

September 12, 2014

## CARE ASSIGNS 'CARE BB / CARE A4+' RATINGS TO BANK FACILITIES OF SAI APPLIED TECHNOLOGIES PVT LTD

### Ratings

Facilities	Amount (Rs. crore)	Ratings <sup>1</sup>	Remarks
Long-term/Short-term Bank Facilities	5	CARE BB / CARE A4+ (Double B / A Four Plus)	Assigned
Short-term Bank Facilities	1	CARE A4+ (A Four Plus)	Assigned
<b>Total Facilities</b>	<b>6</b>		

### Rating Rationale

The ratings assigned to the bank facilities of Sai Applied Technologies Pvt. Ltd (SATPL) are primarily constrained on account of its low net-worth base, customer concentration risk, moderate liquidity position in working capital intensive operations and its presence in a highly competitive industry.

However, the ratings derive strength from the long experience of the promoters in industrial automation equipment industry, well-established operations and certified manufacturing facilities coupled with long term relationship with reputed clientele, healthy profit margins and comfortable solvency position and debt coverage indicators.

The ability of SATPL to increase its scale of operations while maintaining its profitability and capital structure with efficient working capital management is the key rating sensitivity.

### Background

Vadodara-based SATPL was incorporated by its key promoter; Mr. Prakash Jambur as a proprietorship concern in the name of Sai Technologies (STS) in 1996. However, SATPL recently changed its constitution to private limited company in May 2014. Presently, SATPL is headed by Mr. Prakash Jambur and his wife, Ms. Sucharitha Jambur. SATPL is engaged into manufacturing of different types of control panels like industrial control panel, instrument panel, Programmable Logic Control (PLC) panel, motor control center, power control center etc. for instrumentation automation and communication solutions for water and waste water industries, power and various other allied industries as per the requirements and specifications of the customers. SATPL carries out its manufacturing activities at its plant located at Vadodara which is spread over 714 square meters area. SATPL also offers various types services such as system design, site installation, commissioning and training the users of the automation system for its reputed customers. Furthermore, SATPL is ISO 9001:2008 as well as Conformité Européenne (CE) certified entity.

During FY14 (refers to the period April 1 to March 31), SATPL registered total operating income (TOI) of Rs.15.40 crore and a PAT of Rs.1.21 crore as against RS.12.69 crore and Rs.0.81 crore respectively during FY13.

### Analyst Contact

Name: Mohit Agrawal

Tel: (079) 40265652

Email: mohit.agrawal@careratings.com

<sup>1</sup> Complete definition of the ratings assigned are available at [www.careratings.com](http://www.careratings.com) and other CARE publications

*CARE has classified instruments rated by it on the basis of complexity. This classification is available at [www.careratings.com](http://www.careratings.com). Investors/market intermediaries/regulators or others are welcome to write to [care@careratings.com](mailto:care@careratings.com) for any clarifications.*

**Disclaimer:** CARE's ratings are opinions on credit quality and are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. CARE has based its ratings on information obtained from sources believed by it to be accurate and reliable. CARE does not, however, guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by CARE have paid a credit rating fee, based on the amount and type of bank facilities/instruments.

## CONTACT

### Head Office Mumbai

**Mr. D.R. Dogra**

Managing Director  
 Mobile: +91-98204 16002  
 E-mail: dr.dogra@carerating.com

**Mr. Rajesh Mokashi**

Dy. Managing Director  
 Mobile: +91-98204 16001  
 E-mail: rajesh.mokashi@careratings.com

**Ms. Meenal Sikchi**

Vice President - Bank Loan & Instrument Rating  
 Mobile: +91-9819009839  
 E-mail: meenal.sikchi@carerating.com

**Mr. Ankur Sachdeva**

Vice President - Bank Loan & Financial Services  
 Mobile: +91-9819698985  
 E-mail: ankur.sachdeva@careratings.com

**CREDIT ANALYSIS & RESEARCH LIMITED**

Corporate Office: 4th Floor, Godrej Coliseum, Somaiya Hospital Road, Off Eastern Express Highway, Sion (East), Mumbai - 400 022  
 Tel: +91-22-6754 3456 | Fax: +91-22-6754 3457 | E-mail: care@careratings.com

**Other Office:**

503, Kaledonia, Sahar Road, Near Andheri Railway Station, Andheri (E), Mumbai - 400 069  
 Tel: +91-22-6144 3456 | Fax: +91-22-6144 3556

**AHMEDABAD**
**Mr. Mehul Pandya**

32, Titanium, Prahaladnagar Corporate Road,  
 Satellite, Ahmedabad - 380 015  
 Cell: +91-98242 56265  
 Tel: +91-79-4026 5656  
 E-mail: mehul.pandya@careratings.com

**JAIPUR**
**Mr. Rahul Jain**

304, Pashupati Akshat Heights, Plot No. D-91,  
 Madho Singh Road, Near Collectorate Circle,  
 Bani Park, Jaipur - 302 016.  
 Cell: +91 – 93149 21496  
 Tel: +91-141-402 0213 / 14  
 E-mail: rahul.jain@careratings.com

**BENGALURU**
**Mr. Dinesh Sharma**

Unit No. 1101-1102, 11th Floor, Prestige Meridian II,  
 No. 30, M.G. Road, Bangalore - 560 001.  
 Cell: +91-99000 41975  
 Tel: +91-80-4115 0445, 4165 4529  
 E-mail: dinesh.sharma@careratings.com

**KOLKATA**
**Ms. Priti Agarwal**

3rd Floor, Prasad Chambers, (Shagun Mall Bldg.)  
 10A, Shakespeare Sarani, Kolkata - 700 071.  
 Cell: +91-98319 67110  
 Tel: +91-33- 4018 1600  
 E-mail: priti.agarwal@careratings.com

**CHANDIGARH**
**Mr. Sajan Goyal**

2nd Floor, S.C.O. 196-197, Sector 34-A,  
 Chandigarh - 160 022.  
 Cell: +91 99888 05650  
 Tel: +91-172-5171 100 / 09  
 Email: sajan.goyal@careratings.com

**NEW DELHI**
**Ms. Swati Agrawal**

13th Floor, E-1 Block, Videocon Tower,  
 Jhandewalan Extension, New Delhi - 110 055.  
 Cell: +91-98117 45677  
 Tel: +91-11-4533 3200  
 E-mail: swati.agrawal@careratings.com

**CHENNAI**
**Mr. V Pradeep Kumar**

Unit No. O-509/C, Spencer Plaza, 5th Floor,  
 No. 769, Anna Salai, Chennai - 600 002.  
 Cell: +91 98407 54521  
 Tel: +91-44-2849 7812 / 0811  
 Email: pradeep.kumar@careratings.com

**PUNE**
**Mr. Rahul Patni**

9th Floor, Pride Kumar Senate,  
 Plot No. 970, Bhamburda, Senapati Bapat Road,  
 Shivaji Nagar, Pune - 411 015.  
 Cell: +91-78754 33355  
 Tel: +91-20- 4000 9000  
 E-mail: rahul.patni@careratings.com

**HYDERABAD**
**Mr. Saikat Roy**

401, Ashoka Scintilla, 3-6-502, Himayat Nagar,  
 Hyderabad - 500 029.  
 Tel: +91-40-4010 2030  
 E-mail: saikat.roy@careratings.com

CIN - L67190MH1993PLC071691