A woman with dark hair, wearing a dark blazer, is looking down at a tablet computer she is holding. The background is dark with many out-of-focus light spots in shades of blue, green, and white, creating a bokeh effect. The overall mood is professional and focused.

Partnering with IROs
to help them excel

Investor Relations

DICKENSON



Snapshot of Dickenson



Investor Relations



Content Marketing



Financial PR



Brand DNA



Annual Reports



Websites



Events



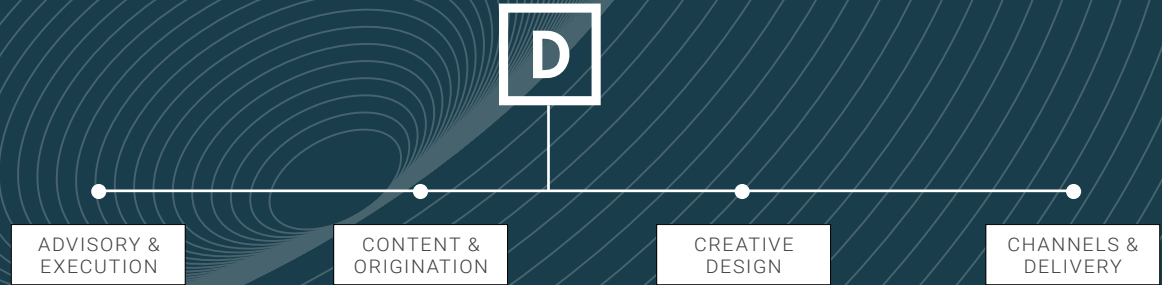
Video Assets



We are part of an integrated **FINANCIAL COMMUNICATION** house, in which **INVESTOR RELATIONS, FINANCIAL PR & ANNUAL REPORT** are our **ANCHOR** services. As an integrated solution provider with multi specialisms under one roof, we are able to offer superior solutions that other stand-alone service providers cannot.

Our Integrated Service Model for Financial Communications

DICKENSON is amongst the very few global Agencies which can offer truly integrated solutions, ensuring information consistency across various financial communication mediums.



Presence
& Strength of

DICKENSON



35+

Total Team

10+

Analysts

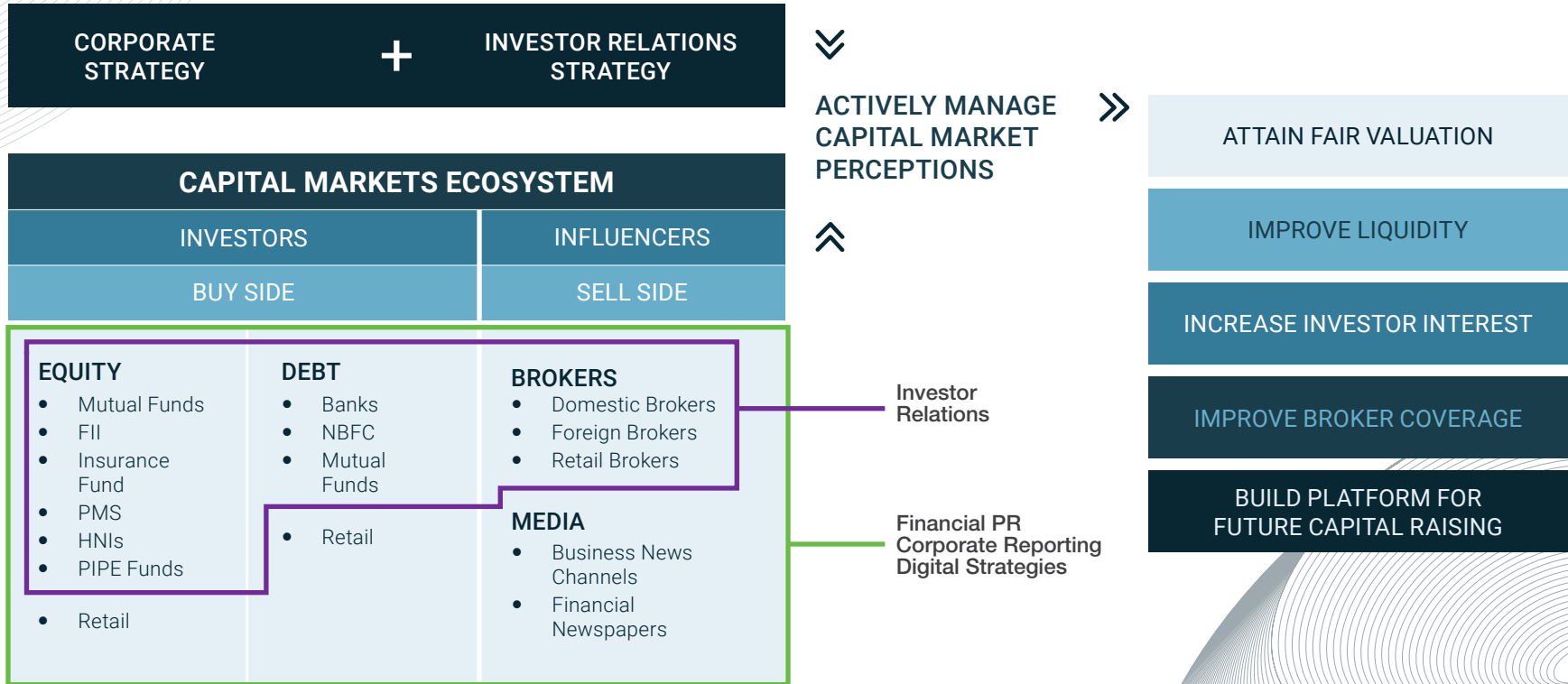
LONDON
NEW YORK
MUMBAI
DELHI
AHMEDABAD

95+

Active Clients

Why Investor Relations?

Managing Capital Markets Ecosystem

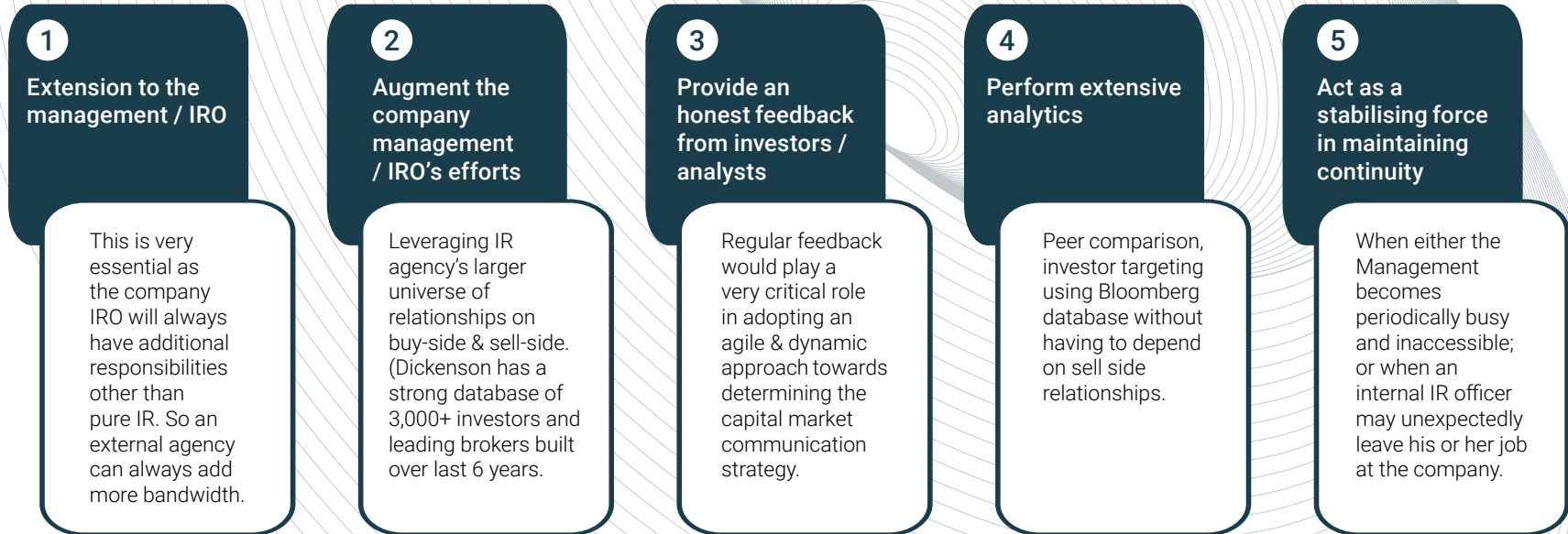


Why Investor Relations?

Need for Specialist IR Partner



A specialist IR Agency like Dickenson IR can be a valuable partner to you...



Snapshot of Dickenson IR



01

Who are we?

Dickenson IR is India's foremost Investor Relations Specialist providing an integrated financial communication solutions to its clients across various sectors.



02

What do we do?

Dickenson IR works with you proactively to surmount the challenges of today's volatile markets and sustain shareholder value through effective communication to investors, analysts and various stakeholders.



03

Multi-Sectoral Expertise?

Dickenson IR has worked with clients **across multiple sectors** such as BFSI, Consumer Durables, Textiles, Pharmaceuticals, Chemicals, Agrochemicals, Jewellery, Media & Entertainment, Education, Dairy, Real Estate, Infrastructure, Logistics and Information Technology.



04

Leveraging Dickenson Group Capabilities?

Dickenson can deliver "**INTEGRATED**" value to clients by seamlessly augmenting Investor Relations service with other services like **Financial PR**, end-to-end **Annual Report, Digital** (Corporate & IR Websites – content & design).

DICKENSON is amongst the very few global IR Agencies which can offer a truly integrated solutions, ensuring information consistency across various financial communication mediums.

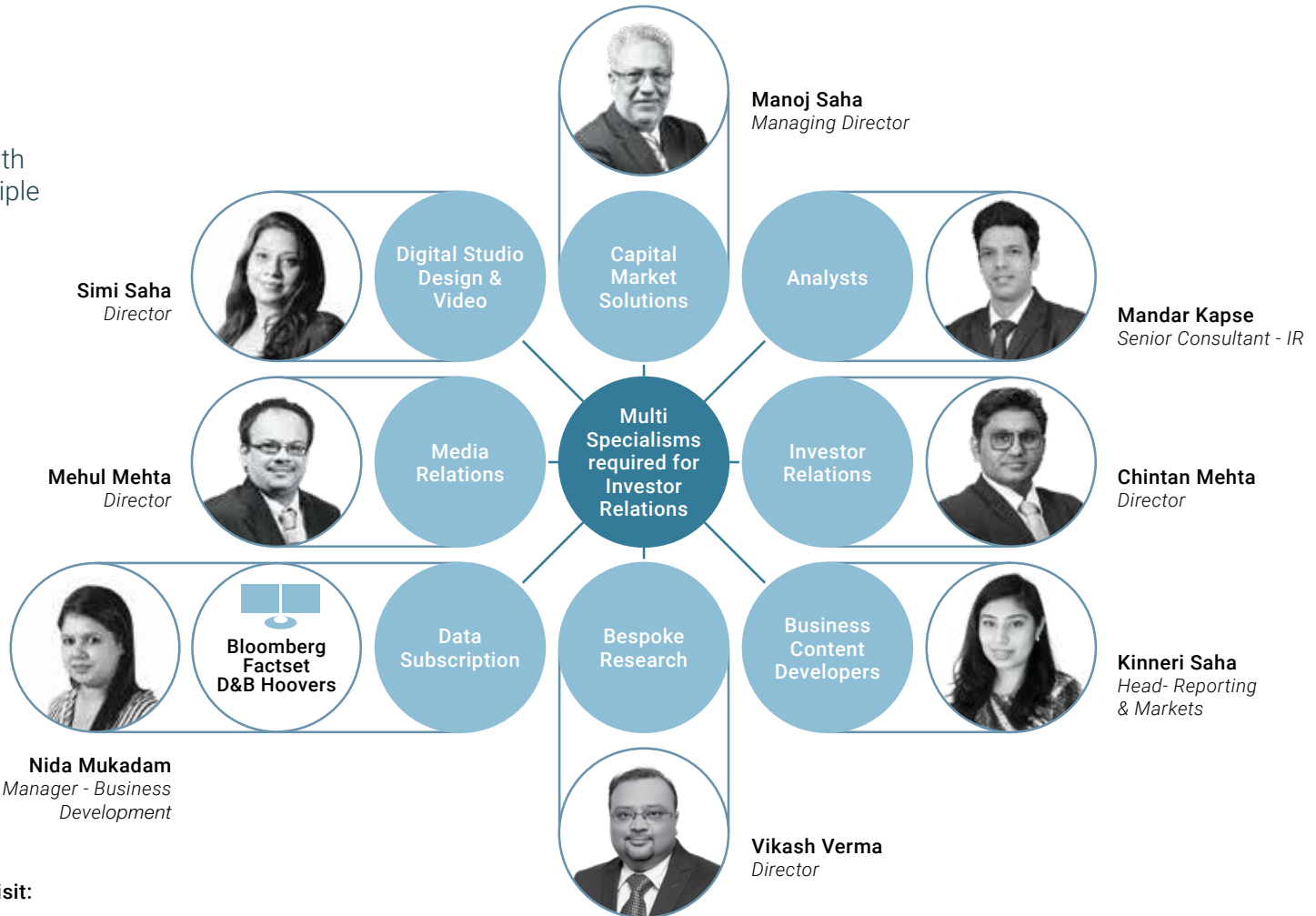
Client Experience



*A representative example of current and past clients

Key Skills & Expertise

DICKENSON's breadth of Leaders with multiple Specialisms - yield superior results

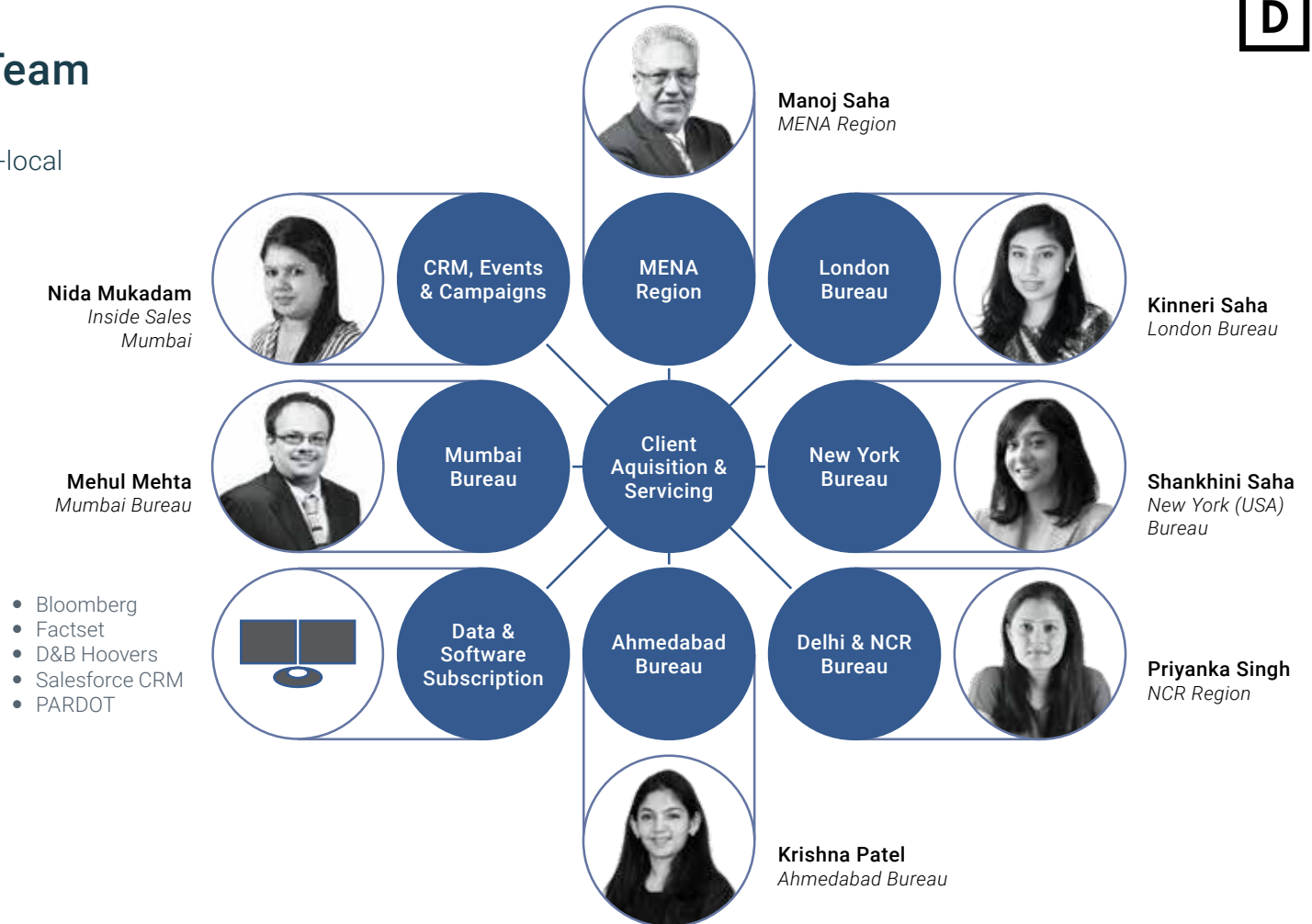


For leadership profiles, visit:
www.dickensonworld.com



Our Global Servicing Team

DICKENSON's geo-local service platform



A deep talent pool for strategy, content & media



Manoj Saha
Managing Director

is a graduate in Accountancy and Finance from London Metropolitan University. He co-founded Dickenson in 1999, to make it a respected boutique investor relations, financial PR, corporate reporting and brand stewardship practice. He has been the communication architect of several corporates, with a hands-on approach to overseeing mandates in multiple markets.



Mehul Mehta
Director

is a CA with >20 years of experience in Financial PR, IR and IPO communications consulting. Mehul has worked with some of India's largest PR agencies and has guided >100 companies on their positioning, messaging, stakeholder outreach and capital raising.



Chintan Mehta
Director

is a fully qualified CA, and a graduate of NMCCE. He has >13 years of experience as a research analyst with various sell-side firms. He has well rounded skills in Equity Research looking at multiple sectors. Chintan adds insights with a distinctly sell-side research flavour to Dickenson's Investor Relations & Financial PR practice.



Vikash Verma
Director

has completed his management studies from Indian Institute of Finance, Delhi, and has over 13 years of rich experience in Institutional Equity Research and Investor Relations. Before joining Dickenson, he was Vice President at Stellar Investor Relations and was leading a team of Analysts for IR execution. During his illustrious career, he has developed a comprehensive understanding on multiple sectors such as Infrastructure & Construction, Capital Goods, Consumer, Textiles, Sugar, and Real Estate.

A deep talent pool for strategy, content & media



Simi Saha
Director – Creative & Corp. Communications

is a Graduate in Hotel Management from Mumbai University and professionally trained in Graphic and Web Design at a reputed design school in Los Angeles (USA). She co-founded Dickenson in 1999 and focussed on providing compelling design and corporate communication projects for mid to large cap corporate entities.



Kinneri Saha
Head- Reporting & Markets

is an Economics major graduate, with minors in Liberal Arts and Business Studies from NY University & Stern Business School (NY). Joined full time in May 2016, she is a consultant within Dickenson's Investor Relations practice, and the content curator for the corporate reporting and financial PR practice of Dickenson.



Hiral Keniya
Senior Consultant

holds an MMS in Finance with over nine years of diversified experience as Business Associate, Financial Analyst and Equity Research Analyst. Additionally, he was associated with one of the leading financial communication firms and has authored more than 20 Annual Reports for sector agnostic companies. At Dickenson, he is responsible to churn out actionable insights for IR and AR clients.



Mandar Kapse
Senior Consultant

has 5 years of diverse professional experience spanning across Investor Relations and Equity Research. He started his career at Dickenson, working with clients in the financial services, consumer and manufacturing sectors, to successfully enhance investor outreach and drive effective stakeholder management. He has done his Bachelor's in Commerce from Podar College, Mumbai University and MBA-Finance from Institute for Technology & Management (ITM), Mumbai.



Shankhini Saha

Business Head -
New York (USA) Bureau,

graduated in 2019 in “Global Studies and Politics” from The New School in New York City, and is currently also pursuing a Masters Degree in “International Relations” at the New School. She joined Dickenson in August 2019, and represents the company’s emerging US presence. Based in New York City, she assists the Directors in the business development activities of the company within American markets.



Krishna Patel

Business Head -
Gujarat Region

has a Bachelor in law from L.A. Shah law college and completed Ms Finance and is a Chartered Financial Analyst from ICFAI. She began working with a Merchant banker for two and a half years, followed with Credit Rating firm ‘CARE’ for nearly two years. Thereafter, she worked with a textile conglomerate handling investor relations for nearly two years. She joined Dickenson in May 2018 for handling the Gujarat region.



Aakash Mehta

Consultant

holds an PGDM Degree specialising in Finance from the University of Mumbai, and M.Com Degree in Finance from University of Mumbai. At Dickenson, he is responsible for various Investor Relations activities of companies across sectors, and is highly focussed on providing vital actionable analytics to clients in a timely manner.



Amit Sabarwal

Non-Executive Director

holds BE (IT) & MBA (Finance) from Mumbai University. He started his career as an Analyst at Bank of America (Asia Pacific Region) and as an Equity Research Analyst for the private investor Mr. Kedar Mankekar. He is currently the Co-Founder and Non-Executive Director of the Dickenson IR, focusing on Investor Relations consultancy and advisory.



Priyanka Singh

Business Head -
NCR Region

graduated with a Masters Degree from Delhi University, with an additional diploma in Public Relations and Advertising. With more than 15 years of experience in this field, she brings a strong understanding of the NCR business landscape and a highly sensitive approach to client servicing. In June 2019, Ms. Priyanka Singh joined Dickenson World in the next phase of her professional journey as the Business Head – NCR Region.



Nachiket Kale
Associate Consultant

is a graduate in management studies from University of Mumbai who started his career in middle-office investment banking operations at J.P. Morgan India. Prior to joining Dickenson, he worked at MSCI Inc. in the Mergers & Acquisitions team tracking the EMEA & APAC capital markets. He is currently an Associate Consultant at Dickenson, looking after turnkey IR mandates of multiple companies.



Chinmay Madgulkar
Consultant

has over three years of diverse professional experience spanning across Equity Research, Analytics and Investor Relations. He has done his Bachelor's in Engineering from University of Pune and holds an MBA in Finance from Xavier Institute of Management & Research (XIMR), Mumbai. He has also completed his CFA Level 3. He is currently a Consultant at Dickenson, looking after turnkey IR mandates of multiple companies.



Manasi Bodas
Associate Consultant

is a Postgraduate in Finance from ICFAI Business School and is currently a CFA Level 2 Candidate. She started her career with at JP Morgan where she was tracking the EMEA capital markets. Post her MBA she joined Anand Rathi Brokerage Investment Banking Division She is currently an Associate Consultant at Dickenson, looking after turnkey IR mandates of multiple companies.



Amritha Poojari
Research Associate

holds an B. Com (Financial Markets) Degree specialising in financial markets from University of Mumbai. Currently, pursuing PGDM/ MBA in Finance from Narsee Monjee Institute of Management Studies (NMIMS). At Dickenson, she is responsible for various Investor Relations activities of companies across sectors. She is also responsible for maintaining and adding to the company's CRM database.



Jill Chandrani
Research Associate

holds B.com Degree from Smt. M.M.K. College of Commerce and Economics. Candidate of CFA level – I. Previously has work experience of 1 and half year in a CA firm. At Dickenson, she implements various Investor Relations activities for clients across sectors. She also works with the business development team for maintaining the company's CRM database.

All-Round Capabilities

Well-Qualified Analyst Team

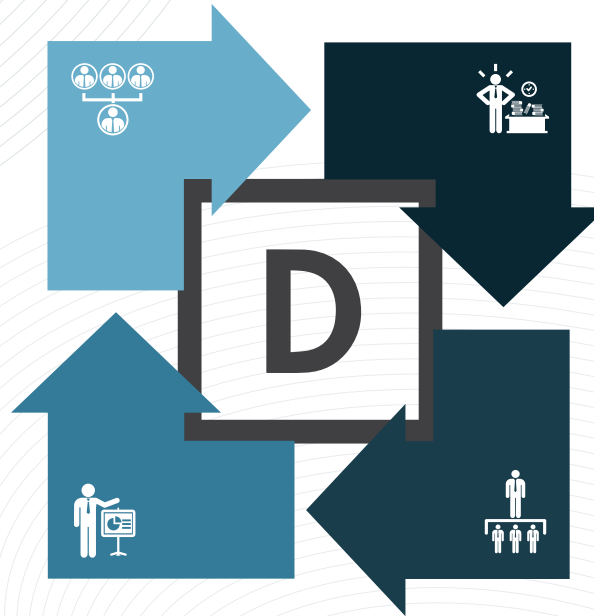
Our analyst team is CFA / FRM / MBA / CA qualified and share a deep understanding of our clients' business, growth strategy and financial position.

This enables us to become a natural extension of the senior management team and a true value-adding partner.

Proprietary Database, BLOOMBERG & FACTSET Access

We maintain a high-quality proprietary CRM based database of 30,000+ qualified buy-side, sell-side and media analysts, allowing us access to relevant and important members of the investment community.

Bloomberg and Factset Access helps us perform extensive peer analysis, industry research, IR analytics and Investor Targeting.



Strong Capital Market Relationships

One-on-one relationship with Institutional Investors – FIIs, Private Equity Funds, Domestic Mutual Funds, leading HNIs / Ultra-HNIs / PMS funds.

One-on-one relationship with leading foreign and domestic Brokerage Houses and sectoral analysts.

We are capable of independently scheduling institutional investor & dedicated HNI roadshows.

Strong Processes, Systems, Infrastructure

Salesforce CRM deployed for highly process-driven, transparent and efficient deliverables execution, effective Relationships and Cases management.

Office established in Mumbai & London to build global capabilities.

Specialised Creative Team for Communication consisting of highly experienced Content Editors and Designers.



Deliverables & Capabilities

IR is a strategic management responsibility that integrates finances, communication, marketing and securities law compliance to enable that most effective two-way communication between a company, the financial community, and other constituencies, which ultimately contributes to a company's securities achieving fair valuation." (NIRI, 2003).

IR - Corporate Positioning

-  Market Sentiment Snapshot & Valuation Referencing
-  Designing IR Objective & Execution Planning
-  Financial Model Development for assisting Sell & Buy Side Research Analysts
-  Coverage Research Reports Planning & Management
-  IR Disclosure Benchmarking against Peers
-  Investor Positioning, Message Development, Investor Deck
-  Corporate Brand and Website Content Audit & Redrafting
-  Website Designing & Development (CMS Based)

IR - Investor Engagement

-  Positioning & Authoring Annual, Half Yearly, Quarterly Reports
-  Investor Conference Call Messaging & Event Management
-  Investor Targeting Research & Precedence Setting
-  Investor Roadshow Planning & Execution
-  Broker Conferences Corporate Access Planning & Management
-  Investor Day Event Management

IR - Investor Feedback & Street Research

-  Pre-Result Research on Street Expectations
-  Investor Conference Call Messaging & Event Management
-  Markets, Industry & Peer Intelligence Reporting
-  Investor Sentiment Feedback Research from Meetings & Roadshows
-  Investor Perception Studies for Measuring IR Effectiveness

DICKENSON'S
INVESTOR
RELATIONS
EXECUTION
STRATEGY

Corporate Positioning

01 >>

INVESTOR PRESENTATION

- Build investment story & devise strategic messaging.
- Define investment rationale explaining company's business model, competitive advantages, key growth drivers.
- Define performance KPIs, financial metrics & illustrate business economics to track progress of a company.

02 >>

QUARTERLY RESULTS PRESENTATION

- Devise communication strategy to explain the quarterly performance.
- Quarterly tracking of business KPIs & financial metrics.
- Handhold management in identifying key FAQs based on results and deciding on appropriate responses.
- Prepare earnings call introductory speech for Management.

03 >>

FINANCIAL MODEL

- Prepare detailed financial model based on publicly available information.
- Important tool for investors / analysts to understand company's business model, perform sensitivity analysis and fast-track research coverage.

04 >>

ANNUAL REPORT (MDA SECTION) & IR WEBPAGE REVIEW

- Review / Prepare the MDA section of the annual report.
- Review the Corporate IR Webpage providing recommendations for making it comprehensive and user friendly.

Investor Engagement

01 »

ORGANISE ONE-TO-ONE MEETINGS

- Focused One2One meetings with targeted Buy Side and Sell Side Institutions.
- Dedicated Ultra-HNI / PMS / MFs / Insurance Funds / PEs roadshows.
- Leverage Dickenson's relationships to enhance visibility of the company.

02 »

INVESTOR TARGETING

- Identify and understand the current transaction tendency/mood of investors in the company versus the transaction tendency/mood of investors in its peers, and intelligently target both existing and potential investors.

03 »

STEERING BROKERAGE CONFERENCE PARTICIPATION & GLOBAL ROADSHOWS

- Leverage Dickenson's relationships with Sell Side entities to help company participate in good quality Broker conferences. Ensure high quality investor access through targeted global roadshows with high quality MNC & domestic brokers.

04 »

ORGANISING EARNINGS CALL / ANALYST MEET

- Coordinating and arranging for the quarterly conference calls with analysts.
- Planning and implementation of the dedicated analyst meet as and when required.
- Dickenson will moderate the proceedings of the conference call / analyst meet.

05 »

ENHANCING THE STOCK RESEARCH COVERAGE BY THE SELL SIDE COMMUNITY

- Focus on improving and enhancing the research coverage on company in form of regular visit notes and initiating coverage reports from good quality brokers.
- Handhold the research analysts in developing the financial model and research report.

Investor Feedback & Street Research

01 >>

FEEDBACK ON ONE-TO-ONE MEETINGS

- Our analysts accompany the company management in all meetings and capture feedback from Investors / Analysts to gauge their sentiments about the company.
- The Feedback is then discussed for review of the corporate positioning and better investor communication.

02 >>

PEER ANALYSIS & MONITORING

- Peer comparison on operational, financial & valuation metrics.
- Global benchmarking exercise wherever applicable.
- Quarterly Peer shareholding analysis.
- Tracking of quarterly peer results and preparing short synopsis.

03 >>

PRE-RESULT RESEARCH OF MARKET EXPECTATIONS

- Tracking of quarterly market consensus through on-line market intelligence channels, interviews and the public domain.
- Assists in understanding street expectations prior to releasing results.

04 >>

INDUSTRY NEWS UPDATES

- Providing sector specific News Updates / inputs periodically to the management on key developments.

Investor Relations Consultancy For Helping CFOs & IROs Excel



Dickenson's IR Consultancy can help companies to Establish Best Standards in IR Department

IR SWOT ANALYSIS

- Perform comprehensive audit / SWOT analysis of existing IR practice.
- Prepare annual IR calendar for executing highly effective and proactive IR strategy.

CORPORATE POSITIONING

- Provide fresh perspective on company positioning, investment story and strategic messaging.
- Provide fresh perspective on company's performance through comprehensive business analysis from an investor's point of view.
- Advise on effective financial communication in case of crisis mgmt. & volatile business performance.

VISIBILITY ENHANCEMENT

- Advise on investor meetings with Investor targeting analysis.
- Advise on meaningful engagements with brokers for ensuring timely research coverage.
- Advise on global investor roadshows – geography-broker mapping for best quality investor access, geography-investor targeting to prioritise investor meetings.

RESEARCH ASSISTANCE

- Assist the IRO in preparing plug-and-play financial model as required by investors / analysts.
- Provide data / research support using our capital market relationships & Bloomberg database.
- Advise on IR recruitment / staffing, training, defining SOPs.

The combined power of IR & FPR cannot be underestimated

While proactive IR manages the Institutional Investor sentiments, Financial PR authors and disseminates perception changing stories through select Media channels, from which both Retail & Institutional Investors consume information.

INVESTOR
RELATIONS



+

FINANCIAL
PUBLIC RELATIONS



=

TOTAL
SOLUTION



Focused Financial PR in addition to Investor Relations

While proactive IR manages the Institutional Investor sentiments, Financial PR can help target select Media channels which influence Retail & Institutional Investor sentiments.



How is Financial PR different from Institutional IR ?

- Financial PR focusses on strategic engagement with business media – key influencer for retail investors
- Dickenson FPR helps companies to plan strategic business stories, releases, newsletters, interviews covering various qualitative aspects about the company's journey
- Dickenson's strong editorial team helps companies develop Content and then disseminate it on larger print & digital media platforms
- Strategic FPR helps companies to shape/enhance its Corporate Reputation in the mind of larger public/retail investors

Advantages of IR + Financial PR

- Dickenson IR + FPR can provide companies an integrated approach towards managing financial communication
- Combined IR + FPR offering can help companies maintain consistent communication while dealing with various stakeholders
- Combined IR + FPR can also help company's internal IR and Corp. Comm. Departments to cohesively work towards effective financial communication

Board Quality Perception Studies

- Dickenson's deep relationships with Market Participants allows it to carry out Perception Studies that are world class.
- Our studies are sometimes the key starting point for re-crafting an IR or FPR action plan, setting hard goal posts for measuring success and accountability.



World Class Corporate & IR Websites



In today's Digital World, our canvas for engagement is increasing paperless and on-screen. We offer multiple levels of solutions to clients:

- Corporate Websites (Fully responsive and CMS based)
- Annual Report Microsite (Fully responsive and CMS based)
- Marketing Automation Solutions (Salesforce & Pardot based solutions)
- Special Message/Story Animations for Business Communications
- Video-graphed Interviews

The importance of a robust Annual Report

Your Annual Report is the 2nd most referred to Document by your investors, after your corporate website. Dickenson authors & designs Annual Reports for more than 50 corporates each year.



Next Steps



05

Close Contract



04

Non Disclosure Agreement



03

Commercial Proposal



02

Defining Scope



01

Needs Analysis



01 Case Studies - Manappuram Finance



Corporate Positioning:

- Leading Gold Financing NBFC was looking to diversify into other businesses like Microfinance, Vehicle Finance, Housing Finance.
- Dickenson prepared a highly focussed investment thesis explaining the evolving business model and its impact on margins, return ratios and future growth
- Dickenson prepared a detailed financial model explaining business wise profitability enabling analysts to perform sensitivity analysis and arriving the SOTP valuation of the company.

IR Analytics:

- Provided extensive peer analysis, result analysis to help management track the competitive scenario and address investor communication more effectively.
- Provided regular investor targeting analysis to ensure highly targeted investor meetings during domestic and global roadshows.

Investor Engagement:

- 130 + One-to-one / group investor / analyst interactions
- 20 + Domestic Conferences, International Roadshows (300+ investor interactions)
- 15 + Broker Coverage Reports & Visit Notes

Share Price Performance = Company Performance + Improved Market Perception



01 Case Studies - Manappuram Finance



BROKER CONFERENCES / ROADSHOWS
JUNE 2015 - OCTOBER 2017
Macquarie India Conference
IDFC India Conference
Edelweiss India Conference
Antique India Conference
Kotak India Conference
Motilal Oswal US Roadshow
Daiwa Securities US Roadshow
Nomura Asia Conference
Kotak BFSI Conference
Motilal Oswal India Conference
Phillip Capital India Conference
Spark Capital India Conference
Credit Suisse Asia Roadshow
Credit Suisse US Roadshow
Nirmal Bang India Conference
Goldman Sachs Asia Conference

BROKER COVERAGE	
JUNE 2015	OCTOBER 2017
Antique Stock Broking	Antique Stock Broking
Edeiweiss Institutional	Edelweiss Institutional
India Infoline	India Infoline
	Edelweiss HNI
	Ashika Stock Broking
	Phillip Captial
	Nirmal bang Institutional
	Motilal Oswal - Midcap Research
	Rudra Securities - Retail Research
	Quantum Securities
	KR Choksey
	Daiwa Securities
	Axis Securities - Retail Research
	Credit Suisse (Visit Note)
	Motilal Oswal Institutional (Spotlight Report)
	Macquarie (Visit Note)
	ICICI Direct (Visit Note)

02 Case Studies - Inox Leisure



Corporate Positioning:

- Leading multiplex operator in India.
- Dickenson strengthened the investment case by identifying specific KPIs to be regularly shared with investors.
- Dickenson developed a 'Per Screen Economics' model for the company to help them measure the profitability and return ratios at screen level.
- Dickenson prepared an extensive financial model providing all revenue, cost and margin drivers which helped analysts to understand the business model more effectively.

IR Analytics:

- Provided extensive peer analysis, result analysis to help management track the competitive scenario and address investor communication more effectively.
- Provided regular investor targeting analysis to ensure highly targeted investor meetings during domestic and global roadshows.

Investor Engagement:

- 140 + One-to-one / group investor / analyst interactions
- 11 Domestic Conferences, International Roadshows (150+ investor interactions)
- 21 Broker Coverage Reports & Visit Notes

Share Price Performance = Company Performance + Improved Market Perception



02 Case Studies - Inox Leisure



BROKER CONFERENCES / ROADSHOWS

MAY 2015 - SEPTEMBER
2017

Motilal Oswal UK Roadshow
Motilal Oswal India Conference
Axis Capital Conference
IDFC Securities India Conference
BofAML India Conference
CLSA Asia Roadshow
Nirmal Bang India Conference
IDFC Securities India Conference
Nirmal Bang India Conference
B&K Securities India Conference
UBS India Conference
Emkay India Conference

BROKER COVERAGE

MAY 2015	SEPTEMBER 2017
ICICI Direct	ICICI Direct
Motilal Oswal Securities	Motilal Oswal Securities
BESI Research	Anand Rathi
	Batlivala & Karani Securities
	Bank of America Merrill Lynch
	CLSA
	Dolat Capital
	Emkay Share & Stock Brokers
	HSBC
	IIFL
	IL&FS Broking Services Pvt Ltd
	Indsec Securities & Finance Ltd
	Investec
	Karvy Stock Broking Ltd
	Maybank Kim Eng
	Nirmal Bang Institutional
	Sharekhan
	Yes Securities
	Spark Capital
	Macquarie (Visit Note)
	Credit Suisse (Visit Note)

03 Case Studies - Prabhhat Dairy



Corporate Positioning:

- Emerging player in fast growing Indian Dairy Sector.
- Dickenson crafted the investment story to highlight the company's transformation from B2B to B2C space with more value added products.
- Dickenson positioned this as an unique investment case providing strong cash flows from established B2B business with growth lever from fast growing B2C business.
- Dickenson prepared an extensive financial model to explain how Company's Vision 2020 plan will lead to improving capacity utilisation, margins and return ratios.

IR Analytics:

- Provided extensive peer analysis, result analysis to help management track the competitive scenario and address investor communication more effectively.
- Provided regular investor targeting analysis to ensure highly targeted investor meetings during domestic and global roadshows.

Investor Engagement:

- 70+ One-to-one / group investor / analyst interactions
- 6 Domestic Conferences, International Roadshows (95+ investor interactions)
- 10 Broker Coverage Reports & Visit Notes

Share Price Performance = Company Performance + Improved Market Perception



03 Case Studies - Prabhat Dairy



BROKER CONFERENCES / ROADSHOWS
SEPTEMBER 2016 - OCTOBER 2017
IDFC India Conference
Motilal Oswal Singapore Roadshow
Edelweiss India Conference
B&K Securities India Conference
Edelweiss London Conference
Emkay India Conference

BROKER COVERAGE	
SEPTEMBER 2016	OCTOBER 2017
Antique Stock Broking	Edelweiss Capital
Edelweiss Capital	Elara Capital
	Emkay Share & Securities
	ICICI Securities (Institutional)
	ICICI Direct
	KR Choksey
	Systematix Wealth
	Ventura Securities
	Motilal Oswal (Spotlight Report)
	Religare (Visit Note)

Salesforce CRM System

Contacts Management

The screenshot displays the Salesforce CRM interface for a contact profile. At the top, there is a navigation bar with the Salesforce logo, a search bar, and options to switch to Lightning Experience, user profile (Nida Mukadam), and help/training. Below this is a secondary navigation bar with tabs for Home, Chatter, Profile, People, Groups, Files, and Getting Started (social).

The main content area is divided into a left sidebar and a main feed. The sidebar contains a 'Create New...' button, a 'Shortcut' section with 'Unresolved Items', and a 'Recent Items' list including: Krishan Daga, Reliance Mutual Fund, Avenue Supermarts Private Limited, Avenue Supermarts Limited (D-Mart), Vijayalakshmi D, Nitin B Hardikar, Apollo Hospitals Group, Ramco Systems Limited, Carborundum Universal Limited, and Capacite Infra Project IR. At the bottom of the sidebar is a 'Recycle Bin' button.

The main content area features a profile card for 'Mr. Krishan Daga' with a placeholder profile picture and social media icons for Twitter and YouTube. Below the profile card is a social feed with options to 'Post', 'File', 'Link', and 'Poll'. A text input field for 'Write something...' and a 'Share' button are present. A 'Follow' button and a 'Followers' section (showing 'No followers') are also visible. The feed currently displays 'There are no updates.'

Below the feed is a navigation bar for related records: Cases (0), Opportunities (0), Activity History (5+), Notes & Attachments (0), HTML Email Status (5+), Campaign History (3), Cases (Meeting with Contact 2) (0), Cases (Meeting with Contact 3) (0), and Cases (Meeting with Contact 4) (0).

The 'Contact Detail' section includes buttons for 'Edit', 'Delete', and 'Clone'. The contact information is as follows:

Contact Owner	Manoj Saha [Change]	STD
Name	Mr. Krishan Daga	Phone +91-22-30994600
Account Name	Reliance Mutual Fund	Mobile
Title	Fund Manager	Do Not Call <input type="checkbox"/>
Title for Sell Side Community		Email krishan.daga@relianceada.com

Salesforce CRM System

Cases Management



Search
Switch to Lightning Experience
Nida Mukadam
Help & Training
Salesforce Chatter

[Home](#)
[Chatter](#)
[Profile](#)
[People](#)
[Groups](#)
[Files](#)
[Getting Started \(social\)](#)
[Getting Started](#)

Create New...
All Open Cases
Clone | Create New View
List
Feed

Shortcut
Unresolved Items

Recent Items

- Krishan Daga
- Reliance Mutual Fund
- Avenue Supermarts Private Limited
- Avenue Supermarts Limited (D-Mart)
- Vijayalakshmi D
- Nitin B Hardikar
- Apollo Hospitals Group
- Ramco Systems Limited
- Carborundum Universal Limited
- Capacite Infra Project IR

New Case

Action	Case Number	Date of Conference	Type	Owner First Name	Date Opened	Account Name	Meeting With Acco...	Name Sell Side Acc.
Edit	00005535	21/11/2018	IR Mandate - Confe...	Ravindra	30/11/2018	Prozone Intu Prope...	Prozone Intu Prope...	
Edit	00005534	16/11/2018	IR Mandate - Confe...	Ravindra	30/11/2018	Prozone Intu Prope...	Prozone Intu Prope...	
Edit	00005533	14/11/2018	IR Mandate - Press ...	Ravindra	30/11/2018	Prozone Intu Prope...	Prozone Intu Prope...	
Edit	00005532	15/11/2018	IR Mandate - Invest...	Ravindra	30/11/2018	Prozone Intu Prope...	Prozone Intu Prope...	
Edit	00005531	05/11/2018	IR Mandate - Peer ...	Ravindra	30/11/2018	Prozone Intu Prope...	Prozone Intu Prope...	
Edit	00005522	17/11/2018	IR Mandate - Invest...	Nilesh	29/11/2018	Pennar Industries Li...	Pennar Industries Li...	
Edit	00005521	19/11/2018	IR Mandate - Confe...	Nilesh	29/11/2018	Pennar Industries Li...	Pennar Industries Li...	
Edit	00005520	19/11/2018	IR Mandate - Confe...	Nilesh	29/11/2018	Pennar Industries Li...	Pennar Industries Li...	
Edit	00005519	17/11/2018	IR Mandate - Invest...	Nilesh	29/11/2018	Pennar Industries Li...	Pennar Industries Li...	
Edit	00005518	21/11/2018	IR Mandate - Confe...	Nilesh	29/11/2018	S.P. Apparels Limited	S.P. Apparels Limited	
Edit	00005517	15/11/2018	IR Mandate - Confe...	Nilesh	29/11/2018	S.P. Apparels Limited	S.P. Apparels Limited	
Edit	00005516	15/11/2018	IR Mandate - Invest...	Nilesh	29/11/2018	S.P. Apparels Limited	S.P. Apparels Limited	
Edit	00005515	29/11/2018	IR Mandate - One2...	Nilesh	29/11/2018	S.P. Apparels Limited	S.P. Apparels Limited	
Edit	00005514		IR Mandate - Peer ...	Nilesh	29/11/2018	S.P. Apparels Limited	Dickenson Seagull I...	

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Salesforce CRM System

Investor Meeting Case

00003248
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Write something...

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Followers

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There are no updates.

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[Solutions \(0\)](#) |
 [Open Activities \(0\)](#) |
 [Activity History \(0\)](#) |
 [Case Comments \(0\)](#) |
 [Case History \(0\)](#) |
 [Attachments \(0\)](#)

Case Detail

Case Owner: [Yasheeh Parekh \(Change\)](#)

Case Number: 00003248

Contact Name: [V Bajaj](#)

Account Name: [S.P. Apparels Limited](#)

Contact Phone: +91 4296-304010

Contact Mobile: +91 9364658111

Contact Email: bajajv@s-papparels.com

Date/Time Opened: 29/10/2016 15:27

Date/Time Closed:

Additional Information

Type	IR Mandate - Site Visit	Case Reason	Mandate
Meeting With Account	Dickenson Seagull IR Private Limited	Date of Conference	24/10/2016
Meeting with Contact	Yasheeh Parekh	Hotel/Venue	Market Participant's Office
Meeting with Contact 2		Name Ball Slide Account Originating Confirma	
Meeting with Contact 3		Contact of Event Organiser	
Meeting with Contact 4			
Status	New		
Case Origin	Mandate		
Priority	Medium		

Description Information

Subject: [S.P. Apparels Limited - Site Visit and CFO meeting with Dickenson](#)

Description:

Report from Dickenson Seagull IR: Initial Site visit of SP apparels and Follow up meeting with CFO.

Clarifications for Market Participant

Date of Post Meeting Feedback

Post Meeting Feedback

System Information

Created By: [Yasheeh Parekh](#), 29/10/2016 15:27

Last Modified By: [Yasheeh Parekh](#), 29/10/2016 15:27

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Salesforce CRM System

Investor Meeting Case



Meeting with Contact 3
Meeting with Contact 4
Status: New
Case Origin: Mandate
Priority: Medium

Contact of Event Organizer

Description Information

Subject: S.P. Apparel's Limited - Site Visit and CFO meeting with Dickenson
Description: Report from Dickenson Beagull IR Initial Site visit of SP apparels and Follow up meeting with CFO.
Certifications for Market Participant
Date of Post Meeting Feedback
Post Meeting Feedback

System Information

Created By: [Yasheeh Parekh](#), 29/10/2016 15:27
Last Modified By: [Yasheeh Parekh](#), 29/10/2016 15:27

[Edit](#) [Close Case](#) [Clone](#)

Solutions [View Suggested Solutions](#) or [Find Solution](#) [Solutions Help](#)

No Solutions Attached

Open Activities [New Task](#) [New Event](#) [Open Activities Help](#)

No records to display

Activity History [Log a Call](#) [Mail Merge](#) [Send an Email](#) [Activity History Help](#)

No records to display

Case Comments [New](#) [Case Comments Help](#)

No records to display

Case History [Case History Help](#)

No records to display

Attachments [Attach File](#) [Attachments Help](#)

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DICKENSON

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to help them excel

Nida Mukadam
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Thank You



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