



Date: 15.06.2026

NSE: LODR/26-27

**To,**

**NSE Limited**

National Stock Exchange of India Ltd., Exchange Plaza,  
C-1, Block G, Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051

**Script Code: Viviana**

**Dear Sir/Madam,**

**Sub: Submission of Investor Presentation Under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to submit the Investor Presentation as part of our ongoing commitment to maintaining transparent and effective communication with our stakeholders.

Enclosed herewith is the Investor Presentation, which provides a comprehensive overview of the Company's business performance, key achievements, financial highlights, strategic initiatives, growth opportunities, and future outlook. The presentation highlights significant developments and reflects the Company's continued focus on creating sustainable value for all stakeholders.

The aforesaid Investor Presentation is also being made available on the Company's website for the information of shareholders and the investing public.

We request you to take the same on record.

Thanking you,

**Yours faithfully,**

**For Viviana Power Tech Limited**

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**(Kavaljit Parmar)**

**Company Secretary & Compliance Officer**

**Mem. No. A53248**

Enclosed: As above

**VIVIANA POWER TECH LIMITED**

ELECTRIFYING NATION WITH TRUST

EPC Projects of Power Transmission/Distribution upto 400KV System

Regd. Add.: 313-315, Orchid Plaza, Bh..McDonalds's Sama Savli Road, Vadodara-390024

Corporate Office: 7<sup>th</sup> Floor, Shiva Building, Besides Isha Hospital, Sarabhai Campus, Vadodara - 390008

Email: [info@vivianagroup.in](mailto:info@vivianagroup.in) | Mo. No.: +91 8866797833 | Web: [www.vivianagroup.in](http://www.vivianagroup.in) | CIN: L31501GJ2014PLC081671



# **VIVIANA POWER TECH LIMITED**

**FY26 Investor Presentation**



# SAFE HARBOUR STATEMENT

This presentation and its accompanying materials (collectively, the "Presentation") have been prepared by **Viviana Power Tech Limited** ("**Viviana**," "**the Company**," or "**we**") for informational and discussion purposes only. This Presentation does not constitute an offer to sell or solicitation of an offer to purchase any securities, investment advice, or recommendation, nor should it be relied upon as the basis for any investment decision or contractual commitment. Any securities offering by the Company will be made exclusively through formal offering documents containing complete information about the Company, its business, and associated risks.

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This Presentation contains forward-looking statements concerning the Company's business prospects, market opportunities, and strategic outlook based on current expectations and assumptions. These statements are subject to significant risks and uncertainties, and actual results may differ materially from those expressed or implied. Various factors may cause actual outcomes to vary, including economic conditions in India and internationally, industry trends and competitive dynamics, execution of business strategies, technological developments, revenue variability, market acceptance, regulatory changes, and other business risks. **The Company undertakes no obligation to publicly update or revise any forward-looking statements**, whether as a result of new information, future events, or otherwise.

Any forward-looking statements, projections, or opinions attributed to third parties included in this Presentation are not endorsed by the Company, and the Company assumes no responsibility for their accuracy or reliability. By reviewing this Presentation, recipients acknowledge that they have read, understood, and agree to be bound by the terms of this disclaimer.

# ABOUT THE COMPANY

**Viviana Power Tech Limited** is engaged in the business of Power Transmission, Distribution, and Industrial Electrical EPC Projects. The company provides a comprehensive range of services, including:

- Supply, Erection, Testing & Commissioning of Power Transmission Lines
- Development of EHV Substations & Power Distribution Networks
- Underground Cable Laying
- Upgradation & Modernization of Existing Power Systems

The projects executed by the company include 400/220/132/66/33 KV Transmission Lines and Substations for both government utilities, private power entities, and industries.

The company caters to state power utilities, private power entities, and renewable energy developers, acquiring projects through open bidding as well as preferential contracts.

With an EPC-driven business model, Viviana Power Tech Limited structures its operations around two key verticals:

- Supply of high-quality materials and equipment
- Service excellence through engineering expertise

The company remains committed to delivering sustainable, reliable, and future-ready power infrastructure.

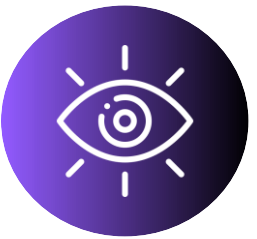


# KEY FACTS & FIGURES



## Mission

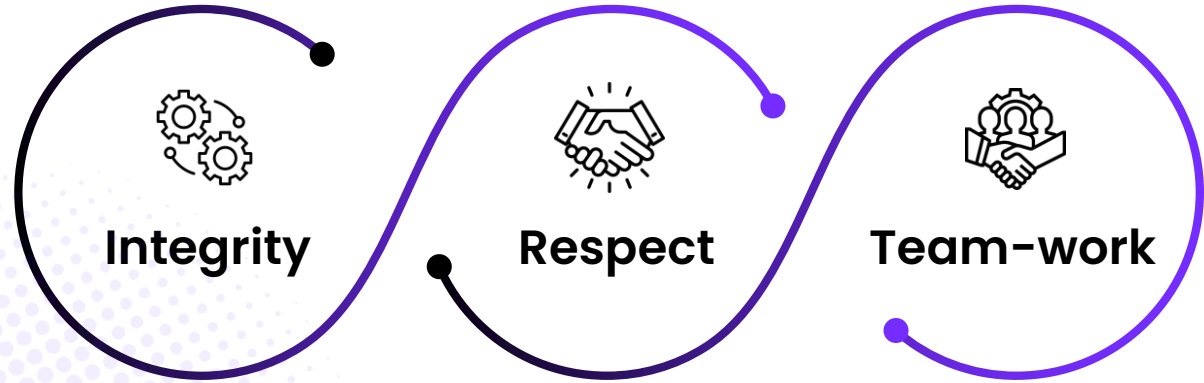
To consistently deliver excellence through unmatched quality, performance and technical know-how. .



## Vision

To become the preferred choice of partner in power industry in India.

## Our Values



# BOARD OF DIRECTORS



**Mr. Nikesh Kishorchandra Choksi**

Chairman & Managing Director

With over 40 years of experience in the power sector, the Chairman & Managing Director has worked with GETCO (21+ years), Torrent Power Ltd. (3 years), and Adani Transmission Ltd. (8+ years).

He brings deep expertise in Extra High Voltage (EHV) transmission system development and has successfully executed several large-scale projects, driving the company's expansion since 2016.



**Mr. Richi Nikeshbhai Choksi**

Whole-Time Director

Bringing more than 15 years of experience in the power sector, the Whole-Time Director began his career with Larsen & Toubro Ltd. (3+ years) before co-founding the company.

He specializes in project management and system development and has played a pivotal role in the company's growth since its inception in 2014.



**Mrs. Priyanka Richi Choksi**

Whole-Time Director

Backed by strong experience in financial management, the Whole-Time Director initially joined as Chief Financial Officer (CFO) in 2014 and was designated as Director in August 2025.

She oversees administrative, financial, and risk management functions while contributing to strategic planning, KPI establishment, and the strengthening of financial systems.

## Mr. Nikesh Choksi

Chairman & Managing Director

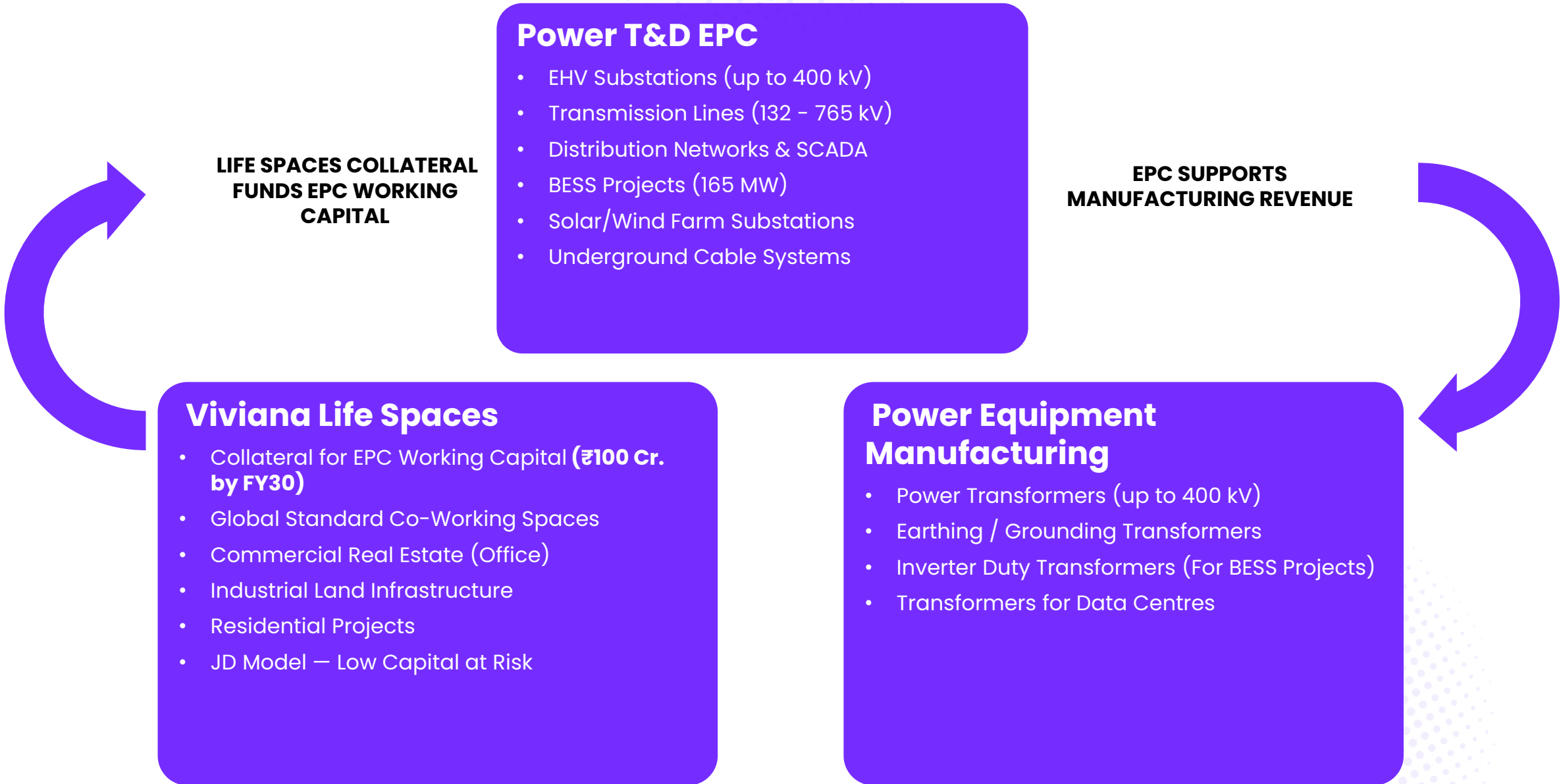
FY26 marks a transformational year for Viviana Power Tech. We have delivered a record consolidated turnover of Rs. 533 Crores – 16x growth in revenue since NSE EMERGE listing in September 2022 – with an order by end of FY 26 Rs. 1,000+ Crores. On 21<sup>st</sup> May 2026, we received approval for migration to the NSE Mainboard, unlocking access to institutional investors and improved liquidity for our shareholders and got listed on the mainboard on 2<sup>nd</sup> June, 2026. Most significantly, the company is in planning to establish a greenfield, multi-product power transformer and equipment manufacturing facility near Vadodara – capable of producing transformers up to 400 kV in a phase manner. This transforms Viviana from a pure-play EPC contractor into a vertically integrated Power T&D platform. The facility is expected to commence production by the end of FY28. Based on our projections, we would be able to maintain our Debt/Equity level between 1.0–1.5x. Each business segment strengthens the others, and together they create a growth flywheel that we believe will carry Viviana into the ranks of India's leading power infrastructure companies.

## Mr. Richi Choksi

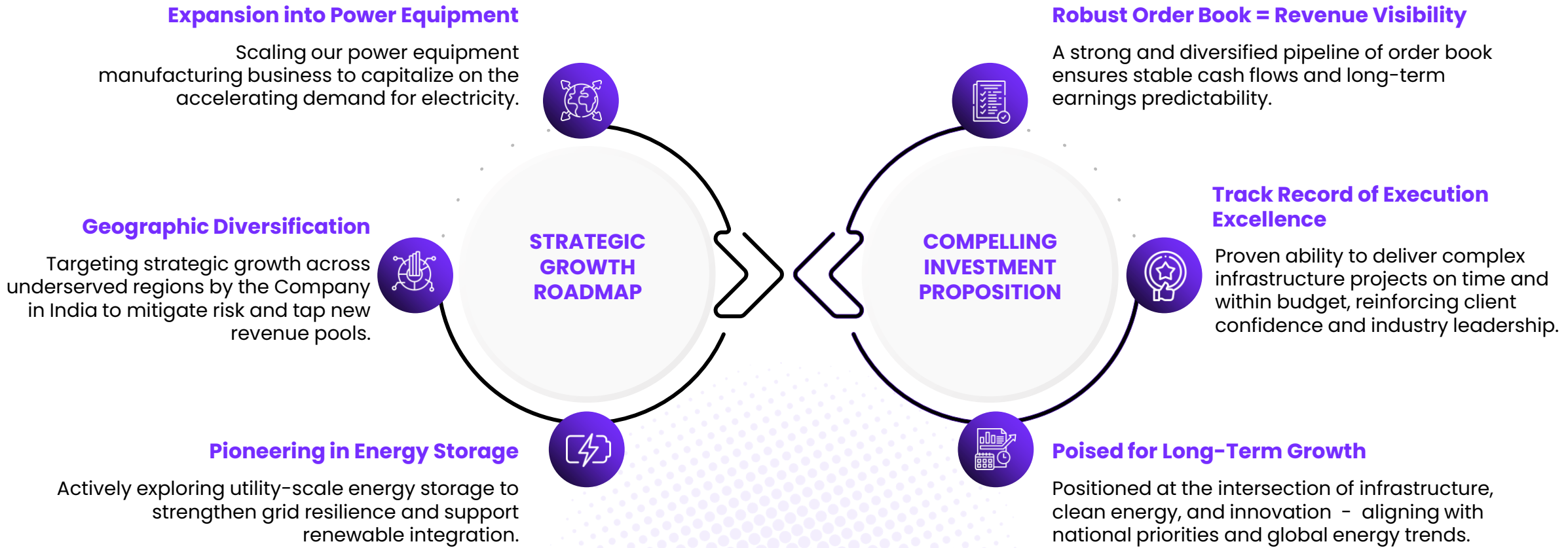
Whole Time Director

This greenfield project is built on the foundation of Aarsh Transformers, where we acquired deep institutional learning – successfully completing type-testing up to 500 kVA, building CRGO and copper supply chain relationships, and understanding the CPRI certification process from the inside. For the greenfield facility, we have made the single most important execution decision: hiring the right people before breaking ground. We have engaged best-in-class team with proven experience in type-testing transformers up to 400 kV. Considering the scale of operations, we are now establishing a new transformer manufacturing facility with the capacity up to 20MVA in Viviana Power Tech Limited, dedicated to catering the growing requirements of the renewable energy sectors. Also the new facility will be developed for 220kV power transformers manufacturing to meet current and future industry requirements. We remain fully committed to completing the project within the stipulated timeline, optimizing cost and achieving the highest the quality, reliability and manufacturing excellence. I am personally committed to executing this project on time, within budget, and to the highest quality standards.

# VIVIANA'S INTEGRATED FLYWHEEL



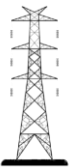
# STRATEGIC GROWTH ANCHORED BY EXECUTION EXCELLENCE



# MILESTONES & ACHIEVEMENTS

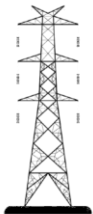
**2014**

Company Incorporated



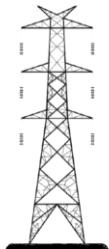
**2016**

- Registered with GETCO and
- Received 66kV Transmission on Line project



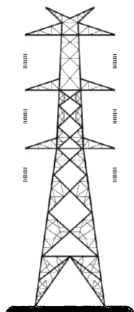
**2017**

- First 66KV Switchyard commissioned & 220KV Transmission line project from M/s. Suzlon Global Services Ltd



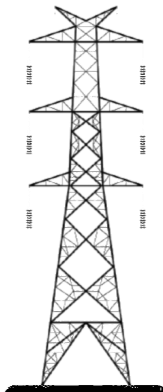
**2020**

220KV Transmission line project received from M/s. Adani Green Energy Ltd



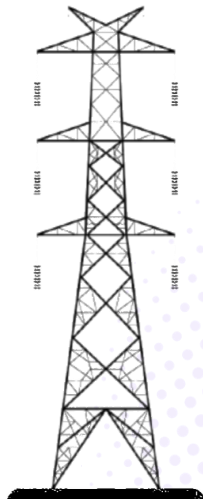
**2022**

Listed on NSE Emerge Platform



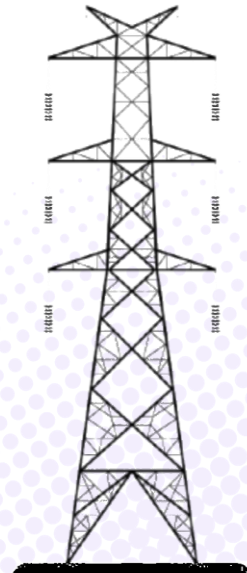
**2023**

Received Rs.93.94 Cr Projects from DGVCL for RDSS work



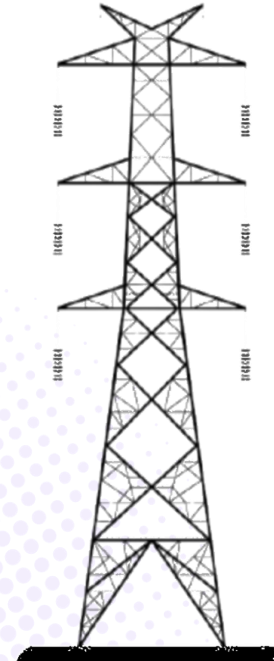
**2024**

- Achieved order booking of 260+ Cr. from Power Distribution Utilities
- Commencement of Distribution Transformers Manufacturing Unit.



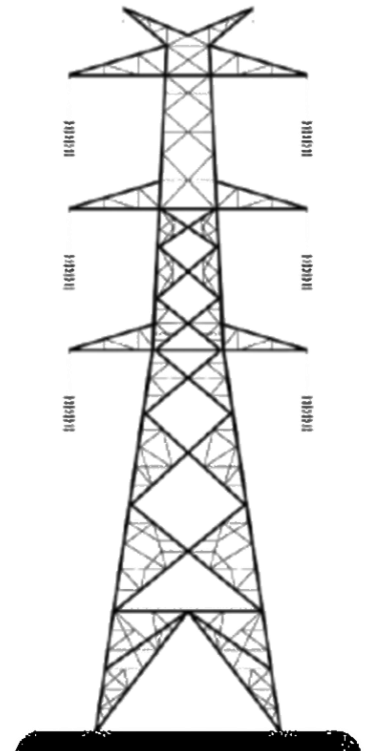
**2025**

- Achieved order booking crossing 1,003+ Cr from Power Transmission and Distribution Sector



**2026**

- Successfully migrated to the Main Board
- Revenue crossed ₹500+ Crore
- Initiated strategic capex of ₹100+ Crore to expand into power equipment manufacturing



# CORE SERVICE OFFERINGS



**Power Transmission Lines**



**EHV Substations**



**Power Distribution Network Establishment**



**Underground Cable Laying**



**Modification And Upgradation Of System**

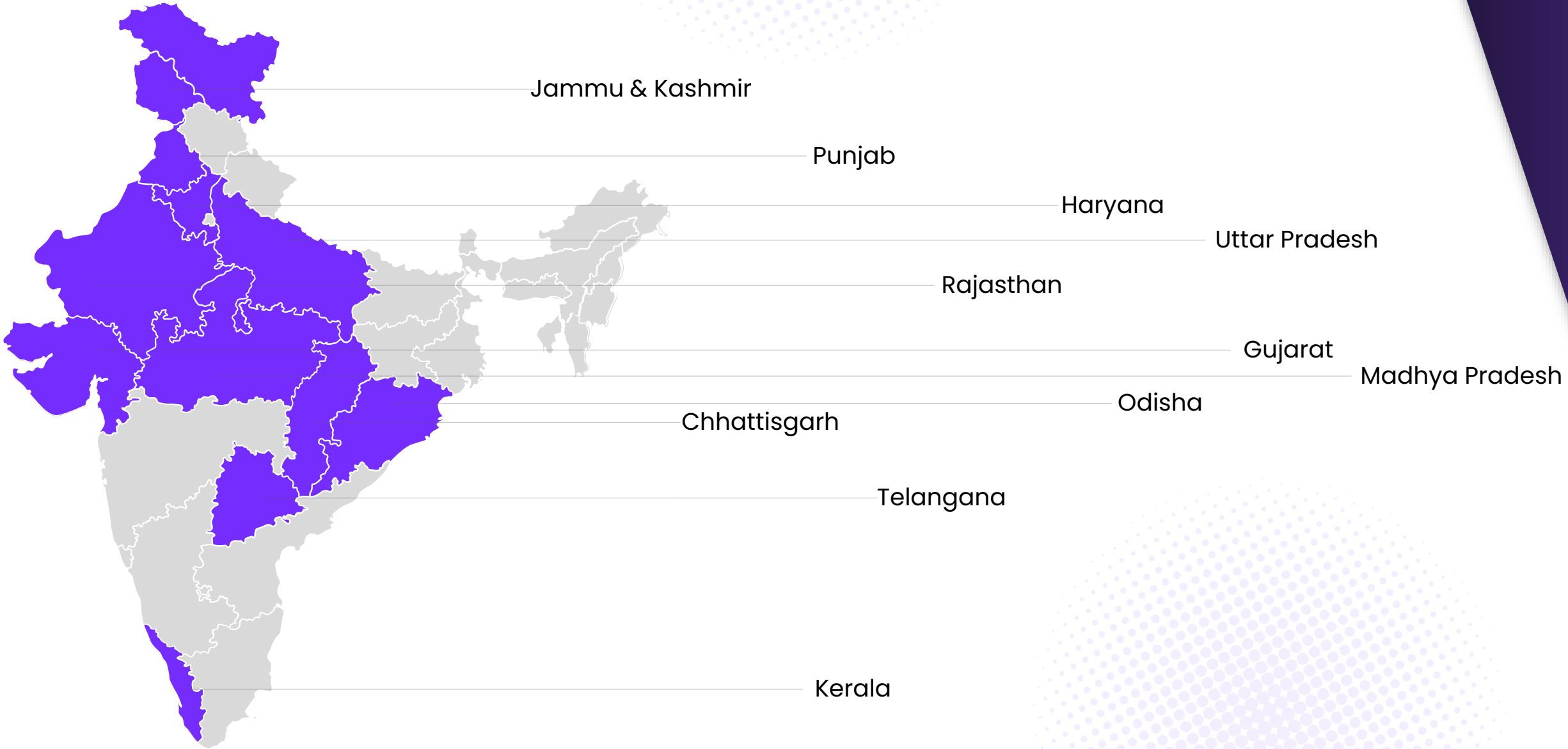


**Liasoning With Govt. Authorities And Utilities**



**Manufacturing Of Distribution Transformers.**

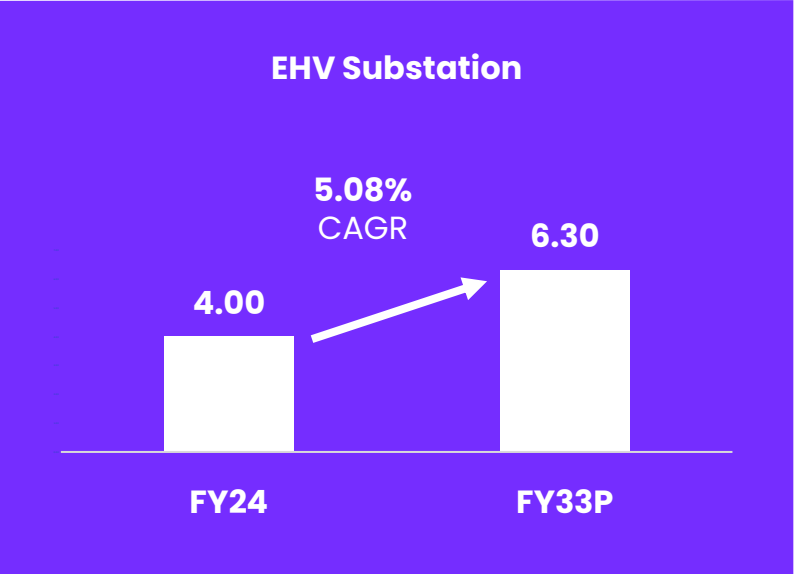
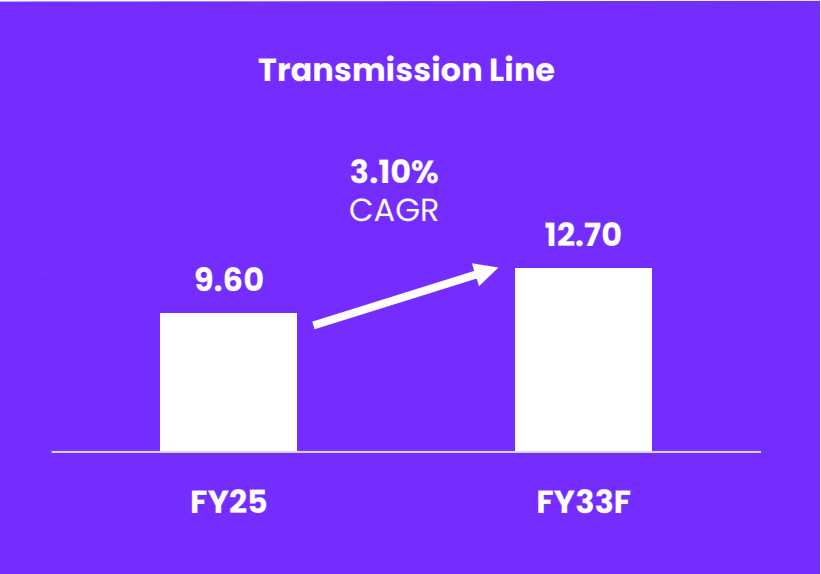
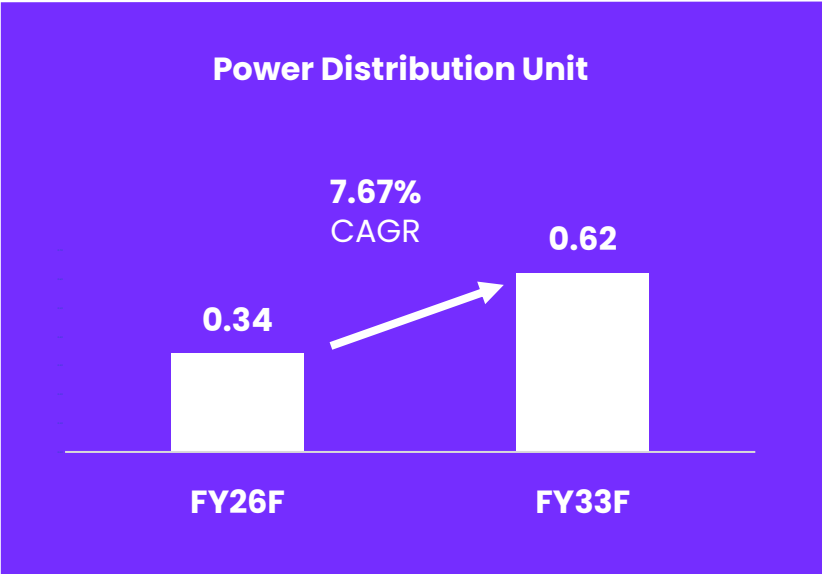
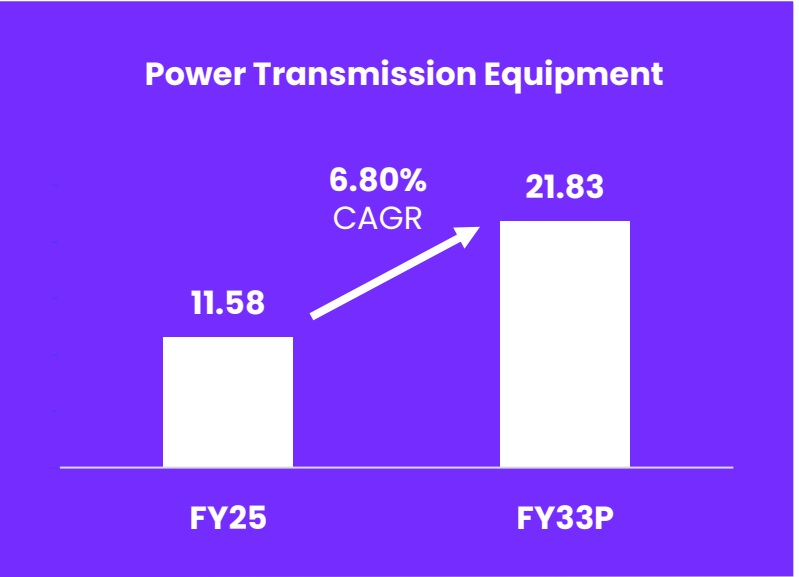
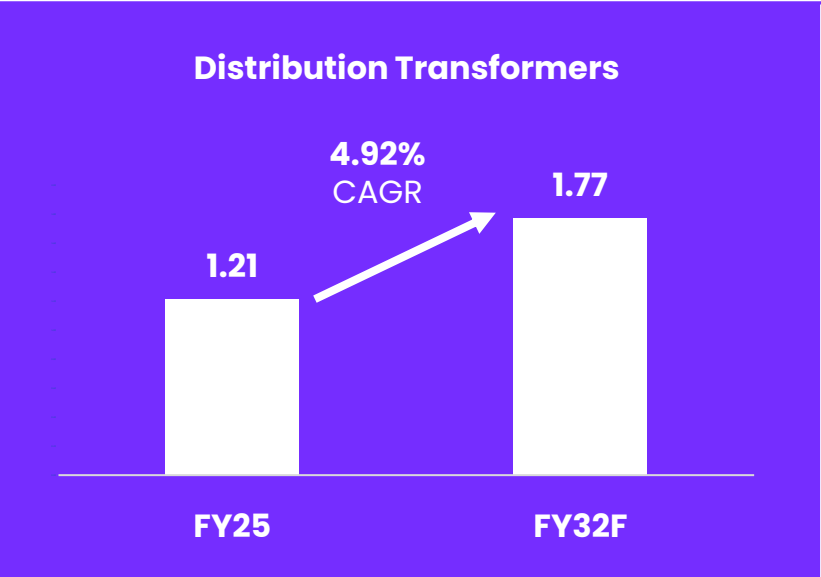
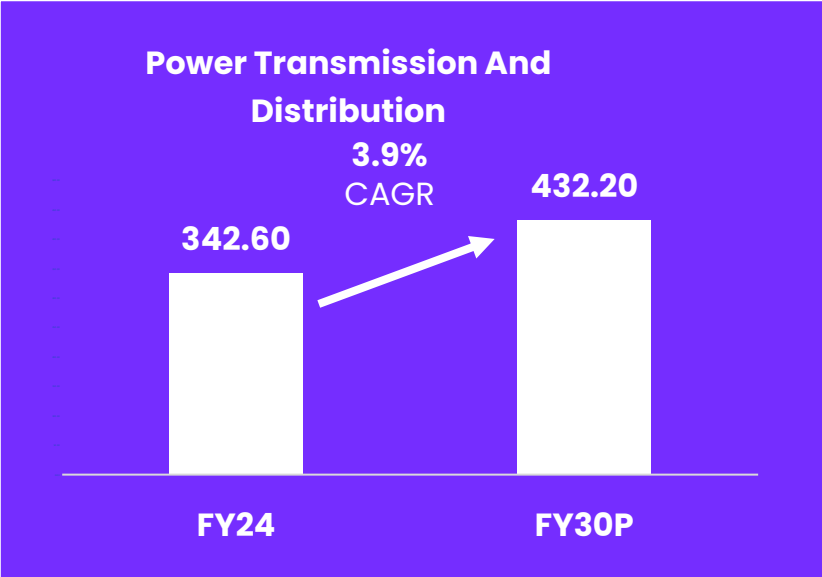
# GEOGRAPHICAL PRESENCE



# TRUSTED BY INDUSTRY LEADERS

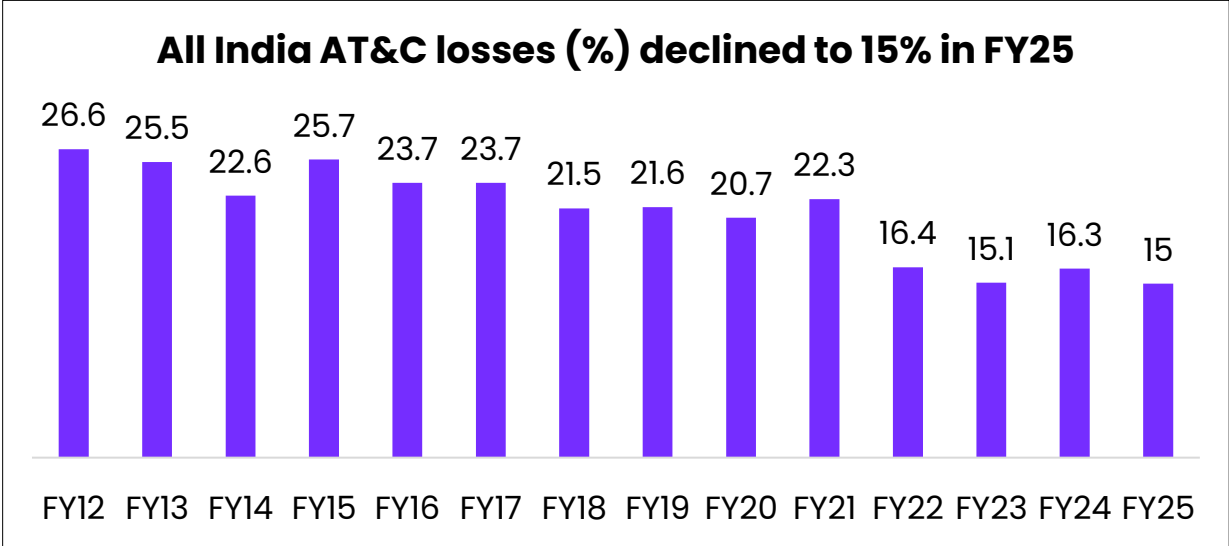
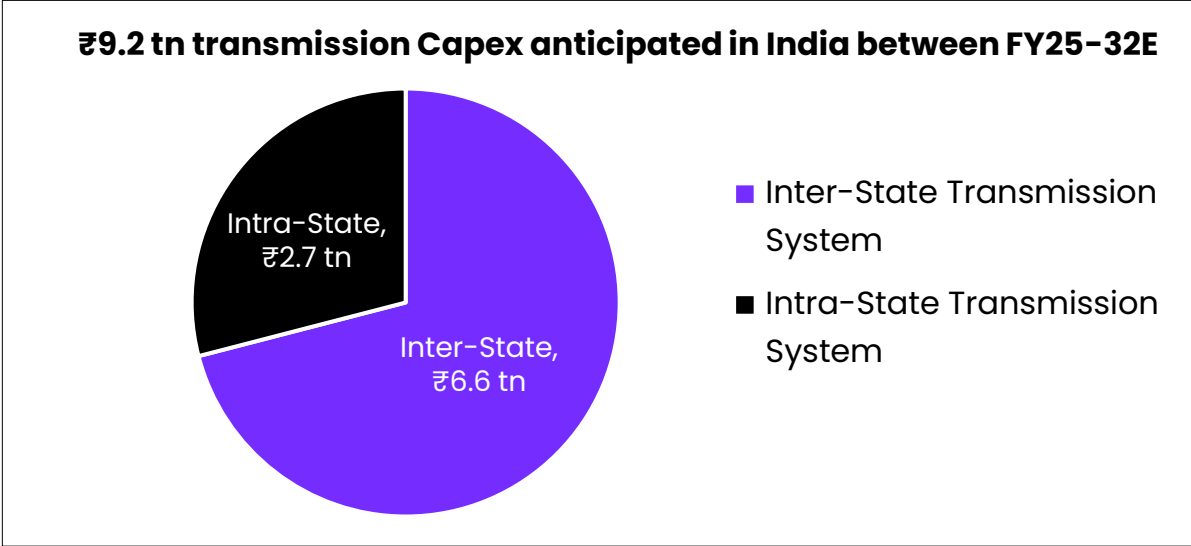


# GEOGRAPHICAL PRESENCE



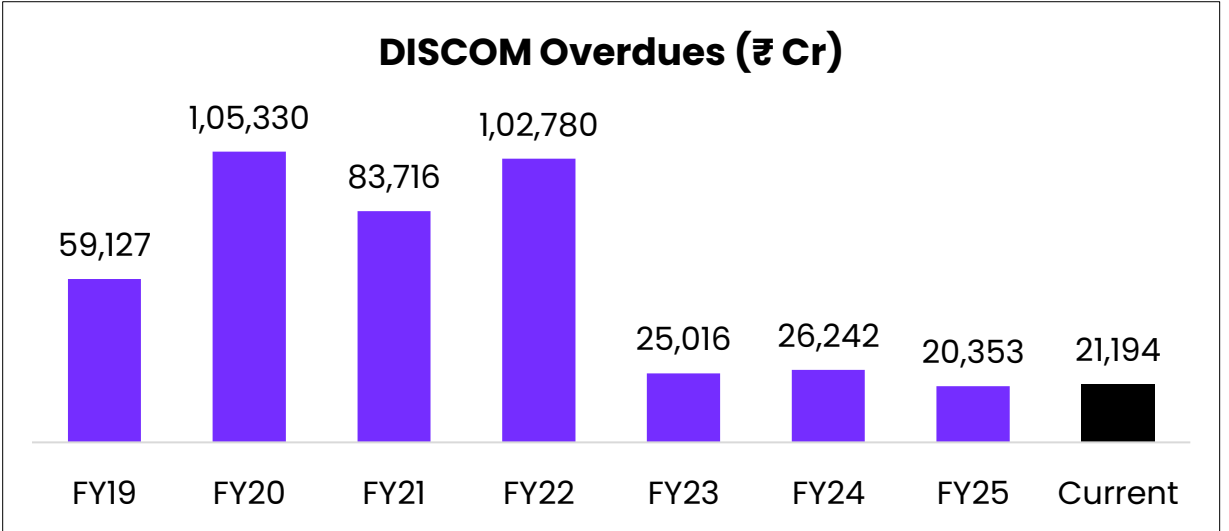
Note: Figures in USD Billion; P = Projected, F = Forecast. For detailed articles, please refer to the mentioned sources: [imarc](#), [ibef](#), [markets & data](#), [imarc](#), [imarc](#), [markets & data](#)

# T&D Gains Momentum in FY26



Sr. No.	Key Highlights	Mar-26	2032E
1	Transmission line	5.07 Lakhs	6.48 Lakhs
	Length (CKm)		
2	Transformation	1,451	2,342
	Capacity (GVA)		
3	Peak Electricity	238 GW	458 GW
	Demand		
4	Inter-regional	120 GW	168 GW
	transmission capacity		

Source: National Electricity Plan (NEP) and CEA



Source :- Praapti Portol, PFC

# STRATEGIC BUILDING BLOCKS

## TRANSFORMERS MANUFACTURING UNIT FUTURE GROWTH ENGINE

Acquired 75% in AARSH in FY 24 – Viviana's first step into transformer manufacturing, establishing backward integration capability for EPC projects.

Completed type-testing of oil-type transformers up to 500 kVA – validates design and manufacturing quality at the facility level. Gained rich and valuable experience of the transformer supply chain and regulatory approvals

Developing capacity up to to 20MVA Transformer manufacturing facility by the end of July, 2026 in Viviana Power Tech Limited due to scale of operations.

Provides foundational manufacturing experience, supply chain relationships, and workforce training that de-risks the larger greenfield power transformer factory.

## INFRASTRUCTURE DEVELOPMENT COLLATERAL ENGINE

**CRITICAL FUNCTION:** Provides collateral for EPC Working Capital without pledging factory assets or promoters' share - keeps the manufacturing business's balance sheet clean for its own term loan and Working Capital facilities.

Established a infrastructure development subsidiary with a clear strategic mandate: generate collateral assets to support the Power T&D EPC business's growing working capital requirements.

Product portfolio expanding to Commercial Real Estate, Co-Working Spaces – high pre-sale potential, annuity income from retained assets.

Target: Generate ₹100+ Cr. of commercial asset collateral by FY30.

Rental income from retained commercial assets (₹6 - 8 Cr./year at steady state) covers interest cost on Working Capital facilities - effectively free collateral.

Revenue target: ₹350+ Cr. over 4 years at 15 - 20% PAT margin. Cash flows supplement factory capex funding.

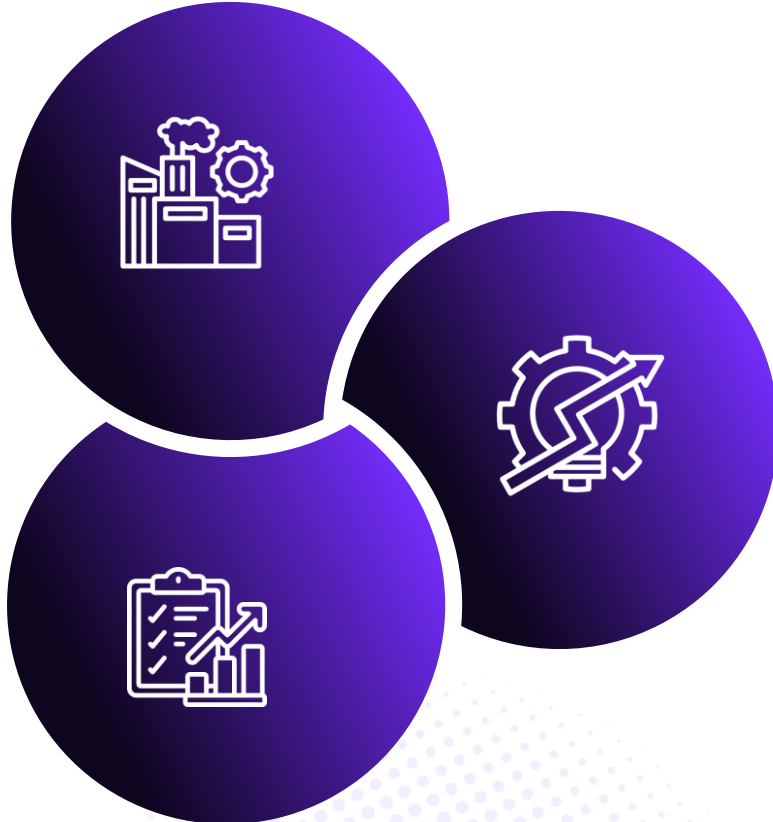
# EXPANSION PLAN FOR MANUFACTURING SEGMENT

## Current Manufacturing Facility

- Oil-Type and Dry-Type Transformers:
  - Rating capacity of 500kVA

## Strategic Growth Plan

- Capacity Expansion Roadmap:
  - FY 25-26: Increase in rating capacity up to 7 MVA.
  - FY 26-27: Increase in rating capacity up to 20 MVA



## Enhancement of Manufacturing Capabilities:

- Upgrading production lines and testing facilities for higher rating capacity.
- Adoption of cutting-edge technology to improve efficiency, quality, and scalability.
- Integration of smart AI-based sensors to enhance reliability and performance.

Entered the high-growth BESS segment with 511.20 Cr secured orders and strong momentum ahead.

## 100 MW/200 MWh Battery Energy System – Rajasthan

- Client: RVUNL
- Scope: Standalone Battery Energy System under Tariff-Based Global Competitive Bidding with VGF support (BOO model)
- Value: ₹302.46 Cr (including GST)
- Status: Land acquired and Financial closure is in process
- Location: 220 kV Bhopalgarh, Jodhpur

## 65 MW/130 MWh Battery Energy Storage Project – Gujarat

- Client: GUVNL
- Scope: Battery Energy Storage Systems under Tariff-Based Competitive Bidding with VGF (PSDF Phase-VII)
- Value: 208.74 Cr (including GST)
- Status: BESPA Signed and Land acquisition is under process
- Location: 400 kV Asoj, Vadodara



# STRUCTURAL DEFENSES FIVE REASONS VIVIANA IS BETTER POSITIONED AS A BESS DEVELOPER



01

## Small portfolio = procurement nimbleness

165 MW / 330 MWh aggregate means single-vessel procurement window, no need to lock 5+ GWh of cells at peak prices. Can wait out short-term spikes and source from multiple OEMs (Indian or Chinese) for diversification.



02

## EPC-integrated cost base

Transformers, transmission line evacuation and substation scope executed in-house Transformers + core EPC team. Eliminates 12 - 18% intermediary EPC margin that pure-financial developers must pay external contractors.



03

## VGF cushion = 17% of capex

₹59.4 Cr aggregate VGF tranching at financial close, COD, and post-COD certification. Combined with 75% term debt, the net equity exposure is only ~₹60 Cr against an FY27 expected PAT base materially larger than this number.



04

## Asset recycling optionality

BESPA permits ownership transfer after 4-year lock-in. India BESS InvIT market and strategic financial sponsors create a viable exit at 90 - 110% of capex, freeing equity for higher-IRR core T&D and HVDC bids.



05

## Strategic credentialing – the real prize

Execution of 2 - 3 BOO BESS projects unlocks Ministry of Power TBCB and HVDC bidding (requires ₹250 - 500 Cr net worth + Technical experience). Single TBCB win is worth ₹1,000 - 5,000 Cr revenue at materially higher margin.

# STRATEGIC VALUE THE REAL PRIZE: BESS EXECUTION UNLOCKS THE TBCB / HVDC LADDER

## CREDENTIAL LADDER

FY 29 - 30

**HVDC bidding eligibility**

*Greenfield ₹5,000+ Cr ticket*

FY 28 - 29

**TBCB / Ministry of Power tenders**

*Single project ₹1,000 - 5,000 Cr*

FY 28

**BESS BOO operating credential**

*165 MW / 330 MWh executed • net-worth threshold met*

FY 26 - 27

**Larger state EPC + transformer scale**

*Single-bid ≤ ₹260 Cr*

TODAY

**State DISCOM EPC**

*Single-bid ≤ ₹110 Cr • RDSS / system improvement*

## THE COMPOUNDING ECONOMICS

### Why thin-margin BESS still creates large enterprise value

**₹60 Cr**

**Total equity deployed in BESS**

Cash-recoverable via InvIT exit on 13% FCFE yield

**₹1,000 Cr+**

**Single TBCB project ticket unlocked**

EPC margin 9 - 12%

**Multiples**

**Strategic return on the BESS credential**

One TBCB win dwarfs the ₹60 Cr equity outlay many times over

# Viviana 2.0

The Transformation Into a Vertically Integrated Power T&D Player

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Mainboard • ₹100 Cr. Capex • Greenfield Multi-Variant Power Transformer Unit  
Capabilities up to 400 kV • 10,000 MVA Installed Capacity

**Setting up a world-class 220kV class power transformer manufacturing unit on 14 acres of land in the Vadodara district of Gujarat represents a highly strategic and commercially viable venture to be expanded up to 400kV in a phase manner.**

## **1. High-Growth Product Expansion (Solar & BESS)**

- Wide Capacity Range: Engineering solar inverter duty transformers from 500 kVA up to 20 MVA to serve diverse project sizes.
- BESS-Specific Design: Developing customized, sector-specific ratings optimized for unique battery energy storage duty cycles.
- Grid Stabilization: Positioning products to capture high-margin demand driven by global renewable energy integration.

## **2. Manufacturing Capacity Scaling**

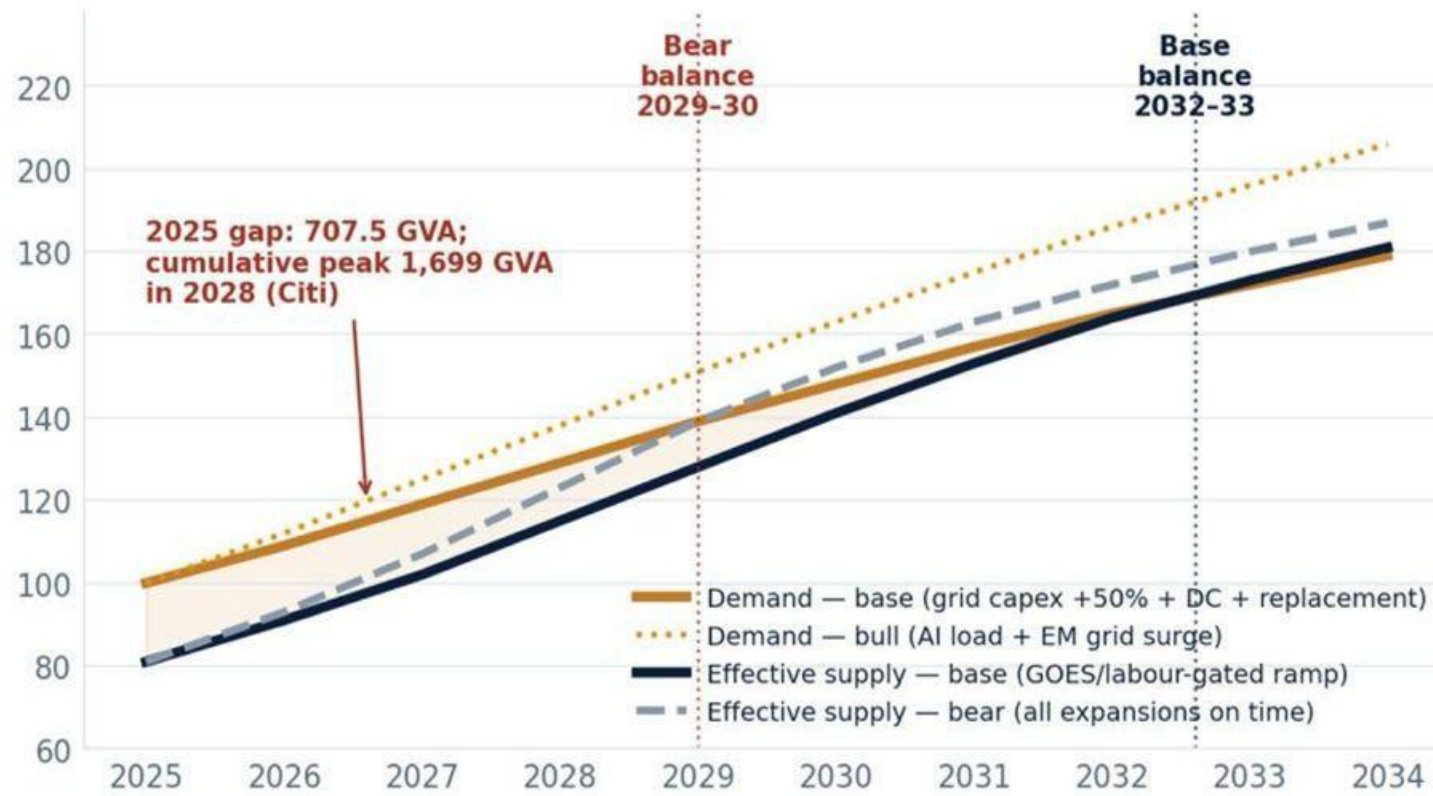
- High-Voltage Capability: Upgrading facility footprints to manufacture large-scale power transformers up to the 220 kV class.
- 200 MVA Output: Enabling production of units up to 200 MVA to access utility-scale electrical grid market.
- Revenue Diversification: Moving up the value chain from commercial suppliers to critical infrastructure partners.

## **3. World-Class Testing Infrastructure**

- 400 kV Facility: Building a dedicated, state-of-the-art 400 kV transformer testing facility to handle ultra-high voltage equipment.
- In-House HV Laboratory: Creating an internal high-voltage lab to reduce reliance on third-party compliance testing
- Speed to Market: Lowering quality-assurance costs while accelerating product certification and delivery timelines.

# Global Market: Three Scenarios for the Balance Point

Global transformer demand vs effective supply (indexed, 2025=100) — Viviana scenario model on verified anchors



## BULL — tight beyond 2034

AI load growth + replacement wave (>50% of US distribution fleet >30 yrs old) + EM grid build-out outrun every announced expansion. Sellers' market persists through mid-2030s.

## BASE — balance 2032-33

Wood Mackenzie: shortage persists through 2030, easing only gradually. GOES/CRGO, bushings and skilled labour hold realisation below nameplate; lead times normalise slowly from 127 wks. Window: ~6-7 yrs.

## BEAR — balance 2029-30

All announced capacity lands on time (Hitachi \$6bn programme; ~\$1.8bn NA expansions; China/Korea adds) and DC capex digests. Citi's cumulative-gap peak in 2028 marks the turn. Window: ~4 yrs.

# FINANCIAL TARGETS – THE PATH TO ₹200 Cr. PAT

Business Segment	FY27E	FY28E	FY30E
<b>Power T&amp;D EPC Revenue</b>	₹850 – 895 Cr.	₹1,070 – 1,110 Cr.	₹1,500 Cr.
<b>Transformer Manufacturing Revenue</b>	₹10 – 12 Cr.	₹30 – 40 Cr.	₹400 – 600 Cr.
<b>Life Spaces Revenue</b>	₹15 – 18 Cr.	₹125 – 150 Cr.	Rental Income
<b>Consolidated Revenue</b>	<b>₹875 – 925 Cr.</b>	<b>₹1,225 – 1,300 Cr.</b>	<b>₹2,000+ Cr.</b>
<b>Consolidated PAT Margin (%)</b>	<b>8.5% – 9.5%</b>	<b>9% – 10%</b>	<b>10% – 12%</b>

**₹200+ Cr.**

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Consolidated PAT Target by FY30

**₹100 Cr.**

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Power Equipment PAT Target (FY32)

**₹100+ Cr.**

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Life Spaces Collateral on Books by FY30

# FY26 FINANCIAL HIGHLIGHTS

Revenue · Profitability · Order Book

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Revenue FY26 (consolidated)

**₹531 cr**

EBITDA margin

**14.25%**

Order book end - FY26

**₹1,000+ cr**

PAT growth YoY

**195%**

# INCOME STATEMENT (STANDALONE)



All Figures In ₹ Crore & Margin In %

Particular	Mar-25	Mar-26	Y/Y
<b>Sales</b>	<b>188.37</b>	<b>501.67</b>	<b>166%</b>
Expenses	162.27	430.18	
<b>Operating Profit</b>	<b>26.10</b>	<b>71.49</b>	<b>174%</b>
<b>Operating Profit Margin %</b>	<b>13.86%</b>	<b>14.25%</b>	<b>39 bps</b>
Other income	0.62	4.17	
Interest	3.48	9.98	
Depreciation	0.30	0.36	
Profit before tax	22.93	65.32	185%
<b>Net Profit</b>	<b>17.01</b>	<b>50.18</b>	<b>195%</b>
<b>Net Profit Margin %</b>	<b>9.03%</b>	<b>10.00%</b>	<b>97 bps</b>
<b>EPS Diluted (In ₹)</b>	<b>27.55</b>	<b>49.80</b>	<b>81%</b>

# BALANCE SHEET (STANDALONE)

All Figures In ₹ Crore

ASSETS	FY25	FY26
<b>Non Current Assets</b>		
Property, Plant, Equipment and Intangible Assets	1.10	2.17
Financial Assets	33.79	104.43
Deferred tax assets (Net)	0.01	0.75
Other non-current assets	21.11	92.37
<b>Total Non-Current Assets</b>	<b>56.01</b>	<b>199.73</b>
<b>Current Assets</b>		
Inventories	5.12	7.41
Trade receivables	119.83	336.86
Cash and cash equivalents	0.86	0.01
Other Financial Assets	0.27	0.91
Other current assets	3.63	10.11
<b>Total Current Assets</b>	<b>129.71</b>	<b>355.30</b>
<b>Total Assets</b>	<b>185.72</b>	<b>555.03</b>

EQUITY AND LIABILITIES	FY25	FY26
<b>Equity</b>		
Share Capital	6.28	10.12
Other equity	55.13	103.94
<b>Total equity</b>	<b>61.40</b>	<b>114.06</b>
<b>Non-Current Liabilities</b>		
Long-term Borrowings	0.34	28.24
Trade payables	0.08	0.26
Other financial liabilities	0.00	63.48
Long-term Provisions	0.18	0.36
<b>Total Non-Current Liabilities</b>	<b>0.59</b>	<b>92.34</b>
<b>Current Liabilities</b>		
Short-term borrowings	29.35	63.65
Trade payables	84.15	211.84
Other financial liabilities	1.64	14.53
Other current liabilities	2.70	42.73
Current Tax Liabilities (Net)	5.87	15.88
<b>Total current liabilities</b>	<b>123.72</b>	<b>348.62</b>
<b>Total equities &amp; liabilities</b>	<b>185.72</b>	<b>555.03</b>

# CASH FLOW STATEMENT (STANDALONE)



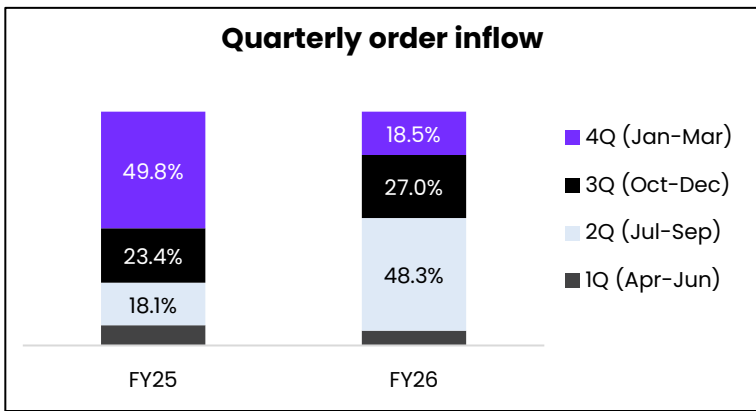
All Figures In ₹ Crore

CASH FLOW STATEMENT	FY25	FY26
Net Cash flows from Operating Activities	-1.52	0.79
Net Cash flows from Investing Activities	-27.13	-54.21
Net Cash flows from Financing Activities	29.48	52.57
<b>Net Increase / (Decrease) in Cash and Cash Equivalents</b>	<b>0.82</b>	<b>-0.85</b>
<b>Cash and Cash Equivalents at the Beginning of the Year</b>	<b>0.04</b>	<b>0.86</b>
<b>Cash and Cash Equivalents at the End of the Year</b>	<b>0.86</b>	<b>0.01</b>

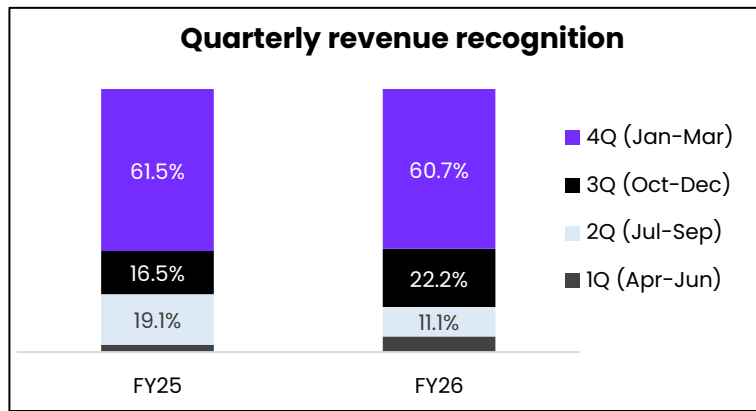
# KEY OPERATIONAL HIGHLIGHTS (STANDALONE)



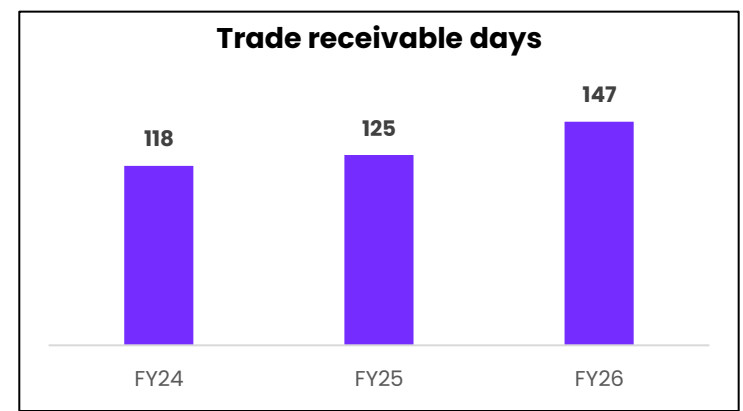
Strong **seasonality in order inflow** driven by DISCOMS' order timing...



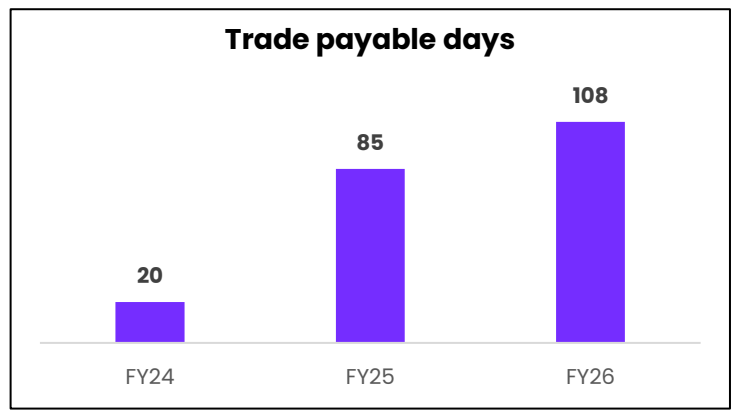
...drives seasonality in project execution and **revenue recognition**..



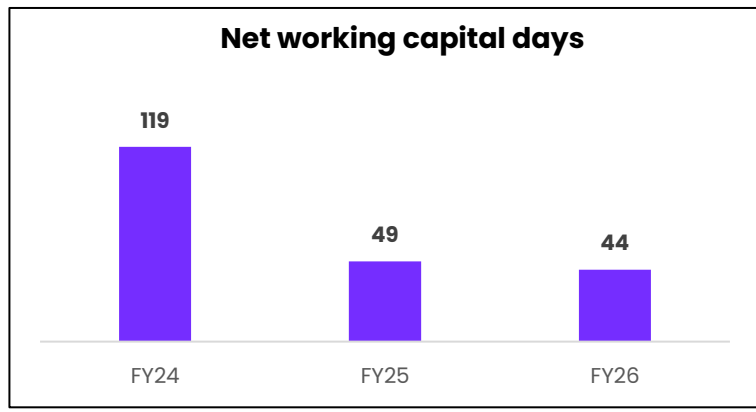
..which optically increases **receivable days**..



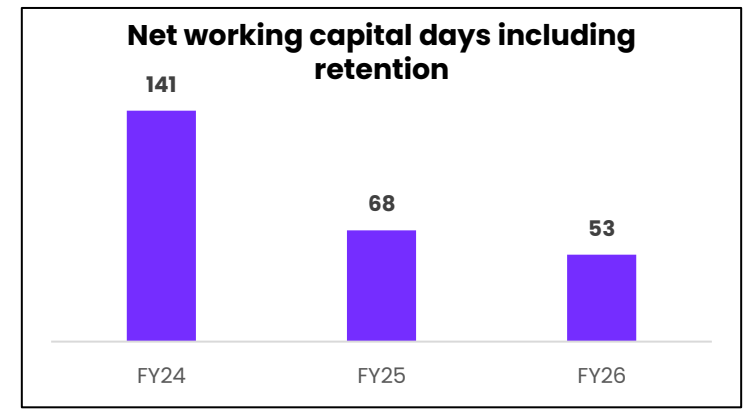
Timely payment track record and increasing scale resulted in **better credit terms from suppliers**..



...which continue to improve our net working capital cycle...



...even after factoring the impact of retention money...



# THANK YOU



VIVIANA<sup>®</sup>

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