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| **Company Name : BTL EPC Ltd** (Formerly Bengal Tools ltd)  **Founded in Year: 1966**  **Employee Strength :850 (incl Workers) Presence : Pan India & Bangladesh Website** [**:**](http://www.shrachi.com/) **www.shrachi.com** | | **Promoter-**  **Mr. Ravi Todi** | | **Industry : -Manufacturing/EPC** |
| **Company Overview :-**  BTL EPC Ltd (BTL) is one of the leading agro-engineering companies in eastern India, providing integrated project management solutions to industrial across India, with a successful track record of delivering the best results in time. BTL EPC Ltd is the flagship company of the Kolkata-based Shrachi Group. It is headquartered in Kolkata and has four manufacturing units spread across 400000 sqft area. It has branch offices in Gurgaon, Ranchi, Cuttack, Assam, Guwahati, Hyderabad, Bangalore and Tamil Nadu. | | | | |
| **Business Model :**  **Manufacturing:** BTL EPC Ltd. is an ISO: 9001, ISO: 14001, OHSAS: 18001 certified company and registered with IBR and ABS accredited company into manufacturing of bulk material handling system, Underground Conveyor System, chemical plant equipment like pressure vessel, heat exchanger ,column, spares for thermal power plants and various field engineering product for ministry of defense.  **EPC:** Provides Turnkey solution (EPC- Engineering, Procurement and construction) in the areas like bulk material handling, coal and chemical by- product plant, Septage treatment and power transmission. | **Divisions of BTL EPC**   * Bulk Material Handling Plant * Coal Chemical and Chemical Plant * Special Business Division * Power Transmission * Water Treatment * Roof Top and Ground Mounted Solar Plant * Field Engineering Equipment for Indian Army * Thermal Power Plant Aggregates | | | **Agro:** The division is engaged in Import, **assembling and marketing** of light weight farm machineries such as power tillers, Reapers and Weeders for small and marginal farmers across India. |
| **Product Overview:**  **Engineering :**   * Bulk Material Handling Equipments like Idler, Pulley, Tripper, Rod Gate, Slide Gate, R&P Gate, Chute, Conveyor Structure, Shuttle Conveyor, Scrappers etc * Stainless Steel Process Column * Shell & Tube Heat Exchanger * Primary Gas Cooler, Pressure Vessel, Columns, Stack, Tar decanter, Decanter, Tanks etc | | | **Agro:**   * Agro-Machinery such as Power Tiller and Power weeder * Garden Tools such as Brush Cutter and Chain Saw * Tractor Implements such as Rotovator, Thresher, Cultivators and Harvestors. * Bio-Toilets | |
| **Core Strength/Key differentiators :**   * **More than 50 years’ experience.** * **Reputed and diversified client base consisting major PSU’s.** * **Strong Order book position of approx. Rs.1254 Crore as on 30th June,2023.** * **Technical collaboration with number of leading foreign companies which provides us competitive edge over other players in the market** * **Good financial performance in past years, recorded growth of 25% y-o-y in total revenue in FY-21 & 5% in FY-22.** * **In House manufacturing facilities in strategic locations equipped with modern machines catering cost effective state-of-the-art technology to customers.** * **Team of trained Engineers & Project Managers** * **Use of upgraded engineering tools like AutoCAD, Teckla, STAD, Primavera, M.S.Project during project execution stage** * **Use of ERP Navision & Oracle, Salesforce CRM, Krystal Document Management System etc. for accounting & controls.**   . | | | | |

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| **Major Projects :**  **Completed**   * Raw Material Handling Plant at SAIL-DSP - Rs. 87 Cr. * Coal Handling Plant at HINDUJA (BHEL)- VIZAG THERMAL POWER PLANT- Rs. 72 Cr. * Pet Coke Handling System at IOCL- PARADIP- Rs.59 Cr. * Benzol Absorption & Benzol Distillation Plant at SAIL-DSP- Rs.52.65 Cr. * Pet Coke Handling system by pipe conveyor system at MRPL, Magalore – Rs.52 Cr. * Bagging Conveyor & Wagon Loading System at Kribhco, UP – Rs.53 Cr. * Stock House (BF –CHARGING) Belt conveyor at SAIL-ISP- BURNPUR * EPC of Coal Storage and handling system at NALCO Angul * Coal Handling Plant at Haldia Energy ,HALDIA * Sinter Plant Exhauster at SAIL Bokaro * Installation of De nitration plant at HWB Kalapakkam under BARC * Fabrication & Supply of Steel Arch Bridge to NCC * Primary Crushing plant at TATA STEEL WEST BOKARO * 132 KV transmission line from Ranikhet to Bageswar substation for Power Transmission Corporation of Uttarakhand Limited (PTCUL)   3 MW Solar plant at MES Panagarh | **Ongoing**   * Coal Handling plant for NTPC Pakri – Rs.317 Cr. * Coal Handling, Lime Stone & Gypsum Handling Plant for Yadadri 5x800MW power plant, TSGENCO – Rs. 309 Crs. * Coal handling plant for BIFPCL Bangaldesh Maitree – Rs.228 Crs. * EPC for Urea Bag Handling and Wagon Loading System for HURL-Sindri & Barauni – Rs.156 Crs. * Coal Handling Plant, (NBPPL) 1X500 MW Unchahar – Rs.150 Crs. * Coal Handling Plant, at Sagardighi, WBPDCL (A/C BHEL) – Rs.143 Crs.   **Upcoming**   * Ash Handling Plant Package from BHEL at Yadadri – Rs.446 Cr. * Urea Handling & Bagging Package from Talcher Fertilizers Ltd.- Rs143 Cr. |

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| **BOARD OF DIRECTORS** |  |  |
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| **NAME** | **EDUCATION** | **ROLE** |
| Mr. Ravi Todi | B.Com (H), Pursuing Diploma in OPM from Havard Business School | Promoter & Managing Director |
| Mr. Sunil Mittra | BE (Mech) from IIT Kharagpur, MBA, PG in SQC | Chairman & Independent Director |
| Mr. Amitava Guin | B.Sc, AMIE | Executive Director |
| Mr. Subrata Paul | BE from IIT Kharagpur, MBA from London Business School | Independent Director |
| Mr. Sourav Daspatnaik | BE, PG (MS) | Independent Director |
| Mr. Ketan Mangaldas Shanghavi | Commerce Graduate | Independent Director |

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| **(Rs. In Lakh)** |  |  |  |
| **Year Revenue** | **PBT** |  | **Credit Rating** |
| **2023 (Provisional) 51711** | **2733** |  |  |
| **2022 33125**  **2021 31518**  **2020 25260**  **2019 32986** | **1104**  **1090**  **378**  **737** |  | Long Term Rating – Acuite BBB – Stable  Short Term Rating – Acuite A3 |
| **2018 28983** | **772** |  |  |
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|  | **DETAILS OF ASSESSED LIMIT UNDER CONSORTIUM (Rs. in Crores), LEAD BANK - SBI** | | | | | | | | | |
|  | |  |  |  |  |  |  |  |  |  |
| **FACILITY** | | **SBI** | **IDBI** | **PNB** | **CANARA** | **KARNATAKA** | **HDFC** | **IOB** | **UNTIED** | **TOTAL** |
|  | |  |  |  |  |  |  |  |  |  |
| **Fund Based :** | |  |  |  |  |  |  |  |  |  |
| Cash Credit | | 49.00 | 17.00 | 8.00 | 10.00 | 8.00 | 2.00 | 7.00 | 4.00 | 105.00 |
|  | |  |  |  |  |  |  |  |  |  |
| Fund Based Total | | 49.00 | 17.00 | 8.00 | 10.00 | 8.00 | 2.00 | 7.00 | 4.00 | 105.00 |
|  | |  |  |  |  |  |  |  |  |  |
| **Non Fund Based :** | |  |  |  |  |  |  |  |  |  |
| Letter of Credit | | 38.00 | 6.00 | 6.00 | - | - | 8.00 | 3.00 | 2.00 | 63.00 |
| Bank Guarantee | | 43.00 | 59.00 | 20.00 | 34.00 | 20.00 | - | 10.00 | 26.00 | 212.00 |
|  | |  |  |  |  |  |  |  |  |  |
| Non Fund Based Total | | 81.00 | 65.00 | 26.00 | 34.00 | 20.00 | 8.00 | 13.00 | 28.00 | 275.00 |
|  | |  |  |  |  |  |  |  |  |  |
| **Total (FB + NFB)** | | **130.00** | **82.00** | **34.00** | **44.00** | **28.00** | **10.00** | **20.00** | **32.00** | **380.00** |