







Report Date September 15, 2014 Valid Till September 14, 2015

# Rating Report

Navdeep Jitendra Ranawat Charitable Foundation

**NSIC-CRISIL** Rating: SE 3B

## 'Moderate Performance Capability and Moderate Financial Strength'

Indicates the level of creditworthiness, adjudged in relation to other Micro & Small Enterprises

# **CRISIL SME Ratings**

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# **NSIC-CRISIL PERFORMANCE AND CREDIT RATING**

SE 3B			Financial Strength			
indicates		-1	High	Moderate	Low	
'Moderate Performance	ce	Highest	SE 1A	SE 1B	SE 1C	
Capability and Moderate	ility	High	SE 2A	SE 2B	SE 2C	
Financial Strength'	E fe	Moderate	SE 3A	SE 3B	SE 3C	
adjudged in relation to	Cap	Weak	SE 4A	SE 4B	SE 4C	
other SSIs	Pe C	Poor	SE 5A	SE 5B	SE 5C	

# **RATING HISTORY**

Rating	Assigned on	Valid till	Rating acceptance	Туре
SE 3B	July 26, 2013	July 25, 2014	Yes	New



# **KEY RATING DRIVERS**

MANAGEMENT & BUSINESS	
Strengths	<ul> <li>Management expertise: Trustees have more than 30 years of experience in the same line of business leading to operational expertise.</li> <li>Well-defined organisation structure: The trust has a qualified and experienced second-tier management that has decision-making powers.</li> <li>Positive industry prospects support the trust's growth: According to CRISIL Research, there is tremendous opportunity for exponential growth in the education sector given the demographic profile of India and the latent demand for quality education.</li> </ul>
Risk Factors	<ul> <li>Fluctuating sales: The management's ability to demonstrate a steady growth trajectory remains to be seen, as net sales have been fluctuating at Rs.569.43 lakh in 2013-14, Rs.525.87 lakh in 2012-13 and Rs.579.81 lakh in 2011-12 (refers to financial year, April 1 to March 31).</li> <li>Margins may be affected due to competition from other players.</li> </ul>

FINANCIAL		
Strength	•	Adequate credit protection: Although the debt-to-equity (not including promoter loans as debt) stands at a moderate level of 1.90 times as on March 31, 2014, the net cash accruals and interest coverage stands at adequate level of 26.50 per cent and 4.38 times respectively.
Risk Factors	•	The trust has been incurring losses at before tax level during the past two years 2012-13 and 2011-12 due to high depreciation expenses. Ability of the trust to generate profitability post depreciation remains to be seen.

# FACT SHEET

Name of the trust	Navdeep Jitendra Ranawat Charitable Foundation
Year of establishment	2003
Legal status	Trust
Legal history	There has been no change in the constitution, management, and business of the trust since inception.
Registered with	Data not provided to CRISII
Registration number	Data not provided to CRISIL
SSI Registration number	080262101379
Managing Trustee	Mr. Raj Shekhar Vyas
Category of entrepreneur	General
Listed at	Not applicable
Registered office	1, Sardarpura Udaipur – 313 001, Rajasthan Email: <u>technonjr@gmail.com</u>
Administrative office and service facility	NJR, Knowledge Campus, Plot No. SPLT Bhamashah Industrial Area, Kaladwas, Udaipur – 313 003, Rajasthan Tel: +91 294 265 0214
Number of employees	Permanent: 104
	Contractual: Nil
	Total: 104
Certifications and awards	None
Brands	None
Statutory compliance	<ul> <li>Income tax filing: Regular and timely</li> <li>Excise duty filing: Not applicable</li> <li>Sales tax filing: Not applicable</li> <li>Wealth tax filing: Not applicable</li> <li>ESIC and EPF dues: Regular and timely</li> <li>(As provided by management, not independently verified)</li> </ul>



# **KEY DEVELOPMENTS AND PLANS**

### **Revenues:**

• As per the previous rating exercise the management had projected revenues of Rs.610.00 lakh for 2012-13 against which the trust recorded higher revenue of Rs.632.09 lakh during 2012-13 due to increase intake of students and fees and other income there from.

### Plans:

• The trust plans to add marine engineering and architecture courses in 2015-16 in its course profile.

# **BUSINESS PROFILE**

# **BUSINESS DESCRIPTION**

Nature of business	: Services	
Industry	: Education services	
Industry outlook	: Positive	
Business description	<ul> <li>The trust operates one educational institute offering various graduation and post-graduation courses.</li> <li>The educational institute offers courses in the field of engineering.</li> <li>The academic session is from August to May every year.</li> </ul>	
End-user industries	: Multiple	
Experience in the business	: 11 years	
Service range	: Diverse	
Degree of competition	: High; entry barriers are low	
Customer profile	: Retail customers (students)	

## **SERVICE PROFILE**



Sr. No.	Name of College	Year of establishment	Name of courses	Stream	Approved from	Permitted intake	Course duration (years)	Total students	No. of teaching staff	Annual fees (General quota)	
				Electronics	AICTE	60	4				
				Electronics and communication engineering	AICTE	120	4				
		Techno India NJR Institute	2003 BTech	BTech	Electrical and electronics engineering	AICTE	60	4			
	Techno India			Computer Science	AICTE	60	4	Data not provided to CRISIL	Data not provided to CRISIL	Rs.60,000	
1	NJR Institute of Technology			Information technology	AICTE	60	4				
				Civil	AICTE	60	4				
				Mechanical	AICTE	120	4				
				Software Engineering	AICTE	18	2				
		2012	MTech	Very-large- scale integration (VLSI)	AICTE	18	2				
	Total					576		250	70		

AICTE – All India Council for Technical Education

### Notes:

- There are about 25 visiting faculties.
- The admission fee is collected twice a year in June and November.
- Details regarding number of class rooms in each college are not provided to CRISIL.

### Eligibility criteria

Name of the course	Eligibility criteria
BTech	HSC with physics-chemistry-mathematics (PCM) or physics- chemistry-biology (PCB) and through Engineering, Rajasthan Pre-Engineering Test (RPET) exam conducted by Rajasthan Technical University.
MTech	Merit of BE/BTech degree. The minimum percentage for admission is 45.00 per cent.

### Infrastructural facilities

Land	10.00 acres
Playground, games and sports area	40,000 square feet
Internet facility	Yes
Quota seats	General quota: 85.00 per cent seats of sanctioned intake
	• Management quota: 15.00 per cent seats of sanctioned intake
Faculty training programmes	Faculty Development Programme (FDP) by IIT (Bombay)

### **Placements**

- About 75.00 per cent of the students are placed with large corporates, as confirmed by the management. Some of the names of the companies in which students are placed include:
  - o Tata Consultancy Services Limited
  - o 3i Infotech Limited
  - ICICI Limited (rated 'CRISIL AAA/Stable')
  - Persistent Systems
  - $\circ$  SAP AG
  - Tata Chemicals Limited ('CRISIL A1+')
- The institute has a placement department consisting of three personnel.
- Average salary offered to the students during placements is about Rs.3.00 lakh per annum for graduate programmes.



### **AMENITIES**

### Notes:

Techno India NJR Institute of Technology has the following amenities:

- 500 computers
- Wi-fi
- Electronics laboratory
- CNC machines
- Research laboratory
- One library with 40,000 books
- Two seminar hall with 300 seating capacity each
- Nine buses (transport facilities to students, administrative, and teaching staff and the charges for buses are Rs.9,000.00 per annum).

# **INDUSTRY OUTLOOK**

### **Education services**

### **Outlook: Positive**

### **Industry Overview**

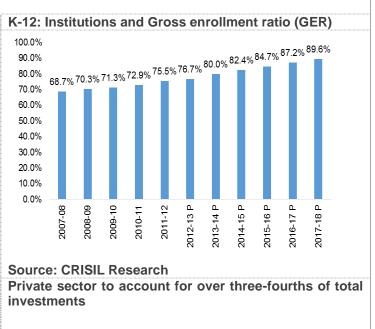
The educational services industry can be broadly classified into formal and informal segments. Formal segments include mainstream educational institutions catering to K-12 and higher education segments, governed by 'not-for-profit' regulation in India. The informal segments of education include preschools, coaching classes, multimedia services, ICT, vocational training programmes and soft skills development programmes. This is an unregulated segment wherein 'for profit' institutions can be set up.

The education sector in India is on the concurrent list of the constitution, and hence, is regulated by both the Centre and the States, leading to over regulation. The `not for profit` diktat is a major factor influencing higher investments in the education sector. Despite the 'not for profit' decree, investors have lucrative opportunities with emergence of innovative structures/models of operation. Many players have formed a separate company providing management and infrastructure services to educational institutes and earn fees in lieu of services provided.

### **Industry Outlook**

There is tremendous opportunity for growth in the education sector given the demographic profile of India and the latent demand for quality education. There is increased competition for getting into quality educational institutions, as several educational institutions do not have adequate infrastructure, trained content delivery teachers and proper mechanisms. With an increase in affordability, households are also willing to pay a higher price for quality education. The expenditure (state and central government) on education as a proportion of GDP increased from 2.72 per cent in 2006-07 to 3.11 per cent in 2011-12.

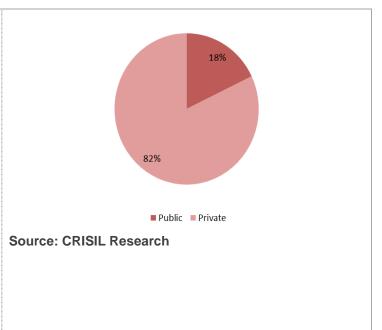
Education sector is expected to attract investments of Rs 5.1 trillion in next 5 years over 2013-14 to 2017-18. As more entrepreneurs enter this business, investors





need to recognise segment-specific (formal/ non-formal education) as well as firm-specific considerations that will play a key role in deciding the viability of their investments.

The GER in elementary education is expected to reach 99 per cent in 2017-18 from 80 per cent in 2009-10. The GER in the overall K-12 segment is likely to reach 89 per cent by 2017-18 from an estimated 71 per cent and 77 per cent in 2009-10 and 2012-13, respectively. This would be lower as compared with elementary education because of dropouts in secondary and higher secondary school. The importance of the private sector in K-12 education would increase with their share in institutions rising to 30 per cent by 2017-18. However, their share in the total enrolment would increase at a much faster pace and is expected to reach 51 per cent by 2017-18 from the existing 46 per cent in 2012-13(E).



Growth drivers	Key risks
<ul> <li>Income growth - Rising income levels to increase affordability of education.</li> <li>Age demographics - India is passing through a phase of unprecedented demographic changes. The changing age demographics will drive the enrolment growth. By 2016, 37 per cent of the population will belong to the age group of 5-24 years.</li> </ul>	<ul> <li>Infrastructure related risk - The availability of highly qualified teachers is the most important index of quality in the education sector. In order to ensure quality, educational institutions need good quality infrastructure and teachers. The rising input cost (teacher's salary) to retain staff, lack of availability of trained teachers, and limited flexibility in raising fees affects the margins of players.</li> <li>Occupancy rates – In the initial years, schools run at low occupancy rates as it tries to establish brand for itself among students and masses. We estimate that in the long run a K-12 institute should run at around 80 per cent occupancy to generate healthy returns.</li> </ul>

Parameters	Units	2010-11	2011-12	2012-13
No. of companies	Number	623	452	204
EBITDA margin	Per cent	34.5	33.7	32.5
Net profit margin	Per cent	9.2	8.2	7.0
Debt-equity ratio	Times	1.2	1.2	1.1
Interest coverage ratio	Times	3.1	2.9	3.0
Return on capital employed	Per cent	10.7	11.3	10.8
Working capital days	Days	85-90	95-100	110-115

Notes:

1. Above data indicates median financials for sample of companies

selected.

2. Aggregates are based on CRISIL rated SMEs and BLR companies with turnover less than Rs. 2.5 billion.

Source: CRISIL Research



# **OWNERSHIP AND MANAGEMENT**

# TRUSTEE'S PROFILE

Trustee's name		Mr. Raj Shekhar Vyas
Age	:	59 years
Qualification	:	BE (Hons) and MBA
Designation / responsibilities	:	Managing Trustee/Overall management
Previous experience	:	Data not provided to CRISIL
Relevant experience	:	31 years including 11 years through the rated trust
Personal net worth	:	Rs.300.00 lakh March 31, 2013 (liquid details are not provided to CRISIL)
Trustee's residence address	:	Data not provided to CRISIL
Ownership of residence	:	Owned
Vehicles used	•	Data not provided to CRISIL

Trustee's name	:	Mrs. Meera Ranawat
Age	:	62 years
Qualification	:	BA
Designation / responsibilities	:	Chairperson/Overall management
Previous experience	:	Data not provided to CRISIL
Relevant experience	:	15 years including 10 years through the rated trust
Personal net worth	•	Rs.700.00 lakh March 31, 2013 (liquid details are not provided to CRISIL)

Personal net worth of promoters is as disclosed by management and not certified.

# **KEY MANAGEMENT PERSONNEL**

Name	:	Dr. Pankaj Porwal
Age	:	33 years
Qualification	:	PhD and BTech
Designation / responsibilities	:	Principal / Overall administration
Relevant experience	:	13 years

# **ORGANISATION STRUCTURE, CONTROLS, AND SYSTEMS**

Managing Trustee	-	Mr. Raj Shekhar Vyas	
Constitution	:	Trust	
Second tier management	:	Qualified and experienced	
Decision making powers	:	Decentralised	
Reporting system or MIS	:	Yes	
Type of reporting system	:	Computerised	
Frequency of MIS / reporting	:	Daily	
Litigations against the SSI	:	None	
Litigations against the promoters	:	None	
Severity of litigations	:		
Susceptibility to foreign exchange fluctuations	:		
Hedging against foreign exchange risks	:	Not applicable	
Susceptibility to commodity price fluctuations	:		
Hedging against commodity prices	:		
Asset insurance	:	Adequate	

# **OWNERSHIP PATTERN**

Data not provided to CRISIL

# **GROUP COMPANIES AND FIRMS**

There are no group firms and associate companies or trustee.



# FINANCIAL PROFILE

# **CURRENT FINANCIAL PERFORMANCE**

Performance for the period from April 1, 2014 to September 13, 2014				
Net revenue	Rs. Lakh			
Total debt		Data not provided to CRISIL		
Current order book	Rs. Lakh			

Projected performance during		2014-15
Net revenue	Rs. Lakh	Data not provided to CRISIL
PBT	Rs. Lakh	IU ORISIL
PBT margin	%	

# PAST FINANCIAL PERFORMANCE

### PROFIT AND LOSS ACCOUNT

For the year ended		2013-14	2012-13	2011-12
		Audited	Audited	Audited
Number of months		12	12	12
Net revenue	Rs. Lakh	569.43	525.87	579.81
Operating income	Rs. Lakh	684.25	632.09	606.98
Cost of sales	Rs. Lakh	399.96	411.82	417.93
OPBDIT	Rs. Lakh	284.29	220.27	189.05
Interest and finance costs	Rs. Lakh	66.11	74.02	57.92
OPBDT	Rs. Lakh	218.18	146.25	131.13
Depreciation	Rs. Lakh	147.93	174.44	173.37
OPBT	Rs. Lakh	70.25	-28.19	-42.24
Non-operating income / (expense)	Rs. Lakh	5.39	9.37	24.19
PBT	Rs. Lakh	75.64	-18.82	-18.06
Extraordinary income / (expense)	Rs. Lakh	-	- [	-
Reported PBT	Rs. Lakh	75.64	-18.82	-18.06
Provision for taxes	Rs. Lakh	-	-	-
Deferred tax liability / (asset)	Rs. Lakh	-	-	-
PAT	Rs. Lakh	75.64	-18.82	-18.06
Dividends	Rs. Lakh	-	-	-
Net cash accruals	Rs. Lakh	223.57	155.62	155.32

Notes:

• Operating income for the year ended March 31, 2014 includes miscellaneous receipts (Rs.114.82 lakh).

• Interest and finance costs for the year ended March 31, 2014 comprise interest on borrowings (Rs.66.11 lakh).

• Depreciation is charged as per the provisions of the Income Act, 1961. Depreciation increased during 2012-13 primarily due to addition of lab equipment and vehicles.

- The trust incurred losses at before tax level during 2012-13 and 2011-12 due to high depreciation expense.
- Non-operating income for the year ended March 31, 2014 comprises interest income (Rs.5.39 lakh).
- The trust is exempt from paying income tax u/s 80G of the Income Tax Act, 1961.
- The trust operates as a non-profitable charitable trust.



### **BALANCE SHEET**

		31-Mar-2014	31-Mar-2013	31-Mar-2012
		Audited	Audited	Audited
Liabilities				
Corpus	Rs. Lakh	221.43	144.79	163.62
Deferred tax liabilities / (assets)	Rs. Lakh	-	-	-
Long-term debt	Rs. Lakh	790.17	514.50	490.20
of which, current portion of long-term debt	Rs. Lakh	•	-	-
Short-term debt	Rs. Lakh	53.58	97.80	94.17
of which, working capital borrowing from banks	Rs. Lakh	53.58	97.80	94.17
Other liabilities and provisions	Rs. Lakh	144.14	523.05	507.02
Total liabilities	Rs. Lakh	1,209.32	1,280.14	1,255.01
Assets				
Net fixed assets	Rs. Lakh	1,120.01	1,197.90	1,180.15
Investments	Rs. Lakh	54.87	50.87	47.16
Inventory	Rs. Lakh	-	-	-
Receivables (total)	Rs. Lakh	-	-	-
of which, receivables greater than six months	Rs. Lakh	-	-	
Cash and bank balance	Rs. Lakh	8.61	4.11	10.64
Other current assets	Rs. Lakh	25.83	27.26	17.06
Total assets	Rs. Lakh	1,209.32	1,280.14	1,255.01

### Notes:

- Long-term debt as on March 31, 2014 comprises interest-free unsecured loans from family and friends (Rs.423.05 lakh) and term loan from Bank of Baroda (Rs.367.12 lakh. Long term debt as on March 31, 2014 increased due to increase in term loans.
- Short-term debt as on March 31, 2014 comprises overdraft from bank (Rs.53.58 lakh). Overdraft facility from Bank of Baroda exceeded its sanctioned limit as on March 31, 2013 as it includes outstanding interest expense.
- Other liabilities and provisions as on March 31, 2014 comprise provision for expenses (Rs.144.14 lakh).
- Increase in net fixed assets as on March 31, 2013 refers to addition of lab equipment and vehicles.
- Investments as on March 31, 2014 comprise fixed deposit (Rs.54.87 lakh).
- Other current assets as on March 31, 2014 comprise deposits and advances (Rs.25.83 lakh).

### **KEY FINANCIAL RATIOS**

For the year ended / as at		31-Mar-2014	31-Mar-2013	31-Mar-2012
		Audited	Audited	Audited
OPBDIT margin	%	41.55	34.85	31.15
PAT margin	%	11.05	-2.98	-2.97
Return on capital employed	%	15.56	7.34	5.66
Gross current assets	days	18	18	16
Days inventory (on COP)	Days	-	-	-
Days receivable (on gross sales)	days	-	-	-
Days payable (on materials)	days	-	-	-
Current ratio	Times	0.45	0.13	0.12
PBDIT Interest cover	Times	4.38	3.10	3.68
Net cash accruals/Total debt	%	26.50	25.42	26.58
Debt service coverage ratio	Times	·	NM	
Average cost of borrowing	%	9.08	12.37	10.89
Total outside liabilities/Corpus	Times	4.46	7.84	6.67
Gearing - Total debt/Corpus	Times	3.81	4.23	3.57
Gearing (not including promoter loans as debt)	Times	1.90	2.04	3.22

### NM: Not meaningful

Notes:

- Margins have increased during 2013-14 owing to decline in employee costs as a per cent of operating income.
- Average cost of borrowing declined during 2013-14 owing to high year end debt balance.



### FUND FLOW STATEMENT

For the year ended		31-Mar-2014	31-Mar-2013
Sources of funds			
Net cash accruals	Rs. Lakh	223.57	155.62
Equity infusion / Share application money	Rs. Lakh	-	-
Long-term debt borrowed (net)	Rs. Lakh	275.66	24.30
Short-term debt borrowed (net)	Rs. Lakh	-	3.63
Decrease in net current assets	Rs. Lakh	29.71	-
Sale of investments / fixed assets	Rs. Lakh	-	-
Other sources	Rs. Lakh	-	50.72
Total sources of funds	Rs. Lakh	528.94	234.27
Uses of funds			
Investment and fixed assets purchased	Rs. Lakh	70.04	192.18
Decrease in tangible net worth	Rs. Lakh	-	
Long-term debt repaid (net)	Rs. Lakh	-	-
Short-term debt repaid (net)	Rs. Lakh	43.25	-
Increase in net current assets	Rs. Lakh	-	42.09
Other uses	Rs. Lakh	415.65	-
Total uses of funds	Rs. Lakh	528.94	234.27

Notes:

- Long-term debt borrowed (net) during 2013-14 refer to term loans.
- Other sources during 2012-13 refer to increase in creditors for capital goods.
- Investment and fixed assets purchased during 2012-13 refer to addition of lab equipment and vehicles.

### **CONTINGENT LIABILITIES**

Contingent liabilities as on March 31, 2014: Nil

### AUDITORS

Pokharana and Hiran, Chartered Associates Punjawat, Udaipur, Rajasthan

Auditors' comments and observations in their audit report for 2013-14, 2012-13, and 2011-12:

None

Change in auditors, if any

None

## **GRAPHS**<sup>1</sup>

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0.45

0.40

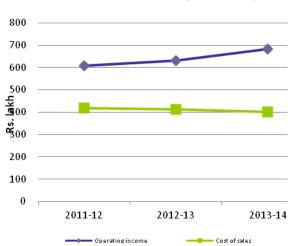
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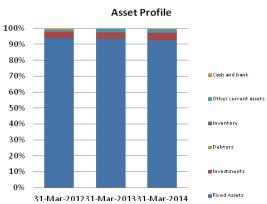
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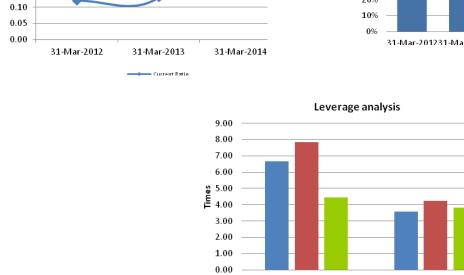


Liquidity analysis

Turnover and business growth analysis







Total outside liabilities/Tangible Total debt/Tangible net worth

= 31-Mar-2013

= 31-Mar-2014

net worth

= 31-Mar-2012

<sup>&</sup>lt;sup>1</sup> Working capital graph is not meaningful



# **BANKING FACILITIES**

Name of the bank	Length of relationship	Facilities availed	Type of facility	Loan amount	Rate (%)
Develo of Develo Live it al	0	Overdraft	Fund-based	Rs.50.00 lakh*	12.50
Bank of Baroda Limited	9 years	Term loan	limit	Rs.367.12 lakh**	Data not
HDFC Bank Limited	8 years	Overdraft	Fund-based limit	Rs.50.00 lakh*	provided to CRISIL
*Sanctioned limit **Outstanding as on Marcl	h 31, 2014			•	

**Feedback :** Performance of the account is regular. CRISIL has received the feedback verbally from the bank.

# SITE VISIT

(As per previous rating exercise)

Address of the site visited		NJR, Knowledge Campus, Plot No. SPLT Bhamashah Industrial Area Kaladwas, Udaipur – 313 003, Rajasthan
Date of site visit	:	August 2, 2013
No. of floors occupied	:	Four
Size of premises	:	40,000 square feet
Number of employees at the location	:	85
Child labour at the site	:	No
Locality	:	Industrial
Location area	:	Urban
Site location	:	Main road
Site used as	:	Administrative office
Site layout	:	Spacious and well organised
Space around the building / structure	:	Front porch
		Backyard
State of infrastructure	:	Power: Stable
		Backup power: Available
		Water: Available
		Labour unions: Do not exist
		Transportation: Easily available
		Overall infrastructure: Satisfactory
Electricity consumption	:	Data not provided to CRISIL
Building structure	:	Permanent structure
Ownership of premises	:	Rented
Sharing premises with group company	:	No
Facilities available at the site	:	Telephone
		<ul> <li>Internet</li> </ul>
		<ul> <li>Fax</li> </ul>
		<ul> <li>Generator</li> </ul>
		<ul> <li>Security guards</li> </ul>
		<ul> <li>Name or sign boards</li> </ul>
		<ul> <li>Drinking water</li> </ul>
		<ul> <li>Transport arrangement</li> </ul>
		<ul> <li>Boundary wall</li> </ul>
		<ul> <li>Drainage and sewerage</li> </ul>



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### **CRISIL SME Ratings Contacts**

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