

WHOLE TIME DIRECTOR'S NOTE

Dear Investors,

At the outset, I express my sincere gratitude for your support and confidence over the last two years where we have successfully charted the transition path towards profitable growth and expansion. It is with immense pride that I report all-time record performance achieved by your Company in the financial year 2021-22 under the overall strategic direction and financial support of our mentors, investors and directors. Topline growth achieved through strong volume growth coupled with agile margin management, prudent fixed cost and working capital management were the fundamental levers driving the success of your Company. You may be pleased to note that your Company ended the year with 354.53% growth in less than 2 years business since Board decision for transformation of the Company and that too during pandemic. The Company is now well positioned to leverage on its strengths to cross 100 crores in the Current financial year. Our teams have demonstrated tremendous resilience during turbulent covid crisis times to deliver the extraordinary results that we have witnessed during the year. I humbly salute and thank each and every member of the PHF family for their invaluable contributions towards an outstanding year. The Indian economy registered a smart recovery during the FY 2021-22 by registering a GDP growth of 8.7%, as per World Bank estimates, after a contraction of 7.3% witnessed in the preceding year. India's GDP grew by 3.95% in the reporting year. Industrial activity registered a sharp rebound in the year growing by 11.8% with robust growth in the automotive, construction and consumer durables segments. Your Company outperformed the market in every segment to register revenue from operations of Rs. 8.55 crores, a growth of 145.20% Y-o-Y. Keeping our customers as our top-most priority and delivering services on a sustained basis, your Company recorded significant growth in volumes in every quarter of the financial year 2021-22 in comparison to prior year. The significant increase in earnings and prudent capital management enabled increase the Return on Capital Employed (ROCE) to 8.99%. Your Company also ended FY 2021-22 AUM of Rs. 47.02 crores, against AUM of Rs. 10.61 Crores in the FY. 2019-20, a significant achievement given the overall macroeconomic scenario. Your Company continues to launch new innovative tech enabled products and solutions to become leader in the Industry with latest technological products and processes. Your Company besides providing medical insurance, provided vaccination to all employees which contributed to their wellbeing and enabled them to operate seamlessly through these challenging times. We are currently in times of high business uncertainty and business is vulnerable to large number of factors with COVID is still prevalent, geo-political tensions with the war in Ukraine, persisting supply chain challenges, global inflationary pressures and rising interest rates etc. casting a shadow on demand development, that will influence our business in the coming year. The resilience of our team and the mitigation measures developed to deal with the uncertainties and challenges give me the confidence that we are well positioned to continue to perform well even in these uncertain times. I thank you once again for your support and confidence and look forward to continuing our path of Building Bharat and achieve Sustainable and Profitable Growth.

With Best Wishes

Vijay Kumar Sareen
Whole-time Director