



BACKGROUND

Balaji Industries is a manufacturer of laptop and office bags, camera bags, camera pouches and many more items. The company started off

- As a Proprietorship Concern in 1995
 - Shifted to Silvassa in 2000
 - 1st Factory Expansion in 2003
 - National Award in 2005
- Transitioned into a Partnership Concern in 2010
 - Last Factory Expansion in 2010

Quality Control

“We at Balaji Industries, shall aim to achieve customer delight at all times by supplying on time Quality products.

Innovation and continuous improvements in all areas shall be our priority for providing complete solution by upgrading quality & maintaining products cost competitiveness.

The Management shall promote Quality execution at all levels through the Quality Management System”



Office and Factory

Head Office

- Head Office – Mumbai

Factory

- Industrial Works – Silvassa (180 km north of Mumbai)
- Present Factory Size - 35000 Sq. feet

PARTNER PROFILES



PARVATI FATNANI

- Education - M. Com, D.B.M.
- Experience - 23 years in this field
- Heading – Marketing, Sampling & Procurement Department



PINKY KHIMNANI

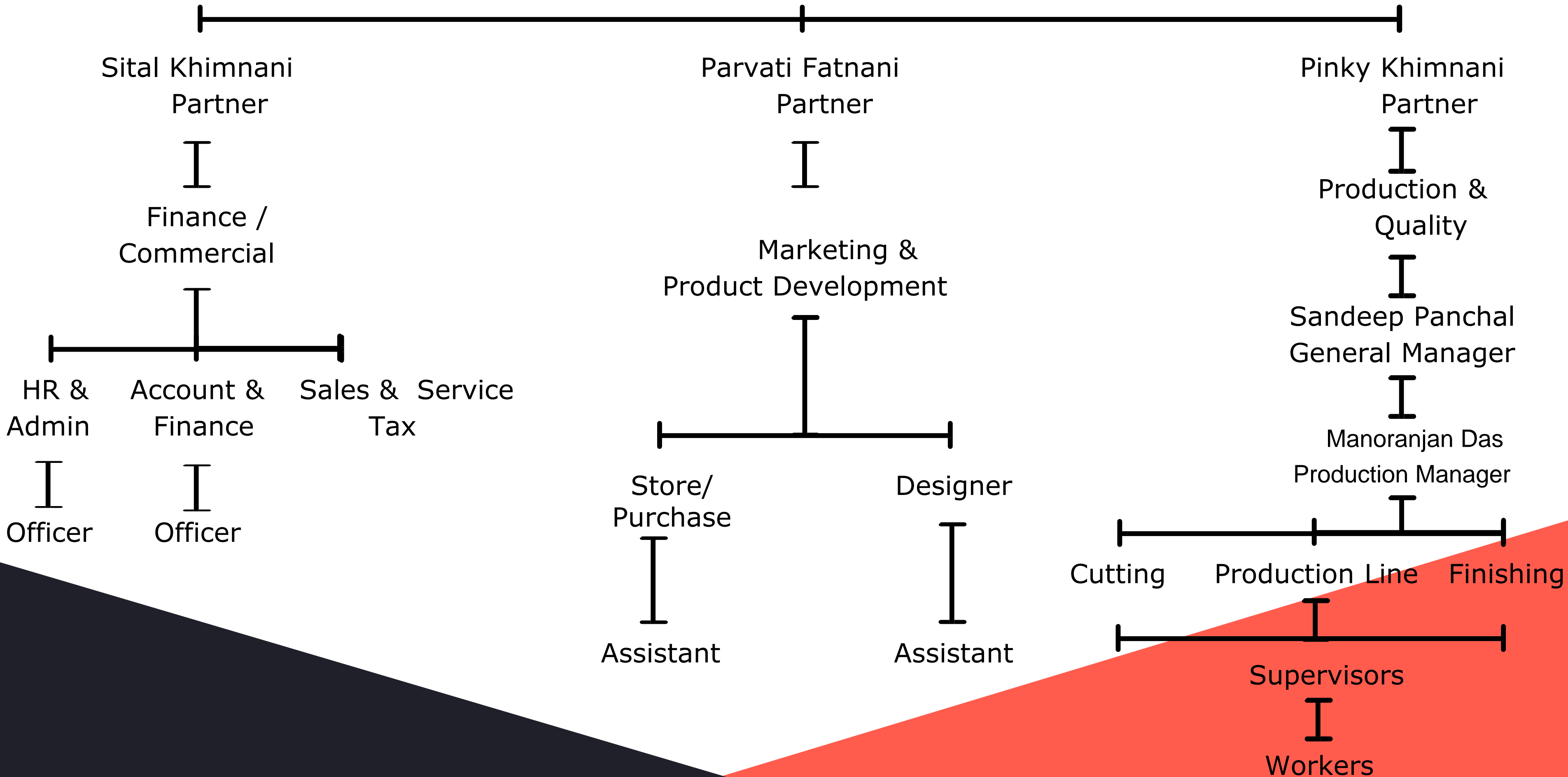
- Education - B. Com, D.B.A, D.B.M.M
- Experience - 23 Years in this field
- Heading - Production Department



SITAL KHIMNANI

- Education - B.Com, D.B.A
- Experience - 20 years in this field
- Heading – Finance & Support in procurement and sampling

BALAJI INDUSTRIES ORGANISATION CHART



Quality Check Team

PINKY KHIMNANI

SANDIP PANCHAL

MANORANJAN DAS

D&B Rating

D&B Rating : 2A3
Condition : Fair

D&B Indicative Risk Rating consists of two parts, the Financial Strength and the Composite Appraisal / Condition. Financial Strength is an indication of the tangible networth (that is, the shareholder's funds less any intangible assets). The Composite Appraisal / Condition is linked to the level of risk and is an overall evaluation of credit worthiness. It takes into account the financial condition and several factors such as trade reference history, legal structure, management experience and any adverse listings.

D&B Indicative Risk Rating of 2A implies that the Company has a tangible networth between INR 12,919,000 and INR 64,594,999 as per latest available audited financial statements. Composite appraisal 3 indicates that the overall condition of the Company is fair.

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

Financial Strength			Composite Appraisal			
Rating	Tangible Networth (In INR)					
	From	To	Strong	Good	Fair	Limited
5A	645,950,000 and Above		1	2	3	4
4A	129,190,000	645,949,999	1	2	3	4
3A	64,595,000	129,189,999	1	2	3	4
2A	12,919,000	64,594,999	1	2	3	4
A	7,751,400	12,918,999	1	2	3	4
B	3,875,700	7,751,399	1	2	3	4
C	1,219,900	3,875,699	1	2	3	4
D	516,760	1,219,899	1	2	3	4
E	155,028	516,759	1	2	3	4
F	51,676	155,027	1	2	3	4
G	Upto 51675		1	2	3	4
--	Not Classified					

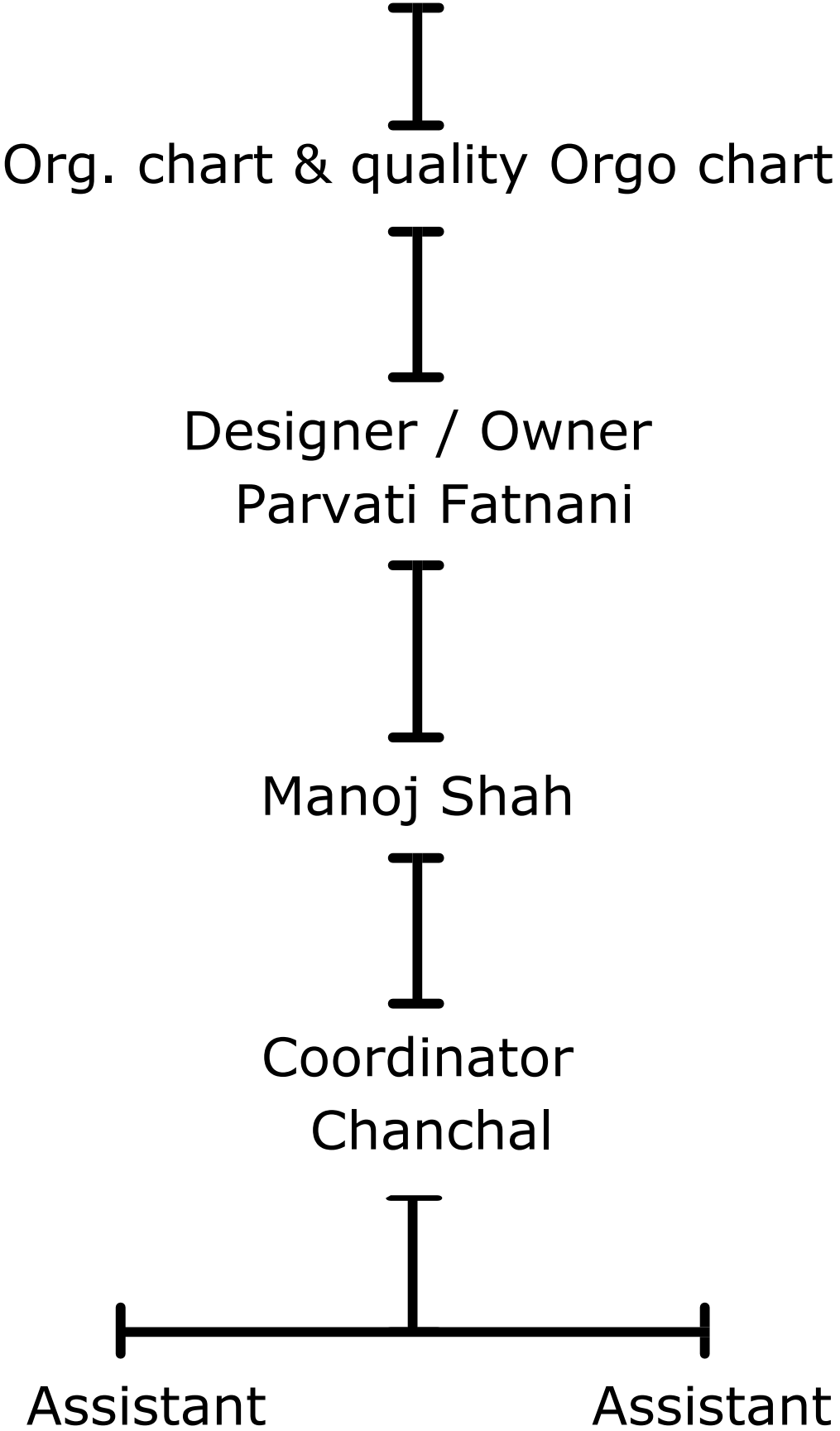
Internal Audit Team

PINKY KHIMNANI

SANDIP PANCHAL

MANORANJAN DAS

DESIGN TEAM CHART



Designing

Separate Department for designing and sampling at mumbai office

For R&D of designs and products we keep visiting various exhibitions , china and other Markets of world.

Online System

Production and Inventory Online System.

Traceability issue incorporated from 1st June, 2013.

Workforce

We have a workforce of 250 people comprising of:

- Skilled Workers
- Semi Skilled Workers
- Unskilled Workers
- Admin Team

Our Products

Cloth Bags



Cloth Bags



Shopping Bags



Camera Pouches



Laptop Sleeves & Bags



Backpacks



Wallets



Production Capacity

Varying production capacity depending upon size & design of following products

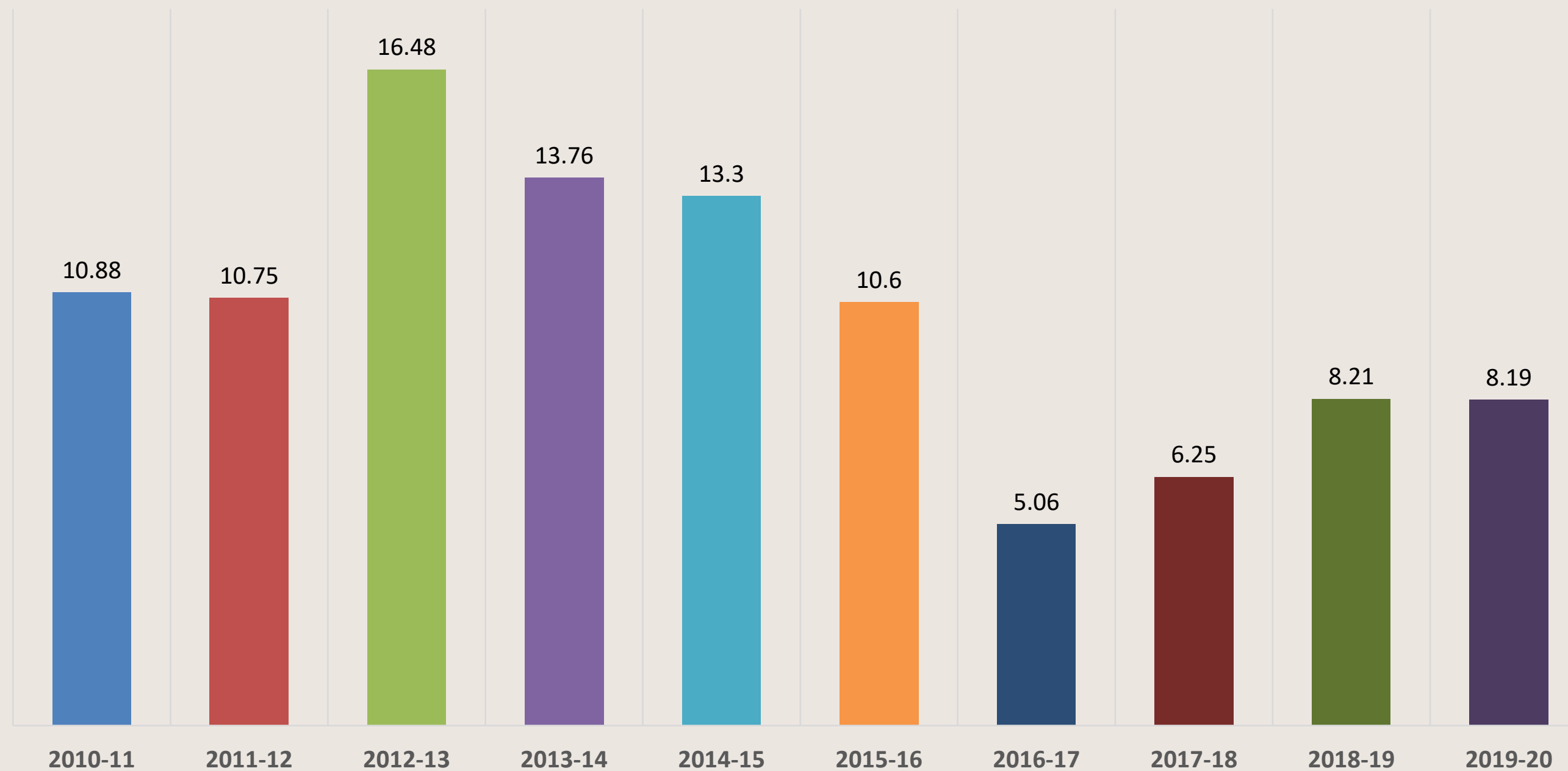
- Camera Cases. 500 pcs
- Camera Bags. 500 pcs
- Laptop Bags. 500 pcs
- Shopping and tot Bags. 5000 to 30000
- Utility bags. 5000 to 30000

Presently can make average of 5000 to 30000 pcs of above products Per Day .

Manufacturing Efficiency

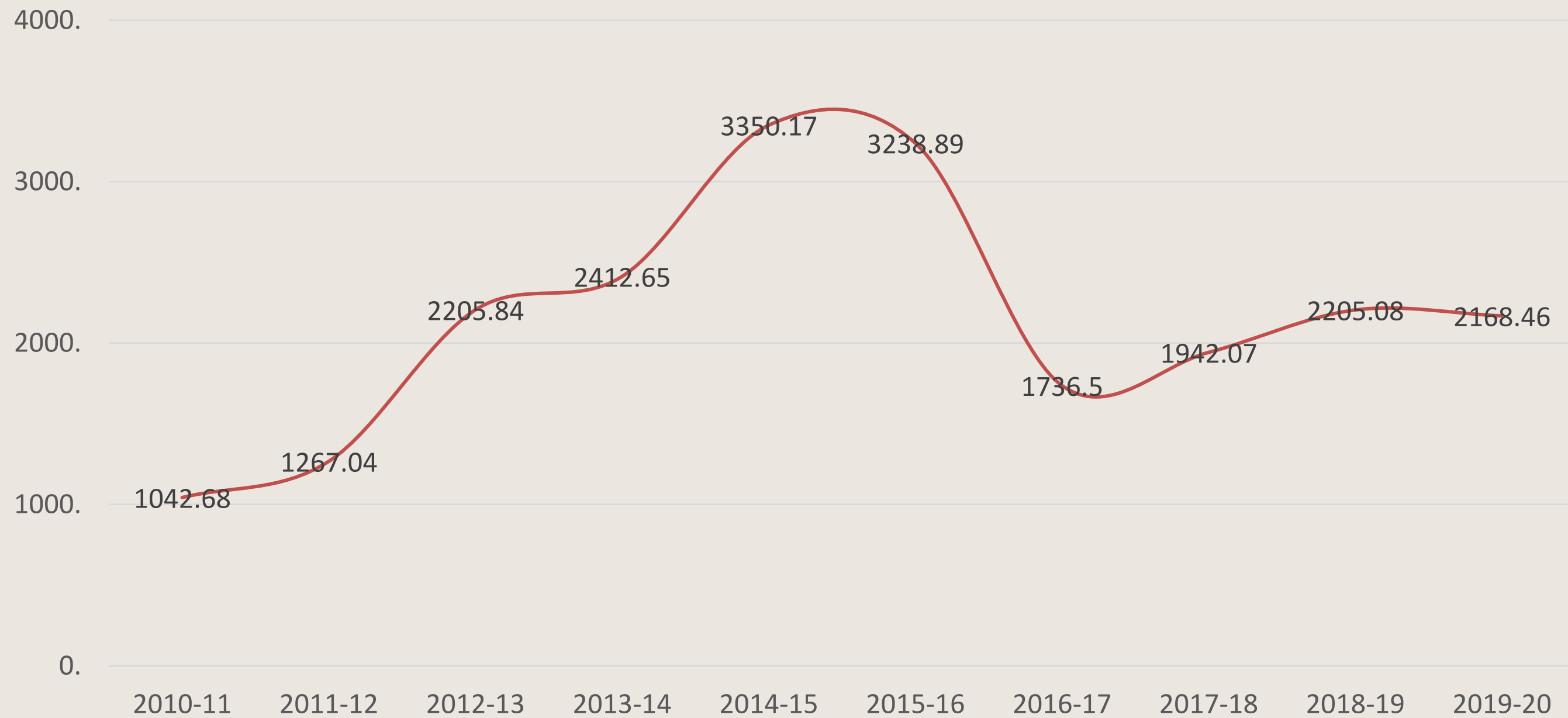
last 10
years
Quantity in lakh

Quantity(Figures in lakhs)



Gross Sales by Value

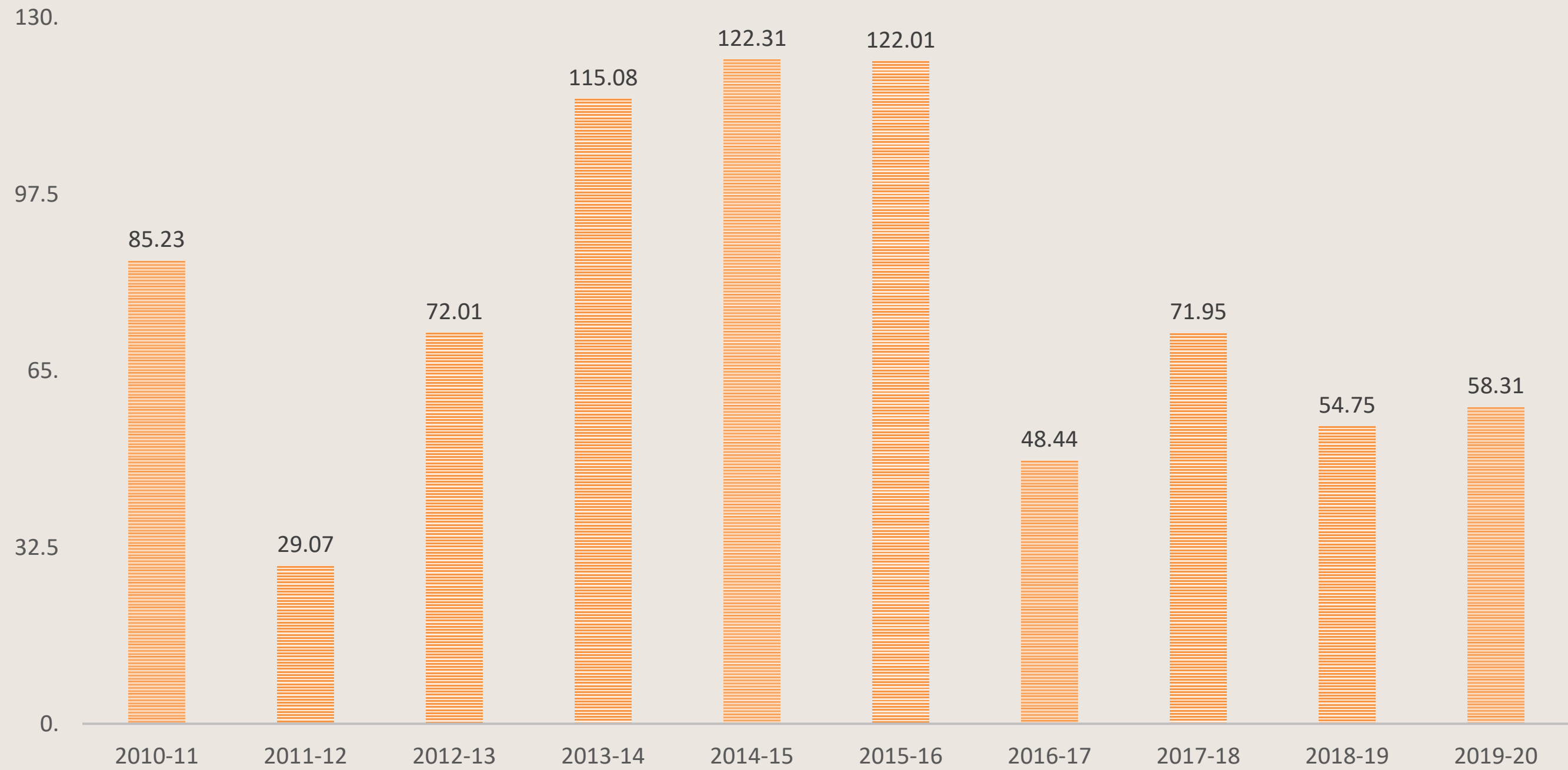
last 10
years



Profitability

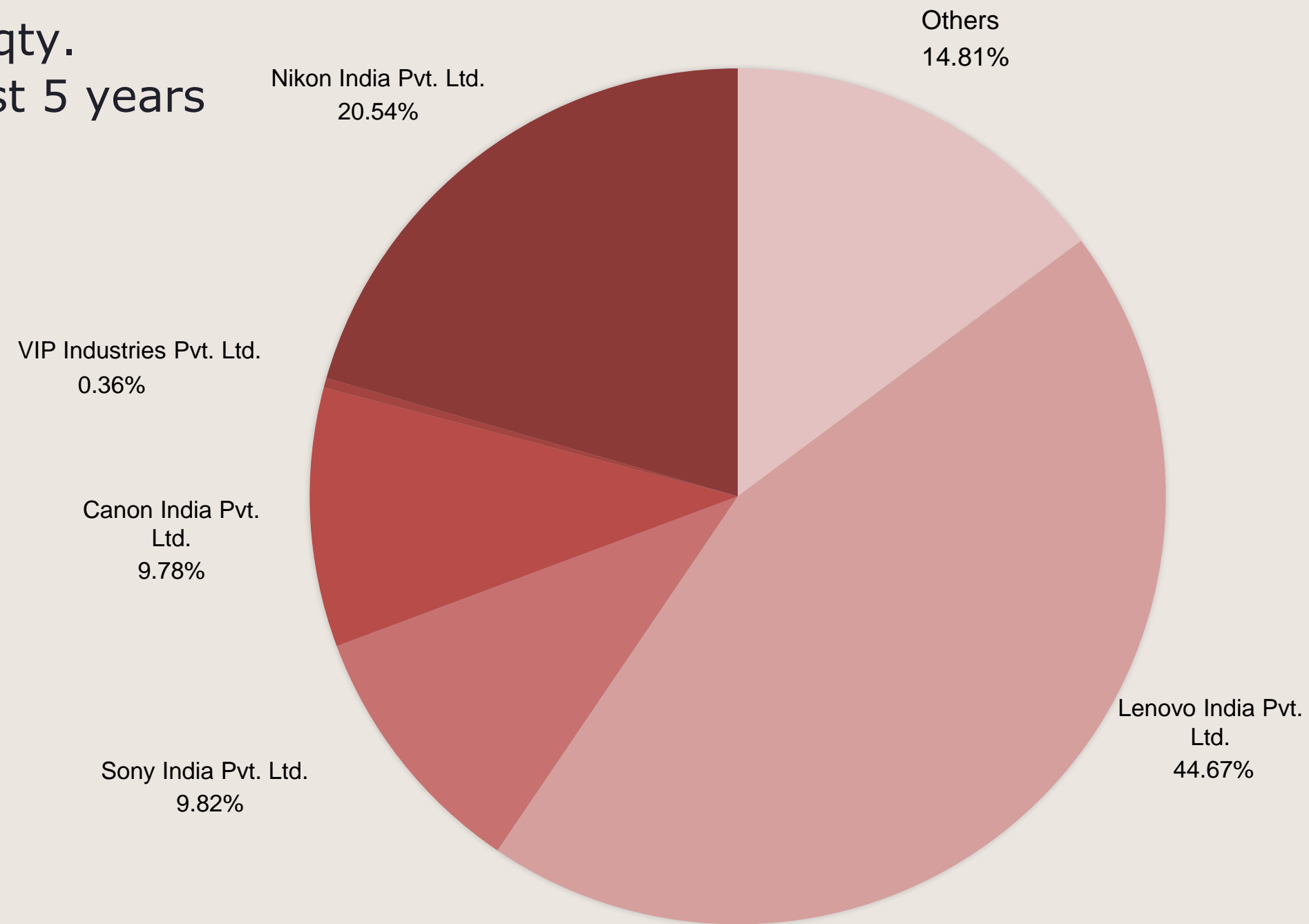
last 10 years

Net profit in
lakh



Client-wise Sales

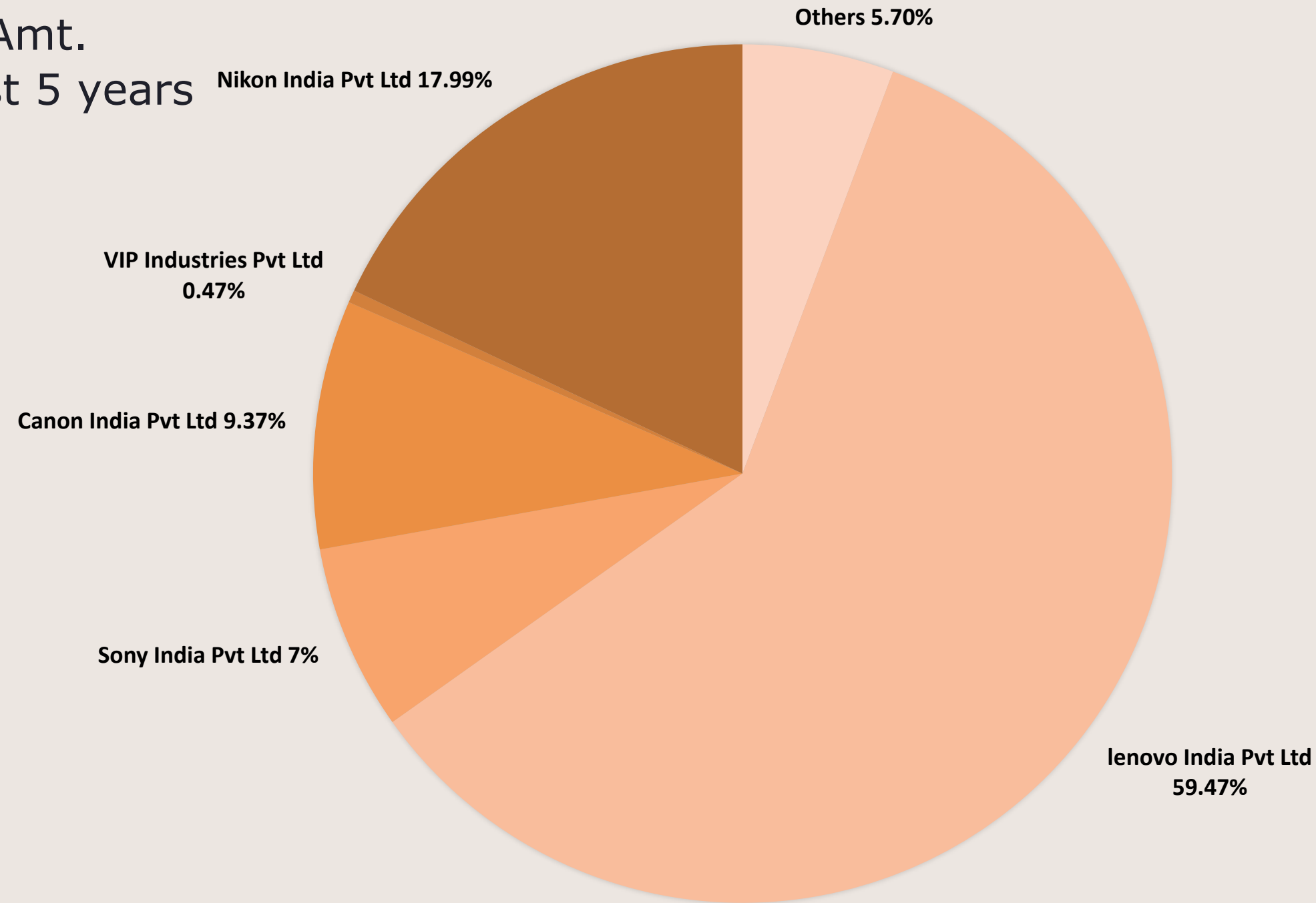
in qty.
Last 5 years



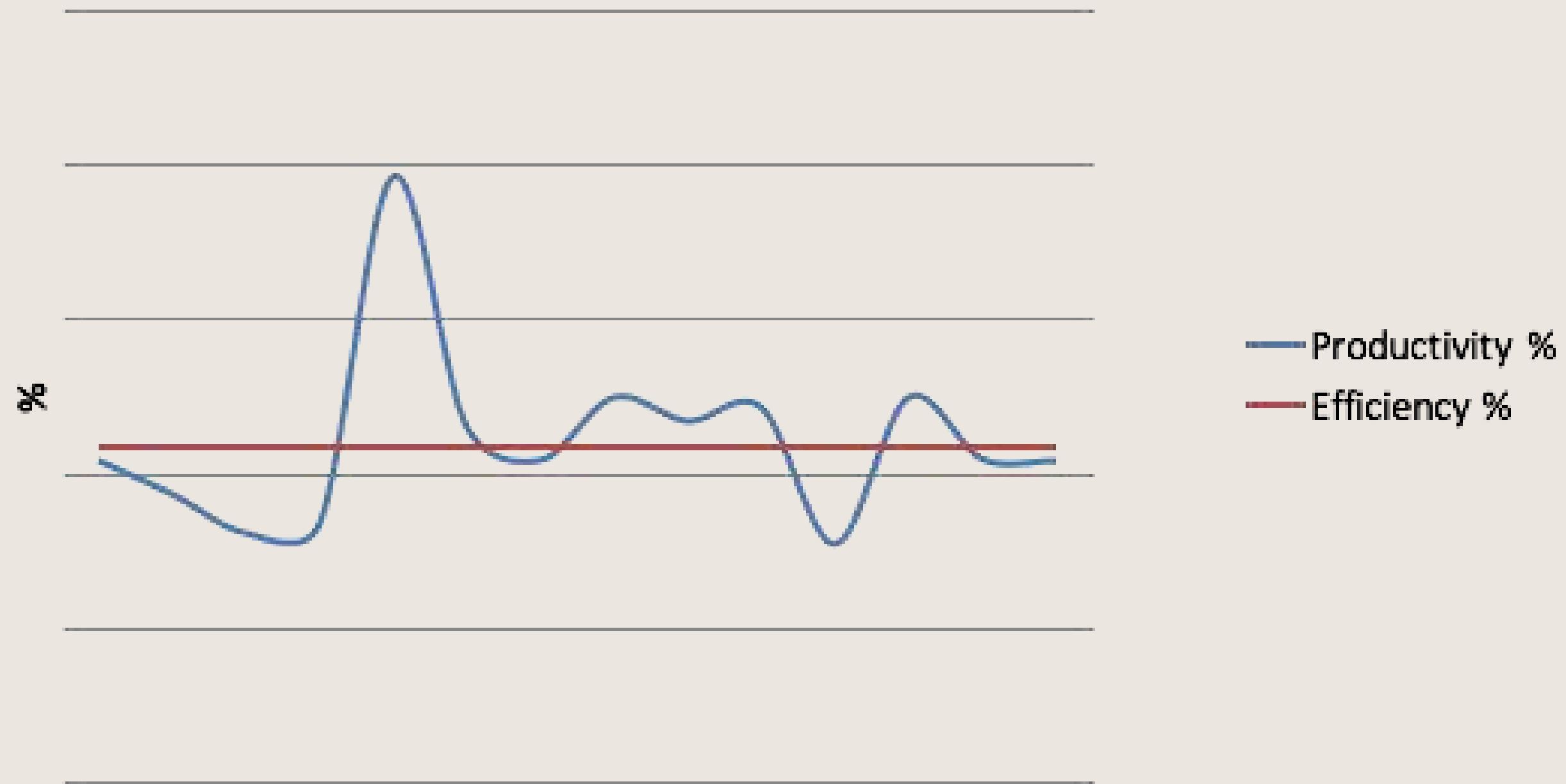
Sales

Client-wise Sales

in Amt.
Last 5 years



Productivity & Efficiency



Our Clientele

CASIO

Nikon

FUJIFILM

Kodak

lenovo

VICP

SONY

Canon

And many
more....

Suppliers & Vendors

We are well supported by a strong line of suppliers & vendors:

- Akashi Exports
- Shakti Tex Coaters Pvt Ltd.
- Fancy Fittings Ltd.
- Dadra Polyplast Industries
- S. R. Polytex
- Ellora Industries
- Rahil Foam Pvt. Ltd.
- Ultra Nonwooven Pvt Ltd
- Shree Packing

And Many More.....

Manufacturing Process

Raw Materials

Cementing

Final Assembling

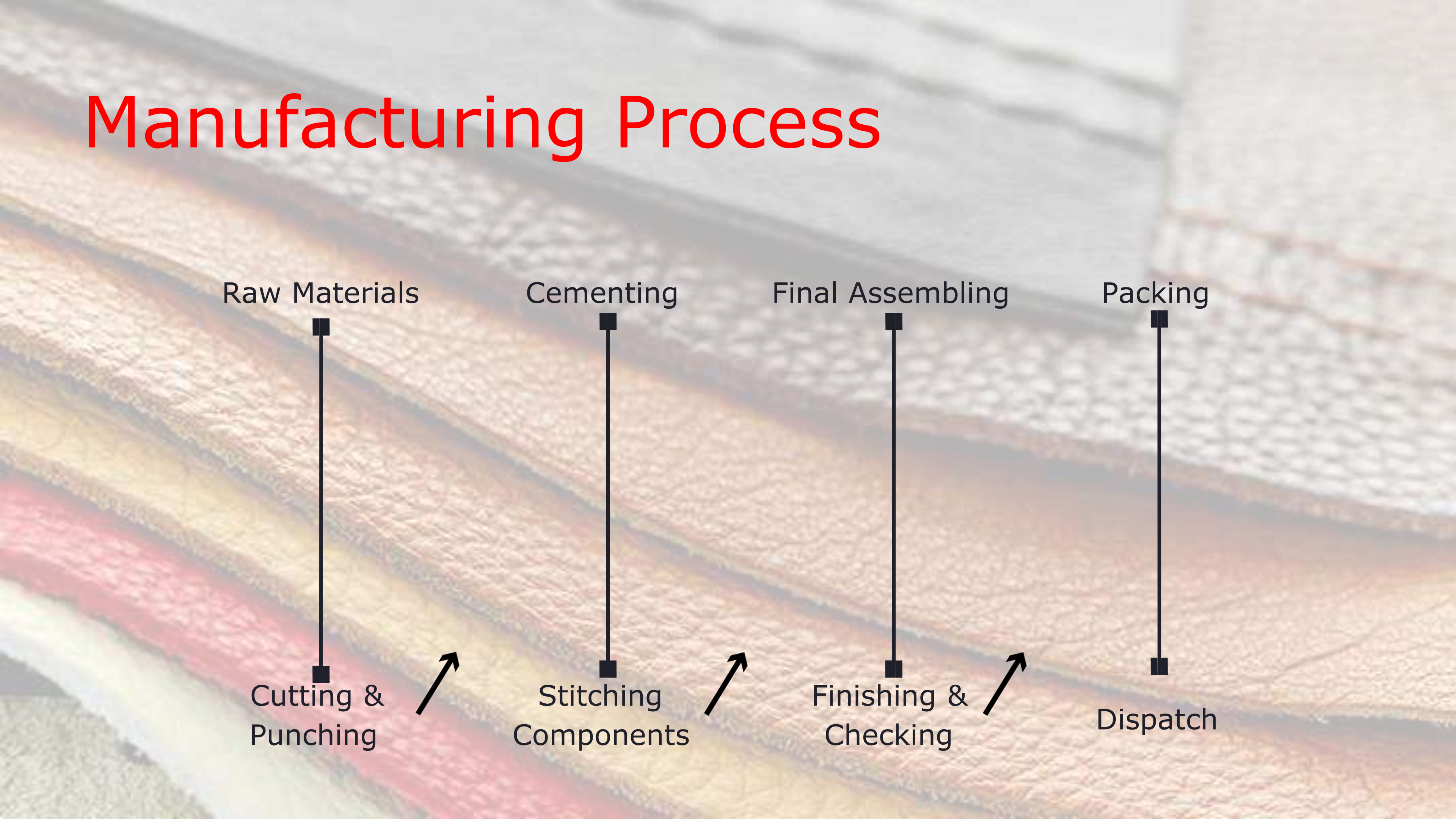
Packing

Cutting &
Punching

Stitching
Components

Finishing &
Checking

Dispatch



Quality Controls

We carry out Quality checks at different levels:

- Incoming Material
- Online quality controls
- Final Product quality check Box Audit
- Internal quality
- We are ISO 9001:2015 Certified Company from TUV South Asia Pvt. Ltd , Since last Seven Years.
- Hummingbirds Consulting Solutions Pvt. Ltd. has been appointed to carry the internal quality audit every month.
- 5 people have been trained for internal quality.
- 2 people has undergone the traning of six siga.

Future Plans

Sales to grow by 10%

To Increase the production for shopping bags Tot bags utility bags
etc.

Space and machinery available

Investment

S Approx 50 stitching machines are in spare

Purchased 7 pattern designing machines

Additional clicking machines depending upon the order levels

No plans to invest more in land and building

SWOT Analysis

Strengths:

- Dedicated team
- Very good in back to back orders
- Direct importer of raw materials Specialized in meeting the OEM requirements

Weakness:

- Digital Presence
- Marketing basis the local market

Previous Audits

Kodak Worldwide Team

Canon India Local Audit

Team Sony World wide Team

Lenovo World wide team

VIP Industries Limited

Power & Efficiency

Enough Power available to run
up to **500** machines.

Awards & Recognition



Winners of national awards in 2005 by President Shri A.P.J. Abdul Kalam in New Delhi for small scale industry in rural India by women interlunar export oriented unit.

Contact Us

Works :

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www.balajimaniks.com

Thank you!