

PERSONAL DISCUSSION REPORT

for the case of

Mr.Rajasekar

PD Report Date 01/03/2019 16:32 PM
PD Vist Date 28/02/2019 11:14 AM
PD Initiated by Acharapakkam Branch
Loan Applicant ID HDFC-5500
Product Home Loan
Customer Segment Self Employed - Documented Income

Loan Amount Applied For

As Per PD Initiation	As Per Loan Applicants during PD
Rs 7,890,000.00.	7,890,000.00

Score Summary

General Section Score :1.48
Business Section Score :2.93
Final Remarks Score :2.50
Final PD Score :69.08

General Section Information

Person(s) Met Mr.Rajasekar
 Company Seceratory of Of VIT
 Brother
 Mr.GayathriSister

Loan Applicants

Mr.Rajasekar	Company Seceratory of Of VIT Brother Of Gayathri
Mr.Gayathri	Sister Of RRRR

Location Details :

The applicants were met at their Industrial Shed at NO.2, GANDHI STREET, ACHARAPAKKAM. The PD location is situated in an area that can be classified as , and the approach was Easy to locate & Reach. The locality was Good.

Loan Details :

A loan for Rs 7,890,000 (seventy eight lakhs ninety thousands Rupees) has been applied by the applicant for Making improvements to Exisiting House Property. There is a balance transfer of Rs. 20,000 (twenty thousands Rupees)from Aadhar Housing Finance Limited),and the balance top up of Rs.7870000 is to be used for Furnishing and Finishing of House Property. The applicants are comfortable to pay an EMI of Rs.70,000 per month. The property being mortgaged is a Flat owned by and ajasekar , and is Complete – Fully Constructed with an estimated market value of Rs 90,000,000(nine crore Rupees)

PD Officer's Note (About Loan Details) :

Business Details

About Company : VIT is a Private Limited Company ,formed on .

The director details are as under :

Name	Share Holding	No.of Years in Current Business	Total Work Experience	Previous Experience
Mr.Rajasekar	45%	8Years	8	

Besides the above, the below family members are also involved in the business :

Name	Relation	Designation	Started Business
Mr. Satheesh	Brother of Rajasekar	Auditor of	no

The Manufacturing details are as under :

Products	Area of Sale	Sales Done	Max Sales Done
Main product 1	Within India	Abiramam,Achampudur and Through Out the State of Tamil Nadu.	Abiramam and Through Out the State.

The Business has major changes, the periods of January,March and April maximum sales/services done.

As per person met there are 49 permanent and 1 temporary employees with company.

The PD Officer could notice approximately 23 employees during the visit.

The below documents were sighted during the visit :

1. Shop/Est act Certificate.
2. GST Registration.
3. PF Registration.
4. ESIC Registration.

Financial Information

VIT not provided the financial statements :

As per customers, the financials are as below :

Sales	Net Profit	Net Margin %
Rs.11000000.00 (Rs.10000000, Rs.12000000)	Rs.	35.00 (30, 40)

Client Details

VIT

Product/Service	Client	Contact	Payment
Main product 1	Resico 1	Mr.Jannai Beneficiary of 9887655433	Supply against advance payment

Product/Service	Client	Contact	Payment
Approximately % of the business is running on credit to customers.			

Supplier Details

VIT			
Raw Material/Trading	Supplier	Contact	Payment
Raw1	Resico	Lt.Ramki Trustee of 9098876544	Payment on Receipt of goods / service
Raw2	Sidharth Ind	Mr.Vishwa 9087665433	Payment on Receipt of goods / service
Approximately % of the business is running on credit to customers.			

Stock Details

VIT

The Manufacturing stock details are as under :

Type	Name	Qty	UOM	Value	Details
Raw Material	Raw1	20	13	Rs.2000000	
Raw Material	Raw2				
Finished Goods	Main product 1	80	7	Rs.899000	

Asset Details

Assets used for VIT Business :

Asset	Owned By	Details	Market Value
Vehicle	Rajasekar	10 Cars purchased in 2013	Rs.700000

Asset	Owned By	Details	Market Value
Property	Rajasekar	3 purchased in 2014	Rs.8000000

Personal Assets

Asset	Owned By	Details	Market Value
4	Gayathri	machine	

Other Income Details

The below mentioned other source of income were shared :

Income Type	Amount	Frequency
Interest Income	Rs.25000	Monthly

Banking Details

Below bank account details were shared :

Account Name	Bank Name	Account Type	Main Business Account	OD / CC Limit	Vintage
Rajasekar	100	2			4 Years
VIT	100	2			6 Years

Other Financial Information

The below current loan obligations were shared :

Loan Type	Amount	Loan Taken From	Installment	Tenure (Original - Current = Elapsed)	Loan taken by
Vehicle Loan	200000	Aadhar Housing Finance Limited	5000 per month	48 - 12 = 36	VIT
Loan Against Property	200000	Aadhar Housing Finance Limited	4000 per month	12 - 12 = 0	Rajasekar

Loan Type	Amount	Loan Taken From	Installment	Tenure (Original - Current = Elapsed)	Loan taken by
Business Loan	100000	Aadhar Housing Finance Limited	4000 per month	20 - 19 = 1	Rajasekar

Other Family Details

1. 567

Address of Residence	acharapakkam,4549,2-110628
No.of Years Residing here	2 years
Ownership	Rented @ Rs.20000 per month
No.of Family Members	2

Family of 567 :

Name	Relation	Age	Earning Status
Satheesh	Brother	20	Earning Self Employed - Documented Income with VIT since 12 years earning Rs.200000 per month
Kumar	Brother	20	Non-Earning Student

Neighbourhood / Reference Check

1. Neighbour Revathy was met and he/she confirmed that he/she knows Rajasekar since and he/she is