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Techno Economic Viability Report

Plaza Wires Private Limited

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Executive Summary

Executive Summary

Name of the Company	Plaza Wires Private Limited ('Company') or ('PWPL')
Date of Incorporation	06th February 2009
Constitution	Private Limited Company
Certificate of Incorporation	U31300DL2006PTC152344
Industry	Manufacturing Industry
Nature of activity	Manufacturing of Wire and Cable
Registered Office (as per MCA)	A-74 Okhla Industrial Area, Phase-2 New Delhi 110020
Director's Details	• Sanjay Gupta • Aditya Gupta • Abhishek Gupta • Sonia Gupta
Brief details on the project	Plaza Wires Private Limited is a non-government company involved in manufacturing of insulated Wire and Cable, and headquartered in Okhla, New Delhi, India. The Company is experienced in the development, design, manufacturing, marketing, and distribution of copper, aluminium wire, and cable products for the energy, industrial, specialty and house projects markets. The Company is marketing its wire and cable products under the brand name of "Plaza Cables", which has wide recognition across the country, especially in North India. The Company offers competitive strengths in such areas as breadth of product line, brand recognition, distribution and logistics, sales and service, and operating efficiency. The Company's existing plant has an installed capacity of 4,000 coils of standard size per day. Normal manufactured sizes are 0.75 to 2.5 mm sq. and is extended up to 10 mm sq. Currently, the company is stabilizing production at 4,000 coils per day. As plant running at near to installed capacity, the Management of the Company has decided to set up a new unit at a close distance from the existing unit for manufacturing of existing wire with the addition of new-age wire-like fire survival wire, LT Cable and Solar. Apart from the above, the Company is also engaged in sales of aluminium cables, fans and accessories and PVC Tapes. PWPL acquires these through job works allocated to selected vendors and the products are marketed in the brand of PWPL. The Company proposes to continue growing in this segment as well.

	Post completion of the proposed project, the installed capacity of various lines operational will be – 1. 12,00,000 Coils Per Annum (4,000 Coils per Day) of house wire manufacturing at existing unit at Baddi 2. 6,75,000 Coils Per Annum (2,250 Coils per Day) of house wire manufacturing at new unit 3. 1,62,000 Coils Per Annum (540 Coils per Day) of fire-resistant wires and cable at new unit 4. 2,700 Kilometres (Km) Per Annum of Aluminium Cables (LT Cables) at new unit 5. 6,000 Km Per Annum of Solar Cables manufacturing at new unit
Plant Location (New Unit)	Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat-(1), Hadbast no.-197) Solan, Himachal Pradesh.
Estimated project cost	INR 36.07 Crore (total CAPEX till FY27 INR 40.07 Cr.)
Proposed DE ratio	The Company is proposing IPO of INR 60.00 Cr. and not seeking any Term Loan
Equity (Own) Equity (IPO Proceeds) Term Loan	INR 2.77 Cr. (Own Equity) INR 60.00 Crore (IPO Proceeds) INR 0.00 Crore
Land	The Company has purchased 10 Bigha -10 Biswas land at Village – Damowala, Tehsil – Baddi, District – Solan, Himachal Pradesh. (i.e., Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat – (1), Hadbast no. – 197)
Techno-Economic Viability	Yes *(Subject to Critical Success Factors and mitigation of risk associated to the project & others as mentioned in the report.)*

Break up of Project Cost

The Company is planning to setup up the new units with a capital expense of INR 36.07 Cr., which has been summarized in the table below –

All Figures in INR Crore			
Description	**31-Mar-22**	**31-Mar-23**	**Total**
Land and Land Development	2.09	-	2.09
Building and Civil Works	0.68	2.63	3.31
Plant and Machinery	-	16.19	16.19
Miscellaneous Fixed Assets	-	0.56	0.56
Preliminary and Pre-operatives	-	1.24	1.24
Contingency		1.00	1.00
Interest During Construction			-
Margin Money		11.68	11.68
Total Project Cost	**2.77**	**33.30**	**36.07**

Source: SALLP and D&B India Estimates

Means of Finance

The means of finance has been presented in the exhibit below –

All Figures in INR Crore			
Description	**31-Mar-22**	**31-Mar-23**	**Total**
Internal Accrual	2.77		2.77
IPO		60.00	60.00
Term Loan			-
Total Means of Finance	**2.77**	**60.00**	**62.77**

Source : SALLP and D&B India Estimates

It is noted from the exhibit above, that the Company will be raising INR 60.00 Cr. through IPO (IPO net proceeds INR. 50 Cr is estimated after deduction of IPO Expenditure from IPO Amount). Based on the discussions with the Management of the Company, it is understood that the surplus of the funds will be utilised by the Company for working capital requirements, whereby the Company will be increasing its market base from current North and West India focus to all India level.

Debt Profile

The Company is not proposing to raise new loan for the proposed expansion project. However, the Company has existing loans for vehicles, loan against property and GECLs created during the pandemic time, which the Company will continue serving.

Financial Highlights

All Figures in INR Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Total Income	175.48	194.75	320.05	374.98	416.98	436.28
EBIDTA	14.90	17.52	29.32	36.35	42.07	44.56
EBIDTA	8.49%	8.99%	9.16%	9.69%	10.09%	10.21%
PAT	6.67	9.74	17.51	22.30	26.00	28.02
PAT	3.80%	5.00%	5.47%	5.95%	6.24%	6.42%
Contribution	26.97	29.96	49.51	58.00	65.53	68.81
Contribution Margin	15.37%	15.38%	15.47%	15.47%	15.72%	15.77%
Total Fixed Cost (incl Int and Dep)	17.06	16.57	25.82	27.29	29.29	29.83
Break Even Sales	111.02	107.69	166.90	176.45	186.38	189.16
Break Even Margin	63.27%	55.30%	52.15%	47.05%	44.70%	43.36%
Cash Break Even	103.29	99.97	150.79	160.34	169.11	173.06
Cash Break Even Margin	58.86%	51.33%	47.12%	42.76%	40.55%	39.67%
Equity Share Capital	3.82	3.82	3.82	3.82	3.82	3.82
Unsecured Loan from Promoters	-	-	-	-	-	-
IPO	-	60.00	60.00	60.00	60.00	60.00
Reserves and Surplus	43.18	52.93	70.43	92.74	118.74	146.76
Total Net Worth (TNW)	47.00	116.75	134.25	156.56	182.56	210.58
Term Loan	5.62	1.42	3.50	3.50	2.63	1.75
Debt-Equity Ratio	0.12	0.01	0.03	0.02	0.01	0.01
Total Outside Liabilities (TOL)	58.33	50.85	65.85	68.53	70.64	70.83
TOL/ TNW	1.24	0.44	0.49	0.44	0.39	0.34
Cash in Hand/ Bank Balance	0.63	3.35	6.03	14.85	25.71	50.92
Average DSCR	10.43					
Average ROCE	16.40%					
NPV	42.76					
IRR	26.35%					
Post Tax Cost of Capital	17.12%					

Source: D&B India Estimates

D&B India observes the following from the table above –

- The EBDITA margin during FY22-FY27 for the Project has been ascertained at 9.63%, while the average PAT margin of the Project is 5.75%
- The NPV of Project is INR 42.76 Crore, which the IRR at 26.35% is higher than Weighted Average Cost of Capital at 17.12%
- The average DSCR of Project is 10.43, indicating fair repayment capability of the project.

Sensitivity Analysis

A sensitivity analysis was carried out to assess the impact of the following scenarios on the major financial parameters.

Description	NPV	IRR	WACC	Min Avg. DSCR	Avg. DSCR
	INR Cr.	%	%	Ratio	Ratio
Base Case	42.76	26.35%	17.12%	2.23	10.43
5% decrease in utilisation	33.78	24.46%	17.12%	2.06	9.68
2.5% decrease in selling prices	17.84	20.92%	17.13%	1.53	7.93
4.0% decrease in selling prices	2.85	17.73%	17.13%	1.11	6.43
2.5% increase in raw material cost	23.64	22.14%	17.13%	1.76	8.44
5.0% increase in raw material cost	4.64	18.10%	17.13%	1.28	6.46
10% increase in hardware cost	43.16	26.42%	17.12%	2.23	10.45

Source: D&B India Estimates

Reviewing the sensitivity analysis as undertaken, it is observed that the critical financial parameters like Min. DSCR and Avg. DSCR are susceptible to 4% decrease in selling prices and 5% increase in raw material cost. Avg. DSCR of the Project remains above 6.43 in all adverse scenarios indicating the repayment capability of the Project remains intact.

Risk Analysis and Mitigation Measures

Risk Factor	Risk Bearer	Remark/ Mitigation Measure
Experience and Capability Related Risk	PWPL	The Management of the Company are already involved in business of manufacturing wires and cables for housing purpose and have developed a brand name for Company. With the proposed expansion, the Company will be further diversifying the product range already available. Hence experience and capability related risk is not associated with the Project.
Funding Risk	PWPL	D&B India notes that the Company is proposing to launch an IPO to fund the Project and increase in working capital requirement as well. Hence there is a funding related risk associated with the Project, till the time the IPO is launched, and financial closure is actually achieved.
Time Overrun Risk	PWPL	D&B India notes that most of the machinery proposed to be installed at site will be plug and play devices/ equipment/ machines and will be independent of each other. Hence can be installed within a month of reaching the site, provided the building and civil works is completed. The Company will commence the building and civil works by infusing own funds, till the IPO is launched and subscribed. Further a cushion of 3 months has been considered while undertaking the financial analysis. Hence time over-run is not envisaged for the project.
Cost Overrun Risk	PWPL	The Company has already received firm quotation from various vendors of services and machinery/ equipment. Further a contingency of 5% on the hardware cost has been considered, which will be taking care of any escalation in commodity prices like cement and steel during the course of implementation of the Project. Hence cost over-run risk is not envisaged for the Project.
Technology Risk	PWPL	D&B India notes that wire and cable drawing is a well-established technology with several plants based on these technologies already operational across the country.

Risk Factor	Risk Bearer	Remark/ Mitigation Measure
		The plant & machinery are being proposed to be sourced from reputed suppliers and knows sources of supplying similar equipment to successfully operating manufacturing units. Hence technology risk is not associated with the Project, as the technology is well tested.
Operation Risk	PWPL	The Company is already operational over a decade in the manufacturing of wires and cables and have established a brand name predominately in Northern India market. Thus have adequate operational and technical competence. With the new expansion the Company need to ensure to implement the similar sort of operational and technical capability as the Company is proposing to introduce new product lines and planning to expand market share in other parts of domestic market. Considering the new project will be implemented in Baddi region only, it is envisaged that PWPL can source the required manpower, power, water and other utilities with ease based on present experience for uninterrupted operational efficiency.
Market Risk	PWPL	Based on the market assessment undertaken by D&B India, it is understood that there is ample amount of demand in the country for the products proposed to be manufactured at the new facility. Also, Plaza Cables is a well-established brand in the market and hence the Company is considering diversification in terms of product line and geography as well. Hence market related risk is not associated with the Project.
Pricing Risk	PWPL	Based on the market research undertaken by D&B India, along with limited primary survey of whole-seller, dealers and traders in North India, it is understood that established brands in market charge premium, which is paid by the customers/ end-users. Plaza Cables being an established brand will also be in position to charge premium on its products and hence will have surplus margins available.

Risk Factor	Risk Bearer	Remark/ Mitigation Measure
		Further a sensitivity analysis was also undertaken considering 2.50% and 4.00% decrease in selling price and 2.50% and 5.00% increase in raw material prices and still the Company remains viable. Hence pricing related risk is not envisaged for the Project.
Raw Material Sourcing Risk	PWPL	The basic raw material for the Company will be copper and aluminium rods, which will be drawn into wires and cables, as per the product specification. The Company being already dealing with souring these raw materials through their existing set-up have established dealer and supplier network. Company can enter into forward contracts with the suppliers based on order book and marketing strategy based on production plan to mitigate the price fluctuation in the raw material being predominately commodity products.
Statutory Approvals Risk	PWPL	The Company already has approvals and clearances for the existing unit, which are renewed by the Company from time to time, with lapses. The Company will be required to file for various approvals for the new facility. However, wire and cable manufacturing is not considered an environmentally polluting industry and hence PWPL should not face issues in acquiring the necessary approvals and clearances for the new facility.
Force Majeure Risk	PWPL	The lenders may insist upon the Company to take adequate insurance cover for insurable Force Majeure risks.

SWOT Analysis

Strength	Weakness
• The Promoters and the Manager of PWPL has ample amount of experience in manufacturing and marketing of wire and cables. • The Company has been able to successfully establish a brand name for itself in the market • The Management of the Company is good mixture of youth and experience. • The Company remained profitable during the pandemic period, indicating fair financial capability • PWPL has established network of dealers and whole-sellers, which will be leveraged by the Company to market new products. • Unit is located near to state and national highway which strengthen the transportability of finished goods.	• The raw material prices i.e. of the copper rods/ aluminium rods are volatile in nature • PWPL need to ensure that required statutory approval for the expansion project needs to be in place on timely manner for smooth implementation and attainment of timely commercial operation date.
Opportunity	**Threat**
• The increasing awareness amongst the people in general about the wiring and cables in houses, office etc. • Demand for fire-resistant cables, which effectively reduce the chances of electrical fire on account of short-circuit • Opportunity for the Company to increase its presence across the country, instead of focus in only North and West Indian markets.	• The generic threat of global and domestic slow down on account of recessionary trend in the markets • Threat from new entrants is existential in the wire and cables industry

Source: D&B India

Conclusion

Please refer to Page no. 92.

Report

Scope of Work

Plaza Wires Private Limited has appointed D&B India, for conducting a techno-economic viability analysis of New manufacturing unit located at Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat-(1), Hadbast no.-197) Solan, Himachal Pradesh.

The scope of work was finalized as under:

- D&B India will physically visit the proposed location.
- D&B India will validate the cost of the proposed project, given the specifications on civil works and building.
- D&B India will validate the cost and revenue assumptions related to the project.
- D&B India will analyse the project by using various tools, such as debt service coverage ratio, IRR, sensitivity analysis to arrive at a conclusion on the viability of the project.

Date of Inspection

With a view to have first-hand information of the site, the above referred site was physically visited by technical experts of appropriate class on 10st January 2022. The site visit status has been provided in the technical section in this report.

Team of Consultants

The team of consultants, working on the project include –

Mr. Himanshu Bathla holds a Bachelor of Technology in Electronics and Telecommunication in 2013 from the Kurukshetra University and MBA in Finance & Marketing in 2018 from the Thapar University, Patiala. He has over ~3 Years of experience in Project Appraisal Services.

Mr. Kallol Debnath has completed Bachelor of Technology in Mechanical in 2005 from Kalinga Institute Technology and Science and Management in Business Administration in Finance in 2008. He has over 12 years work experience and 10 years of relevant experience in project appraisal and techno-economic viability studies. Involved in the capacity of lead consultant & project manager for techno-economic feasibility study under S4A Scheme, Corporate Debt and Business Restructuring of various companies in the Steel, Textile, Construction, Real Estate, Sugars, Hospitality and other allied sectors.

Mr. Vatsal Misra – Mr. Misra has over 21 years of experience in project advisory and management services. Over the years, he has worked across various sectors and has been instrumental in engineering, implementation, technical evaluation, financial modelling, raising of finance for industrial and infrastructure project. He is an Engineer with master's in financial management from University of Mumbai. He has worked across various sectors including chemical (organic and inorganic), mines/ minerals, engineering goods, iron and steel industry, cement, textile to name few. Mr. Misra has been part of execution of over 1200 advisory assignments during his 2-decade long career.

Mr. Vipul Sonkar – Mr. Sonkar is a Mechanical Engineer and has completed his master's in management, with specialisation in Marketing. He has recently joined the technical and management consultancy segment and has worked on the assignment as market research specialist. He has previously worked on the shop floor for 2 years in a wire and cable manufacturing unit located at Bhiwadi in Haryana.

Ritesh Khanna (Apr 18, 2022 13:39 GMT+5.5)

Kallol Debnath (Apr 18, 2022 13:33 GMT+5.5)

Methodology

The techno-economic viability study assigned to D&B India was carried out in the following sequence:

1. Verification of the documents provided by the client, identification of missing information and sending the revised list of documents required from the client.
2. Visit to the proposed location at Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat-(1), Hadbast no.-197) Solan, Himachal Pradesh.
3. Assessment of the project cost reasonableness of the proposed project.
4. Assessment of the revenue and cost estimates for the project.
5. Assessing the project viability with financial analysis techniques like DSCR, IRR, and security margin and sensitivity analysis.
6. Arriving at a conclusion on the project viability.

Company Background

Overview

Plaza wires private limited is very renowned company in wire and cable manufacturing and is engaged in the business of manufacturing and selling wires and cables and fast moving electrical goods "FMEG" under the brand "Plaza cables.

The company is founder by Mr. Sanjay Gupta, Managing Director of the Company and Mrs. Sonia Gupta. Looking forward promoters realized that the growing Indian need requires more power consumption and generation and requires more electrical utilities to distribute the power to various location.

Plaza Wires Private Limited is a non-government company involved in manufacturing of insulated Wire and Cable, and headquartered in Okhla, New Delhi, India, is a leader in the development, design, manufacturing, marketing, and distribution of copper, aluminium wire, and cable products for the energy, industrial, specialty and house projects markets. The Brand of the Company "Plaza Cable" is widely recognized in the Indian wire and cable industry since last forty years. The Company offers competitive strengths in such areas as breadth of product line, brand recognition, distribution and logistics, sales and service, and operating efficiency.

Plaza Cables has come a long way in establishing itself as a major player in the cable and wires industry. Since inception, Plaza has been setting standards in quality and safety with all its products. Plaza Cables is equipped with the most sophisticated manufacturing and testing equipment.

The Company's existing plant has an installed capacity of 4,000 coils of standard size per day. Normal manufactured sizes are 0.75 to 2.5 mm sq. and is extended up to 10 mm sq. Currently, the company is stabilizing production at 4,000 coils per day. As plant running at near to installed capacity, Company has planned to set up a new unit near to the existing unit for manufacturing of existing wire with the addition of new-age wire-like fire survival wire, LT Cable and Solar Cable. The company is planning an additional capital expenditure by setting up a new unit near to its existing unit which will help the Company in achieving double the current installed capacity.

Promoters and Directors

The current Directors of the Company are –

Name	Designation
Mr. Sanjay Gupta	Managing Director & Chairman
Mr. Aditya Gupta	Wholetime Director
Mr. Abhishek Gupta	Director
Mr. Sonia Gupta	Director

Source: PWPL and D&B India Estimates

Promoter's and Management Qualification and Experience –

Name Of Partners	Qualification and Experience
Mr. Sanjay Gupta	Graduate with 25 years of phenomenal experience in Electrical Industry
Mr. Aditya Gupta	Graduate with 06 years of phenomenal experience in Electrical Industry.
Mr. Abhishek Gupta	Graduate with 08 years of phenomenal experience in Electrical & solar Industry.
Mr. Sonia Gupta	Graduate with 25 years of phenomenal experience in Electrical Industry

Source: PWPL and D&B India Estimates

Historical Financials

The historical profit and loss account of the Company has been presented in the exhibit below –

All Figures in INR Crore		
Description	Audited	
	31-Mar-20	31-Mar-21
Revenue From Operation	159.14	145.38
Other Income	0.20	0.22
Net Revenue	**159.34**	**145.59**
Variable Cost		
Raw Material	125.57	113.07
Stores and Consumables		
Power and Fuel	1.36	1.05
Other Expenses	5.63	0.84
Manpower Cost	9.81	6.87
Total Variable Cost	**142.37**	**121.82**
Opening Stock -WIP	1.50	1.51
Sub-Total	**143.87**	**123.33**
Closing Stock -WIP	1.51	2.65
Opening Stock - FG	17.18	21.69
Sub-Total	**159.54**	**142.37**
Closing Stock -FG	21.69	20.94
Cost of Production	**137.85**	**121.43**
Fixed Costs		
Administrative Expenses	5.73	7.83
Selling and Distribution Expense	5.07	5.00
Fixed Costs	**10.80**	**12.83**
Total Operating Cost	**148.65**	**134.26**
EBIDTA	**10.69**	**11.34**
EBIDTA Margin	**6.71%**	**7.79%**
Other Expenses		
Depreciation	1.03	1.06
Interest on Term Loan		
Interest on Working Capital Loan	4.05	3.74
Expenses Written Off	0.15	0.06
Non-Operating Expense		
Total Other Expense	**5.22**	**4.86**
Total Expenditure	**153.87**	**139.12**
Profit Before Tax	**5.47**	**6.47**

All Figures in INR Crore		
Description	Audited	
	31-Mar-20	31-Mar-21
Applicable tax	1.44	1.78
Profit After Tax	**4.03**	**4.69**
PAT Margin	2.53%	3.22%

The historical balance sheet of the Company has been presented in the exhibit below –

All Figures in INR Crore		
Description	Audited	
	31-Mar-20	31-Mar-21
Sources of Funds		
Shareholder's Funds		
Equity Share Capital	3.82	3.82
IPO		
Reserves and Surplus	31.82	36.51
Total Shareholder Funds	**35.64**	**40.33**
Loan Funds		
Term Loan	4.96	8.76
Working Capital Loan	30.18	31.76
Total Loan Funds	**35.14**	**40.52**
Deferred Tax Net	0.78	0.84
Other Term Liabilities	1.26	1.15
Total Sources of Funds	**72.83**	**82.83**
Application of Funds		
Gross Fixed Assets		24.76
Cumulative Depreciation		5.43
Net Fixed Assets	**19.64**	**19.55**
Intangibles	0.24	0.19
Investments		
Long Term Advances	**0.35**	**0.28**
Current Assets		
Inventories	29.17	28.61
Debtors/ Receivables	30.74	47.72
Cash and Bank Balance	1.07	1.03
Other Current Assets	8.14	3.17
Total Current Assets	**69.12**	**80.53**
Trade Creditors	9.33	10.29
Other Current Liabilities	7.20	7.43
Total Current Liabilities	**16.53**	**17.72**
Net Current Assets	**52.60**	**62.81**
Total Application of Funds	**72.83**	**82.83**

Industry Assessment

Introduction

Wires and cables have over the years become an essential part of the lives of the humankind. These are utilised to carry electricity, which is an essential commodity in today's lifestyle, from one point to the other point. Simply explained, wires are metal conductors made from either copper or aluminium, with plastic/ rubber covering of PVC/ XLPE/ HDPE etc., which form the insulating layer over the metallic core.

The primary difference between wire and cables are that wire and a single core, with insulation coating of PVC/ XLPE/ HDPE to shield the metal core, while the cables are a group of conductors, shielded by insulating layer of plastic/ rubber material. Wire fined application in all the industries, which consume of utilise electricity.

In India the wire and cable market account for nearly 40 percent of electrical industry.

Product Profile

1. Fire Survival Wire

It is also known as circuit integrity cables and are designed to sustain high temperature for a defined min period of time under direct fire.

A fine drawn multi strand conductor provides enhanced flexibility and makes it ideal for concealed wiring. It can handle 85°C operating temperature as it is insulated with a flame retardant PVC compound. It is suitable for lighting fittings and appliances up to 1100 Volt. Fire survival cables are used for wiring domestic and commercial structures like hospitals, power stations etc.

Features:

- Excellent Electrical and mechanical properties.
- High flame Retardant properties
- Higher Flexibility ensure easy handling and longer life
- Steam and boiling water resistant.
- Easy and low cost of installations

2. House Wire

House wire is used for the electric wiring in the household. The main conductor used is copper and aluminium which is basically wrapped in nonconductive plastic coating. There are various type of house wire used namely:

- Flame Retardant wire

It is designed to resist the spread of fire into new area and will not operate as normal within fire conditions as fire resistant does. Ordinary flame retardant wire is generally made of halogen containing polymer materials i.e., Polyvinyl chloride (PVC). The flame retardants delay the spread of fire by suppressing the chemical reactions in the flame or by the formation of protective layer on the surface of the material.

- Flame Retardant Low Smoke House Wire (FRLS)

These wires are ideal for wiring solutions in multi-stored buildings, hotel, hospitality. It is shielded by a specially formulated flame retardant PVC compound. During fire, ordinary PVC emits black smoke and toxic fumes (acidic in nature) and this impairs visibility and hampers rescue operations. Conflame insulation retards spread of fire and emits min smoke and toxic gases thereby reducing the risk of injury.

- Zero halogen Flame Retardant House wire (ZHFR)

Zero halogen wire is a safe alternative of conventional wires, giving high performance and finest quality. The ZHFR wire is insulated with ZHFR compound and also filled with hydrated fillers which releases water during fire. These user-friendly wires are totally free of heavy metals and 100% flame retardant. Some of the toxic effects of burning PVC insulated wires are heavy fumes, high smoke and poor visibility.

3. Aluminium Cable

Aluminium cable has a lower current carrying capacity and greater impedance than the equivalent copper conductor. Aluminium cable provides a better conductivity to weight ratio than copper and thus used for wiring power grids including power transmission and distribution lines.

Different Type of aluminium cables:

- All Aluminium Conductor Cable

AAC is a refined aluminium stranded conductor with a minimum metal purity of 99.7%. It is principally used in urban areas whose spacing is short and the supports are close. It is used in coastal region owning to its high degree of corrosion resistance and widely used within railway and metro industries.

- All Alloy Aluminium Conductors Cable

AAAC are used as a bare conductor cable on aerial circuits that require a larger mechanical resistance than the AAC and has a better corrosion resistance than the ASCR.

- Aluminium Conductors Steel Reinforced (ACSR) Cable

ACSR cable is available in a range of steel contents ranging from 6% to 40% for additional strength. ACSR involves the aluminium conductor reinforced with steel core. The central steel core is surrounded by a number of aluminium strands. Steel strands are used for increasing the strength of conductor.

- All Aluminium Alloy Conductor Steel Reinforced (AACSR)

4. Solar Cables

Solar cables are designed for connecting photovoltaic power supply systems. It is dedicated to the photovoltaic system direct current (D.C.) side with a nominal D.C. voltage of a 1.5kV. These cables are designed and tested to operate at a normal max. temperature of 90°C. These cables can be used indoor & outdoor for flexible and fixed installations with high mechanical strength in extreme weather conditions.

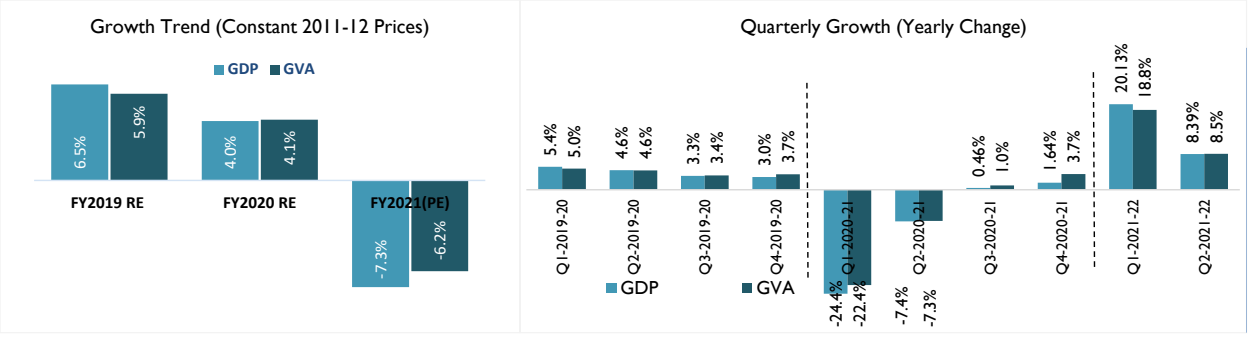
Applications of Wire and Cable

- Aerospace and defence
- Construction (houses, commercial and industrial)
- IT And Telecommunication
- Power Transmission and Distribution
- Oil and Gas
- Consumer Electronics

Macro-Economic Scenario

The Covid-19 pandemic which broke out in November 2019 and spread out to infect more than 190 countries across the globe by May 2020 and subsequent lockdown had a serious bearing on global economic growth in 2020. As per World Economic Outlook update by International Monetary Fund (MF) the global economy is estimated to have contracted by 3.1% in 2020. With unlocking of economy activity in phases which started towards end of H1 2020 coupled with fiscal stimulus and drop-in infection rate, economic indicators exhibited gradual improvement on Q-o-Q basis during H2 2020. But the economic recovery momentum in 2021 was interrupted by the rapid spread of delta variant of Covid-19 which continued to worsen during first 5 month of 2021 and adversely impacted H1 2021economic performance. During H2 2021, following a similar scenario as observed in the first wave, economic activity displayed improvement on Q-o-Q basis. However, emergence of Covid-19 new variants (Omicron) and its rapid spread towards the end of 2021 has raised the uncertainty about how soon pandemic is going to end. Moreover, rapid resurge in delta variant and worsening pandemic dynamics has potential to put brake on global economic recovery. Consequently, IMF in latest forecast released in October 2021 has did a downward revision in global GDP growth by 0.1% against its July 2021 forecast. As per IMF, the global economy is projected to grow 5.9% in 2021.

India's Key Economic Indicator

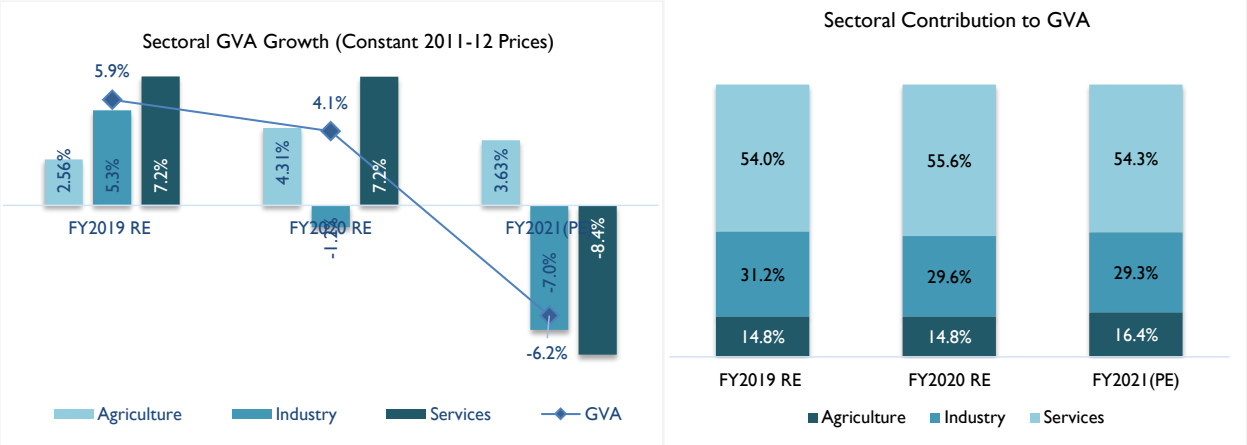


Source: MOSPI. R.E.: Revised Estimate. P.E.: Provisional Estimate

Hit by the coronavirus pandemic and subsequent lockdown that was imposed in March 2020, India's annual GDP growth shrunk by 7.3% in FY 2021 as compared to 4% y-o-y growth in the previous year. On quarterly basis, most of the first quarter of FY 2021 was lost to lockdown while Covid-19 induced lockdown losses adversely impacted India's Q2 FY 2021 GDP performance too as it continued to decline by 7.4%, however the rate of decline reduced significantly, and GDP growth on yearly basis continued to strengthen in the subsequent three quarter. In Q1 FY 2022, the country rebounding well from the Covid slump as it registered best ever quarterly growth of 20.13% while low base effect too played its contribution. However, surge in delta variant during the second wave of pandemic starting from end of February and strengthening till May 2021 was a drag on the overall economic recovery as country GDP on sequential Q-o-Q basis fell by 17% in quarter ending in June 2021. Major relaxations in Covid-related restrictions and government relief measure such as INR 6.29 trillion stimulus package for the pandemic hit sectors, higher healthcare spending, accommodative policy rate etc. supported economic recovery in Q2 FY 2022. During Q2 FY 2022, broader economic indicators bounced back above pre-pandemic level which was well reflected improved quarterly result performance of corporates, increase in bank credit growth and higher m-o-m GST collections from August 2021 onwards. In the quarter ending on 30th September 2021, the country's GDP grew by 8.4% on y-o-y basis against 7.4% decline in the same quarter in the previous fiscal. On sequential basis, it registered 10% growth over the previous quarter. With over INR 1.3 trillion for the second straight month, the GST collection in November 2021 grew by over 25% (y-o-y) while it was 27% higher than the FY 2020 collection.

Annual Sectoral Performance

Pandemic induced lockdown and restriction pull down the overall GVA growth in FY 2021. According to the Provisional Estimates released by MoSPI on 30 November 2021, annual GVA growth declined by 6.2% in FY 2021, as against 4.1% in FY 2020.



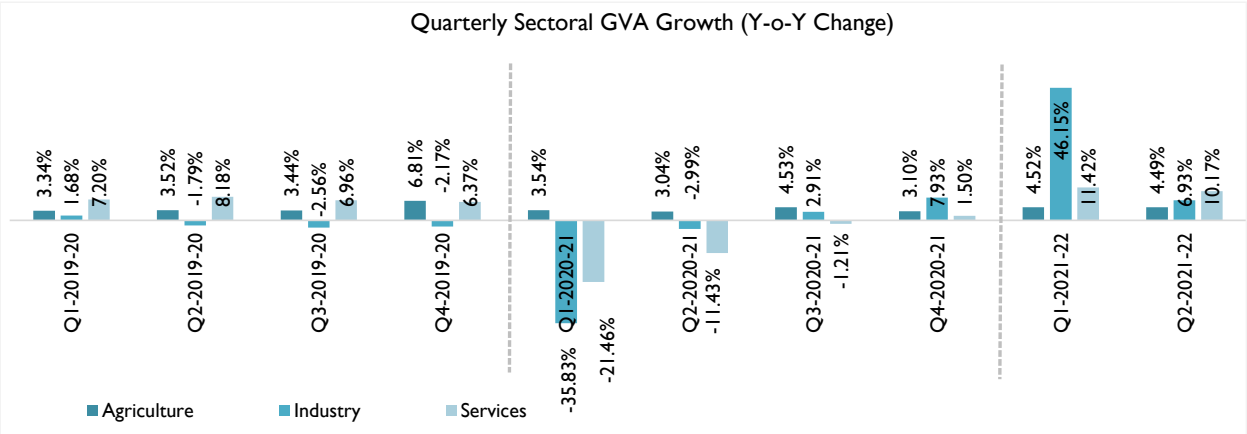
Source: MoSPI. R.E.: Revised Estimate. P.E.: Provisional Estimate

On sectoral basis, only agriculture sector registered growth in FY 2021, although it moderated in comparison to last year, while annual growth in the industrial and services sector contracted by 7% and 8.4% respectively. The positive change in agriculture output is attributed to normal monsoon along with yearlong water availability in reservoirs and slew of measures announced by the government to support agriculture and allied sector.

In the industrial sector, growth across major economic activity such as mining, manufacturing, construction sector slumped, and it registered a decline of 8.5%, 7.2% and 8.6% in FY 2021 against -2.5%, -2.4% and mild 0.98% change in FY 2020, respectively. Within industrial sector, only utilities sector observed growth of 1.9%, although it continued to slow in FY 2021 as compared to 2.05% y-o-y growth in FY 2020 and 8% in FY 2019.

Talking about the services sectors performance, the overall sector growth was worst hit largely due to sharp contraction (-18.2% y-o-y change in FY 2021) in the GVA generated by the trade, hotels, transport, communication and services related to broadcasting hit segment. Particularly, services related to hospitality was the one of the first sector that got affected with Pandemic. Other segment too within broader services industry i.e. Financial, Real Estate & Professional Services and Public Administration, Defense, & Other Services are contracted by 1.5% and 4.6% on y-o-y basis, respectively. The pandemic driven slowdown in manufacturing and service sector was a drag to the overall GVA in FY 2021.

Quarterly GVA Performance



Source: MoSPI

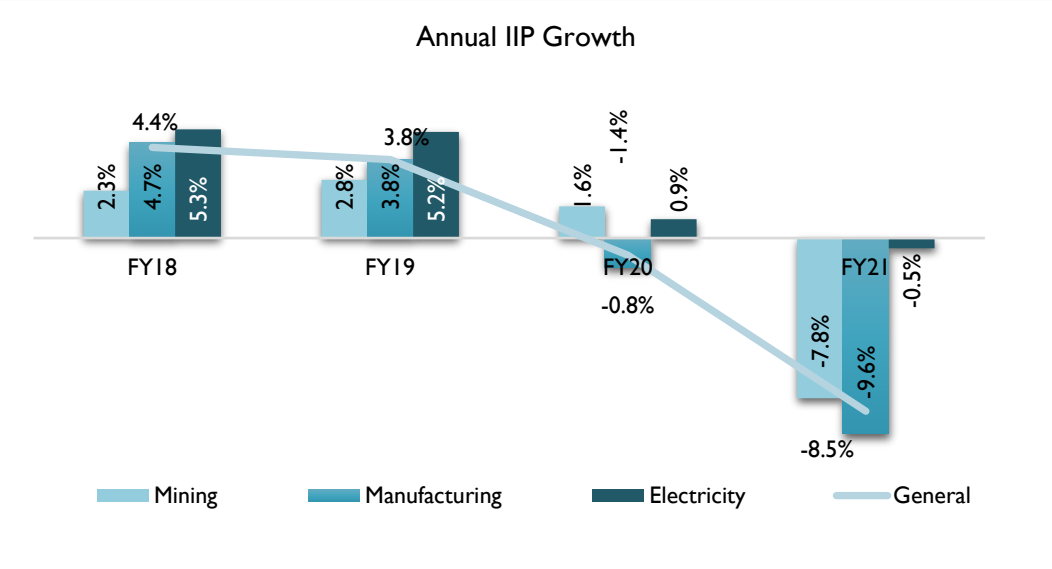
With supportive government measure, increasing vaccination and economy moving back to normalcy, India managed to registered growth for four consecutive quarter starting from Q3 FY 2021. GVA in all three-broad

sector registered growth in Q2 FY 2022 on y-o-y basis. Q2F 2022, recovery was led by the service sector as individual mobility returned to pre-pandemic level. The worst hit trade, hotel, transport, communication, and broadcasting registered 8.2% exhibited y-o-y growth as compared to 49.5% contracted in the same period last year. Other services sector broadly classified under Public Admin, Defence & Other Services and Financial, Real Estate & Professional Services to registered 17.4% and 7.8% growth in Q2 FY 2022 on y-o-y basis against -10.2% and -5% y-o-y change in Q2 FY 2021.

Agriculture sector continued to grow strong and registered 4.4% y-o-y increase in Q2 FY 2022 against 3.04% in the same quarter previous year while industrial sector and services sector registered 6.9% and 10.1% increase against -3% and -11.4% change in the corresponding quarter last year. Within industrial sector, manufacturing, construction, and electricity & utility services sector grew by 5.5%, 8.94% and 7.5% in Q2 FY 2022 against -1.5%, 2.3% and -7.22% change observed in Q2 FY 2021 on yearly basis, respectively.

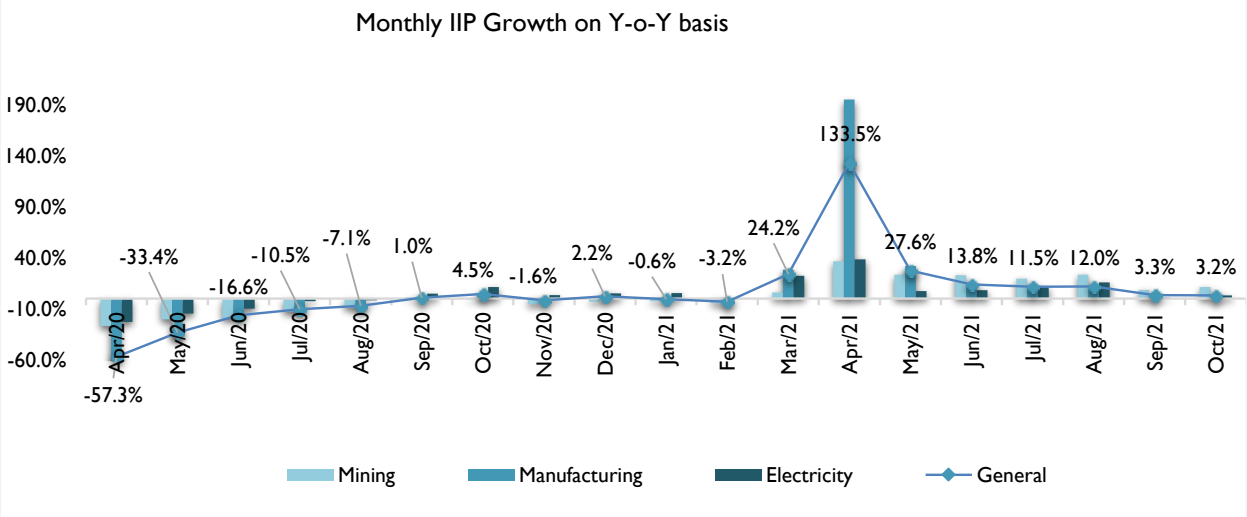
IIP Growth

Covid-19 pandemic hit the industrial activity hard in FY 2021. India's over all IIP fell by 8.5% in FY 2021 with negative growth being evenly spread across all sub-segments. Decline in manufacturing activity was steepest followed by mining and electricity sector.



Source: MoSPI

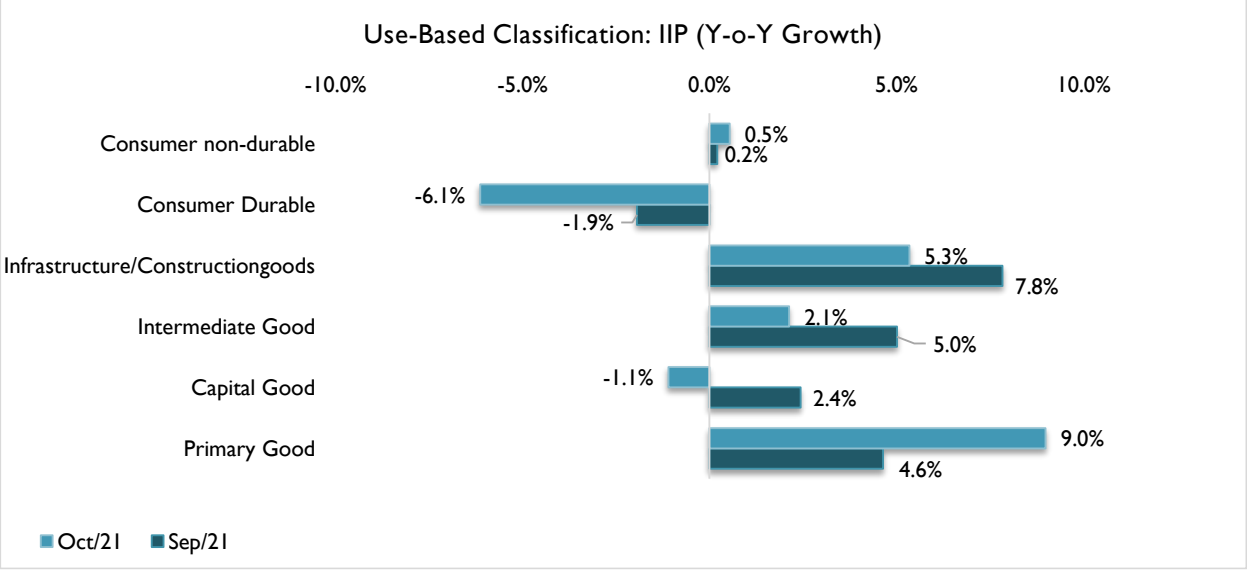
Monthly IIP Performance



Source: MoSPI

IIP index surged sharply by over 134% in the April month on yearly basis. The steep annual growth in overall index was triggered by healthy recovery in manufacturing activity which has 77.6% weightage in the overall index, and it grew by over 197% in the April 2021 against 28% growth in the previous month. Low base effect also contributed to this sharp growth during April 2021. Growth in other sub segment too observed positive change with growth rate strengthening in the April month. Yearly monthly IIP growth in later month moderated gradually amidst the vanishing the impact of low base effect and second Covid wave adversely impacting the recovery momentum in the current fiscal. In October 2021, IIP grew by 3.2% (y-o-y) in October 21 against 3.8% (y-o-y) in September 2021, as the favourable low base effect continued to wean off.

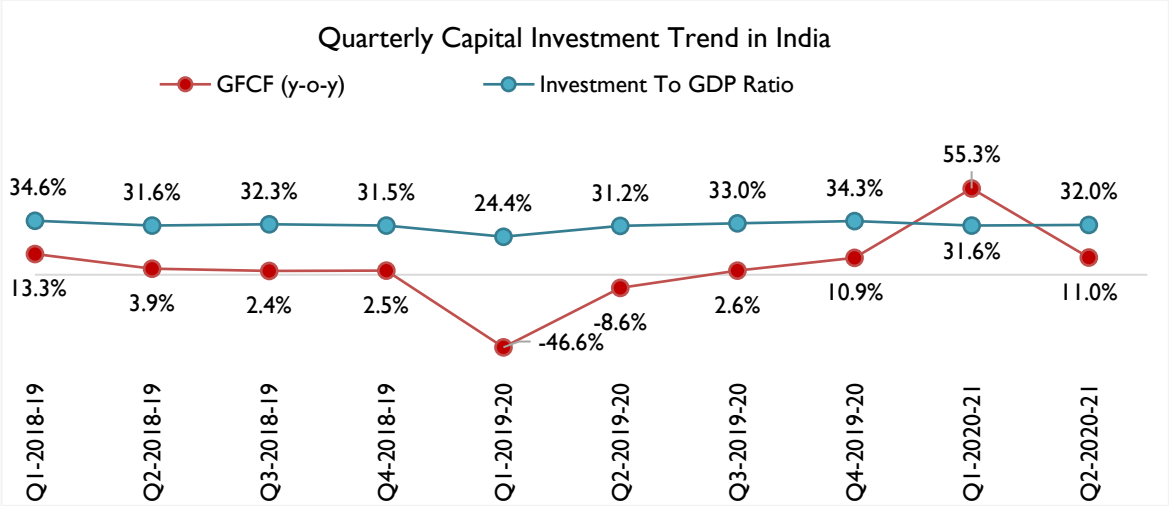
On use-based classification basis, infrastructure/construction goods, intermediate good and primary good segment performed well over the consumer durables and capital good during September 2021. In October 2021, both consumer durable and capital goods along with infrastructure & construction goods, and intermediate good, exhibited growth backed by festive led improvement in consumer sentiments.

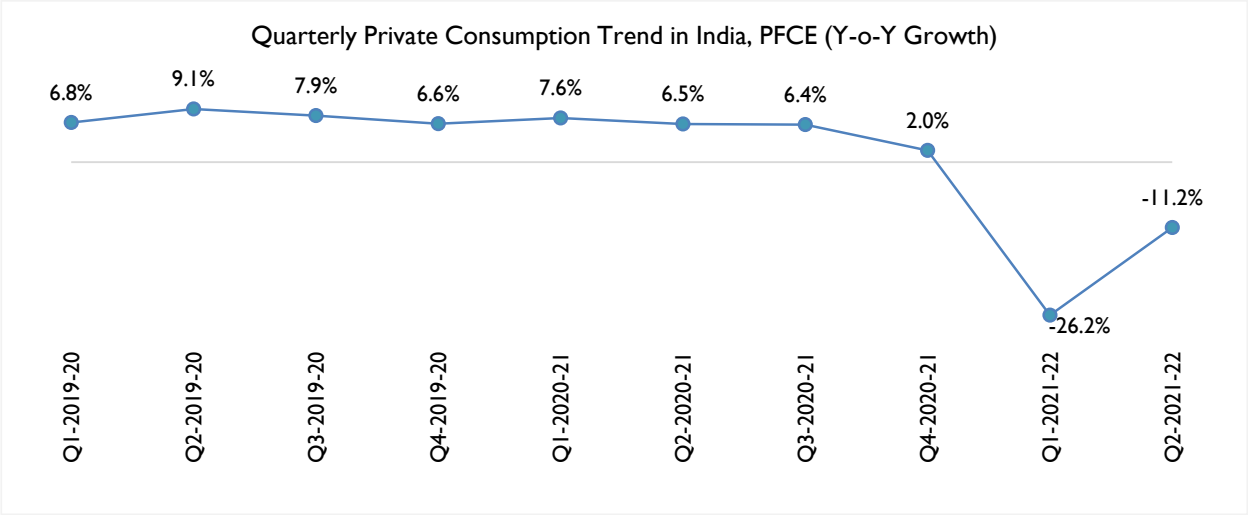


Source: MOSPI

Growth Trend in Investment & Consumption Demand

Other major indicators such as Gross fixed capital formation (GFCF), a measure of investments and PFCE a realistic proxy to gauge household spending both showed improvement on y-o-y basis during Q2 FY 2022 after witnessing a negative growth in the same quarter previous year. Investment to GDP ratio improved to 32% as compared to the previous quarter as well as compared to the same quarter in the previous year.

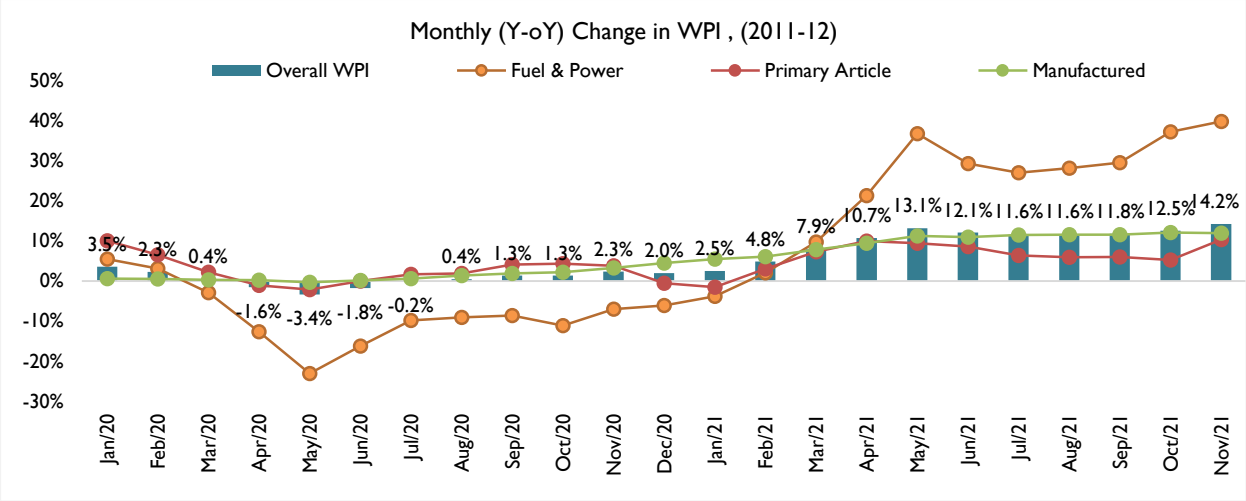




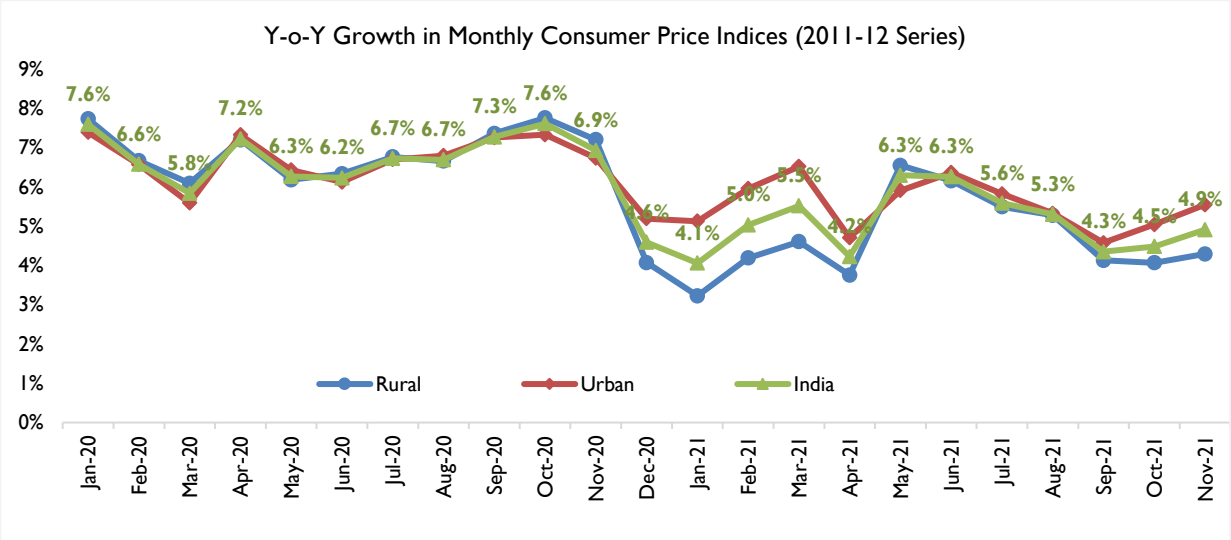
Source: MoSPI

Price/Inflation Scenario

India's inflation rate based on Wholesale Price Index (WPI) spiked to a 4-month high and highest inflation in the current fiscal with14.23% y-o-y change November 2021 against 12.54% y-o-y increase in the previous month. Sharp rise in inflation in Fuel & power (39.8% y-o-y) and food articles (5%) along with overall primary article (10%) contributed to the rise in wholesale inflation. Therefore, the sharp growth in the fuel price index was partially contributed by the low base effect.



Source: MoSPI, Office of Economic Advisor



Source: CMIE Economic Outlook

Retail inflation rate (as measured by Consumer Price Index) in November strengthened for the second straight month to measure at 4.91%. compared to 4.48% in the previous month even amidst cut in levies on fuel due to increase in food & beverages inflation. Food & beverages inflation increased to 2.6% in November 2021 against 1.8% in the previous month while fuel inflation exhibited moderation to 13.35% on y-o-y basis in November 2021 compared to 14.35% in the previous month. Beside food& beverages inflation, price increase in housing, clothing, and footwear were few other contributors for rise in CPI inflation in November 2021. In contrast, Pan, tobacco and intoxicants, and miscellaneous items observed moderation in prices. To impart durability and sustainability to the economic recovery and prioritize growth, RBI kept repo rate unchanged at 4% in its latest monetary policy review meet in December 2021. The Government has also made positive supply side intervention to control the pass-through of elevated international edible oil prices to domestic retail inflation. For current fiscal, The Reserve Bank of India has estimated an average inflation rate of 5.3%.

External Sector

India's merchandise exports continued to grow at mild CAGR of 2% during FY 2017-21 while imports grew at 2.3% CAGR. On annual basis, both exports and imports contracted in FY 2021 by 5% and 14%, respectively as

economic demand moderated both at global and domestic level due to pandemic induced slowdown. India's merchandise export value stood at INR 26.94 trillion and import bill at INR 28.6 trillion. While its trade deficit has narrowed in the FY 2021 from INR 49 trillion in FY 2020 to INR 17.11 trillion in FY 2021. Backed resuming economy growth and partially due to low base effect India's export and imports recovered sharply by 28% and 49% in H1 FY 2022 (y-o-y) as compared to contraction 12% and 13% in H1 FY 2021, respectively. While the country's export and import growth, were 13% and 5% higher compared to pre-pandemic level external trade in H1 FY 2020, respectively. Improving foreign trade was backed by favourable base, elevated commodity prices and low policy rate that pushed domestic demand.

Economic Growth Outlook

India managed to recover strongly from the second wave of pandemic. However, the rapid spread of new variants (Omicron) and worsening pandemic dynamics have again lent some uncertainty in the country's economic outlook. The increasing number of infection and rising threat of Covid third wave at start of 2022 has a potential to upend growth resurgence and impact Q4 FY 2022 GDP. It may also contribute to a downward revision in GDP forecast though mild for Q4 FY 2022 and the entire FY 2022. Earlier, agencies did downward revision in India's FY2022 GDP growth forecast from double digit to higher single digit in Q1 of the current fiscal on account of spike in the second wave of Covid-19 which affected India more than anywhere else in the world.

Seeing the current rise in daily active cases (7-day average at 34,000+ cases as on 10 Jan 2022) and high probability of third wave, India may again see Omicron induced curbs. But with better preparedness of government and healthcare system, increasing vaccination and living with a virus attitude, the economic impact of third wave is likely to be less detrimental than previous two wave. Beside omicron, mobility restriction may intensify supply bottlenecks which may aggravate inflationary pressure and the demand side dynamic too. Fading pent up demand, end of festive season, vanishing optimism, and moderation in export are major downside risk to the economic recovery. Both consumer spending and corporate earnings are likely to be adversely impacted in the light of above unfavourable scenario. In addition to above, the risk of central bank moving away from maintaining accommodative policy instance may lead to tightening of financial conditions which may impact capex plan of the corporates. IMF has forecasted India's GDP to grow by 9.5% in FY 2022 while as per the government advance estimates, India is expected to grow by 9.2% (The National Statistical Office estimates), lower than IMF estimates but faster than China (8% projected GDP growth).

Though in immediate term, the country's growth outlook is turning uncertain. But various structural measure introduced by the government post Covid to revive economy is going to have a long-lasting impact on India's growth story. Effective implementation of various policies such as Amtanirbhar Bharat, Production Linked Incentive (PLI) scheme, Gati Shakti for multi-modal connectivity and the National Monetization Pipeline (NMP) to finance infrastructure creation, amongst other will determine the future roadmap of India's growth story. If implemented well, it will crowd in private investments and help India to move closer to its target of reaching USD 5 trillion GDP goal by 2024.

Wire and Cables Market in India

The wire and cables industry in India is very fragmented industry, with larger players like Finolex, Ploycab, Havells, KEI Industries having their own niche high end markets, and the low-end (in quality terms) market, which is highly price sensitive in nature, is ruled by unorganized SME/ MSME sector.

The industry has grown significantly during the last 20 years, with variety of new wire/ cables applications which came into place, with advances in technology. The industry experienced a double digit growth during the last decade and around 2012 to 2014, India became a net exporter of wire a cable.

Demand Drivers

- Rising urbanization and industrialization in India.
- Increasing demand for self-driven vehicles is another factor.
- Increasing demand for power, light and communication has kept high demand for wire and cable.
- Rural Electrification
- Growing exports to Middle East, African and South East Asian countries

Government Initiatives and Policy

- Initiatives such as Excise Duty exemption for ferro-silicon magnesium and pig iron used for manufacturing components for wind-operated electric power generators and the target set by the Jawaharlal Nehru National Solar Mission to generate more than 1,00,000 MW of solar power by the end of the year 2022, will boost demand for electrical wires and cables.

- Recently the government extended the Production Linked Incentive (PLI) Scheme for large electronics manufactures till 2025-26. These schemes boost domestic manufacturing and attract large investments in the electronics value chain. The cable and wire manufacturing companies in India are not under the PLI scheme but with the growth in electronics manufacturing, the surge in the demand for wires and cables will also take a leap.

- In 2019, the Union govt. announced the National Infrastructure Pipeline, with a proposed outlay of Rs 102 Lakh crore to execute over 7000 projects, over a five-year period from 2019-2025.India's overall potential has increased and presents direct and indirect players in the infrastructure value-chain with a momentous opportunity. Electrical Industry is direct beneficiary of this, as growth in infrastructure will drive demand for wires, cables etc.

- Rural Electrification: The National Electricity Policy (NEP) 2021 focuses on quality power and accelerated investments. Various state and central govt. policies continue to emphasis on affordable and accessible electricity.

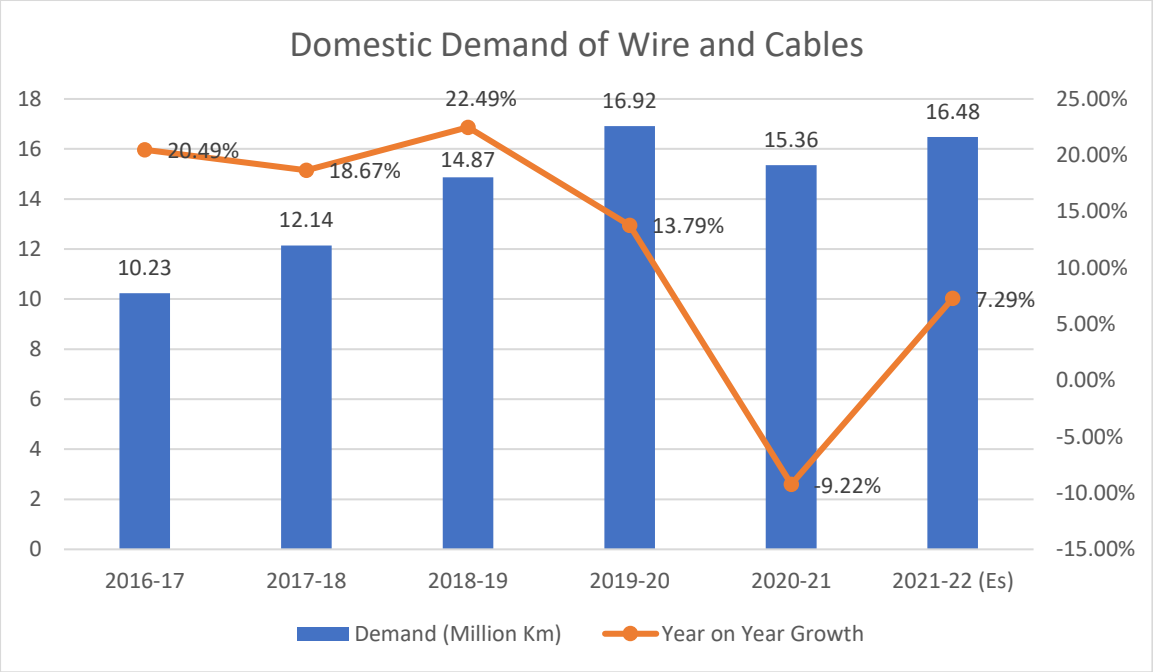
- With the building of smart cities and foreign and domestic investments, urbanization in India is progressing at a never-before scale. Union government ambitious 'Housing for All' scheme, which is expected to culminate in 2022, with a support for a total of 1.1 crores houses under PMAY(Urban) and 1.95 crore under PMAY(Rural).

- The union government is also laying emphasis on digital infrastructure initiatives with programs such as Digital India, Bharat Net leading to higher demand for internet connectivity, new age technology such as 5G, FTTH etc. Under Bharat Net by June 2021, optical fibre cable laid was 5,24,686 km.

The retail demand for housing wires is increased by schemes for urban and rural electrification like Deen Dayal Upadhyaya gram Jyoti Yojana. Increased urbanization and housing along with good affordability of the customer boost the demand for housing wire.

Demand - Domestic

As discussed above, the wire and cables industry has been double digit growth since the year 2009. By the year 2014, India had become net exporter of wires and cables from being a net importer. The demand for the wires and cables in the domestic market stood at around 10.23 million kilometres (Mn Km) during the year 2016-17. Since then the demand for wires and cables in the domestic markets has grown at a CAGR of 10.01% to reach an estimated 16.48 Mn Km during the current fiscal year 2021-22. The growth in demand for wires and cables in domestic markets has been illustrated in the exhibit –

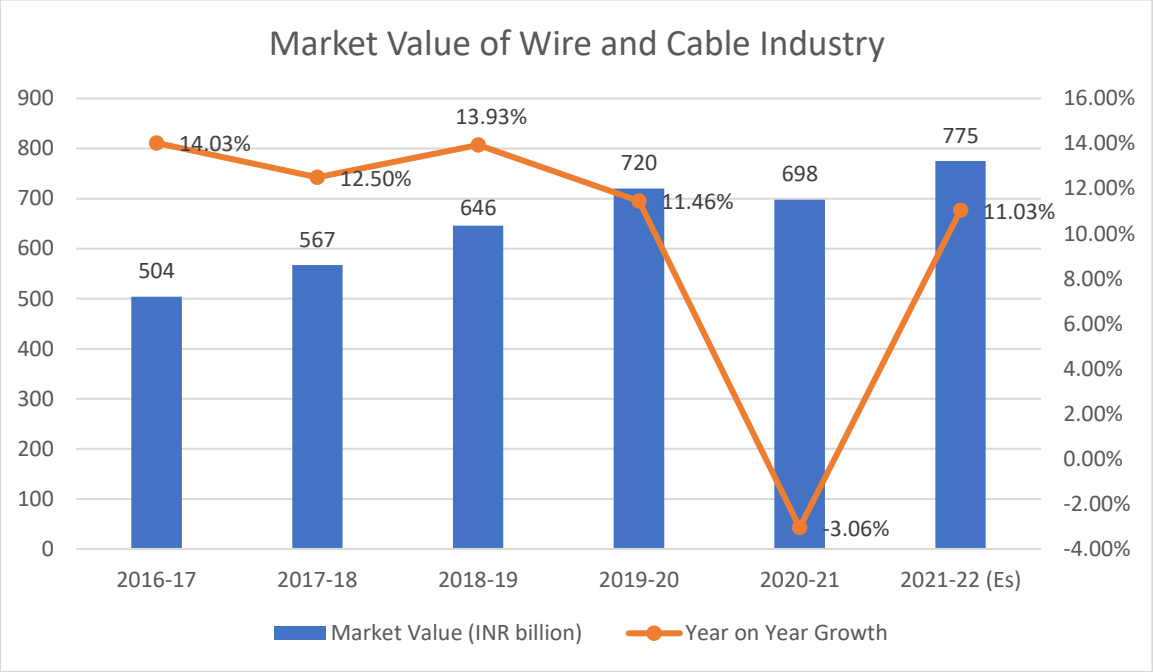


Source: Sector Report and D&B India Estimates

It is noted from the exhibit above that the industry was growing at an average of around 20% till FY 2018-19. During the last quarter of FY 2019-20, CoVid-19 pandemic hit the country and hence the demand for wire and cables was hit in last 2 months of FY 2019-20, reducing the overall domestic demand. A similar scenario impacted the demand from export markets as well, as lockdown were imposed across many countries globally.

During FY 2020-21, the first wave and the second wave of CoVid-19 pandemic hit further deteriorated the condition and the demand fell by 9.22%. Post end of second wave during the first quarter of FY 2021-22, the demand has started picking up slowly and steadily and the current fiscal is expected to bring the domestic demand to FY 2019-20 level.

In term of the market value, the value of the wire and cables industry in India stood at INR 502 billion during FY 2016-17. Since then the value of the market had grown at CAGR of 8.99% and is expected to reach INR 775 billion during the current financial year. The growth in value of the wire and cables industry in India has been presented in the table below –



Source: Sector Reports and D&B India Research

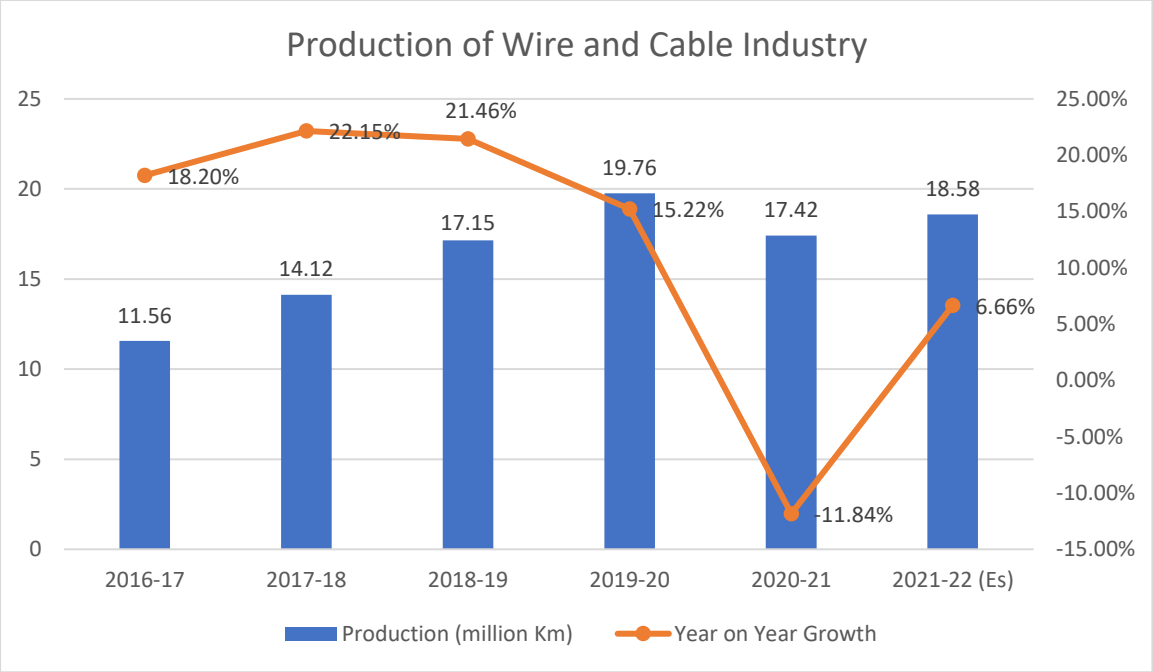
The market value of the industry, which was growing at above 10% between FY 2016-17 to FY 2019-20, however the CoVid-19 pandemic impact the market value of the industry as well, which saw a dip to negative 3.06% during the FY 2020-21.

The industry has seen a revival in terms of market valuation during the current fiscal year FY 2021-22, when the total market value is expected to reach INR 775 billion.

Installed Capacity and Production

Based on review of the data available in the secondary domain, the installed capacity of the industry is pegged at around 26 Mn Km. Here important point to note is that organised segment players are observing higher capacity utilisation levels of around 85% to 95%, considering 300 days of operations, while the unorganised segment is experiencing capacity utilisation in range of 60-65%. With average capacity utilisation of the industry standing at 72% during the current fiscal year.

In terms of production, the production of wire and cable industry stood at around 11.56 Mn Km during the year FY 2016-17. Since then, the production of wires and cables has grown at a CAGR of 9.96% and is expected to reach an estimated 18.58 Mn Km during the current financial year FY 2021-22. The growth in production of wire and cables industry in India has been presented in the exhibit below –



Source: Sector Reports and D&B India Estimates

It is noted from the exhibit above, that the production of wire and cable industry had consistently grown at around 20% between FY 2016-17 to FY 2018-19. However, the impact of CoVid-19 pandemic and series of lockdown measures put in by the Central Government also impacted the production. The production levels dipped to 17.42 Mn Km during FY 2020-21. However there has been a recovery during the current fiscal year and the production is expected to reach 18.58 Mn Km by 31st March 2022.

Demand Supply Gap

From the discussions above, D&B India note that India is currently a net surplus market, in terms of supply, so effectively there is no demand supply gap in the domestic markets at present. The excess production by the industry is being exported to various destinations including Middle East, South-East Asia, Africa and Eastern European countries.

However, the industry is seeing higher capacity utilisation level of around 70%, which is expected to further increase as soon as the recovery is back on track.

Furture Demand Supply Scneario

Based on the discussions with industry experts and review of the projections as provided by various consultancy firms, D&B India understands that the various sources are projecting the growth rate of industry to reach 15% to 20% level by end of FY 2022-23 and subsequently remain at that level for medium term of 5-6 years period.

However, to remain conservative, D&B India has considered a growth rate of 15% for the industry. Further capacity additions to the tune of 0.13 Mn Km have been announced to be implemented over next 2 years duration.

Taking these into consideration and also the fact that peak utilisation level achievable by industry will be 95%, considering 300 days of operations, D&B India has projected the future demand supply scenario in the table below –

Year	Demand	Capacity	Utilisation	Production	Demand Supply Gap
2022-23	16.48	26.00	63.38%	16.48	-
2023-24	18.95	26.06	72.72%	18.95	-
2024-25	21.79	26.13	95.00%	21.79	-
2025-26	25.06	26.13	95.00%	24.82	0.24
2026-27	28.82	26.13	95.00%	24.82	4.00
2027-28	33.15	26.13	95.00%	24.82	8.32

Source: D&B India Estimates

It is noted from the table above, that India is expected to remain net exporter or supply surplus in terms of wires and cable till FY 2024-25. Subsequent to that a gap of 0.24 Mn Km will appear in the domestic markets. Hence more capacity additions as expected to be announced in new future, so as to take care of the growing domestic demand.

Competition Analysis

D&B India has undertaken competition analysis of 3 listed wire and cable manufacturing companies, to compare the financial and margin of PWPL. These Companies include –

1. Finolex Industries
2. KEI Wire and Cables
3. Polycab

The various financial parameters as assessed by D&B India for these Companies for last few years has been presented in the exhibit below –

Finolex

Description	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Margin Ratios					
Gross Profit Margin (%)	16.15	16.5	17.91	18.54	18.62
Operating Margin (%)	14.74	15.15	16.59	16.98	16.65
Net Profit Margin (%)	8.59	10.89	9.97	9.15	12.25
Per Share Ratios					
Basic EPS (INR)	30.17	25.57	26.64	21.6	26.2
Diluted Eps (INR)	30.17	25.57	26.64	21.6	26.2
Book Value [Excl. Revaluation Reserve]/Share (INR)	223.24	196.39	178.95	158.81	139.97
Dividend/Share (INR)	5.5	5.5	4.5	4	3

Description	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Face Value (INR)	2	2	2	2	2
Return Ratios					
Return on Net worth / Equity (%)	13.51	13.01	14.88	13.59	18.69
ROCE (%)	11.23	13.76	17.65	18.79	18.79
Return On Assets (%)	11.87	11.47	12.91	11.85	16.4
Liquidity Ratios					
Current Ratio (X)	9.35	8.66	6.48	6.3	4.59
Quick Ratio (X)	6.33	6.18	4.23	4.22	2.9
Leverage Ratios					
Debt to Equity (x)	0	0	0	0	0
Interest Coverage Ratios (%)	537.12	281.3	555.17	332.07	94.93
Turnover Ratios					
Asset Turnover Ratio (%)	71.23	84.45	97.57	101.12	100.21
Inventory Turnover Ratio (X)	3.66	4.85	5.24	5.64	5.29
Valuation Ratios					
P/E (x)	12.63	7.97	17.85	31.24	19.72
P/B (x)	1.71	1.04	2.67	4.21	3.69
EV/EBITDA (x)	12.91	4.58	13.16	19.41	16.97
P/S (x)	2.1	1.08	2.37	3.64	3.23

Source: Annual Report of Company

KEI Wire and Cables

Description	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Margin Ratios					
Gross Profit Margin (%)	11.49	10.51	10.58	10.05	10.61
Operating Margin (%)	10.1	9.35	9.78	9.12	9.53
Net Profit Margin (%)	6.53	5.24	4.27	4.17	3.56
Per Share Ratios					
Basic EPS (INR)	30.47	31.65	22.98	18.54	12.08
Diluted Eps (INR)	30.47	31.19	22.74	18.21	11.78
Book Value [Excl. Revaluation Reserve]/Share (INR)	197.88	168.38	98.57	77.17	59.27
Dividend/Share (INR)	2	1.5	1.2	1	0.6
Face Value (INR)	2	2	2	2	2
Return Ratios					

Description	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Return on Net worth / Equity (%)	15.37	17	23.24	23.93	20.31
ROCE (%)	22.58	28.27	43.55	39.7	43.38
Return On Assets (%)	9.06	7.84	6.54	6.52	4.93
Liquidity Ratios					
Current Ratio (X)	2.14	1.63	1.23	1.24	1.12
Quick Ratio (X)	1.47	1.1	0.84	0.85	0.74
Leverage Ratios					
Debt to Equity (x)	0.16	0.21	0.65	1.24	1.5
Interest Coverage Ratios (%)	7.38	3.54	3.05	2.83	2.01
Turnover Ratios					
Asset Turnover Ratio (%)	138.73	149.52	153.09	156.11	138.64
Inventory Turnover Ratio (X)	5.44	5.66	6.1	6.24	5.27
Valuation Ratios					
P/E (x)	17.15	8.48	18.51	20.77	15.12
P/B (x)	2.64	1.59	4.32	4.99	3.08
EV/EBITDA (x)	9.91	4.86	8.2	10.58	7.45
P/S (x)	1.12	0.49	0.79	0.87	0.54

Source: Annual Report of the Company

Polycab

Description	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Margin Ratios					
Gross Profit Margin (%)	14.5	13.9	12.77	11.71	10.09
Operating Margin (%)	12.41	12.08	10.99	9.75	7.77
Net Profit Margin (%)	9.92	8.75	6.31	5.29	4.24
Per Share Ratios					
Basic EPS (INR)	59.2	51.16	35.39	26.23	16.48
Diluted Eps (INR)	58.96	50.97	35.39	25.35	16.48
Book Value [Excl. Revaluation Reserve]/Share (INR)	320.03	258.51	202.21	166.54	141.41
Dividend/Share (INR)	10	7	3	1	1
Face Value (INR)	10	10	10	10	10
Return Ratios					
Return on Net worth / Equity (%)	18.55	19.79	17.55	15.25	11.67

Description	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
ROCE (%)	22.17	26.99	29.07	25.46	18.98
Return On Assets (%)	12.57	12.73	8.87	8.04	5.08
Liquidity Ratios					
Current Ratio (X)	2.37	2.02	1.5	1.58	1.34
Quick Ratio (X)	1.38	1.06	0.74	0.84	0.68
Leverage Ratios					
Debt to Equity (x)	0.04	0.03	0.07	0.31	0.41
Interest Coverage Ratios (%)	20.86	21.54	7.5	7.05	6.48
Turnover Ratios					
Asset Turnover Ratio (%)	127.25	148.11	141.35	152.2	120.12
Inventory Turnover Ratio (X)	4.49	4.59	3.99	4.96	3.62
Valuation Ratios					
P/E (x)	23.3	14.5	0	0	0
P/B (x)	4.33	2.88	0	0	0
EV/EBITDA (x)	15.64	8.88	0	0	0
P/S (x)	2.31	1.25	0	0	0

Source: Annual Reports of the Company

Technical Assessment

Land Details

PWPL proposes to setup a new unit for manufacturing of House wire and LT cable, which is 10Km away from existing unit located at Khasra No. 923/56, 924/58, 874/49/1, Industrial Area, Katha, Baddi, Solan, Himachal Pradesh, 173205. The new unit will be manufacturing the housing wire, along with fire-resistant wire, Aluminium wires and solar cables. The installed capacities of various new lines as proposed by the Company include –

- 6,75,000 coil per annum of house wire,
- 162000 coil per annum of Fire survival,
- 2700 km per annum of aluminium cable and
- 6000 km per annum of solar cable.

The company has purchased land of area 10 bigha – 10 Biswas (7902.30 Sq. M.) at Village – Damowala, Tehsil – Baddi, District – Solan, Himachal Pradesh. (i.e., Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat – (1), Hadbast no. – 197)

Important Terms and Conditions of the land purchase –

1. The company has purchased the land from Ms. Jass Enterprise.
2. Now the company is sole owner of the land / property.
3. The proposed land is within 100 metre to State Highway.
4. The property is free from all sorts of encumbrances, charges, claims, government charges etc.

Location Details

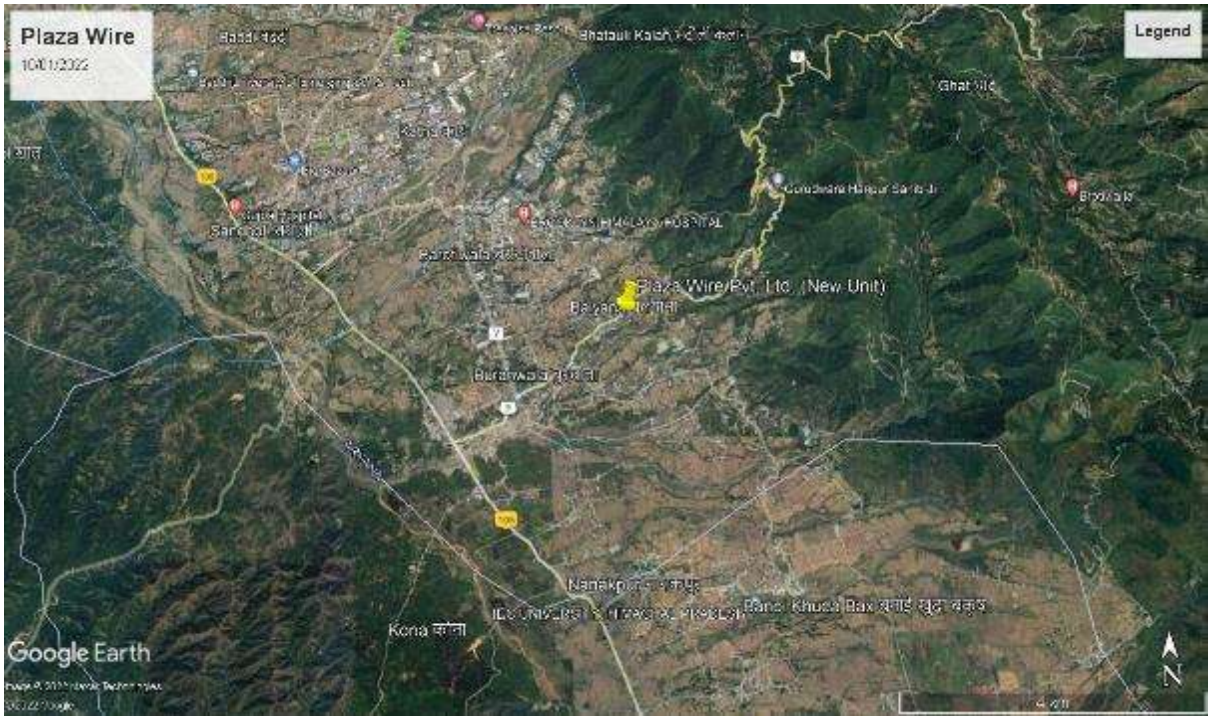
The distance of the new location vis-a-viz the demand Center has been presented in the table below –

Description	Distance (in Kms)
Distance from existing Unit	(8 Km)
Nearest Road	SH-09 (09 Km)
Nearest Highway	NH-105 (04 Km)
Nearest Town	Barotiwala (01 Km)
Nearest railway station	Kalka railway Station (25 Km)
Nearest Airport	Chandigarh Airport (53 Km)

Source: PWPL and Site visit analysis

Google Location of Proposed Plant of Plaza Wire Pvt. Ltd.

Source: Google Earth



Source: Google Earth

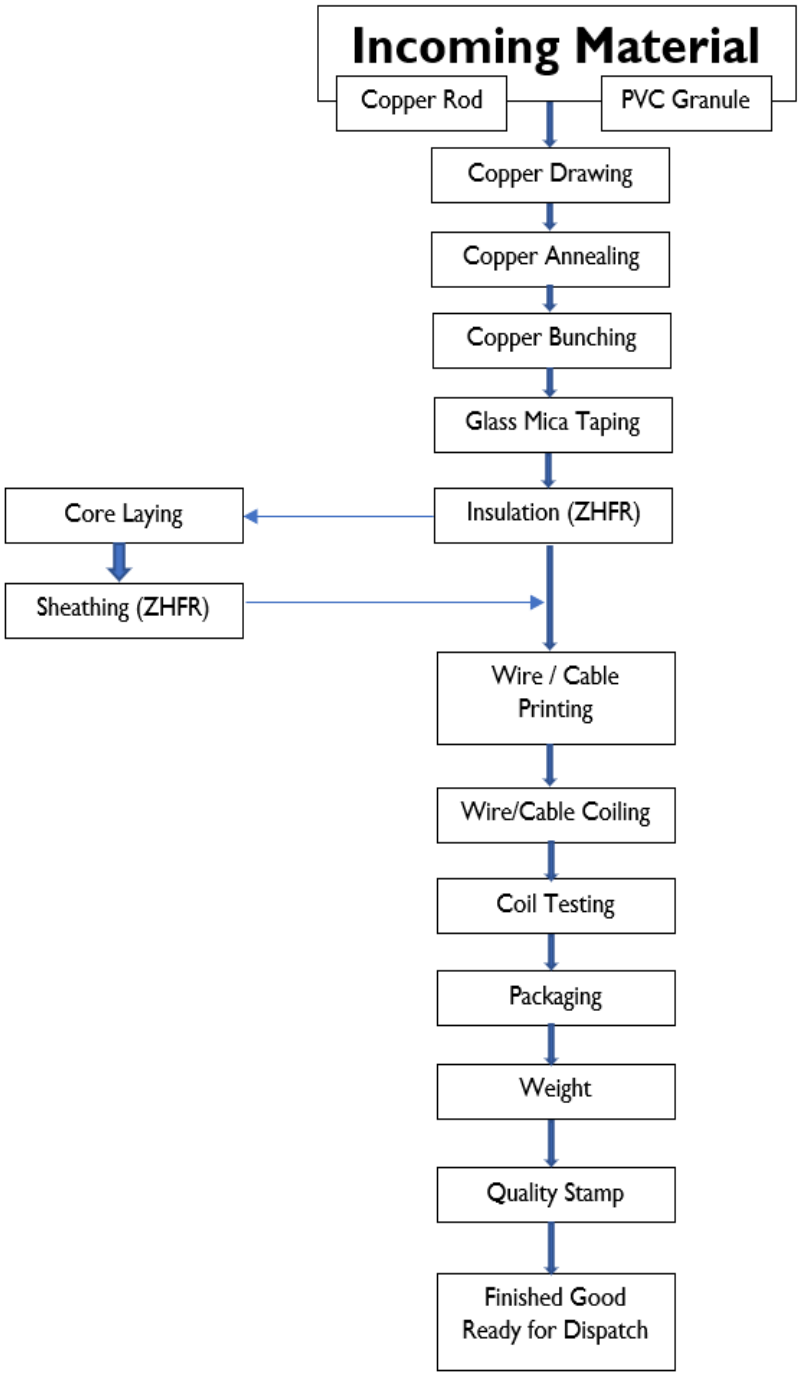
Google Location of Existing Plant of Plaza Wire Pvt. Ltd.

Source: Google Earth

Source: Google Earth

Process Flow Chart for Wire Manufacturing

The process flow for manufacturing wires and cables has been presented as exhibit below



Source: PWPL

Manufacturing process of Wire and Cable

The manufacturing of wire and cable starts from Copper and Aluminium drawing with the help of wire drawing machine, Stranding/Bunching of copper/aluminium drawn wire, insulation of bare conductor, Armouring, cabling and sheathing on the outside of the conductor layer by layer and then make all kinds of wire and cable products.

Manufacturing of wire involve following process to make final product which are listed below –

Copper and Aluminium single wire drawing –

The common material of wire and cable is copper and aluminium rod. So copper and aluminium rod are drawn to reduce the cross section of rod with the help of Rod Break Down or Wire drawing machine, however this process increases the length, enhance the strength of wire and increase the ductility of copper wire. For the copper annealing is used to avoid oxidation of copper wire. As Wire drawing is the first working procedure, the main process of this is to achieve required wire diameter of the wire with the use of standard dies.

Stranding/Bunching of Wire –

Stranding/Bunching process comes after wire drawing process which is used to bunch the more than two no. of wire to a single core bunch wire to ease the insulation process.

This process is also used to increase the flexibility of wire and cable for easy installation, the conductor wire core is made of multi wires stranding.

Insulation of Stranded wire through Extruder –

In Extrusion process PVC granules melts in Extruder barrel at around 150-180 degrees centigrade (based on process requirement), then the core passed through the extruder, the melted insulation material coats/insulates the core and then it passes through dies (according to required shapes and sizes) after that it goes through cold water tank to get cooled.

This process also ensures the uniform thickness, Degree of Eccentricity and smoothness of the wire surface.

Inner Sheathing –

In order to protect the insulated wire core, proper protection is necessary. Inner sheathing has extruding inner protective layer and wrapping inner protective layer. Basically, this is performed when cable is made, However sheathing is not required in single core wire, mostly it is to perform to manufacture multicore wire.

Armouring –

The armouring in wire manufacturing is to perform to strengthen the mechanical property of the cable. The cable installed underground may bear certain pressure, steel tape armouring structure is suitable. If the cable is placed in both certain pressure and pulling environment, so steel wire armouring structure is better.

Outer Sheathing –

Outer sheathing is used to prevent the wire and cable insulation layer being erosion and enhance the mechanical strength and resisting from burning of wire and cable. Some time it uses the plastic extruding machines to extrude plastic protective layer according to different requirements.

Outer Sheathing also known as Jacketing, which is same as inner sheathing, where the cable is provided a final layer of PVC.

Quality Check –

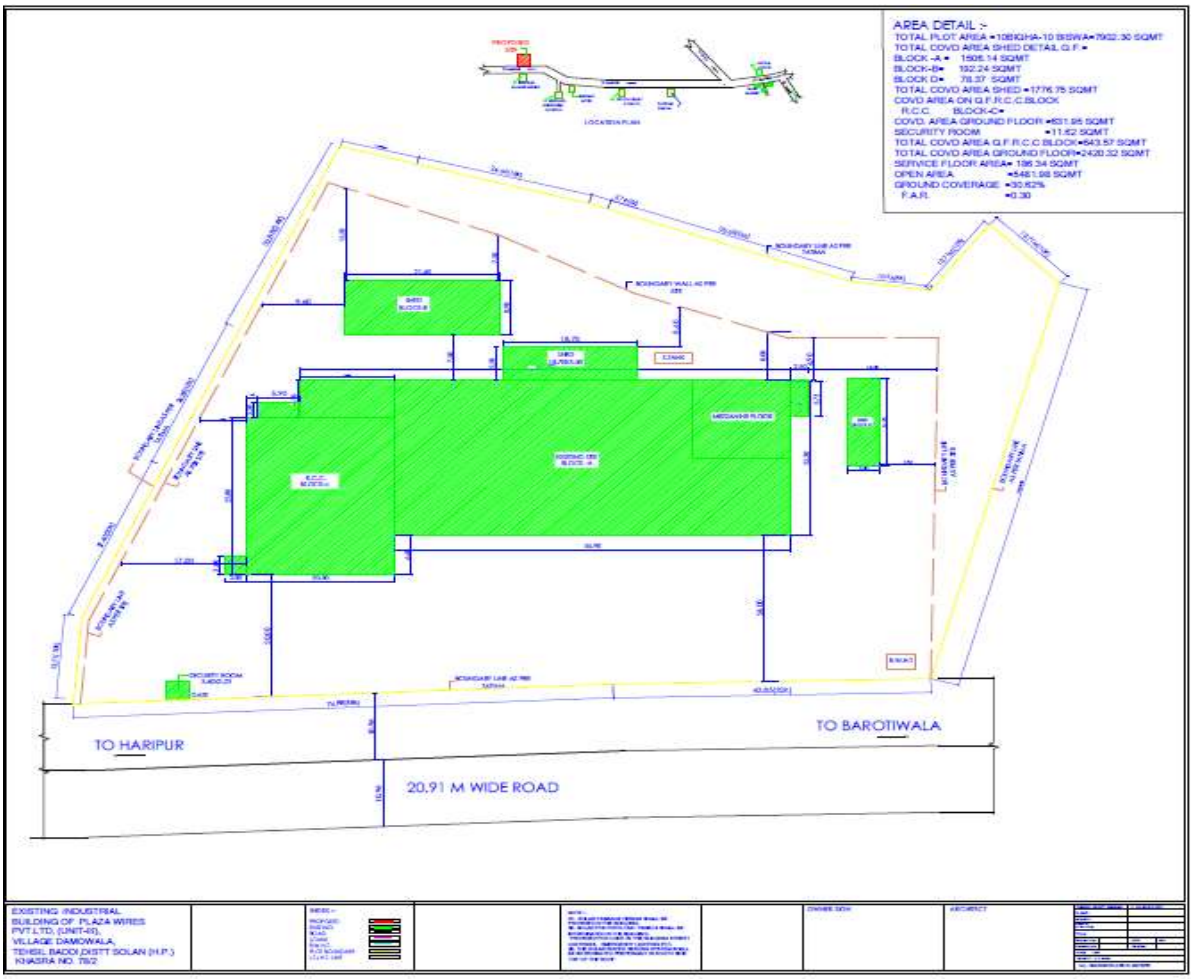
After the above process the product comes under quality check to ensure any defect in the manufacturing process. The is process involve High voltage test, CR Test and elongation/tensile strength test etc.

Packaging and Dispatch –

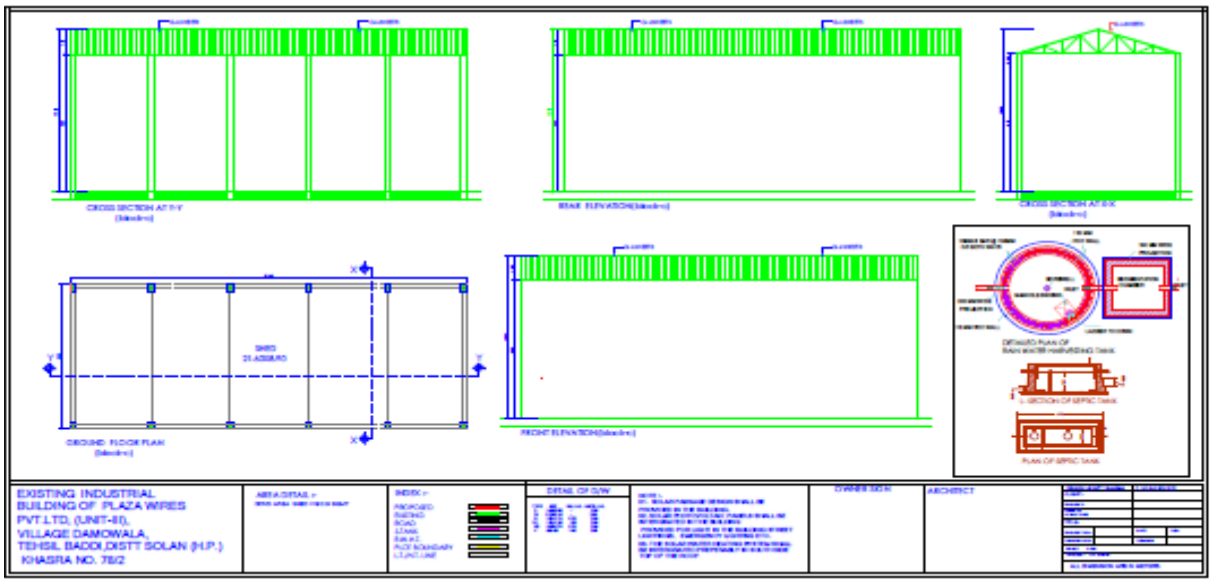
At final the products are packed as per required size and length and dispatched to the respective wholesalers and retailers.

Plant Layout

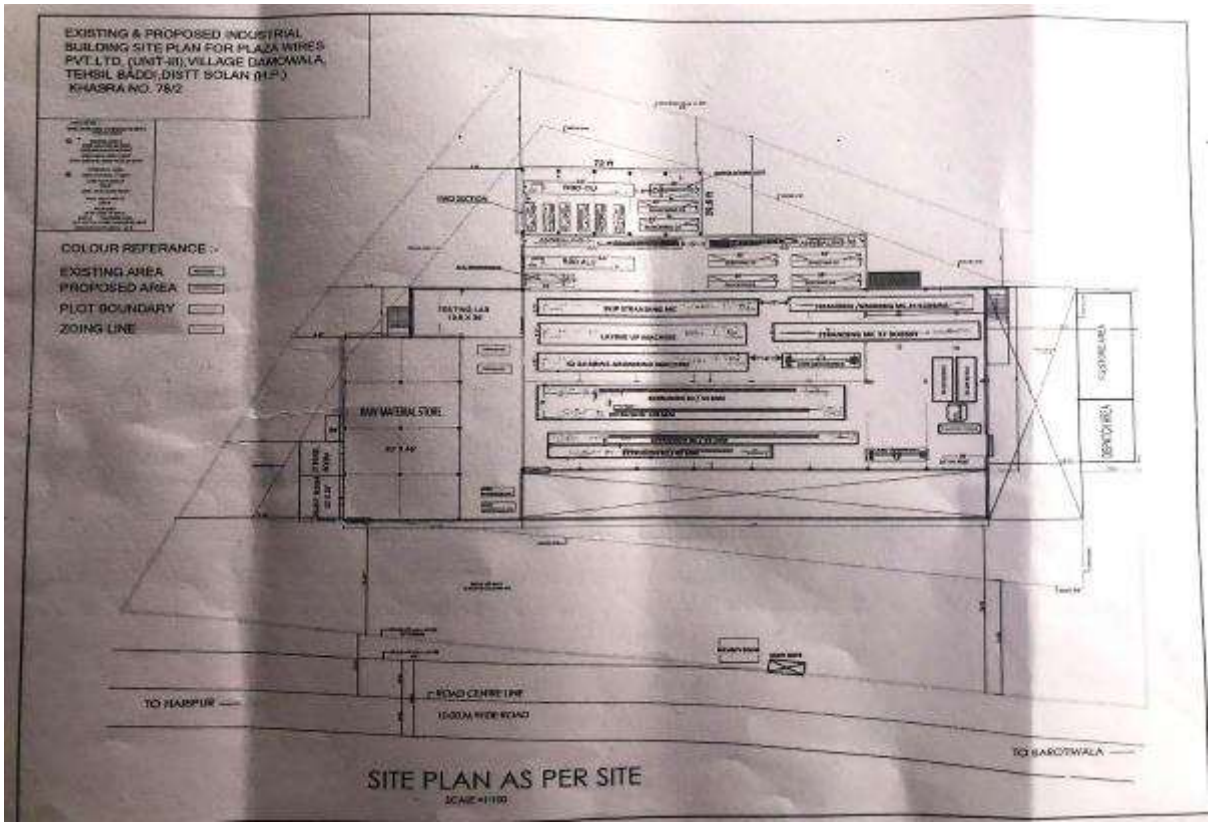
The Proposed layout of the plant is exhibit below –



Source: PWPL



Source: PWPL



Source: PWPL

Plant and Machinery List

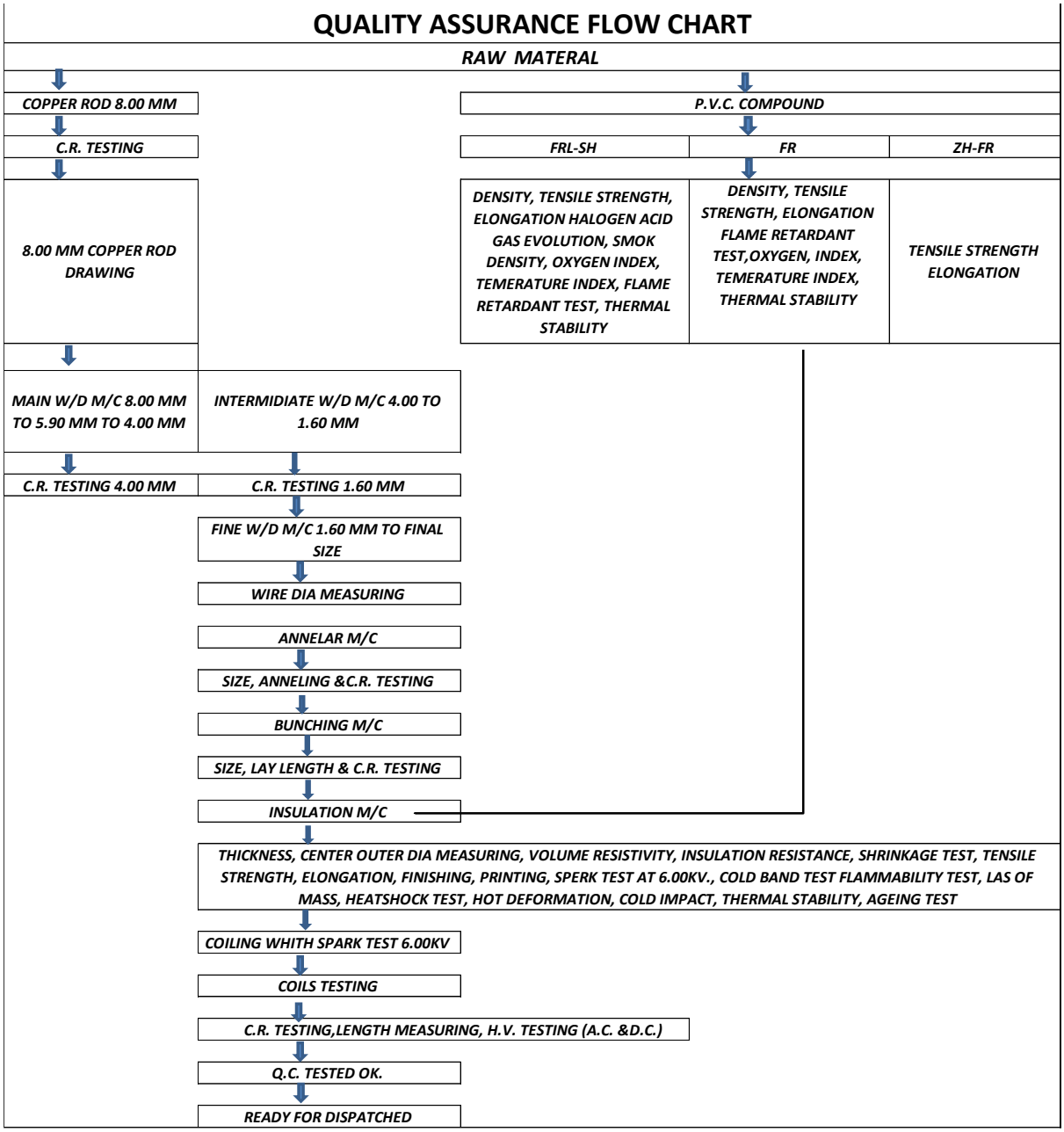
The list of plant and machinery as provided by the Firm has been presented in the exhibit below –

Description	Unit	Quantity
RBD M/c for copper	Set	1
On Line Annealer RBD	Set	1
RBD M/C for aluminium	Set	1
Copper On Line Annealer intermediate	Set	1
Copper intermediate	Set	1
Aluminium intermediate	Set	1
FINE WIRE DRAWING M/C	Set	6
Annealer M/c 48 Head	Set	2
BUNCHER 800MM	Set	6
Skip M/C	Set	1
37(1+12+18) STANDING M/C	Set	1
24 STANDING cum ARMOURING M/C	Set	1
42 BOBBING ARMOURING	Set	1
3+1CORE LAYING BOBBIN SIZE 1320 MM	Set	1
TAPING M/C	Set	4
STRIP REWINDING M/C	Set	2
80+50MM PVC EXTRUDER INSULATION	Set	1
80+50MM PVC EXTRUDER POWER CABLE	Set	2
120 MM PVC EXTRUDER	Set	1
DRUM REWINDING M/C	Set	2
INJECT PRINTER(White)	Set	2
INJECT PRINTER (Black)	Set	2
Manual Coiler M/c	Set	2
Auto Coiler M/c	Set	3
BOX PACKING M/C	Set	1
STRIPING M/C	Set	2
15KVA WELDING M/C	Set	1
5KVA WELDING M/C	Set	1
3KVA WELDING M/C	Set	1
1000 KVA TRANSFORMER	Set	1
Air Compressor 124CFM	Set	2
Air Compressor 248CFM	Set	2
Air Receiver Tank	Set	1
DG Set 500 Kva	Set	1
DG Set 125 Kva	Set	1

Description	Unit	Quantity
Water pipe line	Set	1
FORKLIFT 3 TON	Set	1
FORKLIFT 5 TON	Set	1
Reel for Annealer (200 MM)	Set	1000
Spool For high speed (300 MM)	Set	200
RO SYSTEM	Set	1
ETP	Set	1
STP	Set	1

Source: PWPL

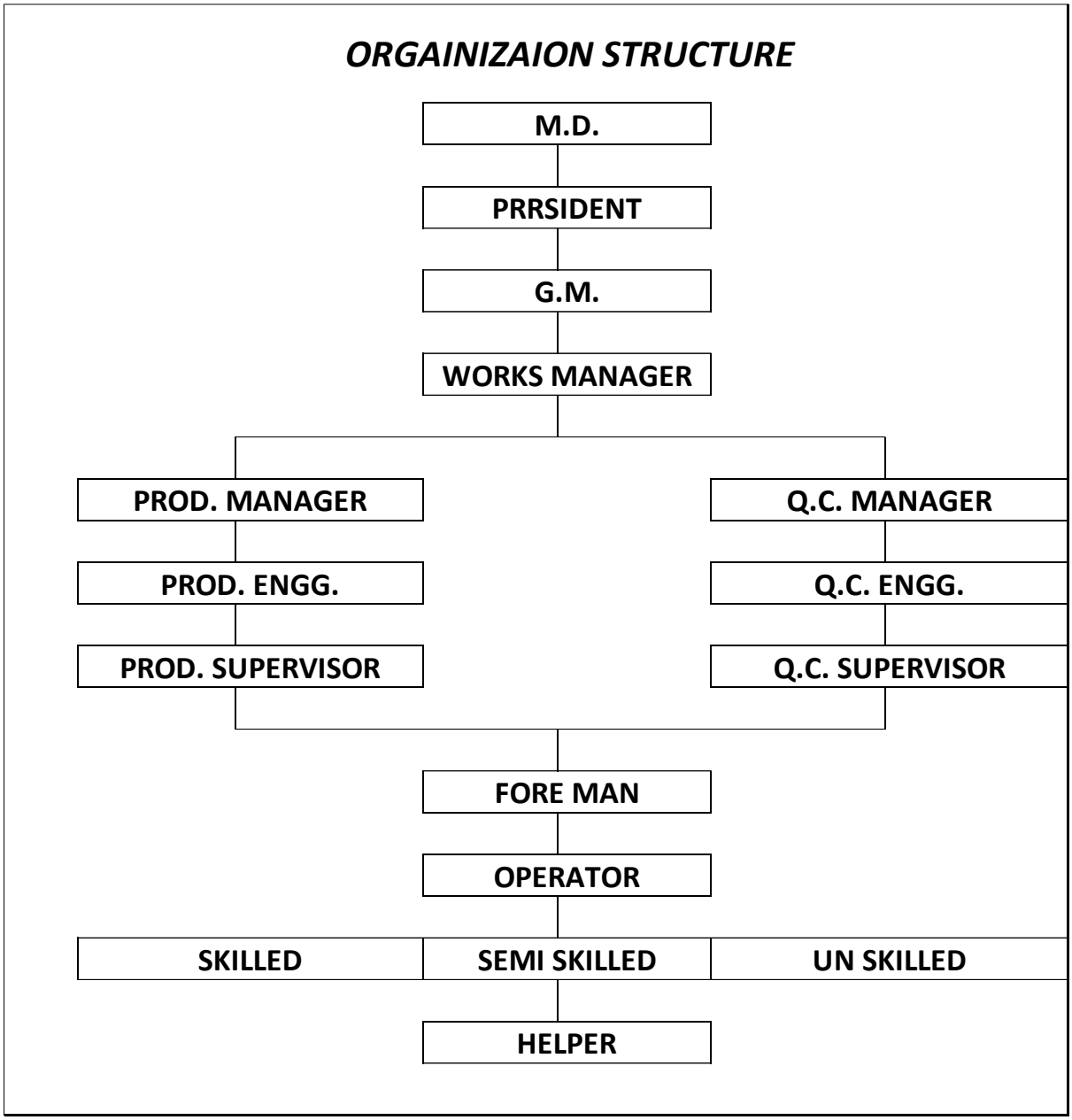
Quality assurance flow chart



Source: PWPL

Organogram and Manpower Requirement

The total manpower requirement for the Project is 185 personnel. The same is depicted in the exhibit below –



Source: PWPL

Based on the discussions with the Management of the Company, D&B India understands that the Company will be ramping up the manpower at the new unit, as an when it achieves higher capacity utilization level. At peak capacity utilization level of 95%, with 300 days of working, the total manpower requirement would be between 235-240 personnel.

The ramp plan as shared by the Company has been presented in the table below –

Description	Unit	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Manpower Requirement					
Factory Manpower					
General Manager	Nos.	1	1	1	1
Manager	Nos.	2	3	4	5
Asst, Manager	Nos.	4	5	6	7
In-Charge	Nos.	3	3	4	4
Engineer	Nos.	6	6	8	8
Supervisor	Nos.	3	4	5	6
Operators/ Skilled Labour	Nos.	50	52	70	75
Semi-Skilled	Nos.	20	21	28	30
Unskilled	Nos.	42	42	42	42
Sales Team					
Regional Head	Nos.	2	2	2	2
Branch Head	Nos.	3	3	3	3
Business Development Manager	Nos.	27	27	27	27
Sales Executive	Nos.	22	22	22	22
Manpower - New Unit	**Nos.**	**185**	**191**	**222**	**232**

Source: PWPL

Considering the fact that the unit will be based in the industrial hub of Solan in Himachal Pradesh, which has series of Engineering and ITI Institutes in the region, D&B India does not see problems in the Company getting the trained manpower for day to day operations of the Company.

Raw Material

The basic raw material for the Company will be copper and aluminium rods, which will be drawn into wires and cables, as per the product specification. PWPL can easily purchase the required quantity of copper and aluminium rods from the domestic markets, which have suppliers like –

Copper Rods

1. TDT Copper Limited
2. Hindustan Ferro Alloys Industries Private Limited
3. Hindalco Group
4. Krishna Copper Limited, to name a few

Aluminium Rod

1. Vendanta Group
2. NALCO
3. Hindalco Group, to name a few

Apart from the above, PWPL will also require PVC, XLPE, Tapes etc., which are readily available in the local markets.

Utilities

Power

Based on the discussions with the Management of the Company, D&B India understands that the Company will be procuring the power from the Himachal Pradesh Electricity Board. Since the new facility will also be located in industrial belt, hence D&B India does not see problems in the Company getting the temporary connection for construction works and permanent connection, when the unit becomes operational.

Water

D&B India notes that the process of drawing wire from copper/ aluminium rods is not a water intensive process, albeit most of the water requirement for the Project will be primarily for the housekeeping purpose. The Company plans to have borewells at site for procurement of water from underground water table.

Status of Statutory License/ Registration/ Approvals

The company has already got the most of clearances and Approvals from respective authorities.

Certificate of incorporation	Ref. No./Date/Remark
GST Certificate	02AACCN3798F1ZI
Land Allotment (E-Regn. Receipt No.)	HP1238102461l5
Certificate of incorporation	U31300DL2006PTC152344
Income Tax Certificate	AACCN3798F
Udyam registration no.	UDYAM-HP-11-0002581
Name change Approval	BBNDA-TCP-BADDI-Case No. 3778/BB-310

Source: PWPL and Copies of the Approvals and Clearances

Since the Project is in nascent stages, hence the Firm is yet to approach the authorities to receive remaining approvals and clearances.

Here it is to be noted that Himachal Pradesh govt. has single window clearance system for issuing all statutory approvals. For the proposed project the Pre-Establishment Approvals and Pre-Operational Approvals

Standard list of approvals required for the new manufacturing unit is shown below:

Pre-Establishment Approvals			
#	**Department Name**	**Service Name**	**Service Timelines (no. of days)**
1	Industries Department	Apply for Essentiality Certificate	45
2	IPH Department	APPLY For Ground Water NOC from IPH	60 Days
3	HPPCB	Consent to Establish under HPPCB AIR Act,1981, WATER Act,1974	15
4	TCP	Building Map Approval	60 Days
5	UD/TCP	Construction Permit	60 Days
6	Revenue Department	Property Registration	Same Day
7	HPSEBL	Procedure for Issuance of Power Availability Certificate (PAC) to the consumers	

Source: Single Window Clearance System, Govt. of Himachal Pradesh

Pre-Operational Approvals			
#	Department Name	Service Name	Service Timelines (no. of days)
1	Fire	Apply for Fire NOC	30 days
2	Labour	Factory Building Plan Approval under Factories Act, 1948	30 Days
3	Labour	Registration of Factories under Factories Act, 1948	20 Days
4	Industries	Incentives disbursed at District Level	22 Days
5	HPPCB	Consent to operate under AIR Act,1981, WATER Act,1974	15 Days
6	Labour	Registration under Building And Other Construction Worker's Welfare (BOCW) Act, 1996	20 Days
7	Labour	Registration under Contract Labour (Regulation And Abolition) Act, 1970 (Contractor / Principal Employer)	20 Days
8	Labour	Registration under Inter-State Migrant Workmen (RE & CS) Act, 1979 (Contractor / Principal Employer)	20 Days
9	UD/TCP	Completion Plan (after completion of building in all respect)	60 days
10	HPSEBL	Procedure for sanction and release of load to the consumer	7-15 Days
11	Electrical Inspectorate	Application for Approval to energise electrical Installations (Other than transmission Lines)	Inspection of the installations will be carried out within 21 days after completion of the codal formalities and the approval will be granted within 7 days from the date of receipt of compliance report, if required from the owner of installation

Source: Single Window Clearance System, Govt. of Himachal Pradesh

Implementation Schedule

D&B India had sought a detailed implementation schedule from the Company for review purpose, however the same was not available till the time of completion of the report. However based on discussion with the Management of the Company, D&B India understands that the target date of achieving commercial operations has been set at 1st April 2023. This is taking into consideration cushion period of 3 months.

Based on experience of undertaking similar assignments in past, D&B India understands that the maximum time will be spent on the building and civil work i.e. 4-7 months, while the machinery commissioning can be achieved in 1 months' time, after completion of building and civil works. So effectively maximum implementation duration after achieving financial closure for IPO and raising adequate funds will be 9-10 months. Considering the same, the Commercial Operations Date with cushion period has been considered at 1st April 2023, which is achievable.

Site Visit Observation

The Consultant has visited the site on 10st January 2022 to confirm the site condition and access the implementation of proposed project. The main observations of the site visit have been listed out below –

- The proposed plant is near to state highway (SH-09).

- The building condition of proposed Unit is good however it will require some finishing and maintenance.
- Plot is completely greenfield and open area with no boundary.
- Site is 4 Km away from National Highway (NH-105) which is directly connected to state highway 09 close to the proposed unit thus will not face any issue.
- The water for the proposed project will be fulfilled by borewell at the site.
- The company has proposed that the power supply will be procured from HPSEB.

Site Snaps

There are some snapshot of existing and proposed plant which are exhibit below –

Existing Unit of Plaza Wire Pvt. Ltd.

Source: PWPL and D&B India

Proposed Unit of Plaza Wire Pvt. Ltd.






Source: PWPL and D&B India

Project Cost

Introduction

The overall project cost has been ascertained at INR 36.07 Crore, which has been summarized under various sub-heads as –

All Figures in INR Crore			
Description	**31-Mar-22**	**31-Mar-23**	**Total**
Land and Land Development	2.09	-	2.09
Building and Civil Works	0.68	2.63	3.31
Plant and Machinery	-	16.19	16.19
Miscellaneous Fixed Assets	-	0.56	0.56
Preliminary and Pre-operatives	-	1.24	1.24
Contingency		1.00	1.00
Interest During Construction			-
Margin Money		11.68	11.68
Total Project Cost	**2.77**	**33.30**	**36.07**

Source: PWPL and D&B India Estimates

Each of the heads of the project cost estimated above has been further explained in detail under separate sections.

Land and Land Development

The company has purchased land of area 10 bigha – 10 Biswas (7902.30 Sq. M.) at Village – Damowala, Tehsil – Baddi, District – Solan, Himachal Pradesh. (i.e., Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat – (1), Hadbast no. – 197)

The working of the land and land development cost as estimated has been presented in the exhibit below –

Description	Value (INR Cr.)
Land Cost	2.00
E-Stamp Duty	0.07
E-Registration Charge	0.02
Land and Land Development Cost	**2.09**

Source: PWPL and D&B India Estimates

Building and Civil Works Cost

Based on the vendor quotation received by the Company, the total building and civil works cost for the Project has been estimated at INR 3.31 Crore, which has been detailed as below –

Description	Unit	Quantity	Rate	Value in (INR Cr.)
Building				
Building is bought	Sq. M.	1,800	8,210	0.65
E-Stamp Duty	%	3%		0.03
E-Registration Charge	%	1%		0.01
Total Building cost				**0.68**
Civil Works				
Main Plant Repair Work External				
Micro Concrete with into bond Chemical	Bag	35	750	0.00
Removing & laying 18 mm thick plaster with 1: 4 (1-cement 4-Sand)	Sq. M.	500	415	0.02
Brick Work 230 mm thick with 1:6 (1 Cement 6 sand)to close the hole and dismantled area	Cum	1	6,540	0.00
Scaffolding for brick work and allied work	Sq. M.	1,105	150	0.02
Main Plant Repair Work Internal				
Micro Concrete with nitobond Chemical	Bag	35	750	0.00
Removing & laying 18 mm thick plaster with 1: 4 (1-cement 4-Sand)	Sq. M.	850	385	0.03
Scaffolding for brick work and allied work	Sq. M.	950	150	0.01
2nd floor area 12 mm thick plaster with 1:4	Sq. M.	970	385	0.04
Roof sheet & Truss Painting work				
Painting Of Old Truss & purlin with 1::2 (1 Red oxide primer 2 coat enamel paint) including Rubbing of old surface	Job	1	2,25,000	0.02
Removing of Old sheet from site and place as per site in charge	Sq. M.	6,880	6	0.00
Supply and fixing the corrugated sheet make Jindal	Sq. M.	6,880	778	0.54
Supply and fixing of 12 mm thick bubble Insulation	Sq. M.	6,880	269	0.19
Supply and fixing of turbo fan	Nos.	26	14,500	0.04
Supply and fixing of GI sheet L section ridge	RM	150	795	0.01
Old Security Office				
Micro Concrete with nitobond Chemical	Bag	5	750	0.00
Removing & laying 18 mm thick plaster with 1: 4 (1-cement 4-Sand)	Sq. M.	16	415	0.00
Removing & laying 12mm thick plaster with 1: 4 (1-cement 4-Sand) inn side room	Sq. M.	12	385	0.00
Stair case				
Dismantling of old stair case	Cum	10	4,850	0.00
Excavation for Stair column + Stair	Cum	20	350	0.00
RCC 1:1.5:3 for stair case	Cum	42	7,250	0.03
Shuttering MS for stair + column	Sq. M.	350	350	0.01
TMT steel	Kg	3,800	72	0.03
Plaster 12 mm thick with 114	Sq. M.	75	350	0.00
Painting				
Outside painting Apex with 1:2:2 (1coat primer + 2 coat putty + 2 coat apex paint)with 5-year warranty	Sq. M.	4,270	142	0.06
Inn Side painting plastic emulsion with 1:2:2 (1 coat primer + 2 coat putty + 2 coat paint)	Sq. M.	4,500	125	0.06
Boundary wall paint with 1:2:2	Sq. M.	2,800	142	0.04
12 mm thick plaster 1:6 boundary wall	Sq. M.	1,250	385	0.05
Extension of New Area Front Side				
Dismantling of Brick work	Cum	55	2,200	0.01
Dismantling of RCC	Cum	22	4,850	0.01

Description	Unit	Quantity	Rate	Value in (INR Cr.)
Excavation of Column	Cum	115	280	0.00
PCC for the Footing and Plinth	Cum	43	3,850	0.02
CC Column	Cum	84	7,250	0.06
RCC Beam	Cum	15	7,550	0.01
Shuttering Steel	Sq. M.	650	350	0.02
Steel TMT	Kg	9,000	65	0.06
Brick Work	Cum	60	7,200	0.04
Plaster 12 mm thick	Sq. M.	250	350	0.01
Plaster 18 mm thick	Sq. M.	250	415	0.01
Bolder Filling 150 mm thick	Cum	81	1,250	0.01
RCC Floor	Cum	72	7,250	0.05
MS work For Shed	Kg	3,000	115	0.03
Supply and fixing the corrugated sheet make Jindal	Sq. M.	540	778	0.04
Supply and fixing of 1.2 mm thick bubble insulation	Sq. M.	540	269	0.01
Supply and fixing of turbo fan	Nos.	5	14,500	0.01
Extension of New Back Side				
Dismantling of Brick work	Cum	15	2,200	0.00
Dismantling of RCC	Cum	12	4,850	0.01
Excavation of Column	Cum	50	280	0.00
PCC for the Footing and Plinth	Cum	35	3,850	0.01
CC Column	Cum	37	7,250	0.03
RCC Beam	Cum	5	7,550	0.00
Shuttering Steel	Sq. M.	250	350	0.01
Steel TMT	Kg	3,500	65	0.02
Brick Work	Cum	33	7,200	0.02
Plaster 12 mm thick	Sq. M.	150	350	0.01
Plaster 18 mm thick	Sq. M.	150	415	0.01
Bolder Filling 150 mm thick	Cum	25	1,250	0.00
RCC Floor	Cum	22	7,250	0.02
MS work For Shed	Kg	1,200	115	0.01
Supply and fixing the corrugated sheet make Jindal	Sq. M.	120	778	0.01
Supply and fixing of 1.2 mm thick bubble insulation	Sq. M.	120	269	0.00
Supply and fixing of turbo fan	Nos.	3	14,500	0.00
Extension of New Security Room				
Dismantling of Brick work	Cum	5	2,200	0.00
Dismantling of RCC	Cum	2	4,850	0.00
Excavation of Column	Cum	5	280	0.00
PCC for the Footing and Plinth	Cum	6	3,850	0.00
CC Column	Cum	30	7,250	0.02
RCC Beam	Cum	4	7,550	0.00
RCC slab	Cum	5	7,250	0.00
Shuttering Steel	Sq. M.	250	350	0.01
Steel TMT	Kg	2,200	65	0.01
Brick Work	Cum	7	7,200	0.00
Plaster 12 mm thick	Sq. M.	45	350	0.00
Plaster 18 mm thick	Sq. M.	45	415	0.00
RCC Floor	Cum	3	7,250	0.00
Extension of Road				
Supply of JCB To clean the area	Hour	10	950	0.00
Dressing of earth for Road	Sq. M.	2,000	10	0.00
Excavation to road side curve Stone	Cum	55	350	0.00
60 to 40 mm Grit Laying if required	Cum	163	1,071	0.02
Supply of Road roller to level the loose earth on road	Days	2	5,200	0.00
RCC Road With M:25 Strength	Cum	330	6,250	0.21
Extra for VD Flooring	Sq. M.	3,551	10	0.00
Steel for Road	Kg	8,570	68	0.06
80 mm thick Paver Block	Sq. M.	3,551	715	0.25

Description	Unit	Quantity	Rate	Value in (INR Cr.)
Supply & laying of Curve Stone 300 mm wide 450 mm long and 100 mm thick	RM	600	535	0.03
Extension of Road drain				
Excavation of earth with back filling and removing of extra earth	Cum	125	290	0.00
PCC M;10 (1: 4: 8 cement sand Grit)	Cum	13	3,250	0.00
Brick work 230 mm thick for man hole	Cum	12	5,950	0.01
Laying of 300 mm thick PVC pipe	RM	200	1,575	0.03
Haunching of PVC Pipe	Cum	30	3,250	0.01
Plaster of Manhole	Sq. M.	50	350	0.00
RCC M:20 to fix the manhole cover	Cum	5	6,250	0.00
supply of Manhole Cover	Nos.	20	2,560	0.01
Sub Total civil works	**INR Crore**			**2.51**
Admin and Office work cost				
4 Seating Workstation W2745 x D2745 x H1200,Having L shape top of Particle board 25mm thick, pvc edge banding,45mm thick aluminium partition having below top laminated board and above Pin up Fabrics and Marker board on Right hand side-raceway for wires and data cables below top, Mobile Pedestal W400 x D450 x H680-having 2 pencil drawer and Bottom one is Box file drawer, Key Board Tray, CPU Trolly,	Nos.	2	78,000	0.02
FRONT COVERING PARTITON W12OO X H12OO X THIK45MM	Nos.	5	65,000	0.03
END COVERING PARTITON W3OO X H12OO X THIK45MM	Nos.	1	1,400	0.00
HOD Table W1500 x D750 x H750,having 25mm Thick top and Gablend, centre modesty, Mobile Pedestal std, Side Runner W900 x D600 x H750	Nos.	3	16,700	0.01
MD Table W2200 x D1000 x H 750,Having Top, Gablend 38mm Thick. Modesty in centre, Mobile Drawer std, Side Runner W1980x D600x H 700	Nos.	1	46,000	0.00
Conference Table W3600 x D 1200 x H750,Top 25mm thick, duly finished of approved colour, Pvc edge banding, Centre raceway for wires and cables if required	Nos.	1	56,000	0.01
Reception Table W1650 x D600 x H1200,with front Welcome Board and Mobile Pedestal std	Nos.	1	1,80,000	0.02
3-Seater Sofa std	Nos.	1	21,000	0.00
Record Room Storage W900 x 0450 x H3000	Nos.	2	25,000	0.01
Chairs for Administration	Nos.	30	4,500	0.01
Subtotal Admin and Office work	**INR Crore**			**0.10**
GST	**%**		**18%**	**0.02**
Total Admin and Office work	**INR Crore**			**0.12**
Total Building and Civil Works	**INR Crore**			**3.31**

Source: PWPL and D&B India Estimates

Plant and Machinery Cost

The plant and machinery and electrical works cost for the project has been estimated at INR 16.19 Crore (INR 12.61 Cr. main P&M and INR 3.58 Cr. of electrical work). The details of which have been provided in the exhibit below –

Description	Unit	Quantity	Value (INR Crore)	Name Of Supplier
RBD M/c for copper	Set	1	0.40	Tomer Engineer Works
On Line Annealer RBD	Set	1	0.10	Dayal & Sons Engineering Works
RBD M/C for aluminium	Set	1	0.41	Tomer Engineer Works
Copper On Line Annealer intermediate	Set	1	0.16	Dayal & Sons Engineering Works
Copper intermediate	Set	1	0.10	Tomer Engineer Works
Aluminium intermediate	Set	1	0.09	Tomer Engineer Works
FINE WIRE DRAWING M/C	Set	6	0.42	Vision Globex
Annealer M/c 48 Head	Set	2	0.33	Vision Globex
BUNCHER 800MM	Set	6	0.90	Udae Mechanical Works
Skip M/C	Set	1	0.41	Kay Industrial Corporation
37(1+12+18) STANDING M/C	Set	1	0.77	Kay Kay Industrial Corporation
24 STANDING cum ARMOURING M/C	Set	1	0.62	Kay Kay Industrial Corporation
42 BOBBING ARMOURING	Set	1	0.62	Kay Kay Industrial Corporation
3+1CORE LAYING BOBBIN SIZE 1320 MM	Set	1	0.65	Kay Kay Industrial Corporation
TAPING M/C	Set	4	0.29	BHB Industries
STRIP REWINDING M/C	Set	2	0.12	BHB Industries
80+50MM PVC EXTRUDER INSULATION	Set	1	0.70	Sant Engineering Industries
80+50MM PVC EXTRUDER POWER CABLE	Set	2	1.00	Sant Engineering Industries
120 MM PVC EXTRUDER	Set	1	0.60	Sant Engineering Industries
DRUM REWINDING M/C	Set	2	0.25	BHB Industries
INJECT PRINTER(White)	Set	2	0.06	Lime Drop Printing Solution
INJECT PRINTER (Black)	Set	2	0.04	Lime Drop Printing Solution
Manual Coiler M/c	Set	2	0.07	
Auto Coiler M/c	Set	3	0.38	Udae Mechanical Works
BOX PACKING M/C	Set	1	0.09	Robotech India
STRIPING M/C	Set	2	0.01	
15KVA WELDING M/C	Set	1	0.01	
5KVA WELDING M/C	Set	1	0.00	Kay Kay Industrial Corporation
3KVA WELDING M/C	Set	1	0.00	
1000 KVA TRANSFORMER	Set	1	0.14	Power Star
Air Compressor 124CFM (3.51 cuM/min)	Set	2	0.18	Arya Engineers & Associates
Air Compressor 248CFM (7.00 cuM/min)	Set	2	0.33	Arya Engineers & Associates
Air Receiver Tank	Set	1	0.01	Arya International
Water pipe line	Set	1	0.02	AMS International
FORKLIFT 3 TON	Set	1	0.09	Kion India
FORKLIFT 5 TON	Set	1	0.16	Kion India
Reel for Annealer (200 MM)	Set	1000	0.01	
Spool For high speed (300 MM)	Set	200	0.06	
RO SYSTEM	Set	1	0.02	Shri Krishna Nirmal Neer
ETP	Set	1	0.02	Shri Krishna Nirmal Neer
STP	Set	1	0.07	Shri Krishna Nirmal Neer
Sub Total	**INR Crore**		**10.69**	
GST	%	18%	1.92	
Total Plant and Machinery Cost	**INR Crore**		**12.61**	

Source: PWPL and D&B India Estimates

Electrical Works and equipment are also part of plant and machinery so here the details list of electrical works is exhibit below –

DESCRIPTION	UNIT	QTY	Rate	Amount (INR Crore)
HT Transformer, HT Panel & Accessories: v				
Double Pole Structure				
GO Switch set as per above	Set	1	1,75,000	0.02
HT Transformer				
Distribution transformer as per above	No.	1	40,00,000	0.40
HT Panel				
HT VCB Panel as per above	No.	1	10,00,000	0.10
Battery Charger				
Battery Charger as per above	No.	1	75,000	0.01
Safety Equipment				
Safety Equipment as per above	Lot	1	1,55,000	0.02
TOTAL OF HT TRANSFORMER, HT PANEL & ACCESSORIES CARRIED OVER TO SUMMARY	**INR Crore**			**0.54**
LT PANEL BOARDS AND DISTRIBUTION BOARDS:				
Outgoing:				
One set (4 nos.) 4000A bus bar in bus chamber.	Set	1	6,50,000	0.07
PLANT SECTION WISE CHANGER OVER PANEL				
One (1) nos. 630A 4P MCCB 50KA WITH handle.				
One (1) nos. 630A 4P On Load C/O Switch	Set	8	1,70,000	0.14
PLANT SECTION 1 MAIN PANEL 1				
TWO (2) nos. 500A 4P MCCB 50KA WITH handle.	Set	1	2,16,000	0.02
PLANT SECTION 1 MAIN PANEL 2				
Outgoing:				
Eight (8) Nos. 100A 4P MCCB 50KA with handle	Set	1	5,28,000	0.05
PLANT SECTION 1 MAIN PANEL 3				
Outgoing:				
Four (4) Nos. 20/30/40A 4P MCCB 16 KA	Set	1	5,10,000	0.05
PLANT SECTION 2 MAIN PANEL 1				
Outgoing:				
Vacant space only for future 2 nos. 4P MCCBs	Set	1	4,95,000	0.05
PLANT SECTION 2 MAIN PANEL 2				
Outgoing:				
Five (5) No. 300A 4P MCCB 50KA with handle	Set	1	4,65,000	0.05
PLANT SECTION 3 MAIN PANEL 1				
TWO (2) nos. 500A 4P MCCB 50KA WITH handle.	Set	1	2,20,000	0.02
PLANT SECTION 3 MAIN PANEL 2				
Outgoing:				
Vacant space only for future 1 nos. 4P MCCB	Set	1	4,80,000	0.05
DG SELECTION BOARD				
One (1) No. 630 A, 4P on load type change over switch with aluminium bus bar links for incoming & 600 A TPN Bus Bars in Chamber for outgoing cables terminations, interconnection bus bars, cable alley etc.	Set	1	3,00,000	0.03
UTILTIY MAIN BOARD				
Outgoing:				
Ten (10) Nos. 32/63A 4P MCCB 16KA	Set	1	3,00,000	0.03
UTILTIY MAINS				
Extra 400A TPN I/C & O/G bus bar studs.	Set	1	65,000	0.01
CAPACITOR PANEL				
The 200 KVAR Capacitor compartment shall have Auto P.F. sensing relay 12 stages, indication instruments, P.F. meter, timer etc complete with control wiring as required. The wiring and control shall be provided to connect the capacitors in max. 12 steps complete with discharge resistance Auto/Manual operation ON/OFF indication complete as	Set	1	6,40,000	0.06

DESCRIPTION	UNIT	QTY	Rate	Amount (INR Crore)
required. Time delay facility shall be available in manual mode also.				
DISTRIBUTION BOARDS				
DB-1 (4-Way TPN) DOUBLE DOOR INDOOR / OUTDOOR DUTY				
Outgoing:				
I/C & O/G Cables / wires termination / extension box.	Nos.	10	13,000	0.01
DB-2 (4-Way SPN) DOUBLE DOOR INDOOR DUTY				
Outgoing				
I/C & O/G Cables / wires termination / extension box.	Nos.	4	5,000	0.00
MOTOR STARTER				
DOL TYPE Up to 15 HP	Nos.	3	25,000	0.01
TOTAL OF LT PANEL BOARDS AND DISTRIBUTION BOARDS CARRIED OVER TO SUMMARY	**INR Crore**			**0.65**
CABLES, SUB MAINS & CABLE TRAYS:				
11KV/ 1.1 KV Cable				
Aluminium Conductor armoured LT Cables :				
3.5C x 240 Sq. M XLPE Al cable	RM	2650	1,610	0.43
3.5C x 185 Sq. M XLPE Al cable	RM	300	1,298	0.04
3.5C x 120 Sq. M XLPE Al cable	RM	350	880	0.03
3.5C x 95 Sq. M XLPE Al cable	RM	250	727	0.02
3.5C x 50 Sq. M XLPE Al cable	RM	200	432	0.01
3.5C x 35 Sq. M XLPE Al cable	RM	750	352	0.03
4C x 25 Sq. M XLPE Al cable	RM	1200	309	0.04
4C x 16 Sq. M XLPE Al cable	RM	500	226	0.01
4C x 10 Sq. M XLPE Al cable	RM	800	198	0.02
4C x 6 Sq. M XLPE Al cable	RM	2000	157	0.03
4 core 2.5 Sq. M XLPE / PVC Cu cable	RM	4000	240	0.10
8 core 2.5 Sq. M XLPE / PVC Cu cable	RM	50	414	0.00
5 pair 0.6 annealed Cu jelly filled telephone Ar.Cable	RM	150	200	0.00
Aluminium Conductor armoured HT Cables :				
3 core 300 Sq. M XLPE Cu cable	RM	50	2,620	0.01
Cable Termination				
Aluminium Conductor armoured LT Cables :				
3.5C x 240 Sq. M XLPE Al cable	Nos.	130	2,400	0.03
3.5C x 185 Sq. M XLPE Al cable	Nos.	10	2,400	0.00
3.5C x 120 Sq. M XLPE Al cable	Nos.	15	1,500	0.00
3.5C x 70 Sq. M XLPE Al cable	Nos.	10	800	0.00
3.5C x 50 Sq. M XLPE Al cable	Nos.	10	800	0.00
3.5C x 35 Sq. M XLPE Al cable	Nos.	20	750	0.00
4C x 25 Sq. M XLPE Al cable	Nos.	25	750	0.00
4C x 16 Sq. M XLPE Al cable	Nos.	10	350	0.00
4C x 10 Sq. M XLPE Al cable	Nos.	20	350	0.00
4C x 6 Sq. M XLPE Al cable	Nos.	50	350	0.00
4 core 2.5 Sq. M XLPE / PVC Cu cable	Nos.	250	350	0.01
8 core 2.5 Sq. M XLPE / PVC Cu cable	Nos.	4	350	0.00
5 pair 0.6 annealed Cu jelly filled telephone Ar.Cable	Nos.	4	350	0.00
Aluminium Conductor armoured HT Cables :				
Heat shrinkable HT 11 KV INDOOR end joint 3Cx 300mm2	Nos.	4	12,000	0.00
Heat shrinkable HT 11 KV OUTDOOR end joint 3Cx 300mm2	Nos.	2	14,500	0.00
350 mm wide 750 mm deep	RM	600	500	0.03
600 mm wide 750 mm deep	RM	200	900	0.02
900 mm wide 750 mm deep	RM	100	1,300	0.01
TOTAL OF CABLES, SUB MAINS & CABLE TRAYS CARRIED OVER TO SUMMARY	**INR Crore**			**0.88**
EARTHING :				
EARTHING STATIONS:				

DESCRIPTION	UNIT	QTY	Rate	Amount (INR Crore)
Supply, installation, testing and commissioning of copper plate earthing stations making earth pits, earthing with **copper earth plate 600 mm x 600 mm x 3 mm thick** including funnel, char-coal/coke, salt, all earth work. Providing masonry enclosure with 10 mm thick C.I. cover plate having locking arrangement and watering pipe, disconnecting/ testing links etc as per IS –3043 complete as required.	Nos.	6	27,500	0.02
Supply, installation, testing and commissioning of GI plate earthing stations making earth pits, earthing with GI **earth plate 600 mm x 600 mm x 6 mm thick** including funnel, char-coal/coke, salt, all earth work. Providing masonry enclosure with 10 mm thick C.I. cover plate and watering pipe, etc as per IS –3043 complete as required.	Nos.	28	17,500	0.05
Same as above but earthing with **40 mm dia 6 m long GI earth pipe** including disconnecting/ testing links etc as required.	Nos.	4	8,500	0.00
Earthing Strip/Wires				
G.I. Earthing strip/wire				
50 x 6 mm strip	RM	1000	550	0.06
25 x 3 mm strip	RM	2000	150	0.03
8 SWG wire	RM	7000	25	0.02
10 SWG wire	RM	5000	20	0.01
12 SWG wire	RM	5000	15	0.01
Copper earthing strip/wire				
40 x 6 mm strip	RM	60	2,700	0.02
8 SWG wire	RM	250	150	0.00
GI nut/bolt/ washers etc.	Nos.	35	1,000	0.00
Green colour FRLS PVC insulated Copper conductor flexible cable				
Single core 16 Sq. M cu pvc insulated cable for L.A. with all hardware.	RM	60	250	0.00
LIGHTENING ARRESTOR (Building)				
Conventional heavy duty Cu L.A., hardware with fixing as per site requirement.	Nos.	2	5,000	0.00
TOTAL OF EARTHING CARRIED OVER TO SUMMARY	**INR Crore**			**0.21**
INTERNAL WIRING :				
Supplying, wiring, testing and commissioning of light wiring for lights, ceiling fans, exhaust fans and 6 A socket outlets, power wiring for power points, using 1.5 / 2.5 / 4 Sq. mm stranded copper conductor, 1100 volts grade, FR PVC insulated wires drawn through, FR PVC medium duty concealed/ surface conduit including cost of providing saddles for surface conduits and cost of cutting and filling chases for recessed conduits using necessary conduit accessories, junction boxes, **piano type (non-modular)** switch outlet boxes, switch plates, bends, collars, clamps, 6/16 A, one way/ Two way switches, fan regulator boxes, etc. shall be flush mounted in brick wall or on the surface of wall for surface installation as required including circuit wiring etc. complete as per site requirement.	Sq. F.	2500	150	0.04

DESCRIPTION	UNIT	QTY	Rate	Amount (INR Crore)
Supplying, wiring, testing and commissioning of light wiring for lights, ceiling fans, exhaust fans and 6 A socket outlets, power wiring for power points, using 1.5 / 2.5 / 4 Sq. M stranded copper conductor, 1100 volts grade, FR PVC insulated wires drawn through, FR PVC medium duty concealed/ surface conduit including cost of providing saddles for surface conduits and cost of cutting and filling chases for recessed conduits using necessary conduit accessories, junction boxes, **modular** switch outlet boxes, switch plates, bends, collars, clamps, 6/16 A, one way/ Two way switches, fan regulator boxes, etc. shall be flush mounted in brick wall or on the surface of wall for surface installation as required including circuit wiring etc. With Data & Voice networking complete as per site requirement	Sq. F.	1550	250	0.04
Cable trays / Raceways :				
600mm x 50 x 50mm	RM	350	2,250	0.08
300mm x 50 x 50mm	RM	100	1,250	0.01
150mm x 50 x 50mm	RM	350	950	0.03
100mm x 50 x 50mm	RM	350	900	0.03
50mm x 50 x 2mm	RM	100	500	0.01
450 / 300mm x 40 x 40mm ' L' type bend	Nos.	4	3,000	0.00
450 / 300mm x 40 x 40mm ' T' type bend	Nos.	2	1,600	0.00
FABRICATION :				
of same with two coats of primer etc.	Kg.	6000	175	0.11
TOTAL OF INTERNAL WIRING CARRIED OVER TO SUMMARY	**INR Crore**			**0.34**
LIGHTING FIXTURES & FANS :				
11W Recessed ceiling Light Similar to Wipro Iris LED LD71	Nos.	50	2,000	0.01
24 W LED tube fitting 4 ' Wall Mounted	Nos.	40	1,000	0.00
150 W LED High Bay Light Fitting	Nos.	50	10,000	0.05
150 W LED Street Light Fitting.	Nos.	25	10,000	0.03
Call bell	Nos.	4	500	0.00
1200 mm sweep ceiling fan including sizing threading the down rod complete with all accessories as required.	Nos.	12	2,500	0.00
225 mm dia, 900 rpm single exhaust fan with louver shutters etc. suitable for mounting on glazed window, complete as required.	Nos.	4	2,000	0.00
300 mm dia, 900 rpm single phase industrial exhaust fan with louver shutters, bird screen etc. complete as required.	Nos.	4	9,500	0.00
Wall Fan 400 mm.	Nos.	6	4,000	0.00
Industrial wall fan 600 mm single phase.	Nos.	10	15,000	0.02
Steel Tubular Bent Pole :	.			
Supply & installation of swaged type MS tubular pole designation as per IS-2713 for mounting street light fitting, 5 m high having 300 x 300 x 6 mm thick base plate including cement concrete foundation (1:3:6), coping, painting of pole with 2 coats of red oxide (one before & one after installation) and two coats of Al. Paint, Pole numbering etc., complete as per drawings as required. Rate shall include supply and installation of 2 nos. 1000 mm long 32 mm dia A class G.I. pipes bent to shape for incoming and outgoing cables and wiring from weather proof pole mounted box terminals / MCB to fitting with 2.5 Sq. M stranded copper wires (2 Nos. 2.5 Sq.mm copper wire for phase/ neutral & 1	Nos.	10	14,000	0.01

DESCRIPTION	UNIT	QTY	Rate	Amount (INR Crore)
x 1.5 Sq.mm copper conductor wire for earthing) including earthing bolt. proper MS bracket shall be provided over top of pole for mounting street light fixtures with weather poof box, SP MCB , clamps & hardware etc.				
Supply & installation of MS pipe bracket of 2 mtrs. of length for mounting of street light fitting, painting of bracket with 2 coats of red oxide (one before & one after installation) and two coats of Al. Paint completes as per drawings as required. Rate shall include supply and installation of wiring from jn box with terminals with 2.5 Sq. M stranded copper wires (2 Nos. 2.5 Sq. M copper wire for phase/ neutral & 1 x 1.5 Sq. M copper conductor wire for earthing) including earthing bolt with clamp & hardware etc.	Nos.	15	4,000	0.01
TOTAL OF LIGHTING FIXTURES AND FANS CARRIED OVER TO SUMMARY	**INR Crore**			**0.13**
DG SETS & ACCESSORIES :				
DG SETS				
380 KVA DG Set	Nos.	2	27,00,000	0.54
62.5 KVA DG Set	Nos.	1	8,00,000	0.08
TOTAL DG SETS & ACCESSORIES CARRIED OVER TO SUMMARY	**INR Crore**			**0.62**
PROJECT CONSULTANCY :				
Designing of electrical layout as per plant requirement, designing of panels, selection of material , providing of drawings, load details & all others pertaining to complete efficient electrification of plant as reqd. excluding liasoning work with state electricity Deptt.	Job	1	20,00,000	0.20
TOTAL OF CONSULTANCY CARRIED OVER TO SUMMARY	**INR Crore**			**0.20**
Total Electrical Work	**INR Crore**			**3.58**

Source: PWPL and D&B India Estimates

Miscellaneous Fixed Assets

The miscellaneous fixed assets for the project have been estimated at INR 0.56 Crore, which will include the following –

Description	Unit	Quantity	Value in INR Cr.
Cable Testing Equipment & Fire Fighting	Nos.	1	0.49
CCTV Camera	Nos.	5	0.03
Biometric Fingerprint Attendance	Nos.	2	0.00
Computers and Software	Nos.	6	0.04
Total Miscellaneous Fixed Assets	**INR Crore**		**0.56**
Cable Testing Equipment			
Universal Tensile Testing machine 0-5000N Least count 1N	Nos.	1	0.03
Thermal Ageing Oven 4 Cell Digital PID temp Controller flow meter. Hour meter	Nos.	1	0.03
Universal Oven 18"x18"x18"	Nos.	1	0.01
Thermal Stability Oven	Nos.	1	0.00
Conditioning Chamber 27°C ± 23°C RH %	Nos.	1	0.01
Smoke Density Chamber	Nos.	1	0.01
Oxygen index Apparatus	Nos.	1	0.04
Halogen Acid Gas Test Apparatus ASTM 754	Nos.	1	0.01
Hot Set Test (200 ± 3°C)	Nos.	1	0.02
Torsion Testing Machine	Nos.	1	0.01
Thermometer 0-110°C	Nos.	1	0.00

Description	Unit	Quantity	Value in INR Cr.
Digital Weighing Balance 0-5kg least count 1 gram	Nos.	1	0.01
Digital Weighing Balance 0-220 gram 0-1mg	Nos.	1	0.09
Million Megohmmeter	Nos.	1	0.00
H.V. Tester (a.c.) 5/10kv 22.5kva	Nos.	1	0.02
H.V.Tester (d.c.) 0-2kv	Nos.	1	0.00
Water Bath 36"x24"x24" b	Nos.	1	0.01
Water Absorption Apparatus temp 150 °C	Nos.	1	0.01
Micro-ohm meter	Nos.	1	0.01
Digital Vernier Caliper	Nos.	1	0.00
Digital Micrometre	Nos.	1	0.00
Kelvin Double Bridge	Nos.	1	0.01
Compression moulding machine	Nos.	1	0.01
Rolling Mill	Nos.	1	0.04
K.V.Meter	Nos.	1	0.00
Measuring Tape	Nos.	1	0.00
Measuring Scale	Nos.	1	0.00
Stop Watch 0=15 mint	Nos.	1	0.00
Sub Total testing equipment cost	**INR Crore**		**0.37**
Fire Testing Equipment			
Flammability test apparatus (flame retardant character IEC No. 60332 part 3 bunched cable test chamber 1x2x4 meter Chamber size. Air flow meter, LPG flow meter, LPG pressure gage Air pressure gage, high pressure valve 2nos. ribbon burner ladder size 800mm solenoid valve LPG/AIR.	Nos.	1	0.03
Fire survival cable IEC/BS standard 1100-volt 3phase transformer with newtel. Temp indicator. Fuse load bulb. Cable hanging heavy duty stand and water spray tank Z cable test . hammer . with horizontal bunner	Nos.	1	0.09
Sub Total Fire Testing Equipment	**INR Crore**		**0.12**

Source: PWPL and D&B India Estimates

Preliminary and Pre-operative Cost

The preliminary and pre-operative expenses for the Project have been estimated as INR 2.90 Crore, the details of which have been presented in the table below –

Description	Value (INR Cr.)
Erection, Commissioning and Trail Runs	0.33
Salaries	0.43
Travelling Boarding and Lodging	0.18
Communication	0.09
Other Consultancy (legal, TEV etc.)	0.10
Approvals and Clearances	0.10
Preliminary and Pre-operatives	**1.24**

Source: PWPL and D&B India Estimates

Interest during Construction Period

Since the Company is not proposing raising of debt for setting up the Project, hence there is no interest during construction period for the Project.

Contingency

Even through the Company has received firm quotations for critical plant and machinery and for building and civil works, however there are some non-critical equipment which are yet to be finalized. Hence D&B India has considered a contingency of 5% on the hardware cost, so as to take care of any cost escalations, during the course of implementation of the Project.

Margin Money

The margin money for working capital has been estimated at INR 11.68 Cr., the details of which have been presented in the table below –

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Raw Material	5.64	6.35	10.89	12.12	13.46	13.94
Stores and Consumables	0.27	0.31	0.62	0.70	0.79	0.82
Work in Progress	2.36	2.65	4.56	5.07	5.63	5.82
Finished Goods	22.15	24.70	42.57	47.11	52.16	53.96
Debtors	48.08	50.69	83.30	97.60	108.53	113.55
Current Assets	**78.50**	**84.69**	**141.94**	**162.59**	**180.56**	**188.10**
Trade Creditors	11.47	12.91	22.19	24.70	27.45	28.43
Expense Creditors	1.42	1.51	2.75	2.92	3.16	3.24
Current Liabilities	**12.89**	**14.42**	**24.94**	**27.62**	**30.61**	**31.67**
Working Capital Gap	65.61	70.28	117.00	134.97	149.95	156.43
Margin Money	16.40	17.57	29.25	33.74	37.49	39.11
Eligibility Level	49.21	52.71	87.75	101.23	112.47	117.32
Bank Borrowing	**32.00**	**32.00**	**35.00**	**35.00**	**35.00**	**35.00**

Source: D&B India Estimates

The new unit will become operation in FY 2023-24, when the margin money required increases from INR 17.57 Crore to INR 29.25 Crore, with a difference of INR 11.68 Crore, which has been considered as part of the Project Cost.

Reasonableness of Project Cost

D&B India had sought the quotation/ POs etc. from PWPL, which the Company duly provided. These quotations were compared by D&B India with quotations of similar project executed by D&B India during the last few years. Based on review undertaken and taking into consideration the inflation during the last 2 years, the quotations as provided by the Company are in line with the industry norms and found to be reasonable.

Means of Finance

Based on the discussion with the Management of the Company, D&B India understands that the Company is proposing to launch an IPO for raising the funds for implementation of the Project. The means of finance as proposed by the Company has been presented in the table below –

All Figures in INR Crore			
Description	**31-Mar-22**	**31-Mar-23**	**Total**
Internal Accrual	2.77		2.77
IPO		60.00	60.00
Total Means of Finance	**2.77**	**60.00**	**62.77**

Source: PWPL and D&B India Estimates

From the table above, it is noted that the Company will be raising INR 60.00 Crore from IPO (IPO net proceeds INR. 50 Cr is estimated after deduction of IPO Expenditure from IPO Amount) and funding INR 2.77 Cr. from internal accruals. The Project Cost has been ascertained at INR 36.07 Cr. and the balance of INR 16.70 Crore (IPO net proceeds, INR 50 Cr. minus INR 33.30 Cr.) will be utilized by the Company to shore up the working capital, required for expanding the geographical reach of the Company.

Term Loan

As noted from the exhibit above, the Company is not proposing raising debt from Lenders for purpose of implementation of the Project.

In this regard it is to be noted that Company has an existing GECL loan outstanding of 6.78 Cr., loan against property INR 2.75 Cr. & INR 0.58 Cr., TL on machinery of INR 0.28 Cr., Vehicle loan of INR 0.84 Cr. as on FY21 i.e. cumulative INR 11.22 Cr. which is proposed to reduce to INR 5.62 Cr. by FY22. Company proposes to avail new GECL loan of INR 3.50 Cr. in FY23.

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Annual Summary						
Opening Balance	11.22	5.65	4.92	2.63	1.75	0.88
Addition	-	3.50	-	-	-	-
Repayment	5.60	4.23	2.30	0.88	0.88	0.88
Closing Balance	5.62	4.92	2.63	1.75	0.88	-
Interest for Period	0.70	0.52	0.26	0.17	0.10	0.03

The facility-wise repayment schedule is shown in annexure.

Economic Viability

Installed Capacity, Capacity Utilization and Production

The installed capacity of the existing unit has been certified by the Management of the Company, while the Company has provided D&B India with quotation of critical plant and machinery of new unit and based on the same, the installed capacity, capacity utilization of various line will be –

1. 12,00,000 Coils Per Annum (4,000 Coils per Day) of house wire manufacturing at existing unit at Baddi
2. 6,75,000 Coils Per Annum (2,250 Coils per Day) of house wire manufacturing at new unit
3. 1,62,000 Coils Per Annum (540 Coils per Day) of fire-resistant wires and cable at new unit
4. 2,700 Kilometres (Km) Per Annum of Aluminium Cables (LT Cables) at new unit
5. 6,000 Km Per Annum of Solar Cables manufacturing at new unit

The capacity utilisation for the Project has been considered in line with the capacity ramp up plan as proposed by the Company. Based on these inputs, the production level from each of the lines has been presented in the table below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
Days in Year	Days	365	365	365	365	365	365
Operating Days	Days	275	300	300	300	300	300
Wire Unit							
Installed Capacity	CoilPD	4,000	4,000	4,000	4,000	4,000	4,000
Annual Capacity	CoilPA	11,00,000	12,00,000	12,00,000	12,00,000	12,00,000	12,00,000
Utilisation Level	%	84%	87.5%	90%	95%	95%	95%
Production	Coils	9,24,000	10,50,000	10,80,000	11,40,000	11,40,000	11,40,000
New Unit							
Days in Year	Days	365	365	365	365	365	365
Operating Days	Days	0	0	300	300	300	300
House Wire							
Installed Capacity	CoilPD	2,250	2,250	2,250	2,250	2,250	2,250
Annual Capacity	CoilPA	-	-	6,75,000	6,75,000	6,75,000	6,75,000
Utilisation Level	%	0%	40%	50%	60%	75%	80%
Production	Coils	-	-	3,37,500	4,05,000	5,06,250	5,40,000
Fire Resistant Wires							
Installed Capacity	CoilPD	540	540	540	540	540	540
Annual Capacity	CoilPA	-	-	1,62,000	1,62,000	1,62,000	1,62,000
Utilisation Level	%	0%	40%	50%	60%	75%	80%
Production	Coils	-	-	81,000	97,200	1,21,500	1,29,600
Aluminium Cables							
Installed Capacity	KmPD	9	9	9	9	9	9
Annual Capacity	KmPA	-	-	2,700	2,700	2,700	2,700
Utilisation Level	%	0%	40%	50%	60%	75%	80%
Production	Km	-	-	1,350	1,620	2,025	2,160
Solar Cables							
Installed Capacity	KmPD	20	20	20	20	20	20
Annual Capacity	KmPA	-	-	6,000	6,000	6,000	6,000
Utilisation Level	%	0%	40%	50%	60%	75%	80%
Production	Km	-	-	3,000	3,600	4,500	4,800

Source: D&B India Estimates

Sales Quantity, Selling Prices and Projected Revenue

The sales quantity, after taking into effect the inventory holding, as estimated have been presented in the table below –

Description	Unit	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit					
House Wire					
1.5mm Coil	Coils	8,10,000	8,55,000	8,55,000	8,55,000
4.0mm Coil	Coils	2,70,000	2,85,000	2,85,000	2,85,000
New Unit					
House Wire					
1.5mm Coil	Coils	2,25,000	2,70,000	3,37,500	3,60,000
4.0mm Coil	Coils	1,12,500	1,35,000	1,68,750	1,80,000
Fire Resistant Wires					
1.5mm Coil	Coils	60,000	72,000	90,000	96,000
4.0mm Coil	Coils	21,000	25,200	31,500	33,600
Aluminium Cables					
4x16	Km	750	900	1,125	1,200
3.5x120	Km	300	360	450	480
3.5x185	Km	300	360	450	480
Solar Cables					
4.0mm	Km	1,500	1,800	2,250	2,400
6.0mm	Km	1,500	1,800	2,250	2,400

Source: D&B India Estimates

Here D&B India would point out that the Company is also getting product manufactured on job work basis from various vendors and marketing the same in our Brand Name. Assessment of quantity of these products available for sale in new future as provided by the Company has been presented in the table below –

Description	Unit	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Aluminium Cables	Nos.	1,70,112	1,78,617	1,87,547	1,96,924
Fans and Appliances	Nos.	66,759	70,096	73,600	77,280
PVC Pipes and Tapes	Nos.	1,23,031	1,29,182	1,35,641	1,42,423
Growth	%	5.00%	5.00%	5.00%	5.00%

Source: PWPL

The selling price as considered for purpose of financial evaluation as based on the invoice shared by the Company and the same have been presented in the table below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
House Wire							
1.5mm Coil	INR/ Coil	1,200	1,200	1,200	1,200	1,200	1,200
4.0mm Coil	INR/ Coil	3,100	3,100	3,100	3,100	3,100	3,100
New Unit							
House Wire							
1.5mm Coil	INR/ Coil	1,200	1,200	1,200	1,200	1,200	1,200
4.0mm Coil	INR/ Coil	3,100	3,100	3,100	3,100	3,100	3,100
Fire Resistant Wires							
1.5mm Coil	INR/ Coil	1,500	1,500	1,500	1,500	1,500	1,500
4.0mm Coil	INR/ Coil	4,000	4,000	4,000	4,000	4,000	4,000

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Aluminium Cables							
4x16	INR/ Km	1,15,000	1,15,000	1,15,000	1,15,000	1,15,000	1,15,000
3.5x120	INR/ Km	4,50,000	4,50,000	4,50,000	4,50,000	4,50,000	4,50,000
3.5x185	INR/ Km	7,20,000	7,20,000	7,20,000	7,20,000	7,20,000	7,20,000
Solar Cables							
4.0mm	INR/ Km	41,000	41,000	41,000	41,000	41,000	41,000
6.0mm	INR/ Km	58,000	58,000	58,000	58,000	58,000	58,000
Job Work/ Trade							
Aluminium Cables	INR/ Pcs	613	613	613	613	613	613
Fans and Appliances	INR/ Pcs	954	954	954	954	954	954
PVC Pipes and Tapes	INR/ Pcs	523	523	523	523	523	523

Source: D&B India Estimates

Here it should be noted that D&B India has not considered any inflation in the selling prices, keeping the EBDITA movement unimpacted from same.

Sales Realisation

Based on the capacity utilization, production, sales quantity and selling prices as discussed in previous sections, the sales realisation as estimated for the Company has been presented in the table below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
House Wire							
1.5mm Coil	INR Crore	82.91	92.76	96.79	101.77	102.60	102.60
4.0mm Coil	INR Crore	71.50	79.88	83.34	87.64	88.35	88.35
New Unit							
House Wire							
1.5mm Coil	INR Crore	-	-	22.86	31.57	39.26	42.79
4.0mm Coil	INR Crore	-	-	29.52	40.78	50.71	55.26
Fire Resistant Wires							
1.5mm Coil	INR Crore	-	-	7.62	10.52	13.09	14.26
4.0mm Coil	INR Crore	-	-	7.11	9.82	12.21	13.31
Aluminium Cables							
4x16	INR Crore	-	-	7.30	10.09	12.54	13.67
3.5x120	INR Crore	-	-	11.43	15.79	19.63	21.39
3.5x185	INR Crore	-	-	18.29	25.26	31.41	34.23
Solar Cables							
4.0mm	INR Crore	-	-	5.21	7.19	8.94	9.75
6.0mm	INR Crore	-	-	7.37	10.17	12.65	13.79
Job Work/ Trade							
Aluminium Cables	INR Crore	9.45	9.93	10.42	10.94	11.49	12.06
Fans and Appliances	INR Crore	5.78	6.07	6.37	6.69	7.02	7.37
PVC Pipes and Tapes	INR Crore	5.83	6.12	6.43	6.75	7.09	7.44
Total Sales Realisation	**INR Crore**	**175.48**	**194.75**	**320.05**	**374.98**	**416.98**	**436.28**

Source: D&B India Estimates

Raw Material Cost

The raw material consumption norm for the products are based on experience of PWPL, in term of manufacturing these products or getting job works undertaken.

The raw material cost for each of the products are based on prevailing market prices of these raw material and are supported by invoice, quotations as provided by the Company. The raw material cost for the Project has been presented below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
House Wire							
1.5mm Wire							
Copper	Kg./ Coil	1.07	1.07	1.07	1.07	1.07	1.07
PVC	Kg./ Coil	0.75	0.75	0.75	0.75	0.75	0.75
Annual Requirement							
Copper	Kg.	7,41,510	8,42,625	8,66,700	9,14,850	9,14,850	9,14,850
PVC	Kg.	5,19,750	5,90,625	6,07,500	6,41,250	6,41,250	6,41,250
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	130	130	130	130	130	130
Raw Material Cost							
Copper	INR Crore	57.47	65.30	67.17	70.90	70.90	70.90
PVC	INR Crore	6.76	7.68	7.90	8.34	8.34	8.34
Raw Material Cost	**INR Crore**	**64.22**	**72.98**	**75.07**	**79.24**	**79.24**	**79.24**
4.0mm Wire							
Copper	Kg./ Coil	2.85	2.85	2.85	2.85	2.85	2.85
PVC	Kg./ Coil	1.32	1.32	1.32	1.32	1.32	1.32
Annual Requirement							
Copper	Kg.	6,58,350	7,48,125	7,69,500	8,12,250	8,12,250	8,12,250
PVC	Kg.	3,04,920	3,46,500	3,56,400	3,76,200	3,76,200	3,76,200
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	130	130	130	130	130	130
Raw Material Cost							
Copper	INR Crore	51.02	57.98	59.64	62.95	62.95	62.95
PVC	INR Crore	3.96	4.50	4.63	4.89	4.89	4.89
Raw Material Cost	**INR Crore**	**54.99**	**62.48**	**64.27**	**67.84**	**67.84**	**67.84**
Job Work/ Trade							
Aluminium Cables	% of RM	85%	85%	85%	85%	85%	85%
Fans and Appliances	% of RM	82%	82%	82%	82%	82%	82%
PVC Pipes and Tapes	% of RM	92%	92%	92%	92%	92%	92%
Aluminium Cables	INR Crore	8.03	8.44	8.86	9.30	9.77	10.25
Fans and Appliances	INR Crore	4.74	4.97	5.22	5.48	5.76	6.05
PVC Pipes and Tapes	INR Crore	5.37	5.63	5.92	6.21	6.52	6.85
Job Work/ Trade RM Cost	**INR Crore**	**18.14**	**19.05**	**20.00**	**21.00**	**22.05**	**23.15**
Raw Material Cost - Existing	**INR Crore**	**137.35**	**154.51**	**159.33**	**168.07**	**169.12**	**170.23**
New Unit							

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
House Wire							
1.5mm Wire							
Copper	Kg./ Coil	1.07	1.07	1.07	1.07	1.07	1.07
PVC	Kg./ Coil	0.75	0.75	0.75	0.75	0.75	0.75
Annual Requirement							
Copper	Kg.	-	-	2,40,750	2,88,900	3,61,125	3,85,200
PVC	Kg.	-	-	1,68,750	2,02,500	2,53,125	2,70,000
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	130	130	130	130	130	130
Raw Material Cost							
Copper	INR Crore	-	-	18.66	22.39	27.99	29.85
PVC	INR Crore	-	-	2.19	2.63	3.29	3.51
Raw Material Cost	**INR Crore**	**-**	**-**	**20.85**	**25.02**	**31.28**	**33.36**
4.0mm Wire							
Copper	Kg./ Coil	2.85	2.85	2.85	2.85	2.85	2.85
PVC	Kg./ Coil	1.32	1.32	1.32	1.32	1.32	1.32
Annual Requirement							
Copper	Kg.	-	-	3,20,625	3,84,750	4,80,938	5,13,000
PVC	Kg.	-	-	1,48,500	1,78,200	2,22,750	2,37,600
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	130	130	130	130	130	130
Raw Material Cost							
Copper	INR Crore	-	-	24.85	29.82	37.27	39.76
PVC	INR Crore	-	-	1.93	2.32	2.90	3.09
Raw Material Cost	**INR Crore**	**-**	**-**	**26.78**	**32.13**	**40.17**	**42.85**
Fire Resistant Wires							
1.5mm Wire							
Copper	Kg./ Coil	1.07	1.07	1.07	1.07	1.07	1.07
PVC	Kg./ Coil	0.75	0.75	0.75	0.75	0.75	0.75
Tape	M./ Coil	234	234	234	234	234	234
Annual Requirement							
Copper	Kg.	-	-	64,200	77,040	96,300	1,02,720
PVC	Kg.	-	-	45,000	54,000	67,500	72,000
Tape	M.	-	-	1,40,40,000	1,68,48,000	2,10,60,000	2,24,64,000
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	210	210	210	210	210	210
Tape	INR/ M.	0.85	0.85	0.85	0.85	0.85	0.85
Raw Material Cost							
Copper	INR Crore	-	-	4.98	5.97	7.46	7.96
PVC	INR Crore	-	-	0.95	1.13	1.42	1.51
Tape	INR Crore	-	-	1.19	1.43	1.79	1.91
Raw Material Cost	**INR Crore**	**-**	**-**	**7.11**	**8.54**	**10.67**	**11.38**
4.0mm Wire							
Copper	Kg./ Coil	2.85	2.85	2.85	2.85	2.85	2.85
PVC	Kg./ Coil	1.32	1.32	1.32	1.32	1.32	1.32
Tape	M./ Coil	234	234	234	234	234	234
Annual Requirement							

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Copper	Kg.	-	-	59,850	71,820	89,775	95,760
PVC	Kg.	-	-	27,720	33,264	41,580	44,352
Tape	M.	-	-	49,14,000	58,96,800	73,71,000	78,62,400
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	210	210	210	210	210	210
Tape	INR/ M.	1.60	1.60	1.60	1.60	1.60	1.60
Raw Material Cost							
Copper	INR Crore	-	-	4.64	5.57	6.96	7.42
PVC	INR Crore	-	-	0.58	0.70	0.87	0.93
Tape	INR Crore	-	-	0.79	0.94	1.18	1.26
Raw Material Cost	**INR Crore**	**-**	**-**	**6.01**	**7.21**	**9.01**	**9.61**
Aluminium Cables							
4X16							
Aluminium	Kg./ Km.	155	155	155	155	155	155
PVC	Kg./ Km.	194	194	194	194	194	194
XLPE	Kg./ Km.	56	56	56	56	56	56
Strip	Kg./ Km.	258	258	258	258	258	258
Annual Requirement							
Aluminium	Kg.	-	-	1,16,250	1,39,500	1,74,375	1,86,000
PVC	Kg.	-	-	1,45,500	1,74,600	2,18,250	2,32,800
XLPE	Kg.	-	-	42,000	50,400	63,000	67,200
Strip	Kg.	-	-	1,93,500	2,32,200	2,90,250	3,09,600
Price							
Aluminium	INR/ Kg.	220	220	220	220	220	220
PVC	INR/ Kg.	130	130	130	130	130	130
XLPE	INR/ Kg.	150	150	150	150	150	150
Strip	INR/ Kg.	72	72	72	72	72	72
Raw Material Cost							
Aluminium	INR Crore	-	-	2.56	3.07	3.84	4.09
PVC	INR Crore	-	-	1.89	2.27	2.84	3.03
XLPE	INR Crore	-	-	0.63	0.76	0.95	1.01
Strip	INR Crore	-	-	1.39	1.67	2.09	2.23
Raw Material Cost	**INR Crore**	**-**	**-**	**6.47**	**7.77**	**9.71**	**10.36**
3.5x120							
Aluminium	Kg./ Km.	986	986	986	986	986	986
PVC	Kg./ Km.	460	460	460	460	460	460
XLPE	Kg./ Km.	225	225	225	225	225	225
Strip	Kg./ Km.	475.5	475.5	475.5	475.5	475.5	475.5
Annual Requirement							
Aluminium	Kg.	-	-	2,95,800	3,54,960	4,43,700	4,73,280
PVC	Kg.	-	-	1,38,000	1,65,600	2,07,000	2,20,800
XLPE	Kg.	-	-	67,500	81,000	1,01,250	1,08,000
Strip	Kg.	-	-	1,42,650	1,71,180	2,13,975	2,28,240
Price							
Aluminium	INR/ Kg.	220	220	220	220	220	220
PVC	INR/ Kg.	130	130	130	130	130	130
XLPE	INR/ Kg.	150	150	150	150	150	150
Strip	INR/ Kg.	72	72	72	72	72	72
Raw Material Cost							
Aluminium	INR Crore	-	-	6.51	7.81	9.76	10.41

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
PVC	INR Crore	-	-	1.79	2.15	2.69	2.87
XLPE	INR Crore	-	-	1.01	1.22	1.52	1.62
Strip	INR Crore	-	-	1.03	1.23	1.54	1.64
Raw Material Cost	**INR Crore**	**-**	**-**	**10.34**	**12.41**	**15.51**	**16.55**
3.5x185							
Aluminium	Kg./ Km.	1749	1749	1749	1749	1749	1749
PVC	Kg./ Km.	648	648	648	648	648	648
XLPE	Kg./ Km.	351	351	351	351	351	351
Strip	Kg./ Km.	715	715	715	715	715	715
Annual Requirement							
Aluminium	Kg.	-	-	5,24,700	6,29,640	7,87,050	8,39,520
PVC	Kg.	-	-	1,94,400	2,33,280	2,91,600	3,11,040
XLPE	Kg.	-	-	1,05,300	1,26,360	1,57,950	1,68,480
Strip	Kg.	-	-	2,14,500	2,57,400	3,21,750	3,43,200
Price							
Aluminium	INR/ Kg.	220	220	220	220	220	220
PVC	INR/ Kg.	130	130	130	130	130	130
XLPE	INR/ Kg.	150	150	150	150	150	150
Strip	INR/ Kg.	72	72	72	72	72	72
Raw Material Cost							
Aluminium	INR Crore	-	-	11.54	13.85	17.32	18.47
PVC	INR Crore	-	-	2.53	3.03	3.79	4.04
XLPE	INR Crore	-	-	1.58	1.90	2.37	2.53
Strip	INR Crore	-	-	1.54	1.85	2.32	2.47
Raw Material Cost	**INR Crore**	**-**	**-**	**17.19**	**20.63**	**25.79**	**27.51**
Solar Cables							
4.0mm Cable							
Copper	Kg./ Km.	31.66	31.66	31.66	31.66	31.66	31.66
PVC	Kg./ Km.	20.83	20.83	20.83	20.83	20.83	20.83
XLPE	Kg./ Km.	7.72	7.72	7.72	7.72	7.72	7.72
Annual Requirement							
Copper	Kg.	-	-	47,490	56,988	71,235	75,984
PVC	Kg.	-	-	31,245	37,494	46,868	49,992
XLPE	M.	-	-	11,580	13,896	17,370	18,528
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	210	210	210	210	210	210
XLPE	INR/ M.	150	150	150	150	150	150
Raw Material Cost							
Copper	INR Crore	-	-	3.68	4.42	5.52	5.89
PVC	INR Crore	-	-	0.66	0.79	0.98	1.05
XLPE	INR Crore	-	-	0.17	0.21	0.26	0.28
Raw Material Cost	**INR Crore**	**-**	**-**	**4.51**	**5.41**	**6.77**	**7.22**
6.0mm Cable							
Copper	Kg./ Km.	46.6	46.6	46.6	46.6	46.6	46.6
PVC	Kg./ Km.	23.38	23.38	23.38	23.38	23.38	23.38
XLPE	Kg./ Km.	9.05	9.05	9.05	9.05	9.05	9.05
Annual Requirement							

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Copper	Kg.	-	-	69,900	83,880	1,04,850	1,11,840
PVC	Kg.	-	-	35,070	42,084	52,605	56,112
XLPE	M.	-	-	13,575	16,290	20,363	21,720
Price							
Copper	INR/ Kg.	775	775	775	775	775	775
PVC	INR/ Kg.	210	210	210	210	210	210
XLPE	INR/ M.	150	150	150	150	150	150
Raw Material Cost							
Copper	INR Crore	-	-	5.42	6.50	8.13	8.67
PVC	INR Crore	-	-	0.74	0.88	1.10	1.18
XLPE	INR Crore	-	-	0.20	0.24	0.31	0.33
Raw Material Cost	**INR Crore**	**-**	**-**	**6.36**	**7.63**	**9.54**	**10.17**
Raw Material Cost - New Unit	**INR Crore**	**-**	**-**	**105.63**	**126.75**	**158.44**	**169.00**

Source: D&B India Estimates

Stores and Consumables

In line with the raw material cost, the stores and consumables cost are based on the experience of the Company in manufacturing these products or getting job work undertaken through vendors. The cost of store and consumable is presented below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
House Wire							
1.5mm Coil							
Stores and Consumables	INR/ Coil	17	17	17	17	17	17
Stores and Consumables	INR Crore	1.18	1.34	1.38	1.45	1.45	1.45
4.0mm Coil							
Stores and Consumables	INR/ Coil	45	45	45	45	45	45
Stores and Consumables	INR Crore	1.04	1.18	1.22	1.28	1.28	1.28
Stores and Consumables	**INR Crore**	**2.22**	**2.52**	**2.59**	**2.74**	**2.74**	**2.74**
New Unit							
House Wire							
1.5mm Coil							
Stores and Consumables	INR/ Coil	17	17	17	17	17	17
Stores and Consumables	INR Crore	-	-	0.38	0.46	0.57	0.61
4.0mm Coil							
Stores and Consumables	INR/ Coil	45	45	45	45	45	45
Stores and Consumables	INR Crore	-	-	0.51	0.61	0.76	0.81
Fire Resistant Wire							
1.5mm Coil							
Stores and Consumables	INR/ Coil	23	23	23	23	23	23
Stores and Consumables	INR Crore	-	-	0.14	0.17	0.21	0.22
4.0mm Coil							
Stores and Consumables	INR/ Coil	55	55	55	55	55	55
Stores and Consumables	INR Crore	-	-	0.12	0.14	0.17	0.18
Aluminium Cables							
4x16							
Stores and Consumables	INR/ Km.	2413	2413	2413	2413	2413	2413
Stores and Consumables	INR Crore	-	-	0.18	0.22	0.27	0.29
3.5x120							
Stores and Consumables	INR/ Km.	9927	9927	9927	9927	9927	9927

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Stores and Consumables	INR Crore	-	-	0.30	0.36	0.45	0.48
3.5x185							
Stores and Consumables	INR/ Km.	16611	16611	16611	16611	16611	16611
Stores and Consumables	INR Crore	-	-	0.50	0.60	0.75	0.80
Solar Cables							
4.0mm							
Stores and Consumables	INR/ Km.	855	855	855	855	855	855
Stores and Consumables	INR Crore	-	-	0.13	0.15	0.19	0.21
6.0mm							
Stores and Consumables	INR/ Km.	1202	1202	1202	1202	1202	1202
Stores and Consumables	INR Crore	-	-	0.18	0.22	0.27	0.29
Stores and Consumables	**INR Crore**	**-**	**-**	**2.43**	**2.91**	**3.64**	**3.88**

Source: D&B India Estimates

Power Cost

The power cost for the existing unit as considered is based on the experience of the Company in manufacturing these products. While the power cost of new unit is based on technical quotation as provided by various vendors of equipment/ machinery with 20% safety margin. The power cost as estimated has been presented in the table below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
House Wire							
1.5mm Coil							
Power and Fuel	INR/ Coil	10	10	10	10	10	10
Power and Fuel	INR Crore	0.69	0.79	0.81	0.86	0.86	0.86
4.0mm Coil							
Power and Fuel	INR/ Coil	15	15	15	15	15	15
Power and Fuel	INR Crore	0.35	0.39	0.41	0.43	0.43	0.43
Power and Fuel	**INR Crore**	**1.04**	**1.18**	**1.22**	**1.28**	**1.28**	**1.28**
New Unit							
House Wire							
1.5mm Coil							
Power and Fuel	INR/ Coil	10	10	10	10	10	10
Power and Fuel	INR Crore	-	-	0.23	0.27	0.34	0.36
4.0mm Coil							
Power and Fuel	INR/ Coil	15	15	15	15	15	15
Power and Fuel	INR Crore	-	-	0.17	0.20	0.25	0.27
Fire Resistant Wire							
1.5mm Coil							
Power and Fuel	INR/ Coil	12	12	12	12	12	12
Power and Fuel	INR Crore	-	-	0.07	0.09	0.11	0.12
4.0mm Coil							
Power and Fuel	INR/ Coil	17	17	17	17	17	17
Power and Fuel	INR Crore	-	-	0.04	0.04	0.05	0.06
Aluminium Cables							
4x16							
Power and Fuel	INR/ Km.	1750	1750	1750	1750	1750	1750
Power and Fuel	INR Crore	-	-	0.13	0.16	0.20	0.21
3.5x120							
Power and Fuel	INR/ Km.	1950	1950	1950	1950	1950	1950
Power and Fuel	INR Crore	-	-	0.06	0.07	0.09	0.09
3.5x185							
Power and Fuel	INR/ Km.	2250	2250	2250	2250	2250	2250
Power and Fuel	INR Crore	-	-	0.07	0.08	0.10	0.11
Solar Cables							
4.0mm							
Power and Fuel	INR/ Km.	350	350	350	350	350	350
Power and Fuel	INR Crore	-	-	0.05	0.06	0.08	0.08
6.0mm							
Power and Fuel	INR/ Km.	550	550	550	550	550	550
Power and Fuel	INR Crore	-	-	0.08	0.10	0.12	0.13
Power and Fuel	**INR Crore**	**-**	**-**	**0.89**	**1.07**	**1.34**	**1.43**

Source: D&B India Estimates

Other Expenses

The other expenses as considered include the other manufacturing expenses like –

- Repairs and maintenance cost,
- Material handling and transport
- Insurance cost of factory premises
- Testing and laboratory cost
- Quality assurance related costs, etc.

The other expenses as considered are based on experience of PWPL in manufacturing of these products or getting these manufactured through job works.

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Existing Unit							
House Wire							
1.5mm Coil							
Other Expenses	INR/ Coil	18	18	18	18	18	18
Other Expenses	INR Crore	1.19	1.38	1.46	1.54	1.54	1.54
4.0mm Coil							
Other Expenses	INR/ Coil	23	23	23	23	23	23
Other Expenses	INR Crore	0.51	0.59	0.62	0.66	0.66	0.66
Other Expenses	**INR Crore**	**1.69**	**1.96**	**2.08**	**2.19**	**2.19**	**2.19**
New Unit							
House Wire							
1.5mm Coil							
Other Expenses	INR/ Coil	18	18	18	18	18	18
Other Expenses	INR Crore	-	-	0.41	0.49	0.61	0.65
4.0mm Coil							
Other Expenses	INR/ Coil	23	23	23	23	23	23
Other Expenses	INR Crore	-	-	0.26	0.31	0.39	0.41
Fire Resistant Wire							
1.5mm Coil							
Other Expenses	INR/ Coil	21	21	21	21	21	21
Other Expenses	INR Crore	-	-	0.13	0.15	0.19	0.20
4.0mm Coil							
Other Expenses	INR/ Coil	26	26	26	26	26	26
Other Expenses	INR Crore	-	-	0.05	0.07	0.08	0.09
Aluminium Cables							
4x16							
Other Expenses	INR/ Km.	750	750	750	750	750	750
Other Expenses	INR Crore	-	-	0.06	0.07	0.08	0.09
3.5x120							
Other Expenses	INR/ Km.	950	950	950	950	950	950
Other Expenses	INR Crore	-	-	0.03	0.03	0.04	0.05
3.5x185							
Other Expenses	INR/ Km.	1250	1250	1250	1250	1250	1250
Other Expenses	INR Crore	-	-	0.04	0.05	0.06	0.06
Solar Cables							
4.0mm							
Other Expenses	INR/ Km.	225	225	225	225	225	225
Other Expenses	INR Crore	-	-	0.03	0.04	0.05	0.05
6.0mm							
Other Expenses	INR/ Km.	350	350	350	350	350	350
Other Expenses	INR Crore	-	-	0.05	0.06	0.08	0.08
Other Expenses	**INR Crore**	**-**	**-**	**1.05**	**1.26**	**1.58**	**1.68**

Source: D&B India Estimates

Manpower Cost

The total manpower requirement of the new factory at peak 95% capacity utilisation level, considering 300 days of operations is between 235-240 personnel, with major increase in unskilled and skilled labour segment. The Company plans to ramp up the manpower required for the unit, as and when the utilisation level increases. Provided below is the manpower ramp up plan as proposed by the Company.

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Manpower Requirement							
Factory Manpower							
General Manager	Nos.			1	1	1	1
Manager	Nos.			2	3	4	5
Asst, Manager	Nos.			4	5	6	7
In-Charge	Nos.			3	3	4	4
Engineer	Nos.			6	6	8	8
Supervisor	Nos.			3	4	5	6
Operators/ Skilled Labour	Nos.			50	52	70	75
Semi-Skilled	Nos.			20	21	28	30
Unskilled	Nos.			42	42	42	42
Sales Team							
Regional Head	Nos.			2	2	2	2
Branch Head	Nos.			3	3	3	3
Business Development Manager	Nos.			27	27	27	27
Sales Executive	Nos.			22	22	22	22
Manpower - New Unit	**Nos.**			**185**	**191**	**222**	**232**
Monthly Salaries							
Factory Manpower							
General Manager	INR/ Month	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000
Manager	INR/ Month	75,000	75,000	75,000	75,000	75,000	75,000
Asst, Manager	INR/ Month	40,000	40,000	40,000	40,000	40,000	40,000
In-Charge	INR/ Month	35,000	35,000	35,000	35,000	35,000	35,000
Engineer	INR/ Month	30,000	30,000	30,000	30,000	30,000	30,000
Supervisor	INR/ Month	25,000	25,000	25,000	25,000	25,000	25,000
Operators/ Skilled Labour	INR/ Month	17,000	17,000	17,000	17,000	17,000	17,000
Semi-Skilled	INR/ Month	12,000	12,000	12,000	12,000	12,000	12,000
Unskilled	INR/ Month	9,100	9,100	9,100	9,100	9,100	9,100
Sales Team							
Regional Head	INR/ Month	1,25,000	1,25,000	1,25,000	1,25,000	1,25,000	1,25,000
Branch Head	INR/ Month	90,000	90,000	90,000	90,000	90,000	90,000
Business Development Manager	INR/ Month	75,000	75,000	75,000	75,000	75,000	75,000
Sales Executive	INR/ Month	40,000	40,000	40,000	40,000	40,000	40,000
Growth Rate	%			0%	0%	0%	0%
Benefits	%	8%	8%	8%	8%	8%	8%
Manpower Cost - New Unit	**INR Crore**	**-**	**-**	**7.34**	**7.59**	**8.40**	**8.72**
Manpower Cost - Old Unit	**INR Crore**	**7.04**	**7.39**	**7.76**	**8.15**	**8.31**	**8.31**

Source: PWPL and D&B India Estimates

Fixed Costs

The fixed costs i.e. the administrative expenses and selling and distribution expenses have been considered in line with past experience of the Company in operating the existing unit. The fixed cost have been considered as a percentage of sale and have been summarized in the table below –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Administrative Expenses	%	4.00%	3.75%	3.50%	3.15%	3.05%	3.00%

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Selling and Distribution Cost	%	3.00%	2.75%	2.25%	2.15%	2.15%	2.15%
Administrative Expenses	INR Crore	7.02	7.30	11.20	11.81	12.72	13.09
Administrative Expenses	INR Crore	5.26	5.36	7.20	8.06	8.97	9.38

Source: PWPL and D&B India Estimates

Working Capital Assessment

The inventory holding norms as considered have been provided by the Company, based on its experience in operating the existing unit –

Description	Unit	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Raw Material	Days	15	15	15	15	15	15
Stores and Consumables	Days	45	45	45	45	45	45
WIP	Days	6	6	6	6	6	6
Finished Goods	Days	50	50	50	50	50	50
Debtors	Days	100	95	95	95	95	95
Trade Creditors	Days	30	30	30	30	30	30
Expense Creditors	Days	30	30	30	30	30	30

Source: D&B India Estimates

The calculation Fund Based Working Capital required are detailed in the exhibit below:

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Raw Material	5.64	6.35	10.89	12.12	13.46	13.94
Stores and Consumables	0.27	0.31	0.62	0.70	0.79	0.82
Work in Progress	2.36	2.65	4.56	5.07	5.63	5.82
Finished Goods	22.15	24.70	42.57	47.11	52.16	53.96
Debtors	48.08	50.69	83.30	97.60	108.53	113.55
Current Assets	**78.50**	**84.69**	**141.94**	**162.59**	**180.56**	**188.10**
Trade Creditors	11.47	12.91	22.19	24.70	27.45	28.43
Expense Creditors	1.42	1.51	2.75	2.92	3.16	3.24
Current Liabilities	**12.89**	**14.42**	**24.94**	**27.62**	**30.61**	**31.67**
Working Capital Gap	65.61	70.28	117.00	134.97	149.95	156.43
Margin Money	16.40	17.57	29.25	33.74	37.49	39.11
Eligibility Level	49.21	52.71	87.75	101.23	112.47	117.32
Bank Borrowing	**32.00**	**32.00**	**35.00**	**35.00**	**35.00**	**35.00**
Utilisation Level	95%	80%	80%	80%	80%	80%
Actual Borrowing	30.40	25.60	28.00	28.00	28.00	28.00
Interest Rate	9.50%	9.50%	9.50%	9.50%	9.50%	9.50%
Interest For Period	2.89	2.43	2.66	2.66	2.66	2.66

Source: D&B India Estimates

Here it should be noted that PWPL already has a sanctioned limit of INR 32.00 Cr. for working capital. However part of the funds from IPO i.e. INR 16.70 Crore will be utilized by the Company to shore up the working capital requirement of Company, hence D&B India has considered lower utilization rate of the sanctioned limit, as Company would not be requiring application of complete limits in future.

EBDITA and EBDITA Margin

The EBDITA and EBDITA margin of the Project based on the assumptions mentioned above is estimated as presented in the table below –

All Figures in Crores								
Description	Audited		Projections					
	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Revenue From Operation	159.14	145.38	175.48	194.75	320.05	374.98	416.98	436.28
Other Income	0.20	0.22	0.22	0.22	0.22	0.22	0.22	0.22
Net Revenue	**159.34**	**145.59**	**175.69**	**194.97**	**320.27**	**375.20**	**417.20**	**436.49**
Variable Cost								
Raw Material	125.57	113.07	137.35	154.51	264.96	294.83	327.56	339.23
Stores and Consumables			2.22	2.52	5.02	5.65	6.38	6.62
Power and Fuel	1.36	1.05	1.04	1.18	2.11	2.35	2.62	2.71
Other Expenses	5.63	0.84	1.78	2.02	3.13	3.46	3.77	3.88
Manpower Cost	9.81	6.87	7.04	7.39	15.11	15.74	16.71	17.03
Total Variable Cost	**142.37**	**121.82**	**149.43**	**167.63**	**290.33**	**322.03**	**357.05**	**369.48**
Opening Stock -WIP	1.50	1.51	2.65	2.36	2.65	4.56	5.07	5.63
Sub-Total	**143.87**	**123.33**	**152.08**	**169.98**	**292.98**	**326.59**	**362.12**	**375.10**
Closing Stock -WIP	1.51	2.65	2.36	2.65	4.56	5.07	5.63	5.82
Opening Stock - FG	17.18	21.69	20.94	22.15	24.70	42.57	47.11	52.16
Sub-Total	**159.54**	**142.37**	**170.66**	**189.49**	**313.11**	**364.09**	**403.60**	**421.43**
Closing Stock -FG	21.69	20.94	22.15	24.70	42.57	47.11	52.16	53.96
Cost of Production	**137.85**	**121.43**	**148.51**	**164.79**	**270.54**	**316.98**	**351.45**	**367.47**
Fixed Costs								
Administrative Expenses	5.73	7.83	7.02	7.30	11.20	11.81	12.72	13.09
Selling and Distribution Expense	5.07	5.00	5.26	5.36	7.20	8.06	8.97	9.38
IPO Expense Amortisation					2.00	2.00	2.00	2.00
Fixed Costs	**10.80**	**12.83**	**12.28**	**12.66**	**20.40**	**21.87**	**23.68**	**24.47**
Total Operating Cost	**148.65**	**134.26**	**160.79**	**177.45**	**290.95**	**338.85**	**375.13**	**391.94**
EBIDTA	**10.69**	**11.34**	**14.90**	**17.52**	**29.32**	**36.35**	**42.07**	**44.56**
EBIDTA Margin	**6.71%**	**7.79%**	**8.48%**	**8.98%**	**9.15%**	**9.69%**	**10.08%**	**10.21%**

Source: D&B India Estimates

As discussed in previous section of the report, wire and cable industry is one of the industries, where established brands are able to charge premium as compared to smaller/ unorganized segment units. Plaza Cables has been built into a brand through constant efforts of Promoters and Management Team of PWPL. This aspect has been considered by D&B India and the EBDITA Margins of the Company is expected to improve in future as reflects in table above.

D&B India is of the opinion that the projections are to be made on fixed pricing model. The main reason for this is that though there is a marginal impact on the EBITDA margin% in case of incremental selling price and similar impact in OPEX is provided, but the absolute EBITDA values will show an inflated value. Thus, D&B India opines that the fixed pricing model is the appropriate approach as a conservative approximation considered for the base case assessment.

Thus in such case where both selling price and OPEX cost increases in tandem will only improve the viability of the project.

Depreciation Rates

The depreciation rates as considered by D&B India have been presented in the exhibit below –

Depreciation Rate - The Company Act - SLM		
Land and Land Development	%	0.00%
Building and Civil Works	%	3.34%
Plant and Machinery	%	4.75%
Miscellaneous Fixed Assets	%	4.75%
Depreciation Rate - Income Tax Act - WDV		
Land and Land Development	%	0.00%
Building and Civil Works	%	10.00%
Plant and Machinery	%	15.00%
Miscellaneous Fixed Assets	%	15.00%

Source: D&B India Estimates

Income Tax Rates

The income tax rates as estimated based on the level of profit before tax, have been presented in the exhibit –

All Figures in Cr.						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Basic Rate	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%
Surcharge	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Cess	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
Effective Corporate Tax	29.12%	29.12%	29.12%	29.12%	29.12%	29.12%

Source: D&B India Estimates

Financial Highlights

The financial highlights of the project as estimated by D&B India have been presented in the table below –

All Figures in INR Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Total Income	175.48	194.75	320.05	374.98	416.98	436.28
EBIDTA	14.90	17.52	29.32	36.35	42.07	44.56
EBIDTA	8.49%	8.99%	9.16%	9.69%	10.09%	10.21%
PAT	6.67	9.74	17.51	22.30	26.00	28.02
PAT	3.80%	5.00%	5.47%	5.95%	6.24%	6.42%
Contribution	26.97	29.96	49.51	58.00	65.53	68.81
Contribution Margin	15.37%	15.38%	15.47%	15.47%	15.72%	15.77%
Total Fixed Cost (incl Int and Dep)	17.06	16.57	25.82	27.29	29.29	29.83
Break Even Sales	111.02	107.69	166.90	176.45	186.38	189.16
Break Even Margin	63.27%	55.30%	52.15%	47.05%	44.70%	43.36%
Cash Break Even	103.29	99.97	150.79	160.34	169.11	173.06
Cash Break Even Margin	58.86%	51.33%	47.12%	42.76%	40.55%	39.67%
Equity Share Capital	3.82	3.82	3.82	3.82	3.82	3.82
Unsecured Loan from Promoters	-	-	-	-	-	-
IPO	-	60.00	60.00	60.00	60.00	60.00
Reserves and Surplus	43.18	52.93	70.43	92.74	118.74	146.76
Total Net Worth (TNW)	47.00	116.75	134.25	156.56	182.56	210.58
Term Loan	5.62	1.42	3.50	3.50	2.63	1.75
Debt-Equity Ratio	0.12	0.01	0.03	0.02	0.01	0.01
Total Outside Liabilities (TOL)	58.33	50.85	65.85	68.53	70.64	70.83
TOL/ TNW	1.24	0.44	0.49	0.44	0.39	0.34
Cash in Hand/ Bank Balance	0.63	3.35	6.03	14.85	25.71	50.92
Average DSCR	10.43					
Average ROCE	16.40%					
NPV	42.76					
IRR	26.35%					
Post Tax Cost of Capital	17.12%					

Source: D&B India Estimates

EBDITA and PAT Margin

The EBDITA margin for the Project has been ascertained at 9.63%, while the average PAT margin of the Project is 5.75%. There are other established brands in market, which have EBDITA levels in range and even better than projected by D&B India.

DSCR

Since the Company is not proposing to raise debt for undertaking the implementation of new unit, hence the DSCR of the Company is very high.

In this regard it is to be noted that Company has an existing GECL loan as per the RBI guidelines during CoVid-19 pandemic outstanding of 6.78 Cr., loan against property INR 2.75 Cr. & INR 0.58 Cr., TL on machinery of INR 0.28 Cr., Vehicle loan of INR 0.84 Cr. as on FY21 i.e. cumulative INR 11.22 Cr. which is proposed to reduce to INR 5.62 Cr. by FY22. Company proposes to avail new GECL loan of INR 3.50 Cr. in FY24 (which will have a repayment moratorium of 2 years). The Company will continue servicing these loans till all these loans are closed during FY 2026-27 –

All Figures in INR Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
PAT	6.67	9.74	8.75	22.30	26.00	28.02
Add: Depreciation	1.19	1.19	1.25	2.49	2.72	2.54
Add: Interest on TL/WCTL/FITL	0.70	0.29	0.26	0.27	0.23	0.17
Total Available (A)	**8.56**	**11.22**	**10.26**	**25.06**	**28.95**	**30.73**
Interest on TL/ WCTL/FITL	0.70	0.29	0.26	0.27	0.23	0.17
Principal Repayment	3.13	4.20	-	-	0.88	0.88
Total Obligation (B)	**3.83**	**4.49**	**0.26**	**0.27**	**1.11**	**1.04**
DSCR (A/B)	**2.23**	**2.50**	**-**	**-**	**26.10**	**29.48**
Min DSCR	**2.23**					
Average DSCR	**10.43**					

Source: D&B India Estimates

NPV and IRR

The NPV of Project is INR 42.76 Crore, while the IRR at 26.35% is higher than Weighted Average Cost of Capital at 17.12%, indicating the Project is financially viable.

Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Initial Cashflow						
Initial Outflow	(49.09)		(60.00)			
Increase in working capital	(31.76)					
Total (a)	**(80.85)**	**-**	**(60.00)**	**-**	**-**	**-**
Operating Cashflow						
PAT	6.67	9.74	17.51	22.30	26.00	28.02
Depreciation	1.19	1.19	2.49	2.49	2.72	2.54
Interest Coverage	2.63	1.95	2.14	2.11	2.06	2.02
Total (b)	**10.49**	**12.88**	**22.14**	**26.91**	**30.78**	**32.58**
Terminal Cashflow						
Salvage Value						
Release of Working Capital						
Terminal Value	**-**	**-**	**-**	**-**	**-**	**-**
Net Cash inflow	**(70.36)**	**12.88**	**(37.86)**	**26.91**	**30.78**	**32.58**
NPV	**42.76**					
IRR (after tax)	**26.35%**					

Source: D&B India Estimates

Here it should be noted that D&B India has calculated the NPV and IRR for longer duration, however at behest of the Company, the calculation has been shown for next 5 years only.

Loans	Amount	ROI	Tax Rate	Post tax cost of capital (%)	Proportion	WACC
Equity and Reserves	3.82	18.00%		18.00%	5.50%	0.99%
IPO	60.00	18.00%		18.00%	86.40%	15.55%
Term Loan	5.62	10.00%	28.24%	7.18%	8.10%	0.58%
Total	**69.44**					**17.12%**

Break-Even Point

The break-even point as estimated for the Project has been presented in the table below –

All Figures in INR Cr.						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Contribution	26.97	29.96	49.51	58.00	65.53	68.81
Contribution Margin	15.37%	15.38%	15.47%	15.47%	15.72%	15.77%
Break Even Sales	17.06	16.57	25.82	27.29	29.29	29.83
Break Even Margin	111.02	107.69	166.90	176.45	186.38	189.16
Cash Break Even	63.27%	55.30%	52.15%	47.05%	44.70%	43.36%
Cash Break Even Margin	103.29	99.97	150.79	160.34	169.11	173.06

Source: D&B India Estimates

Sensitivity Analysis

A sensitivity analysis was carried out to assess the impact of the following scenarios on the major financial parameters.

Description	NPV	IRR	WACC	Min Avg. DSCR	Avg. DSCR
	INR Cr.	%	%	Ratio	Ratio
Base Case	42.76	26.35%	17.12%	2.23	10.43
5% decrease in utilisation	33.78	24.46%	17.12%	2.06	9.68
2.5% decrease in selling prices	17.84	20.92%	17.13%	1.53	7.93
4.0% decrease in selling prices	2.85	17.73%	17.13%	1.11	6.43
2.5% increase in raw material cost	23.64	22.14%	17.13%	1.76	8.44
5.0% increase in raw material cost	4.64	18.10%	17.13%	1.28	6.46
10% increase in hardware cost	43.16	26.42%	17.12%	2.23	10.45

Source: D&B India Estimates

Reviewing the sensitivity analysis as undertaken, it is observed that the critical financial parameters like Min. DSCR and Avg. DSCR are susceptible to 4% decrease in selling prices and 5% increase in raw material cost. Avg. DSCR of the Project remains above 6.43 in all adverse scenarios indicating the repayment capability of the Project remains intact.

Risk Analysis and Mitigation Measures

The risk analysis and expected mitigation measures for the same have been provided below –

Risk Factor	Risk Bearer	Remark/ Mitigation Measure
Experience and Capability Related Risk	PWPL	The Management of the Company are already involved in business of manufacturing wires and cables for housing purpose and have developed a brand name for Company. With the proposed expansion, the Company will be further diversifying the product range already available. Hence experience and capability related risk is not associated with the Project.
Funding Risk	PWPL	D&B India notes that the Company is proposing to launch an IPO to fund the Project and increase in working capital requirement as well. Hence there is a funding related risk associated with the Project, till the time the IPO is launched, and financial closure is actually achieved.
Time Overrun Risk	PWPL	D&B India notes that most of the machinery proposed to be installed at site will be plug and play devices/ equipment/ machines and will be independent of each other. Hence can be installed within a month of reaching the site, provided the building and civil works is completed. The Company will commence the building and civil works by infusing own funds, till the IPO is launched and subscribed. Further a cushion of 3 months has been considered while undertaking the financial analysis. Hence time over-run is not envisaged for the project.
Cost Overrun Risk	PWPL	The Company has already received firm quotation from various vendors of services and machinery/ equipment. Further a contingency of 5% on the hardware cost has been considered, which will be taking care of any escalation in commodity prices like cement and steel during the course of implementation of the Project. Hence cost over-run risk is not envisaged for the Project.

Risk Factor	Risk Bearer	Remark/ Mitigation Measure
Technology Risk	PWPL	D&B India notes that wire and cable drawing is a well-established technology with several plants based on these technologies already operational across the country. The plant & machinery are being proposed to be sourced from reputed suppliers and knows sources of supplying similar equipment to successfully operating manufacturing units. Hence technology risk is not associated with the Project, as the technology is well tested.
Operation Risk	PWPL	The Company is already operational over a decade in the manufacturing of wires and cables and have established a brand name predominately in Northern India market. Thus have adequate operational and technical competence. With the new expansion the Company need to ensure to implement the similar sort of operational and technical capability as the Company is proposing to introduce new product lines and planning to expand market share in other parts of domestic market. Considering the new project will be implemented in Baddi region only, it is envisaged that PWPL can source the required manpower, power, water and other utilities with ease based on present experience for uninterrupted operational efficiency.
Market Risk	PWPL	Based on the market assessment undertaken by D&B India, it is understood that there is ample amount of demand in the country for the products proposed to be manufactured at the new facility. Also, Plaza Cables is a well-established brand in the market and hence the Company is considering diversification in terms of product line and geography as well. Hence market related risk is not associated with the Project.
Pricing Risk	PWPL	Based on the market research undertaken by D&B India, along with limited primary survey of whole-seller, dealers and traders in North India, it is understood that established brands in market charge premium, which is paid by the customers/ end-users.

Risk Factor	Risk Bearer	Remark/ Mitigation Measure
		Plaza Cables being an established brand will also be in position to charge premium on its products and hence will have surplus margins available. Further a sensitivity analysis was also undertaken considering 2.50% and 4.00% decrease in selling price and 2.50% and 5.00% increase in raw material prices and still the Company remains viable. Hence pricing related risk is not envisaged for the Project.
Raw Material Sourcing Risk	PWPL	The basic raw material for the Company will be copper and aluminium rods, which will be drawn into wires and cables, as per the product specification. The Company being already dealing with souring these raw materials through their existing set-up have established dealer and supplier network. Company can enter into forward contracts with the suppliers based on order book and marketing strategy based on production plan to mitigate the price fluctuation in the raw material being predominately commodity products.
Statutory Approvals Risk	PWPL	The Company already has approvals and clearances for the existing unit, which are renewed by the Company from time to time, with lapses. The Company will be required to file for various approvals for the new facility. However, wire and cable manufacturing is not considered an environmentally polluting industry and hence PWPL should not face issues in acquiring the necessary approvals and clearances for the new facility.
Force Majeure Risk	PWPL	The lenders may insist upon the Company to take adequate insurance cover for insurable Force Majeure risks.

SWOT Analysis

Strength	Weakness
• The Promoters and the Manager of PWPL has ample amount of experience in manufacturing and marketing of wire and cables. • The Company has been able to successfully establish a brand name for itself in the market • The Management of the Company is good mixture of youth and experience. • The Company remained profitable during the pandemic period, indicating fair financial capability • PWPL has established network of dealers and whole-sellers, which will be leveraged by the Company to market new products. • Unit is located near to state and national highway which strengthen the transportability of finished goods.	• The raw material prices i.e. of the copper rods/ aluminium rods are volatile in nature • PWPL need to ensure that required statutory approval for the expansion project needs to be in place on timely manner for smooth implementation and attainment of timely commercial operation date.
Opportunity	**Threat**
• The increasing awareness amongst the people in general about the wiring and cables in houses, office etc. • Demand for fire-resistant cables, which effectively reduce the chances of electrical fire on account of short-circuit • Opportunity for the Company to increase its presence across the country, instead of focus in only North and West Indian markets.	• The generic threat of global and domestic slow down on account of recessionary trend in the markets • Threat from new entrants is existential in the wire and cables industry

Conclusion

The objective of the study was to assess techno economic viability of proposed new wire and cables manufacturing unit of Plaza Wires Private Limited, located at Solan in Himachal Pradesh. D&B India has assessed the techno economic viability of the project based on the data provided by the Company and other market information based on secondary research.

While assessing the techno economic viability of the project, D&B India considered the following major factors:

- Appropriateness of the infrastructure available at the PWPL facilities.
- Appropriateness from market point of view.
- Reasonableness of the Project Cost.
- Economic viability of the Company.

Technical Assessment

Land

The Company has acquired 10 Bigha of land at Khewat / Khatauni no. 99/109, and Khasra no. 78/2, Kikat-(1), Hadbast no.-197) Solan, Himachal Pradesh, for purpose of undertaking the implementation of the new unit.

Installed Capacity

Post completion of the proposed project, the installed capacity of various lines operational will be –

1. 12,00,000 Coils Per Annum (4,000 Coils per Day) of house wire manufacturing at existing unit at Baddi
2. 6,75,000 Coils Per Annum (2,250 Coils per Day) of house wire manufacturing at new unit
3. 1,62,000 Coils Per Annum (540 Coils per Day) of fire-resistant wires and cable at new unit
4. 2,700 Kilometres (Km) Per Annum of Aluminium Cables (LT Cables) at new unit
5. 6,000 Km Per Annum of Solar Cables manufacturing at new unit

Layout

Based on review of the layout and site visit undertaken by personnel from D&B India, it is understood that the layout is sufficient for free movement of manpower and material across the facility. Also, that there is ample amount of space available with the unit for expansion project.

Raw Materials

The basic raw material for the Company will be copper and aluminium rods, which will be drawn into wires and cables, as per the product specification. PWPL can easily purchase the required quantity of copper and aluminium rods from the domestic markets, which have suppliers like –

Copper Rods

1. TDT Copper Limited

2. Hindustan Ferro Alloys Industries Private Limited
3. Hindalco Group
4. Krishna Copper Limited, to name a few

Aluminium Rod

1. Vendanta Group
2. NALCO
3. Hindalco Group, to name a few

Apart from the above, PWPL will also require PVC, XLPE, Tapes etc., which are readily available in the local markets.

Power

Based on the discussions with the Management of the Company, D&B India understands that the Company will be procuring the power from the Himachal Pradesh Electricity Board. Since the new facility will also be located in industrial belt, hence D&B India does not see problems in the Company getting the temporary connection for construction works and permanent connection, when the unit becomes operational.

Water

D&B India notes that the process of drawing wire from copper/ aluminium rods is not a water intensive process, albeit most of the water requirement for the Project will be primarily for the housekeeping purpose. The Company plans to have borewells at site for procurement of water from underground water table.

Manpower

Based on the discussions with the Management of the Company, D&B India understands that the Company will be ramping up the manpower at the new unit, as an when it achieves higher capacity utilization level. At peak capacity utilization level of 95%, with 300 days of working, the total manpower requirement would be between 235-240 personnel.

Implementation Schedule

D&B India had sought a detailed implementation schedule from the Company for review purpose, however the same was not available till the time of completion of the report. However based on discussion with the Management of the Company, D&B India under stands that the target date of achieving commercial operations has been set at 1st April 2023. This is taking into consideration cushion period of 3 months.

Statutory Approvals

The Company already has all the necessary approvals and clearances in place for the existing unit and these approvals and clearances are renewed by the Company from time to time.

The Company is yet to start the process of acquiring the approvals and clearances for the proposed new unit and the process for same is expected to start shortly. All approvals can be obtained through Himachal Pradesh Single Window Clearance system.

Financial Assessment

- The EBDITA margin during FY22-FY27 for the Project has been ascertained at 9.63%, while the average PAT margin of the Project is 5.75%
- The NPV of Project is INR 42.76 Crore, which the IRR at 26.35% is higher than Weighted Average Cost of Capital at 17.12%
- The average DSCR of Project is 10.43, indicating fair repayment capability of the project.

Critical Success Factors

- **Financial Closure for IPO**

  The project implementation and execution is linked to the successful infusion of funds through the IPO. The land acquisition is complete through internal accrual and preliminary building & civil works is proposed to be funded through internal accrual. The balance fund requirement of INR 33.68 Cr. towards the expansion project is to be sourced through IPO infusion. Thus timely completion of IPO process and financial closure is critical.

- **The Company should plan to deploy standard operating practices & good management practices**

  The Company have experience in wire and cables industry. They will have to deploy the standard operating practices for the project which are followed in the industry and ensure employment, training & retaining of qualified & experienced people to run the project.

- **Approvals**

  The Company needs to renew and amend the necessary approval from time to time for smooth progress of the project as well as new statutory approvals required for the expansion project needs to be secured in timely manner.

Economic Viability

PWPL is proposing to undertake implementation of new wire and cable manufacturing unit located about 10 Km from its exiting unit at Solan in Himachal Pradesh. The Project Cost of setting up the new facility has been estimated at INR 36.07 Cr. and the same will be funded through Initial Public Offer, that PWPL is proposing.

The NPV of Project is INR 42.76 Crore, while the IRR at 26.35% is higher than Weighted Average Cost of Capital at 17.12%, indicating the Project is financially viable.

Subject to the above assessment, risk and SWOT analysis, achievement of the critical success factors and the impact of various scenarios as envisaged under sensitivity analysis study, the proposed Project of the Company is viewed as technically feasible and economically viable.

Annexure

Annexure 1: Projected P&L Statement

All Figures in Crores								
Description	Audited		Projections					
	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Revenue From Operation	159.14	145.38	175.48	194.75	320.05	374.98	416.98	436.28
Other Income	0.20	0.22	0.22	0.22	0.22	0.22	0.22	0.22
Net Revenue	**159.34**	**145.59**	**175.69**	**194.97**	**320.27**	**375.20**	**417.20**	**436.49**
Variable Cost								
Raw Material	125.57	113.07	137.35	154.51	264.96	294.83	327.56	339.23
Stores and Consumables			2.22	2.52	5.02	5.65	6.38	6.62
Power and Fuel	1.36	1.05	1.04	1.18	2.11	2.35	2.62	2.71
Other Expenses	5.63	0.84	1.78	2.02	3.13	3.46	3.77	3.88
Manpower Cost	9.81	6.87	7.04	7.39	15.11	15.74	16.71	17.03
Total Variable Cost	**142.37**	**121.82**	**149.43**	**167.63**	**290.33**	**322.03**	**357.05**	**369.48**
Opening Stock -WIP	1.50	1.51	2.65	2.36	2.65	4.56	5.07	5.63
Sub-Total	**143.87**	**123.33**	**152.08**	**169.98**	**292.98**	**326.59**	**362.12**	**375.10**
Closing Stock -WIP	1.51	2.65	2.36	2.65	4.56	5.07	5.63	5.82
Opening Stock - FG	17.18	21.69	20.94	22.15	24.70	42.57	47.11	52.16
Sub-Total	**159.54**	**142.37**	**170.66**	**189.49**	**313.11**	**364.09**	**403.60**	**421.43**
Closing Stock -FG	21.69	20.94	22.15	24.70	42.57	47.11	52.16	53.96
Cost of Production	**137.85**	**121.43**	**148.51**	**164.79**	**270.54**	**316.98**	**351.45**	**367.47**
Fixed Costs								
Administrative Expenses	5.73	7.83	7.02	7.30	11.20	11.81	12.72	13.09
Selling and Distribution Expense	5.07	5.00	5.26	5.36	7.20	8.06	8.97	9.38
IPO Expense Amortisation					2.00	2.00	2.00	2.00
Fixed Costs	**10.80**	**12.83**	**12.28**	**12.66**	**20.40**	**21.87**	**23.68**	**24.47**
Total Operating Cost	**148.65**	**134.26**	**160.79**	**177.45**	**290.95**	**338.85**	**375.13**	**391.94**
EBIDTA	**10.69**	**11.34**	**14.90**	**17.52**	**29.32**	**36.35**	**42.07**	**44.56**
EBIDTA Margin	**6.71%**	**7.79%**	**8.48%**	**8.98%**	**9.15%**	**9.69%**	**10.08%**	**10.21%**
Other Expenses								
Depreciation	1.03	1.06	1.19	1.19	2.49	2.49	2.72	2.54
Interest on Term Loan			0.70	0.29	0.26	0.27	0.23	0.17
Interest on Working Capital Loan	4.05	3.74	2.89	2.43	2.66	2.66	2.66	2.66
Expenses Written Off	0.15	0.06						
Non-Operating Expense			1.00					
Total Other Expense	**5.22**	**4.86**	**5.78**	**3.91**	**5.41**	**5.42**	**5.61**	**5.37**
Total Expenditure	**153.87**	**139.12**	**166.57**	**181.36**	**296.36**	**344.27**	**380.74**	**397.30**
Profit Before Tax	**5.47**	**6.47**	**9.12**	**13.61**	**23.91**	**30.93**	**36.46**	**39.19**
Applicable tax	1.44	1.78	2.45	3.87	6.40	8.62	10.45	11.17
Profit After Tax	**4.03**	**4.69**	**6.67**	**9.74**	**17.51**	**22.30**	**26.00**	**28.02**
PAT Margin	2.53%	3.22%	3.80%	5.00%	5.47%	5.94%	6.23%	6.42%

Annexure 2: Balance Sheet Statement

All Figures in INR Crores								
Description	Audited		Projections					
	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Sources of Funds								
Shareholder's Funds								
Equity Share Capital	3.82	3.82	3.82	3.82	3.82	3.82	3.82	3.82
IPO			-	60.00	60.00	60.00	60.00	60.00
Reserves and Surplus	31.82	36.51	43.18	52.93	70.43	92.74	118.74	146.76
Total Shareholder Funds	**35.64**	**40.33**	**47.00**	**116.75**	**134.25**	**156.56**	**182.56**	**210.58**
Loan Funds								
Term Loan	4.96	8.76	5.62	1.42	3.50	3.50	2.63	1.75
Working Capital Loan	30.18	31.76	30.40	25.60	28.00	28.00	28.00	28.00
Unsecured Loan								
Total Loan Funds	**35.14**	**40.52**	**36.02**	**27.02**	**31.50**	**31.50**	**30.63**	**29.75**
Deferred Tax Net	0.78	0.84	0.84	0.84	0.84	0.84	0.84	0.84
Other Term Liabilities	1.26	1.15	1.15	1.15	1.15	1.15	1.15	1.15
Total Sources of Funds	**72.83**	**82.83**	**85.01**	**145.75**	**167.74**	**190.04**	**215.17**	**242.31**
Application of Funds								
Gross Fixed Assets		25.35	28.43	50.05	50.05	50.05	54.05	54.05
Cumulative Depreciation		5.60	6.79	7.98	10.47	12.96	15.68	18.22
Net Fixed Assets	**19.64**	**19.74**	**21.64**	**42.07**	**39.58**	**37.09**	**38.37**	**35.83**
Intangibles	0.24			-				
Investments (For Working capital & GCP)				22.93				
Long Term Advances	**0.35**	**0.28**	0.28	0.28	0.28	0.28	0.28	0.28
Long Term FDR		**1.03**	1.11	1.11	1.11	1.11	1.11	1.11
Unamortised IPO Costs				10.00	8.00	6.00	4.00	2.00
Current Assets								
Inventories	29.17	28.61	30.43	34.00	58.64	64.99	72.03	74.55
Debtors/ Receivables	30.74	47.72	48.08	50.69	83.30	97.60	108.53	113.55
Cash and Bank Balance	1.07	0.01	0.63	3.35	6.03	14.85	25.71	50.92
Other Current Assets	8.14	3.17	3.17	3.17	3.17	3.17	3.17	3.17
Total Current Assets	**69.12**	**79.51**	**82.31**	**91.21**	**151.14**	**180.61**	**209.44**	**242.19**
Trade Creditors	9.33	10.29	11.47	12.91	22.19	24.70	27.45	28.43
Expense Creditors			1.42	1.51	2.75	2.92	3.16	3.24
Other Current Liabilities	7.20	7.43	7.43	7.43	7.43	7.43	7.43	7.43
Total Current Liabilities	**16.53**	**17.72**	**20.32**	**21.85**	**32.37**	**35.05**	**38.04**	**39.10**
Net Current Assets	**52.60**	**61.79**	**61.98**	**69.36**	**118.77**	**145.56**	**171.41**	**203.09**
Miscellaneous Expenses Written Off								
Total Application of Funds	**72.83**	**82.83**	**85.01**	**145.75**	**167.74**	**190.04**	**215.17**	**242.31**

*IPO net proceeds INR. 50 Cr is estimated after deduction of IPO Expenditure from IPO Amount

Annexure 3: Cash Flow Statement

Description	31-Mar-22	31-Mar-23	31-Mar-24	31-Mar-25	31-Mar-26	31-Mar-27
Sources of Cash						
Profit After Tax	6.67	9.74	17.51	22.30	26.00	28.02
Depreciation	1.19	1.19	2.49	2.49	2.72	2.54
IPO Expense Amortisation	-	-	2.00	2.00	2.00	2.00
Increase in IPO	-	60.00	-	-	-	-
Increase in TL	-	-	2.08	-	-	-
Increase in Working Capital Loan	-	-	2.40	-	-	-
Increase in Trade Creditors	1.18	1.44	9.28	2.51	2.75	0.98
Increase in Expense Creditors	1.42	0.09	1.24	0.17	0.24	0.08
Decrease in Investments	-	-	22.93	-	-	-
Total Sources of Cash	**10.46**	**72.46**	**59.93**	**29.47**	**33.71**	**33.62**
Application of Cash						
Decrease in Equity Share Capital	-	-	-	-	-	-
Payment of IPO Expenses	-	10.00				
Decrease in TL	3.13	4.20	-	-	0.88	0.88
Decrease in Working Capital Loan	1.36	4.80	-	-	-	-
Increase in Gross Fixed Assets	3.09	21.62	-	-	4.00	-
Increase in Long Term FDR	0.08	-	-	-	-	-
Increase in Investments	-	22.93	-	-	-	-
Increase in Inventories	1.82	3.58	24.63	6.35	7.04	2.52
Increase in Debtors	0.35	2.61	32.61	14.30	10.93	5.02
Total Application of Cash	**9.84**	**69.74**	**57.24**	**20.65**	**22.84**	**8.41**
Net Cashflow	0.63	2.71	2.68	8.82	10.86	25.21
Opening Cash Balance	0.01	0.63	3.35	6.03	14.85	25.71
Closing Cash Balance	0.63	3.35	6.03	14.85	25.71	50.92

Annexure 4: Existing Loan Repayment Schdules

GECL Existing

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Interest Rate	7.65%	7.65%	7.65%	7.65%	7.65%	7.65%
Annual Summary						
Opening Balance	6.78	3.76	0.75	-	-	-
Addition	-	-	-	-	-	-
Repayment	3.01	3.01	0.75	-	-	-
Closing Balance	3.76	0.75	-	-	-	-
Interest for Period	0.40	0.17	0.01	-	-	-

Loan Against Property-I

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Interest Rate	9.50%	9.50%	9.50%	9.50%	9.50%	9.50%
Annual Summary						
Opening Balance	2.75	1.71	0.67	-	-	-
Addition	-	-	-	-	-	-
Repayment	1.04	1.04	0.67	-	-	-
Closing Balance	1.71	0.67	-	-	-	-
Interest for Period	0.21	0.11	0.02	-	-	-

Loan Against Property-II

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Interest Rate	9.50%	9.50%	9.50%	9.50%	9.50%	9.50%
Annual Summary						
Opening Balance	0.58	-	-	-	-	-
Addition	-	-	-	-	-	-
Repayment	0.58	-	-	-	-	-
Closing Balance	-	-	-	-	-	-
Interest for Period	0.03	-	-	-	-	-

Term Loan Machinery

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Interest Rate	9.50%	9.50%	9.50%	9.50%	9.50%	9.50%
Annual Summary						
Opening Balance	0.28	-	-	-	-	-
Addition	-	-	-	-	-	-
Repayment	0.28	-	-	-	-	-
Closing Balance	-	-	-	-	-	-
Interest for Period	0.01	-	-	-	-	-

Vehicle Loan

All Figures in Crores						
Description	**31-Mar-22**	**31-Mar-23**	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**
Interest Rate	9.50%	9.50%	9.50%	9.50%	9.50%	9.50%
Annual Summary						
Opening Balance	0.84	0.17	-	-	-	-
Addition	-	-	-	-	-	-
Repayment	0.69	0.17	-	-	-	-
Closing Balance	0.15	-	-	-	-	-
Interest for Period	0.05	0.00	-	-	-	-

GECL - New

All Figures in Crores						
Description	**31-Mar-24**	**31-Mar-25**	**31-Mar-26**	**31-Mar-27**	**31-Mar-28**	**31-Mar-29**
Interest Rate	7.65%	7.65%	7.65%	7.65%	7.65%	7.65%
Annual Summary						
Opening Balance	-	3.50	3.50	2.63	1.75	0.88
Addition	3.50	-	-	-	-	-
Repayment	-	-	0.88	0.88	0.88	0.88
Closing Balance	3.50	3.50	2.63	1.75	0.88	-
Interest for Period	0.23	0.27	0.23	0.17	0.10	0.04

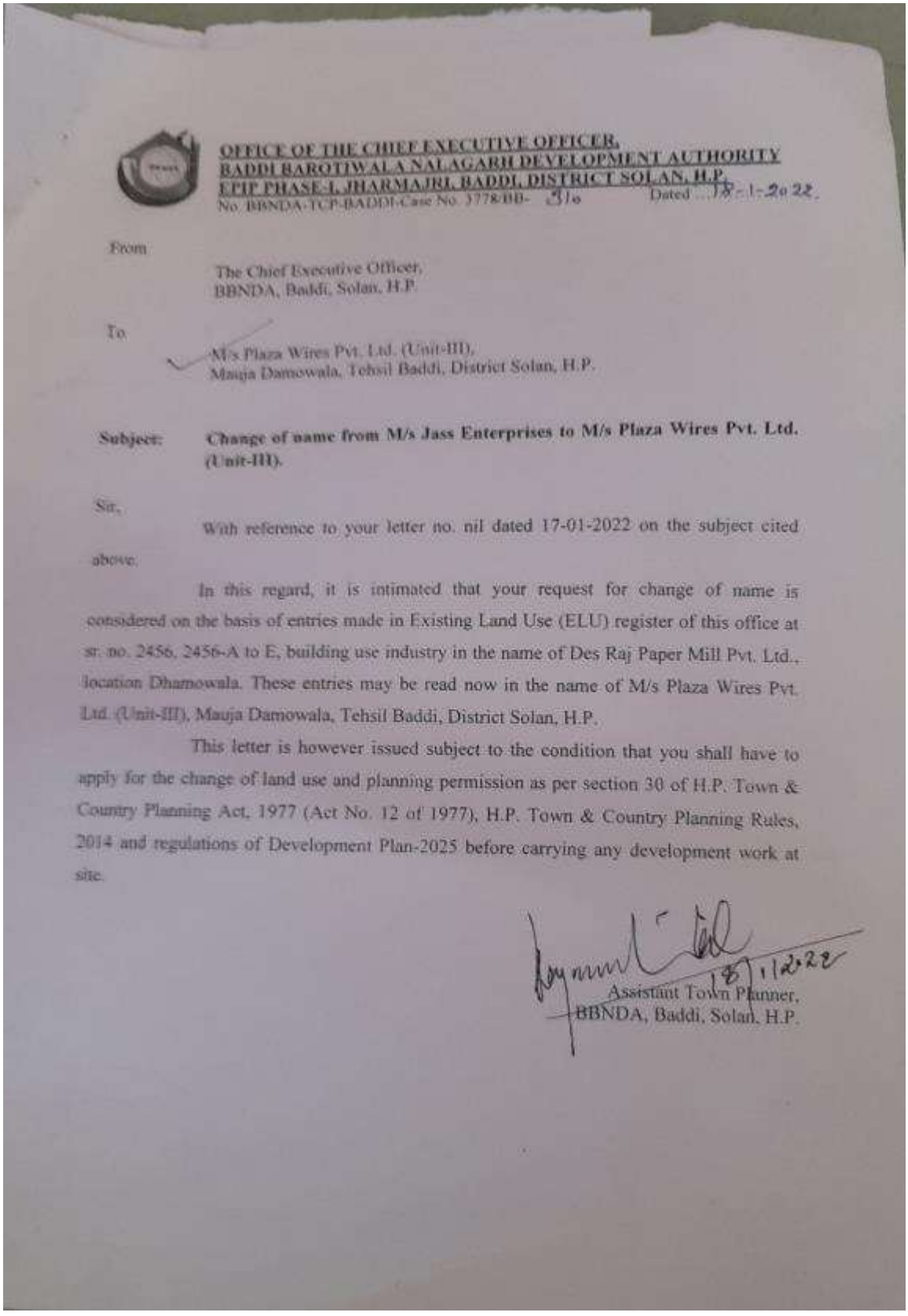
Annexure 5: Existing Plant & Machinery

S.no	Machinery particulars	Code	Make	No of M/Cs	Year of installation	Capacity Per Month	Description of m/c
	WIRE DRAWING						Rod Break Down Machines are wet slip, stepped / single capstan type & are suitable for drawing large Copper / Aluminium round wires using numbers of dies in tandem.
1	RBD M/c	RBD-01	Tomer Engineering Works	1	2016	250000 KGS	
2	Bull block Drawing M/c	BD-01	Shree Krishna	1	2004	150000 KGS	It is used to reduce the cross-section of rod by pulling the it through a single, or series of, drawing die
3	***Intermediated Drawing M/c (16 No.)***						
i)	Intermediated Drawing M/c (16 No.)	IMD-01	Shree Krishna	1	2004	45000 KGS	It is used to reduce the cross-section of a wire by pulling the wire through a single, or series of, drawing die
ii)	Intermediated Drawing M/c (16 No.)	IMD-02	Sai Engineering Works	1	2018	110000 KGS	
4	***FINE WIRE DRAWING M/C***						
i)	FINE WIRE DRAWING M/C	FWD-01	Shree Krishna	1	2011	9600 KGS	The fine wire-drawing machine consists of pointing rod, threading the pointed end through a die, and attaching the end to a drawing block.
ii)	FINE WIRE DRAWING M/C	FWD-02	Shree Krishna	1	2012	9600 KGS	
iii)	FINE WIRE DRAWING M/C	FWD-03	Shree Krishna	1	2012	9600 KGS	
iv)	FINE WIRE DRAWING M/C	FWD-04	Shree Krishna	1	2012	9600 KGS	
v)	FINE WIRE DRAWING M/C	FWD-05	Shree Krishna	1	2012	9600 KGS	
vi)	FINE WIRE DRAWING M/C	FWD-06	Shree Krishna	1	2013	9600 KGS	
vii)	FINE WIRE DRAWING M/C	FWD-07	Shree Krishna	1	2013	9600 KGS	
viii)	FINE WIRE DRAWING M/C	FWD-08	Vision Globex	1	2021	24000 KGS	
ix)	FINE WIRE DRAWING M/C	FWD-09	Tomer Engineering Works	1	2016	17000 KGS	
x)	FINE WIRE DRAWING M/C	FWD-10	Tomer Engineering Works	1	2017	17000 KGS	
xi)	FINE WIRE DRAWING M/C	FWD-11	Perfect Buy Solution	1	2021	24000 KGS	
xii)	FINE WIRE DRAWING M/C	FWD-12	Vision Globex	1	2021	24000 KGS	
5	***ANNEALER***						
i)	Annealer M/c 36 Head	AN-01	Krishna Cop Tech	1	2016	90000 KGS	The induction annealing machine is designed to anneal austenitic copper by induction,
ii)	Annealer M/c 36 Head	AN-02	Shree Krishna	1	2018	70000 KGS	
iii)	Annealer M/c 36 Head	AN-03	Vishal Industries New	1	2020	60000 KGS	

S.no	Machinery particulars	Code	Make	No of M/Cs	Year of installation	Capacity Per Month	Description of m/c
							with manual or automatic feeding.
6	***BUNCHING***						
i)	BUNCHER-1	BU-01	Jai Bhagwan Delhi	1	2004	2000 KM	The double twist bunching machine is making two twists in turn of the bow. In the double twist bunching machine the take-up bobbin or reel is installed and a bow is rotating around the pay-off
ii)	BUNCHER-2	BU-02	Jai Bhagwan Delhi	1	2004	2000 KM	
iii)	BUNCHER-3	BU-03	Jai Bhagwan Delhi	1	2004	1820 KM	
iv)	BUNCHER-4	BU-04	Machino Tech	1	2004	2600 KM	
v)	BUNCHER-5	BU-05	New Max Industries	1	2010	800 KM	
vi)	BUNCHER-6	BU-06	Kay Kay Industries	1	2017	1800 KM	
vii)	BUNCHER-7	BU-07	A Sons India	1	2016	3000 KM	
viii)	BUNCHER-8	BU-08	A Sons India	1	2017	3000 KM	
ix)	BUNCHER-9	BU-09	Udae Mech. Work Noida (UP)	1	2016	1300 KM	
x)	BUNCHER-10	BU-10	Udae Mech. Work Noida (UP)	1	2018	3000 KM	
7	***LAYING UP***						
i)	1+6 LAYING	LU-03	Local	1	2010	450 KM	The Laying up Machine is used for cabling the multi core (1+6)
8	***EXTRUDER***						
i)	85/45MM PVC EXTRUDER	EX-01	Royle, Extrution System	1	2014	7800 KM	it is the machine used to complete the extrusion process. Using a system of barrels, the machine heats up the product and propels it through the die to create the desired shape
ii)	65/45MM PVC EXTRUDER	EX-02	Royle, Extrution System	1	2014	4160 KM	
iii)	65/45/35MM PVC EXTRUDER	EX-03	Vinay Udhyog	1	2014	4160 KM	
iv)	80/45MM PVC EXTRUDER	EX-04	Truemac	1	2016	4160 KM	
9	***MIXTURE***						
i)	MIXTURE		Supermax	1	2004	45000 KGS	it mixes the masterbatch and pvc together.
ii)	MIXTURE		Supermax	1	2004	40000 KGS	
10	***SPARK M/c***						
i)	SPARK M/c	SP-01	Amit, Scientific Delhi	1	2014		It detect the leakage of current throuh any pin hole during the extrusion.
ii)	SPARK M/c	SP-02	Amit, Scientific Delhi	1	2014		
iii)	SPARK M/c	SP-03	Amit, Scientific Delhi	1	2014		
iv)	SPARK M/c	SP-04	Shanto	1	2014		
v)	SPARK M/c	SP-05	Shanto	1	2021		
vi)	SPARK M/c	SP-06	Unitech	1	2014		
vii)	SPARK M/c	SP-07	REX	1	2019		
11	***INJECT PRINTER***						
i)	INJECT PRINTER	INK -1	Linax UK	1	2014		It is used to print the cable details on the wire.
ii)	INJECT PRINTER	INK -2	Linax UK	1	2014		

S.no	Machinery particulars	Code	Make	No of M/Cs	Year of installation	Capacity Per Month	Description of m/c
iii)	INJECT PRINTER	INK -3	Linax UK	1	2019		
iv)	INJECT PRINTER	INK -4	Linax UK	1	2021		
12	***COILER M/C***						
i)	Manual Coiler M/c	MC-01	Local	1	2014	1200 COILS	These are the coilers to achive a proper and acurate measurement of length with a manual process for larger diameter cable.
ii)	Manual Coiler M/c	MC-02	Local	1	2014	1200 COILS	
iii)	Auto Coiler M/c	CL-01	Udae Mech. Work Noida (UP)	1	2017	60000 COILS	These are the high speed coilers to achive a proper coils with acurate measurement of length.
iv)	Auto Coiler M/c	CL-02	Udae Mech. Work Noida (UP)	1	2014	62000 COILS	
v)	Auto Coiler M/c	CL-03	Machino Tech	1	2014	60000 COILS	
13	***POINTING M/C***						
i)	POINTING M/C	P-01	Shree Krishna	1	2014		These are used to achive a shap point.
14	***WELDING M/C***						
i)	15KVA WELDING M/C	WD-01	Shree Krishna	1	2014		These are used to join the wire in betwwen to complete the process
ii)	15KVA WELDING M/C	WD-02	Shree Krishna	1	2014		
iii)	3KVA WELDING M/C	WD-01	Shree Krishna	1	2014		
iv)	3KVA WELDING M/C	WD-02	Shree Krishna	1	2014		
15	***Air Compressor M/C***						
i)	Air Compressor		Kaeser	1	2021	393 CF/M	
ii)	Air Compressor		Kaeser	1	2017	393 CF/M	These are used for carry out the operations working on pnuematics
iii)	Air Compressor		Kaeser	1	2014	393 CF/M	
16	***DG Set***						
i)	DG Set	DG 1	Sudhir	1	2014	250 KVA	These are used to provide the power backup throuht.
ii)	DG Set	DG 2	Sudhir	1	2021	125 KVA	

Annexure 6: Name Change Letter



OFFICE OF THE CHIEF EXECUTIVE OFFICER,
BADDI BAROTIWALA NALAGARH DEVELOPMENT AUTHORITY
EPIP PHASE-I, JHARMAJRI, BADDI, DISTRICT SOLAN, H.P.
No. BBNDA-TCP-BADDI-Case No. 3778/BB- 310 Dated 18-1-2022.

From

The Chief Executive Officer,
BBNDA, Baddi, Solan, H.P.

To

M/s Plaza Wires Pvt. Ltd. (Unit-III),
Mauja Damowala, Tehsil Baddi, District Solan, H.P.

Subject: Change of name from M/s Jass Enterprises to M/s Plaza Wires Pvt. Ltd. (Unit-III).

Sir,

With reference to your letter no. nil dated 17-01-2022 on the subject cited above.

In this regard, it is intimated that your request for change of name is considered on the basis of entries made in Existing Land Use (ELU) register of this office at sr. no. 2456, 2456-A to E, building use industry in the name of Des Raj Paper Mill Pvt. Ltd., location Dhamowala. These entries may be read now in the name of M/s Plaza Wires Pvt. Ltd. (Unit-III), Mauja Damowala, Tehsil Baddi, District Solan, H.P.

This letter is however issued subject to the condition that you shall have to apply for the change of land use and planning permission as per section 30 of H.P. Town & Country Planning Act, 1977 (Act No. 12 of 1977), H.P. Town & Country Planning Rules, 2014 and regulations of Development Plan-2025 before carrying any development work at site.

18/1/2022

Assistant Town Planner,
BBNDA, Baddi, Solan, H.P.

Limiting Conditions

D&B-India's assumptions are based on the information obtained from owners, prevailing rules and regulations of statutory authorities, prevailing site conditions on the date of inspection. The analysis undertaken by D&B India is limited on account of the following –

1. Copy of the detailed implementation schedule
2. The project is initial stage thus statutory approval are yet to be obtained for the expansion project.
3. P&M required for the proposed expansion project is yet to be ordered and the same will be linked with the financial closure for IPO proposed.

Basis:

D&B-India's assumptions are based on the information obtained from owners, prevailing rules and regulations of statutory authorities, prevailing site conditions on the date of inspection.

Documentation:

D&B-India does not normally read leases or documents of title. D&B-India assumes, unless informed to the contrary, that each Structure has good and marketable title, that all documentation are satisfactorily drawn and that there are no encumbrances, restrictions, easements or other outgoing of an onerous nature which would have a material effect on the value of interest under consideration, nor material litigation pending. Where D&B-India has been provided with documentation, D&B-India recommends that reliance should not be placed on its interpretation without verification by legal advisors

Town Planning and Other Statutory Regulations:

D&B-India recommends that verification be obtained to the effect that:

i. The position is correctly stated in the report.

ii. The property is not adversely affected by any other decision made, or conditions prescribed by public authorities.

iii. There are no outstanding statutory notices.

iv. D&B-India's reports are prepared on the basis that the Owners comply with all relevant statutory regulations, including enactment relating to fire regulations, safety and environmental considerations and stipulation of respective statutory provisions.

Physical Structural Surveys:

D&B-India has not carried out Physical Survey and levelling exercise of the Structures and advice Owners to carry out actual Physical Survey of the site along with levels if desired. This report is based on documents forwarded to D&B-India by Owners, Government Records made available to D&B-India and on D&B-India's cursory inspection of site.

D&B-India has not carried out a structural survey, nor has D&B-India tested the services of the Owners and D&B-India therefore does not give any assurance that any Structure or the immoveable assets are free from defects. In

D&B-India's general observations, the Structures are erected normally and appear to have been maintained properly. However, no guarantee or opinion can be inferred about the conditions of Structure and Machinery about safe working of the same.

Deleterious Materials:

D&B-India does not normally carry out investigations on site to ascertain whether any Structure was constructed or altered using deleterious materials or techniques (including, by way of example high alumina cement concrete, wood wool as permanent shuttering, calcium chloride or asbestos). Unless D&B-India was otherwise informed, our report is on the basis that no such materials or techniques have been used.

Site Conditions:

D&B-India has not carried out investigations on site in order to determine the suitability of ground conditions and services for the purposes for which they are, or are intended to be put, to use, nor does D&B-India undertake archaeological, ecological or environmental surveys. Unless D&B-India is otherwise informed, D&B-India's report is on the basis that these aspects are satisfactory and that, where development is contemplated, no extraordinary expenses or delays will be incurred during the construction period due to these or any other matters related to site.

Environmental Contamination:

D&B-India has not carried out physical site surveys or environmental assessments, or investigated historical records, to establish whether any land or premises are, or have been, contaminated. Therefore, unless advised to the contrary, D&B-India's report is carried out on the basis that properties are not affected by environmental contamination.

Terms Relating To Use Of This Report

This Techno Economic Viability Report for Plaza Wires Pvt. Ltd. (hereinafter referred to as this "**Report**") has been prepared by ***Dun & Bradstreet Information Services India Private Limited*** (hereinafter referred to as **"D&B-India"**) in respect of the existing manufacturing plant and proposed expansion for house wires other allied products at Baddi and Solan, Himachal Pradesh (hereinafter referred to as the "**Transaction**") of M/s Plaza Wires Pvt. Ltd. (hereinafter referred to as the "**Customer**") for the internal use and reference of the Customer's funding entity (hereinafter referred to as the "**Funding Entity**") subject to what is stated hereinafter and the same forms an integral part of this Report.

The use of this Report or dissemination of contents hereof in part or full, is meant only for the purposes of the Transaction or matters relating thereto as deemed necessary by the Funding Entity, and not by any other party or for any other purpose.

D&B-India 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 has been prepared keeping in view the scope of work and the methodology as stated in this Report. Sources which form the basis of this Report could be broadly classified into two categories**:** (i) the facts gathered by D&B-India by way of a visit to the site of the project relating to the Transaction, or the Government offices, to the extent possible, having regard to practical constraints, and (ii) documents and information as furnished by the Customer or the Funding Entity. D&B-India has not carried out any independent verification for the accuracy or the truthfulness of such information, which is believed to be accurate, updated and complete based on the information as furnished by the Customer, the Funding Entity and partly on its own information as stated hereinabove. Accordingly, the said information is not warranted by D&B-India for its accuracy, completeness, or being up to date, and is subject to further verification.

This Report includes assessment and projections made by D&B-India, which are based on the aforesaid sources and the methodology as adopted by D&B-India. A variation in such assessment and projections is possible due to changes in the obtaining facts and circumstances, as they existed at the point of time this Report was finalised by D&B-India and the approach or methodology adopted in respect thereof. Differences between projected and actual results are possible as events and circumstances, as anticipated or contemplated, may or may not occur and such differences may be material in nature. Under the circumstances, no assurance can be provided or implied that these projections will actually materialize.

Therefore, such assessment and projections made, and views based thereon included in this Report should not be treated as the sole decisive factor for any decision to be taken by the Funding Entity relating to the Transaction, and the Funding Entity has to draw its own conclusions on making independent enquiries and verifications and D&B-India cannot be held liable for any financial loss incurred by anyone based on this Report.

No representation is made by D&B-India that the information contained in this Report is exhaustive or includes all such material information, which may have a bearing on the future performance of the Customer. In case the Funding Entity needs any such additional information, documents, or analysis, which is not within the scope of work as included in this Report, D&B-India may, on the request of the Funding Entity, consider providing the same, subject to such additional payment for the purpose as may be mutually agreed upon between D&B-India and the Funding Entity.

D&B-India or its associates in any capacity; viz.; directors, employees, advisers, or other, do not make any further express or implied representation or warranty, or assume any responsibility or liability in respect thereof or arising in connection with or as a consequence of, any decision made or action taken, by the Funding Entity or any other party, unless it could be directly attributed to D&B-India or associates for their act or omission.

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. Further, notwithstanding anything to the contrary, liability, if any, and the amount of claim by the Funding Entity in relation thereto against D&B-India or its associates for any inaccuracies in this Report or any cause whatsoever, and regardless of the form of the action in relation to this Report, will at all times be limited to the amount paid by the Customer to D&B-India for this Report.

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