



OUR REF : ITPA/11111/SAMPLE
YOUR REF: RQ.NO.1

DT: 11/01/2012
DT: 10/01/2012

BUSINESS INFORMATION REPORT

NAME INQUIRED : SAMPLE COMPANY LIMITED
CORRECT NAME OF THE COMPANY : SAMPLE COMPANY LIMITED
REGD.OFFICE & FACTORY I : Survey No.111 & 113/1, Door No.11-6/56
C Block, Opp. HPL Factory,
Gandhi Nagar (Post),
TOWN : MOOSAPET POSTAL CODE : 500 XXX
DISTRICT : HYDERABAD STATE : ANDHRA PRADESH
PHONES : 40-23751111/312/23732222/22
FAX : 40-23747598
E-MAIL : info@sampleco.com/ accounts@sampleco.com

REPORT SUMMARY
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LEGAL STATUS : DEEMED PUBLIC
YEAR OF ESTABLISHMENT : 1997
COMPANY REGISTRATION NO. : 01-021023
T.A.N : HYDL11111C
P.A.N : AAACL2233F
LINE OF BUSINESS : Manufacturer of Active pharmaceutical ingredients
(API) and intermediate chemicals.
FINANCIALS AS ON : 31/03/2011
NET WORTH : Rs. 381,178,424
OPERATING INCOME : Rs. 846,565,952
P.B.T. : Rs. 22,344,042
P.A.T. : Rs. 13,064,858
LITIGATION : No Negative Reports found
ITPA SCORE : 46/95 (Refer Section H)
RECOMMENDED CREDIT LIMIT : Max of USD 2 Mln./90 days



[A]. OPERATIONS

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1]. BUSINESS ACTIVITIES :

The company is engaged in the manufacture of Active pharmaceutical ingredients (API) and intermediate chemicals.

It owns and operates 3 manufacturing facilities manufacturing APIs, intermediate chemicals and pellets and granules in addition to a captive R&D centre in Medak district of Andhra Pradesh. It's manufacturing facility in Visakhapatnam SEZ has commenced operations during FY 2010/11.

All the company's facilities are WHO GMP approved and ISO accredited.

2]. STARTED OPERATIONS : 1997

3]. BRANDNAMES : CYCLOHEXANEDINE, PIPERAZINE

4]. TRADE STYLE : Heading style

5]. PRODUCTION : (2010/11)

ITEM		INSTALLED CAPACITY
GRANULES	(TONNES)	300
PELLETS	(")	500

6]. AGENCIES HELD : Nil

7]. PURCHASE :

A) LOCAL : 98.94 % B) INTERNATIONAL : 1.06 %
Imports Rs. 8,830,000 (31/03/2011)

C) COUNTRIES WHERE GOODS ARE IMPORTED FROM:
China, Germany

D) PURCHASING TERMS :
[*] CONTRACT [*] 30 DAYS [*] L/C

8]. MAJOR SUPPLIERS : Supplier 1 GmbH, Germany
Supplier 2 Limited, India

9]. SALES :

A) LOCAL : 48.96 % B) INTERNATIONAL : 51.04 %
Exports Rs. 435,179,000 (31/03/2011)

C) EXPORTS ARE MADE TO :
Bangladesh, Pakistan, Spain, Poland, Turkey,
Korea, Israel, Argentina, Colombia, China, Ukraine
Canada, Germany, Uruguay, Taiwan, Mexico, Hong Kong
Bangkok, Croatia

D) SELLING TERMS :
[*] CONTRACT [*] 30 DAYS [*] CASH [*] L/C

10]. TYPES OF MAJOR CUSTOMERS :

[*] MANUFACTURING [*] WHOLESALERS



11]. MAJOR CUSTOMERS :- Customer 1, USA
Customer 2 Inc. USA
Customer 3 Ltd., Bangladesh
Customer Co. Ltd, China
Customer AG, Germany

12]. NUMBER OF EMPLOYEES :
A) HEAD OFFICE STAFF :}
B) PLANT WORKERS :} 230
C) DIRECTORS : 7

[B]. FACILITIES

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1]. A) REGD OFFICE & FACTORY I : 20,000 SQ.FT.
[*] OWNED

B) OFFICE LOCATION AREA : [*] INDUSTRIAL AREA

2]. FACTORY : 1) At Heading Address.

2) SY No.111, Plot No.4 D No.9-155/2,
Rajeev Nagar, Kukatpally
HYDERABAD-500 072

(Land Area : 25,000 Sq.Ft.)
Builtup Area : 14,000 Sq.Ft.)

3) VSEZ, Duvvada,
Visakhapatnam - 530049, Andhra Pradesh

3]. R & D UNIT : SY No.121/G-2, Gaddapotharam Village,
Jinnaram Mandal
DT.MEDAK

Andhra Pradesh

[*] OWNED

(A) LAND AREA : Medium

(B) PLANT AREA : Medium

[C]. BANKERS

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1]. MAIN BANKERS : State Bank of India
Industrial Finance Branch,
Raj Bhavan Road, Somajiguda,
HYDERABAD-500 037.

(Hypothecation Rs. 526.70 Mln., Dt: 23/08/2010)

2]. AUDITORS : M/s. M.V Reddy & Co.
Chartered Accountants
Flat No.400, Narayan Apartments,
Ameerpet, HYDERABAD-500 037.



[D]. FINANCIAL DETAILS

1].

PARTICULARS	31/03/2011	31/03/2010
	(Rs.)	
Total Income	852,693,222.00	731,800,227.00
Operating Income	846,565,952.00	728,786,185.00
Other Income	6,127,270.00	3,014,042.00
Change in Stock	20,069,038.00	44,790,547.00
Total Expenses	799,467,610.00	718,406,372.00
Raw Material & Stores	555,777,492.00	514,444,234.00
Energy (Power & Fuel)	44,637,703.00	36,270,896.00
Wages & Salaries	13,714,529.00	16,297,226.00
Payment of Auditors	400,000.00	325,000.00
Insurance Expenses	4,682,389.00	3,624,823.00
Other Expenditure	180,255,497.00	147,444,193.00
Profit Before Dep, Interest and Tax (P.B.D.I.T)	73,294,650.00	58,184,402.00
Less: Financial Charges	26,210,981.00	16,360,764.00
Profit Before Dep and Tax (P.B.D.T)	47,083,669.00	41,823,638.00
Less: Depreciation	24,739,627.00	18,755,292.00
Profit Before Tax (P.B.T)	22,344,042.00	23,068,346.00
Less: Tax Provision	9,279,184.00	10,837,003.00
NET PROFIT (P.A.T)	13,064,858.00	12,231,343.00

2]. PROJECTED SALES : Rs. 920 Mln. (2011/12)

3]. NET WORTH : Rs. 381,178,424 (31/03/2011)

4]. BALANCE SHEET :

PARTICULARS	31/03/2011	31/03/2010
	(Rs.)	

SOURCES OF FUNDS

Net Worth	381,178,424.00	368,113,566.00
Paid-up Equity Capital	14,509,090.00	14,509,090.00



**Commercial Information
Services Pvt. Ltd.**

Reserves and Surplus	366,669,334.00	353,604,476.00
Share Application Money	0.00	0.00
Accumulated Losses (-)	0.00	0.00
Total Borrowings	300,358,993.00	215,949,825.00
Secured Loans	283,740,616.00	198,945,678.00
Unsecured Loans	16,618,377.00	17,004,147.00
Deferred Tax Liabilities (Net)	33,137,259.00	28,989,849.00
TOTAL	714,674,676.00	613,053,240.00
USES OF FUNDS		

Gross Fixed Assets	557,670,210.00	510,122,738.00
Cumulative Depreciation (-)	93,546,039.00	68,806,412.00
Net Fixed Assets	464,124,171.00	441,316,326.00
Capital Work in Progress	0.00	0.00
Investments	10,000,000.00	0.00
Deferred Tax Assets	0.00	0.00
Current Assets, Loans & Advances	510,359,014.00	445,936,207.00
Inventories	241,542,588.00	217,000,909.00
Sundry Debtors	216,948,919.00	183,960,926.00
Cash & Bank Balance	11,117,657.00	8,212,201.00
Advances / Loans to Corporate Bodies	40,749,850.00	36,762,171.00
Misc. Assets	0.00	0.00
Less: Current Liabilities & Provisions	269,808,509.00	274,199,293.00
Sundry Creditors	264,930,919.00	270,933,731.00
Provisions	4,877,590.00	3,265,562.00
Net Current Assets	240,550,505.00	171,736,914.00
Misc. Expenses to the extent not w/o or adjusted	0.00	0.00
TOTAL	714,674,676.00	613,053,240.00

5]. RATIOS :

31/03/2011 31/03/2010



1.] **Solvency Ratios :**

a.] Current Ratio	:	1.89	1.63
b.] Quick Ratio	:	1.00	0.83

2.] **Efficiency Ratios:**

a.] Collection Period Ratio (Days)	:	93.54	92.13
b.] Sales to Inventory Ratio	:	3.50	3.36
c.] Asset to Sales Ratio (%)	:	84.42	84.12
d.] Sales to Net Working Capital Ratio	:	3.52	4.24
e.] Accounts Payable to Sales Ratio (%)	:	31.29	37.18

3.] **Leverage Ratios:**

a.] Debt Ratio	:	0.42	0.35
b.] Debt Equity Ratio	:	19.56	13.71
c.] Current Liability to Net-worth Ratio (%)	:	70.78	74.49
d.] Total Liabilities to Net-worth Ratio (%)	:	87.49	66.54
e.] Fixed Assets to Net-worth (%)	:	121.76	119.89

4.] **Profitability Ratios:**

a.] Profit Margin (%)	:	1.54	1.68
b.] Return on Assets (%)	:	1.83	2.00
c.] Return on Net-worth (%)	:	3.43	3.32

[E]. BACKGROUND & CAPITALIZATIONS

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- 1]. DATE OF ESTABLISHMENT (DD/MM/YY) : 06/10/1997
2]. COMPANY REGISTRATION NUMBER : 01-021023
A]. T.A.N : HYDL11111C
B]. P.A.N : AAACL2233F
3]. LEGAL STATUS : DEEMED PUBLIC
4]. RELATED COMPANIES :

- Sample Drugs Ltd.
- Sample Pharma
- Sample Research Centre

5].A) CAPITAL STRUCTURE :

AUTHORISED CAPITAL : Rs. 76.50 Mln. in 7.650 Mln. Equity shares of Rs.10/-each.

ISSUED & PAIDUP CAPITAL : Rs. 14,509,090 in 1,450,909 equity shares of Rs.10/-each.

B) LIST OF SHAREHOLDERS :



Sameer Reddy	:	249,000	Shares
Kanta Kumari	:	161,700	"
A Raghuram	:	102,300	"
A Sushma Rani	:	62,100	"
P Padmaja	:	5,400	"
P Anusha	:	1,350	"
P Venkat Shetty	:	6,750	"
P Vijayalakshmi	:	1,350	"
P Venkula	:	2,700	"
A Nagarjuna Reddy	:	42,700	"
A Annamma	:	40,800	"
K Varun Reddy	:	10,000	"
K R Bhargav	:	10,000	"
B Prachi Reddy	:	20,000	"
B Dhanawanti Devi	:	15,000	"
B Jayasurya	:	15,000	"
S Mohanlal Reddy	:	20,000	"
M Mallikarjun Shah	:	100	"
A Vijaya Shanti	:	100	"
B Rama Shetkamat	:	100	"
K Laxmidhar Reddy	:	100	"
Dr. Ramagopal Rao	:	100	"
Sample Drugs Ltd.	:	684,259	"

Total 1,450,909 Shares
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C) TOTAL INVESTMENT : Rs. 681,537,417 (31/03/2011)

6]. HISTORY OF THE SUBJECT :

Subject was promoted by the existing directors.

[F]. LITIGATION & ADVERSE MEDIA REPORTS
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1] Court Records:

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.

2] 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.

3] Adverse Media Reports:



No press reports / filings exist on the Subject.

4] Record On Financial Crime:

No records of charges or conviction pertaining to Financial Crimes registered against the Subject.

5] Records On Violation Of Anti-Corruption Laws:

No charges or investigation pertaining to Anti-Corruption laws registered against the Subject.

6] Records On Int'l Anti-Money Laundering Laws:

No charges or investigation pertaining to Anti-money laundering laws registered against the Subject.

Note:

The above reported information has been collected through sources including Court Records, records of the Central Bureau of Investigation, Interpol etc.

[G].BUSINESS ORGANISATION

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- 1]. BOARD OF DIRECTORS : Mr. P Venkat Shetty - Mg.Dir.
Mrs. Kanta Kumari
Mr. A Raghuram
Mr. P Vijayalakshmi
Mr. Gary Ethan D'Souza
Mr. Francisco Javier Colombani
Dr. Ramagopal Rao

2] BACKGROUND INFORMATION OF MG.DIRECTOR :

Mr. P Venkat Shetty, Post Graduate in Economics.
Residence: 112, A Block, HIG Complex, High Street, HYDERABAD, 500XXX

[H]. SCORING AND REMARKS

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1]. SCORE SHEET :

FACTOR	RANGE	POINTS
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Financial Condition		
- Business Scale	1 ~ 10	6
- Profitability	1 ~ 10	5
- Liquidity	1 ~ 10	6
- Leverage	1 ~ 10	5
- Reserves	1 ~ 10	5
- Credit Lines	1 ~ 10	4



- Margins	-5 ~ 5	2
History	1 ~ 10	5
Shareholders Capital	1 ~ 10	4
Operating Scale	1 ~ 10	4
	Total	95
		46
		(Max)

Merits

- Experienced Management team.
- Established international and domestic Clientele

Demerits

- High debt funded expansion.
- High interest outflow.
- Vulnerability to international market fluctuations due to dependence on exports.

2]. REMARKS :

The Subject is well established and enjoys a professional and experienced management.

The company's has successfully started operations at its new manufacturing facility in Visakhapatnam during 2010/11 thus adding substantially to its manufacturing capabilities.

During the year the company reported a 16 % growth in Operating income compared to FY 2009/10. PAT during the same periods grew from Rs12.23 Mln. to Rs. 13.06 Mln.

Considered good for Normal business engagements.

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