

<SAMPLES FOR TESTING> SAMPLE INDIA LIMITED

ACTIVE BUSINESS

ACRONYM(S) : SDPL

Location: 17, Crooked Lane, Esplanade, Chowringhee North, Bow Barracks, Kolkata 700069 West Bengal India**Telephone(s):** (+91) 033 22435319 (+91) 033 22489498 (+91) 033 22436320**D-U-N-S Number:** 99-999-9999

IDENTIFICATION & SUMMARY

IDENTIFICATION

| | | |
|-------------------------|------------------------|----------------------------|
| D-U-N-S Number: | Subscriber Id: | E-Mail: |
| 99-999-9999 | 716000812 | care@sampleIndiaLimited.in |
| Registration No: | Business Group: | Website: |
| U*****WB****PTC***** | LTM GROUP | www.SampleIndiaLimited.com |
| Hand Phone(s): | | |
| (+91) 9831264974 | | |

SUMMARY

| | | |
|-----------------------------------|--|---------------------------|
| Type of Business: | Primary SIC: | Registered charge: |
| Private Limited Liability Company | 2841 9901 | Yes |
| Established: | Line of Business Description: | Employs: |
| Dec 02, 1997 | Engaged in manufacturing and selling of detergent products including detergent powder and cakes. | 896 (Total) |
| Control: | | Principal: |
| Dec 02, 1997 | | Vinod Kumar Jain,Director |

RISK ASSESSMENT

Risk Indicator



Risk Level of the Company is : LOW

D&B Rating

| | |
|---------------------------|--------------------------|
| Financial Strength | Risk Indicator |
| 3A | 2 |
| Based on Networth | Good (Low Risk Expected) |

Former Rating

| | |
|---------------------------|-----------------------|
| Financial Strength | Risk Indicator |
| 5A | 2 |
| Based on net worth | Good |

The Dun & Bradstreet Rating of 3A2 indicates:

- Financial Strength of INR 960,000,000 - 1,999,999,999 based on net worth
- A Risk Indicator which is Good

The Financial Strength component of D&B Rating is derived from Tangible Net Worth of the company / entity. The changes are being made to the ranges of monetary values of the Tangible Networth cut offs for both Current as well as Former assigned Financial Strength component. This change applies to all Indian businesses in the Dun & Bradstreet Data Cloud. The ranges are being updated to align with Dun & Bradstreet global standards from 21st April 2023.

COMPLIANCE ASSESSMENT SUMMARY



SUPREME COURT Match Not Found.



HIGH COURT Match Not Found.



RBI Defaulter List Match Not Found.



EPF Delay List Match Found.



NCLT Match Not Found.

COMPANY PROFILE & SWOT ANALYSIS

COMPANY PROFILE:

- Shantinath Detergents Private Limited was incorporated on 2nd December 1997 as a Private Limited Liability Company.
- The company is engaged in manufacturing and selling of detergent products including detergent powder and cakes.
- The company controls its business operations from its head office located at Kolkata, West Bengal, India.

STRENGTHS:

- The Company is into existence for more than 27 years.
- Experience of the management coupled with an operational track record.
- Net Profit of the Company has increased during the period under review.
- Tangible Net worth of the Company has increased during the period under review.

- Return on Capital Employed (RoCE) of the company has increased during the period under review.
- Return on Net worth (RoNW) has increased during the period under review.
- Leverage position of the company stood comfortable.
- Short term liquidity ratio of the company stood comfortable.

WEAKNESSES:

- Sales of the company has fluctuated during the period under review.
- Working Capital of the company has fluctuated during the period under review.

OPPORTUNITIES:

- The Indian government offers various schemes to support manufacturing industries, such as the Production Linked Incentive (PLI) scheme. Leveraging these schemes can help reduce costs and enhance production capabilities.
- Investing in research and development to create eco-friendly and hypoallergenic detergent products can cater to the increasing consumer demand for sustainable and health-conscious products. This can also differentiate the brand in a competitive market.
- The increased focus on health and hygiene post-pandemic has led to higher demand for effective cleaning products. Promoting the health benefits of using high-quality detergents can drive sales.
- Utilizing advanced manufacturing technologies and automation can improve production efficiency and reduce costs¹. Innovations like smart packaging and IoT-enabled products can also enhance user experience.

THREATS:

- The detergent industry is highly competitive with major players like Hindustan Unilever and Procter & Gamble dominating the market. Continuous innovation and improvement of products are necessary to stay competitive.
- Compliance with environmental regulations and safety standards can be demanding. Any lapses can lead to legal issues and damage the company's reputation. Staying updated with regulatory changes is crucial.
- Economic downturns can affect consumer spending on non-essential items, including premium detergent products. This can impact sales and profitability.
- As consumers become more environmentally conscious, there is a growing preference for natural and organic products. Adapting to these changing preferences is essential to avoid losing market share.

| CURRENT INVESTIGATION | | ▼ |
|--|---------------------|---|
| INVESTIGATION INFORMATION | | |
| Other comments : | | |
| The information in this report has been compiled from D&B known sources and its independent research | | |
| Date : | Jun 23, 2025 | |
| LOCATION DETAILS | | ▼ |
| Size of Premise | 236 square meter(s) | |
| Site Details Type | Commercial area | |
| Site Location | Main Road | |
| Kind of Buildings | adobe | |
| On Floor | Entire | |

| | |
|--------------------------|-------|
| Total Floors in Building | 3 |
| Type of Occupation | Owned |

Location Used As

Administrative office

INDUSTRY HIGHLIGHTS



Indian FMCG Sector

Sector Overview

The FMCG industry is the 4th largest sector in Indian economy, and it account for about 63% share it the total retail industry which valued INR 740 Bn in 2022. FMCG sector comprises of below segment:

FMCG Sector in India: Classifications

Segments

Food and Beverages

Products

Carbonated and Non-carbonated Drinks, Alcoholic Beverages, Dairy products, Confectionary, Meat, Poultry and Seafood, food additives, salts, edible oils, fats, and all processed and packaged foods.

Segments

Personal Care

Products

Soap, Cosmetics, Female hygiene products etc.

Segments

Household Care

Products

Disinfectants, Toiletries etc.

Segments

Tobacco and OTC Products

Products

Cigarettes, Chewing tobacco, Pan masala, Health supplements, Health tonic, Over-the-counter drugs, Nutritional drugs and products etc.

The sector is also often segment based on the pricing of the products, FMCG products are divided into low priced, medium priced and premium/ high priced segments. Low priced segment is driven by volume and price sensitive nature while high / premium priced segment is characterized by a price insensitive and brand conscious nature.

Growth Scenario and Market Drivers:

The sector is growing at a brisk pace fueled by the rapid urbanization, a growing middle class, steady increase in national wages and disposable incomes, and expanding consumer spending. Furthermore, the government steady efforts to improve India's ease of doing business and to strengthen the overall digital ecosystem have facilitated the entry of foreign investors in India which today have better access to the connected rural consumers than before.

Traditionally, the Indian retail basket has been dominated by essentials like Fast-moving consumer goods (FMCG). Future growth in this segment growth hinges on personalization, with retailers leveraging data analytics and prescriptive algorithms to enhance customer experiences. Tailored services such as personalized cart preparation, streamlined checkout processes, and direct delivery of out-of-stock items are crucial for customer retention. Moreover, agility, adaptability, and investment in omnichannel capabilities are imperative for success in the rapidly evolving grocery retail landscape. Retailers must prioritize upskilling, digital infrastructure development, and building robust supply chain networks to thrive, remain competitive, and ensure long-term profitability in the dynamic retail environment.

The country's demographic dividend coupled with the higher investment and the favourable regulatory framework are expected to continue fuelling the FMCG industry growth in India which is project to grow 10% CAGR between 2022-2030. The increasing consumption of processed foods, rising demand of quality goods and services, premiumization trends and wider access to rural market will continue to push the Indian FMCG sector.

Key Demand Driver

Below mentioned are the major underling factor that are likely to propel the growth of FMCG

Excluding the Pandemic years (FY2020-21), India's GDP is growing at 7-7.5% rate annually since FY 2014 favouring growth in consumption and investment demand.

The country's Per capita income has increased from INR 68,572 in FY 2014 to INR 86,668 in FY 2023, registering a CAGR of 4.1% in the last 10 years.

With over 1.42 Bn population, India emerged as the world most populous country in April' 23. India's population is projected to reach 1.54 Bn by 2032.

More than two-thirds of its population or 68% comprises people between the ages of 15 and 64 while with a median age of 31 by 2030, India will remain one of the youngest nations in the world.

The share of Urban population to total population in India grew from 27.8% to 31% between 2001-2011 and is further estimated to grow to 41.7% by 2030.

Rural per capita consumption to grow 4.3 times by 2030, compared to 3.5 times in urban India

India's consumption expenditure to grow from USD 1.5 trillion in 2021 to USD 6 Trillion by 2030 backed by the 370 Mn aspirational consumer age between 0-25 who will have grown up in India which have relatively better digital reach than before.

By 2030, India will have nearly 90 Mn new households headed by millennials

India's affluent population and elite population is expected to grow by 2.1 X and 2.3X between 2019-2030

India's digital economy is expected to reach USD 1 Tn by 2030 from USD 90 Bn

India has second largest Internet users base which reached 881.25 Mn as on 31st Dec 2023, growing at CAGR of 8% between 2018-23.

Digital payments gross transaction value is expected to grow from USD 0.6 Tn in 2022 to USD 3.1 Tn (2030)

Digital India, Demonetization, GST reform, FDI relaxation, Aadhaar, UPI and changes in MSME definition to include wholesale and retail trader favour the retail sector growth

Regulatory Scenario

Key Initiatives & Policy Changes

Reforms to attract Foreign Direct Investment (FDI): The Government of India has introduced reforms to attract Foreign Direct Investment (FDI) in the retail industry. Recent policy changes allows

100% FDI under the automatic route for:

Cash & carry wholesale trading.

E-commerce (B2B & marketplace for B2C)

Single brand product retail (online presence allowed)

Duty-free shops

Food product retail

FDI – 51% FDI allowance for:

Multi-brand product retail (online presence not allowed).

Single Brand Retail: The government amended existing FDI policy to allow single brand retailers to sell online without establishing a physical store in India. This opens up India's retail market for everyone to test the market dynamics without making large-scale investments. Until now, every brand had to have a physical presence in India to open an online store. Moreover, to have a physical presence, it was mandatory for brands to procure 30 per cent of the value of goods sold in India, locally. Now, a single brand retail entity with more than 51 per cent FDI can count all its procurements made from India as local sourcing, irrespective of whether the goods procured are sold in India or exported. In addition, new rules provide for global retailers to do sourcing through an unrelated third party under a legally tenable agreement. Earlier, companies were allowed to source goods locally only directly from the brand or its group companies.

The government relaxation in FDI policy reforms in retail is expected to give a boost to 'Ease of Doing Business. Policy changes including relaxation in Foreign Direct Investment (FDI) norms have resulted in an investor-friendly business environment. The economy's sturdy market fundamentals have prompted rise in institutional investors' interest in Indian retail real estate. Some of the key investors in the retail segment include Blackstone Group, Canada Pension Plan Investment Board (CPPIB), Singapore sovereign wealth fund GIC and The Xander Group. International retailers have helped in stimulating the Indian retail growth with regard to technology, supply chain, storage and warehousing, distribution, retail formats, aftersales services, etc. Further, they have helped in modernizing the retail industry and pushing it towards an organized market.

Cashless Payments: Government's efforts to promote cashless payments are expected to facilitate modern/online retail.

Priority Sector Status: Retail has been accorded status of a priority sector by the government in the National Skill Development Mission. Retailers Association of India is the nodal agency for training the manpower. This would make available the required trained manpower for the growth of the sector.

Model Shops and Establishments Bill 2016: Introduced by the Centre, one of the provisions of this bill allows retailers to operate 24-hour which is expected to provide a boost to the retail market, especially in the metros

Abolishment of the Foreign Investment Promotion Board: Following the abolishment of the Foreign Investment Promotion Board in 2017, the FDI clearance process has become convenient for investors. The move removes an extra layer of procedures, making the overall process more efficient. FDI proposals are now transferred to concerned individual ministries, which decide on their clearance.

Open Network for Digital Commerce (ONDC): This government initiative aims to create an open e-commerce ecosystem, promoting a level playing field for all sellers and reducing dependence on large online marketplaces. The ONDC is expected to empower small and medium businesses (SMBs) to participate effectively in online retail, fostering greater competition and consumer choice.

Government Initiatives: Schemes like "Pradhan Mantri Gramin Digital Stores" are being launched to establish rural e-commerce points facilitated by local kirana shops. These initiatives aim to bridge the digital divide and provide rural consumers with access to a wider range of products and services.

Competitive Landscape

The Indian FMCG (Fast-Moving Consumer Goods) retailing space is a captivating blend of tradition and transformation, where established giants like kirana stores face off against the rising tide of modern trade and innovative e-commerce players. Currently, traditional stores like kirana shops, with over 11.5 million outlets account for a whopping 80-85% of FMCG sales. These small, family-run businesses offer a convenient and familiar shopping experience for many consumers. They are known for their local presence, credit facilities, and personalized customer service. However, limitations in product variety, space constraints, and outdated inventory management remain challenges.

The sector is characterized by strong presence of global MNCs, intense competition between organized players, well established supply chain & distribution networks. During the last decade the FMCG players increased and improved their distribution channels and improved supply chain to enhance the availability of products across the country, especially to the rural region. This contributed to the growth of FMCG sector in India. The sector is primarily fragmented in nature with the presence of global players such as Nestle, Palmolive-Colgate Company, Johnson & Johnson, and P&G; and domestic players such as Unilever Limited, Patanjali Ayurveda, Dabur, ITC, and Britannia, amongst others. Overall, the availability of raw materials, cheaper labour costs, and huge consumer base gives India a competitive advantage.

FINANCIAL INFORMATION



BALANCE SHEET

| Particulars | Mar 31, 2022 Thousands Indian Rupee | Mar 31, 2023 Thousands Indian Rupee | Mar 31, 2024 Thousands Indian Rupee |
|--|---|---|---|
| Shareholders Fund | | | |
| Equity Share Capital | 7,153 | 7,153 | 7,153 |
| Preference Capital | 5,659,933 | 5,659,933 | 5,659,933 |
| Capital Reserve | -50,576 | -50,577 | -50,577 |
| Securities Premium Account (including for shares to be issued) | 2,981 | 2,981 | 2,981 |
| Retained Earnings | 744,684 | 843,878 | 1,039,850 |
| Other Equity | -24,794 | 0 | 0 |
| Total Shareholders Fund | 6,339,381 | 6,463,368 | 6,659,340 |
| Non-Current Liabilities | | | |
| Long Term Loans : Unsecured | 0 | 1,448 | 297 |
| Long Term Bank Loans | 50,949 | 35,074 | 0 |
| Deferred Tax Liability | 6,502 | 29,897 | 87,412 |
| Due to Directors / Shareholders / Promoters (Long Term) | 1,710 | 0 | 0 |

| | | | |
|---|------------------|------------------|------------------|
| Provident and Pensions (Long Term) | 36,678 | 27,755 | 31,120 |
| Lease Liabilities (Long Term) | 16,281 | 19,660 | 22,529 |
| Total Non-Current Liabilities | 112,120 | 113,834 | 141,358 |
| Current Liabilities | | | |
| Accounts Payable | 381,661 | 426,748 | 208,346 |
| Bills Payable | 124 | 0 | 400 |
| Other Payables / Accruals | 203 | 552 | 1,116 |
| Lease Liabilities | 8,126 | 30,417 | 28,427 |
| Bank Loans | 62,908 | 243,429 | 619 |
| Due to Customers | 23,952 | 19,975 | 8,274 |
| Provident and Pensions | 0 | 1,847 | 1,948 |
| Provision for Retirement Benefits | 15,320 | 10,578 | 19,818 |
| Duties and Taxes Payable | 6,757 | 49,123 | 5,892 |
| Other Current Liabilities | 16,229 | 24,121 | 19,145 |
| Total Current Liabilities and Provisions | 515,280 | 806,790 | 293,985 |
| TOTAL LIABILITIES AND EQUITY | 6,966,781 | 7,383,992 | 7,094,683 |
| Fixed Assets | | | |
| Land and Buildings | 215,635 | 63,917 | 63,917 |
| Transportation Vehicles | 4,982 | 7,255 | 12,511 |
| Furniture, Fixtures and Fitting | 3,528 | 2,898 | 2,071 |
| Office Equipment | 774 | 1,679 | 1,755 |
| Computers / Servers / Printers and other IT Equipment | 987 | 1,297 | 1,548 |
| Capital Work in Progress | 25,057 | 17,975 | 27,678 |
| Other Fixed Assets | 73,017 | 206,261 | 175,428 |
| Total Fixed Assets | 323,980 | 301,282 | 284,908 |
| Intangibles | | | |
| Product Development | 25,250 | 48,347 | 48,788 |
| Other Intangibles | 5,082,497 | 4,966,012 | 4,857,062 |
| Total Intangible Assets | 5,107,747 | 5,014,359 | 4,905,850 |
| Investments | | | |
| Investment in Unquoted Shares | 21,095 | 582,117 | 259,871 |
| Total Investments | 21,095 | 582,117 | 259,871 |
| Other Assets | | | |
| Security Deposits (Non Current) | 26,011 | 26,167 | 25,198 |
| Other Assets | 34,080 | 141,174 | 201,236 |
| Total Other Assets | 60,091 | 167,341 | 226,434 |
| Current Assets | | | |
| Cash | 1,071 | 2,300 | 1,854 |
| Balances with Bank | 84,466 | 74,126 | 43,829 |

| | | | |
|------------------------------|------------------|------------------|------------------|
| Accounts Receivable | 392,098 | 438,807 | 516,256 |
| Other Receivables | 9,425 | 15,843 | 19,379 |
| Inventory : Finished Goods | 54,328 | 54,831 | 62,925 |
| Inventory : Raw Material | 523,251 | 321,621 | 176,526 |
| Inventory : Work-in-Progress | 5,975 | 8,558 | 3,963 |
| Inventory : Others | 73,294 | 71,836 | 75,001 |
| Prepayments | 3,287 | 3,259 | 3,761 |
| Other Loans and Advances | 254,908 | 113,263 | 10,846 |
| Due from Subsidiaries | 18,973 | 19,026 | 72,929 |
| Current Investments | 0 | 120,853 | 75,174 |
| TDS and Advance Tax | 10,378 | 21,204 | 3,449 |
| Other Current Assets | 22,414 | 53,366 | 351,728 |
| Total Current Assets | 1,453,868 | 1,318,893 | 1,417,620 |
| TOTAL ASSETS | 6,966,781 | 7,383,992 | 7,094,683 |

PROFIT & LOSS

| Particulars | Mar 31, 2022 Thousands Indian Rupee | Mar 31, 2023 Thousands Indian Rupee | Mar 31, 2024 Thousands Indian Rupee |
|--|---|---|---|
| Number of Months | 12 | 12 | 12 |
| Revenue | 4,539,350 | 5,571,453 | 5,136,491 |
| Less: Direct Expenditure | -3,297,330 | -4,201,920 | -3,834,366 |
| Cost of Materials and Finished Goods Consumed | -3,064,810 | -3,935,841 | -3,523,356 |
| Electricity / Power and Fuel and Water Expenses | -23,160 | -26,302 | -27,230 |
| Plant & Machinery Repairs & Maintenance | -11,295 | -8,790 | -4,874 |
| Salaries and Wages | -198,065 | -230,987 | -278,906 |
| Gross Profit | 1,242,020 | 1,369,533 | 1,302,125 |
| Add: Other Operating Income | 280 | 284 | 465 |
| Less General and Administration Expenses | -293,968 | -184,035 | -248,200 |
| Staff Welfare Expenses | -748 | -2,020 | -1,720 |
| Insurance | -3,718 | -4,784 | -6,454 |
| Communication Expenses | -369 | -435 | -453 |
| Professional and Legal Fees | -2,021 | -20,164 | -48,780 |
| Repairs and Maintenance | -3,640 | -35,940 | -35,381 |
| Travelling and Conveyance Expenses | -17,395 | -26,675 | -33,949 |
| Expenses towards Community Development and Donations | -1,681 | -3,811 | -1,038 |
| Director's Remuneration and Fees | -19,200 | -24,935 | -36,000 |
| Security Charges | -7,230 | -8,461 | -12,028 |

| | | | |
|---|-----------------|-----------------|------------------|
| Lease / Rent Charges | -34,541 | -1,128 | -18,395 |
| Petrol and Fuel Expenses | -2,061 | -2,126 | -4,373 |
| Other General Expenses | -201,364 | -53,556 | -49,629 |
| Less: Selling and Distribution Expenses | -738,994 | -846,950 | -727,459 |
| Advertising & Marketing Expenses | -552,015 | -664,704 | -544,775 |
| Freight Expenses | -164,703 | -182,246 | -182,684 |
| Technical Service Fees and Royalty | -22,276 | 0 | 0 |
| Less: Bank and Finance Charges | -12,746 | -15,947 | -9,224 |
| Less: Depreciation / Amortization and Depletion | -168,074 | -228,992 | -201,394 |
| Operating Profit | 28,518 | 93,893 | 116,313 |
| Add: Other Non Operating Income | 66,789 | 35,581 | 119,899 |
| Interest Income | 1,028 | 4,073 | 0 |
| Profit on Foreign Exchange Transactions | 1,264 | -11,775 | 11,237 |
| Insurance Claim Received | 173 | 0 | 0 |
| Refund of Tax and Duties | 16,132 | 712 | 3,197 |
| Miscellaneous Income | 48,192 | 42,571 | 105,465 |
| Earnings Before Interest and Tax (EBIT) | 95,307 | 129,474 | 236,212 |
| Less: Interest Expenditure | -4,259 | -4,915 | -1,016 |
| Interest on Loans and Advances | -4,259 | -4,915 | -1,016 |
| Profit before Tax and Extraordinary Items | 91,048 | 124,559 | 235,196 |
| Net Profit before Taxation and after Extraordinary Items | 91,048 | 124,559 | 235,196 |
| Less: Total Tax Provision | -34,435 | -23,620 | -57,639 |
| Less: Current Year Deferred Tax | -34,435 | -23,620 | -57,639 |
| Profit after Tax | 56,613 | 100,939 | 177,557 |
| Profit after Tax and Extraordinary Items | 56,613 | 100,939 | 177,557 |
| Less: Dividends and Transfer to Reserves | 0 | -1,745 | 18,415 |
| Plus Retained Earnings b/f | 688,071 | 744,684 | 843,878 |
| Retained Earnings c/f | 744,684 | 843,878 | 1,039,850 |

AUDITORS QUALIFICATION

Accounts are audited by G. K. Tulsyan & Company

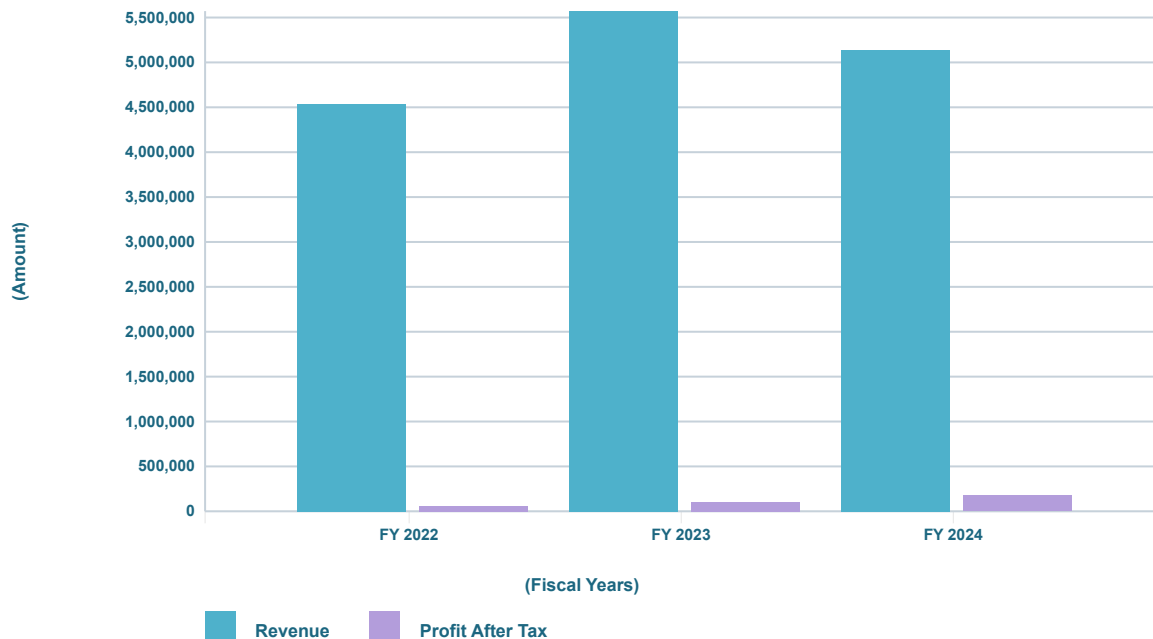
Accounts qualified by auditor and / or other observations in Audit Report: No

FINANCIAL TREND (RATIOS)

| Statement (End) Date | Mar 31, 2022 Thousands Indian Rupee | Mar 31, 2023 Thousands Indian Rupee | Mar 31, 2024 Thousands Indian Rupee |
|--------------------------------|---|---|---|
| Number of Months | 12 | 12 | 12 |
| Financial Elements | | | |
| Revenue | 4,539,350 | 5,571,453 | 5,136,491 |
| Profit after Tax | 56,613 | 100,939 | 177,557 |
| Net working capital | 938,588 | 512,103 | 1,123,635 |
| Tangible Network | 1,231,634 | 1,449,009 | 1,753,490 |
| Total Debts | 131,848 | 299,611 | 23,445 |
| Capital Employed | 1,363,482 | 1,748,620 | 1,776,935 |
| Growth Ratios | | | |
| Sales Growth (%) | - | 22.74 | - |
| Net Profit Growth (%) | - | 78.30 | 75.91 |
| Liquidity Ratios | | | |
| Quick Ratio | 1.54 | 1.06 | 3.73 |
| Current Ratio | 2.82 | 1.63 | 4.82 |
| Leverage Ratios | | | |
| Total Debt Equity Ratio | 0.11 | 0.21 | 0.01 |
| Interest Coverage Ratio | 22.38 | 26.34 | 232.49 |
| Efficiency Ratios | | | |
| Collection Period (Days) | 32 | 29 | 37 |
| A/Cs Payable (Days) | 45 | 40 | 22 |
| Inventory (Days) | 53 | 30 | 23 |
| Cash Conversion Cycle | 39 | 19 | 38 |
| Profitability Ratios | | | |
| Net profit margin (%) | 1.25 | 1.81 | 3.46 |
| Return on Networth (%) | 4.60 | 6.97 | 10.13 |
| Return on Capital Employed (%) | 6.99 | 7.40 | 13.29 |

FINANCIAL ANALYSIS GRAPH

REVENUE AND PAT

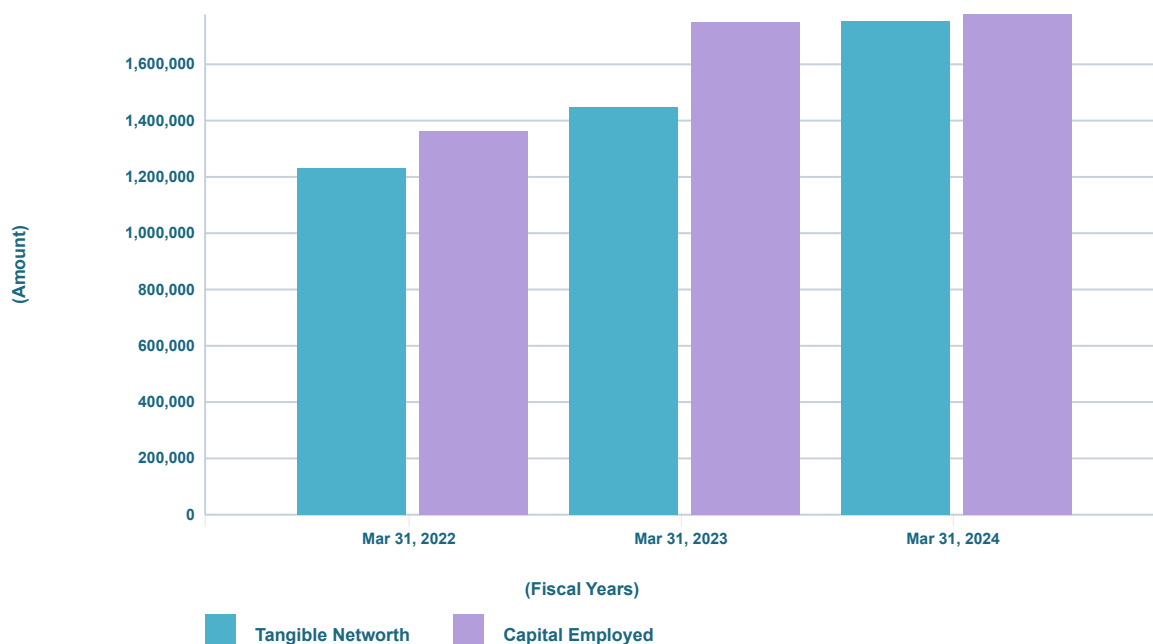


Figures in Thousands of Indian Rupee

Revenue of the company has fluctuated during the period under review. It increased by 22.74% from INR 45,39,350 thousand in FY'22 to INR 55,71,453 thousand in FY'23, however it declined by 7.81% to INR 51,36,491 thousand in FY'24.

Net profit of the company has increased during the period under review. It increased from INR 56,613 thousand in FY'22 to INR 1,77,557 thousand in FY'24.

TANGIBLE NETWORK & CAPITAL EMPLOYED



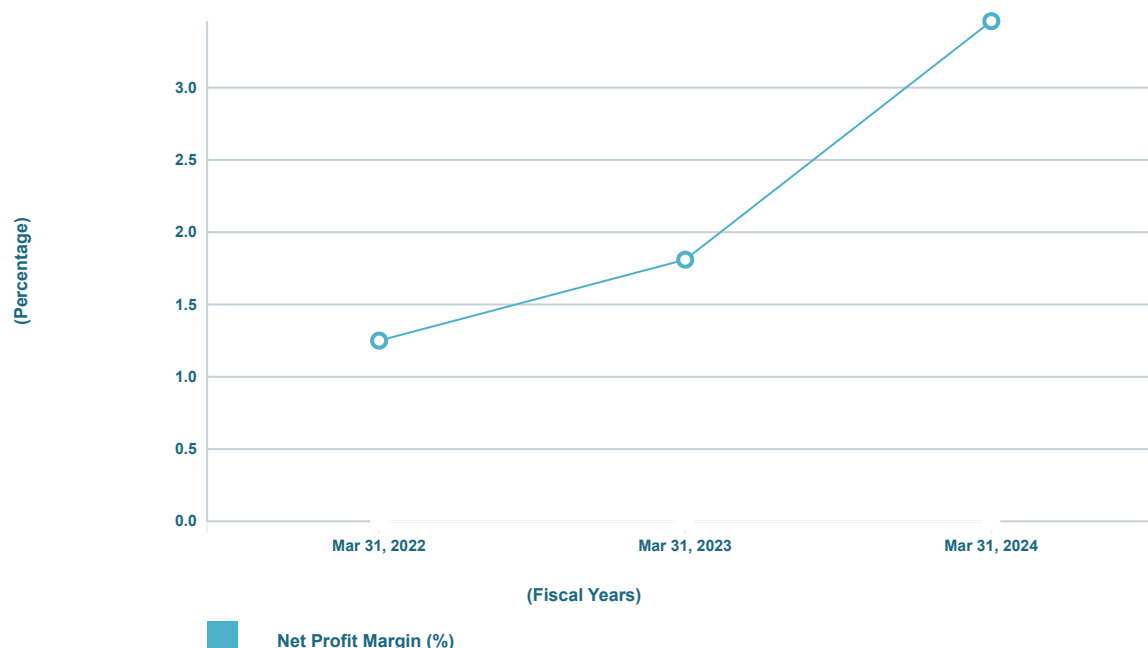
Figures in Thousands of Indian Rupee

The company reported Tangible Network of INR 12,31,634 thousand as at the end of FY'22, which increased and stood at INR 17,53,490 thousand as at the end of FY'24. During FY'23, this increase is basically owing to, retention of net profit (considering dividend payout), addition to other reserves & decrease in Intangible Assets. During FY'24, it further increased on account of retention of net profit, other additional adjustments in retained earnings & decrease in Intangible Assets.

The company reported Capital Employed of INR 13,63,482 thousand as at the end of FY'22, which increased and stood at INR 17,76,935 thousand as at the end of FY'24.

PROFITABILITY RATIOS

NET PROFIT MARGIN

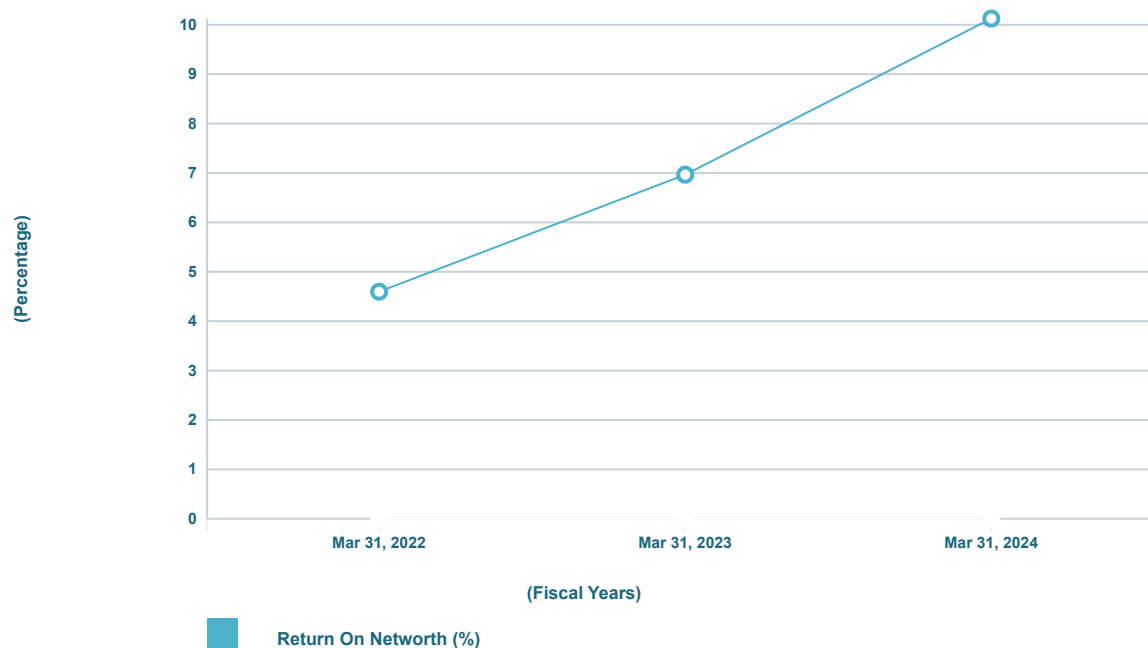


An increase in Procurement cost lead to decline in Gross Profit Margin of the company from 27.36% in FY'22 to 24.58% in FY'23. However, it increased to 25.35% in FY'24 with efficient Procurement & decline in Other direct costs.

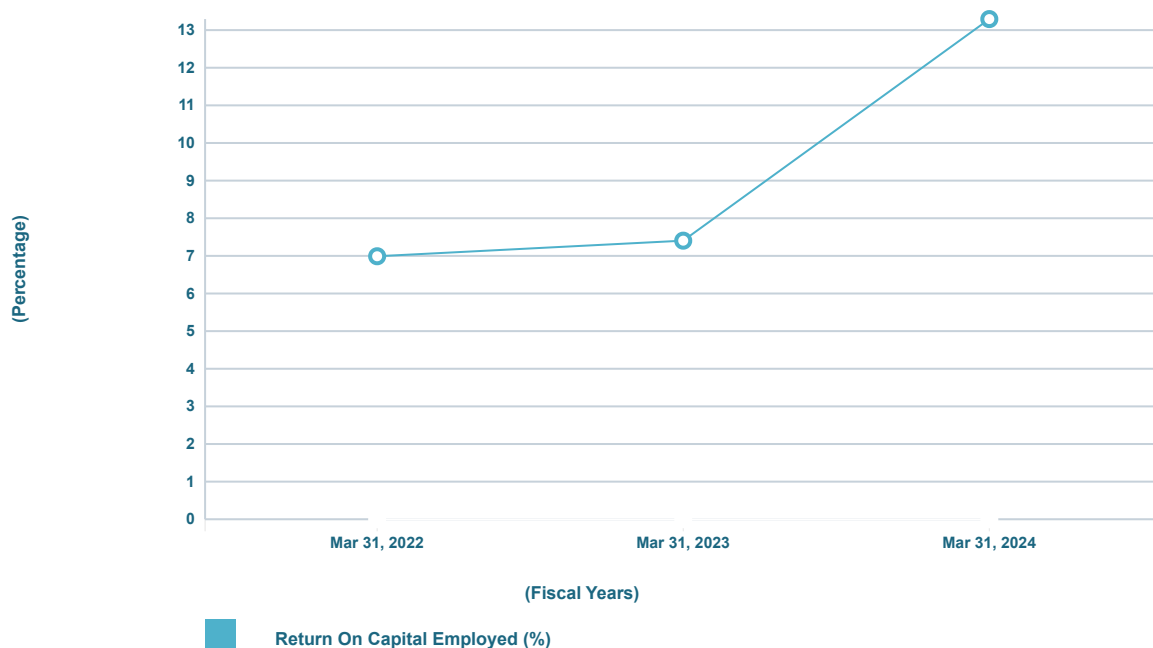
Although there has been fluctuating Gross level Profitability, decline in overall indirect cost, an increase in Operating Income and an increase in Non-operating Income lead to increase in EBITDA Margin of the company from 5.80% during FY'22 to 8.52% during FY'24.

Inline with increase in EBITDA Profit, decline in Finance costs lead to increase in Net Profit Margin of the company from 1.25% during FY'22 to 3.46% during FY'24.

RETURN ON TANGIBLE NETWORK



RETURN ON CAPITAL EMPLOYED

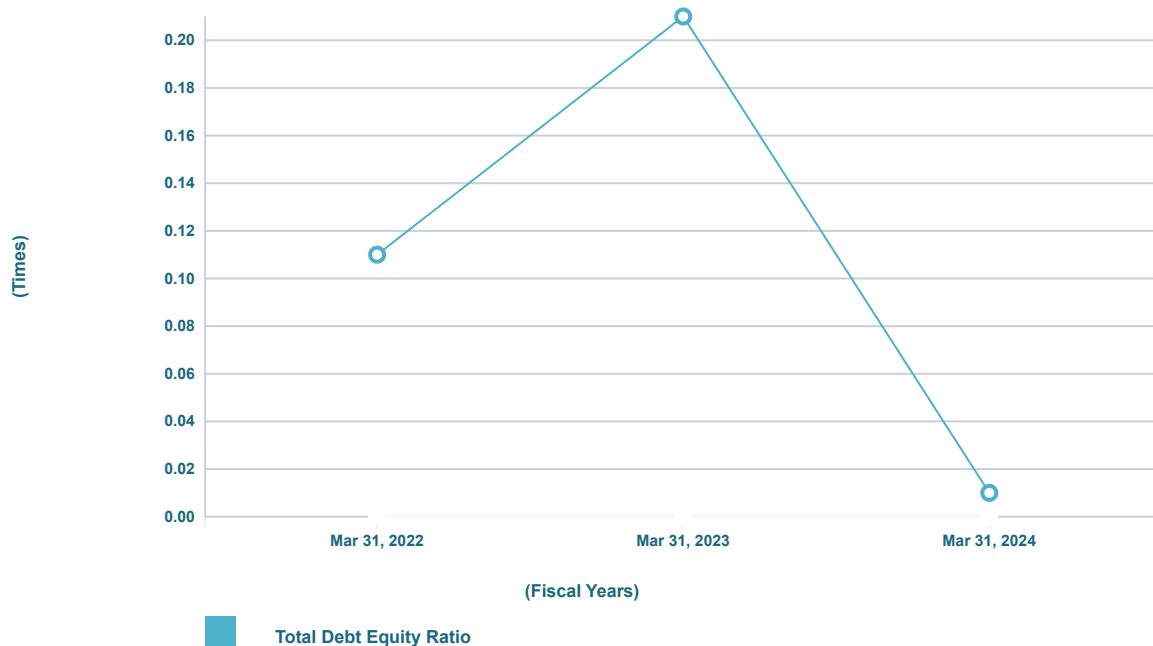


The Return on Network (RoNW) of the company has increased during the period under review, it increased from 4.60% in FY'22 to 10.13% in FY'24.

The Return on Capital Employed (RoCE) of the company has increased during the period under review, it increased from 6.99% in FY'22 to 13.29% in FY'24.

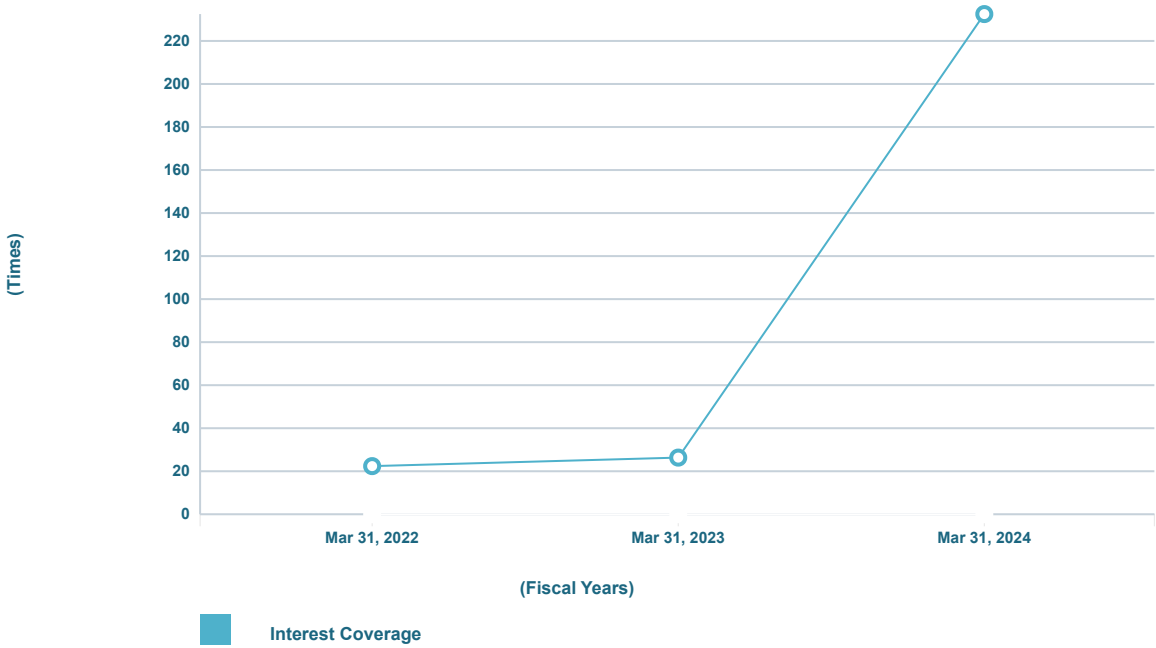
LEVERAGE RATIOS

TOTAL DEBT EQUITY RATIO



Leverage position of the company stood comfortable, as its Debt Equity Ratio stood below unity as at 3 years of balance sheet reporting dates.

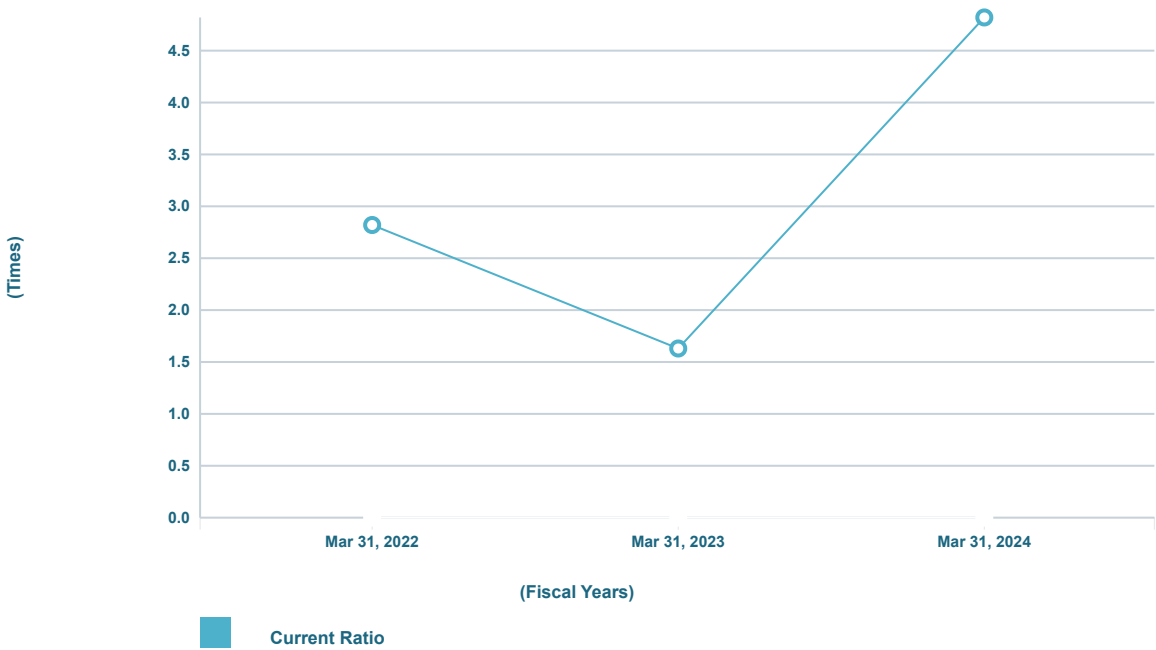
INTEREST COVERAGE RATIO



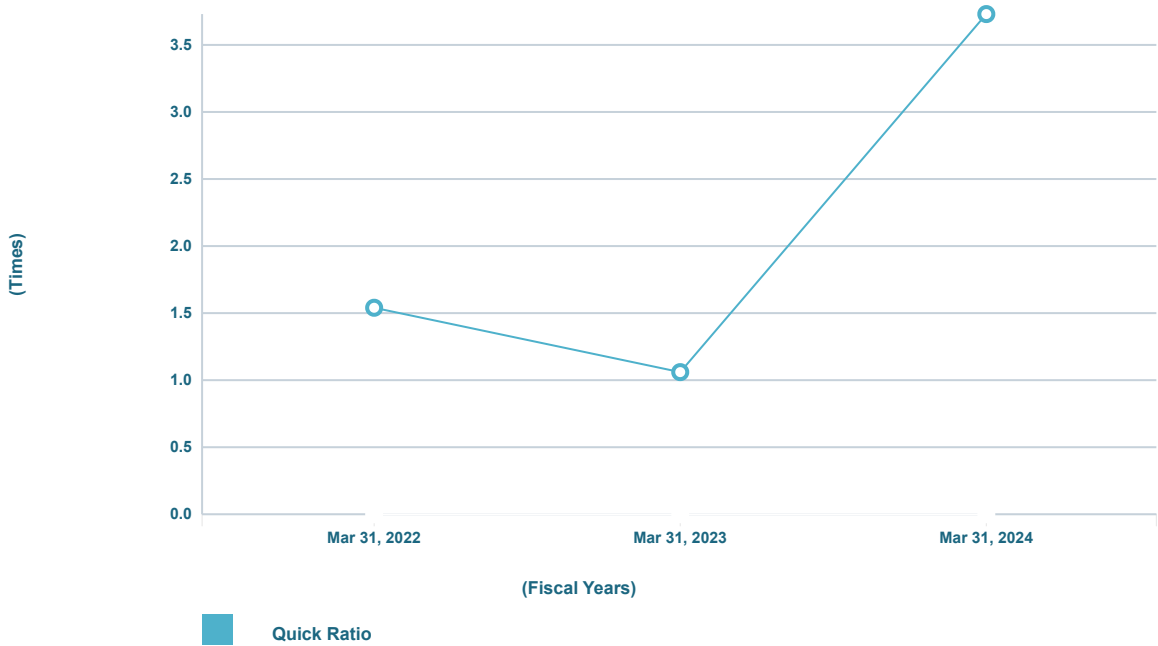
Interest Coverage Ratio of the company, stood healthy (ICR stood above 4 times) during the period under review.

LIQUIDITY RATIOS

CURRENT RATIO



QUICK RATIO



Short term liquidity ratio of the company stood comfortable as its Current ratio remained above unity as at the end of 3 years of balance sheet reporting dates. Quick ratio of the company stood above unity as at the end of 3 years of balance sheet reporting dates.

BANKS



Information in this report may not represent the full extent of subject's bank relationships.

Bank Name: HDFC Bank Ltd

Location: HDFC Bank House Senapati Bapat Marg, Lower Parel W, Mumbai, Maharashtra, 400013, India

No independent confirmations were obtainable from banker/(s).

REGISTERED CHARGE DETAILS

A search was conducted and the following charges were found.

| Charge Date | Charge Number | Amount Secured | Currency | Chargee Name | Other information |
|--------------|---------------|----------------|--------------|---|--------------------------------------|
| Oct 28, 2024 | 100995246 | 3,713,400 | Indian Rupee | HDFC Bank Ltd | |
| Aug 29, 2024 | 100969099 | 99,000,000 | Indian Rupee | Citibank NA ICICI Bank Limited | Hypothecation of Plant and Machinery |
| Mar 11, 2020 | 100346031 | 270,000,000 | Indian Rupee | Citibank NA | |
| Dec 24, 2018 | 100227243 | 270,000,000 | Indian Rupee | DBS Bank India Limited | Movable property (not being pledge) |
| Nov 20, 2010 | 10251645 | 270,000,000 | Indian Rupee | Standard Chartered Bank The Hongkong and Shanghai Banking Corporation Limited | Movable property (not being pledge) |

The records items above under 'Registered Charges' may have been paid, vacated, settled or released prior to the date this report was printed.

HISTORY



BACKGROUND

This Private Limited Liability Company started on Dec 02, 1997, having registration no.U*****WB****PTC*****, and has its registered office at 17, Crooked Lane Esplanade,, Chowringhee North, Bow Barracks, Dr. Babasaheb Ambedkar Road, Lalbaug, Kolkata, West Bengal, 700069 India

The last AGM date was Sep 30, 2024. The last Financial Statement Date being Mar 31, 2024.

MERGER

| | |
|-----------------------------|---------------------------|
| Date of Event: | Jun 30, 1970 |
| Event Type: | Amalgamation |
| Name of the Company/Entity: | D. Macropolo & Co Limited |

CAPITAL

| | |
|---------------------|--|
| Authorized Capital: | 5,744,933,180.00 INR |
| Issued Capital: | 5,667,085,680.00 INR |
| Paid-up Capital | 5,667,085,680.00 INR as on date Sep 30, 2024 |
| Ordinary Shares: | 715,250.00 at par value 10 INR |
| Preference Shares: | 565,993,318.00 at par value 10 INR |

Capital Distribution:

The following details represent the Full Shareholders List

Ordinary Shares:

| SHAREHOLDERS | Stock Qty | % Capital |
|------------------|-----------|-----------|
| Vinod Kumar Jain | 343455 | 50 |
| PQR Ritun Jain | 371000 | 50 |
| Rahul Jain | 300 | 0.04 |
| Others | 495 | 0.07 |
| Total: | 715250 | |

The Company has a total of 2 shareholders.

Preference Shares:

| Shareholders | Stock Qty | % Capital |
|------------------|-----------|-----------|
| Vinod Kumar Jain | 9583298 | 1.69 |
| PQR Ritun Jain | 556410020 | 98.31 |

Shareholding as at Sep 30, 2024

Shareholding details provided by: search at local registry office

CAPITAL HISTORY

| Year of Change | Capital Type | Nature of Change | From | To | Currency |
|----------------|--------------------|------------------|------------------|------------------|--------------|
| Aug 31, 2010 | Paid-up Capital | increased | 4,552,500.00 | 6,152,500.00 | Indian Rupee |
| Jun 14, 2012 | Paid-up Capital | increased | 6,152,500.00 | 7,152,500.00 | Indian Rupee |
| Nov 02, 2019 | Paid-up Capital | increased | 7,152,500.00 | 5,507,152,500.00 | Indian Rupee |
| Jun 17, 2009 | Authorized Capital | increased | 2,000,000.00 | 5,000,000.00 | Indian Rupee |
| Jul 21, 2010 | Authorized Capital | increased | 5,000,000.00 | 6,500,000.00 | Indian Rupee |
| Jun 01, 2012 | Authorized Capital | increased | 6,500,000.00 | 10,000,000.00 | Indian Rupee |
| Sep 02, 2019 | Authorized Capital | increased | 10,000,000.00 | 5,570,000,000.00 | Indian Rupee |
| Jan 28, 2022 | Paid-up Capital | increased | 5,507,152,500.00 | 5,667,085,680.00 | Indian Rupee |
| Dec 02, 2021 | Authorized Capital | increased | 5,585,000,000.00 | 5,744,933,180.00 | Indian Rupee |

LEGAL REPRESENTATIVES

Auditors

G. K. Tulsyan & Company
4, Gangadhar Babu Lane, Kolkata-700012, West Bengal, India.

ASSOCIATIONS

The subject company was awarded ISO ISO 27001 on Jun 01, 2025

CORPORATE STRUCTURE



SUBSIDIARIES

| | |
|---------------------|--|
| D-U-N-S: | 874207901 |
| Name: | Shreyansh Detergents Private Limited |
| Address: | India |
| No.of Shares owned: | 100 % |
| D-U-N-S: | 873673907 |
| Name: | Suparshvanath Detergents Private Limited |
| Address: | India |
| No.of Shares owned: | 100 % |
| Name: | Suparshvanath Consumer Private Limited |
| Address: | India |
| No.of Shares owned: | 100 % |

PREVIOUS ADDRESSES

| | |
|-----------------|---|
| Type of Address | Former Mailing Address |
| Date Changed: | Mar 08, 2016 |
| Address: | P-15 Kalakar Street, Kolkata West Bengal 700007 India |

BRANCHES

The Principle branch location(s) are as follows:

| | |
|--------------------|--|
| Address: | Kamarthi Jute Mill Complex, Gate No. 2, 1 Graham Road, Kolkata, West Bengal, 700058, India |
| Location Type: | Office |
| Type of Ownership: | Owned |
| Size in sq meter: | 474 |

| | |
|--------------------|-------------------------------------|
| Address: | 23 Babughat Road, Kolkata 34, India |
| Location Type: | Factories |
| Type of Ownership: | Owned |
| Size in sq meter: | 343 |

OPERATIONS

LINE OF BUSINESS

| | |
|------------------|--|
| LOB Description: | Engaged in manufacturing and selling of detergent products including detergent powder and cakes. |
|------------------|--|

MFG SOAP/OTHER DETERGENTS

- 2841

Manufactures detergents, synthetic organic or inorganic alkaline

- 2841-9901

Wholesales detergents

- 5169-0301

Wholesales laundry soap chips and powder

- 5169-0302

CAPACITY AND PRODUCTION OUTPUT

| Product Name | Actual Production | Period | Production Capacity |
|--------------|---------------------|-------------|---------------------|
| Mixer 1 | 234 Units per year | 2024 - 2025 | 456 Litres per year |
| Mixer 2 | 123 Litres per year | 2024 - 2025 | 879 Litres per year |

AGENCIES HELD - BRAND NAME

| | |
|--------------|----------|
| Brand Names: | SAFED |
| Brand Names: | CHAMPION |
| Brand Names: | SPARKLE |

| | |
|--------------|-------|
| Brand Names: | WOOLE |
|--------------|-------|

EMPLOYEES

| | |
|------------------|---------------|
| Current: | |
| Total Employees: | 896 Estimated |

PRINCIPALS



PRINCIPALS

Name: Vinod Kumar Jain

identity number : 00176408

Name: Ritum Jain

identity number : 00445170

EXECUTIVES

Name: Vinod Kumar Jain

Year of Birth: 1949

Current Title: Director

Started with Subject: Dec 02, 1997

Appointed to Present Position: Feb 12, 1997

Related Experience Since: NA

Founder of the subject: Yes

Active in daily operations: Yes

identity number : 00176408

Other Directorship

| DUNS | Company Employed | Position Held |
|-----------|---|---------------|
| 873673907 | Suparshvanath Detergents Private Limited | Director |
| 860351095 | Sumatinath Detergents Private Limited | Director |
| 854414705 | Suparshvanath Consumer Products Private Limited | Director |
| 874207901 | Shreyansh Detergents Private Limited | Director |
| 861387071 | Safechem Properties LLP | Partner |

Name: Ritum Jain

Year of Birth: 1976

Current Title: Director

Appointed to Present Position: Oct 01, 2019

Related Experience Since: NA

Founder of the subject: No

Active in daily operations: Yes

identity number : 00445170

Other Directorship

| DUNS | Company Employed | Position Held |
|-----------|--|---------------|
| 873673907 | Suparshvanath Detergents Private Limited | Director |

| | | |
|-----------|---|----------|
| 860351095 | Sumatinath Detergents Private Limited | Director |
| 861387071 | Safechem Properties LLP | Partner |
| 854252120 | Safechem Consumer Care Private Limited | Director |
| 854414705 | Suparshvanath Consumer Products Private Limited | Director |
| 873953224 | Shantinath Financial Services Limited | Director |
| 874207901 | Shreyansh Detergents Private Limited | Director |

STATUTORY REGISTRATION



| Registration Type | Registration Number | Place |
|------------------------------------|---------------------|-------------|
| Provident Fund Registration Number | WBTLO0037538000 | |
| MSME UDYAM Registration Number | UDYAM-WB-10-0002294 | West Bengal |
| Goods and Services Tax (GST) | 19AADCS4720M1Z2 | West Bengal |

COMPLIANCE ASSESSMENT



SUPREME COURT



Match Not Found.

Source Supreme Court of India

Date of Search Jun 13, 2025

| Keyword Used (Entity) | Match Found/ Match Not Found | Information Found |
|-------------------------|------------------------------|---|
| SAMPLE INDIA LIMITED | No Match Found | Limited Search based on above keyword was conducted by us on the above mentioned date, for the above mentioned period. However, The Supreme Court of India website did not reveal any adverse finding |
| Keyword Used (KMP 1) | Match Found/ Match Not Found | Information Found |
| Sunil Siddharth Lalbhai | No Match Found | Limited Search based on above keyword was conducted by us on the above mentioned date, for the above mentioned period. However, The Supreme Court of India website did not reveal any adverse finding |
| Pradip Manilal Kanakia | No Match Found | Limited Search based on above keyword was conducted by us on the above mentioned date, for the above mentioned period. However, The Supreme Court of India website did not reveal any adverse finding |

HIGH COURT



Match Not Found.

| Source | High Court of Kolkata | |
|-------------------------|------------------------------|--|
| Date of Search | Jun 13, 2025 | |
| Keyword Used (Entity) | Match Found/ Match Not Found | Information Found |
| SAMPLE INDIA LIMITED | No Match Found | Limited Search based on above keyword was conducted by us on the above mentioned date, for the above mentioned period. However, The High Court of Kolkata website did not reveal any adverse finding |
| Keyword Used (KMP 1) | Match Found/ Match Not Found | Information Found |
| Sunil Siddharth Lalbhai | No Match Found | Limited Search based on above keyword was conducted by us on the above mentioned date, for the above mentioned period. However, The High Court of Kolkata website did not reveal any adverse finding |
| Pradip Manilal Kanakia | No Match Found | Limited Search based on above keyword was conducted by us on the above mentioned date, for the above mentioned period. However, The High Court of Kolkata website did not reveal any adverse finding |

RBI DEFAULTER LIST



Match Not Found.

| Source | CIBIL | |
|----------------------|-----------------|--|
| Date of Search | Apr 23, 2025 | |
| Keyword Used | Match Not found | Information Found |
| SAMPLE INDIA LIMITED | No Match Found | As observed from RBI/CIBIL Defaulters list that is publicly available, the subject is not listed as a defaulter. |

EPF DELAY LIST



Match Found.

| | | |
|--------|------|--|
| Source | EPFO | |
|--------|------|--|

Date of Search Apr 23, 2025

| Keyword Used | Match Found | Status | Date |
|----------------------|-------------|------------|--------------|
| SAMPLE INDIA LIMITED | Match Found | Delayed in | Nov 30, 2022 |
| SAMPLE INDIA LIMITED | Match Found | Delayed in | Apr 30, 2022 |
| SAMPLE INDIA LIMITED | Match Found | Delayed in | Sep 30, 2023 |
| SAMPLE INDIA LIMITED | Match Found | Delayed in | Oct 31, 2023 |

NCLT



Match Not Found.

Source NCLT

Date of Search Apr 23, 2025

Match Found/ Match Not Found Match Not Found

| Keyword Used (Entity) | Match Not Found | Information found |
|-----------------------|-----------------|---|
| SAMPLE INDIA LIMITED | No Match Found | As observed from NCLT Defaulters list that is publicly available, the subject is not listed as a defaulter. |

NEWS & ALERTS



Report Date: Mar 31, 2024

Source: Auditor Observation

Reported Data: As on 31-3-2024, the company has outstanding disputed dues of Rs. 82465/-(000) payables towards Entry Tax-Tribunal which are not deposited as they are pending under disputes.

APPENDICES



D&B RATING GLOSSARY

The D&B Rating - The D&B rating consists of two parts, the Financial Strength Indicator and the Risk Indicator.

For example: in the case of a **2A 4** rating, **2A** means the financial strength of the business and the **4** is the risk indicator.

The **Risk Indicator** is used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months.

Created from expert rules system, the Risk Indicator is refreshed whenever data is loaded onto our database. Please see the table below for the Risk Indicators and their corresponding values.

ER Rating

| Rating | # of Employees |
|--------|----------------|
| ER 1 | 1000 + |

| | |
|------|---------------|
| ER 2 | 500-999 |
| ER 3 | 100-499 |
| ER 4 | 50-99 |
| ER 5 | 20-49 |
| ER 6 | 10-19 |
| ER 7 | 5-9 |
| ER 8 | 1-4 |
| ER N | Not Available |

Financial Strength Indicator

| Rating table - India Figures in Indian Rupee | | | |
|---|------------|-----|------------|
| NetWorth Range | | | |
| 5A | 4800000000 | and | Above |
| 4A | 2000000000 | to | 4799999999 |
| 3A | 960000000 | to | 1999999999 |
| 2A | 200000000 | to | 959999999 |
| 1A | 96000000 | to | 199999999 |
| A | 48000000 | to | 95999999 |
| B | 28000000 | to | 47999999 |
| C | 14000000 | to | 27999999 |
| D | 9600000 | to | 13999999 |
| E | 4800000 | to | 9599999 |
| F | 2800000 | to | 4799999 |
| G | 1200000 | to | 2799999 |
| H | 0 | to | 1199999 |

| Risk Indicator | Condition | Credit Risk | Interpretation |
|----------------|--------------|---|---|
| 1 | Strong | MinimumRisk | Proceed with transaction - offer extended terms if required |
| 2 | Good | LowRisk | Proceed with transaction |
| 3 | Fair | Slightly greater than average risk | Proceed with transaction but monitor closely |
| 4 | Limited | Significant level of risk | Review each case before extending credit and obtain more information. Take suitable assurances before extending credit, guarantees may be needed |
| - | Undetermined | Insufficient information to assign a Rating | Assigned to concerns where there is insufficient information to express any opinion on the condition, financial soundness or payment history of the concern. A concern with no telephone number will also be assigned a "-" condition |

Alternate Ratings Used

| | |
|----|--|
| NQ | Out of Business: Business has ceased to trade |
| NB | New Business (less than 24 months old) |
| N | Negative Tangible Net Worth |
| FB | Subject is the branch of a company located in another country |
| BR | Subject is a branch location |
| - | A situation exists which is not ratable |
| DS | This is a Dun Support record with limited information. |
| O | Tangible Net Worth undetermined (accounts unavailable or older than 18 months) |

CONFIDENTIALITY



This report has been prepared by Dun & Bradstreet Information Services India Private Limited ('D&B') and is forwarded to the Subscriber in strict confidence for fair use by the Subscriber. This report may be considered as one of the decisive factors in connection with any credit and other business decisions, but under no circumstances shall be considered as a sole decisive factor. D&B follows ethical practices in the discharge of its professional services and amongst others, as part of such ethical practices, it follows the general rules relating to honesty, competence and confidentiality, and attempts to provide the most current, complete, and accurate information as possible within the limitations of available finance, time constraint and other practical difficulties relating thereto and arising as a consequence thereof. This report contains information compiled from various sources (including tele-calling, web search, etc.) over which D&B does not have control and / or which have not been verified independently by D&B, unless otherwise indicated in this report. D&B, therefore, does not accept any responsibility for the accuracy, completeness, timeliness or truthfulness of the information in this report, which information are believed to be accurate, updated and complete as obtained by D&B. D&B disclaims any and all liabilities for any loss or damage arising out of or in any way related to the contents of this report. The Subscriber has to draw its own conclusions on making independent enquiries and verifications and D&B cannot be held liable for any financial loss incurred by anyone basis this report. This report is confidential and proprietary to D&B and the Subscriber shall not copy, reproduce, repackage, resell, publish, transmit, transfer, disseminate, redistribute or disclose to others, in whole or in part any content of this report without the express written consent of D&B. D&B provides no advice or endorsement of any kind through this report. The availability of data in this report does not constitute a recommendation by D&B to enter into any transaction or follow any course of action. All decisions made by the Subscriber shall be based solely on the Subscriber's evaluation of the circumstances and objectives. D&B recommends that the Subscriber independently verify the current accuracy of any data made available in this report, upon which the Subscriber intends to rely. The Report should be read as a whole so as to avoid any divergence with respect to the inferences on account of a partial reading of this Report where such inferences may be based on the entirety of this Report.