

Business Information Report



Sample Private Limited

India

IDENTIFICATION DETAILS	
TCM ID	XXXXX
Company Name	SAMPLE Private Limited
Regd./Business Address	Kucha Rehman, Chandni Chowk, New Delhi - 110 006, Delhi, India

SUMMARY	
Company Status	Active
Legal Form	Private Limited Company
Date of Incorporation / Formation	Dec 20, 19XX
Incorporation No.	U74899DL1988PTCXXXXXX
Paid up Capital	Rs. 4 XX8.- ('000)
Networth	Rs. 47 XX5.- ('000)
Turnover/Sales	Rs. 5XX 322.- ('000)
Profit After Tax	Rs. 3 XX5.- ('000)
Business Activity	Manufacturer of Flexible Polyurethane Foams.
Industry	Polymers
No. of Employees	150-200

CREDIT RECOMMENDATION	
Credit Rating	TCA3 - Medium Risk
Credit Score	52
Credit Limit	USD 255,000.-
Financial Condition	Satisfactory

RATING EXPLANATION		
Credit Rating	Credit Score	Explanation
TCA1	1 - 20	High Risk
TCA2	21 - 39	Medium High Risk
TCA3	40 - 60	Medium Risk
TCA4	61 - 80	Moderate Risk

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TCA5	81 - 100	Low Risk
TCA6	--	No Rating due to Insufficient Information

The credit appraisal provides an assessment of the creditworthiness of a company. It takes into account significant elements of credit including history, business performance, management, background, financial position, payment history, overall market conditions, market trends and the reputation of the company

NR is stated where there is insufficient information to facilitate rating. However, it is not to be constructed as unfavorable.

BUSINESS OPERATIONS	
LOCATIONS	
Regd./Business Address	Kucha Rehman, Chandni Chowk, New Delhi - 110 006, Delhi, India
Phone	+91 11 XXXXX908 / XXXXX465
Fax	+91 11 XXXXX851, XXXXX798
Location	Commercial
Status	Rented
Area	Reportedly 400 Sq.Ft.
Email	inolec@bbb.ccc.net.in, info@ddddd.com
Website	-
Factory Address	Surajpur Industrial Area Site B, Gautam Budh Nagar, Uttar Pradesh, India
Phone	+ 91 120 XXXXX43 / XXXXX543 / 256 XX88
Fax	+ 91 120 XXXXX43, XXXXX88, 23XXX51
Location	26000 Sq Mtr
Status	Owned
Corporate Office	Abu Fazal Enclave, Thokar Jamia Nagar,, New Delhi - 110025, Delhi
Phone	+ 91 11 XXXX X908
Status	Owned
Area	Commercial (2000 Sq ft.)

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BANKERS	
Name	Bombay Merchantile Co-operative Bank Ltd.
Address	32, Netaji Subhash Marg, Darya Ganj, New Delhi

AUDITORS	
Name	P.N. Chopra & Co.
Address	H-57, Canaught Circus, Canaught Place, New Delhi 110 001

DIRECTORS / PRINCIPALS

As per latest available company records

Name	Mr. S M Sajid	Managing Director
Date / Year of Birth	30.01.1959	
Date of Joining	29.12.1988	
Residential Address	N-XXX, Sailing Club Road, batla House, Jamia Nagar, New Delhi	
Contact No	+91 XXXXX 63768	

Name	Mr. S M Kahlid	Director
Date / Year of Birth	02.01.1967	
Date of Joining	29.12.1988	
Residential Address	N-XXX, Sailing Club Road, batla House, Jamia Nagar, New Delhi	
Contact No	+91 XXXXX 59975	

Name	Mr. S M Shakil	Director
Date / Year of Birth	01.01.1957	
Date of Joining	29.12.1988	
Residential Address	N-XXX, Sailing Club Road, batla House, Jamia Nagar, New Delhi	
Contact No	+91 XXXXX 28972	

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BACKGROUND

SAMPLE Pvt. Ltd., was incorporated in the year 1988 and started manufacturing of PU Foam in the year 1990 since then the company is growing @ 25-30% annually and increasing its market share rapidly.

Brands Represented	AAA, BBB, CCC, Etc.
Imports From	Spain, Italy, USA, Taiwan and The Netherlands
Payment Terms	Credit of 90 days to 150 (Purchase) Credit of 30 to 60 days (Purchase) Credit of 60 days (Sale)
Trade References	Shell Eastern Petroleum Pte Limited (Supplier) Repsol Quimica, S.A. (Supplier) GE Speciality Materials (Supplier) Shangdongda Chemical Industry (Supplier) Korea Fine Chemical CO. Limited (Supplier) Base South East Asia Pte Ltd. (Supplier) Jaewon Chemical (Supplier) Dow Chemical Pacific Ltd. (Supplier) Bayer Material Science Ltd. (Supplier) Larex Sales Corporation (Buyer) H.B. Synthetics (Buyer) Rahul Foam (Buyer) Rexine House (Buyer) Artificial Limbs Mfg. Corpn. of India (Buyer) Atul Foam Co., Palwal (Buyer) Foamwala, Delhi (Buyer) Ghary Industries Pvt.Ltd., Haridwar (Buyer) Gopal Furniture House, Rohtak (Buyer) Gurmukh Foam Agencies, Delhi (Buyer) H.B. Synthetics, Ghaziabad (Buyer) Jain Furnishing House, Aligarh (Buyer) Jain Traders, Aligarh (Buyer) K.G.N. Traders, Haldwani (Buyer) Khandalwal Foam & Furniture, Bareilly (Buyer) Larex Sales Corporation, Kanpur (Buyer) Mirza International Ltd., Noida (Buyer) Navneet Enterprises, Ghaziabad (Buyer) Rihabh Foam Private Ltd. Delhi (Buyer) Sahni Marketing, Jwalpur (Buyer) Singla Foams, Panipat (Buyer)

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Sales	International - -- Domestic - 100 %
Purchase	International - 43 % Domestic - 57 %

OTHER DETAILS

Certifications	ISO - 9001:2000
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Litigation	None Reported
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Affiliates/Associates	Ra Sales Corporation Indeed Overseas Super Pvt.Ltd.
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IEC No	058XXXX 542
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FINANCIAL INFORMATION

CAPITAL STRUCTURE / OWNERSHIP

Authorized Capital	Rs. 30 000.- ('000)
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Capital Employed/ Paid Up	Rs. 4 728.- ('000)
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MAJOR SHAREHOLDER As on 29.09.2008

Name	No. of Shares	Holding(%)
Shaki Mohd.	64 237	13.59
Sajid Mohd.	64 237	13.59
Khali Mohd.	64 237	13.59
Uma Mohd.	10 010	2.12
Saji Tuba	10	0.00
Shaki Nahid	50 010	10.58
Sajid Huma	50 010	10.58

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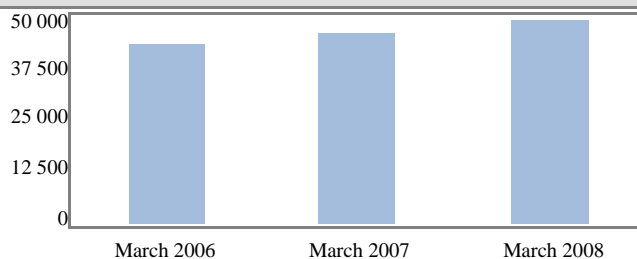
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Oma Mohd.	10 010	2.12
Wasif Mohd.	10 010	2.12
Super Pvt. Ltd.	100 000	21.15
Kasar Anjum	50 000	10.58
TOTAL	472 771	100.00

FINANCIAL SUMMARY Unit: Rupees in '000

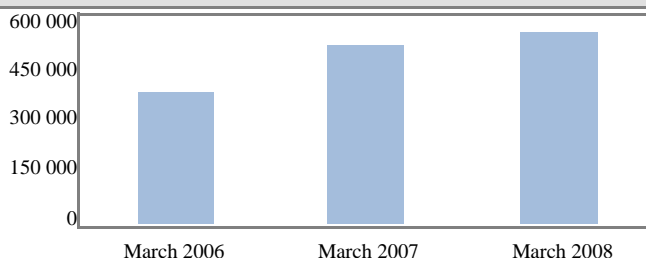
NET WORTH

Year Ended	Amount	Change
March 2008	47 XXX	9.00%
March 2007	43 XXX	5.38%
March 2006	41 XXX	---



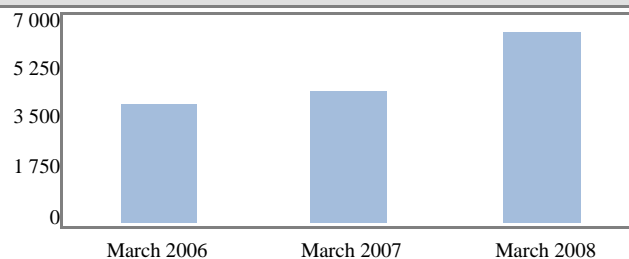
OPERATING INCOME

Year Ended	Amount	Change
March 2008	522 322	7.85%
March 2007	484 XXX	36.47%
March 2006	354 XXX	---



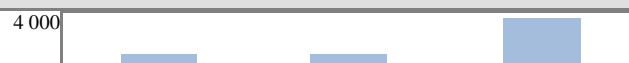
PROFIT BEFORE TAX

Year Ended	Amount	Change
March 2008	6 060	50.54%
March 2007	4 025	5.38%
March 2006	3 820	---



PROFIT AFTER TAX

Year Ended	Amount	Change
March 2008	4 000	
March 2007		
March 2006		



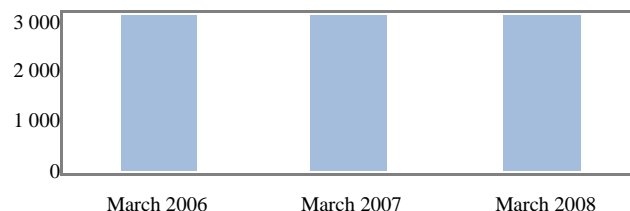
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March 2008	3 925	24.25%
March 2007	3 159	5.29%
March 2006	3 000	---



BALANCE SHEET		Unit: Rupees in '000		
For the Year Ending :	March 2008	March 2007	March 2006	
SOURCES OF FUND				
Net Worth	47 XXX.36	43 XXX.50	41 XXX.51	
Paid-up Equity Capital	4 727.71	4 727.71	4 727.71	
Reserves & Surplus	42 827.65	38 901.79	14 174.80	
Share Application Money	---	---	22 500.00	
Total Borrowings	122 423.41	98 522.90	72 680.33	
Secured Loans	46 613.52	30 776.09	21 171.42	
Unsecured Loans	75 809.89	67 746.81	51 508.91	
Deferred tax liabilities	1 763.42	1 763.42	2 301.76	
TOTALS	171 XXX.19	143 XXX.82	116 XXX.60	
USES OF FUND				
Gross Fixed Assets	58 831.81	55 597.57	37 551.41	
Less : Cumulative Dep.	12 931.72	11 147.94	9 527.29	
Net Fixed Assets	45 900.09	44 449.63	28 024.12	
Investments	49.98	49.98	49.98	
Current Assets, Loans & Adv.	161 XXX.64	135 XXX.36	104 XXX.63	
Adv/Loans to Corporate Bodies	12 011.53	5 648.94	3 979.69	
Other Receivables	149 729.11	130 137.42	100 864.94	
Less: Current Liab. & Prov.	35 948.52	36 370.15	16 534.13	
Other Current liabilities	35 948.52	36 370.15	16 534.13	
Net Current Assets	125 792.12	99 416.21	88 310.50	

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TOTALS	171 XXX.19	143 XXX.82	116 XXX.60
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PROFIT & LOSS A/C Unit: Rupees in '000

For the Year Ending :	March 2008	March 2007	March 2006
INCOME	523 XXX.88	484 XXX.79	354 XXX.68
Operating Income	522 322.23	484 XXX.79	354 XXX.68
Non-Recurring Income	1 077.65	---	---

CHANGE IN STOCKS	8 670.42	308.25	4 305.95
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EXPENSES	512 682.00	470 081.00	346 660.20
Raw Materials,Stores,etc	377 448.64	343 441.46	268 140.42
Wages & Salaries	16 396.01	11 652.64	2 949.80
Indirect Taxes	83 612.70	78 356.26	58 091.28
Distribution Expenses	30 743.96	32 XXX.72	15 487.58
Administrative Expenses	4 480.10	4 074.94	1 991.12

PBDIT	19 388.30	14 553.04	12 548.43
Less:Financial Charges	11 544.12	8 894.01	7 169.35

PBDT	7 XXX.18	5 659.03	5 379.08
Less: Depreciation	1 783.78	1 633.15	1 558.66

PBT	6 060.40	4 025.88	3 820.42
less: Tax Provision	2 135.13	866.63	820.00

PAT	3 925.27	3 159.25	3 000.42
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COMMENTS ON FINANCES

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* When contacted, the subject's Managing Director, Mr. S M Sajid provided us with a basic outline of the subject's present state-of-affairs and the complete financial information as given above.

KEY RATIOS			
	March 2008	March 2007	March 2006
SOLVENCY RATIOS			
Current Ratio	4.50	3.73	6.34
Quick Ratio	---	---	---
LEVERAGE RATIOS			
Debt Ratio	0.76	0.75	0.67
Debt Equity Ratio	2.57	2.26	1.76
Curr.Liab./Net Worth	0.76	0.83	0.40
Fixed Asset/ Net Worth	0.97	1.02	0.68
Interest Coverage Ratio	1.52	1.45	1.53
EFFICIENCY RATIOS			
Asset Turnover	11.38	10.90	12.66
PROFITABILITY RATIOS(%)			
PAT/Total Income	0.75	0.65	0.85
Net Profit Margin	1.16	0.83	1.08
Return on Total Assets	1.89	1.75	2.26
ROI	8.25	7.24	7.25

RATIOS EXPLANATIONS:

SOLVENCY RATIOS

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Current Ratio	Current Assets / Current Liabilities
Quick Ratio	(Current Assets - Inventories) / Current Liab.

LEVERAGE RATIOS

Debt Ratio	Borrowing + Current Liab. / Total Assets
Debt Equity Ratio	Borrowings / Net Worth
Current Liabilities / Net Worth	Current Liabilities / Net Worth
Fixed Asset / Net Worth	Net Fixed Asset / Net Worth
Interest Coverage Ratio	PBIT / Financial Charges

EFFICIENCY RATIOS

Average Collection Days	Sundry Debtors / Operating Income * 365 Days
Account Receivable Turnover	Operating Income / Sundry Debtors
Average Payment Days	Sundry Creditors / Purchase * 365 Days
Inventory Turnover	Operating Income / Inventories
Asset Turnover	Operating Income / Net Fixed Assets

PROFITABILITY RATIOS (%)

PAT / Total Income	(PAT / Total Income) * 100
Net Profit Margin	(PBT / Operating Income) * 100
Return on Total Assets	(PAT / Total Assets) * 1000
Return on Investments	(PAT / Net Worth) * 100

INDUSTRY SCENARIO

(Polymers)

Commodity polymers refer to polymers such as high density poly ethylene (HDPE), low density poly ethylene (LDPE), linear low density poly ethylene (LLDPE), poly propylene (PP) and poly vinyl chloride (PVC). These are produced in bulk and find varied use in sectors such as packaging, storage, automobiles, construction and irrigation. Commercially, two types of PVC polymers are used -- flexible and rigid. Rigid PVC is used in the manufacture of pipes and fittings, films and foils, bottles and profiles. Flexible PVC is used for wires and cables, toys and footwear. Pipes and fittings account for nearly 50% of the total demand. PP is used to manufacture films (Tubular Quenched and Bi-axially-oriented films used in packaging), injection moulded articles (luggage and thermoware), woven sacks, filaments and

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blow moulded articles.

Consumption of major thermoplastics in 2007-08 was at 183 mln tons globally. Polyethylene, comprising of High-density Polyethylene (HDPE), Linear Low-density Polyethylene (LLDPE) and Low-density Polyethylene (LDPE) constitute about 38% of major thermoplastics usage followed by Polypropylene (PP) 24% and Polyvinyl Chloride (PVC) 19%.

Combined global demand for PE, PP and PVC was estimated at 148 mln tons during 2007, growing at 5.5%. This growth was mainly driven by LLDPE (6.0%), PP (5.8%) and HDPE (5.6%). Developing countries such as China and India have contributed significantly to global demand growth.

Aggregate consumption of PE, PP and PVC in India crossed 5 mln tons in 2007-08, registering an impressive growth of 15%. This was achieved despite a high price environment with product pricing in some cases on a 15-year high. The demand growth is attributed mainly to demand in packaging, injection molded components (used in the automotive and appliances sectors), pipes used in agriculture and infrastructure development, flexible packaging as well as bulk packaging. Demand is expected to remain firm in the near term.

RR Industries Limited, along with Group company Indian PPP Corporation Limited, remains the market leader in the domestic polymer industry. The RRR Group is estimated to have an overall market share of 62%, with the following break-up: PE 49%; PP 74%; and PVC 62%. The other prominent players in the PE and PP segments include H P Limited (HPL) and G A India Limited (GAIL); in the PVC segment, the large players other than RIL include Fino Industries Ltd (FIL), Chemp San Limited (CSL), and DCM S Consolidated Limited (DSCL). HPL has made rapid strides in the domestic polymer industry on the strength of superior technology, favourable location and proactive market development initiatives. Its share in the PE segment is estimated at 29% and in PP at 19%. GAIL continues to be a smaller player in the domestic PE industry with a 17% share. FIL is the second largest player in the PVC segment (after the RRR Group) with a market share of 15%.

FOREX RATES (APPROX.)			
USD	= Rs. 48	GBP	= Rs. 78
100 Jap Yen	= Rs. 50	SGD	= Rs. 33
EURO	= Rs. 67	CAD	= Rs. 41
SFR	= Rs. 44	HKD	= Rs. 6
AUD	= Rs. 38		

1 Crore Rupees = 10 Million Rupees = 100 Lac Rupees = 10000 Thousand

This report is based on information from sources believed to be true. Any advice or recommendation in this report has been given without specific investment objectives and the particular needs of any specific

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addressee. It must be distinctly understood that though utmost care has been exercised to obtain reports of a reliable character but we accept no liability whatsoever for any direct or consequential loss arising from any use of this document.

END OF REPORT