

# THOMSON PRESS (INDIA) LIMITED



E-Mail  
Phones  
Fax  
CIN

POST BOX 705  
18.35, DELHI-MATHURA ROAD  
FARIDABAD - 121 007  
HARYANA  
INDIA  
tpress@thomsonpress.com  
(0129) 2285520 to 24, 2599200  
(0129) 2284511  
U22219DL1962PLC003768

June 19, 2020

Mr. Ravi Gilani,  
M/s. Goldratt India  
D-154, Saket,  
**New Delhi-110017**

Dear Mr. Gilani,

Thank you for your continuous support and guidance to my team during the lockdown period. We continue to focus relentlessly on collections and have been successful in ensuring a steady inflow of payments, whereby our free cash score has kept improving, notwithstanding the temporary dislocation in business with our customers. Our Free Cash Score improved remarkably even during the two months of lockdown.

We started our association in September of last year and I would like to place on record the gains we have seen in seven months, ending March '20.

Tangible benefits:

- Free cash inflow - 48%
- Reduction in WIP - 52%
- Reduction in raw material inventory - 29%
- Reduction in Overdue Outstanding's - 27%

There are intangible benefits too, which will propel us to higher performance in the months ahead.

- Vastly improved team work.
- A realisation among core team members that we can bring about paradigm change in our behaviours and outcomes, if we set out to do the impossible.

I now wish to see significant gains in improving Throughput and T%. The near term is going to be extremely challenging and I look forward to jointly traverse uncharted uncertainties and risks.

With warm regards,

**For Thomson Press (India) Ltd.**

**C. J. Jassawala**  
Executive Director

REGISTERED OFFICE: P.O. BOX 314, F-26, FIRST FLOOR, CONNAUGHT PLACE, NEW DELHI - 110 001  
TELEFAX: 011-23417241  
BRANCHES (Sales): DELHI, MUMBAI, KOLKATA  
Website: www.thomsonpress.com

