

## MIRA INFORM REPORT

<b>Report No. :</b>	522979
<b>Report Date :</b>	07.08.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	OOO ICEBERG
<b>Registered Office :</b>	Otkrytoye Highway 13, Building 1, Floor 3, Room VI, Office 4, Metrogorodok District, 107143 Moscow
<b>Country :</b>	Russia
<b>Financials (as on) :</b>	31.12.2016
<b>Date of Incorporation :</b>	14.06.2016
<b>Com. Reg. No.:</b>	OGRN 1167746561971
<b>Legal Form :</b>	Limited Liability Company
<b>Line of Business :</b>	Trading as Importers and Wholesalers of Frozen Seafood.
<b>No. of Employees :</b>	7

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	<b>B</b>
------------------------	----------

Credit Rating	Explanation	Rating Comments
B	Medium Risk	Business dealings permissible on a regular monitoring basis

<b>Status :</b>	Moderate
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Russia	A2	A2

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

### **RUSSIA - ECONOMIC OVERVIEW**

Russia has undergone significant changes since the collapse of the Soviet Union, moving from a centrally planned economy towards a more market-based system. Both economic growth and reform have stalled in recent years, however, and Russia remains a predominantly statist economy with a high concentration of wealth in officials' hands. Economic reforms in the 1990s privatized most industry, with notable exceptions in the energy, transportation, banking, and defense-related sectors. The protection of property rights is still weak, and the state continues to interfere in the free operation of the private sector.

Russia is one of the world's leading producers of oil and natural gas, and is also a top exporter of metals such as steel and primary aluminum. Russia is heavily dependent on the movement of world commodity prices as reliance on commodity exports makes it vulnerable to boom and bust cycles that follow the volatile swings in global prices. The economy, which had averaged 7% growth during the 1998-2008 period as oil prices rose rapidly, has seen diminishing growth rates since then due to the exhaustion of Russia's commodity-based growth model.

A combination of falling oil prices, international sanctions, and structural limitations pushed Russia into a deep recession in 2015, with GDP falling by close by 2.8%. The downturn continued through 2016, with GDP contracting another 0.2%, but was reversed in 2017 as world demand picked up. Government support for import substitution has increased recently in an effort to diversify the economy away from extractive industries.

Source : CIA

## **BRIEF SUMMARY**

<b>COMPANY NAME</b>	OOO ICEBERG			
<b>ADDRESS</b>	Street	Area	Town	PO Box
	Otkrytoye Highway 13, Building 1, Floor 3, Room VI, Office 4	Metrogorodok District	Moscow	107143 Moscow
<b>TEL/FAX</b>	Verified Phones: (+7 499) 213 0233 / Fax: (+7 499) 213 0233			
<b>EMAIL/WEBSITE</b>	Email: npk@oooiceberg.com / Website: www.oooiceberg.com (under construction)			
<b>ACTIVITY</b>	NACE 4638 - Wholesale of other food, including fish, crustaceans and molluscs;			
<b>PRINCIPAL</b>	Irina Vladimirovna Kotlyarova Managing Director		Workforce 7	
<b>LEGAL INFO</b>	<b>Date Of Est.</b> 14/06/2016	<b>Reg. No.</b> OGRN 1167746561971	<b>Legal Form</b> LLC	<b>Status</b> Active
<b>CAPITAL</b>	<b>CURRENCY</b> RUBLE (RUB)		<b>AMOUNT</b> 10,000	

## **IDENTIFICATION**

<b>CO. NAME</b>	OOO ICEBERG		
<b>STREET</b>	Otkrytoye Highway 13, Building 1, Floor 3, Room VI, Office 4		
<b>AREA</b>	Metrogorodok District		
<b>POSTAL ADDRESS</b>	107143 Moscow		
<b>TOWN</b>	Moscow		
<b>COUNTRY</b>	Russia		
<b>TELEPHONE</b>	(+7 499) 213 0233		
<b>FAX</b>	(+7 499) 213 0233		
<b>VERIFIED EMAIL</b>	npk@oooiceberg.com / fin@oooiceberg.com		
<b>WEBSITE</b>	www.oooiceberg.com (under construction)		
<b>BUSINESS HOURS</b>	<b>DAYS</b> Mon-Fri	<b>OFFICE HOURS</b> 09:00-18:00	<b>BREAK TIME</b> 13:00-14:00
<b>REGISTERED ADDRESS</b>	Otkrytoye Highway 13, Building 1, Floor 3, Room VI, Office 4 Metrogorodok District 107143 Moscow Russia		

## **SENIOR PERSONNEL**

MANAGEMENT	NAME	POSITION
	Irina Vladimirovna Kotlyarova Nationality: Russian Tax Code: INN 771805493234	Managing Director
WORKFORCE	NO. OF EMPLOYEES	PERIOD
	7	08.2018

## **FINANCIAL SUMMARY**

TURNOVER	31/12/2017 (approx)	31/12/2016
	RUBLE 100,000,000	RUBLE 40,843,000
NOTES	The following financial highlights as at 31 December 2016 showed (latest available):	

31/12/2016  
(in RUBLE)

### ASSETS

Non-current assets	
Fixed assets	969,000
Deferred tax assets	20,000
Total non-current assets	989,000
Current assets	
Inventories	25,000,000
Value added tax on purchased valuables	453,000
Trade receivables	15,792,000
Cash and cash equivalents	2,291,000
Other current assets	106,000
Total current assets	43,642,000
Total Assets	44,631,000

### EQUITY & LIABILITIES

Total equity	20,000
Total long-term liabilities	24,000,000
Short-term liabilities	
Borrowings	12,000,000
Accounts payable	8,611,000
Total short-term liabilities	20,611,000
Total liabilities and equity	44,631,000

### INCOME STATEMENT

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

Revenue	40,843,000
Cost of sales	(36,726,000)
Gross profit	4,117,000
Commercial expenses	(2,576,000)
Administrative expenses	(621,000)
Profit (loss) from sales	920,000
Other income and expenses	
Other income	915,000
Other expenses	(1,845,000)
Profit (loss) before taxation	(10,000)
Current income tax	(21,000)
Net profit (loss)	(31,000)

**FISCAL YEAR-END**

31 December.

## **LEGAL STATUS**

<b>INCORPORATION</b>	14/06/2016	
<b>REGISTRATION NO.</b>	<b>C.R. NUMBER</b> OGRN 1167746561971	<b>ISSUED BY</b> Federal Tax Service
<b>OTHER REGISTRATION NO.</b>	INN 9718012866 (Tax Code) / KPP 771801001 / (Statistics Code) / OKTMO 45315000000	OKPO 3038115
<b>AUTHORISED CAPITAL</b>	<b>AMOUNT</b> 10,000	<b>CURRENCY</b> RUBLE
<b>PAID-UP CAPITAL</b>	<b>AMOUNT</b> 10,000	<b>CURRENCY</b> RUBLE
<b>BUSINESS HISTORY</b>	The Company was incorporated in Russia on 14 June 2016.	
<b>LEGAL FORM</b>	Limited Liability Company	
<b>STATUS</b>	Active	
<b>SHAREHOLDERS</b>	<b>NAME</b>	<b>PERCENTAGE</b>
	1. Lilit Alikovna Petrosyan	50.00%
	2. Natalya Petrovna Klimova Nationality: Russian Tax Code: INN 770400192910	50.00%

## **OPERATION**

<b>BANKERS</b>	PAO Sberbank Vavilova Street 19 117997 Moscow Russia Telephone: (+7 495) 957 5731
----------------	---

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

Fax : (+7 495) 747 4758

**ACTIVITY CODE (NACE)**

Subject also has an account with other local banks.  
4638 - Wholesale of other food, including fish, crustaceans and molluscs;

**LINE OF BUSINESS**

Trading as importers and wholesalers of frozen seafood.

**IMPORT FROM**

India, China, Bangladesh and Argentina.

**EXPORT TO**

Subject does not export, all sales are domestic.

**TRADE REFERENCES**

1. West Coast Frozen Foods Pvt. Ltd  
1401-D, Lotus Corporate Park, Gram Path,  
Goregaon East, Mumbai 400063, Maharashtra.  
India
2. Zhejiang Xinwang Foodstuffs Co. Ltd.  
Ocean Industry Zone, Putuo, Zhoushan,  
Zhejiang  
China
3. Jiaxing City Siji Aquatic Products Co. Ltd.  
Ping-Lang Road South, Huafeng Village, Lindai  
Town, Pinghu City, Zhejiang  
China
4. Castlerock Fisheries Pvt Ltd  
Plot No.M-33, Taloja Industrial Area, Taloja,  
Dist. Raigad, Pin-410208  
Maharashtra  
India
5. Apex Foods Ltd  
Shagarika Road, Chittagong-4219  
Bangladesh
6. Dalian Hualian Food Co. Ltd.  
Wulu Village,Wulu Town,Zhuanghe City Dalian  
China
7. Naik Oceanic Exports Pvt. Ltd.  
Taloje, - Raigad, Navi Mumbai - 410208  
Maharashtra  
India
8. Iberpesca S.A.  
Remolcador Delfin S/N Parcela 2 Y 3 Rawson  
Chubut  
Argentina

**FACILITIES**

Rented premises comprising administrative offices located at the heading address.

**RELATED COMPANIES**

Former associates

1. 000 FORDEWIND  
Golyanovskaya Street 3a/3  
Moscow  
Russia  
Est.: 31/05/2013  
C.R. No.: OGRN 1137746466330  
Sole Shareholder: Natalya Petrovna Klimova  
Status: Liquidated  
Date of Liquidation: 05/09/2014
2. 000 PREMIER FISH  
Myasnitskaya Street 30  
Moscow  
Russia  
Est.: 11/08/2008  
C.R. No.: OGRN 1087746967351  
Sole Shareholder: Natalya Petrovna Klimova  
Status: Liquidated  
Date of Liquidation: 05/09/2014

**PAYMENT RECORDS**

**CREDIT OPINION**

We consider it is acceptable to deal with subject for SMALL amounts.

**SPECIAL REMARKS**

**INTERVIEWED**

Irina Vladimirovna Kotlyarova (Managing Director).

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.68
UK Pound	1	INR 89.25
Euro	1	INR 79.38
RUB	1	INR 1.08

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIV
<b>Report Prepared by :</b>	TPT

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)