

## MIRA INFORM REPORT

Report No. :	533051
Report Date :	05.10.2018

### IDENTIFICATION DETAILS

Name :	DEUTZ ASIA-PACIFIC (PTE.) LTD.
Formerly Known As :	DEUTZ POWER SYSTEMS ASIA PACIFIC PTE. LTD.
Registered Office :	10, Gul Crescent, 629523
Country :	Singapore
Financials (as on) :	31.12.2017
Date of Incorporation :	08.01.2007
Com. Reg. No.:	200700357G
Legal Form :	Private Limited (Limited By Share)
Line of Business :	The subject is engaged in the trading of engines, gensets, power generating sets and its related parts and components.
No. of Employees :	31

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A+
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Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

Status :	Good
Payment Behaviour :	Regular
Litigation :	Clear

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**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 (31.12.2017)	Current Rating (01.04.2018)
Singapore	A1	A1

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

**SINGAPORE - ECONOMIC OVERVIEW**

Singapore has a highly developed and successful free-market economy. It enjoys an open and corruption-free environment, stable prices, and a per capita GDP higher than that of most developed countries. Unemployment is very low. The economy depends heavily on exports, particularly of electronics, petroleum products, chemicals, medical and optical devices, pharmaceuticals, and on Singapore's vibrant transportation, business, and financial services sectors.

The economy contracted 0.6% in 2009 as a result of the global financial crisis, but has continued to grow since 2010. Growth from 2012-2017 was slower than during the previous decade, a result of slowing structural growth - as Singapore reached high-income levels - and soft global demand for exports. Growth recovered to 3.6% in 2017 with a strengthening global economy.

The government is attempting to restructure Singapore's economy to reduce its dependence on foreign labor, raise productivity growth, and increase wages amid slowing labor force growth and an aging population. Singapore has attracted major investments in advanced manufacturing, pharmaceuticals, and medical technology production and will continue efforts to strengthen its position as Southeast Asia's leading financial and technology hub. Singapore is a signatory of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), and a party to the Regional Comprehensive Economic Partnership (RCEP) negotiations with nine other ASEAN members plus Australia, China, India, Japan, South Korea, and New Zealand. In 2015, Singapore formed, with the other ASEAN members, the ASEAN Economic Community.

Source : CIA

## **EXECUTIVE SUMMARY**

REGISTRATION NO.	: 200700357G
COMPANY NAME	: <b>DEUTZ ASIA-PACIFIC (PTE.) LTD.</b>
FORMER NAME	: DEUTZ POWER SYSTEMS ASIA PACIFIC PTE. LTD. (26/06/2007)
INCORPORATION DATE	: 08/01/2007
COMPANY STATUS	: EXIST
LEGAL FORM	: PRIVATE LIMITED (LIMITED BY SHARE)
LISTED STATUS	: NO
REGISTERED ADDRESS	: 10, GUL CRESCENT, 629523, SINGAPORE.
BUSINESS ADDRESS	: 10, GUL CRESCENT, 629523, SINGAPORE.
TEL.NO.	: 65-66727800
FAX.NO.	: 65-62641779
EMAIL	: DAP@DEUTZ.COM
WEB SITE	: WWW.DEUTZ.COM.SG
CONTACT PERSON	: CHRISTIAN ZUERNSTEIN ( DIRECTOR )
PRINCIPAL ACTIVITY	: TRADING OF ENGINES, GENSETS, POWER GENERATING SETS AND ITS RELATED PARTS AND COMPONENTS
ISSUED AND PAID UP CAPITAL	: 5,000,000.00 ORDINARY SHARE, OF A VALUE OF SGD 5,000,000.00
SALES	: EUR 64,035,505 [2017]
NET WORTH	: EUR 8,665,265 [2017]
STAFF STRENGTH	: 31 [2018]
LITIGATION	: CLEAR
FINANCIAL CONDITION	: STABLE
PAYMENT	: REGULAR
MANAGEMENT	: AVERAGE
CAPABILITY	
COMMERCIAL RISK	: LOW
CURRENCY EXPOSURE	: MODERATE
GENERAL REPUTATION	: SATISFACTORY
INDUSTRY OUTLOOK	: MARGINAL GROWTH

## **HISTORY / BACKGROUND**

The Subject is a private limited company and is allowed to have a minimum of one and a maximum of forty-nine shareholders. As a private limited company, the Subject must have at least two directors. A private limited company is a separate legal entity from its shareholders. As a separate legal entity, the Subject is capable of owning assets, entering into contracts, sue or be sued by other companies. The liabilities of the shareholders are to the extent of the equity they have taken up and the creditors cannot claim on shareholders' personal assets even if the Subject is insolvent. The Subject is governed by the Companies Act and the company must file its annual returns, together with its financial statements with the Registrar of Companies.

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The Subject is principally engaged in the (as a / as an) trading of engines, gensets, power generating sets and its related parts and components.

The immediate and ultimate holding company of the Subject is DEUTZ AG, a company incorporated in GERMANY.

**Share Capital History**

**Date Issue & Paid Up Capital**  
04/10/2018 SGD 5,000,000.00

The major shareholder(s) of the Subject are shown as follows :

**Current Shareholder(s) :**

Name	Address	IC/PP/Loc No	Shareholding	(%)
DEUTZ AG	OTTOSTRASSE, 1. D-51149, COLOGNE GERMANY	S96UF0391	5,000,000.00	100.00
			----- 5,000,000.00 =====	----- 100.00 =====

+ Also Director

**DIRECTORS**

**DIRECTOR 1**

Name Of Subject : CHRISTIAN ZUERNSTEIN  
Address : 13, LANE 55, LIANMIN RD QINGPU DISTRICT, SHANGHAI, PRC, CHINA.  
IC / PP No : C4JH9LH51  
Nationality : GERMAN  
Date of : 31/07/2018  
Appointment :

**INTEREST CHECK**

Interest in : see below  
companies  
Interest in business : none in our databank  
Former interest : none in our databank

**INTEREST IN COMPANY**

No	Local No	Company	Designation	App Date	Shareholding No. %	Profit/(loss) After Tax	Financial Year	Status	As At
1	20070035 7G	DEUTZ ASIA-	Director	31/07/20 18	0.00 -	EUR2,169,31 5.00	2017	-	04/10/20 18

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PACIFI  
C  
(PTE.)  
LTD.

**DIRECTOR 2**

Name Of Subject : WELLENZOHN MICHAEL FRANZ HEINRICH  
Address : IM ZOLLHAFEN, 14A, D-50678, KOLN, GERMANY.  
IC / PP No : X3833500  
Nationality : SWISS  
Date of : 01/02/2014  
Appointment

**INTEREST CHECK**

Interest in : see below  
companies  
Interest in business : none in our databank  
Former interest : none in our databank

**INTEREST IN COMPANY**

<b>N</b>	<b>Local No</b>	<b>Compa ny</b>	<b>Designati on</b>	<b>App Date</b>	<b>Shareholdi ng No. %</b>	<b>Profit/(loss) After Tax</b>	<b>Financi al Year</b>	<b>Statu s</b>	<b>As At</b>
1	20070035 7G	DEUTZ ASIA- PACIFI C (PTE.) LTD.	Director	01/02/20 14	0.00 -	EUR2,169,31 5.00	2017	-	04/10/20 18

**DIRECTOR 3**

Name Of Subject : CHEE KIM TIAN  
Address : 103, CASHEW ROAD, 08-03, CASHEW HEIGHTS, 679674, SINGAPORE.  
IC / PP No : S2581693E  
Nationality : SINGAPOREAN  
Date of : 31/07/2018  
Appointment

**INTEREST CHECK**

Interest in : see below  
companies  
Interest in business : none in our databank  
Former interest : none in our databank

**INTEREST IN COMPANY**

N o	Local No	Compa ny	Designati on	App Date	Shareholdi ng		Profit/(loss) After Tax	Financi al Year	Statu s	As At
					No.	%				
1	20070035 7G	DEUTZ ASIA- PACIFI C (PTE.) LTD.	Director	31/07/20 18	0.00	-	EUR2,169,31 5.00	2017	-	04/10/20 18

**MANAGEMENT**

- 1) Name of Subject Position : CHRISTIAN ZUERNSTEIN  
: DIRECTOR

**AUDITOR**

Firm No	Firm Name	Address	As At Date
	PRICEWATERHOUSECOOPERS LLP	N/A	31/12/2017

**COMPANY SECRETARIES**

- 1) Company Secretary IC / PP No Address Date of Appointment : KOK THIAM FAH  
: S1180773I  
: 44, MARINE CRESCENT, 16-14, 440044, SINGAPORE.  
: 08/05/2007

**BANKING**

No Banker found in our databank.

## **ENCUMBRANCE (S)**

No encumbrance was found in our databank at the time of investigation.

## **CIVIL LITIGATION CHECK - SUBJECT COMPANY AS A DEFENDANT**

*\* A check has been conducted in our databank against the Subject whether the subject has been involved in any litigation.*

No legal action was found in our databank.

No winding up petition was found in our databank.

## **PAYMENT RECORD**

### SOURCES OF RAW MATERIALS:

Local : YES  
Overseas : YES

The Subject refused to provide any name of trade/service supplier and we are unable to conduct any trade enquiry. However, from financial historical data we conclude that :

### OVERALL PAYMENT HABIT

Prompt 0-30 Days	[ ]	Good 31-60 Days	[ X ]	Average 61-90 Days	[ ]
Fair 91-120 Days	[ ]	Poor >120 Days	[ ]		

## **CLIENTELE**

Local : YES  
Domestic Markets : SINGAPORE  
Overseas : YES  
Export Market : ASIA PACIFIC  
Credit Term : N/A  
Payment Mode : CHEQUES  
TELEGRAPHIC TRANSFER (TT)

## **OPERATIONS**

Goods : ENGINES, GENSETS, POWER GENERATING SETS AND ITS RELATED PARTS AND  
Traded COMPONENTS

Total Number of Employees:  
YEAR 2018

GROUP N/A  
COMPANY 31

Branch : NO  
Other Information:

The Subject is principally engaged in the (as a / as an) trading of engines, gensets, power generating sets and its related parts and components.

The Subject offers a full range of services, ranging from engine and spare parts sales to technical and service support.

The Subject serves customers in the region through a wide network of distributors and service dealers.

The Subject offers efficient, flexible and compact engine systems producing 19 to 620 kW up to the current EU emission Stage IV / U.S. EPA Tier 4.

The Subject also offers a broad portfolio of add-on components that provide a perfect match to engine - right up to complete Power Packs.

The Subject sells the products based on customer's demands and requirement.

## **CURRENT INVESTIGATION**

Latest fresh investigations carried out on the Subject indicated that :

Telephone Number Provided By : (65) 62647800 (65) 62653007, 62641779

Client

Current Telephone Number : 65-66727800

Match : NO

Address Provided by Client : 10, GUL CRESCENT, 629523 SINGAPORE

Current Address : 10, GUL CRESCENT, 629523, SINGAPORE.

Match : YES

### **Other Investigations**

We have contacted one of the staff from the Subject and she provided some information.

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The contact number provided at 6562647800 and 6562653007 are not answered. The contact number provided at 6562641779 belongs to the Subject's fax number.

The Subject refused to disclose its bankers.

## **FINANCIAL ANALYSIS**

### **Profitability**

Turnover	:	Increased	[	2013 - 2017	]
Profit/(Loss) Before Tax	:	Increased	[	2013 - 2017	]
Return on Shareholder Funds	:	Acceptable	[	25.03%	]
Return on Net Assets	:	Acceptable	[	29.77%	]

The Subject's turnover increased steadily as the demand for its products / services increased due to the goodwill built up over the years. The Subject's management have been efficient in controlling its operating costs. The Subject's management had generated acceptable return for its shareholders using its assets.

### **Working Capital Control**

Stock Ratio	:	Favourable	[	37 Days	]
Debtor Ratio	:	Favourable	[	53 Days	]
Creditors Ratio	:	Favourable	[	3 Days	]

The Subject's stocks were moving fast thus reducing its holding cost. This had reduced funds being tied up in stocks. The favourable debtors' days could be due to the good credit control measures implemented by the Subject. The Subject had a favourable creditors' ratio where the Subject could be taking advantage of the cash discounts and also wanting to maintain goodwill with its creditors.

### **Liquidity**

Liquid Ratio	:	Favourable	[	1.25 Times	]
Current Ratio	:	Unfavourable	[	1.97 Times	]

A minimum liquid ratio of 1 should be maintained by the Subject in order to assure its creditors of its ability to meet short term obligations and the Subject was in a good liquidity position. Thus, we believe the Subject is able to meet all its short term obligations as and when they fall due.

### **Solvency**

Interest Cover	:	Favourable	[	569.15 Times	]
Gearing Ratio	:	Favourable	[	0.00 Times	]

The interest cover showed that the Subject was able to service the interest. The favourable interest cover could indicate that the Subject was making enough profit to pay for the interest accrued. The Subject had no gearing and hence it had virtually no financial risk. The Subject was financed by its shareholders' funds and internally generated fund. During the economic downturn, the Subject, having a zero gearing, will be able to compete better than those which are highly geared in the same industry.

### **Overall Assessment :**

Generally, the Subject's performance has improved with higher turnover and profit. The Subject was in good liquidity position with its total current liabilities well covered by its total current assets. With its current net assets, the Subject should be able to repay its short term obligations. With the favourable interest cover, the Subject could be able to service all the accrued interest without facing any difficulties. The Subject was a zero gearing company, it was solely dependant on its shareholders to provide funds to finance its business. The Subject has good chance of getting loans, if the needs arises.

**Overall financial condition of the Subject : STABLE**

## **SINGAPORE ECONOMIC / INDUSTRY OUTLOOK**

<b>Major Economic Indicators :</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017*</b>
Population (Million)	5.40	5.47	5.54	5.61	5.61
Gross Domestic Products ( % )	5.1	3.9	2.2	2.4	3.6
Consumer Price Index	2.4	1.0	(0.5)	(0.5)	0.6
Total Imports (Million)	466,762.0	463,779.1	407,767.9	398,372.0	403,300.0
Total Exports (Million)	513,391.0	518,922.7	476,285.4	468,552.0	466,900.0
Unemployment Rate (%)	1.9	1.9	1.9	2.1	-
Tourist Arrival (Million)	15.46	15.01	15.23	16.28	-
Hotel Occupancy Rate (%)	86.3	85.5	84.0	83.1	84.7
Cellular Phone Subscriber (Million)	1.97	1.98	1.99	-	-
Registration of New Companies (No.)	37,288	41,589	34,243	35,227	37,395
Registration of New Companies (%)	9.8	11.5	(17.7)	2.9	6.2
Liquidation of Companies (No.)	17,369	18,767	21,384	23,218	22,379
Liquidation of Companies (%)	(5.3)	8.0	13.9	8.6	(3.6)
Registration of New Businesses (No.)	22,893	35,773	28,480	27,120	22,148
Registration of New Businesses (%)	1.70	56.30	(20.39)	(4.78)	(18.33)
Liquidation of Businesses (No.)	22,598	22,098	26,116	35,866	24,344
Liquidation of Businesses (%)	0.5	(2.2)	18.2	37.3	(32.1)
Bankruptcy Orders (No.)	1,992	1,757	1,776	1,797	1,638
Bankruptcy Orders (%)	14.0	(11.8)	1.0	1.2	(8.9)
Bankruptcy Discharges (No.)	2,584	3,546	3,499	4,359	2,030
Bankruptcy Discharges (%)	37.4	37.2	(1.3)	24.6	(53.4)
<b>INDUSTRIES ( % of Growth ) :</b>					
<b>Agriculture</b>					
Production of Principal Crops	1.78	4.29	3.04	-	-
Fish Supply & Wholesale	(3.8)	(8.6)	(8.5)	(9.9)	-
<b>Manufacturing #</b>					
Food, Beverages & Tobacco	97.9	99.4	100.0	103.7	110.3
Textiles	119.5	102.7	100.0	92.4	84.4
Wearing Apparel	334.1	212.6	100.0	83.4	88.2
Leather Products & Footwear	122.0	106.5	100.0	88.8	79.0
Wood & Wood Products	103.0	107.2	100.0	95.0	92.9
Paper & Paper Products	104.4	104.5	100.0	97.3	96.1
Printing & Media	113.8	105.968	100.0	85.1	73.1
Crude Oil Refineries	100.7	92.2	100.0	104.2	113.5
Chemical & Chemical Products	88.4	96.7	100.0	98.9	105.3
Pharmaceutical Products	101.421	109.4	100.0	113.8	96.0
Rubber & Plastic Products	109.497	109.2	100.0	91.4	93.7
Non-metallic Mineral	107.4	90.759	100.0	89.8	72.9

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**DEUTZ ASIA-PACIFIC (PTE.) LTD. - 533051**

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Basic Metals	77.2	99.3	100.0	106.2	108.3
Fabricated Metal Products	107.5	107.757	100.0	93.8	91.3
Machinery & Equipment	109.1	118.2	100.0	80.8	86.1
Electrical Machinery	87.4	97.871	100.0	101.5	111.7
Electronic Components	105.0	105.6	100.0	114.1	151.4
Transport Equipment	111.1	106.68	100.0	101.0	99.5
<b>Construction</b>	<b>25.40</b>	<b>22.00</b>	-	-	-
Real Estate	88.5	145.1	-	-	-
<b>Services</b>					
Electricity, Gas & Water	6.70	6.50	-	-	-
Transport, Storage & Communication	9.80	14.20	-	-	-
Finance & Insurance	3.30	6.00	-	7.40	-
Government Services	6.50	6.30	-	-	-
Education Services	3.10	5.98	-	2.40	-

\* Estimate / Preliminary

# Based on Index of Industrial Production (2015 = 100)

## **INDUSTRY ANALYSIS**

### **INDUSTRY : TRADING**

According to the Ministry of Trade and Industry, the wholesale & retail trade sector expanded to 3.0% in the fourth quarter of 2017, moderating from the 3.3% growth in the previous quarter. The wholesale trade segment was boosted by an improvement in foreign wholesale sales volume, which more than offset the weakness in domestic wholesale sales volume. For the whole of 2017, the sector expanded by 2.3%, faster than the 1.0% growth in 2016. The improvement in growth can be attributed to the wholesale segment.

The domestic wholesale sales volume fell by 1.1% in the fourth quarter 2017, reversing the 2.0% growth in the preceding quarter. The poorer outturn was led by declines in the sales volume of household equipment & furniture (-27%) and general wholesale merchandise (-19%), which outweighed the increase in the sales volume of telecommunications & computers (20%). For the whole of 2017, the domestic wholesale trade index expanded by 1.0%, a turnaround from the 2.7% decline in 2016.

On the other hand, foreign wholesale sales volume rose to 6.2% in the fourth quarter 2017, a step-up from the 5.1% growth in the preceding quarter. Growth was driven by expansions in the sales of petroleum & petroleum-related products (11%), telecommunications & computers (19%) and electronic components (16%). However, growth was partly offset by a 20% decline in the sales volume of metals, timber & construction materials. For the full year 2017, the foreign wholesale trade index rose by 3.6%, faster than the increase of 1.5% in the previous year.

Besides, retail sales volume rose by 2.1% in the fourth quarter 2017, improving from the 0.9% growth recorded in the third quarter. Growth was supported by improvements in both motor vehicle and non-motor vehicle sales volumes. While motor vehicle sales benefitted from an on-year increase in COE supply, growth in non-motor vehicle sales came on the back of an improvement in consumer sentiments. Notably, the sales volume of discretionary goods such as recreational goods, computer & telecommunication equipment and wearing apparel & footwear grew by 4.6%, 4.3 % and 3.1% respectively.

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For the full year 2017, retail sales volume expanded by 1.3%, similar to the 1.5% growth recorded in 2016. Growth was driven by both motor vehicle sales and non-motor vehicle sales, which the former rising by 1.5% and the latter increasing by 1.3%. The rise in non-motor vehicle sales was underpinned by higher sales of discretionary goods. For instance, the sales volume of recreational goods (3.9%), watches & jewellery (2.4%), computer & telecommunications equipment (1.7%) and wearing apparel & footwear (1.5%) improved in 2017.

**OVERALL INDUSTRY OUTLOOK : MARGINAL GROWTH**

## **CREDIT RISK EVALUATION & RECOMMENDATION**

Incorporated in 2007, the Subject is a Private Limited company, focusing on trading of engines, gensets, power generating sets and its related parts and components. Having been in the industry for over a decade, the Subject has achieved a certain market share and has built up a satisfactory reputation in the market. It should have received supports from its regular customers. A paid up capital of SGD 5,000,000 allows the Subject to expand its business more comfortably. With a strong backing from its holding company, the Subject enjoys timely financial assistance should the needs arise.

Over the years, the Subject has penetrated into both the local and overseas market. The Subject has positioned itself in the global market and is competing in the industry. Its stable clientele base will enable the Subject to further enhance its business in the near term. The Subject is operating on a medium scale and it has approximately 31 employees in its business operations. Overall, we regard that the Subject's management capability is average. This indicates that the Subject has greater potential to improve its business performance and raising income for the Subject.

We noted that both the turnover and profits have increased compared to the previous year. The higher profit could be due to increase in turnover and better control over its operating costs. Return on shareholders' funds of the Subject was at a favourable range which indicated that the management was efficient in utilising its funds to generate income. The Subject is in good liquidity position with its current liabilities well covered by its current assets. Hence, it has sufficient working capital to meet its short term financial obligations. Being a zero geared company, the Subject virtually has no financial risk as it is mainly dependent on its internal funds to finance its business. Given a positive net worth standing at EUR 8,665,265, the Subject should be able to maintain its business in the near terms.

The Subject's suppliers are from both the local and overseas countries. This will eliminate the risk of dependency on deliveries from a number of key suppliers and insufficient quantities of its raw materials. Overall the Subject has a good control over its resources.

Overall, the Subject's payment habit is good as the Subject has a good credit control and it could be taking advantage of the cash discounts while maintaining a good reputation with its creditors.

The industry has reached its maturity stage and is only enjoying a marginal growth. The steady growth of the country's economy will further enhance the industry activities. Thus, the Subject's future performance is very much dependent on its marketing strategies in order to retain its position in the market.

Based on the above condition, we recommend credit be granted to the Subject promptly.

## **PROFIT AND LOSS ACCOUNT**

**THE FINANCIAL STATEMENTS WERE PREPARED IN ACCORDANCE WITH SINGAPORE FINANCIAL REPORTING STANDARDS.**

### **DEUTZ ASIA-PACIFIC (PTE.) LTD.**

Financial Year End	2017-12-31	2016-12-31	2015-12-31	2014-12-31	2013-12-31
Months	12	12	12	12	12
Consolidated Account	Company	Company	Company	Company	Company
Audited Account	YES	YES	YES	YES	YES
Unqualified Auditor's Report (Clean Opinion)	YES	YES	YES	YES	YES
Financial Type	FULL	FULL	FULL	FULL	FULL
Currency	EUR	EUR	EUR	EUR	EUR
TURNOVER	64,035,505	59,838,080	44,705,260	35,415,713	30,073,030
Other Income	-	-	752	4,161	-
Total Turnover	64,035,505	59,838,080	44,706,012	35,419,874	30,073,030
Costs of Goods Sold	(55,259,218)	(51,818,335)	(37,667,238)	(29,577,155)	-
Gross Profit	8,776,287	8,019,745	7,038,774	5,842,719	-
PROFIT/(LOSS) FROM OPERATIONS	2,575,446	2,468,838	1,947,751	1,550,309	1,996,208
PROFIT/(LOSS) BEFORE TAXATION	2,575,446	2,468,838	1,947,751	1,550,309	1,996,208
Taxation	(406,131)	(390,047)	(320,325)	(138,808)	(170,054)
PROFIT/(LOSS) AFTER TAXATION	2,169,315	2,078,791	1,627,426	1,411,501	1,826,154
<b>RETAINED PROFIT/(LOSS) BROUGHT FORWARD</b>					
As previously reported	5,646,547	4,917,756	4,540,330	5,128,829	4,502,675
As restated	5,646,547	4,917,756	4,540,330	5,128,829	4,502,675
PROFIT AVAILABLE FOR	7,815,862	6,996,547	6,167,756	6,540,330	6,328,829

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**DEUTZ ASIA-PACIFIC (PTE.) LTD. - 533051**

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APPROPRIATION					
S					
DIVIDENDS -	(1,500,000)	(1,350,000)	(1,250,000)	(2,000,000)	(1,200,000)
Ordinary (paid & proposed)					
	-----	-----	-----	-----	-----
RETAINED	6,315,862	5,646,547	4,917,756	4,540,330	5,128,829
PROFIT/(LOSS)					
CARRIED					
FORWARD	=====	=====	=====	=====	=====
	=	=	=	=	=
<b>INTEREST</b>					
<b>EXPENSE (as per notes to P&amp;L)</b>					
Others	4,533	3,030	4,154	9,188	-
	-----	-----	-----	-----	-----
	4,533	3,030	4,154	9,188	-
	=====	=====	=====	=====	=====
	=	=	=	=	=
DEPRECIATION	10,577	70,711	110,406	103,308	-
(as per notes to P&L)					
	-----	-----	-----	-----	-----
Total Amortization And Depreciation	10,577	70,711	110,406	103,308	-
	=====	=====	=====	=====	=====

**BALANCE SHEET**

**DEUTZ ASIA-PACIFIC (PTE.) LTD.**

**ASSETS**

**EMPLOYED:**

FIXED ASSETS	14,862	25,439	96,150	191,556	272,788
	-----	-----	-----	-----	-----
TOTAL LONG TERM ASSETS	14,862	25,439	96,150	191,556	272,788
<b>CURRENT ASSETS</b>					
Stocks	6,468,873	6,063,551	4,194,048	3,737,753	4,482,062
Trade debtors	9,305,443	10,804,272	8,446,271	4,923,120	7,071,915
Other debtors, deposits & prepayments	95,294	95,200	69,894	99,279	116,246
Amount due from related companies	73,625	-	21,141	15,037	33,279
Cash & bank balances	1,593,261	1,232,482	1,432,173	1,341,181	957,674

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**DEUTZ ASIA-PACIFIC (PTE.) LTD. - 533051**

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TOTAL CURRENT ASSETS	17,536,496	18,195,505	14,163,527	10,116,370	12,661,176
TOTAL ASSET	17,551,358	18,220,944	14,259,677	10,307,926	12,933,964
	=	=	=	=	=
<b>CURRENT LIABILITIES</b>					
Trade creditors	399,986	259,778	407,068	-	326,697
Other creditors & accruals	3,940,188	3,277,436	1,890,661	1,047,491	903,509
Deposits from customers	-	-	-	-	277,256
Amounts owing to holding company	3,844,655	6,280,780	4,361,682	1,746,418	3,515,993
Amounts owing to related companies	280,018	-	-	302	91,177
Provision for taxation	418,720	403,505	317,591	236,723	297,000
Other liabilities	-	-	-	357,823	-
TOTAL CURRENT LIABILITIES	8,883,567	10,221,499	6,977,002	3,388,757	5,411,632
NET CURRENT ASSETS/(LIABILITIES)	8,652,929	7,974,006	7,186,525	6,727,613	7,249,544
	=	=	=	=	=
<b>LONG TERM LIABILITIES</b>					
Deferred taxation	2,526	3,495	15,516	29,436	44,100
TOTAL LONG TERM LIABILITIES	2,526	3,495	15,516	29,436	44,100
TOTAL NET ASSETS	8,665,265	7,995,950	7,267,159	6,889,733	7,478,232
	=	=	=	=	=
<b>FINANCED BY:</b>					
<b>SHARE CAPITAL</b>					
Ordinary share capital	2,349,403	2,349,403	2,349,403	2,349,403	2,349,403
TOTAL SHARE CAPITAL	2,349,403	2,349,403	2,349,403	2,349,403	2,349,403
<b>RESERVES</b>					
Retained profit/(loss) carried forward	6,315,862	5,646,547	4,917,756	4,540,330	5,128,829

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**DEUTZ ASIA-PACIFIC (PTE.) LTD. - 533051**

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Others	-	-	-	0	-
TOTAL RESERVES	6,315,862	5,646,547	4,917,756	4,540,330	5,128,829
SHAREHOLDERS' FUNDS/EQUITY	8,665,265	7,995,950	7,267,159	6,889,733	7,478,232
	=====	=====	=====	=====	=====
	=	=	=	=	=

**FINANCIAL RATIO**

**DEUTZ ASIA-PACIFIC (PTE.) LTD.**

**TYPES OF FUNDS**

Cash	1,593,261	1,232,482	1,432,173	1,341,181	957,674
Net Liquid Funds	1,593,261	1,232,482	1,432,173	1,341,181	957,674
Net Liquid Assets	2,184,056	1,910,455	2,992,477	2,989,860	2,767,482
Net Current Assets/(Liabilities)	8,652,929	7,974,006	7,186,525	6,727,613	7,249,544
Net Tangible Assets	8,665,265	7,995,950	7,267,159	6,889,733	7,478,232
Net Monetary Assets	2,181,530	1,906,960	2,976,961	2,960,424	2,723,382

**PROFIT & LOSS ITEMS**

Earnings Before Interest & Tax (EBIT)	2,579,979	2,471,868	1,951,905	1,559,497	1,996,208
Earnings Before Interest, Taxes, Depreciation And Amortization (EBITDA)	2,590,556	2,542,579	2,062,311	1,662,805	1,996,208

**BALANCE SHEET**

**ITEMS**

Total Borrowings	0	0	0	0	0
Total Liabilities	8,886,093	10,224,994	6,992,518	3,418,193	5,455,732
Total Assets	17,551,358	18,220,944	14,259,677	10,307,926	12,933,964
Net Assets	8,665,265	7,995,950	7,267,159	6,889,733	7,478,232
Net Assets Backing	8,665,265	7,995,950	7,267,159	6,889,733	7,478,232
Shareholders' Funds	8,665,265	7,995,950	7,267,159	6,889,733	7,478,232
Total Share Capital	2,349,403	2,349,403	2,349,403	2,349,403	2,349,403
Total Reserves	6,315,862	5,646,547	4,917,756	4,540,330	5,128,829

**GROWTH RATIOS (Year on Year) (%)**

Revenue	7.01	33.85	26.23	17.77	6.29
Profit/(Loss) Before Tax	4.32	26.75	25.64	(22.34)	(0.85)
Profit/(Loss) After Tax	4.35	27.73	15.30	(22.71)	9.07
Total Assets	(3.67)	27.78	38.34	(20.30)	21.51
Total Liabilities	(13.09)	46.23	104.57	(37.35)	43.86

**LIQUIDITY (Times)**

Cash Ratio	0.18	0.12	0.21	0.40	0.18
Liquid Ratio	1.25	1.19	1.43	1.88	1.51
Current Ratio	1.97	1.78	2.03	2.99	2.34

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**WORKING CAPITAL**

**CONTROL (Days)**

Stock Ratio	37	37	34	39	54
Debtors Ratio	53	66	69	51	86
Creditors Ratio	3	2	4	0	4

**SOLVENCY RATIOS**

**(Times)**

Gearing Ratio	0	0	0	0	0
Liabilities Ratio	1.03	1.28	0.96	0.50	0.73
Times Interest Earned Ratio	569.15	815.80	469.89	169.73	0
Assets Backing Ratio	3.69	3.40	3.09	2.93	3.18

**PERFORMANCE RATIO**

**(%)**

Operating Profit Margin	4.02	4.13	4.36	4.38	6.64
Net Profit Margin	3.39	3.47	3.64	3.99	6.07
Return On Net Assets	29.77	30.91	26.86	22.64	26.69
Return On Capital Employed	29.77	30.90	26.80	22.54	26.54
Return On Shareholders' Funds/Equity	25.03	26.00	22.39	20.49	24.42
Dividend Pay Out Ratio (Times)	0.69	0.65	0.77	1.42	0.66

**NOTES TO ACCOUNTS**

Contingent Liabilities	0	0	0	0	0
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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.75
UK Pound	1	INR 95.39
Euro	1	INR 84.63
SGD	1	INR 53.38

**Note :** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

Analysis Done by :	DIV
Report Prepared by :	TRU

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**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)