

AMS/NFORM
RISK MANAGEMENT SERVICES
BUSINESS INFORMATION REPORT

INQUIRY NAME : USHA INTERNATIONAL LIMITED

GIVEN ADDRESS : 19 KASTURBA GANDHI MARG NEW DELHI 110001

CORRECT NAME : USHA INTERNATIONAL LIMITED

REGISTERED ADDRESS : 19, KASTURBA GANDHI MARG,
NEW DELHI - 110 001

TEL NO: 91-011-3318114

FAX NO: 91-011-3318118

E-MAIL: corporate@ushainternational.com

WEB SITE: <http://www.ushainternational.com>

HEAD/CORPORATE OFFICE ADDRESS: SAME AS REGISTERED ADDRESS

FACTORY ADDRESSES : NOT APPLICABLE

WARE HOUSE ADDRESS : AT 30 LOCATIONS

BRANCH OFFICE ADDRESSES :

01. 13, MAHATAMA GANDHI ROAD, AGRA – 282 001 (UTTAR PRADESH)

TEL NO : (0562) 364564/ 364565

FAX NO: 91-562-364238

E-MAIL : uilagra@agr.dot.net.in

02. IST FLOOR, SUPER MARKET, NEAR NATRAJ CINEMA, ASHRA, AHMEDABAD – 380 009 (GUJARAT)

TEL NO : (079) 6583337/6589931/6580818/6582466

FAX NO: 91-6581269

E-MAIL : ushaabd@satyam.net.in

03. NO.6, 5TH CORSS ROAD, MYSORE ROAD, BANGALORE – 560 005 (KARNATAKA)

TEL NO: (080) 6743416/6743417/6741941

FAX NO: 91-80-6740756

E-MAIL: ushaintl@bgl.vsnl.net.in

04. SHED NO.MALIK GODOWN, NARELA SHANKARI, GOVINDPUR

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TEL NO: (0755) 580307/580310/582921

FAX NO: 91-755-580441

E-MAIL: ushaintl@bom6.vsnl.net.in

05. P-26, TRANSPORT DEPOT ROAD, KOLKATA – 700 088 (WEST BENGAL)

TEL NO: (033) 4495231/32/44

FAX NO: 91-33-4453310

E-MAIL: ushaintl@cal2.vsnl.net.in

06. 4/59A, MOUNT POONAMALLEE ROAD, MANAPALLAM, CHENNAI (TAMILNADU)

TEL NO: (044) 2343932/2344132/2345440/2335439

FAX NO: 91-44-2343708

E-MAIL: ushaintl@giasmd01.vsnl.net.in

07. JUNUS PATNA ROAD, P.O. COLLEGE SQUARE, CUTTACK – 753 003

TEL NO: (0671) 613577/610683

FAX NO: 91-671-613975

E-MAIL: ushaintl@dte.vsnl.net.in

08. 38/617-D, GCDA WAREHOUSING COMPLEX, P.O. NO. 2035 COCHIN (KERALA)

TEL NO: (0484) 313723/315539

FAX NO: 91-484-319385

E-MAIL: emkuil@giasmd01.vsnl.net.in

09. R.G. BARUAH ROAD, DISPUR, GUWAHATI – 781 005

TEL NO: (0361) 262357/262358/292305

FAX NO: 91-361-262359

E-MAIL: usha@gw1.dot.net.in

10. A-3A, GUPTA MANSION, TRANSPORT NAGAR, JAIPUR (RAJASTHAN)

TEL NO: (0141) 641025/641264/640745

FAX NO: 91-141-643099

E-MAIL: ushajpr@jpl.dot.net.in

HISTORY:

THE COMPANY INCORPORATED ON 3RD APRIL, 1954 UNDER THE NAME AND STYLE OF AGENTS AND DISTRIBUTORS LTD. THE WORD 'PRIVATE' WAS ADDED TO ITS NAME BY THE ASSISTANT REGISTRAR OF COMPANIES, WEST BENGAL ON 9TH JUNE, 1956. THE NAME OF THE COMPANY WAS FURTHER CHANGED TO USHA SALES PRIVATE LIMITED VIDE FRESH CERTIFICATE OF INCORPORATION DATED

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13TH NOVEMBER, 1961 ISSUED BY THE REGISTRAR OF COMPANIES AT DELHI. THE WORD 'PRIVATE'

WAS DELETED FROM THE NAME OF THE COMPANY ON 9TH APRIL, 1975 PURSUANT TO PROVISIONS OF

SECTION 43A OF THE ACT. WITH EFFECT FROM 15TH SEPTEMBER 1982, THE NAME HAS BEEN CHANGED

TO USHA INTERNATIONAL LTD.

LEGAL STATUS	: [X] PUBLIC LIMITED COMPANY (JOINT STOCK COMPANY)
INCORPORATION DATE	: 03/04/1954
COMPANY REGISTRATION NO:	2985

BOARD OF DIRECTORS :

S.No.	NAME OF DIRECTORS
01	MR. SIDDHARTH SHRIRAM – CHAIRMAN
02	MR. A.K. JAIN
03	MR. SIDDHARTHA SEN
04	MR. DEEPAK SHRIRAM
05	MR. SUNIL WADHWA – MG. DIRECTOR

BACKGROUND INFORMATION ON SENIOR EXECUTIVES:

NAME	MR. S.S. SINGHAL – EXECUTIVE DIRECTOR
ADDRESS	NOT AVAILABLE
YEAR OF BIRTH	1937
QUALIFICATION	B.COM, LLB, DBM, MBA
PREVIOUS EMPLOYMENT	CENTURY METALS LTD, INDIA
OTHER DIRECTORSHIPS	NOT AVAILABLE
EXPERIENCE	43 YEARS.

NAME	MR. SUNIL WADHWA – MANAGING DIRECTOR
ADDRESS	NOT AVAILABLE
YEAR OF BIRTH	1952
QUALIFICATION	B.SC (HONS), MBA, PMD (HARVARD)
PREVIOUS EMPLOYMENT	NOT AVAILABLE
OTHER DIRECTORSHIPS	NOT AVAILABLE

EXPERIENCE	28 YEARS
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OPERATIONS

BUSINESS ACTIVITIES:

Manufacturer Wholesaler Retailer Importer Exporter Agent/Distributor

of:

THE COMPANY IS ONE OF THE LARGEST CONSUMER DURABLE MARKETING COMPANY IN INDIA. THE RANGE OF MERCHANDISE PRESENTLY INCLUDES SEWING MACHINES, ELECTRIC FANS, DIESEL ENGINES, PISTONS, PINS AND RINGS, FUEL INJECTION EQUIPMENT, KNITTING MACHINES, HAND TOOLS, VALVES, MARINE PRODUCTS, MARBLE AND GRANITE, BRASS WARE ETC. THE COMPANY ALSO EXPORTS ITS MERCHANDISE TO A NUMBER OF COUNTRIES. IT BELONGS TO THE SHRIRAM GROUP OF ENTERPRISES.

DURING 1986-87, THE COMPANY HAD EXPANDED ITS PRODUCT RANGE FROM DOMINANTLY FANS, SEWING MACHINES ETC. TO AUTO INDUSTRY PRODUCTS AND CONSUMER DURABLES VIZ., KNITTING MACHINES, HEAT CONVERTERS, MIXER-GRINDERS, ELECTRIC IRONS, FURNITURE ETC.

AGENCIES HELD : 01. JANOME, JAPAN
02. PASSAP, SWITZERLAND

MAJOR BRAND NAME : "USHA"

PRODUCTION: NOT APPLICABLE

PURCHASING TERMS:

LOCAL	<input checked="" type="checkbox"/> CASH	<input checked="" type="checkbox"/> CONTRACT	<input checked="" type="checkbox"/> OTHERS	<input type="checkbox"/> L/C
OVERSEAS	<input checked="" type="checkbox"/> CREDIT	<input checked="" type="checkbox"/> N 30 DAYS	<input checked="" type="checkbox"/> N 60 DAYS	<input type="checkbox"/> N DAYS

SELLING TERMS

LOCAL	<input checked="" type="checkbox"/> CASH	<input checked="" type="checkbox"/> CONTRACT	<input checked="" type="checkbox"/> OTHERS	<input checked="" type="checkbox"/> L/C
OVERSEAS	<input checked="" type="checkbox"/> CREDIT	<input checked="" type="checkbox"/> N 30 DAYS	<input checked="" type="checkbox"/> N 60 DAYS	<input type="checkbox"/> N DAYS

IMPORT FROM : 1. JAPAN 2. SWITZERLAND

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RISK MANAGEMENT SERVICES

(Countries)

EXPORT TO : 1. EGYPT 2. BRAZIL 3.
THAILAND

(Countries) 4. MALAYSIA 5. U.S.A. 6. U.K.

TYPES OF CUSTOMERS : [X] MANUFACTURERS [X]
WHOLESALEERS

MAJOR CUSTOMERS : INFORMATION NOT AVAILABLE

MAJOR SUPPLIERS:

S.No.	NAME	COUNTRY
01	INALSA LTD,	INDIA
02	JAY ENGINEERING WORKS LTD	INDIA
03	SIEL AIRCON LTD	INDIA
04	DAIKIN SHIRAM AIRCONDITIONING PVT LTD	INDIA

NUMBER OF EMPLOYEES : [150] COMPRISING OF [X] OFFICE
STAFF [X] SALES STAFF [X] OTHERS

REGISTERED OFFICE : [X] LEASED [X] COMMERCIAL

HEAD OFFICE/ CORPORATE: TOTAL AREA: MEDIUM

BANKERS

	NAME & ADDRESS OF BANK	FACILITIES GRANTED (RS.IN.....)	
		FUND BASED	NON-FUND BASED
01.	BANK OF BARODA	NOT AVAILABLE	NOT AVAILABLE

SHARE CAPITAL STRUCTURE

AUTHORISED CAPITAL	: Rs 50,000,000 (5,000,000 Nos equity shares @ 10 Rs. each)
ISSUED CAPITAL	: Rs 22,760,000 (2,276,000 Nos equity shares @ 10 Rs. each)
PAID UP CAPITAL	: RS. 22,760,000 (2,276,000 Nos equity shares @ 10 Rs. each)

LIST OF MAJOR SHAREHOLDERS : (AS ON 31/03/2001)

SNNo.	NAME/CATAGORIES	NO.OF SHARES	PERCENTAGE
01	INDIVIDUALS	848,808	37.30 %
02	COMPANIES (EXECLUDING PROMOTER)	207,904	09.14 %
03	NRIS	43,384	01.90 %
04.	MUTUAL FUNDS, BANKS	24,600	01.08 %
05.	PROMOTERS	1,151,304	50.58 %
	TOTAL	2,276,000	100.00 %

NAME & ADDRESS OF HOLDING COMPANY WITH HOLDING INTEREST: NIL

NAME(S) OF SUBSIDIARIES WITH INTEREST:

01. PIYU FINANCE LTD, INDIA - 99.99 %
02. WOODLANDS FINANCE LTD, INDIA - 99.99 %

NAME (S) OF GROUP COMPANIES (AFFILIATES):

01. JAY ENGINEERING WORKS LTD, INDIA
02. INALSA LTD, INDIA
03. MEGHDOOT ENTERPRISES LTD, INDIA
04. KARNA INDUSTRIES LTD, INDIA

ANY OTHER INFORMATION :

01. THE SUBJECT IS DOING WELL. IT IS OPERATING WITH SATISFACTORY RESULTS.
02. MANAGEMENT IS PROFESSIONAL & MODERN
03. CONSIDERED AS GOOD FOR NORMAL BUSINESS ENGAGEMENTS AND GIVEN AMOUNT OF

GBP 105,530.

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NAME & ADDRESS OF AUDITOR:

M/S. THAKUR, VAIDYANATH AIYAR & COMPANY

FINANCIAL FIGURES IN RS'000 ROUNDED OFF)

FINANCIAL INFORMATION: AS ON 31/03/2001 AS ON 31/03/2000 AS ON 31/03/1999

INCOME:-

Sales/Service	Rs. 2,804,238	Rs. 2,818,218	Rs. 2,658,224
Agency Commission/Cash Discount	Rs. 93,612	Rs. 118,872	Rs. 109,862
Leasing Income	Rs. 1,305	Rs. 1,956	Rs. 2,577
Interest (Net)	Rs. 5,726	Rs. 6,083	-----
Other Income	Rs. 29,000	Rs. 23,072	Rs. 19,602
TOTAL INCOME	Rs. 2,933,881	Rs. 2,968,201	Rs. 2,790,265

NET PROFIT AFTER TAX	Rs. 46,863	Rs. 54,449	Rs. 53,923
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FOREIGN CURRENCY:-

Expenditure (CIF) Purchases	Rs. 29,145	Rs. 48,048	Rs. 31,232
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VALUE OF EXPORTS (FOB)

Exports	Rs. 17,463	Rs. 7,456	Rs. 12,757
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ABRIDGED BALANCE SHEET : AS ON 31/03/2001 AS ON 31/03/2000 AS ON 31/03/1999

LIABILITIES:-

Paid-up Capital	Rs. 22,760	Rs. 22,760	Rs. 22,760
Reserves & Surplus	Rs. 372,860	Rs. 321,940	Rs. 280,862
Loans	Rs. 281,529	Rs. 276,534	Rs. 224,639
Current Liabilities & Provisions	Rs. 449,442	Rs. 476,426	Rs. 409,449

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TOTAL	Rs. 1,126,591	Rs. 1,097,660	Rs. 937,710
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ASSETS:-

Fixed Assets	Rs. 83,799	Rs. 56,771	Rs. 56,887
Investments	Rs. 9,857	Rs. 12,148	Rs. 12,212
Inventories	Rs. 340,439	Rs. 325,872	Rs. 228,464
Sundry Debtors	Rs. 442,418	Rs. 453,526	Rs. 406,761
Cash & Bank Balances	Rs. 127,839	Rs. 107,918	Rs. 111,955
Loans & Advances	Rs. 122,239	Rs. 141,425	Rs. 121,431
TOTAL	Rs. 1,126,591	Rs. 1,097,660	Rs. 937,710

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