Current Assets			
Current Liabilities				Trade receivables	36.06	31.03	27.74
Current Borrowings	23.90	10.99	6.71	Cash & Bank Balance	2.31	2.40	2.11
Trade Payables	5.61	4.37	3.01	Short Term Loans & Advances	7.97	9.72	10.53
Short Term Provisions	0.42	0.57	0.84	Other Current Assets	48.76	30.16	24.09
Other Current Liabilities	19.89	18.20	15.48	Total Current Assets	95.10	73.30	64.48
Total Current Liabilities	49.82	34.13	26.04	Total Assets	102.10	81.54	71.62
Total Liabilities	102.10	81.54	71.62				

Standalone Key Ratios



Standalone Key Ratios



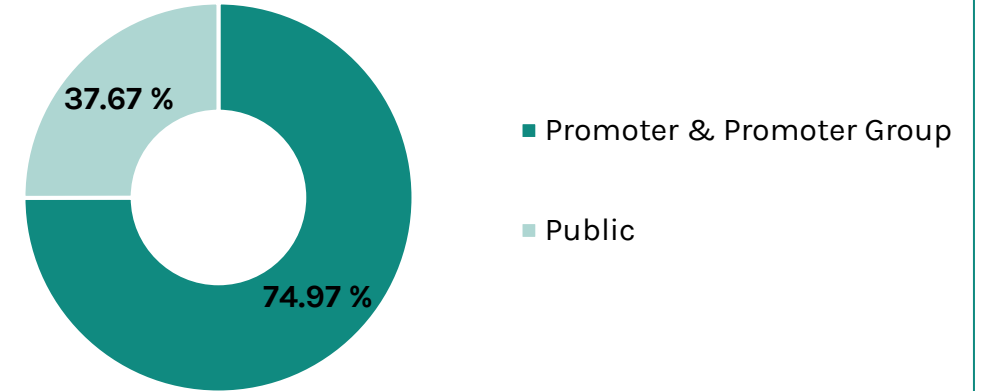
As on 13-08-2024

NSE – AISL (INE635Y01015)

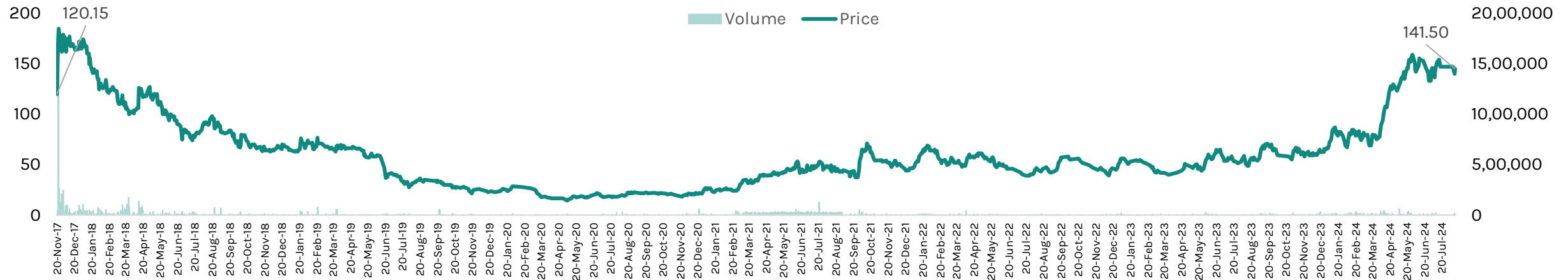
Share Price (₹)	147.00
Market Capitalization (₹ Cr)	146.49
No. of Shares Outstanding	1,03,52,200
Face Value (₹)	10.00
52 week High-Low (₹)	161.50 – 48.65

As on 31-03-2024

Shareholding Pattern



Share Performance From 20 November 2017 Till Date



Why ANI?



ANI
THE RIGHT KIND OF PEOPLE

Key Strengths: Fueling Our Growth Engine

Strong Clientele

ANI has a global client base and strong customer connections, working with well-established Indian groups.

De-Risk Business Strategies

The company offers services like manpower deployment and value-added tailored services to sectors including Oil & Gas, Petrochemicals, Power, FMCG, and EPC in India and other parts of Asia.



Certification & Recognition

ANI has received the ISO 9001:2015 certification from TNV Certification UK and holds an "elevated creditworthiness" rating from NISC-CRISI.

Powerful Brand Presence

The company offers competitive rates, skilled performance, and a strong track record, leading to powerful brand recognition and credibility.

Setting Apart: ANI's Competitive Edge



Specialized expertise in industry-specific manpower solutions



Round-the-clock service availability

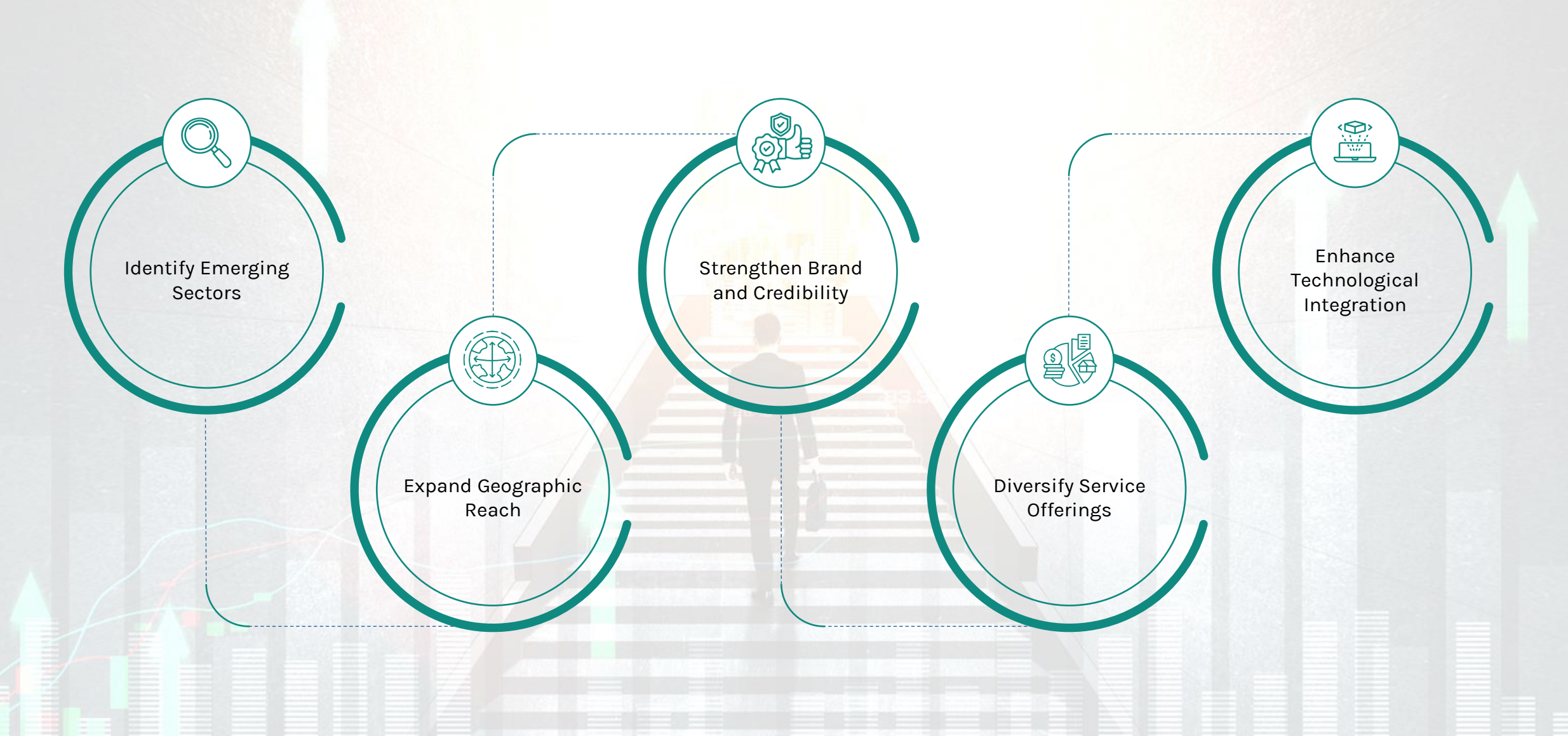


Proven track record of delivering high-quality services punctually and within budget



Commitment to integrating technology for innovative service offerings

Charting Future Growth: ANI's Strategies Ahead





Thank You



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