

**MIRA INFORM REPORT**

|               |            |
|---------------|------------|
| Report No. :  | 520805     |
| Report Date : | 21.07.2018 |

**IDENTIFICATION DETAILS**

|  |   |
|--|---|
| Name :   | BALSARA ENGINEERING PRODUCTS LIMITED [w.e.f. 22.03.2013]  |
| Formerly Known As :                              | BALSARA ENGINEERING PRODUCTS PRIVATE LIMITED [w.e.f. 01.08.2009]<br>BALSARA FASTENERS PRIVATE LIMITED   |
| Registered Office :                              | SF-273, Kavaraipettai-Sathyavedu Road, 16th Mile Stone, Thanipoondi Post, Gummidipoondi Taluk Thiruvallur – 601202, Tamilnadu   |
| Mob. No.:  | 91-7299967854 [Mr. Raja]  |
| Country :  | India   |
| Financials (as on) :                             | 31.03.2017  |
| Date of Incorporation :                          | 30.03.1995  |
| CIN No.:<br>[Company Identification No.]         | U93090TN1995PLC030736   |
| Capital Investment / Paid-up Capital :           | INR 182.500 Million   |
| IEC No.:<br>[Import-Export Code No.]             | Not Applicable (As informed by the management that firm does not have export and import)  |
| PAN No.:<br>[Permanent Account No.]              | AAACB3040N  |
| GSTN :<br>[Goods & Service Tax Registration No.] | 33AAACB3040N1ZZ   |
| Legal Form :                                     | A Closely Held Public Limited Liability Company.  |
| Line of Business :                               | Manufacturer and Trader of various products such as Cold Roll Formed Sections, SS ERW Tubes and Pipes, SS Special Finish Sheets HRSG Casing Panels, Fabrication Shop, Bright Bars and Coils etc. [Registered Activity and also Confirmed by management] |

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**BALSARA ENGINEERING PRODUCTS LIMITED - 520805**

**PAGE NO. : 2**

|                    |                     |
|--------------------|---------------------|
| No. of Employees : | 110 (Approximately) |
|--------------------|---------------------|

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

|                        |   |
|------------------------|---|
| <b>MIRA's Rating :</b> | A |
|------------------------|---|

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

|                            |  |
|----------------------------|--|
| <b>Status :</b>            | Satisfactory   |
| <b>Payment Behaviour :</b> | Slow but correct   |
| <b>Litigation :</b>        | Clear  |
| <b>Comments :</b>          | <p>Subject was incorporated in the year 1995 and it is having a satisfactory track record.</p> <p>For the financial year 2017, the company has reported a dip in its revenue as compared to its previous year along with thin profit margin during the year.</p> <p>Rating takes into consideration, the satisfactory financial risk profile marked by adequate net worth base and strong debt protection metrics.</p> <p>Rating continues to derive strength from its extensive industry experience of its promoters.</p> <p>However, these rating strength gets partially offset by low profitability margin due to its presence in highly competitive and fragmented industry.</p> <p>Payment seems to be slow but correct.</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.

**ECGC Country Risk Classification List**

| Country Name | Previous Rating<br>(31.12.2017) | Current Rating<br>(01.04.2018) |
|--------------|---------------------------------|--------------------------------|
| India        | A1                              | A1                             |

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| Risk Category        | ECGC Classification |
|----------------------|---------------------|
| Insignificant        | A1                  |
| Low Risk             | A2                  |
| Moderately Low Risk  | B1                  |
| Moderate Risk        | B2                  |
| Moderately High Risk | C1                  |
| High Risk            | C2                  |
| Very High Risk       | D                   |

**EXTERNAL AGENCY RATING**

|                           |               |
|---------------------------|---------------|
| <b>Rating Agency Name</b> | Not Available |
| <b>Rating</b>             | Not Available |
| <b>Rating Explanation</b> | Not Available |
| <b>Date</b>               | Not Available |

**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 21.07.2018.

**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 PARTED BY [GENERAL DETAILS]**

|                      |                  |
|----------------------|------------------|
| <b>Name :</b>        | Mr. Raja         |
| <b>Designation :</b> | Admin Department |
| <b>Contact No.:</b>  | 91-7299967854    |
| <b>Date :</b>        | 19.07.2018       |

**LOCATIONS**

|                            |  |
|----------------------------|--|
| <b>Registered Office :</b> | SF-273, Kavaraipettai-Sathyavedu Road, 16th Mile Stone, Thanipoondi Post, Gummidipoondi Taluk Thiruvallur – 601202, Tamilnadu, India   |
| <b>Tel. No.:</b>           | Not Available  |
| <b>Mobile No.:</b>         | 91-7299967854 [Mr. Raja]   |
| <b>Fax No.:</b>            | Not Available  |
| <b>E-Mail :</b>            | <a href="mailto:admin@balsaragroup.com">admin@balsaragroup.com</a><br><a href="mailto:sales@balsaragroup.com">sales@balsaragroup.com</a><br><a href="mailto:rr.associate@yahoo.com">rr.associate@yahoo.com</a> |
| <b>Location :</b>          | Owned  |
| <b>Locality :</b>          | Commercial   |

**DIRECTORS**

**As on 31.03.2018**

|                              |  |
|------------------------------|--|
| <b>Name :</b>                | Mr. Jitendra Bhandari  |
| <b>Designation :</b>         | Managing Director  |
| <b>Address :</b>             | No. 27-B, Mooker Nallamuthu Street, Parrys, Chennai – 600001, Tamilnadu, India |
| <b>Date of Birth/Age :</b>   | 20.08.1975   |
| <b>Date of Appointment :</b> | 01.04.2008   |
| <b>DIN No.:</b>              | 01681209   |
| <b>Other Directorship:</b>   |  |

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**BALSARA ENGINEERING PRODUCTS LIMITED - 520805**

**PAGE NO. : 5**

| CIN/FCRN   | Company Name                                | Begin Date | End Date |
|--|---|------------|----------|
| U29191TN1997PLC038670  | RESURGENT MARKETING LIMITED                 | 01/10/2008 | -        |
| U74300TN2005PTC055169  | MEDIA MONITORS TECHNOLOGY PRIVATE LIMITED   | 01/10/2008 | -        |
| U27101TN2007PTC062573  | BHANDARI PIPES & FITTINGS PRIVATE LIMITED   | 01/10/2008 | -        |
| U70101TN2008PTC065940  | RESURGENT REALTORS PRIVATE LIMITED          | 01/10/2008 | -        |
| U27300TN2008PTC065941  | BALSARA INDUSTRIAL PRODUCTS PRIVATE LIMITED | 01/10/2008 | -        |
| U45200TN2008PTC067675  | ASTON CONSTRUCTIONS PRIVATE LIMITED         | 01/10/2008 | -        |
| U24117TN2010PTC076667  | BALSARA BIOSCIENCES PRIVATE LIMITED         | 20/07/2010 | -        |
| U24295TN2013PTC092142  | MEDI SALES BIOTECH PRIVATE LIMITED          | 15/07/2013 | -        |
| <b>Name :</b> Mr. Suryaprakash Jawantraj Bhansali  |   |            |          |
| <b>Designation :</b> Wholetime Director  |   |            |          |
| <b>Address :</b> No.121, Bharathi Salai Chennai – 600014, Tamilnadu, India                                 |   |            |          |
| <b>Date of Birth/Age :</b> 10.07.1968  |   |            |          |
| <b>Date of Appointment :</b> 18.05.2012  |   |            |          |
| <b>DIN No.:</b> 05287137   |   |            |          |
| <b>Name :</b> Mr. Aditya Gupta   |   |            |          |
| <b>Designation :</b> Additional Director   |   |            |          |
| <b>Address :</b> No.18 Halls Road 5-E Vijay Towers Kilpauk, Chennai – 600010, Tamilnadu, India             |   |            |          |
| <b>Date of Birth/Age :</b> 26.04.1979  |   |            |          |
| <b>Date of Appointment :</b> 31.03.2017  |   |            |          |
| <b>DIN No.:</b> 06388280   |   |            |          |
| <b>Other Directorship:</b>   |   |            |          |
| CIN/FCRN   | Company Name                                | Begin Date | End Date |
| U27300TN2008PTC065941  | BALSARA INDUSTRIAL PRODUCTS PRIVATE LIMITED | 01/10/2012 | -        |
| <b>Name :</b> Mr. Sridhar Nagarajan  |   |            |          |
| <b>Designation :</b> Additional Director   |   |            |          |
| <b>Address :</b> 2, United India Colony, 2nd Cross Street, Kodambakkam, Chennai – 600024, Tamilnadu, India |   |            |          |
| <b>Date of Appointment :</b> 31.03.2017  |   |            |          |
| <b>DIN No.:</b> 07811957   |   |            |          |

**KEY EXECUTIVES**

|                      |                  |
|----------------------|------------------|
| <b>Name :</b>        | Mr. Raja         |
| <b>Designation :</b> | Admin Department |

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**MAJOR SHAREHOLDERS / SHAREHOLDING PATTERN**

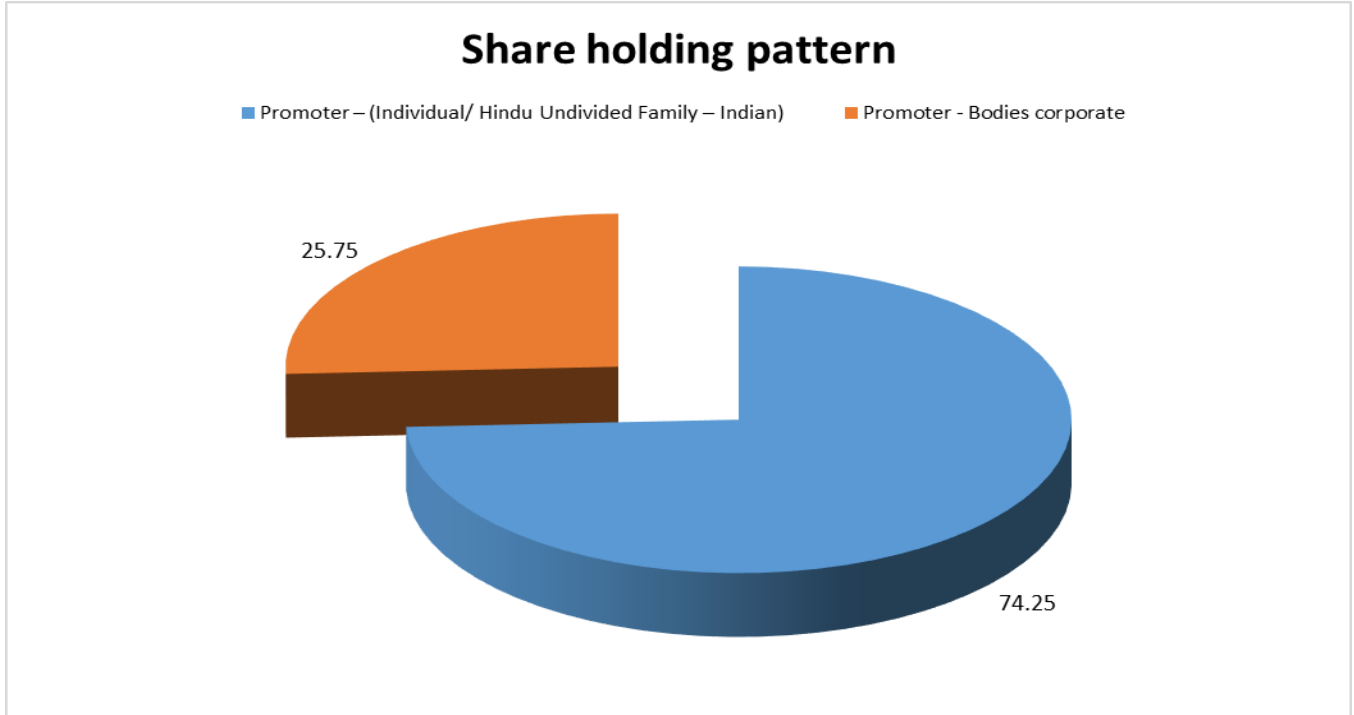
As on 31.03.2016

| Names of Shareholders                 | No. of Shares  |
|---------------------------------------|----------------|
| Bhandari Steel Private Limited, India | 470000         |
| J. Gireesh Kumar Bhandari             | 155000         |
| Reshmi Bhandari                       | 130000         |
| D. Jeetendra Bhandari                 | 980000         |
| Manjula Bhandari                      | 50000          |
| Seema Bhandari                        | 20000          |
| J. Naresh Kumar Bhandari              | 10000          |
| J. Jagdish Kumar Bhandari             | 10000          |
| <b>Total</b>                          | <b>1825000</b> |

**Equity Share Break up (Percentage of Total Equity)**

As on 30.09.2016

| Category   | Percentage    |
|--|---------------|
| Promoter – (Individual/ Hindu Undivided Family – Indian) | 74.25         |
| Promoter - Body corporate                                | 25.75         |
| <b>Total</b>   | <b>100.00</b> |



**BUSINESS DETAILS**

|                           |   |  |
|---------------------------|---|--|
| <b>Line of Business :</b> | Manufacturer and Trader of various products such as Cold Roll Formed Sections, SS ERW Tubes and Pipes, SS Special Finish Sheets HRSG Casing Panels, Fabrication Shop, Bright Bars and Coils etc. [Registered Activity and also Confirmed by management] |  |
| <b>Products :</b>         | <b>NIC Code No.</b>   | <b>Product Description</b>                       |
|                           | 7318  | Non Tread fasteners                              |
|                           | 7301  | Article of Iron and Steel and SS tubes and pipes |
| <b>Brand Names :</b>      | Not Available   |  |
| <b>Agencies Held :</b>    | Not Available   |  |
| <b>Exports :</b>          | Not Available   |  |
| <b>Imports :</b>          | Not Available   |  |
| <b>Terms :</b>            |   |  |
| <b>Selling :</b>          | Advance Payment and Credit  |  |

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**Purchasing :** Advance Payment and Credit

**PRODUCTION STATUS NOT AVAILABLE**

**GENERAL INFORMATION**

|                           |   |   |
|---------------------------|---|---|
| <b>Suppliers :</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>                        | --  |
|                           | <b>Experience :</b>                                 | --  |
|                           | <b>Remark:</b>                                      | --  |
| <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>                        | --  |
|                           | <b>Experience :</b>                                 | --  |
|                           | <b>Remark:</b>                                      | --  |
| <b>No. of Employees :</b> | 110 (Approximately)                                 |   |
| <b>Bankers :</b>          | <b>Bank Name</b>                                    | Axis Bank Limited   |
|                           | <b>Branch</b>                                       | Corporate Branch, Karumithu Nilayam, 192, Annasalai, Chennai – 600002, Tamilnadu, India |
|                           | <b>Person Name (With Designation)</b>               | Mrs. Rama   |
|                           | <b>Contact Number</b>                               | 91-44-28577701  |
|                           | <b>Name of Account Holder</b>                       | --  |
|                           | <b>Account Number</b>                               | 083010300001489 [Not confirmed with banker]   |
|                           | <b>IFSC Code</b>                                    | UTIB0001165 [Not confirmed with banker]   |
|                           | <b>Account Since (Date/Year of Account Opening)</b> | --  |
|                           | <b>Average Balance Maintained (If Possible)</b>     | --  |
|                           | <b>Credit Facilities Enjoyed (If any)</b>           | --  |
|                           | <b>Account Operation</b>                            | --  |
|                           | <b>Remarks (If any)</b>                             | Mrs. Rama Denied to provide any information   |

| Facilities :                     | Secured Loan                | 31.03.2017<br>(INR in Million) | 31.03.2016<br>(INR in Million) |
|----------------------------------|-----------------------------|--------------------------------|--------------------------------|
|                                  | <b>Long-term Borrowings</b> |                                |                                |
| Rupee term loans from others     |                             | 9.695                          | 75.000                         |
| Rupee term loans from banks      |                             | 58.825                         | 29.832                         |
|                                  |                             | 68.52                          | 104.832                        |
| <b>Short-term borrowings</b>     |                             |                                |                                |
| Working capital loans from banks |                             | 337.971                        | 277.495                        |
|                                  |                             |                                |                                |
|                                  | <b>Total</b>                | <b>406.491</b>                 | <b>382.327</b>                 |

|  |   |
|--|---|
| <b>Auditors :</b>  |   |
| <b>Name :</b>  | G Badri Narayana and Company<br>Chartered Accountants   |
| <b>Address :</b>   | No.81, (Old No 61),Peters Road, 1st Floor, Royapettah, Chennai – 600014,<br>Tamilnadu, India  |
| <b>PAN N Income-tax PAN of auditor or auditor's firm :</b> | DBOPS3809D  |
|  |   |
| <b>Memberships :</b>                                       | Not Available   |
|  |   |
| <b>Collaborators :</b>                                     | Not Available   |
|  |   |
| <b>Associates :</b>  | <ul style="list-style-type: none"> <li>• Bhandari Steels Limited<br/>U27105TN1999PLC043575</li> <li>• Salem Steel Suppliers</li> <li>• Balsara Industrial Products Private Limited</li> </ul> |

**CAPITAL STRUCTURE**

As on 31.03.2017

**Authorised Capital :**

| No. of Shares | Type          | Value          | Amount              |
|---------------|---------------|----------------|---------------------|
| 2000000       | Equity Shares | INR 100/- each | INR 200.000 Million |
|               |               |                |                     |

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

| No. of Shares | Type          | Value          | Amount                 |
|---------------|---------------|----------------|------------------------|
| 1825000       | Equity Shares | INR 100/- each | INR 182.500<br>Million |
|               |               |                |                        |

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**FINANCIAL DATA**  
*[all figures are in Rupees Million]*

**ABRIDGED BALANCE SHEET**

| SOURCES OF FUNDS                               | 31.03.2017      | 31.03.2016      | 31.03.2015      |
|--|-----------------|-----------------|-----------------|
| <b>I. EQUITY AND LIABILITIES</b>               |                 |                 |                 |
| (1) Shareholders' Funds                        |                 |                 |                 |
| (a) Share Capital                              | 182.500         | 182.500         | 98.000          |
| (b) Reserves and Surplus                       | 84.662          | 83.030          | 71.826          |
| (c) Money received against share warrants      | 0.000           | 0.000           | 0.000           |
| (d) Minority interest                          | 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>267.162</b>  | <b>265.530</b>  | <b>169.826</b>  |
| (3) Non-Current Liabilities                    |                 |                 |                 |
| (a) long-term borrowings                       | 432.852         | 316.767         | 289.469         |
| (b) Deferred tax liabilities (Net)             | 3.706           | 5.496           | 4.433           |
| (c) Other long-term liabilities                | 0.000           | 0.000           | 0.000           |
| (d) long-term provisions                       | 6.441           | 6.441           | 4.805           |
| <b>Total Non-current Liabilities (3)</b>       | <b>442.999</b>  | <b>328.704</b>  | <b>298.707</b>  |
| (4) Current Liabilities                        |                 |                 |                 |
| (a) Short-term borrowings                      | 337.971         | 277.495         | 261.531         |
| (b) Trade payables                             | 891.025         | 714.803         | 507.720         |
| (c) Other current liabilities                  | 65.192          | 60.165          | 77.691          |
| (d) Short-term provisions                      | 2.520           | 6.534           | 3.500           |
| <b>Total Current Liabilities (4)</b>           | <b>1296.708</b> | <b>1058.997</b> | <b>850.442</b>  |
| <b>TOTAL</b>                                   | <b>2006.869</b> | <b>1653.231</b> | <b>1318.975</b> |
| <b>II. ASSETS</b>                              |                 |                 |                 |
| (1) Non-current assets                         |                 |                 |                 |
| (a) Fixed Assets                               |                 |                 |                 |
| (i) Tangible assets                            | 306.009         | 340.694         | 354.118         |
| (ii) Intangible Assets                         | 0.000           | 0.000           | 0.000           |
| (iii) Tangible assets capital work-in-progress | 0.883           | 3.328           | 1.834           |
| (iv) Intangible assets under development       | 0.000           | 0.000           | 0.000           |
| (b) Non-current Investments                    | 0.400           | 0.400           | 0.400           |
| (c) Deferred tax assets (net)                  | 0.000           | 0.000           | 0.000           |
| (d) Long-term loans and advances               | 9.109           | 3.222           | 3.226           |
| (e) Other Non-current assets                   | 0.000           | 0.000           | 0.000           |
| <b>Total Non-Current Assets</b>                | <b>316.401</b>  | <b>347.644</b>  | <b>359.578</b>  |

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**BALSARA ENGINEERING PRODUCTS LIMITED - 520805**

**PAGE NO. : 11**

|                                   |                 |                 |                 |
|-----------------------------------|-----------------|-----------------|-----------------|
| (2) Current assets                |                 |                 |                 |
| (a) Current investments           | 0.000           | 0.000           | 0.000           |
| (b) Inventories                   | 777.937         | 634.476         | 457.241         |
| (c) Trade receivables             | 826.549         | 607.743         | 400.876         |
| (d) Cash and bank balances        | 44.002          | 27.195          | 21.036          |
| (e) Short-term loans and advances | 41.980          | 36.173          | 80.244          |
| (f) Other current assets          | 0.000           | 0.000           | 0.000           |
| <b>Total Current Assets</b>       | <b>1690.468</b> | <b>1305.587</b> | <b>959.397</b>  |
|                                   |                 |                 |                 |
| <b>TOTAL</b>                      | <b>2006.869</b> | <b>1653.231</b> | <b>1318.975</b> |

**PROFIT & LOSS ACCOUNT**

|             | PARTICULARS   | 31.03.2017      | 31.03.2016      | 31.03.2015      |
|-------------|---|-----------------|-----------------|-----------------|
|             | <b>SALES</b>  |                 |                 |                 |
|             | Total Revenue from operations   | 1167.567        | 1462.068        | 1165.318        |
|             | Other Income  | 11.749          | 2.044           | 4.135           |
|             | <b>TOTAL</b>  | <b>1179.316</b> | <b>1464.112</b> | <b>1169.453</b> |
|             |   |                 |                 |                 |
| <b>Less</b> | <b>EXPENSES</b>   |                 |                 |                 |
|             | Cost of Materials Consumed  | 963.899         | 1196.699        | 925.166         |
|             | Employee benefit expense  | 55.408          | 82.821          | 65.038          |
|             | Other expenses  | 40.467          | 36.050          | 34.543          |
|             | <b>TOTAL</b>  | <b>1059.774</b> | <b>1315.570</b> | <b>1024.747</b> |
|             |   |                 |                 |                 |
|             | <b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b> | <b>119.542</b>  | <b>148.542</b>  | <b>144.706</b>  |
|             |   |                 |                 |                 |
| <b>Less</b> | <b>FINANCIAL EXPENSES</b>   | 69.577          | 77.377          | 89.412          |
|             |   |                 |                 |                 |
|             | <b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>          | <b>49.965</b>   | <b>71.165</b>   | <b>55.294</b>   |
|             |   |                 |                 |                 |
| <b>Less</b> | <b>DEPRECIATION/ AMORTISATION</b>   | 47.602          | 52.789          | 40.162          |
|             |   |                 |                 |                 |
|             | <b>PROFIT/ (LOSS) BEFORE TAX</b>  | <b>2.363</b>    | <b>18.376</b>   | <b>15.132</b>   |
|             |   |                 |                 |                 |
| <b>Less</b> | <b>TAX</b>  | 0.731           | 7.172           | 4.503           |
|             |   |                 |                 |                 |
|             | <b>PROFIT/ (LOSS) AFTER TAX</b>   | <b>1.632</b>    | <b>11.204</b>   | <b>10.629</b>   |
|             |   |                 |                 |                 |
|             | <b>EARNINGS IN FOREIGN CURRENCY</b>                                       |                 |                 |                 |
|             | F.O.B. Value of Exports   | NA              | NA              | 254.371         |
|             | <b>TOTAL EARNINGS</b>   | <b>NA</b>       | <b>NA</b>       | <b>254.371</b>  |

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**BALSARA ENGINEERING PRODUCTS LIMITED - 520805**

**PAGE NO. : 12**

|  |  |             |              |               |
|--|--|-------------|--------------|---------------|
|  |  |             |              |               |
|  | <b>IMPORTS</b>                           |             |              |               |
|  | Raw Materials                            | NA          | NA           | 70.440        |
|  | <b>TOTAL IMPORTS</b>                     | <b>NA</b>   | <b>NA</b>    | <b>70.440</b> |
|  |  |             |              |               |
|  | <b>Earnings / (Loss) Per Share (INR)</b> | <b>0.89</b> | <b>11.37</b> | <b>10.85</b>  |

**CURRENT MATURITIES OF LONG TERM DEBT DETAILS**

| Particulars  | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|--|------------|------------|------------|
| Current Maturities of Long term debt               | 41.840     | 38.985     | 57.856     |
| Net cash flows from (used in) operations           | (85.955)   | (5.418)    | 154.752    |
| Net cash flows from (used in) operating activities | (85.955)   | (5.418)    | 154.752    |

**KEY RATIOS**

**EFFICIENCY RATIOS**

| PARTICULARS  | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|--|------------|------------|------------|
| Average Collection Days<br>[Sundry Debtors / Income * 365]   | 258.39     | 151.72     | 125.56     |
| Account Receivables Turnover<br>[Income / Sundry Debtors]    | 1.41       | 2.41       | 2.91       |
| Average Payment Days [Sundry Creditors /<br>Purchases * 365] | 337.40     | 218.02     | 200.31     |
| Inventory Turnover [Operating Income /<br>Inventories]       | 0.15       | 0.23       | 0.32       |
| Asset Turnover [Operating Income / Net Fixed<br>Assets]      | 0.39       | 0.43       | 0.41       |

**LEVERAGE RATIOS**

| PARTICULARS  | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|--|------------|------------|------------|
| Debt Ratio [(Borrowing + Current Liabilities) / Total<br>Assets] | 0.88       | 0.86       | 0.91       |
| Debt Equity Ratio (Borrowings / NetWorth)                        | 3.04       | 2.38       | 3.59       |

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**BALSARA ENGINEERING PRODUCTS LIMITED - 520805**

**PAGE NO. : 13**

|  |  |      |      |      |
|--|--|------|------|------|
| Current Liabilities to Networth (Current Liabilities / NetWorth) |  | 4.85 | 3.99 | 5.01 |
| Fixed Assets to NetWorth (Net Fixed Assets / NetWorth)           |  | 1.15 | 1.30 | 2.10 |
| Interest Coverage Ratio [PBIT / Financial Charges]               |  | 1.72 | 1.92 | 1.62 |

**PROFITABILITY RATIOS**

| PARTICULARS   |     | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|---|-----|------------|------------|------------|
| Net Profit Margin [(PAT / Sales) * 100]             | (%) | 0.14       | 0.77       | 0.91       |
| Return on Total Assets [(PAT / Total Assets) * 100] | (%) | 0.08       | 0.68       | 0.81       |
| Return on Investment (ROI) [(PAT / NetWorth) * 100] | (%) | 0.61       | 4.22       | 6.26       |

**SOLVENCY RATIO**

| PARTICULARS  |  | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|--|--|------------|------------|------------|
| Current Ratio [Current Assets / Current Liabilities]                       |  | 1.30       | 1.23       | 1.13       |
| Quick Ratio [(Current Assets - Inventories) / Current Liabilities]         |  | 0.70       | 0.63       | 0.59       |
| G-Score Ratio Financial [NetWorth / Total Assets]                          |  | 0.13       | 0.16       | 0.13       |
| G-Score Ratio Debt [Debts / Equity Capital]                                |  | 4.45       | 3.47       | 6.21       |
| G-Score Ratio Liquidity [Total Current Assets / Total Current Liabilities] |  | 1.30       | 1.23       | 1.13       |

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

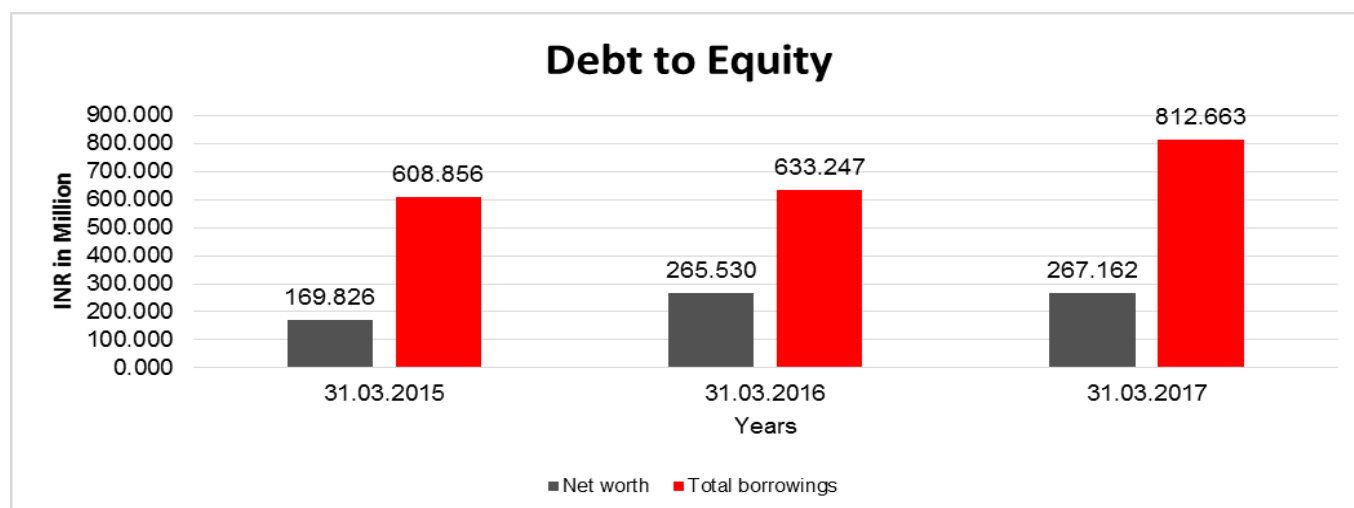
**FINANCIAL ANALYSIS**  
*[all figures are in INR Million]*

**DEBT EQUITY RATIO**

| Particular         | 31.03.2015<br>(INR In Million) | 31.03.2016<br>(INR In Million) | 31.03.2017<br>(INR In Million) |
|--------------------|--------------------------------|--------------------------------|--------------------------------|
| Share Capital      | 98.000                         | 182.500                        | 182.500                        |
| Reserves & Surplus | 71.826                         | 83.030                         | 84.662                         |

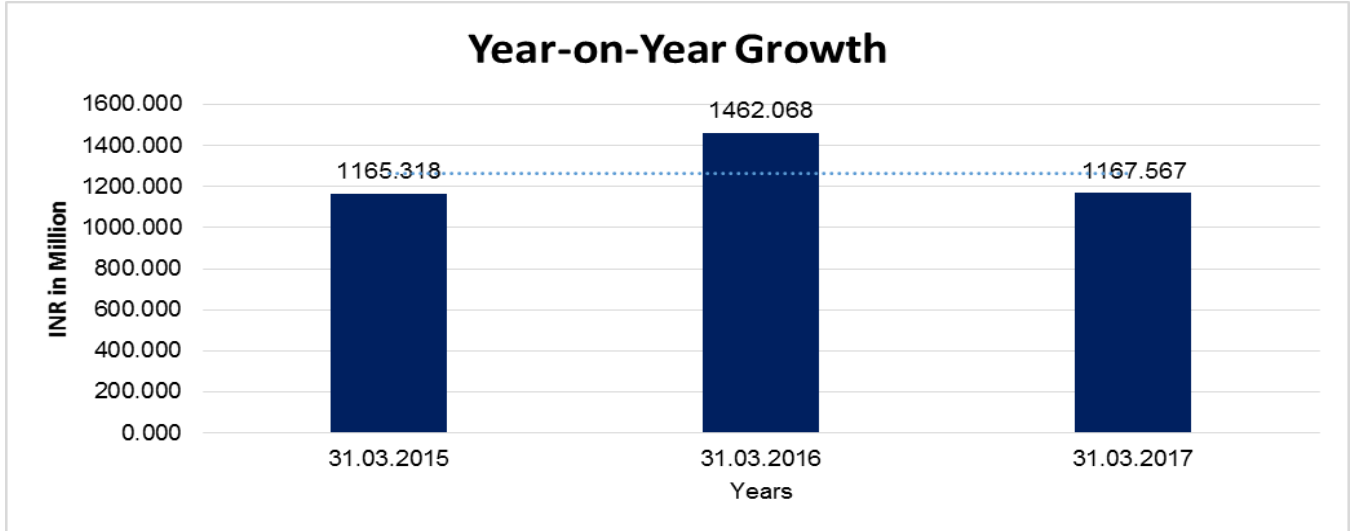
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|   |                |                |                |
|---|----------------|----------------|----------------|
| Money received against share warrants     | 0.000          | 0.000          | 0.000          |
| Share Application money pending allotment | 0.000          | 0.000          | 0.000          |
| <b>Net worth</b>                          | <b>169.826</b> | <b>265.530</b> | <b>267.162</b> |
| Long-term borrowings                      | 289.469        | 316.767        | 432.852        |
| Short term borrowings                     | 261.531        | 277.495        | 337.971        |
| Current maturities of long-term debts     | 57.856         | 38.985         | 41.840         |
| <b>Total borrowings</b>                   | <b>608.856</b> | <b>633.247</b> | <b>812.663</b> |
| <b>Debt/Equity ratio</b>                  | <b>3.585</b>   | <b>2.385</b>   | <b>3.042</b>   |



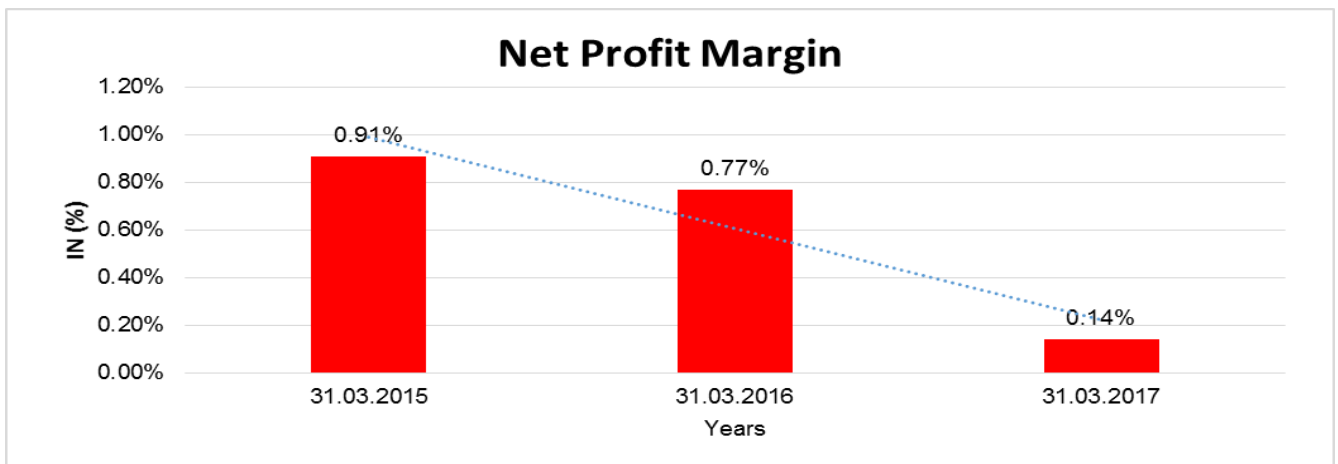
**YEAR-ON-YEAR GROWTH**

| Year on Year Growth | 31.03.2015<br>(INR In Million) | 31.03.2016<br>(INR In Million) | 31.03.2017<br>(INR In Million) |
|---------------------|--------------------------------|--------------------------------|--------------------------------|
| Sales               | 1165.318                       | 1462.068                       | 1167.567                       |
|                     |                                | <b>25.465</b>                  | <b>(20.143)</b>                |



**NET PROFIT MARGIN**

| Net Profit Margin | 31.03.2015       | 31.03.2016       | 31.03.2017       |
|-------------------|------------------|------------------|------------------|
|                   | (INR In Million) | (INR In Million) | (INR In Million) |
| Sales             | 1165.318         | 1462.068         | 1167.567         |
| Profit/ (Loss)    | 10.629           | 11.204           | 1.632            |
|                   | <b>0.91 %</b>    | <b>0.77 %</b>    | <b>0.14 %</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                                    | Yes                          |
| 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                                    | Yes                          |
| 17      | Details of sister concerns                          | Yes                          |
| 18      | Major suppliers                                     | No                           |
| 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 three 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                | No                           |
| 32      | Litigations that the firm/promoter involved in      | --                           |
| 33      | Market information                                  | --                           |
| 34      | Payments terms                                      | Yes                          |
| 35      | Negative Reporting by Auditors in the Annual Report | No                           |

**UNSECURED LOAN**

| Unsecured Loan                    | 31.03.2017<br>(INR in Million) | 31.03.2016<br>(INR in Million) |
|-----------------------------------|--------------------------------|--------------------------------|
| <b>Long-term Borrowings</b>       |                                |                                |
| Loans and advances from others    | 243.655                        | 175.714                        |
| Loans and advances from directors | 120.677                        | 36.221                         |
| <b>Total</b>                      | <b>364.332</b>                 | <b>211.935</b>                 |

**CORPORATE INFORMATION**

Subject is a Public Limited Company domiciled and headquartered in Chennai, Tamil Nadu, India. It is incorporated under the Companies Act, 1956. The Company is primarily engaged in the business of manufacture & trading of various products such as Cold Roll Formed Sections, SS ERW Tubes and Pipes, SS Special Finish Sheets HRSG Casing Panels, Fabrication Shop, Bright Bars and Coils etc

**REVIEW OF PERFORMANCE**

Despite a challenging macroeconomic environment and intense competitive landscape, The Company has achieved a total turnover of INR 1179.300 Million in the financial year 2016-17 as against INR 1120.300 Million in the previous year. The EBITDA of the Company for the financial year 2016-17 is INR 23.620 Million as against INR 18.300 Million in the previous year.

**INDEX OF CHARGES:**

| Charges Registered |               |              |  |                  |                      |                      |             |   |
|--------------------|---------------|--------------|--|------------------|----------------------|----------------------|-------------|---|
| S No               | SRN           | Charge Id    | Charge Holder Name                               | Date of Creation | Date of Modification | Date of Satisfaction | Amount      | Address   |
| 1                  | C7829<br>9146 | 10618<br>639 | THE<br>KARUR<br>VYSYA<br>BANK<br>LIMITED         | 12/01/<br>2016   | -                    | -                    | 300000000.0 | GROUND FLOOR, 37<br>WHITES<br>ROADCHENNAICHENNAI<br>TN600014IN                                |
| 2                  | C5972<br>1068 | 10581<br>683 | State<br>Bank of<br>India                        | 29/06/<br>2015   | -                    | -                    | 50000000.0  | SME Branch, Prasanth<br>Real Gold TowersNo.39<br>North Usman Road,T<br>NagarChennaiTN600017IN |
| 3                  | C6756<br>0532 | 10515<br>166 | TATA<br>CAPITAL<br>FINANCI<br>AL<br>SERVICE<br>S | 30/06/<br>2014   | 26/08/2<br>015       | -                    | 35000000.0  | One Forbes,Dr. V. B.<br>Gandhi Marg,<br>FortMumbaiMH400001IN                                  |

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**BALSARA ENGINEERING PRODUCTS LIMITED - 520805**

**PAGE NO. : 18**

|   |               |              |   |                |                |                |             |  |
|---|---------------|--------------|---|----------------|----------------|----------------|-------------|--|
|   |               |              | LIMITED   |                |                |                |             |  |
| 4 | B7083<br>1219 | 10412<br>028 | Axis Bank<br>Limited  | 08/02/<br>2013 | -              | -              | 20000000.0  | Corporate Banking<br>Branch,Karumuthu<br>NilayamNo.192 Anna<br>SalaiChennaiTN600002IN        |
| 5 | B9214<br>8576 | 10394<br>747 | TATA<br>CAPITAL<br>FINANCI<br>AL<br>SERVICE<br>S<br>LIMITED | 14/12/<br>2012 | 26/11/2<br>013 | -              | 56000000.0  | One Forbes,Dr. V. B.<br>Gandhi Marg,<br>FortMumbaiMH400001IN                                 |
| 6 | G3888<br>4193 | 10136<br>417 | Axis Bank<br>Limited  | 28/11/<br>2008 | 17/10/2<br>016 | -              | 225000000.0 | Corporate Banking<br>BranchNo.192 Anna<br>SalaiChennaiTN600002IN                             |
| 7 | G3801<br>8495 | 10424<br>261 | Canara<br>Bank  | 16/03/<br>2013 | 10/03/2<br>014 | 01/03/2<br>017 | 220000000.0 | CANARA BANK,OLD<br>NO.7, NEW NO.4,<br>JAMBULINGAM<br>STREETNUNGAMBAKKA<br>MCHENNAITN600034IN |
| 8 | B1601<br>3336 | 10026<br>372 | STATE<br>BANK OF<br>TRAVAN<br>CORE                          | 16/10/<br>2006 | -              | 09/07/2<br>011 | 7500000.0   | ANNA NAGAR EAST<br>BRANCHD-105 I MAIN<br>ROAD ANNA NAGAR<br>EASTCHENNAITN600102I<br>N        |

**FIXED ASSETS**

- Land
- Buildings
- Furniture and fixtures
- Office building
- Vehicles
- Motor vehicles
- Computer equipments

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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 68.85 |
| UK Pound  | 1    | INR 89.67 |
| Euro      | 1    | INR 80.31 |

**INFORMATION DETAILS**

|                           |     |
|---------------------------|-----|
| Information Gathered by : | NGK |
| Analysis Done by :        | PRA |
| Report Prepared by :      | JYO |

**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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