

## MIRA INFORM REPORT

<b>Report No. :</b>	547125
<b>Report Date :</b>	31.12.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	TATA INTERNATIONAL DLT PRIVATE LIMITED
<b>Registered Office :</b>	Gat No.281 and 284, Santosh Nagar, Waki (Bham) Khed, Rajgunagar in Khed, Rajgunagar, Pune – 410 501, Maharashtra
<b>Tel. No.:</b>	91- 2135-627305/ 627301
<b>Country :</b>	India
<b>Financials (as on) :</b>	31.03.2018
<b>Date of Incorporation :</b>	29.06.2005
<b>CIN No.:</b> [Company Identification No.]	U34200PN2005PTC152193
<b>Capital Investment / Paid-up Capital :</b>	INR 170.800 Million
<b>TIN No.:</b>	27840528330
<b>PAN No.:</b> [Permanent Account No.]	AACCT2953Q
<b>GSTN :</b> [Goods & Service Tax Registration No.]	27AACCT2953Q1ZQ (Maharashtra) 20AACCT2953Q1Z4 (Jharkhand) 08AACCT2953Q1ZQ (Rajasthan)
<b>Legal Form :</b>	Private Limited Liability Company
<b>Line of Business :</b>	Manufacturer of Trailers. (Registered Activity)
<b>No. of Employees :</b>	Information denied by the management

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

**MIRA's Rating :**

A

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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is joint venture between "Tata International Limited" and "Dutch Lanka Trailer Manufacturers Limited" based in Sri Lanka with 50:50 equity shares.</p> <p>It was incorporated in the year 2005 and is a manufacturer and distributor of trailers.</p> <p>As per financials of March 2018, the company has registered a growth of 85.68% in its revenue as compared to its previous year's revenue and has reported average profit margin of 4.20%.</p> <p>Rating takes into consideration the company's satisfactory track record of business operations marked by healthy net worth base along with comfortable debt coverage indicators and decent liquidity position.</p> <p>Rating also takes into account the strong operational, managerial and financial support that received from its joint venture companies.</p> <p>Further, the company has reported earnings per share of INR 875.66 against its face value of INR 1000.</p> <p>However, rating strength is partially offset by stiff competition from unorganized players in the industry and exposure to cyclical heavy commercial vehicles (HCV) segment.</p> <p>Payments seems to be regular.</p> <p>In view of aforesaid, the company can be considered for business dealings at usual trade terms and conditions.</p>

**NOTES:**

Any query related to this report can be made on e-mail: [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	ICRA
<b>Rating</b>	Long Term Rating=A
<b>Rating Explanation</b>	Adequate degree of safety and low credit risk

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Date	28.06.2018
Rating Agency Name	ICRA
Rating	Short Term Rating=A1
Rating Explanation	Strong degree of safety and carry lowest credit risk
Date	28.06.2018

**RBI DEFAULTERS' LIST STATUS**

Subject's name is not enlisted as a defaulter in the publicly available RBI Defaulters' list.

**EPF (Employee Provident Fund) DEFAULTERS' LIST STATUS**

Subject's name is not enlisted as a defaulter in the publicly available EPF (Employee Provident Fund) Defaulters' list as of 31-03-2018.

**BIFR (Board for Industrial & Financial Reconstruction) LISTING STATUS**

Subject's name is not listed as a Sick Unit in the publicly available BIFR (Board for Industrial & Financial Reconstruction) list as of 31.12.2018

**IBBI (Insolvency and Bankruptcy Board of India) LISTING STATUS**

Subject's name is not listed in the publicly available IBBI (Insolvency and Bankruptcy Board of India) list as of report date.

**INFORMATION DENIED BY**

Name :	Mr. Jaideep
Designation :	Accounts Manager
Contact No.:	91-9552520791
Date :	27.12.2018

**LOCATIONS**

Registered Office/ Factory 1 :	Gat No.281 and 284, Santosh Nagar, Waki (Bham) Khed, Rajgunagar in Khed, Rajgunagar, Pune – 410 501, Maharashtra, India
Tel. No.:	91- 2135-627305/ 627301/ 627309
Mobile No.:	91-9552520791 [Mr. Jaideep]
Fax No.:	91- 2135-627350
E-Mail :	<a href="mailto:manojdas@tildlt.com">manojdas@tildlt.com</a> <a href="mailto:trailers@tildlt.com">trailers@tildlt.com</a> <a href="mailto:hr@tildlt.com">hr@tildlt.com</a> <a href="mailto:aks@tildlt.com">aks@tildlt.com</a>
Website :	<a href="http://www.tildlt.com">http://www.tildlt.com</a>

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<b>Factory 2 :</b>	Plot No. 929/931/935, Khata No. 157, Bargidih Industrial Area, Jamshedpur-831013, Jharkhand, India
<b>Factory 3 :</b>	Plot No E-1, RIICO Industrial Area, NH 79A, Ajmer-305025, Rajasthan, India
<b>Tel. No.:</b>	91-145-5156503
<b>Factory 4 :</b>	S. No. 961, Nighoje Chakan, Taluka Khed, Pune – 410501, Maharashtra, India

**DIRECTORS**

**AS ON: 31.03.2018**

<b>Name :</b>	Mr. Sabyasachi Hajara
<b>Designation :</b>	Director
<b>Address :</b>	8/B, Chowringhee Terrace, Kolkata-700020, West Bengal, India
<b>Date of Birth/Age :</b>	03.12.1952
<b>Qualification :</b>	BSC, Chemical, PGDM & LLB, PGD in Shipping & Maritime
<b>Date of Appointment :</b>	20.04.2016
<b>PAN No.:</b>	ABFPH9916A
<b>DIN No.:</b>	00004485
<b>Name :</b>	Mr. Arun Kumar Vora
<b>Designation :</b>	Director
<b>Address :</b>	S-2, 3 <sup>rd</sup> Floor, Orchid Apartments, Defence Colony, Indiranagar, Bangalore – 560 038, Karnataka, India
<b>Date of Birth/Age :</b>	14.08.1941
<b>Qualification :</b>	BE Mech., PG Industrial Engg.
<b>Date of Appointment :</b>	23.05.2007
<b>DIN No.:</b>	00191774
<b>Name :</b>	Mr. Sumit Shubhadarshan
<b>Designation :</b>	Additional Director
<b>Address :</b>	Shiva Chandra Prasad, Bungalow-A/1, Jaiprabha Complex, Outer Circle Road, Kadma (East), Singhbhum, Jamshedpur-831005, Jharkhand, India
<b>Date of Appointment :</b>	13.10.2018
<b>DIN No.:</b>	07004155
<b>Name :</b>	Mrs. Janaki Chaudhry
<b>Designation :</b>	Director
<b>Address :</b>	B-303, Sterling Seaface Apartments, Dr. Annie Besant Road, Worli, Mumbai-400018, Maharashtra, India
<b>Date of Birth/Age :</b>	31.05.1965
<b>Qualification :</b>	B. Tech Electrical
<b>Date of Appointment :</b>	23.04.2012
<b>PAN No.:</b>	AERPC1100N
<b>DIN No.:</b>	05239358

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<b>Name :</b>	Haturusinghe Arachchige Chamath Prasanna Haturusinghe
<b>Designation :</b>	Director
<b>Address :</b>	No 60 Averiwatte Road, Wattala 11104 Sri Lanka
<b>Date of Birth/Age :</b>	24.12.1967
<b>Qualification :</b>	Mech Engg., MBA
<b>Date of Appointment :</b>	14.07.2016
<b>DIN No.:</b>	07567163
<b>Name :</b>	Mr. Manoj Kumar Jha
<b>Designation :</b>	Director
<b>Address :</b>	521, Princess Park, Plot No. 33, Sector -6 Dwarka, New Delhi-110075, India
<b>Date of Birth/Age :</b>	02.11.1967
<b>Qualification :</b>	CV
<b>Date of Appointment :</b>	21.01.2017
<b>PAN No.:</b>	AADPJ0112B
<b>DIN No.:</b>	07714753

**KEY EXECUTIVES**

<b>Name :</b>	Anjani Kumar Srivastava
<b>Designation :</b>	Manager
<b>Address :</b>	Z-3, Alpha 303, Roseland Residency, Gate No.4 Pimple, Saudagar, Pune-411027, Maharashtra, India
<b>Date of Birth/Age :</b>	15.10.1968
<b>Qualification</b>	PGDBF
<b>Date of Appointment :</b>	17.07.2017
<b>PAN No.:</b>	AOHPS7930J
<b>Name :</b>	Mr. Rajeev Batra
<b>Designation :</b>	Manager
<b>Address :</b>	Flat No. A-202, Sapphire Park Street Near Kalewadi Phata, Wakad, Pune-411057, Maharashtra, India
<b>Date of Birth/Age :</b>	06.07.1974
<b>Qualification</b>	M. Tech
<b>Date of Appointment :</b>	17.07.2017
<b>PAN No.:</b>	ACWPB1590J
<b>Name :</b>	Mr. Jaideep
<b>Designation :</b>	Accounts Manager
<b>Name :</b>	Mr. Anup Manohar Mate
<b>Designation :</b>	Company Secretary
<b>Address :</b>	Flat No. D-103, S. No. 232/3/A, Utsav Homes, Pune-411026, Maharashtra, India
<b>Date of Appointment :</b>	10.09.2018
<b>PAN No.:</b>	BMBPM2591L

**MAJOR SHAREHOLDERS**

AS ON: 14.07.2018

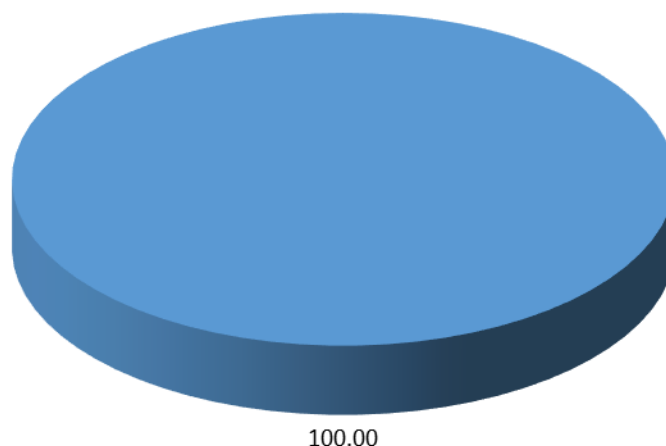
Names of Shareholders	No. of Shares	Percentage of Holding
Tata International Limited, India	85400	50.00
Dutch Lanka Trailer Manufacturers Limited, Sri Lanka	85400	50.00
<b>Total</b>	<b>170800</b>	<b>100.00</b>

AS ON: 14.07.2018

Equity Share Breakup	Percentage of Holding
<b>Category</b>	
Promoters – Body Corporate	100.00
<b>Total</b>	<b>100.00</b>

**Share holding pattern**

■ Promoters – Body Corporate



**BUSINESS DETAILS**

<b>Line of Business :</b>	Manufacturer of Trailers. (Registered Activity)	
<b>Products/ Services :</b>	<b>ITC Code No.</b>	<b>Product Descriptions</b>
	87163900	Other Trailers and Semi- Trailers FR Transport of Goods
	87169010	Repairs and Maint of Trailers
	34	Production, manufacture, buy, sale and distribution of Trailers
<b>Brand Names :</b>	Not Available	
<b>Agencies Held :</b>	Not Available	
<b>Exports :</b>	Not Divulged	
<b>Imports :</b>	Not Divulged	
<b>Terms :</b>	Not Divulged	

**PRODUCTION STATUS – (NOT AVAILABLE)**

**GENERAL INFORMATION**

<b>Suppliers :</b>	<ul style="list-style-type: none"> <li>• Dhanashree Engineers Private Limited</li> <li>• Jai Jagdamba Precision</li> <li>• Metcon Coatings and Chemicals (India) Private Limited</li> <li>• Prospect Engineering</li> <li>• Karla Overseas Precision Engineering Private Limited</li> <li>• Divayank Engineering Private Limited</li> <li>• Excel It Services Private Limited</li> <li>• Nutan Enterprises</li> <li>• Gurutek System Private Limited</li> <li>• Pune Hi-Tech Gas Private Limited</li> <li>• Murzello Engineering Services Private Limited</li> <li>• Vishwadeep Enterprises</li> <li>• Raigad Gas (India) Private Limited</li> </ul>	
<b>Customers :</b>	<b>Reference :</b>	Not Divulged
	<b>Name of the Person :</b>	--
	<b>Contact No.:</b>	--
	<b>Since How Long Known :</b>	--
	<b>Maximum Limit Dealt :</b>	--

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	<b>Experience :</b>	--	
	<b>Remark:</b>	--	
<b>No. of Employees :</b>	Information denied by the management		
<b>Bankers :</b>	<b>Bank Name:</b>	The Honkong and Shanghai Banking Corporation Limited	
	<b>Branch:</b>	52/60, Mahatma Gandhi Road,, Mumbai - 400001, Maharashtra, India	
	<b>Person Name (with Designation):</b>	--	
	<b>Contact Number:</b>	--	
	<b>Name of Account Holder:</b>	--	
	<b>Account Number:</b>	--	
	<b>Account Since (Date/ Year of A/c Opening):</b>	--	
	<b>Average Balance Maintained (Optional):</b>	--	
	<b>Credit Facilities Enjoyed (CC/OD/Term Loan):</b>	--	
	<b>Account Operation:</b>	--	
	<b>Remarks:</b>	--	
		<ul style="list-style-type: none"> <li>• Yes Bank Limited, Galaxy Society, Dhole Paitl Road, Bund Garden, Pune-411001, Maharashtra, India</li> <li>• State Bank of India, Industrial Finance Branch, Kasarwadi, Pimpri, Pune – 411034, Maharashtra, India</li> </ul>	
<b>Facilities :</b>	<b>SECURED LOANS</b>	<b>31.03.2018 (INR In Million)</b>	<b>31.03.2017 (INR In Million)</b>
	<b>LONG-TERM BORROWINGS</b>		
	Term loans from Banks (The Term Loan is secured against first and exclusive charge on entire present and future fixed assets situated at Waki Plant, Ajmer Plant and Nighoje plant, Pune.)	19.248	27.910
	Term loans from others (The Term Loan is secured against first and exclusive charge on entire present and future fixed assets situated at Waki plant, Ajmer Plant and Nighoje plant, Pune)	42.502	20.001
	<b>SHORT TERM BORROWINGS</b>		
	Term loans from banks	49.588	119.900
	<b>Total</b>	<b>111.338</b>	<b>167.811</b>

<b>Financial Institutions:</b>	Tata Capital Financial Services Limited, One Forbes, Dr. V. B. Gandhi Marg, Fort, Mumbai-400001, Maharashtra, India
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<b>Auditors :</b>	
<b>Name :</b>	J.P.J. Associates Chartered Accountants
<b>Address :</b>	D/401, Shantidwar, 'C' and 'D' wing CHS, Santivan, Borivali (East), Mumbai-400066, Maharashtra, India
<b>PAN No.:</b>	AABFJ6339C
<b>Membership No:</b>	157754
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available
<b>Related Parties :</b>	<ul style="list-style-type: none"> <li>• York Transport Equipment (India) Private Limited, India [U60200PN2008FTC146906]</li> <li>• Tata International Limited, India [U51900MH1962PLC012528]</li> <li>• TRF Limited, India [L74210JH1962PLC000700]</li> <li>• Tata International Employees Superannuation Fund</li> <li>• TATA International Employees Gratuity fund</li> </ul>

**CAPITAL STRUCTURE**

**AS ON: 31.03.2018**

**Authorised Capital :**

No. of Shares	Type	Value	Amount
250000	Equity Shares	INR 1000/- each	INR 250.000 Million

**Issued, Subscribed & Paid-up Capital :**

No. of Shares	Type	Value	Amount
170800	Equity Shares	INR 1000/- each	INR 170.800 Million

**FINANCIAL DATA**  
*[all figures are INR Million]*

**ABRIDGED BALANCE SHEET**

SOURCES OF FUNDS	31.03.2018	31.03.2017	31.03.2016
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholders' Funds			
(a) Share Capital	170.800	170.800	170.800
(b) Reserves & Surplus	202.605	51.733	56.262
(c) Money received against share warrants	0.000	0.000	0.000
(2) Share Application money pending allotment	0.000	0.000	0.000
<b>Total Shareholders' Funds (1) + (2)</b>	<b>373.405</b>	<b>222.533</b>	<b>227.062</b>
(3) Non-Current Liabilities			
(a) long-term borrowings	61.750	47.911	40.129
(b) Deferred tax liabilities (Net)	7.960	7.348	3.257
(c) Other long term liabilities	0.000	0.000	0.000
(d) long-term provisions	3.103	0.000	0.000
<b>Total Non-current Liabilities (3)</b>	<b>72.813</b>	<b>55.259</b>	<b>43.386</b>
(4) Current Liabilities			
(a) Short term borrowings	99.588	119.900	57.889
(b) Trade payables	373.537	218.107	174.172
(c) Other current liabilities	197.101	96.243	18.684
(d) Short-term provisions	37.995	20.023	89.116
<b>Total Current Liabilities (4)</b>	<b>708.221</b>	<b>454.273</b>	<b>339.861</b>
<b>TOTAL</b>	<b>1154.439</b>	<b>732.065</b>	<b>610.309</b>
<b>II. ASSETS</b>			
(1) Non-current assets			
(a) Fixed Assets			
(i) Tangible assets	279.361	284.409	260.538
(ii) Intangible Assets	6.034	7.801	1.507
(iii) Capital work-in-progress	5.126	0.000	0.437
(iv) Intangible assets under development	0.000	0.000	0.000
(b) Non-current Investments	0.000	0.000	0.000
(c) Deferred tax assets (net)	0.000	0.000	0.000
(d) Long-term Loan and Advances	0.000	0.000	0.000
(e) Other Non-current assets	13.843	12.275	3.759
<b>Total Non-Current Assets</b>	<b>304.364</b>	<b>304.485</b>	<b>266.241</b>

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(2) Current assets			
(a) Current investments	0.000	0.000	0.000
(b) Inventories	471.600	235.589	195.199
(c) Trade receivables	337.420	128.753	112.973
(d) Cash and cash equivalents	2.428	0.963	0.768
(e) Short-term loans and advances	0.000	0.000	0.000
(f) Other current assets	38.627	62.275	35.128
<b>Total Current Assets</b>	<b>850.075</b>	<b>427.580</b>	<b>344.068</b>
<b>TOTAL</b>	<b>1154.439</b>	<b>732.065</b>	<b>610.309</b>

**PROFIT & LOSS ACCOUNT**

	<b>PARTICULARS</b>	<b>31.03.2018</b>	<b>31.03.2017</b>	<b>31.03.2016</b>
	<b>SALES</b>			
	Income	3556.794	1915.531	1804.394
	Other Income	6.601	18.331	14.790
	<b>TOTAL</b>	<b>3563.395</b>	<b>1933.862</b>	<b>1819.184</b>
<b>Less</b>	<b>EXPENSES</b>			
	Cost of Materials Consumed	2963.081	1619.239	1502.901
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	(75.686)	(29.114)	11.541
	Employees benefits expense	113.309	82.790	57.280
	Other expenses	309.372	194.207	140.921
	<b>TOTAL</b>	<b>3310.076</b>	<b>1867.122</b>	<b>1712.643</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>253.319</b>	<b>66.740</b>	<b>106.541</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	<b>17.280</b>	<b>21.081</b>	<b>16.561</b>
	<b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>	<b>236.039</b>	<b>45.659</b>	<b>89.980</b>
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	<b>15.357</b>	<b>13.021</b>	<b>9.690</b>
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>220.682</b>	<b>32.638</b>	<b>80.290</b>
<b>Less</b>	<b>TAX</b>	<b>71.120</b>	<b>10.777</b>	<b>26.934</b>
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>149.562</b>	<b>21.861</b>	<b>53.356</b>
	<b>Earnings / (Loss) Per Share (INR)</b>	<b>875.66</b>	<b>127.99</b>	<b>311.41</b>

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**CURRENT MATURITIES OF LONG TERM DEBT DETAILS**

PARTICULARS	31.03.2018	31.03.2017	31.03.2016
Current Maturities of Long term debt	28.000	16.750	12.532
Net cash flows from (used in) operations	108.673	27.404	100.003
Net cash flows from (used in) operating activities	38.925	18.921	79.613

**KEY RATIOS**

**EFFICIENCY RATIOS**

PARTICULARS	31.03.2018	31.03.2017	31.03.2016
Average Collection Days (Sundry Debtors / Income * 365 Days)	34.63	24.53	22.85
Account Receivables Turnover (Income / Sundry Debtors)	10.54	14.88	15.97
Average Payment Days (Sundry Creditors / Purchases * 365 Days)	46.01	49.16	42.30
Inventory Turnover (Operating Income / Inventories)	0.54	0.28	0.55
Asset Turnover (Operating Income / Net Fixed Assets)	0.87	0.23	0.41

**LEVERAGE RATIOS**

PARTICULARS	31.03.2018	31.03.2017	31.03.2016
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)	0.69	0.71	0.64
Debt Equity Ratio (Total Liability / Networth)	0.51	0.83	0.49
Current Liabilities to Networth (Current Liabilities / Net Worth)	1.90	2.04	1.50
Fixed Assets to Networth (Net Fixed Assets / Networth)	0.78	1.31	1.16
Interest Coverage Ratio (PBIT / Financial Charges)	14.66	3.17	6.43

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**PROFITABILITY RATIOS**

PARTICULARS		31.03.2018	31.03.2017	31.03.2016
Net Profit Margin ((PAT / Sales) * 100)	%	4.20	1.14	2.96
Return on Total Assets ((PAT / Total Assets) * 100)	%	12.96	2.99	8.74
Return on Investment (ROI) ((PAT / Networth) * 100)	%	40.05	9.82	23.50

**SOLVENCY RATIOS**

PARTICULARS		31.03.2018	31.03.2017	31.03.2016
Current Ratio (Current Assets / Current Liabilities)		1.20	0.94	1.01
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)		0.53	0.42	0.44
G-Score Ratio Financial (Networth / Total Assets)		0.32	0.30	0.37
G-Score Ratio Debt (Debts / Equity Capital)		1.11	1.08	0.65
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		1.20	0.94	1.01

Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

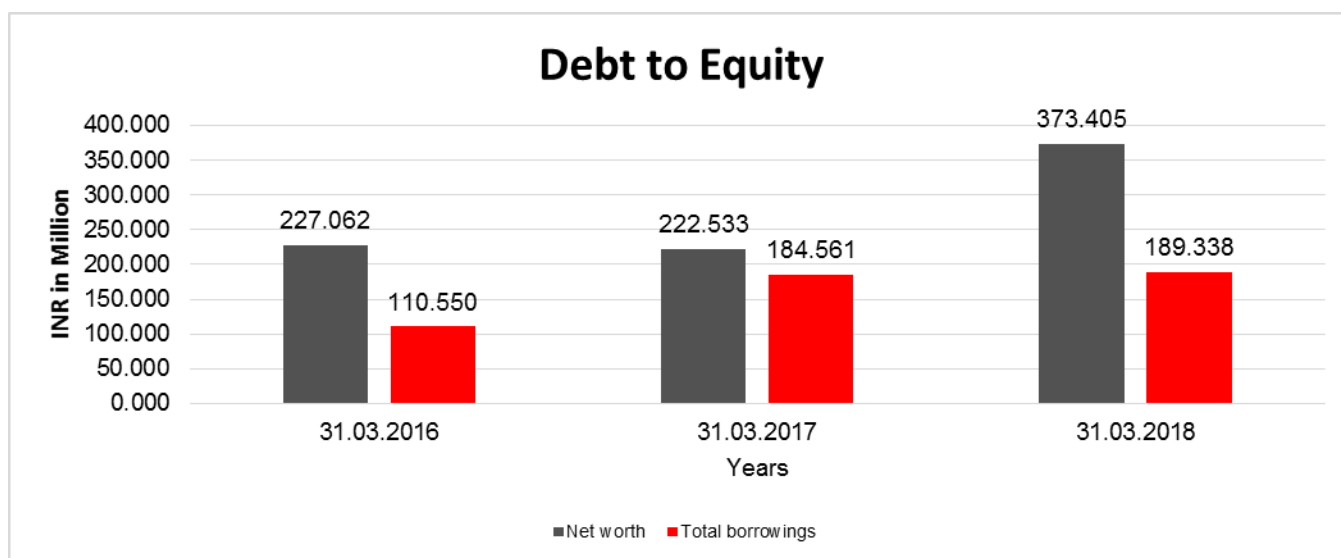
**FINANCIAL ANALYSIS**  
*[all figures are in INR Million]*

**DEBT EQUITY RATIO**

Particular	31.03.2016	31.03.2017	31.03.2018
	INR In Million	INR In Million	INR In Million
Share Capital	170.800	170.800	170.800
Reserves & Surplus	56.262	51.733	202.605
<b>Net worth</b>	<b>227.062</b>	<b>222.533</b>	<b>373.405</b>
long-term borrowings	40.129	47.911	61.750

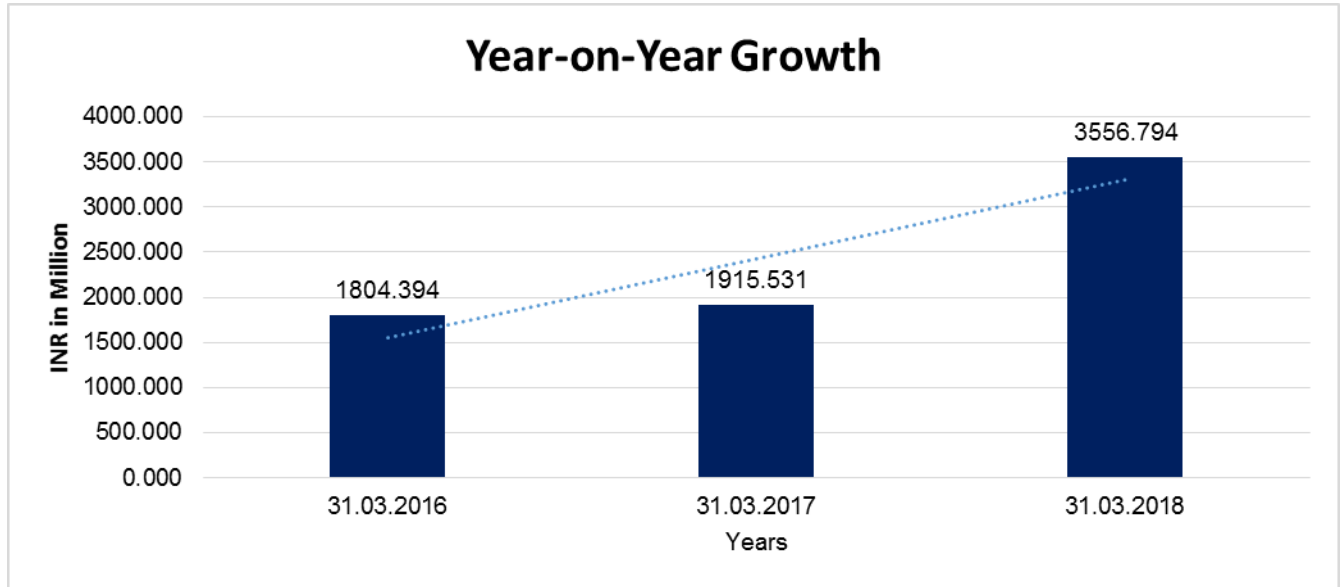
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Short term borrowings	57.889	119.900	99.588
Current maturities of long-term debts	12.532	16.750	28.000
<b>Total borrowings</b>	<b>110.550</b>	<b>184.561</b>	<b>189.338</b>
<b>Debt/Equity ratio</b>	<b>0.487</b>	<b>0.829</b>	<b>0.507</b>



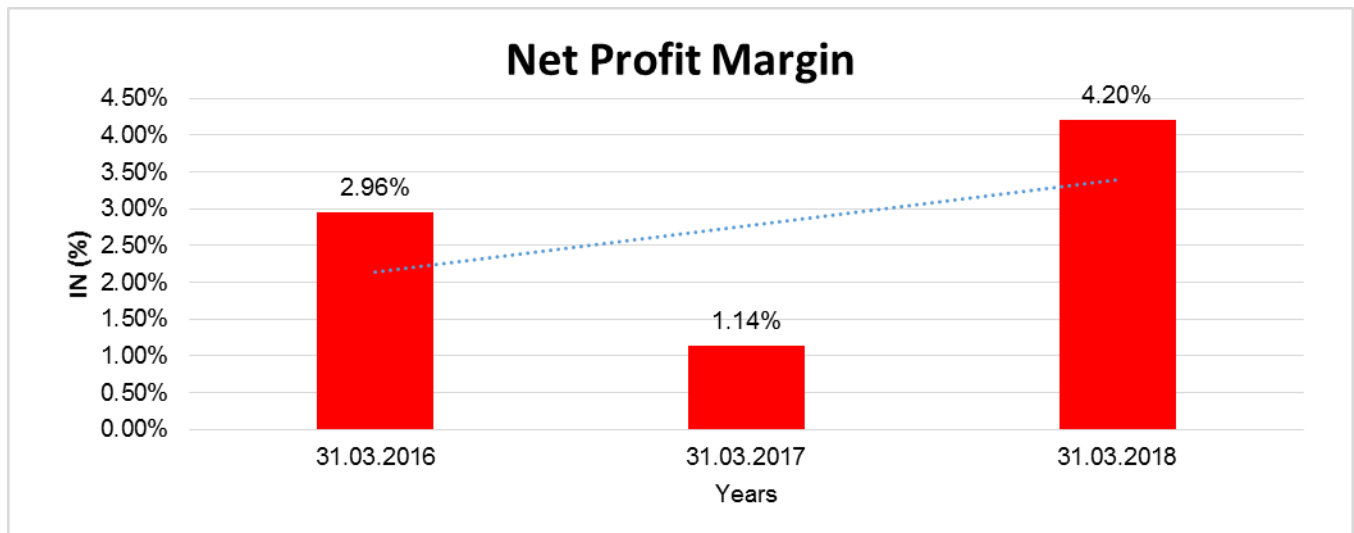
**YEAR-ON-YEAR GROWTH**

Year on Year Growth	31.03.2016	31.03.2017	31.03.2018
	<b>INR In Million</b>	<b>INR In Million</b>	<b>INR In Million</b>
Sales	1804.394	1915.531	3556.794
		<b>6.159</b>	<b>85.682</b>



**NET PROFIT MARGIN**

Net Profit Margin	31.03.2016	31.03.2017	31.03.2018
	INR In Million	INR In Million	INR In Million
Sales	1804.394	1915.531	3556.794
Profit /(Loss)	53.356	21.861	149.562
	<b>2.96%</b>	<b>1.14%</b>	<b>4.20%</b>



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**LOCAL AGENCY FURTHER INFORMATION**

Sr. No.	Check list by info agents	Available in Report (Yes/No)
1	Year of establishment	Yes
2	Constitution of the entity -Incorporation details	Yes
3	Locality of the entity	Yes
4	Premises details	No
5	Buyer visit details	--
6	Contact numbers	Yes
7	Name of the person contacted	Yes
8	Designation of contact person	Yes
9	Promoter's background	Yes
10	Date of Birth of Proprietor / Partners / Directors	Yes
11	Pan Card No. of Proprietor / Partners	Yes
12	Voter Id Card No. of Proprietor / Partners	No
13	Type of business	Yes
14	Line of Business	Yes
15	Export/import details (if applicable)	No
16	No. of employees	No
17	Details of sister concerns	Yes
18	Major suppliers	Yes
19	Major customers	No
20	Banking Details	Yes
21	Banking facility details	Yes
22	Conduct of the banking account	--
23	Financials, if provided	Yes
24	Capital in the business	Yes
25	Last accounts filed at ROC, if applicable	Yes
26	Turnover of firm for last two years	Yes
27	Reasons for variation <> 20%	--
28	Estimation for coming financial year	No
29	Profitability for last three years	Yes
30	Major shareholders, if available	Yes
31	External Agency Rating, if available	Yes
32	Litigations that the firm/promoter involved in	--
33	Market information	--
34	Payments terms	No
35	Negative Reporting by Auditors in the Annual Report	No

### THE STATE OF COMPANY'S AFFAIR

The Company has immensely improved the operational performance from last year and ended by selling 5323 trailers during 2017-2018 against 2868 previous years. The company has made remarkable achievement in terms of selling trailer in open market especially in Maharashtra, Rajasthan, South, UP and Gujarat and Eastern Market.

Considering the market demand and good responses to Tata DLT, company has decided to expand the capacity of Ajmer and Jamshedpur unit, the total capacity of tata DLT will be 9300 trailers per Annuam by end of FY 2019.

During 2017-18, company has created many milestones, it has achieved the sales of 600+ trailers per month The turnover of the Company for the financial year 2017-18 is INR 3546.318 million (inclusive of excise) against INR 1910.989 million during 2016-2017. Company has achieved 86%% growth in the turnover.

### CORPORATED INFORMATION

The Company is a private limited company incorporated in India. It's a Joint Venture. Its parent Companies are Tata International Limited incorporated in India and Dutch Lanka Trailer Manufacturers Limited incorporated in Sri Lanka.

The registered office of the Company is Located at Gate No. 281/284, Santosh Nagar, WAKI, Taluka Khed, Pune, Maharashtra - 410501.

The Company is manufacturer of Trailers.

### UNSECURED LOAN

PARTICULARS	31.03.2018 (INR in Million)	31.03.2017 (INR in Million)
<b>Short-term borrowings</b>		
Term loans from banks	50.000	0.000
<b>Total</b>	<b>50.000</b>	<b>0.000</b>

### INDEX OF CHARGES

SN o	SRN	Charge Id	Charge Holder Name	Date of Creation	Date of Modification	Date of Satisfaction	Amount	Address
1	G316369 62	100068 422	YES BANK LIMITED	06/09/2016	-	-	60000000.0	GALAXY SOCIETY, DHOLE PAITL ROADBUN D GARDENP UNEMH41 1001IN
2	G587597 88	100103 708	YES BANK LIMITED	06/09/2016	29/09/2017	-	60000000.0	NEHRU CENTRE,

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								9TH FLOOR DISCOVERY OF INDIA, DR. A.B.ROAD, WORLIMU MBAIMH40 0018IN
3	G570772 65	102736 78	TATA CAPITAL FINANCIAL SERVICES LIMITED	24/01/201 1	18/09/20 17	-	100000000.0	One Forbes, Dr. V. B. Gandhi Marg, FortMumba iMH400001 IN
4	G570782 30	102644 95	TATA CAPITAL FINANCIAL SERVICES LIMITED	24/01/201 1	18/09/20 17	-	100000000.0	One Forbes, Dr. V. B. Gandhi Marg, FortMumba iMH400001 IN
5	C743785 71	102112 33	State Bank of India Industrial Finance Pimpri Branch	15/02/201 0	30/09/20 15	-	165000000.0	Old Mumbai Pune Highway, Near Kalasagar HotelKasar wadi PimpriPun eMH41101 8IN
6	B267406 62	100267 37	THE HONGKONG AND SHANGHAI BANKING CORPORATION LIMITED	31/10/200 6	31/10/20 11	-	200000000.0	52/60, MAHATMA GANDHI ROAD, FORTMUMBA IMH40000 1IN
7	B285391 95	101237 96	THE HONGKONG AND SHANGHAI BANKING CORPORATION	19/09/200 8	-	12/12/2 011	67000000.0	52/60, MAHATMA GANDHI ROAD, MUMBAI MBIMH40 0001IN

			N LIMITED					
8	B285408 13	100268 13	THE HONGKONG AND SHANGHAI BANKING CORPORATIO N LIMITED	31/10/200 6	-	12/12/2 011	4300000.0	52/60, M G ROAD, FORT, MU MBAIMH40 0001IN
1	G316369 62	100068 422	YES BANK LIMITED	06/09/201 6	-	-	60000000.0	GALAXY SOCIETY, DHOLE PAITL ROADBUN D GARDENP UNEMH41 1001IN
2	G587597 88	100103 708	YES BANK LIMITED	06/09/201 6	29/09/20 17	-	60000000.0	NEHRU CENTRE, 9TH FLOORDIS COVERY OF INDIA, DR. A.B.ROAD, WORLIMU MBAIMH40 0018IN

## FIXED ASSETS

### Tangible Assets

- Land
- Building
- Furniture and Fixture
- Computer
- Plant and Machinery
- Vehicle
- Office Equipment
- Electrical Installations
- Computer Accessories

### Intangible Assets

- Computer Software

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**CMT REPORT (Corruption, Money Laundering & Terrorism)**

The Public Notice information has been collected from various sources including but not limited to: **The Courts, India Prisons Service, Interpol, etc.**

**1] INFORMATION ON DESIGNATED PARTY**

No records exist designating subject or any of its beneficial owners, controlling shareholders or senior officers as terrorist or terrorist organization or whom notice had been received that all financial transactions involving their assets have been blocked or convicted, found guilty or against whom a judgement or order had been entered in a proceedings for violating money-laundering, anti-corruption or bribery or international economic or anti-terrorism sanction laws or whose assets were seized, blocked, frozen or ordered forfeited for violation of money laundering or international anti-terrorism laws.

**2] Court Declaration :**

No records exist to suggest that subject is or was the subject of any formal or informal allegations, prosecutions or other official proceeding for making any prohibited payments or other improper payments to government officials for engaging in prohibited transactions or with designated parties.

**3] Asset Declaration :**

No records exist to suggest that the property or assets of the subject are derived from criminal conduct or a prohibited transaction.

**4] Record on Financial Crime :**

Charges or conviction registered against subject: **None**

**5] Records on Violation of Anti-Corruption Laws :**

Charges or investigation registered against subject: **None**

**6] Records on Int'l Anti-Money Laundering Laws/Standards :**

Charges or investigation registered against subject: **None**

**7] Criminal Records**

No available information exist that suggest that subject or any of its principals have been formally charged or convicted by a competent governmental authority for any financial crime or under any formal investigation by a competent government authority for any violation of anti-corruption laws or international anti-money laundering laws or standard.

**8] Affiliation with Government :**

No record exists to suggest that any director or indirect owners, controlling shareholders, director, officer or employee of the company is a government official or a family member or close business associate of a Government official.

**9] Compensation Package :**

Our market survey revealed that the amount of compensation sought by the subject is fair and reasonable and comparable to compensation paid to others for similar services.

**10] Press Report :**

No press reports / filings exists on the subject.

**CORPORATE GOVERNANCE**

MIRA INFORM as part of its Due Diligence do provide comments on Corporate Governance to identify management and governance. These factors often have been predictive and in some cases have created vulnerabilities to credit deterioration.

Our Governance Assessment focuses principally on the interactions between a company's management, its Board of Directors, Shareholders and other financial stakeholders.

**CONTRAVENTION**

Subject is not known to have contravened any existing local laws, regulations or policies that prohibit, restrict or otherwise affect the terms and conditions that could be included in the agreement with the subject.

**FOREIGN EXCHANGE RATES**

Currency	Unit	INR
US Dollar	1	INR 69.79
UK Pound	1	INR 88.54
Euro	1	INR 79.78

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	RSLN
<b>Analysis Done by :</b>	VVK
<b>Report Prepared by :</b>	MTN

**SCORE FACTORS**

DEMERIT POINTS		
--BANK CHARGES	YES/NO	YES
--LITIGATION	YES/NO	NO
--OTHER ADVERSE INFORMATION	YES/NO	NO
MERIT POINTS		
--SOLE DISTRIBUTORSHIP	YES/NO	NO
--EXPORT ACTIVITIES	YES/NO	NO
--AFFILIATION	YES/NO	YES
--LISTED	YES/NO	NO
--OTHER MERIT FACTORS	YES/NO	YES

**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)

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