



PRO FX Tech Ltd

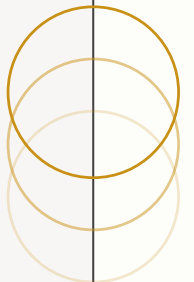
Investor Presentation- May 2026

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The left side of the slide features a vertical image of a modern, dimly lit living room with a large TV, a floor speaker, and a sofa. Overlaid on this image are three concentric, thin gold circles.

Index

01. Company Overview

02. Industry Overview

03. Strategic Overview

04. FY26 Financial Performance

05. Historical Financial Performance

COMPANY

OVERVIEW



Company Snapshot



19+

Years of experience



7

Showrooms &
Experience Centres



13

No of Brands Served



6

Presence in Cities



28

Service Centers



176.73 Crs

Revenue from Operation



20.26 Crs

EBITDA



15.17 Crs

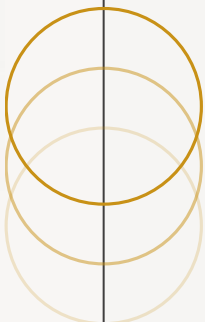
PAT



22.8%

3-year Revenue CAGR

All numbers are as on FY26



Introduction

- Incorporated in 2006, PRO FX Tech Limited (formerly Advanced Audio Solutions Pvt. Ltd.) is a leading distributor and system integrator of premium audio-video, automation, and home-theatre solutions in India.
- Operates across three segments- Distribution (B2B), Home Automation Solutions, and Corporate Solutions- delivering end-to-end AV integration from design and supply to installation and after-sales support.
- Represents globally renowned brands including Denon, Polk Audio, KEF, and Definitive Technology, spanning speakers, amplifiers, automation systems, and accessories.
- Headquartered in Bengaluru, with a nationwide presence comprising showrooms, regional offices, and an extensive dealer network across key Indian cities.
- Led by Mr. Manmohan Ganesh, Chairman & Managing Director, with over two decades of expertise in the audio-video and consumer electronics industry.



Our Journey



Our Business Segments



Corporate Solutions



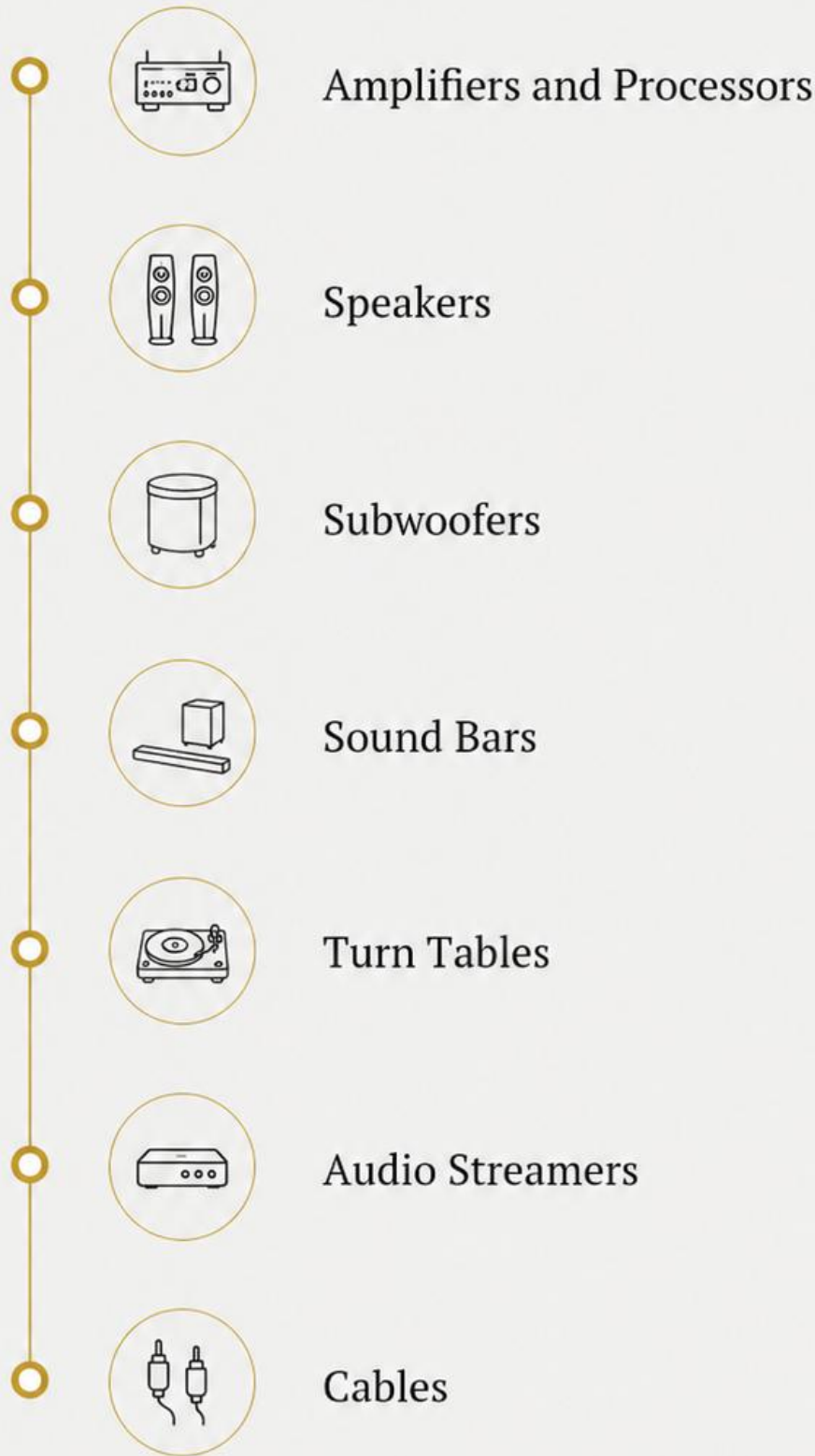
Distribution



Home Theatre & Automation Solutions

Distribution

Products Offered



- The Company is engaged in the distribution of premium audio-visual (AV) products through exclusive partnerships with globally renowned brands such as Denon, Polk, Definitive Technology, KEF, Theory, Hegel JBL, Revel, etc.
- These strategic associations provide the Company with distribution rights across a diverse portfolio of high-end AV solutions, enabling it to offer customers access to world-class, technologically advanced products from trusted international brands.
- The Company has distribution agreements with ten global brands, of which eleven are exclusive within India.

Strategic Growth Drivers



Corporate Solutions

The Company provides integrated Corporate Solutions encompassing end-to-end Audio-Video, Automation, and Digital Signage systems designed to enhance communication, engagement, and ambience across business and institutional environments.

- Design and installation of sound, projection, and display systems
- Centralized control of lighting, audio, and environmental systems
- Custom displays for branding and audience engagement
- Video conferencing and collaboration setups
- Immersive sound and display systems for enhanced experiences
- AV and monitoring systems for hospitals and institutions



Rising demand from hybrid work, digital offices and smart campuses



Enterprises and institutions upgrading spaces with AV, conferencing and digital signage



Targeting turnkey projects across boardrooms, hotels, retail outlets and schools



Growth supported by government initiatives like Smart City Projects



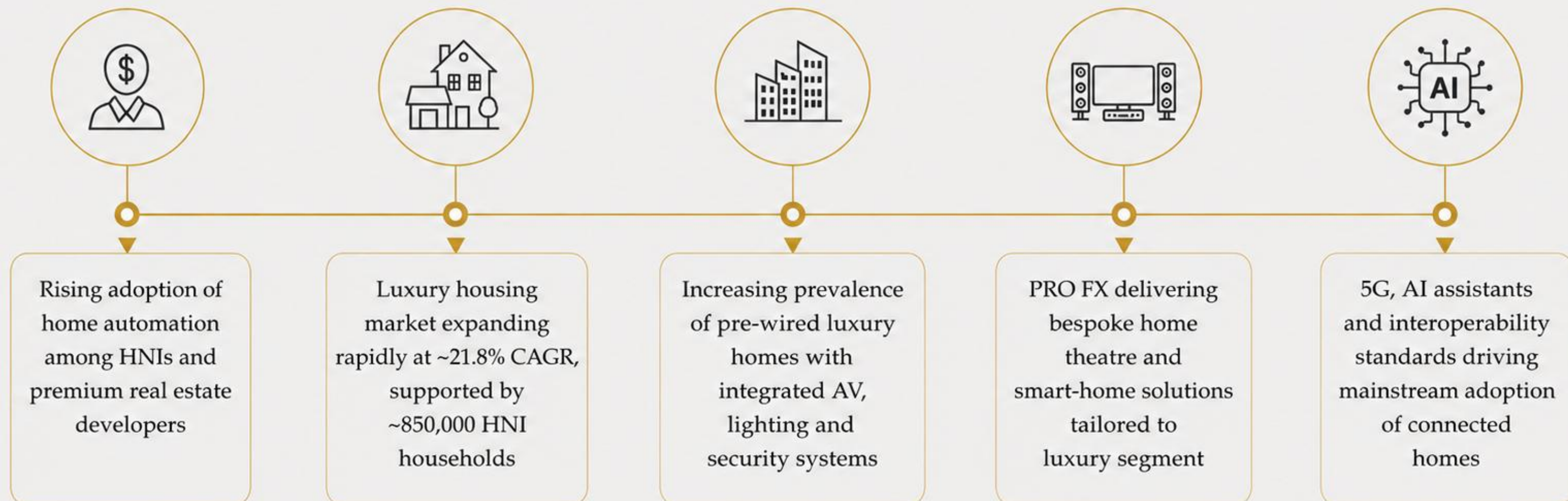
Integration of energy management and automation creating new solution opportunities



Home Theatre & Automation Solutions

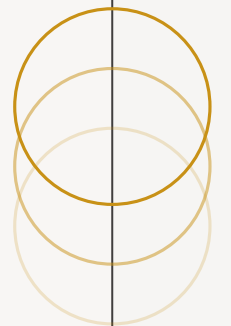
PRO FX delivers customized Home Theatre and Automation Solutions that integrate premium AV products with intelligent control systems- offering end-to-end support from design and installation through to after-sales service.

- Customized automation layouts based on client needs
- Unified control of lighting, audio, video, HVAC, and security
- Professional setup and configuration for seamless operation
- Personalized controls, moods, and schedules
- Reliable wired and wireless smart device integration
- Maintenance, upgrades, and troubleshooting
- CCTV, alarms, and biometric systems for safety

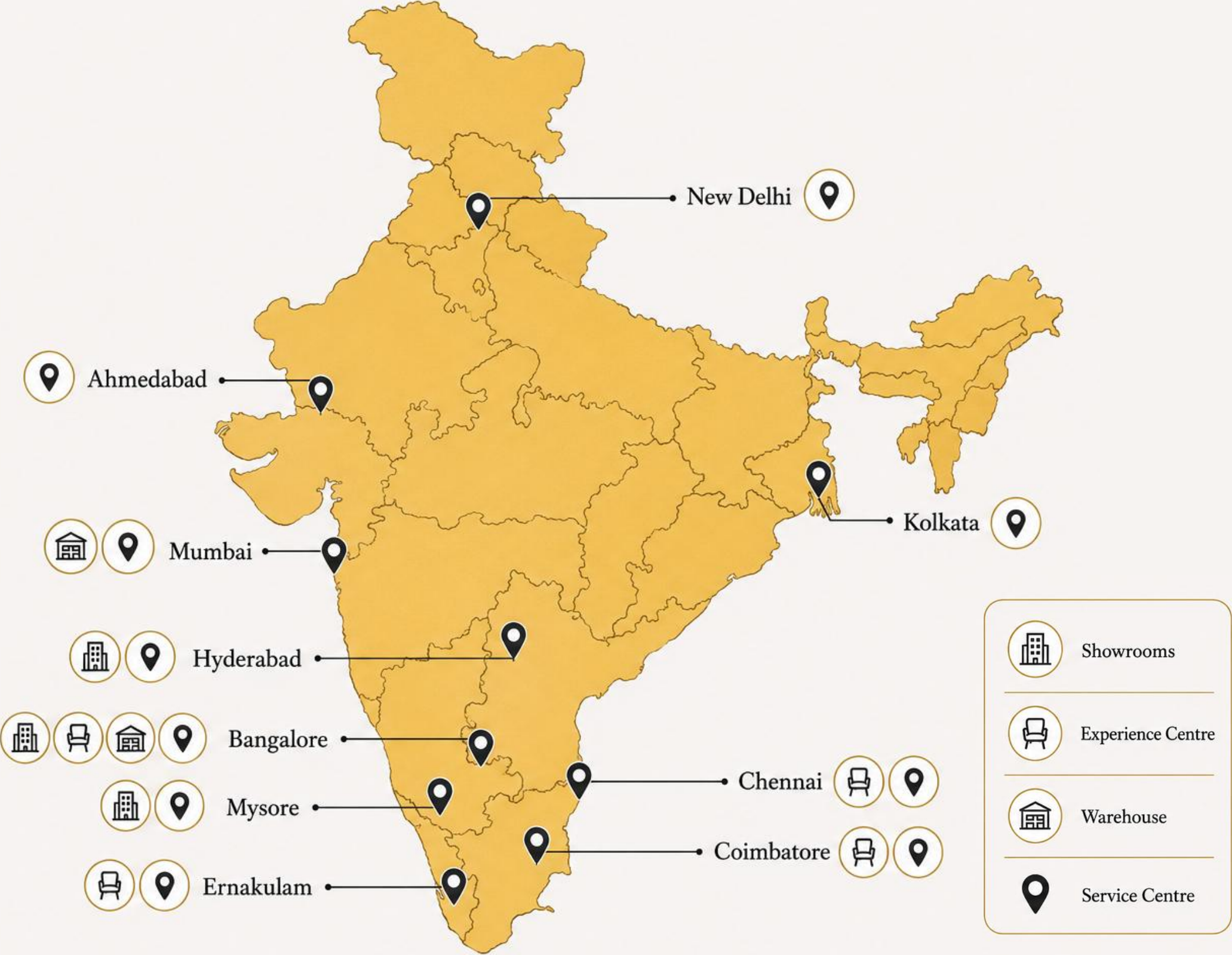


Installation Process

- **Unmatched Industry Capability:** India's only AV company with a robust service infrastructure backed by deep engineering expertise and advanced acoustics experience.
- **End-to-End Execution by In-House Experts:** Complete design, wiring, installation, calibration, and commissioning handled by PRO FX's trained in-house team with no external contractors involved.
- **Engineering-Led Precision:** Meticulous planning of cable routing, equipment placement, and acoustic treatment ensures superior performance and long-term reliability.
- **Seamless Coordination with Architects & Interior Designers:** PRO FX works closely with architects, interior designers, and project teams to integrate AV and automation seamlessly into the overall design vision.

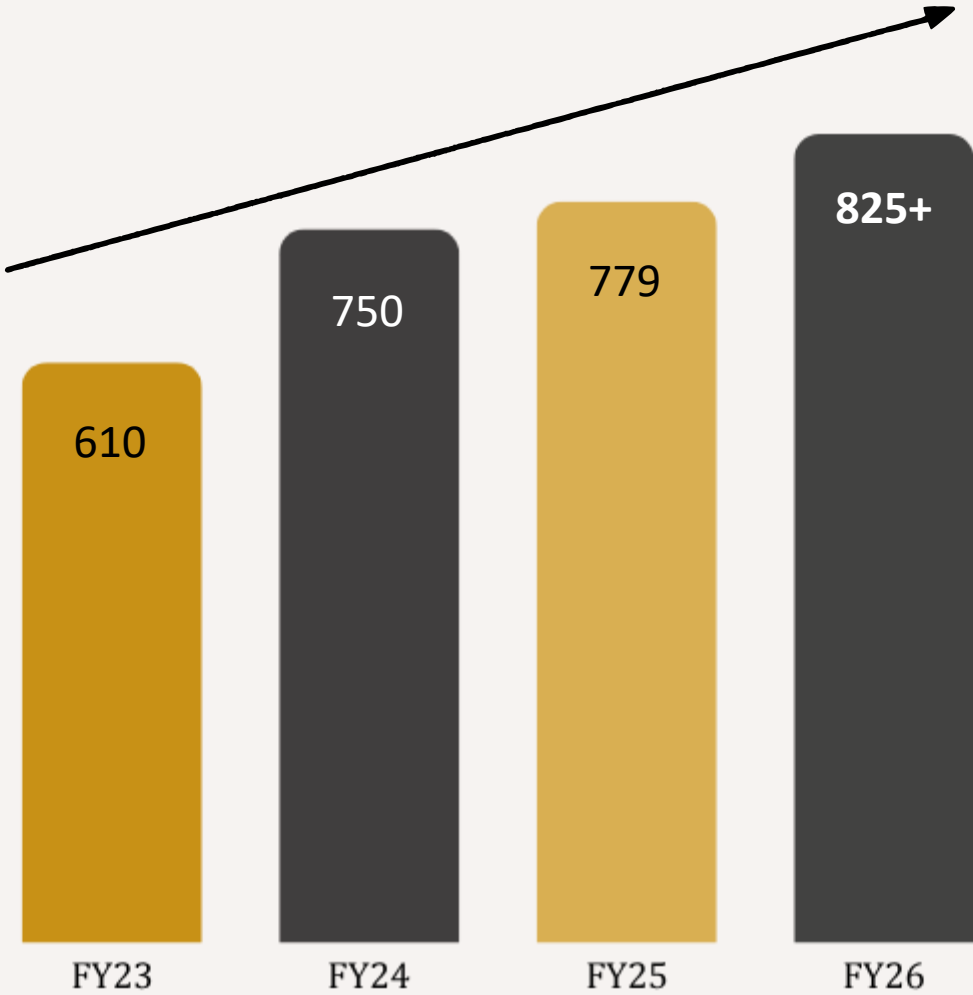


Geographical Presence



15000+	Satisfied Clients
825+	Dealer Network
28	Service Centres
7	Showrooms/ Experience Centres

Growth in Dealer/ Distributor Network
11.7% CAGR



Warehouse & Service Centres

- The company operates a 15,000 sq. ft. modern warehouse in Bengaluru, serving as its central storage and distribution hub.
- An efficient inventory management system ensures timely order fulfillment and optimal space utilization.
- Products are dispatched directly from the warehouse, enabling faster delivery and streamlined logistics.
- The company continuously monitors warehouse capacity and performance to maintain operational efficiency.
- It acknowledges that unforeseen disruptions at the facility could affect supply chain continuity and customer commitments.



- The company operates a robust network of 28 service centers across India, including 10 company-managed and 18 franchised facilities.
- The company provides comprehensive after-sales services, covering installation, connectivity, programming, and maintenance.
- Focused on the premium and luxury product segments, the company ensures high service quality and reliability.
- A skilled team of technicians upholds stringent performance standards, enhancing customer satisfaction and brand trust.

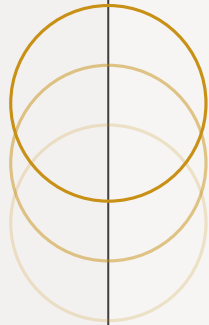
Showrooms & Experience Centres



- The company operates a total of 7 showroom/ experience centers across five major cities - Ernakulam, Mysore, Bengaluru, Coimbatore, and Chennai.
- Experience centers serve as immersive spaces where clients can explore and interact with advanced AV and automation solutions firsthand.
- Showrooms showcase a wide portfolio of premium residential and commercial AV products, reflecting the company's focus on luxury and lifestyle integration.
- These centers strengthen customer engagement, brand visibility, and sales conversion, supporting the company's overall growth strategy.
- The company plans to expand its presence by establishing additional showroom-cum-experience centers across Tier I and Tier II cities, enhancing market reach and brand recognition.

Partnered Brands



Management



MANMOHAN GANESH

Chairman & Managing Director

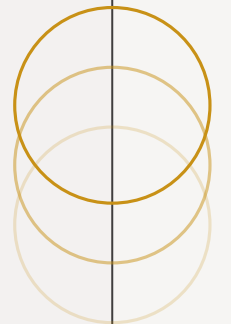
- Education: Diploma in Business Administration
- Experience: ITC Hotels & BPL India
- PRO FX: Oversees overall operations, strategy, and global brand collaborations while driving business development and growth initiatives.



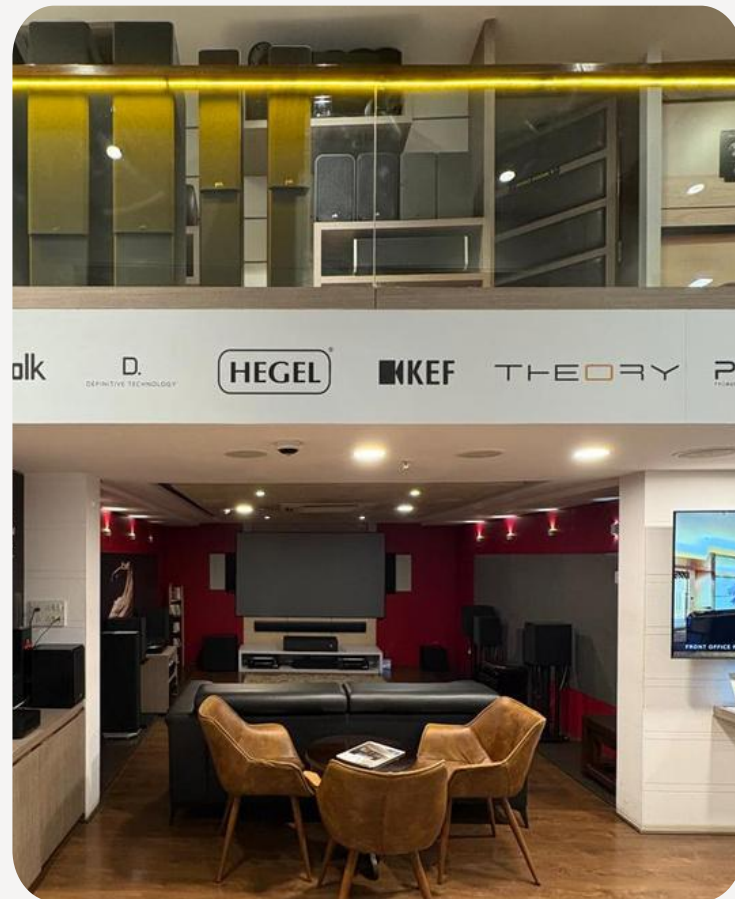
A M S JOEKUMAR

Whole Time Director & Chief Financial Officer

- Education: Masters in Commerce
- Experience: 30 Years
- PRO FX: Oversees sales, marketing, new business development, and the Company's financial management.



Marketing Initiatives



HOLISTIC BRAND CAMPAIGNS

Multi-channel marketing across digital, print, and social platforms backed by consistent participation in trade expos and premium lifestyle events.

IMMERSIVE PRODUCT EXPERIENCES

Live demos and interactive installations at experience centers allow customers to engage directly with high-end audio and automation technologies.

COLLABORATIVE ECOSYSTEM OUTREACH

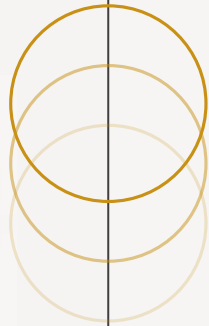
Strategic partnerships with architects, interior designers, and consultants to expand project-based opportunities and referrals.

CUSTOMER ENGAGEMENT & RETENTION

Focused loyalty programs, AMC offerings, and service-driven initiatives ensure repeat business and stronger brand affinity.

THOUGHT LEADERSHIP & MEDIA PRESENCE

Active participation in exhibitions, industry forums, and media features reinforces brand credibility and market leadership.



STRATEGIC OVERVIEW



Core Strengths

Building On Experience & Excellence



EXTENSIVE
NATIONWIDE
PRESENCE

A strong dealer and retail network across India supported by multiple experience centers, ensuring consistent product availability, service access, and deeper market penetration.



EXCLUSIVE BRAND
PARTNERSHIPS

Exclusive distribution rights for globally renowned audio brands like Denon, Polk, KEF, JBL, and more, reinforcing our position in the premium audio-visual solutions space.



COMPREHENSIVE
SOLUTIONS EXPERTISE

Proven capability to deliver fully integrated audio, video, and automation systems across residential, commercial, and institutional projects.



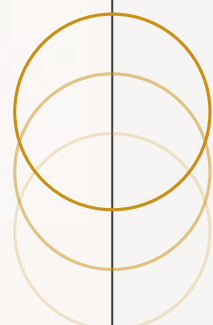
STRONG LEADERSHIP
BACKBONE

Led by promoters with over two decades of industry experience, supported by a professional team with deep technical and market knowledge.



CUSTOMER-CENTRIC
TECHNICAL TEAM

Skilled in-house engineers and installers provide tailored solutions and seamless after-sales service, enhancing customer satisfaction and retention.



Strategies

For Sustained Growth

01

**Retail & Experience
Centre Expansion**

Accelerating footprint in Tier-1 and Tier-2 cities through new showrooms and experience hubs to enhance brand presence and customer engagement

02

**Diversified Product
Portfolio**

Introducing advanced smart automation and acoustic solutions to tap into emerging lifestyle and enterprise technology trends

03

**Digital-First
Transformation**

Scaling digital marketing, virtual consultations, and online product showcases to drive awareness and improve sales conversions

04

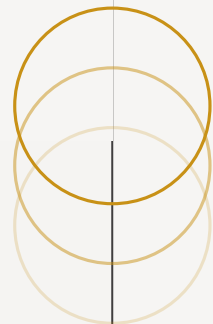
**Deepening B2B
Engagement**

Targeting corporate offices, hospitality, and education sectors with turnkey audio-visual integration capabilities

05

**Operational
Modernization**

Enhancing efficiency through CRM integration, supply chain optimization, and employee upskilling to improve execution timelines and service delivery



Competitive Positioning



Broad Premium Portfolio

PRO FX distinguishes itself by holding distribution rights for many top AV brands (Denon, KEF, JBL, Polk, etc.) along with partnerships for Crestron, Lutron, Unilumin. This gives it one-stop-shop status for mid/high-end AV & automation products – a wider range than smaller integrators or single-brand dealers.

Customization & Service

PRO FX combines its product breadth with high-end design and installation expertise (custom home theaters, corporate systems). Competitors vary: global OEMs (like Samsung, Sony) sell mass products with limited custom service; niche integrators offer bespoke solutions but with narrower product line; and electronic retailers focus on commodity electronics. PRO FX sits in the high-end of both axes – deep integration/service and broad portfolio.

Local Presence & Brand

Unlike purely online players, PRO FX has flagship showrooms and demo experience centers (in Bangalore and Mumbai) where clients experience systems firsthand. This retail presence (with trained experts) is a competitive advantage against online-only sellers.

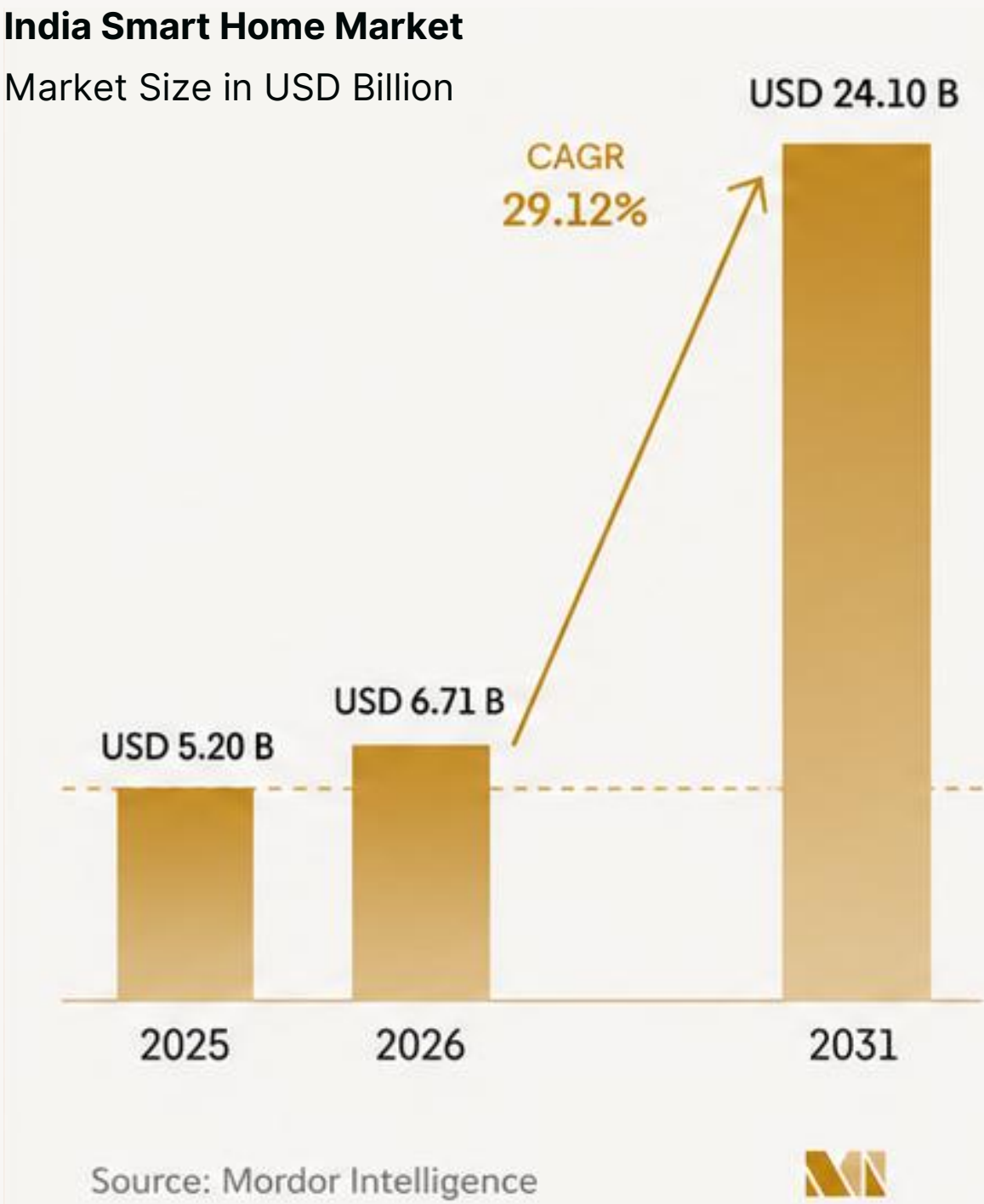


INDUSTRY OVERVIEW

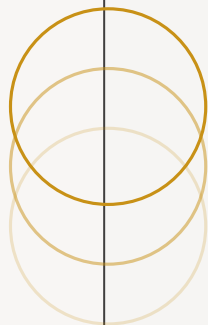


Market Opportunities

Indian Smart Home Market

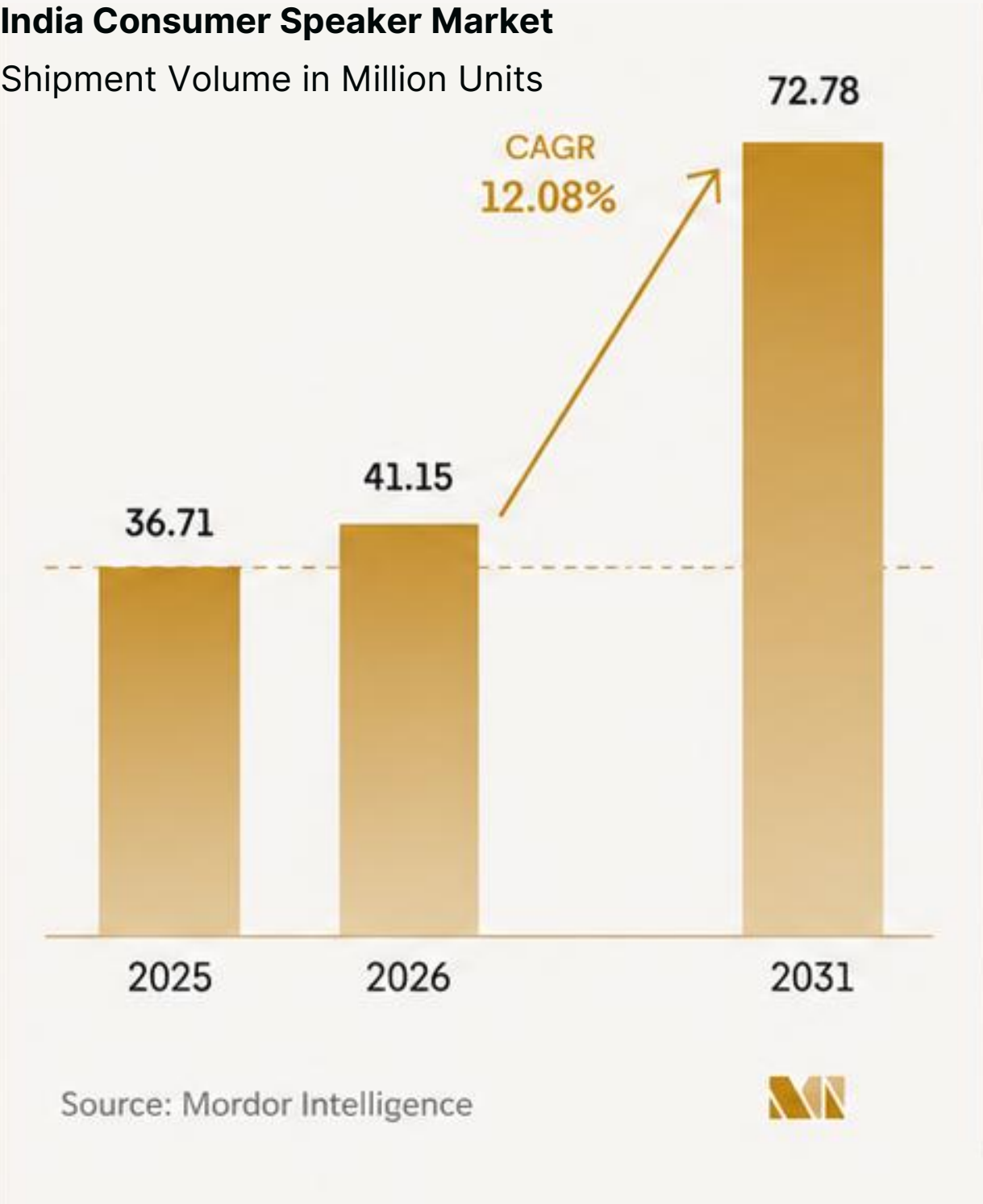


- By end user, Urban Apartments led with 41.80% revenue share in 2025; Premium Villas and Luxury Residences are accelerating at a 30.2% CAGR through 2031.
- Smartphone and voice-assistant penetration has a 7.2% impact on CAGR forecast with its national geographic relevance, accelerating in Tier-II/III cities.
- Complex installation and after-sales service gaps – 4.8% impact on CAGR
- Smart-home penetration lags in smaller cities because certified installers cluster in metros and service visits are costly. The organized after-sales market is valued at USD 5.3 billion for FY24, underscoring the scale of unmet maintenance demand. Brands that package DIY devices with QR-based tutorials and remote diagnostics see lower churn, while national installers leverage franchise models to widen reach.

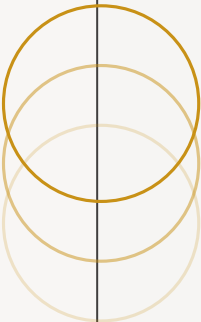


Market Opportunities

India Consumer Speaker Market



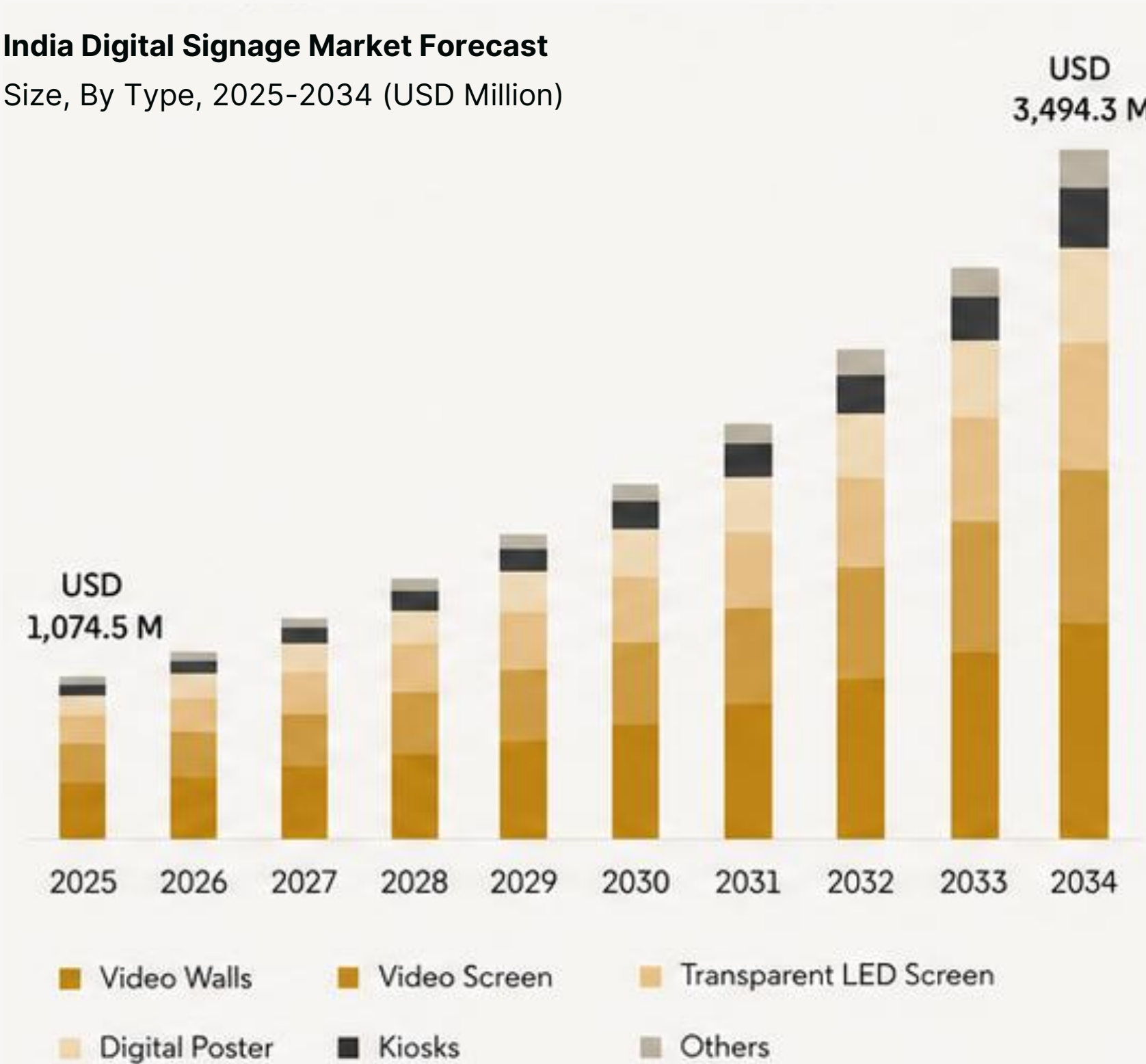
- By device type, wireless speakers led with 51.64% of the India consumer speaker market share in 2025 and soundbars are advancing at a 13.05% CAGR through 2031
- By price range, mid-range products (INR 5,001-15,000) captured 49.05% of the India consumer speaker market size in 2025; premium units ($\geq$ INR 15,001) are growing fastest at 12.74% CAGR.
- By distribution channel, online platforms secured 71.45% share of the India consumer speaker market in 2025, whereas specialty audio stores are climbing at 12.94% CAGR.
- By region, West India accounted for 28.10% of the India consumer speaker market share in 2025 and North-East India is projected to expand at an 12.22% CAGR to 2031.



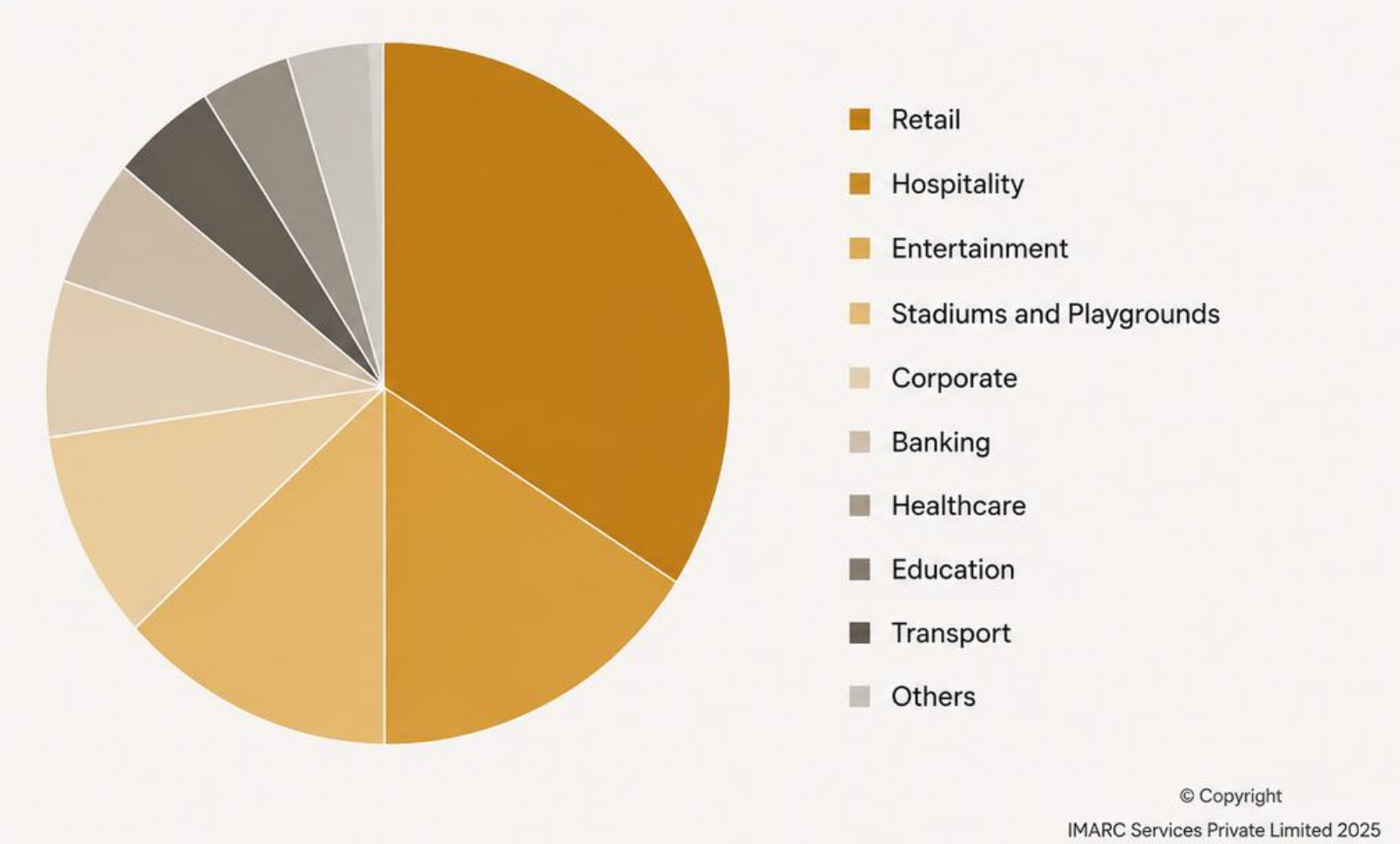
Market Opportunities

India Digital Signage Market Size

India Digital Signage Market Forecast
Size, By Type, 2025-2034 (USD Million)



India Digital Signage Market
Market Share by Application, 2025 (in %)



India's digital signage market size reached USD 1,074.5 Million in 2025. Looking forward, IMARC Group expects the market to reach USD 3,494.3 Million by 2034, exhibiting a growth rate (CAGR) of 14.00% during 2026-2034.

Real-Estate Expansion

Untapped AV & Smart-Home Demand

- The India Luxury Residential Real Estate Market size was valued at around USD 45 billion in 2024 and is projected to reach USD 105 billion by 2030. Along with this, the market is estimated to grow at a CAGR of around 15% during the forecast period, i.e., 2025-30.
- The luxury housing sales in the USD 1.2-2.3 Million (₹10-20 crore) segment more than doubled in 2024 to 360 units.
- Increasing Number of High-Net-Worth Individuals Driving Demand – In 2024, high-net-worth individuals (HNI) and ultra-high-net-worth individuals (UHNI) significantly increased in India. There are over 850,000 HNI, defined as individuals with investable assets of USD 1 million and above. The number is expected to rise further to 1.65 million by 2027. Also, there were about 13,600 UHNI in India in 2024, marking an annual increase of 6%. A growth of 50% is expected by 2028, which is considerably ahead of the global average growth of 30%.
- In 2024, the luxury housing sector, comprising houses priced upwards of USD 0.46 million observed a 53% increase in sales year-on-year across the top seven metropolitan cities.

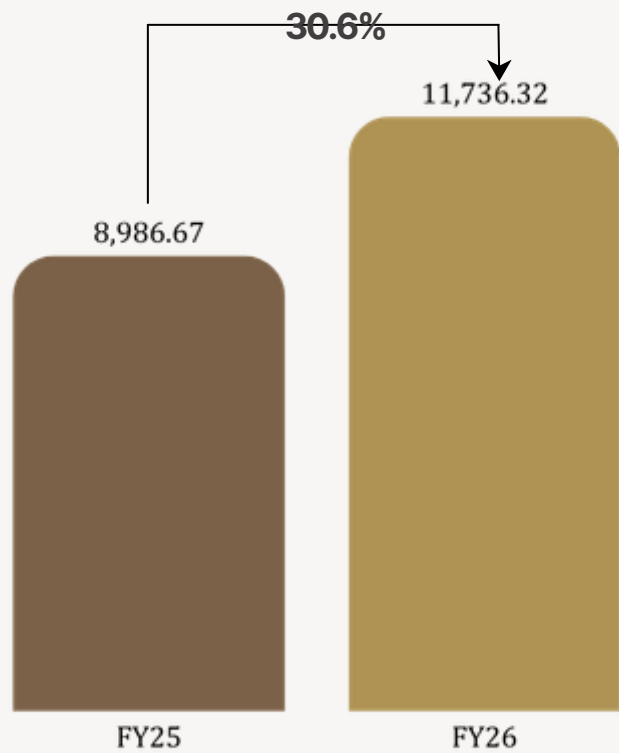
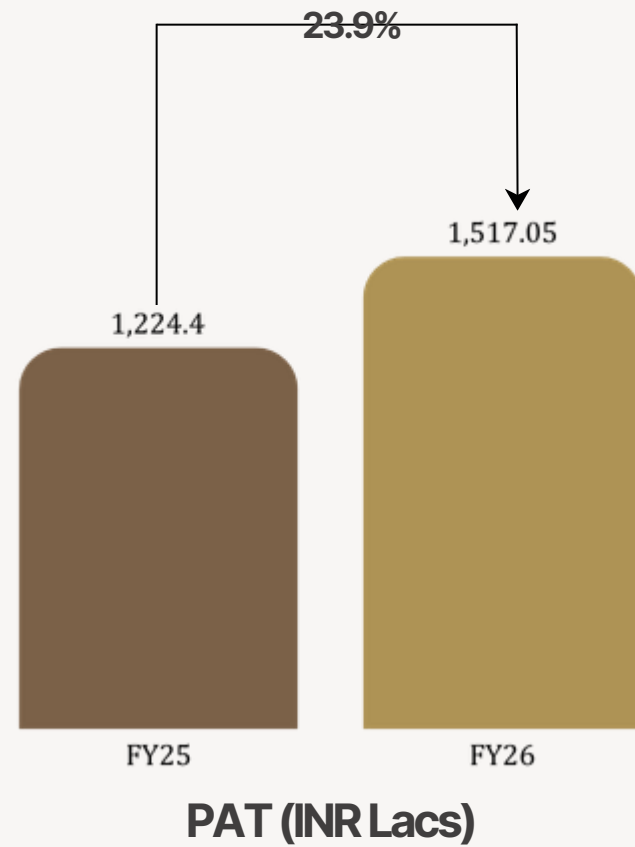
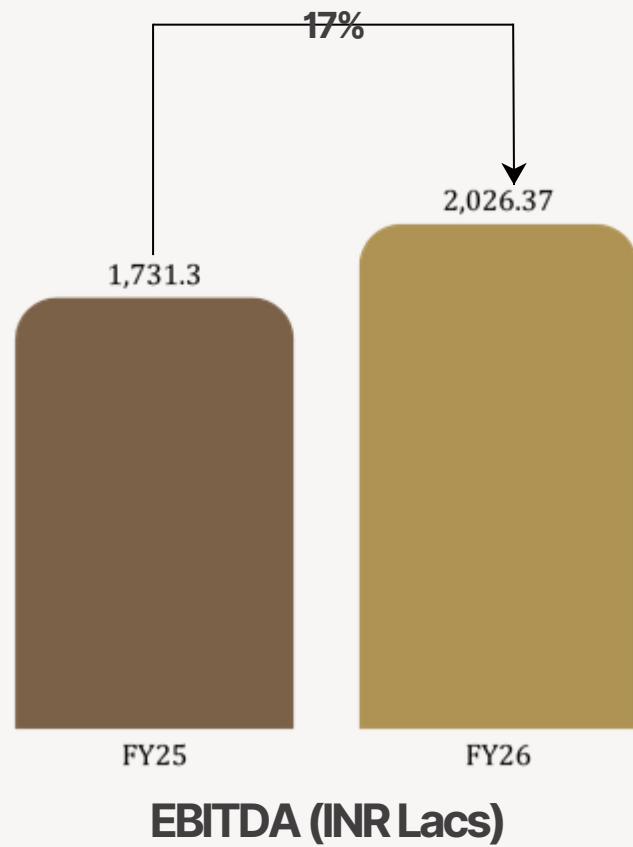
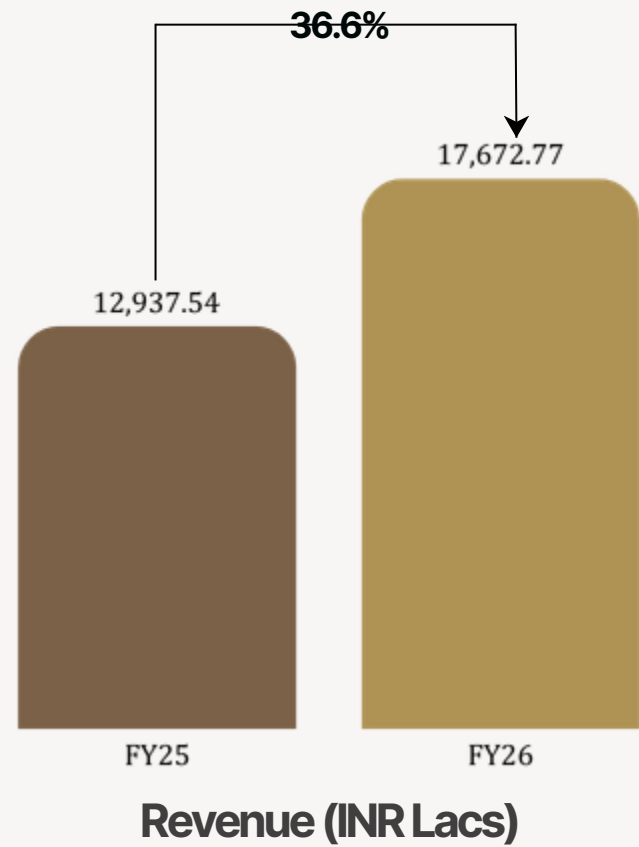
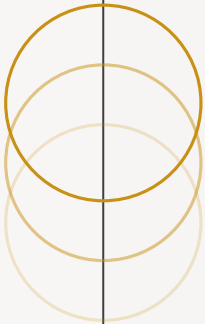


FY26

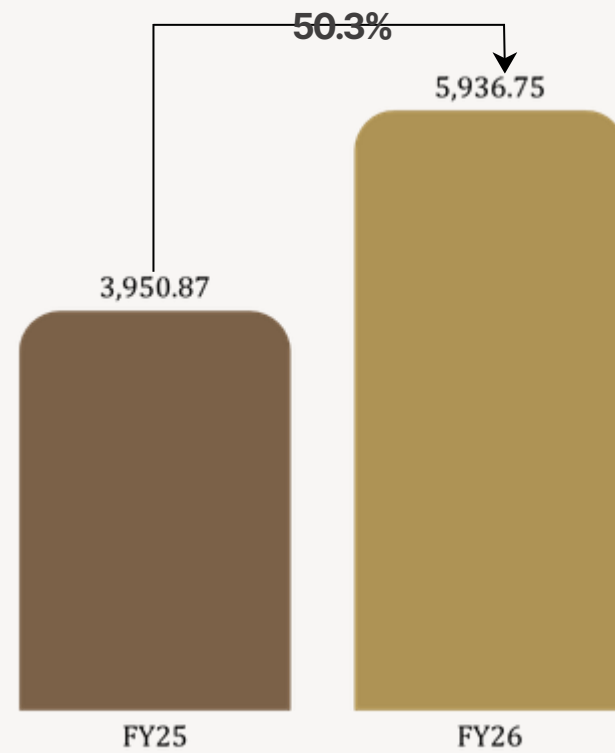
FINANCIAL PERFORMANCE



Performance Highlights



Segmental Performance- Distribution (INR Lacs)



Segmental Performance- Direct Sales- Retail & Corporate (INR Lacs)

Quarterly Income Statement

Particulars (Rs. Lacs)	Q4FY26	Q4FY25	Y-o-Y	Q3FY26	Q-o-Q	FY26	FY25	Y-o-Y
Revenue from Operations	4,970.08	3,671.74	35.36%	4,766.52	4.27%	17,672.77	12,937.54	36.60%
Purchases of stock-in-trade	3,398.02	2,402.54		3,763.14		12,865.03	9,051.42	
Employee Expenses	378.57	280.13		299.24		1,304.08	1,005.33	
Other Expenses	418.13	444.24		433.02		1,477.29	1,149.49	
EBITDA	775.36	544.83	42.31%	271.12	185.98%	2,026.37	1,731.30	17.04%
EBITDA Margin (%)	15.60%	14.84%	80 bps	5.69%	990 bps	11.47%	13.38%	-190 bps
Other Income	99.09	21.98		0.54		104.40	67.88	
Depreciation	34.04	36.10		7.28		64.31	72.35	
EBIT	840.41	530.71	58.36%	264.38	217.88%	2,066.46	1,726.83	19.67%
EBIT Margin (%)	16.91%	14.45%	240 bps	5.55%	1140 bps	11.69%	13.35%	-160 bps
Finance Cost	18.34	9.57		25.38		53.45	71.88	
Profit before Tax	822.07	521.14	57.74%	239.00	243.96%	2,013.01	1,654.95	21.64%
Tax	209.74	214.51		66.17		495.96	430.56	
Profit After Tax	612.33	306.63	99.70%	172.83	254.30%	1,517.05	1,224.39	23.90%
PAT Margin (%)	12.32%	8.35%	390 bps	3.63%	870 bps	8.58%	9.46%	-90 bps

Balance Sheet

Assets (Rs. Lacs)	Mar-26	Mar-25
Non - Current Assets		
a) Property, plant and equipment	73.03	74.04
b) Right-of-use assets	149.91	6.08
c) Intangible assets	16.34	3.26
d) Financial assets		
i) Loan	32.68	25.91
ii) Other financial assets	113.08	73.61
e) Deferred tax assets (net)	182.82	150.84
f) Other non-current assets	30.00	30.43
Total Non - Current Assets	597.86	364.17
Current Assets		
a) Inventories	4,190.16	2,983.97
b) Financial assets		
i) Trade receivables	2,830.12	2,103.59
ii) Cash and cash equivalents	3,080.30	564.76
iii) Bank balance other than above	72.00	175.00
iv) Loan	21.06	18.61
c) Other current assets	411.79	377.23
Total Current Assets	10,605.43	6,223.16
Total Assets	11,203.29	6,587.33

Equity and Liabilities (Rs. Lacs)	Mar-26	Mar-25
Shareholders Funds		
Equity share capital	1,750.37	1,287.17
Reserve & Surplus	7,150.89	2,404.56
Total Equity	8,901.26	3,691.73
Non - Current Liabilities		
Financial liabilities		
i) Borrowings	-	69.78
ii) Lease liabilities	155.18	0.27
Provision	291.16	207.34
Total Non - Current Liabilities	446.34	277.39
Current Liabilities		
Financial liabilities		
i) Borrowings	-	134.84
ii) Lease liabilities	-	8.41
iii) Trade payables		
a) Total Outstanding dues of Micro & Small Enterprises	-	-
b) Total Outstanding dues Creditors other than Micro & Small Enterprises	980.57	1,486.40
vi) Other financial liabilities	-	2.29
Other current liabilities	642.94	527.32
Provisions	175.94	237.86
Current tax liabilities (net)	56.23	221.09
Total Current Liabilities	1,855.68	2,618.21
Total Equity and Liabilities	11,203.29	6,587.33

Cashflow Statement



Particulars (Rs. Lacs)	Mar-25	Mar-26
Cash Flow from Operating Activities		
Profit before Tax	1,654.95	2,013.01
Adjustment for Non-Operating Items	188.36	40.00
Operating Profit before Working Capital Changes	1,843.31	2,053.01
Changes in Working Capital	-1,195.43	-2,374.38
Cash Generated/Used from Operations	647.88	-321.37
Less: Direct Taxes paid	-339.32	-695.72
Net Cash from Operating Activities	308.56	-1,017.09
Cash Flow from Investing Activities	-31.04	122.37
Cash Flow from Financing Activities	-284.12	3,410.24
Net Increase/(Decrease) in Cash and Cash equivalents	-6.60	2,515.52

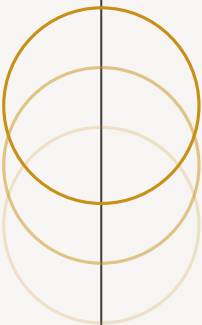
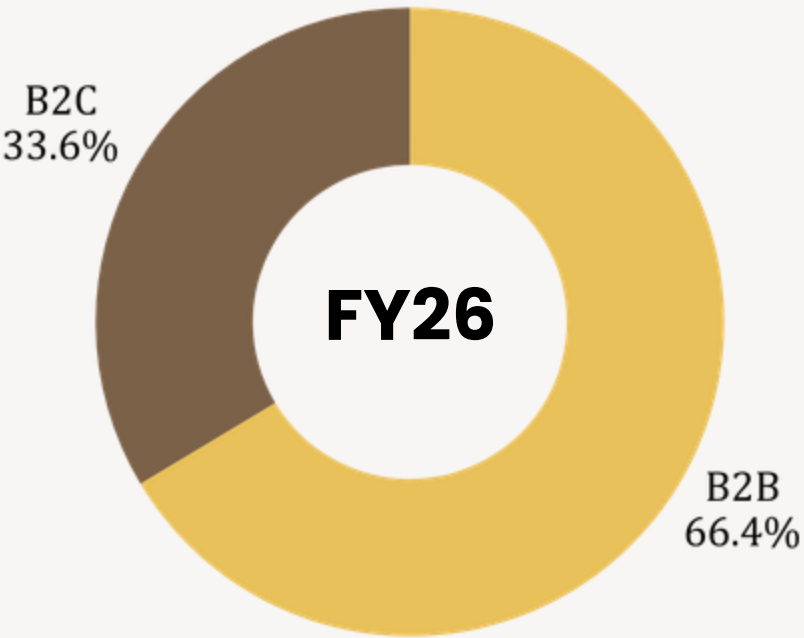
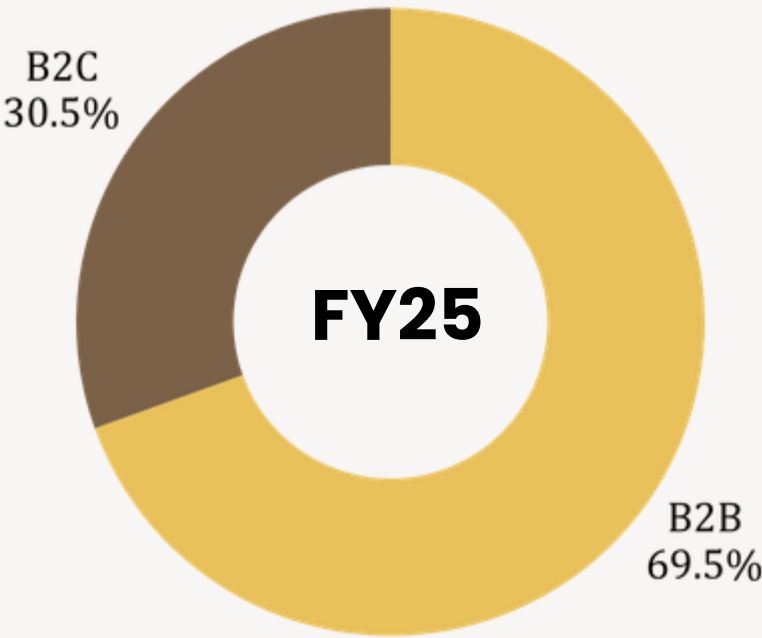
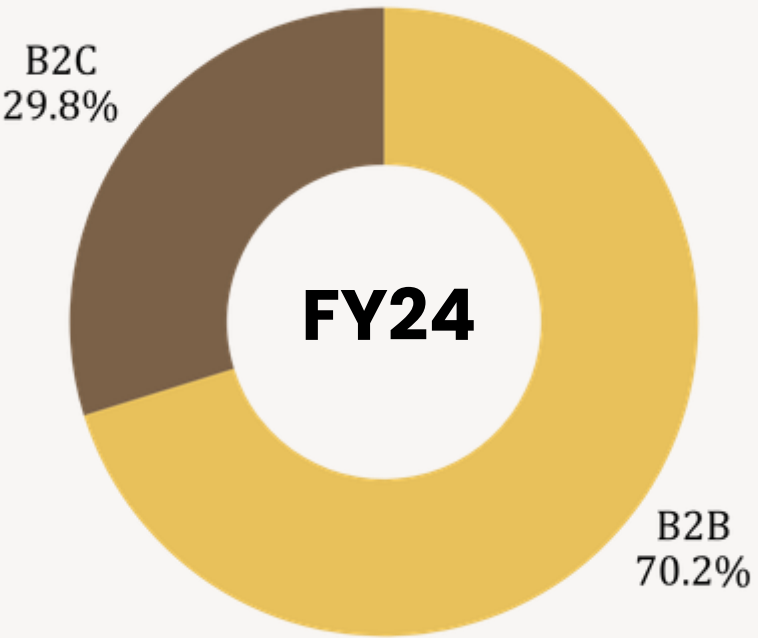
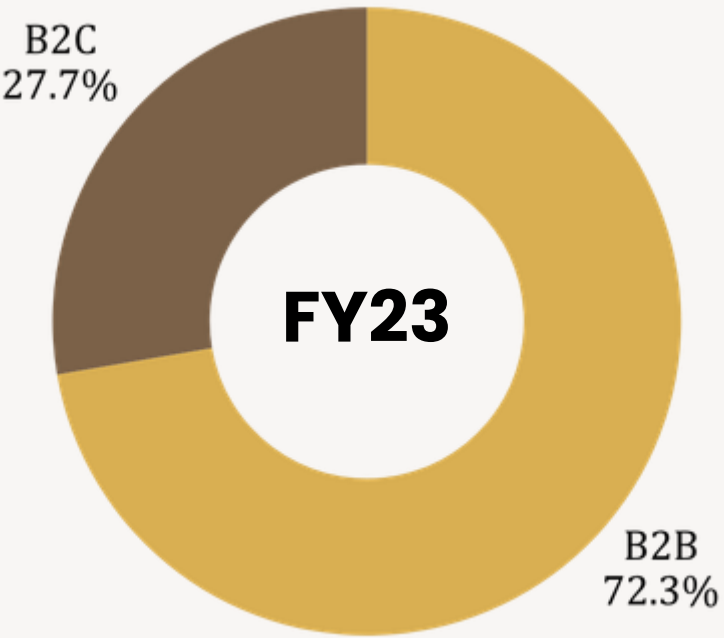
HISTORIC FINANCES

OVERVIEW



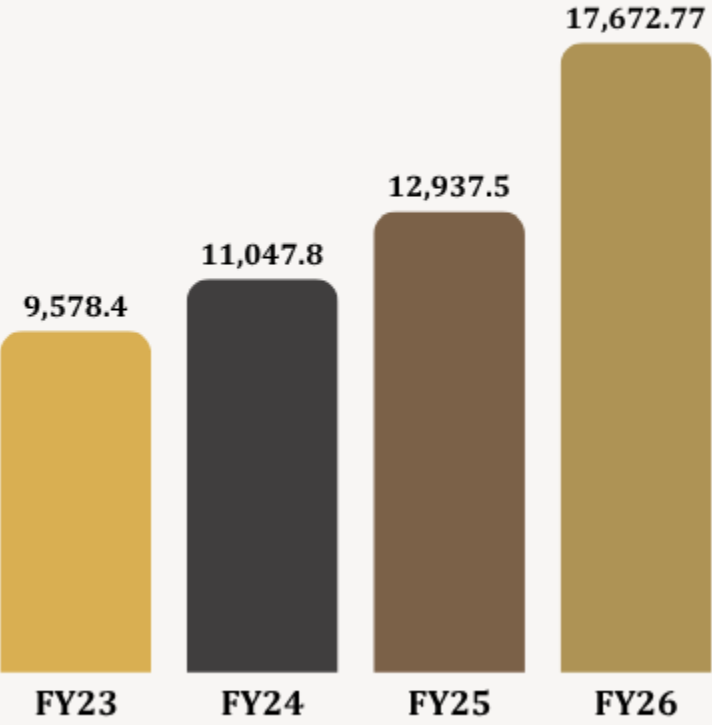
Segment Revenue Bifurcation

B2B vs B2C

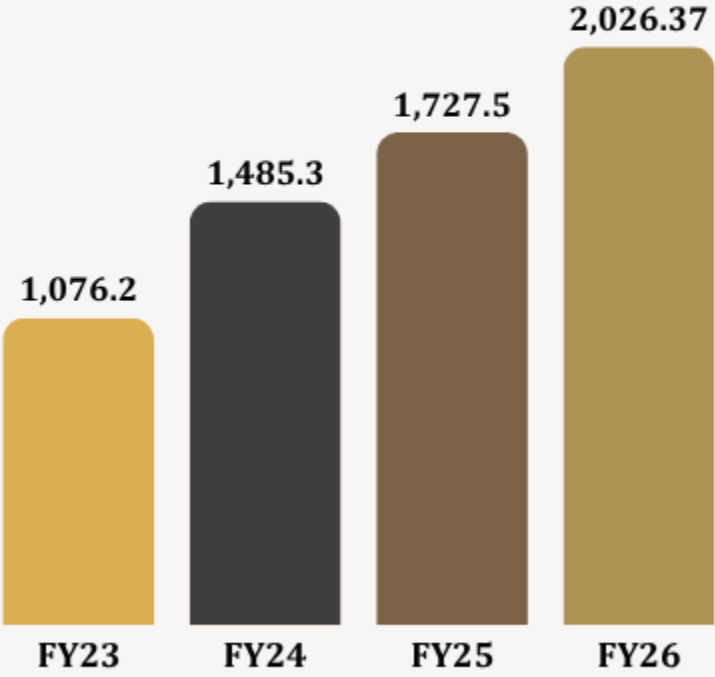


Historical Finances

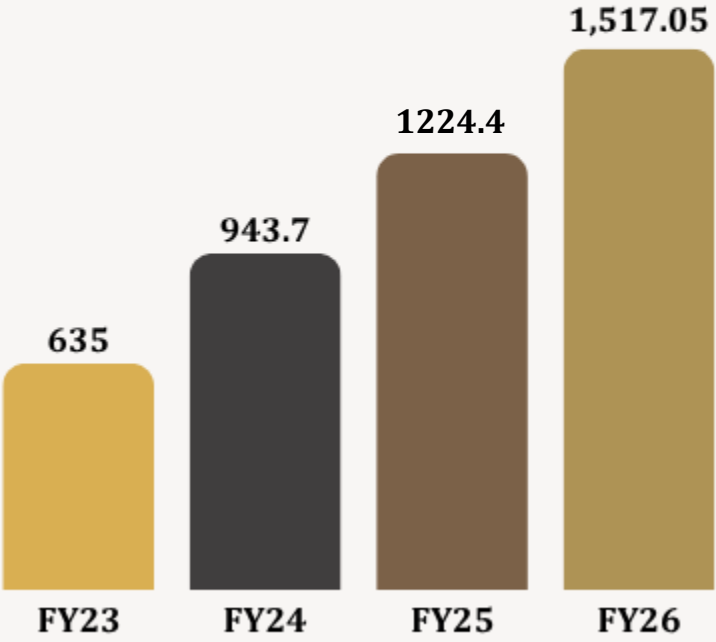
Revenue from Operations



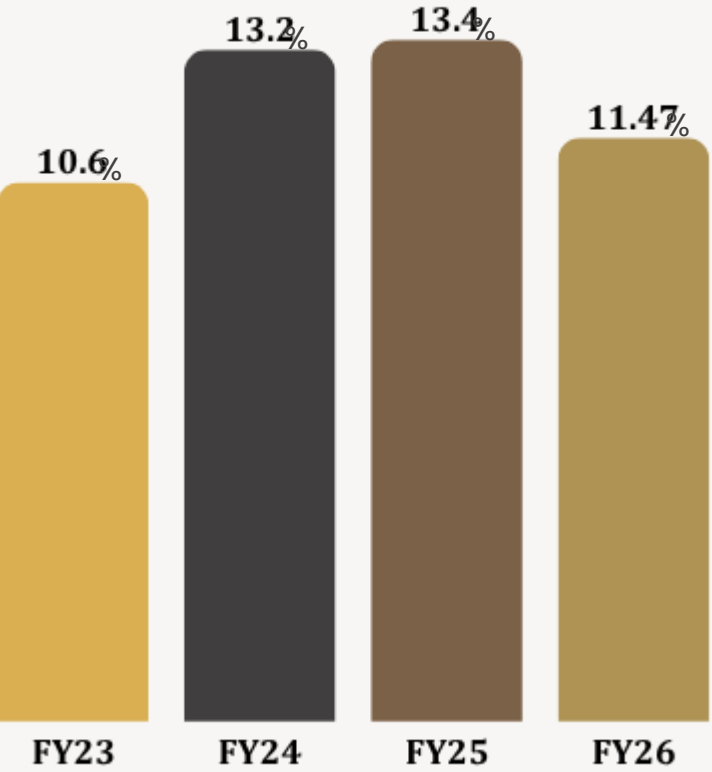
EBITDA



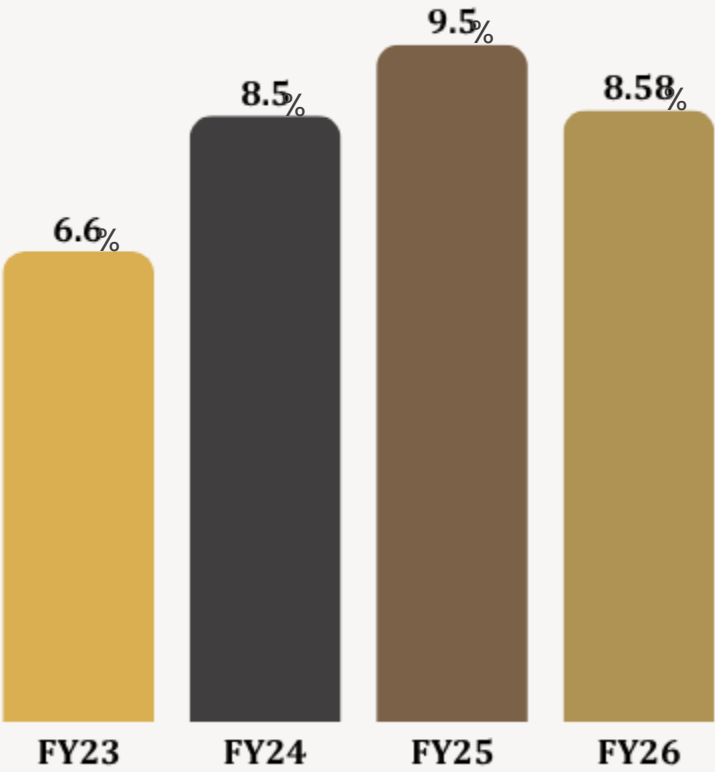
PAT



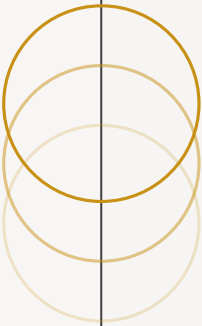
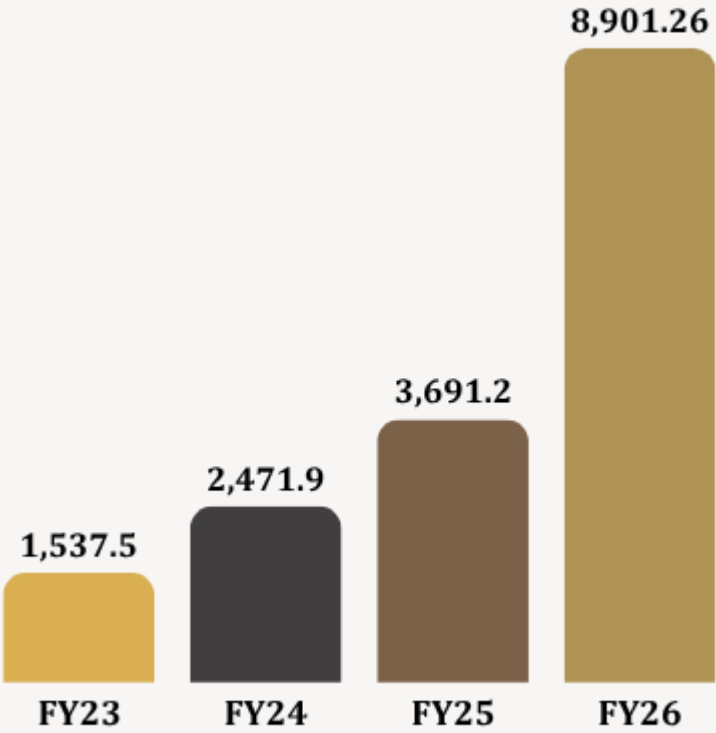
EBITDA Margins



PAT Margins



Net Worth



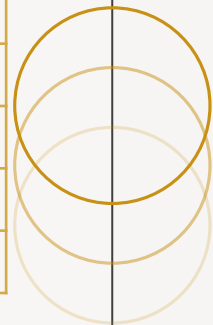
Consolidated Income Statement

Particulars (Rs. Lacs)	FY24	FY25	FY26
Revenue from Operations	11,047.7	12,937.5	17,672.8
Purchases of stock-in-trade	7,692.6	10,544.3	14,071.2
Changes in inventories of stock-in-trade	82.9	-1,492.8	-1,206.2
Employee benefits expense	833.4	1,005.3	1,304.1
Other Expenses	930.5	1,149.5	1,477.3
EBITDA	1,508.4	1,731.3	2,026.4
EBITDA Margin (%)	13.7%	13.4%	11.5%
Other Income	46.5	67.9	104.4
Depreciation and amortisation	164.2	72.4	64.3
EBIT	1,390.7	1,726.8	2,066.5
EBIT Margin (%)	12.6%	13.3%	11.7%
Finance Cost	69.2	71.9	53.5
Profit before Tax	1,321.6	1,655.0	2,013.0
Tax	336.4	430.6	496.0
Profit After Tax	985.2	1,224.4	1,517.1
PAT Margin (%)	8.9%	9.5%	8.6%
EPS (As per Profit after Tax)	7.33	9.51	9.28

Consolidated Balance Sheet

Assets (Rs. Lacs)	Mar-24	Mar-25	Mar-26
Non - Current Assets			
a) Property, plant and equipment	88.6	74.0	73.0
b) Right-of-use assets	33.4	6.1	149.9
c) Intangible assets	3.2	3.3	16.3
d) Financial assets			
i) Loan	28.3	25.9	32.7
ii) Other financial assets	48.4	73.6	113.1
e) Deferred tax assets (net)	139.8	150.8	182.8
f) Other non-current assets	32.1	30.4	30.0
Total Non - Current Assets	373.8	364.2	597.9
Current Assets			
a) Inventories	1,491.1	2984.0	4,190.2
b) Financial assets			
i) Trade receivables	1,895.0	2103.6	2,830.1
ii) Cash and cash equivalents	571.4	564.8	3,080.3
iii) Bank balance other than above	157.3	175.0	72.0
iv) Loan	13.8	18.6	21.1
c) Other current assets	138.4	377.2	411.8
Total Current Assets	4,266.9	6223.2	10,605.4
Total Assets	4,640.7	6587.3	11,203.3

Equity and Liabilities (Rs. Lacs)	Mar-24	Mar-25	Mar-26
Shareholders Funds			
Equity share capital	1,287.2	1,287.2	1,750.4
Reserve & Surplus	1,184.7	2,404.6	7,150.9
Total Equity	2,471.9	3,691.7	8,901.3
Non - Current Liabilities			
Financial liabilities			
i) Borrowings	236.9	69.8	-
ii) Lease liabilities	5.6	0.3	155.2
Provision	198.8	207.3	291.2
Total Non - Current Liabilities	441.3	277.4	446.3
Current Liabilities			
Financial liabilities			
i) Borrowings	145.6	134.8	-
ii) Lease liabilities	36.7	8.4	-
iii) Trade payables			
a) Total Outstanding dues of Micro & Small Enterprises	-	-	-
b) Total Outstanding dues Creditors other than Micro & Small Enterprises	705.2	1,486.4	980.6
vi) Other financial liabilities	4.3	2.3	-
Other current liabilities	502.3	527.3	642.9
Provisions	203.0	237.9	175.9
Current tax liabilities (net)	130.4	221.1	56.2
Total Current Liabilities	1,727.5	2,618.2	1,855.7
Total Equity and Liabilities	4,640.7	6,587.3	11,203.3



Consolidated Cashflow Statement

Particulars (Rs. Lacs)	Mar-24	Mar-25	Mar-26
Cash Flow from Operating Activities			
Profit before Tax	1,270.9	1,655.0	2,013.0
Adjustment for Non-Operating Items	230.8	188.4	40.0
Operating Profit before Working Capital Changes	1,501.6	1,843.3	2,053.0
Changes in Working Capital	-1,020.6	-1,195.4	-2,374.4
Cash Generated/Used from Operations	481.0	647.9	-321.4
Less: Direct Taxes paid	393.5	-339.3	-695.7
Net Cash from Operating Activities	87.5	308.6	-1,017.1
Cash Flow from Investing Activities	-29.9	-31.0	122.4
Cash Flow from Financing Activities	235.5	-284.1	3,410.2
Net Increase/(Decrease) in Cash and Cash equivalents	293.1	-6.6	2,515.5

Thank You

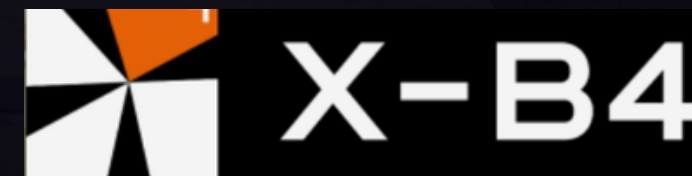
Investor Presentation- May 2026

-Company-



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