



**EnNutrica®**  
ENERGETIC NUTRITION

DINDIGUL FARM PRODUCT LIMITED

**INVESTOR  
PRESENTATION  
JUNE 2024**

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 **Object Of The Issue**

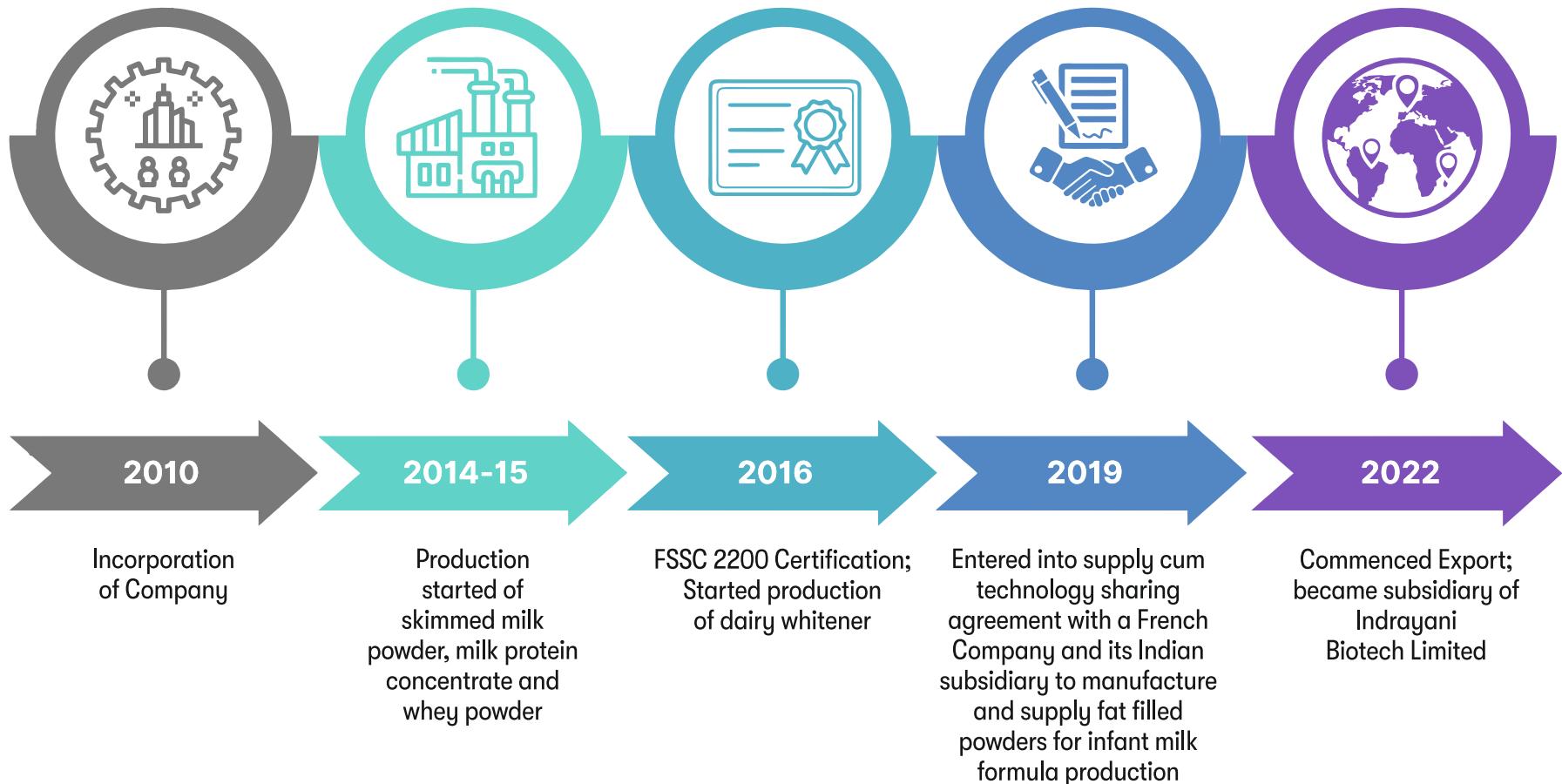
 **Issue Details**

 **Contact Us**



# COMPANY PROFILE

## Year wise Important Events



# Company Profile

 We Are Primarily Engaged In Processing of skinned milk from whole milk To Make Dairy Ingredients Including, Milk Protein Concentrates, Skinned Milk Powder, Dairy Whitener, Whey Protein Concentrate, milk Whey Powder, Casein, Unbranded Cream, Butter And Fat Filled Powders For Infant Milk Formula.

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 Our processing facility is situated at Dindigul and is spread over more than 15 acres.

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 Our processing facility is equipped with machinery and equipment like Micro Filtration, Ultra Filtration, Nano Filtration, reverse Osmosis, Evaporation, Crystallization and Drying processes and Pasteurization Techniques as followed by the International standards for Dairy processing. Our main focus is on filtration of skinned milk and proteins

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 The skinned milk is procured by us from third party suppliers, majorly from our Group Company A R Dairy Food Private Limited.



# Company Profile

 Our procurement operations consist of an average procurement of approximately 50,000 litres of milk directly from farmers and around 30,000-1,00,000 litres of whole milk from open market or third party suppliers. we have built a network of more than 150 village collection centers, with direct access to more than 4,000 farmers and more than 50 dairy farms.

 The whole milk procured by us is tested by automatic Milk analysers placed at Village Level Milk, Collection centers and a combined quality and sampling methods at Chilling Center Level. Quality food safety forms a part of our policy and we believe is one of the main drivers of our business.

 We market our products under the brand name ENNUTRICA. For financial year2022-2023, we have sold products in more than 15 states domestically and 3 countries internationally. However we aim to expand our international operations by looking to enter more ASEAN and European countries.

 We Place Importance On Developing Our Employees And Human Resources. As Of December 23, 2023, We Had 101 Employees

 Our Top Revenue-generating Products Include Milk Protein Concentrates, Casein, Skimmed Milk Powder, Whey Powder, Dairy Whitener, And Sodium Caseinates.



# Product Portfolio

EnNutrica®  
ENERGETIC NUTRITION

Our Products Have Major  
Applications in Four Key Industries



# Product Portfolio



Milk Protein Concentrate



DairyTEX



IceTex



Dairy Whitener



Whole Milk Powder (WMP)



Skimmed Milk Powder



Whey Powder



BakeTex



Milk Whey Powder Aka Low Protein Powder



Edible Acid Casein from Cow Milk



Whey Protein Concentrate



Evaporated & Condensed Milk



# Product Portfolio

## Skimmed Milk Powder

Our skimmed milk powder is produced from cream separated farm fresh grass fed cow milk (99.98%)

## Dairy Whitener

These products are manufactured from 99.98% Grade A, pasteurized, grass grazed cow milk. The products are processed with low heat to maintain a high flavour profile, rich instantly dissolving texture and creamy characteristics.

## Whey Powder

Whey protein is separated from casein protein of milk when the milk is made into cheese or when rennet / acid casein is made. The whole milk will have fat along with solid not fat (SNF) and water. This SNF has protein, lactose (carbohydrates) and minerals. Milk contains two major proteins viz., casein (80%) and whey (20%). When making cheese, the fat along with the valuable casein proteins are denatured and coagulated by cheese making bacteria and the whey proteins along with lactose gets separated as whey water. When making casein, defatted skimmed milk is used for the process. The valuable casein proteins are denatured and coagulated by rennet or mineral acid and the whey proteins along with lactose gets separated as whey water. The whey water is then de-mineralized (removal of minerals by nano filtration) and evaporated in vacuum followed by spray drying to get whey powder. There are several kinds of whey powder and here we represent the sweet whey powder from cheese process. Whey Proteins normally has a bland taste hence for palatability, it is flavored in direct consumption applications.

## BakeTex

BakeTex is a special mineral rich tasty acid whey powder from casein or cottage cheese production, with high lactose content and slightly sour taste due to the mineral content of the whey. This is perfect for adding taste and texture to all baked food, any flour application and for whole grain breads. It adds excellent taste and volume to bread and other baked goods.

## Sodium Caseinate:

A well-known emulsifier in food ingredients industry. Used widely where there is a clean label requirement and water, and fat binding as its primary role. This is widely used in applications like, but not limited to, gravy mixes, soups, ketchups, ready to eat meals, coconut milk powders, masala mixes, water repellent coating on papers, meat texturing, and water holding applications.

## Milk Whey Powder

Skimmed milk is passed through cold filtration process to concentrate proteins. The other stream creates the milk whey stream with low milk proteins and high in lactose. The process is tuned in such a way to produce low / engineered protein powder with 12% proteins with regular milky flavour as skimmed milk. This powder is majorly used in chocolate manufacturing, milk bread manufacturing and several other dairy applications where the low protein content with high lactose is needed. It replaces the combination of SMP with whey powder, into one single ingredient. Our milk whey powder directly gives the benefits to the industries in ingredient reduction, reduction in stock keeping unit count, adding premium milky flavor and taste with extra browning at required places, cost control of the product etc. The low protein powder normally has a sweetly milk taste hence for palatability, it is flavored in direct consumption applications

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## Acid Casein

It is manufactured from 99.9% farm fresh cow milk, grade A, pasteurized, (optionally micro filtered 0% fat) skimmed milk. It is prepared by a continuous coagulation from cooking skimmed milk under the influence of sour whey or technical acid. The next step is rinsing the clots under the stream and further processing takes place in compression, grinding and drying unit in a continuous process. Casein products are used mainly as ingredients in foods for the purpose of either modifying the physical properties of that food product or providing nutritional supplementation to it. Casein is vastly used in bakery, cheese products, coffee whiteners, creamers, confectionery, ice cream, frozen desserts, infant foods, instant breakfasts and beverages, etc

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## Fat Filled Powders

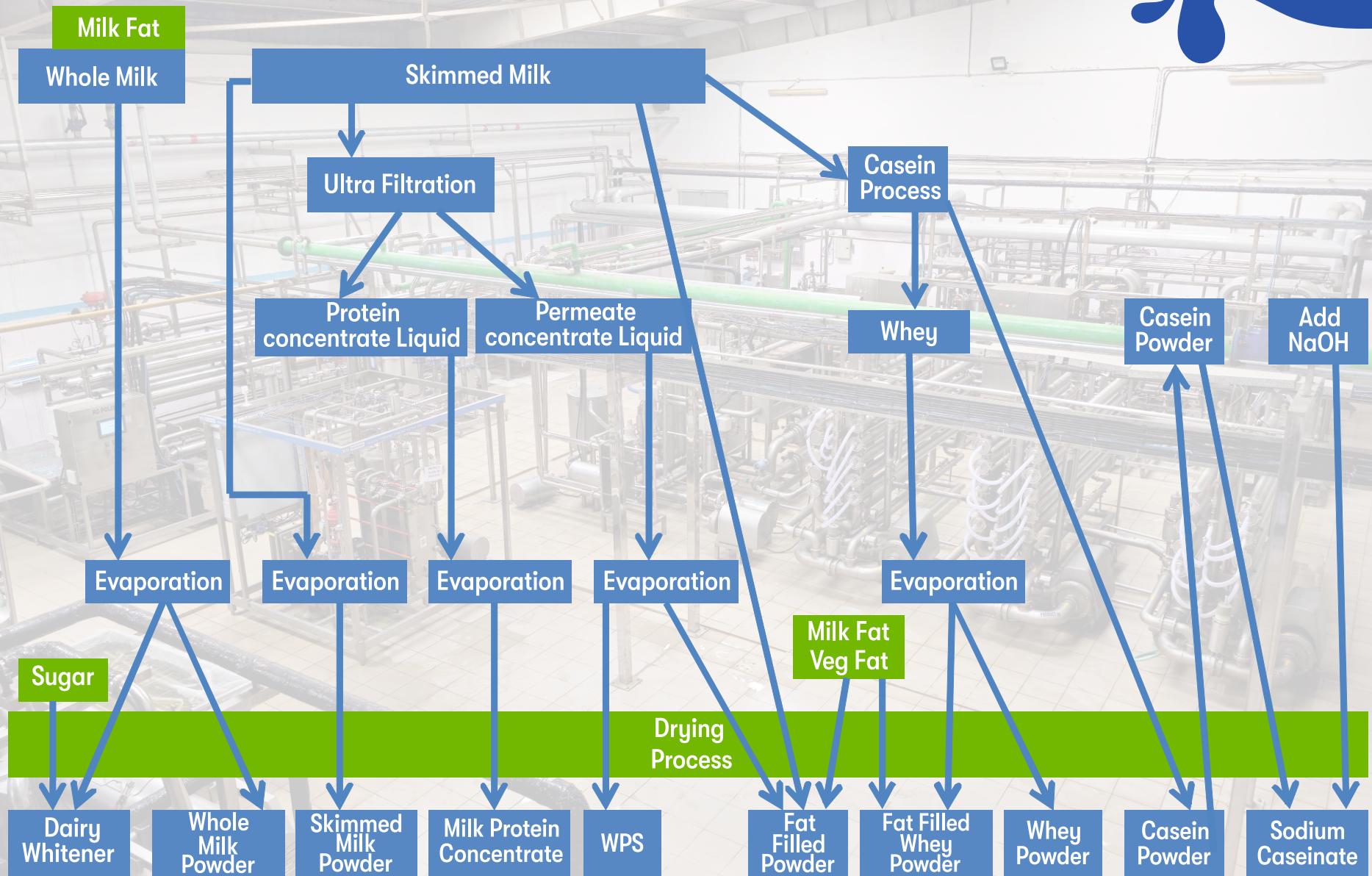
This is either manufactured from the fresh whey from the casein process or from the reconstituted whey powders. The whey powder at 50% concentration is mixed with the suitable fat (milk fat from cream / whole milk) or fat combinations, as required by the target formulations, including addition of whey protein concentrates or milk protein concentrates and Sodium Caseinate with possibility to shift the casein to whey ratio from (80:20) up to (20:80). This product is also micro encapsulated to protect the fat particles from oxidation and also to be easily absorbable by the gut improving better fat-soluble vitamins delivery to the consumer. For medium chain tri glyceride powder, in the same above process MCT (Medium Chain tri Glyceride) Oil is added before Micro Encapsulation process.

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## Butter

We sell our butter under the brand EnNutrica Butter. We have a location advantage for our product due to proximity to one of the well known butter supplying belts in South India., the Oddanchathiram Butter Market. Currently we are getting butter prepared on outsource basis.

# Production Process



# Production Process

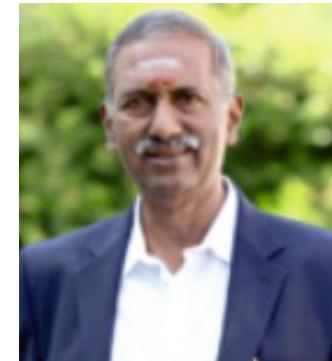
## Glimpse of Our Work



# Meet our Leaders and Management

## **R Rajasekaran : Chairman and Managing Director**

R Rajasekaran, aged 67 years, is the Managing Director and Chairman of our Company. He holds a Master in Science in Chemistry from Annamalai University. He has over 25 years of experience in the dairy processing industry and has played an instrumental role in expanding the domestic operations of our Company. He's involved in bringing about innovation in the operations and products of the Company. His input has helped our Company to diversify its operations and activities. He held honorary positions in various organisations. He is General Secretary of Tamil Nadu Dairies Association, President of Tamil Nadu Packaged Drinking water manufacturers association.



**R Rajasekaran**

## **Rajadharshini Rajasekaran : Non-Executive Director**

Rajadharshini Rajasekaran, aged 38 years, is Non Executive Director of our Company. She holds a degree of bachelor of technology in industrial Biotechnology from Vivekananda College of engineering for Women, Tiruchengode affiliated to Anna University and Post Graduate diploma in laboratory course in biotechniques from institute of Bioformatics and applied Biotechnology. She has been associated with our Company since incorporation and has an experience of more than 10 years in our Industry.



**Rajadharshini  
Rajasekaran**

# Meet our Leaders and Management

## **N M Ranganathan: Non-Executive Independent Director**

N M Ranganathan, aged 62 years, is the Non Executive Independent Director of our Company. He holds a master's degree in Business Administration commerce from Deriyan University. He is also an Advocate on the roll of Bar council of Tamilnadu and Puducherry. He was appointed on Board on November 18,2023 as additional ID and regularised on December 1,2023 at the EGM.



**N M Ranganathan**

## **B N Padmaja Priyadarshini: Independent Director**

B N Padmaja Priyadarshini, aged 48 years, is the Non-Executive Independent Director of our Company. She holds Degree of Doctor of Philosophy in Management from Pondicherry University. She was appointed on Board on November 18,2023 as additional ID and regularised on December 1,2023 at the EGM. For the past 12 years, she is the Managing Director of HomePlanGuru Civil Consultants Pvt Ltd.



**B N Padmaja Priyadarshini**

## **Rajappan Ravi: Non executive & Non-Independent Director**

Rajappan Ravi, aged 67 years, is the Non-Executive Director of our Company. He was appointed on Board on November 18,2023 as additional Director and regularised on December 1,2023 at the EGM. He hold a degree of Bachelor of Engineering in Electrical and Electronics



**Rajappan Ravi**

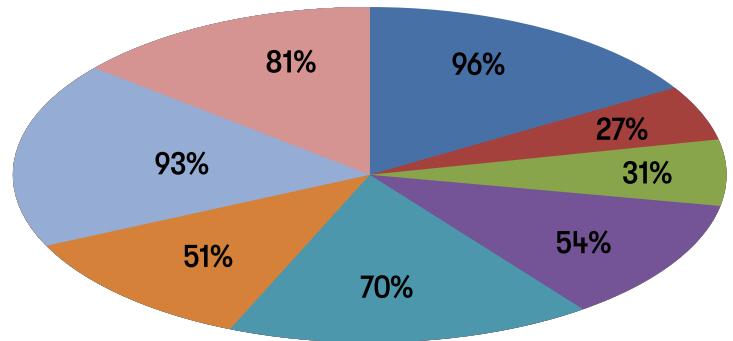
# Business Insight

## Capacity, Production and Capacity Utilization

Particulars	December 23, 2023		
	Utilisable capacity for 266 days	Actual Production	Capacity Utilisation %
Skimmed Milk Powder	714	684	96%
Casein	619	169	27%
WHEY Powder A	842	264	31%
Milk Protein Concentrate	131	71	54%
WHEY Powder S	144	101	70%
Dairy Whitener	152	77	51%
Sodium Casenate	14	13	93%
Fat Filled Powders	60	49	81%
<b>Total</b>	<b>2677</b>	<b>1429</b>	<b>53%</b>

(in metric tonnes)

## Capacity Utilisation% December 2023



# Our Strengths And Strategies

## Strengths :

 **Diverse Product Basket**

### **Milk Procurement Process :**

Our average procurement of approximately 50,000 litres per day of milk directly and around 30,000-1,00,000 litres per day of whole milk from open market or third party suppliers.

### **Manufacturing Facility :**

Our manufacturing infrastructure is a key driver of our business. Our current facility is situated at Dindigul and spread over more than 15 acres.

### **Quality Assurance and Standards :**

Certifications FSSC 22000, FSSAI, EIC, FSSC, HALAL and KOSHER Approval Authorities.

### **Experienced Promoters & Management Team**

## Strategies :

 **Continue to invest in our manufacturing capabilities thereby expanding our offerings**

 **Expand our presence across geographies and diversify our customer base –**

 **Enhance our brand visibility**

 **Focus on increasing operational efficiencies to improve returns –**

# Financial Highlights And Analysis

Balance Sheet		As at 23rd December, 2023	Mar-23	Mar-22	Mar-21	Rs in Lakhs
Details						Mar-20
<b>Assets</b>						
<b>Non-Current Assets:</b>						
i) Property, Plant and Equipment	1,169.42	1,277.80	1,195.60	1,399.64	1,567.68	
ii) Capital Work In Progress	-	-	11.64	-	-	
iii) Financial Assets						
-Investments	22.28	22.28	14.51	58.32	56.18	
-Other financial assets	48.41	29.83	28.82	44.03	33.18	
iv) Deferred Tax Assets	27.88	27.88	27.88	27.88	27.88	
<b>Total Non-Current Assets</b>	<b>1,267.99</b>	<b>1,357.79</b>	<b>1,278.45</b>	<b>1,529.87</b>	<b>1,684.92</b>	
<b>Current Assets:</b>						
i) Inventories	1,195.09	889.27	497.43	737.90	769.31	
ii) Financial assets						
-Trade receivables	250.80	176.11	352.09	302.42	387.20	
-Cash and cash equivalents	1,140.79	4.81	3.30	59.44	92.14	
-Other Financial Assets	1,085.71	323.61	323.76	323.76	294.41	
iii) Other current assets	183.08	148.24	41.42	41.71	31.53	
<b>Total Current Assets</b>	<b>3,855.47</b>	<b>1,542.04</b>	<b>1,218.00</b>	<b>1,465.23</b>	<b>1,574.59</b>	
<b>Total Assets</b>	<b>5,123.46</b>	<b>2,899.83</b>	<b>2,496.45</b>	<b>2,995.10</b>	<b>3,259.51</b>	

# Financial Highlights And Analysis

Equity and Liabilities	As at 23rd December, 2023	Mar-23	Mar-22	Mar-21	Mar-20
<b>Equity:</b>					
i) Equity Share Capital	1,753.40	1,438.20	1,438.20	1,438.20	1,438.20
ii) Other Equity	-1,359.46	-3,076.66	-3,600.92	-3,180.84	-2,719.64
<b>Total Equity</b>	<b>393.94</b>	<b>-1,638.46</b>	<b>-2,162.72</b>	<b>-1,742.64</b>	<b>-1,281.44</b>
<b>Liabilities:</b>					
i) Financial Liabilities					
-Borrowings	1,799.14	1,961.36	1,944.95	2,136.02	367.14
-Non Current Provisions	26.29	20.47	23.18	14.58	-
<b>Total Non-Current Liabilities</b>	<b>1,825.43</b>	<b>1,981.83</b>	<b>1,968.13</b>	<b>2,150.60</b>	<b>367.14</b>
i) Financial Liabilities					
-Other financial Liabilities	464.73	509.93	634.30	580.21	2,363.61
-Trade Payables					
Total outstanding dues of creditors other than micro and small enterprises	2,248.04	1,936.08	2,026.65	1,976.41	1,755.92
ii) Other Current Liabilities	3.49	1.20			
iii) Provisions	187.83	109.25	30.08	30.52	54.28
<b>Total Current Liabilities</b>	<b>2,904.09</b>	<b>2,556.46</b>	<b>2,691.03</b>	<b>2,587.14</b>	<b>4,173.81</b>
<b>Total Equity &amp; Liabilities</b>	<b>5,123.46</b>	<b>2,899.83</b>	<b>2,496.44</b>	<b>2,995.10</b>	<b>3,259.51</b>

# Financial Highlights And Analysis

Profit And Loss Account		As at 23rd December, 2023	Mar-23	Mar-22	Rs in Lakhs
Details					Mar-21
<b>Income:</b>					
i) Revenue from Operations	6874.75	8157.74	2831.88	1763.13	
ii) Other Income	1.90	41.60	13.20	77.59	
<b>Total Income</b>	<b>6876.65</b>	<b>8199.34</b>	<b>2845.08</b>	<b>1840.72</b>	
<b>Expenses:</b>					
i) Cost of materials consumed	4774.94	6454.38	2046.07	1330.52	
ii) Changes in inventories	-269.79	-452.51	211.80	23.94	
iii) Employee Benefit Expenses	311.86	324.89	259.47	250.82	
iv) Finance Costs	189.50	258.01	246.23	219.92	
v) Depreciation and amortisation expense	158.27	194.20	203.15	235.76	
vi) Other Expenses	1122.98	903.70	467.88	241.78	
<b>Total Expenses</b>	<b>6287.76</b>	<b>7682.67</b>	<b>3434.60</b>	<b>2302.74</b>	
Profit/ (Loss) before exceptional items and tax	<b>588.89</b>	<b>516.67</b>	<b>-589.52</b>	<b>-462.02</b>	
Exceptional items			172.94		
Profit/ (Loss) for the year from Continuing Operations	<b>588.89</b>	<b>516.67</b>	<b>-416.58</b>	<b>-462.02</b>	
Income tax	-0.49	9.12	-3.50	0.83	
<b>Total comprehensive income for the year</b>	<b>588.40</b>	<b>525.79</b>	<b>-420.08</b>	<b>-461.19</b>	

# Financial Highlights And Analysis

Geography wise Revenue Bifurcation	In Lakh	In %
	23rd December, 2023	23rd December, 2023
Tamil Nadu	3587.07	54%
Gujarat	847.87	13%
Kerala	345.00	5%
Delhi	316.73	5%
Himachal Pradesh	313.20	5%
Maharashtra	279.77	4%
Uttar Pradesh	252.71	4%
Rajasthan	240.45	4%
Telangana	117.80	2%
Madhya Pradesh	104.59	2%
Karnataka	67.56	1%
Odisha	58.67	1%
Haryana	56.32	1%
Uttarakhand	11.89	0%
Puducherry	4.52	0%
Chhattisgarh	3.48	0%
Assam	0.51	0%
Punjab	0.29	0%
Andhra Pradesh	0.06	0%
Bihar	0.00	0%
Jammu and Kashmir	0.00	0%
Jharkhand	0.00	0%
<b>Total</b>	<b>6607.48</b>	<b>100%</b>

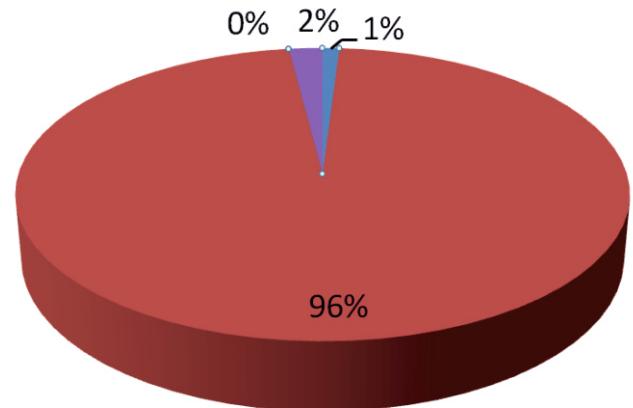


# Financial Highlights And Analysis

Details	As at 23rd December, 2023	Mar-23	Mar-22	Mar-21
<b>Revenue Bifurcation</b>				
-Export Sales	97.97	579.08	161.59	5.55
-Domestic Sales	6607.47	7496.53	2533.55	1569.48
-Other Operating Income	9.44	16.05	3.55	0.52
<b>Sale of Services</b>				
-Processing Charges	159.87	66.09	133.18	187.57
<b>Total</b>	<b>6874.75</b>	<b>8157.75</b>	<b>2831.87</b>	<b>1763.12</b>

Country wise Revenue Bifurcation	As at 23rd December, 2023	Mar-23	Mar-22	Mar-21
Poland	0.00	510.17	0.00	0.00
Srilanka	97.97	66.74	0.00	0.00
Vietnam	0.00	2.17	0.00	0.00
Germany	0.00	0.00	161.59	0.00
South Korea	0.00	0.00	0.00	5.55
<b>Total</b>	<b>97.97</b>	<b>579.08</b>	<b>161.59</b>	<b>5.55</b>

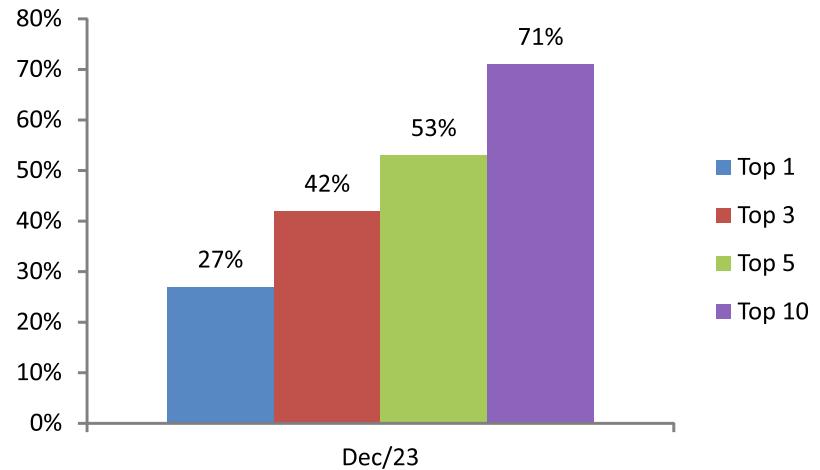
**23rd December, 2023**



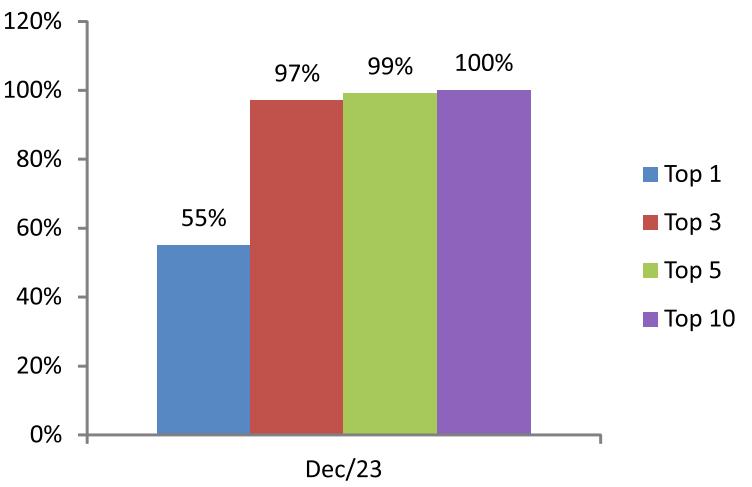
- Export Sales
- Domestic Sales
- Other Operating Income
- Processing Charges

# Financial Highlights And Analysis

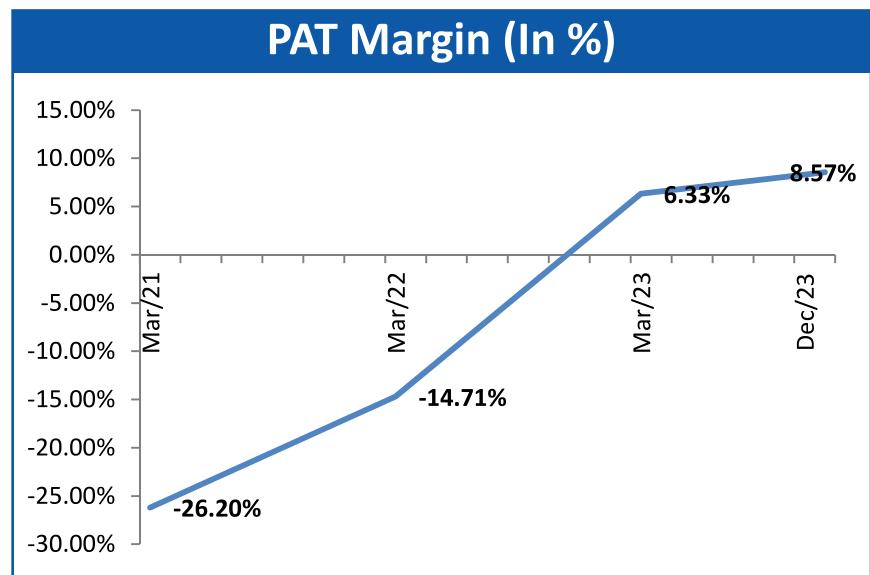
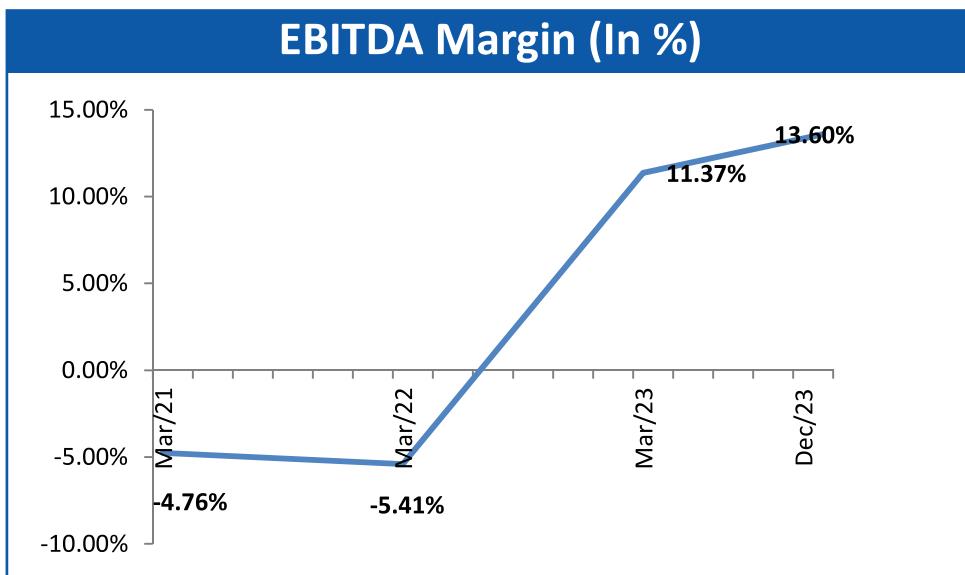
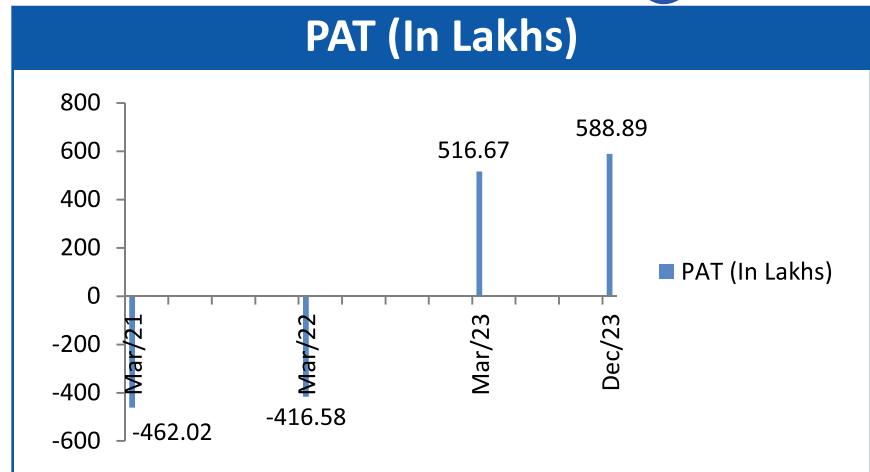
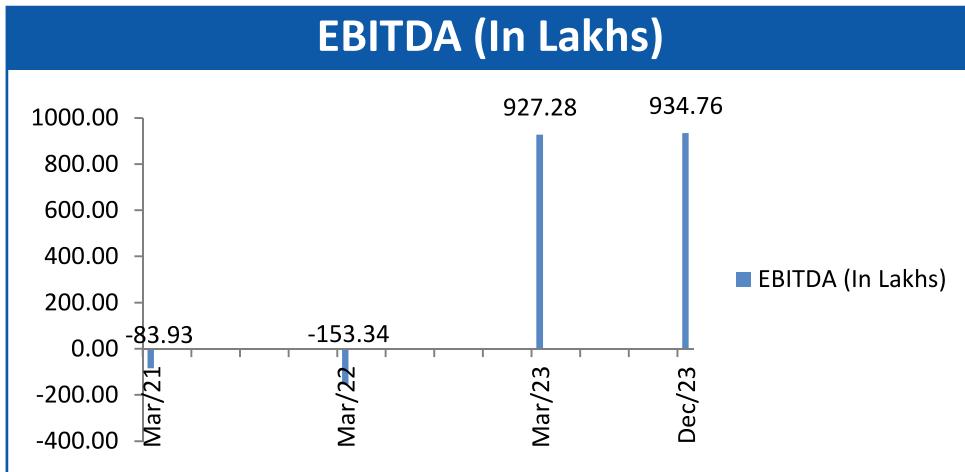
Top Customers as a percentage (%) of revenues				
Particulars	23-12-2023	Mar-23	Mar-22	Mar-21
Top 1	27%	16%	16%	14%
Top 3	42%	43%	36%	43%
Top 5	53%	56%	50%	59%
Top 10	71%	79%	73%	75%



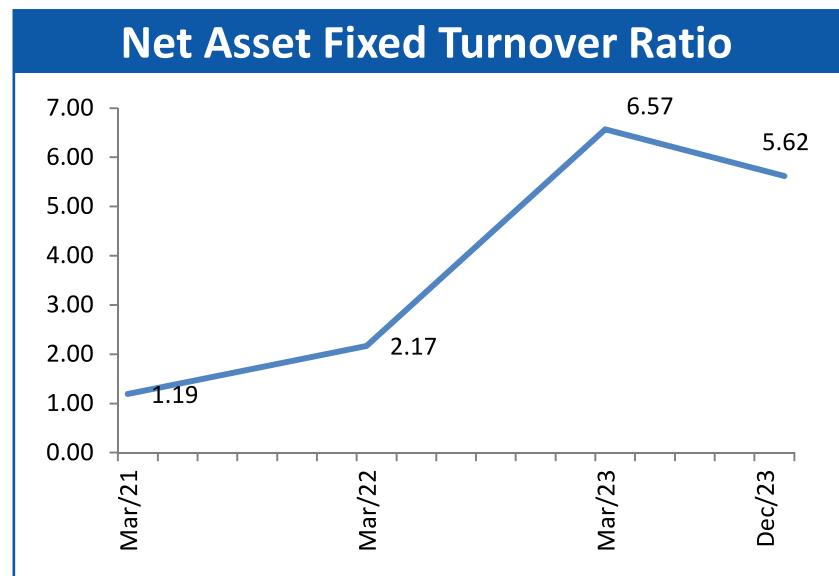
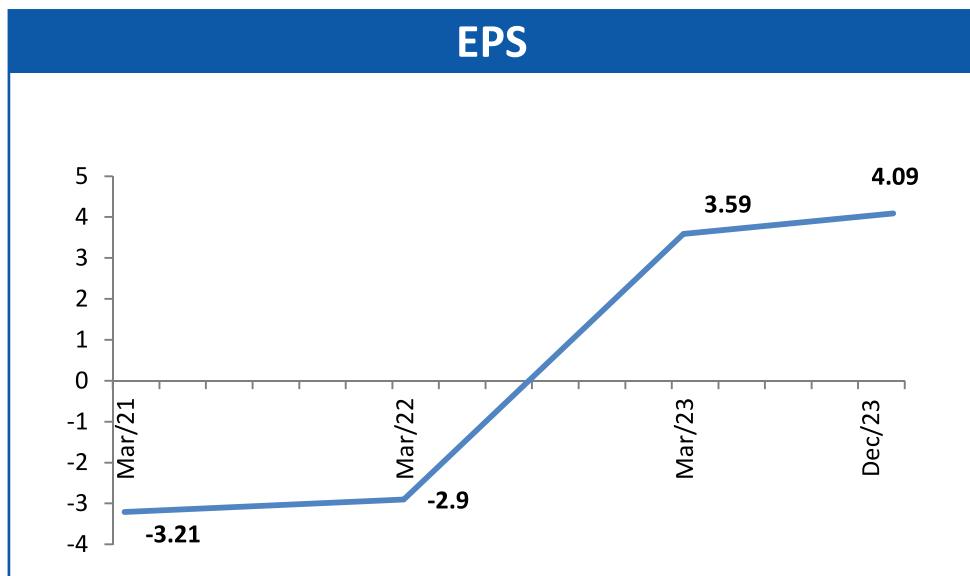
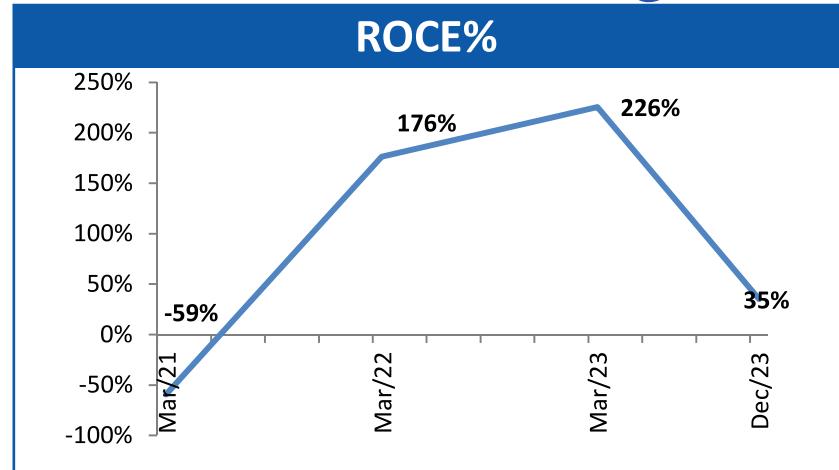
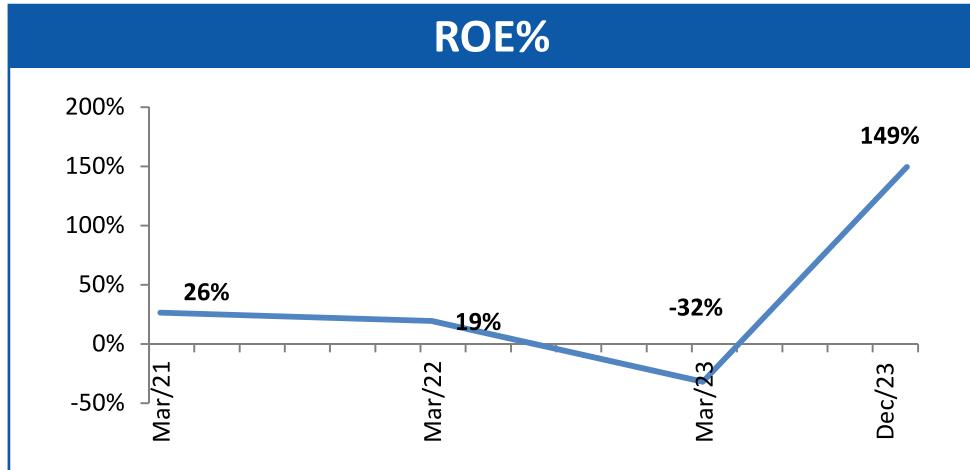
Top Suppliers as a percentage (%) of Purchase				
Particulars	23-12-2023	Mar-23	Mar-22	Mar-21
Top 1	55%	67%	58%	93%
Top 3	97%	90%	70%	94%
Top 5	99%	97%	77%	96%
Top 10	100%	99%	89%	97%



# Financial Highlights And Analysis

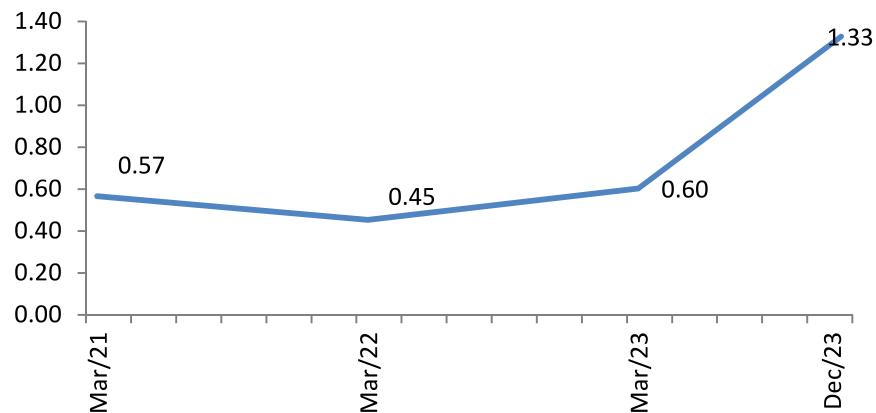


# Financial Highlights And Analysis

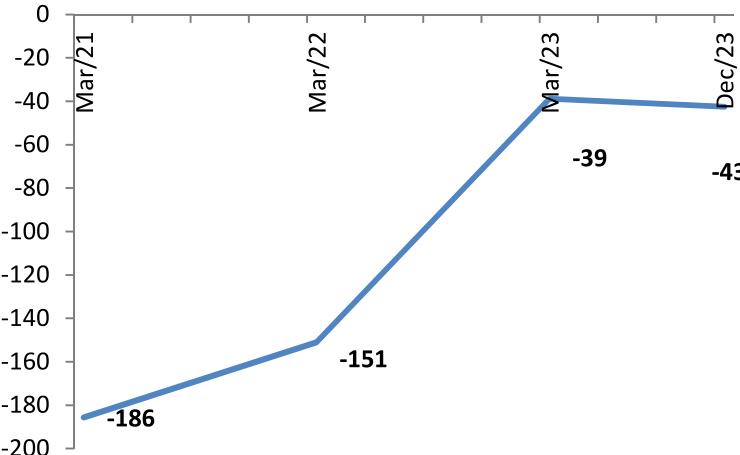


# Financial Highlights And Analysis

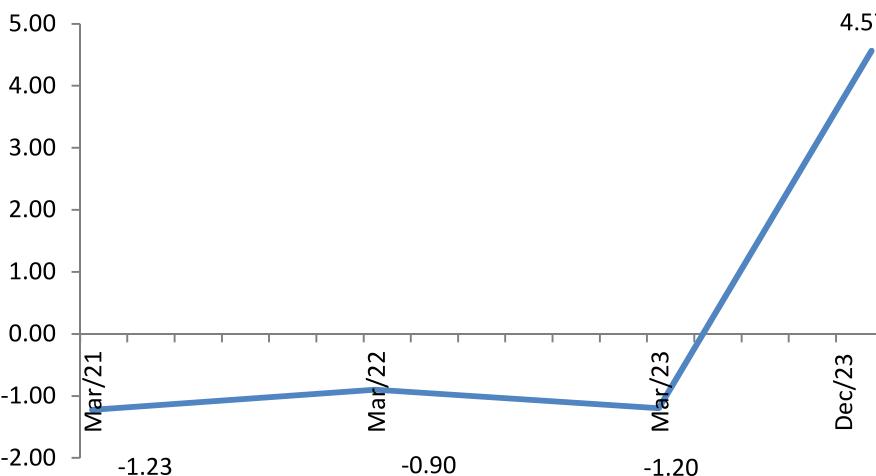
## Current Ratio



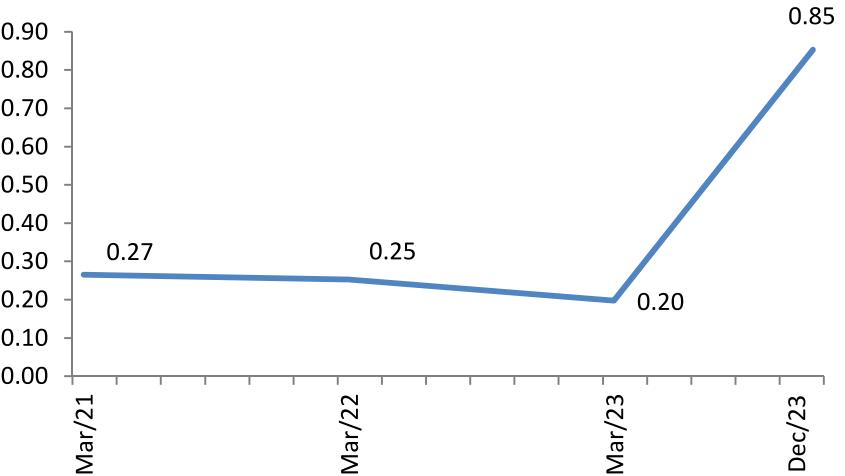
## Working Capital Cycle



## Debt to Equity Ratio



## Quick Ratio



# Investment Rational

- ✓ India ranks first among the world's milk producing nations.
- ✓ The total size of dairy market was about Rs. 13.17 lakh crore in 2021. The dairy market has been growing at about 15 % per annum during last 15 years and is expected to reach a market size of about Rs. 30.84 lakh crore by 2027 as per International Market Analysis and Consulting Services Private Ltd. (IMARC) 2021 report.
- ✓ The drivers of demand for milk in India are - population growth, urbanisation and increasing per capita income. The consumption of milk has been rising, commensurate with the increase in purchasing power of people, changing food habits & lifestyles and demographic growth.
- ✓ The per capital availability of milk has reached a level of 444 grams per day during the year 2021-22 which is more than the world average of around 320 grams per day in 2021 (estimates) (Food Outlook Nov'22).
- ✓ The milk consuming population has been consistently rising in the country both in rural and urban areas . According to Consumer Expenditure Survey (CES, 2011-12) of NSSO, about 78% and 85% of rural and urban population respectively reported consumption of milk in the country.
- ✓ It is projected that market for liquid milk will grow by about 16% during next 5-6 years while for products like cheese, flavoured milk, lassi, butter milk, whey and organic milk will grow at more than 20 % per annum. The annual growth of other traditional dairy products like paneer, ghee, ice-cream, khoa, curd, etc. would be in the range of 11 % to 20%. In terms of volume, the total household consumption of milk and milk products was 16.1 crore tonnes. This is expected to grow to 26.7 crore tonnes by 2030
- ✓ Now a days increased consumer interest in high protein diets and increasing awareness & availability of dairy products through channels such as organised retail chain are also driving this growth.
- ✓ The milk production is estimated to reach about 30 crore tonnes by 2030 as per NITI Aayog report. Therefore, strengthening of dairy processing infrastructure is required for catering to the growing dairy market in the country.

# SWOT Analysis

## STRENGTHS

- Quality Assurance and Standards
- Experienced Management Team
- Diverse product basket



## WEAKNESSES

- High working capital requirements
- Derive a significant portion of our revenue from certain customers



## OPPORTUNITIES

- Expanding new geographical areas
- Expanding new Products
- Growing Opportunities in Indian Market



## THREATS

- Increased Competition from Big Players
- No entry barriers increasing the threat of competition from new entrants
- Any increase in the cost of our raw material or a shortfall



# Object Of the Issue

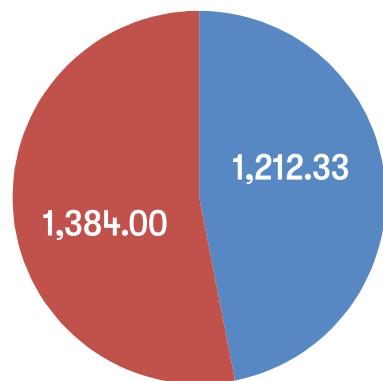
The Net Proceeds are proposed to be used by our Company in accordance with the details set forth below

## 1. FUNDING CAPITAL EXPENDITURE :

Our Company intends to start with production line of Butter, Company proposes to utilise ₹ 1,212.33 Lakhs from the Net Proceeds towards purchase of Plant and machinery for production of Butter.

## 2. TO MEET WORKING CAPITAL REQUIREMENTS:

Estimated amount (in Lakh)



Funding Capital Expenditure
Working Capital Requirements



# Issue Details

<b>No. of Shares</b>	<b>64,50,000 Equity Shares</b>
<b>Issue Size (Rs. In Crs)</b>	<b>34.83 (at upper price band)</b>
<b>Price (Rs.)</b>	<b>51 - 54</b>
<b>Issue Type</b>	<b>Fresh Issue - Book Build</b>
<b>Anchor Book</b>	<b>Wednesday, June 19th, 2024</b>
<b>Issue Opens On</b>	<b>Thursday, June 20th, 2024</b>
<b>Issue Close On</b>	<b>Monday, June 24th, 2024</b>
<b>Anchor Book</b>	<b>Not more than 18,34,000 Equity Shares</b>
<b>Reservation for Market Maker</b>	<b>3,26,000 Equity Shares</b>
<b>Reservation for Retail</b>	<b>Not less than 21,44,000 Equity Shares</b>
<b>Reservation for HNIs</b>	<b>Not less than 9,20,000 Equity Shares</b>
<b>Reservation for Net QIBs</b>	<b>Not more than 12,26,000 Equity Shares</b>
<b>Lot Size</b>	<b>2000 Equity Shares</b>
<b>Book Running Lead Manager</b>	<b>Beeline Capital Advisors Pvt Ltd</b>
<b>Registrar to the Issue</b>	<b>Link Intime India Pvt Ltd</b>

# Contact Us



## BOOK RUNNING LEAD MANAGER

**Beeline Capital Advisors Private Limited**  
B 1311-1314, Thirteenth Floor, Shilp Corporate Park,  
Rajpath Rangoli Road, Thaltej,  
Ahmedabad- 380054, Gujarat, India

📞 +91 079 4918 5784  
✉️ mb@beelinemb.com



Link Intime India Private Limited

## REGISTRAR TO THE ISSUE

**Link Intime India Private Limited**  
C-101, 1st Floor, 247 Park,  
Lal Bahadur Shastri Marg, Vikhroli (West) Mumbai,  
Maharashtra, India – 400 083

📞 +91 81081 14949  
✉️ mb@beelinemb.com



## COMPANY DETAILS

**Dindigul Farm Product Limited**  
2/52-3, Pillaiyarnatham Pithalaipatty Post,  
Dindigul, Tamil Nadu India 624002

📞 + 91 94980 99930  
✉️ cs@ennutrica.com