

S_{MALL} **M**_{EDIUM} **E**_{XLARGE}

SMALL IS THE NEXT BIG



Friday, 23 June 2017

8th Floor, Vibgyor Towers, Opp. Trident BKC,
Bandra Kurla Complex, Mumbai

*entry by invitation only

Key note by Head, BSE SME Exchange



Mr Ajay Thakur, Head, BSE SME Exchange

Dear Participants,

A warm welcome to all to the SME Conference organised by AMSEC in consultation with BSE SME exchange.

SMEs are the building blocks of the economy. They are the biggest contributor to the employment. BSE has taken the initiative to start the SME platform so that SMEs can generate funds through capital market and at the same time unlock the value of the company by bringing visibility and credibility. BSE SME will be committed to the growth of SMEs and therefore bring inclusive growth in the country.

BSE Ltd has set up the BSE SME Platform as per rules and regulations laid down by SEBI. BSE SME provides a regulated platform for SME's to raise funds from the public. BSE SME Platform offers an entrepreneur an investor friendly environment, enabling the listing of SMEs from the unorganized sector scattered throughout India, into a regulated and organized sector.

Established in 2012, BSE SME is the first & the market leader in the SME platform in India. Over the past 5 years, BSE SME has listed 183 companies and helping them raise funds to the tune of Rs.1,439.45 crore cumulatively. The market capitalisation of the platform stands at Rs.18,800 crore.

Best,

Ajay Thakur

Compendium of Business profile and financial snapshot of participating companies

Company Name	Sector	CMP	Mcap Rs mn	FY17 (Rs mn)			EBITDA M%	PATM%	ROE%	ROCE%	D/E (x)	PER (x)
				Revenue	EBITDA	PAT						
Captain Pipes Ltd	Building Materials	76	316	535	24	3	6.1	0.6	3.4	13.9	0.7	96.8
Captain Polyplasts Ltd	Building Materials	135	1,360	1,306	166	49	12.7	3.7	18.2	29.5	0.6	27.9
Dhabriya Polywoods Ltd	Plastic Products	145	1,528	729	90	38	15.9	5.1	15.1	16.4	1.2	42.8
Filtra Consultants Ltd	Pollution Control Equip.	19	131	455	15	11	3.3	2.4	12.9	19.1	0.0	11.7
Majestic Research Services & Solutions Ltd	Research & other services	410	2,050	229	75	46	32.5	20.2	36.6	32.0	0.0	44.0
Mangalam Seeds Ltd	Agriculture	180	990	302	43	31	14.2	10.2	17.1	16.9	0.1	45.4
Nandan Denims Ltd	Textiles	128	6,150	12,204	1,899	567	15.6	4.6	14.9	11.5	1.2	10.9
Relicab Cables Ltd	Electricals & Cables	40	184	178	14	2	7.8	0.8	2.4	16.0	1.4	133.3
Shiva Granito	Building Materials	9	122	207	28	16	13.6	7.6	14.3	7.3	0.6	7.7
SRG Housing Finance Ltd	Housing Finance	193	2,506	89	40	27	45.2	30.4	8.4	10.2	2.2	92.5
Suyog Telematics Ltd	Transmission Line Towers / Equipment	387	3,870	605	290	170	47.9	26.9	39.1	33.4	1.0	23.1
Sysco Industries Ltd	Packaging	51	405	1,581	156	57	9.8	3.6	18.9	16.3	2.0	7.2
Ultracab (India) Ltd	Electricals & Cables	120	1,530	389	24	3	6.2	0.8	1.7	8.1	0.8	602.0
Umiya Tubes Ltd	Steel - Tubes / Pipes	120	888	237	22	15	9.4	6.4	18.4	18.7	0.1	55.8
Vishal Bearings Ltd	Industrial Machinery	31	183	305	24	8	16.2	2.6	9.5	9.5	2.5	22.7

Disclaimer:

This is information document compiled using Company website and other databases and only meant for investor's quick reference. AMSEC does not have any View or recommendation on any of these companies.

Index

Sr. No.	SME Companies Name	Page No
1	Captain Pipes Ltd	8
2	Captain Polyplasts Ltd	10
3	Dhabriya Polywoods Ltd	12
4	Filtra Consultants Ltd	14
5	Majestic Research Services & Solutions Ltd	16
6	Mangalam Seeds Ltd	18
7	Nandan Denims Ltd	20
8	Relicab Cables Ltd	22
9	Shiva Granito Exports Ltd	24
10	SRG Housing Finance Ltd	26
11	Suyog Telematics Ltd	28
12	Sysco Industries Ltd	30
13	Ultracab (India) Ltd	32
14	Umiya Tubes Ltd	34
15	Vishal Bearings Ltd	36



Construction Materials

Shiva Granito Export Ltd.

Asian Markets Securities Pvt. Ltd.

Institutional Research

CMP (Rs)	9.20
Market cap (Rs mn)	120

Key Stock Data

BSE SME Code	540072
Shares O/s mn(FVRs 10)	13.2
Dividend Yield (%)	0.0
52-week high/low	14.40/8
3-m daily avg vol.	710
IPO Price	Rs. 12.0
IPO Date	Sep 6 2016

Price Performance

(%)	1m	3m	12m
SGEL	4.4	-8.3	-
NIFTY	1.4	5.4	16.7
SENSEX	2.5	5.7	16.3

Shareholding Pattern

(%)	Mar17	Dec16
Promoter	68.2	68.6
FII		
DII		
Others	31.8	31.4

Chairman	Suresh Upadhyay
M. D	Abhishek Upadhyay
Auditors	Nenawati & Associates LLP

Reg Office: Udaipur

Web Site: www.shivaexport.in/

Exhibit 1: Key Financials (Standalone)

Y/E Mar (Rs mn)	FY15	FY16	FY17
Sales	145.4	53.0	206.7
yoy (%)	474.7	-63.5	289.8
EBITDA	0.2	-2.4	12.6
yoy (%)	369.4	-86.7	1146.2
PAT	-8.5	-6.3	15.7
yoy (%)	507.1	-25.5	-348.0
Equity	20.2	90.2	132.2
EPS (Rs)	-4.2	-0.7	1.2

Source: Company, AMSEC Research

Company profile

Shiva Granito Export LTD (Formerly known as Shiva Exports co.) is a premier exporter of all kind of Marble and Granites to all major parts of the world. It played a role of dominant player in the market for more than a decade. The company started as partnership firm in the year 2007 as importer and exporter of all kind of decorative stones, minerals, chemicals. Later it decided to extend its operation by entering into manufacturing of the engineered quartz stone slabs, different grades of resins and quartz stone powder and manufacture & dealing of God & Goddess Statues/deities.

The company's manufacturing facility located at Vana Village in Udaipur District, Rajasthan and is spread over 4.1 big has. The Company's manufacturing unit is equipped with laboratory, enabling the company in house to develop new colours, besides facilitating conducting of tests and analysis of various products. At present it has manufacturing plant for engineered quartz stone slabs, different grade of resins, quartz powder and God & Goddess Statues/ Deities.

The Company has Company has installed a resin manufacturing unit with the annual capacity of around 1900 MT of different grades like PET, General Purpose, Marble Grade etc. For Quartz Slab the company has Manufacturing Unit of annual capacity around 1.5 million sq. ft. for manufacturing quartz slab of different colours and sizes. The Company also has a fully automated quartz powder manufacturing unit with the annual capacity of around 4500 MT of different mesh sizes.

Business Model

The company has two segments in which it operates 1.) Manufacturing of Quartz Slab, powder & Resin. 2.) Manufacturing of God & Goddess Statues

The company's majority of the products in the Quartz segment are used for residential purpose and are mostly sold into the home renovation and more particularly for kitchen counter tops. As per our current business model, the Company has a limited customer base as it generates its sales of resins, quartz slab and quartz powder by third party distributor and large companies generally for further sale to retailers. For the year ended March 31, 2016 our top 5 customers contributed around 57.52% and top 10 customers contributed more than 78% of our sales.

The company also operates a retail business of God & Goddess Statues/deities which are made through customers at its doorstep.

Financial performance

Over FY15-17, Shiva Granito posted Sales CAGR 12.44%, The EBDITA and PAT CAGR were well in triple digits. EBIDTAM increased to 13.6% in FY17 from 4.2 in FY16. PATM turned around from -5.8% in FY16 to 7.6% in FY17. D/E lowered to 0.6 in FY17 from 125 times in FY15. Return ratios increased significantly with ROCE increased to 7.3% in FY17 from 0.9 in FY15. Company has inventory turn of 85 days and debtors and creditors cycle is at 144 days and 51 days respectively. Cash flow from operations remained positive throughout FY15-17.

Exhibit 2: Key Indicators

Y/E Mar	FY15	FY16	FY17
OPM (%)	11.6	4.2	13.6
NPM (%)	-5.8	-11.9	7.6
PER (x)	0.0	-14.2	7.7
P/BV (x)	0.0	1.1	0.9
EV/Sales (x)	1.1	3.2	1.0
EV/ EBITDA (x)	9.6	75.1	7.4
RoACE (%)	0.9	-1.4	7.3
RoANW (%)	1307.7	-15.3	14.3

Financials (Standalone)

(Rs mn)

Profit and Loss Account

Y/E (Mar)	FY15	FY16	FY17
Net sales	145.4	53.0	206.7
Consumption of materials	104.8	33.9	142.8
Increase/(Decrease) in stock	5.0	8.3	-8.9
Staff Expenses	4.0	2.1	11.3
Power & Fuel cost	7.8	0.0	0.0
Other Operating expenses	6.9	6.5	33.5
Total expenditure	123.5	42.5	187.5
EBITDA	16.9	2.3	28.0
Depreciation	16.7	4.6	15.5
Operating Profit	0.2	-2.4	12.6
Other income	0.5	0.2	0.7
EBIT	0.7	-2.1	13.3
Interest	12.4	3.4	10.2
Exceptional income/expense	0.0	0.0	0.0
Profit Before Tax	-11.7	-5.5	3.1
Tax	-3.2	0.8	-12.6
Reported Net Profit	-8.5	-6.3	15.7
Extra Ordinary Items	0.0	0.0	0.0
Adjusted Net Profit	-8.5	-6.3	15.7
Share O/s mn	2.0	9.0	13.2
EPS Rs	-4.2	-0.7	1.2

Cash Flow Statement

Y/E (Mar)	FY15	FY16	FY17
PBT	-10.8	-5.7	3.1
Non-cash adjustments	21.5	7.6	30.3
Changes in working capital	23.2	1.6	-40.4
Tax & Interest Paid	0.0	0.0	12.6
Cashflow from operations	33.9	3.5	5.5
Capital expenditure	0.0	-0.7	-1.5
Change in investments	0.0	0.0	-2.1
Cashflow from investing	-1.4	-0.3	-2.9
Issue of equity	0.0	84.0	0.0
Issue/repay debt	0.0	-82.4	7.9
Interest Paid	0.0	-3.4	-10.2
Dividends paid	-32.5	0.0	-0.3
Other financing cashflow	0.0	0.0	0.0
Cashflow from financing	-32.5	-3.0	-2.6
Change in cash & cash eq	0.0	0.2	0.1
Opening cash & cash eq	0.1	0.1	0.3
Cash & Cash equivalents	0.0	0.0	0.0
Closing cash & cash eq	0.1	0.3	0.4
Free Cash Flow to firm	33.9	2.8	4.0

Balance sheet

Y/E (Mar)	FY15	FY16	FY17
SOURCES OF FUNDS :			
Share Capital	20.2	90.2	132.2
Reserves Total	-18.9	-8.9	6.4
Total Shareholders Funds	1.3	81.3	138.6
Non-Current Liabilities			
Long term borrowings	137.7	55.2	60.4
Deferred tax liability	-7.5	-9.2	-12.1
Other long term liabilities	0.0	0.0	1.9
Long-term provisions	0.1	0.2	0.0
Long term trade payable	0.0	0.0	0.0
Current Liabilities			
Short term borrowings	25.1	24.0	26.8
Trade payables	18.7	13.6	29.1
Other current liabilities	13.3	15.3	5.4
Short term provisions	0.0	0.0	0.3
Total Equity & Liabilities	188.7	180.4	250.3
APPLICATION OF FUNDS :			
Non Current Assets			
Fixed Assets			
Gross Block	139.6	140.4	141.9
Less : Accumulated Depreciation	34.4	38.9	54.4
Net block	105.2	101.5	87.5
Capital Work in Progress	0.0	0.0	0.0
Non current Investment	0.0	0.0	0.0
Intangible assets under development	0.0	0.0	0.0
Long term loan and advances	2.6	2.7	4.9
Other non-current assets	0.0	0.0	7.6
Current Assets			
Inventories	43.3	22.5	41.7
Sundry Debtors	23.8	43.2	81.5
Cash and Bank	0.1	0.3	0.4
Short Loans and Advances	13.7	9.9	24.5
Others Current Assets	0.0	0.3	0.0
Total Assets	188.7	180.4	250.2
Valuation Matrix			
EPS Rs	-4.2	-0.7	1.2
CEPS Rs	4.1	-0.2	2.4
Book Value Rs	0.6	9.0	10.5
EV / Net Sales	1.1	3.2	1.0
EV / EBITDA	9.6	75.1	7.4
P / E Ratio	0.0	-14.2	7.7
P / BV Ratio	0.0	1.1	0.9

Ratios

Y/E (Mar)	FY15	FY16	FY17
GROWTH YOY%			
Sales Growth	474.7	-63.5	289.8
EBITDA Growth	369.4	-86.7	1146.2
Net Profit Growth	507.1	-25.5	-348.0
Gross Fixed Asset Growth	-	0.6	1.1
PROFITABILITY			
Gross Profit/ Net sales (%)	16.3	17.8	31.4
EBITDA / Net Sales (%)	11.6	4.2	13.6
NPM / Total income (%)	-5.8	-11.9	7.6
Raw Material/Net Sales (%)	72.1	63.9	69.1
Int/PBIT (%)	6200.0	-143.0	80.8
ROE (%)	-1307.7	-15.3	14.3
ROCE (%)	0.9	-1.4	7.3
ROIC (%)	0.6	-1.6	36.4
Tax / PBT (%)	27.4	-14.5	-400.0
TURNOVER (Days)			
Net Working Cycle	136	365	178
Debtors Velocity	60	297	144
Inventory	123	162	85
Creditors Velocity	47	94	51
Gross Asset Ratio	2.1	0.4	1.5
Total Asset Ratio	1.5	0.3	1.0
LIQUIDITY (x)			
Gross Debt-Equity Ratio	125.2	1.0	0.6
Net Debt-Equity Ratio	125.2	1.0	0.6
Interest Coverage	0.0	-0.7	1.2
Current Ratio (x)	1.4	1.4	2.4
Quick Ratio (x)	0.7	1.0	1.8
PAYOUT			
Payout (%)	0.0	0.0	2.0
Dividend (%)	0.0	0.0	0.0
Yield (%)	0.0	0.0	0.0
Du Pont Analysis			
NP / PBT (%)	72.6	114.5	500.0
PBT / EBIT (X)	-58.5	2.3	0.2
EBIT / Sales (X)	0.1	-4.5	6.1
Sales / Assets (X)	0.8	0.3	0.8
Assets / Equity (X)	145.2	2.2	1.8
ROE (%)	1307.7	-15.3	14.3

Source: Company, AMSEC Research