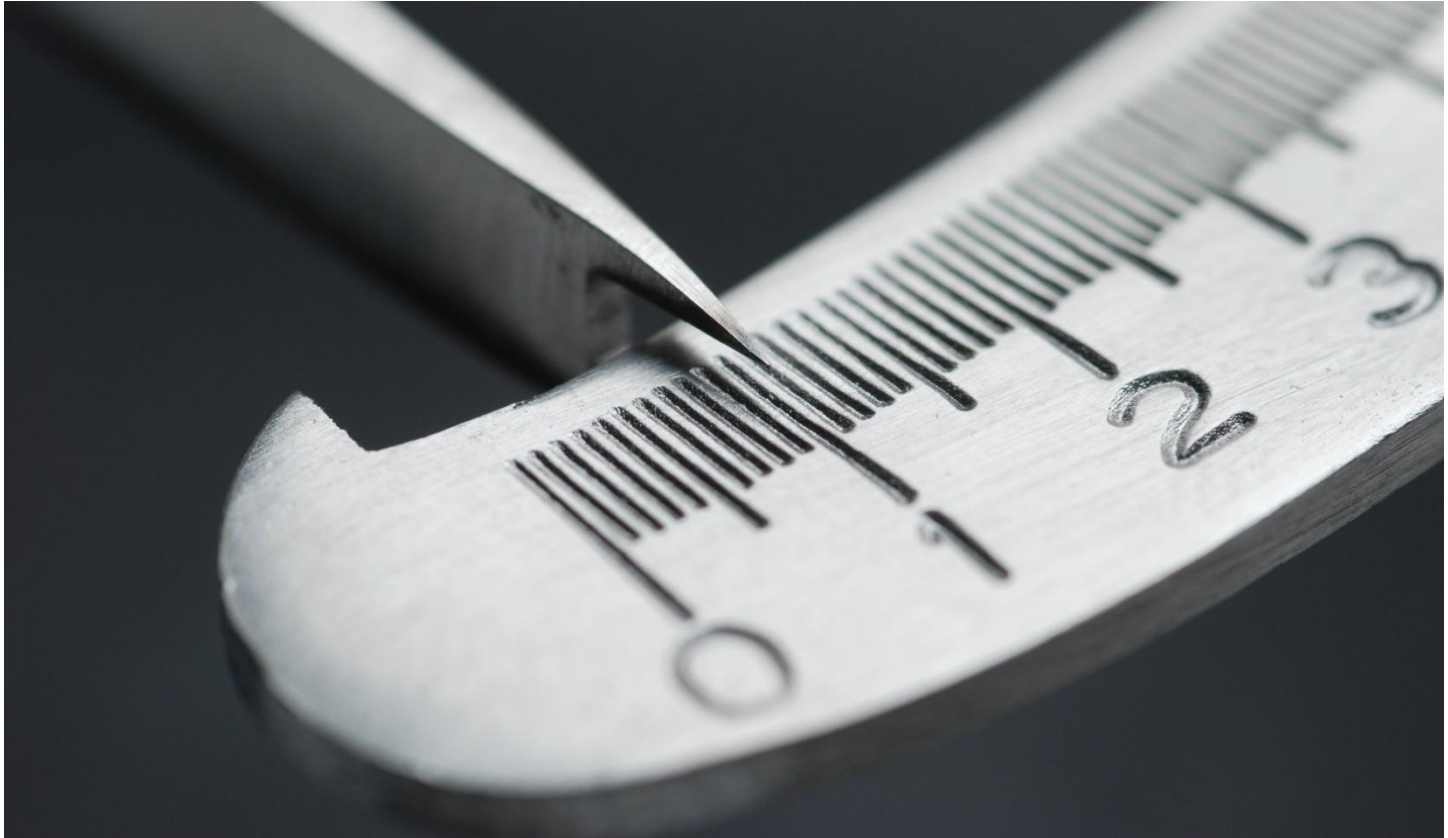


Bansal Roofing Products Limited

**CRISIL Grading: CRISIL SME 1
'Highest'**

Indicates the level of creditworthiness in relation to other Micro & Small Enterprises

Report Date: January 05, 2023 / Valid Till: January 04, 2024



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CRISIL SME Grading

SME 1 indicates 'Highest' creditworthiness in relation to other SMEs	CRISIL SME Grading	Definition
	SME 1	Highest
	SME 2	High
	SME 3	Good
	SME 4	Above Average
	SME 5	Average
	SME 6	Below Average
	SME 7	Weak
	SME 8	Poor

Grading history

Grading	Financial Strength	Operating Strength	Assigned on	Valid till	Grading acceptance	Remarks
MSE 1	Highest	High	January 5, 2022	January 4, 2023	Grading accepted	Renewal
MSE1	Highest	High	January 5, 2021	January 4, 2022		
MSE 1	Highest	High	December 18, 2019	December 16, 2020		
MSE 2	Highest	High	December 18, 2018	December 17, 2019		
MSE 2	Highest	High	December 18, 2017	December 17, 2018		
MSE 2	Highest	High	December 18, 2016	December 17, 2017		
SE 2B	-	-	December 18, 2015	December 17, 2016		
SE 2B	-	-	December 18, 2014	December 17, 2015		
SE 2B	-	-	December 28, 2013	December 27, 2014		New

Key grading drivers

Business and management

Strengths

- **Organisational stability and promoters' extensive experience:**
 - The company has been operational for around 14 years in the same line of business, which lends stability to its business risk profile. The promoters also hold more than 2 decades of relevant experience in the industry.
 - The extensive industry experience of the promoters has helped the company to gain repeat orders from its customers. A healthy track record and long-standing customer relationships have also helped it consistently tackle customer concentration risks and improve its product diversity.
- **Well-defined organisational structure:** The company has a qualified and experienced second-tier management with decision-making powers. It derives significant benefits from the strong reputation and extensive experience of its senior management.
- **Established brand presence and diversified customer base:** The company has established relationship with suppliers and customers in the market due to its presence in industry for more than a decade. The goods manufactured by the company are sold under the brand name 'Bansal' which is known all over India.
- **Strong customer base:** This ensures regular orders and mitigates customer concentration risks. Customers include:
 - Larsen and Toubro Limited (Rated 'CRISIL AAA/Stable/CRISIL A1+')
 - Deepak Nitrite Limited (Rated 'CRISIL AA/Stable/CRISIL A1+')
 - Aarti Industries Limited (CRISIL AA/Stable/CRISIL A1+')
 - ABB Limited (Rated 'CRISIL AAA/Stable/ CRISIL A1+')
- **Well-spread reach:** The company's presence across Africa and India mitigates the risk of geographic concentration.
- **Wide product range:** The company has a well-diversified base of end-users as it offers a range of products with applications in various industries, including housing (real estate), cement, pharmaceuticals, fertilizers chemical, engineering, construction, and infrastructure.
- **Secular growth:** The company has demonstrated secular growth in revenues for the past three financial years which is reflected in increase in net sales to Rs 7,258.55 lakh in fiscal 2022 from Rs 4,104.03 lakh in fiscal 2020. Moreover, the company has recorded net sales of Rs 6,029.18 lakh from April 1, 2022, to November 30, 2022.
- **Strong marketing network:** A 10-member marketing team enables the company to source regular orders from customers. The company gets product inquiries from digital marketing. Their product range has a strong presence on social media, Internet search engines and websites. The company has a dedicated digital marketing team to tackle the inquiries received through digital marketing and field representatives who keep on moving in industrial belts and identify the clients. They even have a marketing (technical) team who keep on meeting architects and structural engineers to explain the products we

	<p>manufacture.</p> <ul style="list-style-type: none"> • High focus on quality: The organisation has an in-house facility to conduct quality tests at each stage of the manufacturing process, which enhances the product quality and leads to a competitive advantage. • Certification: An ISO 9001:2015 (valid till June 27, 2024) certification ensures adherence to high quality standards. • Adequate profitability: The company registered an adequate operating profit before depreciation, interest, and tax (OPBDIT) margin of 8.10% and profit after tax (PAT) of 5.41% in fiscal 2022.
Risks factors	<ul style="list-style-type: none"> • Margins may be constrained in the future due to: <ul style="list-style-type: none"> ○ Volatility in the price of raw material ○ Intense competition from new and established players

Financial

Strengths	<ul style="list-style-type: none"> • Financial flexibility: A large capital base of Rs. 1,988.21 lakh as on March 31, 2022, shields the company from external shocks and also provides flexibility for future capital expenditure (capex). • Adequate return on capital employed (RoCE): This is reflected in return on capital employed (RoCE) of 23.45% in fiscal 2022, which implies that the company has adequate resources for meeting its business obligations. • Low reliance on external debt: The company has low reliance on external debt, which is reflected in debt-equity ratio of 0.37 time and total outside liabilities/tangible net worth of 0.79 time as of fiscal 2022. This has protected its profitability from being eroded by interest pay-outs. CRISIL has factored the same in the grading process, and revised debt-to-equity will likely 0.49 times. CRISIL believes the gearing will remain comfortable over the medium term on even after availing loan for expansion plan. • Adequate credit protection measures: The company's debt protection measures are strong, with interest coverage ratio of 39.78 times and net cash accruals to total debt ratio of more than 59.78% in fiscal 2022. • Good working capital management: Receivables and payables were in line with the organisation's credit terms from 2019-20 to 2021-22. This has resulted in reduced pressure on company's liquidity which enables timely servicing of debt/liabilities. • Strong debt service coverage ratio: Debt service coverage ratio of 4.98 times in fiscal 2022 states good loan repayment capacity of the company.
	<ul style="list-style-type: none"> • Moderate liquidity: The company has moderate cash to meet its debt obligations as reflected in cash/total outside liabilities ratio of 1.85% and current ratio of 1.55 times as of fiscal 2022. Thus, company's ability to meet its short-term obligations remains to be seen.

Fact sheet

Name of the company	Bansal Roofing Products Limited
Year of establishment	2008
Commencement of operations	February, 2011
Legal status	Public limited company (publicly held)
Legal history	<ul style="list-style-type: none"> • 2008: Incorporated as a private limited company 'Bansal Roofing Private Limited', with Kaushal Kumar Gupta, Satish Kumar Gupta (brother of Kaushal Kumar Gupta), and Sangeeta Gupta (wife of Kaushal Kumar Gupta) as directors • 2013: <ul style="list-style-type: none"> ○ Ashish Kumar Gupta (nephew of Kaushal Kumar Gupta) joined as director. ○ Sangeeta Gupta resigned as director. ○ The company was renamed 'Bansal Roofing Products Private Limited'. ○ It was reconstituted into a public limited company (closely held) and renamed 'Bansal Roofing Products Limited'. • 2014: <ul style="list-style-type: none"> ○ Ashish Kumar Gupta resigned as director and Sangeeta Gupta was reappointed as director. ○ Bhavita Gurjar, Shilpa Jadeja, and Beena Bisht (business associates of Kaushal Kumar Gupta) were appointed as independent directors. ○ The company was listed on BSE SME. • 2020: <ul style="list-style-type: none"> ○ Satish Kumar Gupta (brother of Kaushal Kumar Gupta) resigned as director. ○ Kailash Kaushalkumar Gupta (son of Kaushal Kumar Gupta) joined a business as a director. • 2021: <ul style="list-style-type: none"> ○ Shilpa Jadeja resigned as Non-executive Independent Director. <ul style="list-style-type: none"> ○ Beena Bisht resigned as Non-executive Independent Director. ○ Mrs. Enu shah has been appointed as Independent Director ○ Mr. Ravi Bhandari has been appointed as Independent Director • 2022: <ul style="list-style-type: none"> ○ Arpita Shah has been appointed as an independent director in place of Bhavita Gurjar.
Registered with	Registrar of Companies, Gujarat
Registration number	U25206GJ2008PLC053761
SSI registration number	EM/224/01/91/20/04682
Udyog Aadhaar no	GJ24B0008605
CIN No.	L25206GJ2008PLC053761

PAN No.	AADCB4379B
Managing director	Kaushal Kumar Gupta
Category of entrepreneur	General
Listed at	BSE (Main Board)
Share price movements	Share price as on: December 19, 2022 Share price: Rs 68.50 52-week high: Rs 106.20 52-week low: Rs 49.00 Price quotes from: www.bseindia.com
Registered office and administrative office (Unit II)	274/ Paiki 2, Samlaya Sherpura Road, Village: Pratapnagar, Taluka: Savli, Vadodara – 391520, Gujarat, India. Tel: +91 9925 060 542 Email: cs@bansalroofing.com , kaushalgupta@bansalroofing.com Website: www.bansalroofing.com
Manufacturing facilities (Unit I)	Plot no. 6, Raj Industrial Estate, Vadadala, Near Samalaya Crossing Vadodara – 391 520, Gujarat.
Marketing office	1, Bansal House, Kapurai Chokdi, Near Highway (over Bridge) Dabhoi Road, Vadodara – 390004, Gujarat, India Tel: +91 7226 000 587
Number of employees	Permanent: 69 Contractual: 125 Total: 194 There has been an increase in the number of contractual employees since the previous grading exercise.
Certifications and awards	<ul style="list-style-type: none"> • ISO 9001:2015 (valid till June 27, 2024) • Awarded as one of the Top 10 Roofing Products Manufacturers for the year by Industry Outlook. • Merit Award in 2015 from Skoch Achievers Academy • Lifetime member of: <ul style="list-style-type: none"> ○ Federation of Gujarat Industries (FGI) ○ The Bombay Iron Merchant's Association ○ Steel Chamber of India ○ Exim club, Vadodara ○ Savli East Waghodia West Association of Industries (SEWWA) • Registered member of: Engineering Export Promotion Council
Brands	Bansal™
Statutory compliance	<ul style="list-style-type: none"> • Income tax filing: Regular and timely • Excise duty filing (till June 30, 2017): Regular and timely • GST filing (from July 1, 2017): Regular and timely • Sales tax filing (till June 30, 2017): Regular and timely • Wealth tax filing: Not applicable • ESIC and EPF dues: Regular and timely <p><i>(As provided by the management, not independently verified)</i></p>

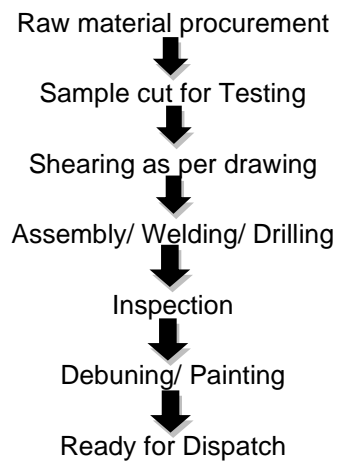
Business profile

Business description

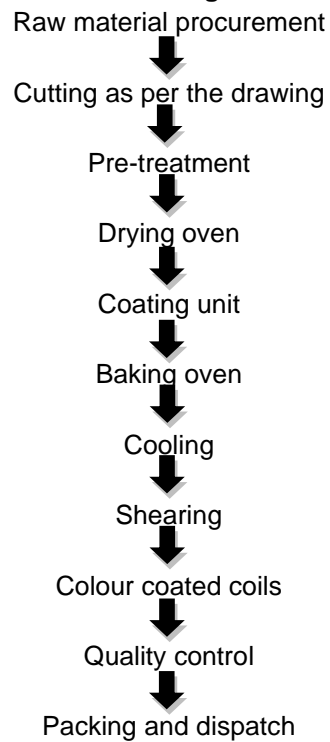
Nature of business	:	Manufacturing
Industry	:	Steel fabrication and roofing
Industry prospects	:	Strong
Business description	:	<p>Business</p> <ul style="list-style-type: none"> • The company manufactures Pre-Engineering Building popularly known as (PEB) and roofing products/sheets such as colour coated roofing sheet, metal roofing sheets, roofing accessories and pre-engineered structures. It sells under its brand name 'Bansal'. • It had started manufacturing roofing products since 2012; earlier, it was engaged in trading of the same. • The manufacturing facility, admeasuring 2,00,000.00 sq. ft. and is spreaded in 3,00,000 sq. ft. land located in Savli area of Vadodara, Gujarat. <p>Products</p> <ul style="list-style-type: none"> • Pre-engineered structures • Perforated metal sheet • Colour coated roof sheets • Colour coated roof accessories <ul style="list-style-type: none"> ○ Plain ridge ○ Crimped ridge ○ Gabble end flashing ○ Corner flashing ○ Roof gutter ○ North light curvature • Fibre Reinforced Plastic (FRP) roofing sheet <ul style="list-style-type: none"> ○ Plain sheet with and without wrinkle. ○ Corrugated sheet in GI, Pre-coated, PVC, Aluminium ○ Multi coloured sheets ○ Textile sheets ○ Domes and pyramid • Polycarbonate sheet <ul style="list-style-type: none"> ○ Flat ○ Embossed ○ Corrugated ○ Multi wall • Other roofing products <ul style="list-style-type: none"> ○ Roofing Fasteners ○ "J", "L", "Pipe bolt (Galvanized & PVC coated) ○ Butyl taps ○ Foam Fillier (for ends) & Silicon sealant ○ PVC & PP Cap ○ Ridge, Corner, Gabble, Gutter

- Louvers
- Sag Rod
- Foundation Bolt
- Brazing Rod
- Clits
- Base Plates
- Eco ventilator
- Deck sheet
- Z and C Purlin

Manufacturing process of PEB



Manufacturing process of roofing sheets



Tender-based business

- About 1% of the business is tender-based.

	<ul style="list-style-type: none"> It bids for around 5-6 tenders in a year and the success rate is around 30%. Earnest money deposit (EMD) varies from 1% to 3% depending upon the tender size. <p>Raw material</p> <ul style="list-style-type: none"> The key raw materials required by the company are steel colour-coated coils, and galvanized pipes and sheets, which it procures locally from India. <p>Customers</p> <ul style="list-style-type: none"> The company caters to more than 1,100 customers across India and also exports to Rwanda (East Africa), which constitutes around 1% of the total net sales. <p>Quality team</p> <ul style="list-style-type: none"> The company has a quality control team, headed by Ameya Kumar Koley, for checking the quality of the finished goods. <p>Transportation</p> <ul style="list-style-type: none"> For the transportation of goods, either the company arranges for it or the customer, depending upon the terms of contract between the parties.
End-user industries	: Multiple
Experience in the business	: 14 years
Product range	: Diverse
Degree of competition	: High; entry barriers are low
Plans	: <ul style="list-style-type: none"> During the current grading exercise, the Company has entered into the expansion of Phase – II of Unit – II. For that the additional CAPEX requirement is Rs. 240.00 lakh. The company has applied for a term loan at Axis Bank Limited., which is sanctioned and disbursed.
Customer profile	: Direct customers
Installed capacity/facility	: 600 metric tonnes per month
Utilised capacity	: 70.00%

Product profile

Product profile	Share in net sales (%)
Roofing sheet and Accessories	50.00
Other roofing products	10.00
Pre-engineering building	35.00
Trading of roofing products	3.00
Installations and consultancy Services	2.00
Total	100.00

Customer profile and demand-side analysis

Customer name	Address	Product	Length of relationship	% share in sales
Larsen and Toubro Limited (Rated 'CRISIL AAA/Stable/CRISIL A1+')	Across India	Roofing products PEB	7 years	Varies annually
Deepak Nitrite Limited (Rated 'CRISIL AA/Stable/CRISIL A1+')	Maharashtra		5 years	
Kutch Chemical Limited	Across Gujarat		6 years	
Aarti Industries Limited (CRISIL AA/Stable/CRISIL A1+')			Gujarat	
ABB Limited (Rated 'CRISIL AAA/Stable/ CRISIL A1+')	South Africa			
Alembic Limited			Gujarat	
Tolirwar Limited	Gujarat			
Excelsource International Private Limited (Rated 'CRISIL A4+')	Across Gujarat			
Ruchi Petrochem Private Limited				

Notes:

- The company caters to more than 1,100 customers across India and other African countries.
- Each customer accounts for less than 25.00 % of the total sales.

Terms of credit	:	Cash and credit up to 45 days
Process of getting orders	:	Regular orders from customers; some orders are tender based
Exports	:	1.0-1.5 % of net sales
Marketing network	:	<ul style="list-style-type: none"> • A 10-member marketing team enables the company to source regular orders from customers. The company gets product inquiries from digital marketing. Their product range has a strong presence on social media, Internet search engines and websites. The company has a dedicated digital marketing team to tackle the inquiries received through digital marketing and field representatives who keep on moving in industrial belts and identify the clients. They even have a marketing (technical) team who keep on meeting architects and structural engineers to explain the products we manufacture. • It markets its products through various online marketing channels and receives repeat orders from its existing customers. • The company also advertises its products through its website: www.bansalroofing.com
Geographical reach	:	Well-spread

Supplier profile and supply-side analysis

Supplier's / Wholesaler's name	Address	Product	Length of relationship
Manaksia coated metals & industries Limited	Gujarat	Colour-coated coils, aluminium, roofing sheets, polycarbonate sheets	15 years
Arcelormittal Nippon Steel India Limited (Rated 'CRISIL AA-/CCR AA-/Stable/CRISIL A1+')	Surat	Galvanised coils, galvanised pipes, and galvanised sheets	8 years
Surat Ispat Private Limited	Maharashtra		
JSW Steel Limited (Rating 'CRISIL A+/Stable/CRISIL A1')	Across India		10 years

Terms of purchase	:	Credit up to 30 days
Raw material availability	:	Ample
Raw material price volatility	:	High
Ability to pass on raw material price increase	:	Yes
Imports	:	None

Manufacturing facilities

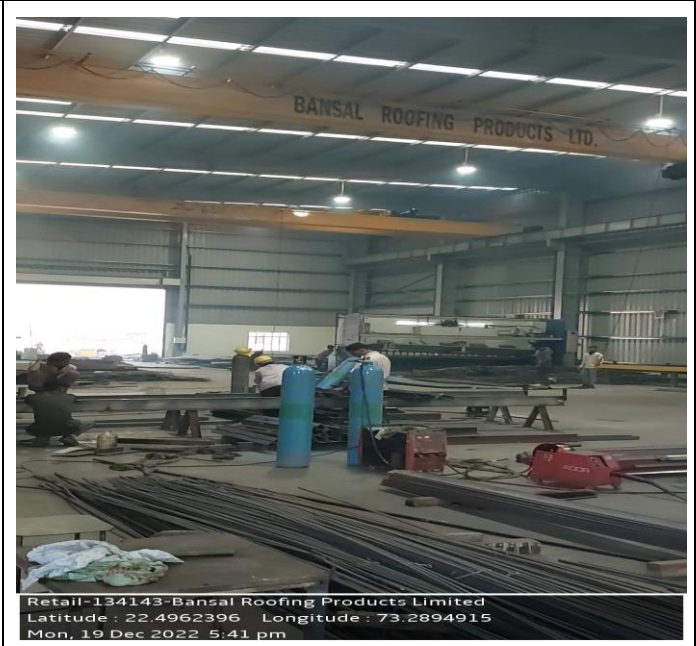
Labour-oriented operations	:	Yes
Labour union	:	No
Labour relationships	:	Cordial
CNC machines, CAD, CAM, automation	:	Yes
In-house R&D, designing facilities	:	No
Degree of mechanisation	:	High
Availability of critical machinery and entry barriers to technology and processes used	:	Yes
Factory layout	:	Spacious and well-organised

Notes: The company has a quality control team of 3 executives, headed by Amiya kumar koley to conduct quality checks at each stage of the production process.

Photographs of the facility:



View of the Facility



View of the Facility



View of the Facility




View of the Facility


Ownership and management

Directors' profile

	Director's name	:	Kaushal Kumar Gupta
	Age	:	52 years
	Qualification	:	BE (Industrial engineering)
	Designation / responsibilities	:	Chairman and Managing director /Overall management
	Promoters' experience in current business	:	17 years
	Experience in the same line of business (including current experience)	:	29 years: <ul style="list-style-type: none"> • 12 years through Ashinishi Marketing and Engineering as partner • 17 years through group company and the graded company
	Personal net worth	:	Data not provided to CRISIL
	Director's address	:	A-104, Darshanam Splendor, Akshar Pavillion Road, Near Nilamber Circle, Bhayli, Vadodara – 391 410, Gujarat
	Telephone no.	:	+91 9825 050 682
	Ownership of residence	:	Owned
Vehicles used	:	TATA Harrier	

	Director's name	:	Kailash Kaushal Gupta
	Age	:	25 years
	Qualification	:	Master's in business administration
	Designation / responsibilities	:	Whole time director
	Promoters' experience in current business	:	1 year
	Previous experience	:	Data not provided to CRISIL
	Personal net worth	:	Data not provided to CRISIL
	Director's address	:	A-104, Darshanam Splendor, Akshar Pavillion Road, Near Nilamber Circle, Bhayli, Vadodara – 391 410, Gujarat
	Telephone no.	:	+91 9173 147 763

	Director's name	: Sangeeta Gupta
	Age	: 50 years
	Qualification	: MA (English)
	Designation / responsibilities	: Whole time director
	Promoters' experience in current business	:
	Experience in the same line of business (including current experience)	: 10 years
	Personal net worth	: Data not provided to CRISIL
	Director's address	: A-104, Darshanam Splendora, Akshar Pavillion Road, Near Nilamber Circle, Bhayli, Vadodara – 391 410, Gujarat.
	Telephone no.	: +91 9979856258

	Director's name	: Arpita shah
	Age	: 37 years
	Qualification	: Chartered Financial Analyst
	Designation / responsibilities	: Independent Director
	Promoters' experience in current business	: NIL
	Experience in the same line of business (including current experience)	: 16 years
	Personal net worth	: NA
	Director's address	: B-47, Darshanam Splendora, Opp. Akshar Pavillion, vasant Vihar, bhayli, Vadodara - 391410
	Telephone no.	: +91 96384 68955

	Director's name	: Enu shah
	Age	: 34 years
	Qualification	: Chartered Accountant
	Designation / responsibilities	: Independent Director
	Promoters' experience in current business	: NIL
	Experience in the same line of business (including current experience)	: 2 years
	Personal net worth	: NA
	Director's address	: B-1001, Darshanam Splendora, Opp. Spring Retreat – 2 Bhayli, Gujarat, India – 391410
	Telephone no.	: 9979477111

	Director's name	: Mr. Ravi Bhandari
	Age	: 51 Years
	Qualification	: B.E. (Civil)
	Designation / responsibilities	: Independent Director
	Promoters' experience in current business	: NIL
	Experience in the same line of business (including current experience)	: 2 years
	Personal net worth	: NA
	Director's address	: A-304, Parshwa Luxuria, NR. Sitavan Farm Opp. Santoor Bungalow, Ambli Bopal Road, Bodakev, Ahmedabad, Gujarat - 380054 India
	Telephone no.	: 9727729700

Personal liquid net worth of promoters is as disclosed by management and not certified.

Key management personnel

Name	: Niladri Seal
Age	: 49 years
Qualification	: BCom
Designation / responsibilities	: Manager/Administration and accounts
Relevant experience	: 18 years
Address	: 274/2, Samlaya Sherpura Road, Village: Pratapnagar, Taluka: Savli, Vadodara – 391520, Gujarat, India
Telephone no.	: +91 9925 060 542

Name	: Chiragbhai Jagdishbhai Rana
Age	: 35 years
Qualification	: Postgraduate (MCom)
Designation / responsibilities	: CFO (Chief Financial Officer)
Relevant experience	: 11 years
Address	: 274/2, Samlaya Sherpura Road, Village: Pratapnagar, Taluka: Savli, Vadodara – 391520, Gujarat, India
Telephone no.	: +91 9925 060 542

Name	: Archi Nitin Shah
Age	: 34 years
Qualification	: Postgraduate
Designation / responsibilities	: Company Secretary and compliance officer
Relevant experience	: 10 years
Address	: 274/2, Samlaya Sherpura Road, Village: Pratapnagar, Taluka: Savli, Vadodara – 391520, Gujarat, India
Telephone no.	: +91 9925 060 542

Name	:	Amiya Kumar Koley
Age	:	53 years
Qualification	:	Diploma in Mechanical Engineering
Designation / responsibilities	:	Plant/Production head
Relevant experience	:	25 years
Address	:	274/2, Samlaya Sherpura Road, Village: Pratapnagar, Taluka: Savli, Vadodara – 391520, Gujarat, India
Telephone no.	:	+91 9925 060 542

Organisational structure, controls and systems

Managing director	:	Kaushal Kumar Gupta
Constitution	:	Public limited company
Second tier management	:	Qualified and experienced
Decision making powers	:	Decentralised
Reporting system or MIS	:	Yes
Type of reporting system	:	Computerised
Frequency of MIS / reporting	:	Daily
Litigations against the SSI	:	None
Litigations against the Director	:	
Severity of litigations	:	Not applicable
Susceptibility to foreign exchange fluctuations	:	Low
Hedging against foreign exchange risks	:	Not applicable
Susceptibility to commodity price fluctuations	:	
Hedging against forex risks (for Sales)	:	
Hedging against forex risks (for raw material)	:	
Hedging against commodity prices	:	
Asset insurance	:	Adequate

Ownership pattern

Shareholding pattern as of:	fiscal 2022
-----------------------------	-------------

Name of the shareholder	Relationship with managing director	Share in capital (%)
Kaushal Kumar Gupta	Self	48.20
Sangeeta Gupta	Spouse	18.93
Satish Kumar Gupta	Brother	3.47
Kailash Kaushal Gupta	Son	1.49
Jignesh Gupta	Son	1.27
Individuals (public)	Shareholders	26.64
	Total	100.00

Notes:

- There has been changes in the shareholding pattern in fiscal 2022 as compared to fiscal 2021.

Group companies and firms

Name of the group company	Business	Year ended	Net sales	PAT	Net worth/ Capital	Total debt
			<i>Amounts in Rs lakh</i>			
Agrawal Associates (established in 2005)	Trading of colour-coated roof sheets, polycarbonate sheets, and FRP roof sheets	March 31, 2022	Rs 118.33	Rs 13.70	Rs 94.18	NIL

PAT: Profit after tax

Notes:

- Kaushal Kumar Gupta is the proprietor of Agrawal Associates.
- There are less than 1.00% intra-group transactions, as confirmed by the management.
- There is no financial fungibility within the group, as confirmed by the management.

Financial profile

Current financial performance

Performance from April 1 to November 30, 2022		
Net sales	Rs lakh	6,029.18
OPBDIT	Rs lakh	397.61
Current order book	Rs lakh	721.71
Debtors	Rs lakh	323.68
Creditors	Rs lakh	356.56
Capital	Rs lakh	2,283.73
Total debt	Rs lakh	863.68
Total debt- equity ratio	Times	65.51
Projected performance for		FY23*
Net sales	Rs lakh	9,200
PBT	Rs lakh	500
PBT margin	%	5.43

* Management projection

Past financial performance

Profit and loss account

For the year ended		FY20	FY21	FY22
		Audited	Audited	Audited
Number of months		12	12	12
Net sales	Rs lakh	4,104.03	4,150.17	7,258.55
Operating income	Rs lakh	4,132.30	4,173.09	7,273.66
Cost of sales	Rs lakh	3,776.91	3,825.37	6,684.23
OPBDIT	Rs lakh	355.39	347.72	589.43
Interest and finance costs	Rs lakh	7.67	9.19	14.80
OPBDT	Rs lakh	347.72	338.54	574.63
Depreciation	Rs lakh	36.40	37.93	45.64
OPBT	Rs lakh	311.32	300.61	528.99
Non-operating income / (expense)	Rs lakh	-	-	-
PBT	Rs lakh	311.32	300.61	528.99
Extraordinary income / (expense)	Rs lakh	(6.10)	(0.12)	(0.77)
Reported PBT	Rs lakh	305.22	300.49	528.22
Provision for taxes	Rs lakh	79.85	73.24	120.76
Deferred tax liability / (asset)	Rs lakh	1.20	2.01	13.60
PAT	Rs lakh	224.18	225.24	393.86
Dividends	Rs lakh	-	-	-
Net cash accruals	Rs lakh	260.57	267.19	439.50

Notes:

- Net sales improved in fiscal 2022 on account of high demand due to slow down of Covid and an increase in the price of raw materials in the market.
- Operating income for fiscal 2022 comprised miscellaneous income of Rs 15.11 lakh.
- Interest and finance costs as of fiscal 2022 comprised interest on borrowings of Rs 14.80 lakh. The same increased in fiscal 2022 on account of higher utilization of cash credit facility.
- Depreciation over the past three fiscal years (fiscal 2022, fiscal 2021 and fiscal 2020) has been charged as per the Companies Act, 2013.
- Extraordinary expense during fiscal 2022 refers to income tax expense of previous years.
- Deferred tax was provided over the past three years (fiscal 2022, fiscal 2021 and fiscal 2020) according to the provisions of the Companies Act, 2013.

Balance sheet

		FY20	FY21	FY22
		Audited	Audited	Audited
Liabilities				
Tangible net worth	Rs lakh	1,435.03	1,627.31	1,988.21
Deferred tax liabilities / (assets)	Rs lakh	28.87	30.88	44.48
Long-term debt	Rs lakh	0.78	205.38	591.66
<i>of which, current portion of long-term debt</i>	<i>Rs lakh</i>	0.78	82.00	104.94
Short-term debt	Rs lakh	-	-	143.50
<i>of which, working capital borrowing from banks</i>	<i>Rs lakh</i>	-	-	143.50
Other liabilities and provisions	Rs lakh	118.02	286.04	792.25
Total liabilities	Rs lakh	1,582.70	2,149.61	3,560.10
Assets				
Net fixed assets	Rs lakh	459.45	923.84	1,935.93
Investments	Rs lakh	3.46	25.90	28.06
Inventory	Rs lakh	721.81	733.23	1,090.93
Receivables (total)	Rs lakh	284.17	235.72	264.13
<i>of which, receivables greater than six months</i>	<i>Rs lakh</i>	5.94	-	0.57
Cash and bank balance	Rs lakh	11.83	22.45	0.94
Other current assets	Rs lakh	101.98	208.47	240.11
Total assets	Rs lakh	1,582.70	2,149.61	3,560.10

Notes:

- Long-term debt as of fiscal 2022 comprised Plant and Machinery of Rs 516.20 lakh, vehicle loan of Rs 15.46 lakh and ECLGS loan of Rs 60.00 lakh availed from Axis Bank Limited.
- Short-term debt as of fiscal 2022 comprised cash credit facility availed from Axis Bank Limited.
- Other liabilities and provisions as of fiscal 2022 comprised advance from customers of Rs 549.58 lakh, deposits from customers of Rs 0.99 lakh, creditors for goods of Rs 227.99 lakh, dividend payable of Rs 0.16 lakh and statutory dues payable of Rs 8.01 lakh.
- Fixed assets of gross value Rs 1,914.20 lakh were added during fiscal 2022. Major fixed assets added during the year includes:
 - Land
 - Factory Building
 - Furniture and Fittings
 - Plant and Machinery
 - Borewell
 - Office equipment and electrification
 - Vehicles
 - Computer
- Investments as of fiscal 2022 comprised fixed deposits with banks of Rs 28.06 lakh
- Inventory as of fiscal 2022 comprised raw materials of Rs 633.93 lakh, work in progress of Rs 427.50 lakh, and finished goods of Rs 29.50 lakh.
- Other current assets as of fiscal 2022 comprised security deposit of Rs 13.41 lakh, loans and advances of Rs 118.88 lakh and prepaid expenses of Rs 107.80 lakh.

Key Financial Ratios

For the year ended / as at		FY20	FY21	FY22
		Audited	Audited	Audited
OPBDIT margin	%	8.60	8.33	8.10
PAT margin	%	5.59	5.40	5.41
Return on capital employed	%	22.41	18.61	23.45
Gross current assets	days	97	101	79
Day's inventory (on COP)	days	70	70	60
Day's receivable (on gross sales)	days	22	18	11
Day's payable (on materials)	days	4	20	14
Current ratio	Times	9.42	3.26	1.55
PBDIT Interest cover	Times	45.55	37.84	39.78
Net cash accruals/Total debt	%		More than 100	59.78
Debt service coverage ratio	Times	6.21	29.94	4.98
Average cost of borrowing	%	26.70	8.91	3.15
Total outside liabilities/Tangible net worth	Times	0.10	0.32	0.79
Gearing - Total debt/Tangible net worth	Times	0.00	0.13	0.37
Gearing (considering promoter loans as neither debt nor equity)	Times	0.00	0.13	0.37
Cash /TOL	%	10.35	9.26	1.85

Notes.

- OPBDIT margin declined in fiscal 2022 on account of an increase in material costs.
- Receivables and payables over the past three years (fiscal 2022, fiscal 2021 and fiscal 2020) were in line with credit terms.

Fund flow statement

For the year ended		FY21	FY22
Sources of funds			
Net cash accruals	Rs lakh	267.19	439.50
Equity infusion / Share application money	Rs lakh	(0.00)	-
Long-term debt borrowed (net)	Rs lakh	123.38	363.33
Short-term debt borrowed (net)	Rs lakh	81.22	166.44
Decrease in net current assets	Rs lakh	81.71	96.94
Sale of investments / fixed assets	Rs lakh	-	-
Other sources	Rs lakh	2.23	24.54
Total sources of funds	Rs lakh	555.72	1,090.75
Uses of funds			
Investment and fixed assets purchased	Rs lakh	502.32	1,057.74
Decrease in tangible net worth	Rs lakh	36.96	32.95
Long-term debt repaid (net)	Rs lakh	-	-
Short-term debt repaid (net)	Rs lakh	-	-
Increase in net current assets	Rs lakh	-	-
Other uses	Rs lakh	16.45	0.06
Total uses of funds	Rs lakh	555.72	1,090.75

Notes:

- Decrease in net current assets in fiscal 2022 was on account of an increase in advances from customers.
- Decrease in net current assets in fiscal 2021 was on account of an increase in creditors for goods and provisions.
- Other sources in fiscal 2022 and fiscal 2021 refers to an increase in deferred tax liability.
- Decrease in tangible net worth in fiscal 2022 was on account of securities premium utilized for bonus issue of shares.
- Other uses in fiscal 2022 refers to a decrease in dividend payable.
- Other uses in fiscal 2021 refers to an increase in deposits and deferred revenue expenditure.

Contingent liabilities

Contingent liabilities as of fiscal 2022: Nil

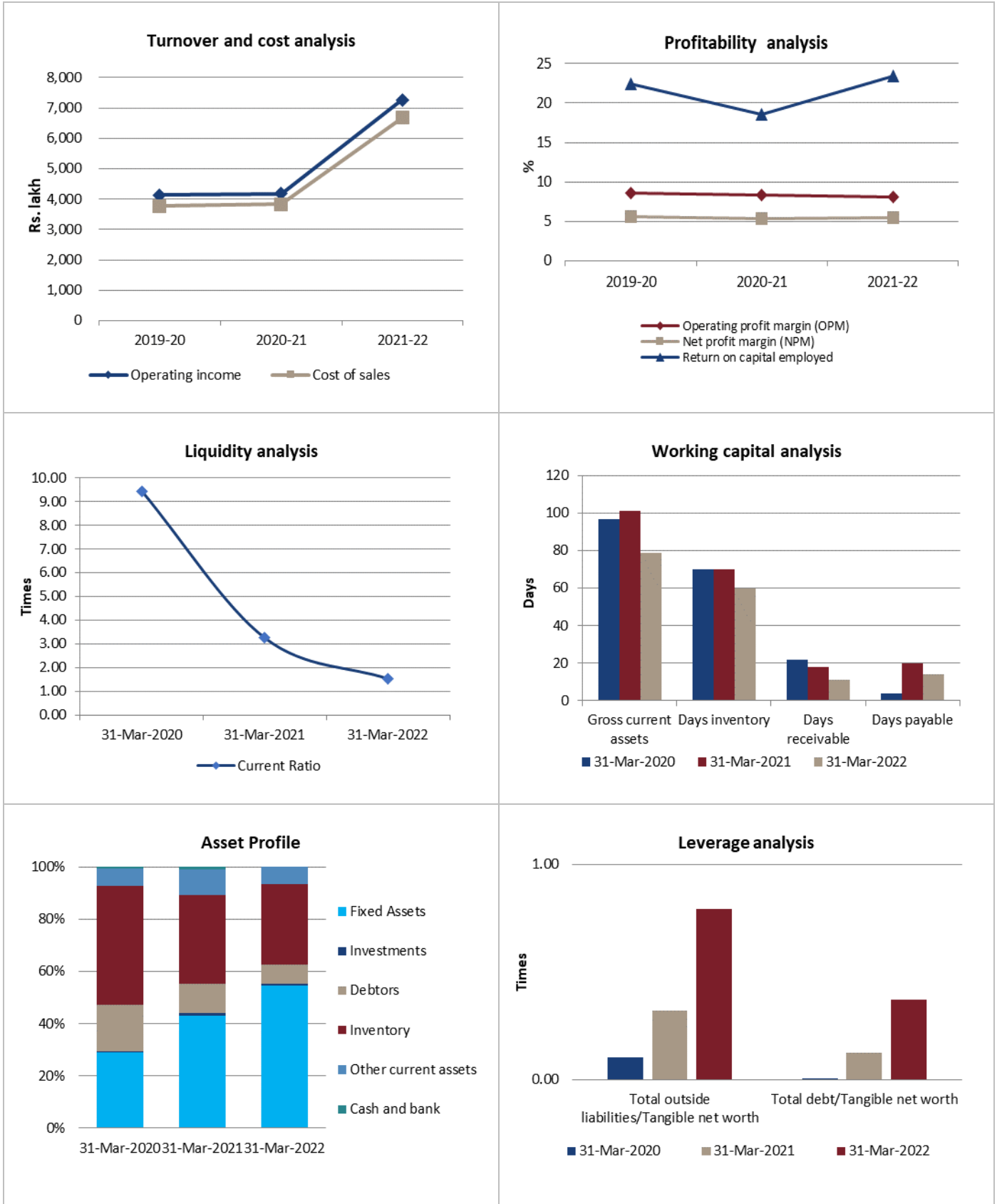
Auditors

Santlal Patel and Company; Chartered Accountants
Phoenix complex, Near Suraj Plaza, Sayajigunj
Vadodara-390 005, Gujarat
Membership no.: 163712

Auditors' comments and observations in their audit report for fiscal 2022, fiscal 2021, and fiscal 2020: No adverse comment

Change in auditors, if any: None

Graphs



Banking facilities

Name and location of the bank	Length of relationship	Facilities availed	Type of facility	Loan amount Sanctioned	Rate (%)
Axis Bank Vadodara, Gujarat	3 years	Cash credit	Fund-based limit	Rs 350.00 lakh [Rs. 200 Lakhs + 150 Lakhs (Bank Guarantee)]	9.10
		Term loan		Rs 475.00 lakh	
		Term loan		Rs 240. Lakh	
		ECLG		Rs 60.00 lakh	

Feedback: The team has received positive feedback from the banker.

Site visit

Address of the site visited	:	274/ Paiki 2, Samlaya Sherpura Road, Village: Pratapnagar, Taluka: Savli, Vadodara – 391520, Gujarat, India.																											
CRISIL representative	:	Imtiyaj H Mir																											
Unit official contacted	:	Name: Niladri Seal Designation: Finance Senior Manager Contact No.: +91 9909 002 126 Email id: finance@ bansalroofing.com																											
Date of site visit	:	December 19, 2022																											
No. of floors occupied	:	Ground																											
Size of premises	:	2.97 lakh sq. ft.																											
Number of employees at the location	:	57 (at the time of site visit)																											
Child labour at the site	:	No																											
Locality	:	Industrial																											
Location area	:	Rural																											
Site location	:	Side lanes																											
Site used as	:	<ul style="list-style-type: none"> • Administrative office • Regional office • Sales office • Factory or works • Warehouse 																											
Site layout	:	Spacious and well-organised																											
Space around the building / structure	:	<table border="1"> <tr> <td>Front porch</td> <td>Yes</td> </tr> <tr> <td>Backyard</td> <td>Yes</td> </tr> <tr> <td>Side space</td> <td>Yes</td> </tr> </table>		Front porch	Yes	Backyard	Yes	Side space	Yes																				
Front porch	Yes																												
Backyard	Yes																												
Side space	Yes																												
Electricity units consumed in the past three months	:	<ul style="list-style-type: none"> • September 2022: 17,510 units • October 2022: 19,448 units • November 2022: 15,412 units 																											
State of infrastructure	:	<ul style="list-style-type: none"> • Power: Stable • Backup power: Unavailable • Water: Available • Labour unions: None • Transportation: Easily available • Overall infrastructure: Satisfactory 																											
Building structure	:	Permanent structure																											
Ownership of premises	:	Owned																											
Sharing premises with group	:	No																											
Facilities available at the site	:	<table border="1"> <tr> <td>Telephone</td> <td>Yes</td> </tr> <tr> <td>Internet</td> <td>Yes</td> </tr> <tr> <td>Fax</td> <td>No</td> </tr> <tr> <td>Generator</td> <td>Yes</td> </tr> <tr> <td>Security guards</td> <td>Yes</td> </tr> <tr> <td>Name or sign boards</td> <td>Yes</td> </tr> <tr> <td>Fire extinguisher</td> <td>Yes</td> </tr> <tr> <td>Drinking water</td> <td>Yes</td> </tr> <tr> <td>Elevators</td> <td>Yes</td> </tr> <tr> <td>Transport arrangement</td> <td>Yes</td> </tr> <tr> <td>Boundary wall</td> <td>Yes</td> </tr> <tr> <td>Drainage and sewerage</td> <td>Yes</td> </tr> <tr> <td>Pantry and canteen</td> <td>No</td> </tr> </table>		Telephone	Yes	Internet	Yes	Fax	No	Generator	Yes	Security guards	Yes	Name or sign boards	Yes	Fire extinguisher	Yes	Drinking water	Yes	Elevators	Yes	Transport arrangement	Yes	Boundary wall	Yes	Drainage and sewerage	Yes	Pantry and canteen	No
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Pantry and canteen	No																												

Environmental clearance obtained by unit	:	Obtained
Other observations	:	None
Installed capacity (annual)	:	600 metric tonnes per month
Utilized Capacity (annual)	:	70.00%
Name of the Raw material being used	:	steel colour-coated coils, and galvanized pipes and sheets.
Source of raw material	:	Local

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