

## MIRA INFORM REPORT

Report No. :	524266
Report Date :	13.08.2018

### IDENTIFICATION DETAILS

Name :	PIONEER IT SOLUTIONS PRIVATE LIMITED
Registered Office :	302, Madhukala Building, 3rd Floor, R. K. Vaidya Marg, Off Ranade Road, Dadar (West), Mumbai – 400028, Maharashtra
Mob. No.:	91-9821053363 [Mr. Jitendra Gupta]
Country :	India
Financials (as on) :	31.03.2017
Date of Incorporation :	11.11.2011
CIN No.: [Company Identification No.]	U72900MH2011PTC223799
Capital Investment / Paid-up Capital :	INR 0.100 Million
PAN No.: [Permanent Account No.]	AAGCP2810G
GSTN : [Goods & Service Tax Registration No.]	27AAGCP2810G1ZN
Legal Form :	Private Limited Liability Company.
Line of Business :	<ul style="list-style-type: none"> <li>Sales, Services and Maintenance of IT related products. [Confirmed by management]</li> <li>Provide, Design, Research, of Computer Software, Computer Hardware, Networking, IT enabled services, e-commerce, data processing, data storage, information technology products. [As per Memorandum of Association]</li> </ul>
No. of Employees :	Information declined by the management

### RATING & COMMENTS

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

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<b>MIRA's Rating :</b>	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Maximum Credit Limit :</b>	USD 10000
<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Usually correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is an established company incorporated in the year 2011 having satisfactory track record.</p> <p>For the financial year ended 2017, the company has witnessed a growth in its revenue and has achieved profit margin at 0.60% (approx.)</p> <p>The company possesses an acceptable financial profile marked by sound net worth base along with low debt level and favourable gap between trade payable and trade receivables.</p> <p>Trade relations are reported as fair. Business is active. Payments terms are seems to be usually correct and as per commitments.</p> <p>In view of aforesaid, the company can be considered for business dealings at usual trade terms and conditions.</p>

**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.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
India	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2

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Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	Not Available
<b>Rating</b>	Not Available
<b>Rating Explanation</b>	Not Available
<b>Date</b>	Not Available

**RBI DEFAULTERS' LIST STATUS**

Subject's name is not enlisted as a defaulter in the publicly available RBI Defaulters' list.

**EPF (Employee Provident Fund) DEFAULTERS' LIST STATUS**

Subject's name is not enlisted as a defaulter in the publicly available EPF (Employee Provident Fund) Defaulters' list as of 31-03-2018.

**BIFR (Board for Industrial & Financial Reconstruction) LISTING STATUS**

Subject's name is not listed as a Sick Unit in the publicly available BIFR (Board for Industrial & Financial Reconstruction) list as of 13.08.2018.

**IBBI (Insolvency and Bankruptcy Board of India) LISTING STATUS**

Subject's name is not listed in the publicly available IBBI (Insolvency and Bankruptcy Board of India) list as of report date.

**INFORMATION DENIED BY**

<b>Name :</b>	Mr. Jitendra Gupta
<b>Designation :</b>	Director
<b>Contact No.:</b>	91-9821053363
<b>Date :</b>	10.08.2018

**Management Non-Cooperative (Tel. No.: 91-22-24216812)**

**LOCATIONS**

<b>Registered Office :</b>	302, Madhukala Building, 3rd Floor, R. K. Vaidya Marg, Off Ranade Road, Dadar (West), Mumbai – 400028, Maharashtra, India
<b>Tel. No.:</b>	91-22-24216812 / 14 / 16
<b>Mobile No.:</b>	91-9821053363 [Mr. Jitendra Gupta]
<b>Fax No.:</b>	Not Available
<b>E-Mail :</b>	<a href="mailto:jitendragupta@pioneeroa.com">jitendragupta@pioneeroa.com</a> <a href="mailto:mail@pioneeroa.com">mail@pioneeroa.com</a> <a href="mailto:vsk@vsnl.com">vsk@vsnl.com</a>
<b>Website :</b>	<a href="http://www.pioneeroa.com">http://www.pioneeroa.com</a>
<b>Corporate Office/ Branch Office:</b>	C 101, Jawle N C Kelkar Road, Dadar (West), Mumbai, 400028, Maharashtra, India
<b>Tel. No.:</b>	91-22-24302000

**DIRECTORS**

**As on 31.03.2018**

<b>Name :</b>	Mr. Jitendra Satyawar Gupta
<b>Designation :</b>	Director
<b>Address :</b>	A1/31, Gagan Society, Krishna Watika Marg, Gokuldharm, Goregaon (East), Mumbai – 400063, Maharashtra, India
<b>Date of Birth/Age :</b>	28.09.1972
<b>Date of Appointment :</b>	11.11.2011
<b>DIN No.:</b>	05000870
<b>Name :</b>	Mrs. Nisha Jitendra Gupta

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<b>Designation :</b>	Director
<b>Address :</b>	A1/31, Gagan Society, Krishna Watika Marg, Gokuldharm, Goregaon (East), Mumbai – 400063, Maharashtra, India
<b>Date of Birth/Age :</b>	13.05.1979
<b>Date of Appointment :</b>	11.11.2011
<b>DIN No.:</b>	05100426

**MAJOR SHAREHOLDERS / SHAREHOLDING PATTERN**

**As on 31.03.2017**

<b>Names of Shareholders</b>	<b>No. of Shares</b>	<b>% of Holding</b>
Jitendra Satyawar Gupta	5000	50.00
Nisha Jitendra Gupta	5000	50.00
<b>Total</b>	<b>10000</b>	<b>100.00</b>

**Share holding pattern**

■ Jitendra Satyawar Gupta ■ Nisha Jitendra Gupta



**Equity Share Break up (Percentage of Total Equity)**

**As on 29.09.2017**

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Category	Percentage
Promoter – (Individual/ Hindu Undivided Family – Indian)	100.00
<b>Total</b>	<b>100.00</b>

**BUSINESS DETAILS**

<b>Line of Business :</b>	<ul style="list-style-type: none"> <li>Sales, Services and Maintenance of IT related products. [Confirmed by management]</li> <li>Provide, Design, Research, of Computer Software, Computer Hardware, Networking, IT enabled services, e-commerce, data processing, data storage, information technology products. [As per Memorandum of Association]</li> </ul>					
<b>Products :</b>	<table border="1"> <thead> <tr> <th>Item Code No.</th> <th>Product Description</th> </tr> </thead> <tbody> <tr> <td>84719000</td> <td>Computer Peripherals</td> </tr> </tbody> </table>	Item Code No.	Product Description	84719000	Computer Peripherals	
Item Code No.	Product Description					
84719000	Computer Peripherals					
<b>Brand Names :</b>	Not Available					
<b>Agencies Held :</b>	Not Divulged					
<b>Exports :</b>	Not Available					
<b>Imports :</b>	Not Available					
<b>Terms :</b>	Not Available					

**PRODUCTION STATUS NOT AVAILABLE**

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference :</b>	Not Divulged
	<b>Name of the Person :</b>	--
	<b>Contact No.:</b>	--
	<b>Since How Long Known :</b>	--
	<b>Maximum Limit Dealt :</b>	--
	<b>Experience :</b>	--
	<b>Remark:</b>	--
<b>Customers :</b>	<b>Reference :</b>	Not Divulged
	<b>Name of the Person :</b>	--
	<b>Contact No.:</b>	--
	<b>Since How Long Known :</b>	--
	<b>Maximum Limit Dealt :</b>	--
	<b>Experience :</b>	--

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	<b>Remark:</b>	--
<b>No. of Employees :</b>	Information declined by the management	
<b>Bankers :</b>	<b>Bank Name</b>	Not Divulged
	<b>Branch</b>	--
	<b>Person Name (With Designation)</b>	--
	<b>Contact Number</b>	--
	<b>Name of Account Holder</b>	--
	<b>Account Number</b>	--
	<b>Account Since (Date/Year of Account Opening)</b>	--
	<b>Average Balance Maintained (If Possible)</b>	--
	<b>Credit Facilities Enjoyed (If any)</b>	--
	<b>Account Operation</b>	--
	<b>Remarks (If any)</b>	--

<b>Auditors :</b>	
<b>Name :</b>	V. Shivkumar and Associates Chartered Accountants
<b>Address :</b>	120,Damji Shamji Udyog Bhavan, Veera Desai Road, Andheri West, Mumbai – 400053, Maharashtra, India
<b>Tel. No.:</b>	91-22-26734852 / 26734960
<b>E-Mail :</b>	<a href="mailto:vsk@vsnl.com">vsk@vsnl.com</a> <a href="mailto:shivkumar@vsaca.com">shivkumar@vsaca.com</a>
<b>PAN N Income-tax PAN of auditor or auditor's firm :</b>	AAFPV8381C
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available
<b>Associates/Subsidiaries :</b>	Not Available

**CAPITAL STRUCTURE**

As on 31.03.2017

**Authorised Capital :**

No. of Shares	Type	Value	Amount
10000	Equity Shares	INR 10/- each	INR 0.100 Million

**Issued, Subscribed & Paid-up Capital :**

No. of Shares	Type	Value	Amount
10000	Equity Shares	INR 10/- each	INR 0.100 Million

**FINANCIAL DATA**  
*[all figures are in INR Million]*

**ABRIDGED BALANCE SHEET**

SOURCES OF FUNDS	31.03.2017	31.03.2016	31.03.2015
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholders' Funds			
(a) Share Capital	0.100	0.100	0.100
(b) Reserves & Surplus	6.738	5.172	3.348
(c) Money received against share warrants	0.000	0.000	0.000
(2) Share Application money pending allotment	0.000	0.000	0.000
<b>Total Shareholders' Funds (1) + (2)</b>	<b>6.838</b>	<b>5.272</b>	<b>3.448</b>
(3) Non-Current Liabilities			
(a) long-term borrowings	2.500	2.500	0.005
(b) Deferred tax liabilities (Net)	0.002	0.000	0.000
(c) Other long term liabilities	0.000	0.000	0.000
(d) long-term provisions	0.000	0.000	0.000
<b>Total Non-current Liabilities (3)</b>	<b>2.502</b>	<b>2.500</b>	<b>0.005</b>
(4) Current Liabilities			
(a) Short term borrowings	0.000	0.000	0.000
(b) Trade payables	120.103	67.734	58.431
(c) Other current liabilities	0.647	0.175	0.083
(d) Short-term provisions	0.849	1.965	1.844
<b>Total Current Liabilities (4)</b>	<b>121.599</b>	<b>69.874</b>	<b>60.358</b>
<b>TOTAL</b>	<b>130.939</b>	<b>77.646</b>	<b>63.811</b>
<b>II. ASSETS</b>			
(1) Non-current assets			
(a) Fixed Assets			
(i) Tangible assets	0.003	0.009	0.110
(ii) Intangible Assets	0.000	0.000	0.000
(iii) Capital work-in-progress	0.000	0.000	0.000
(iv) Intangible assets under development	0.000	0.000	0.000
(b) Non-current Investments	0.000	0.000	0.000
(c) Deferred tax assets (net)	0.000	0.000	0.013
(d) Long-term Loan and Advances	0.000	0.000	0.039

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(e) Other Non-current assets	0.000	0.000	0.000
<b>Total Non-Current Assets</b>	<b>0.003</b>	<b>0.009</b>	<b>0.162</b>
(2) Current assets			
(a) Current investments	0.000	0.000	0.000
(b) Inventories	8.190	18.846	13.074
(c) Trade receivables	117.586	57.879	47.959
(d) Cash and cash equivalents	4.482	0.053	1.684
(e) Short-term loans and advances	0.678	0.859	0.899
(f) Other current assets	0.000	0.000	0.033
<b>Total Current Assets</b>	<b>130.936</b>	<b>77.637</b>	<b>63.649</b>
<b>TOTAL</b>	<b>130.939</b>	<b>77.646</b>	<b>63.811</b>

**PROFIT & LOSS ACCOUNT**

	<b>PARTICULARS</b>	<b>31.03.2017</b>	<b>31.03.2016</b>	<b>31.03.2015</b>
	<b>SALES</b>			
	Income	257.006	209.874	151.001
	Other Income	0.753	1.059	8.363
	<b>TOTAL</b>	<b>257.759</b>	<b>210.933</b>	<b>159.364</b>
<b>Less</b>	<b>EXPENSES</b>			
	Purchases of Stock-in-Trade	222.825	197.792	149.808
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	10.656	(5.771)	(10.152)
	Employees benefits expense	12.092	9.640	9.320
	Other expenses	9.902	6.474	7.783
	<b>TOTAL</b>	<b>255.475</b>	<b>208.135</b>	<b>156.759</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>2.284</b>	<b>2.798</b>	<b>2.605</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	0.012	0.000	0.250
	<b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>	<b>2.272</b>	<b>2.798</b>	<b>2.355</b>
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	0.006	0.064	0.041
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>2.266</b>	<b>2.734</b>	<b>2.314</b>

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Less	TAX	0.700	0.845	0.712
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>1.566</b>	<b>1.889</b>	<b>1.602</b>
	<b>Earnings / (Loss) Per Share (INR)</b>	<b>--</b>	<b>189</b>	<b>160</b>

**CURRENT MATURITIES OF LONG TERM DEBT DETAILS**

Particulars	31.03.2017	31.03.2016	31.03.2015
Current Maturities of Long term debt	NA	NA	NA
Net Cash generated from operations	NA	NA	NA
Net cash flow from operating activity	NA	NA	NA

**KEY RATIOS**

**EFFICIENCY RATIOS**

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Average Collection Days (Sundry Debtors / Income * 365 Days)	167.00	100.66	115.93
Account Receivables Turnover (Income / Sundry Debtors)	2.19	3.63	3.15
Average Payment Days (Sundry Creditors / Purchases * 365 Days)	196.74	124.99	142.36
Inventory Turnover (Operating Income / Inventories)	0.28	0.15	0.20
Asset Turnover (Operating Income / Net Fixed Assets)	761.33	310.89	23.68

**LEVERAGE RATIOS**

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)	0.95	0.93	0.95
Debt Equity Ratio (Total Liability / Networth)	0.37	0.47	0.00

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Current Liabilities to Networth (Current Liabilities / Net Worth)	17.78	13.25	17.51
Fixed Assets to Networth (Net Fixed Assets / Networth)	0.00	0.00	0.03
Interest Coverage Ratio (PBIT / Financial Charges)	190.33	0.00	10.42

**PROFITABILITY RATIOS**

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Net Profit Margin ((PAT / Sales) * 100)	%	0.61	0.90	1.06
Return on Total Assets ((PAT / Total Assets) * 100)	%	1.20	2.43	2.51
Return on Investment (ROI) ((PAT / Networth) * 100)	%	22.90	35.83	46.46

**SOLVENCY RATIOS**

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Current Ratio (Current Assets / Current Liabilities)		1.08	1.11	1.05
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)		1.01	0.84	0.84
G-Score Ratio Financial (Networth / Total Assets)		0.05	0.07	0.05
G-Score Ratio Debt (Debts / Equity Capital)		25.00	25.00	0.05
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		1.08	1.11	1.05

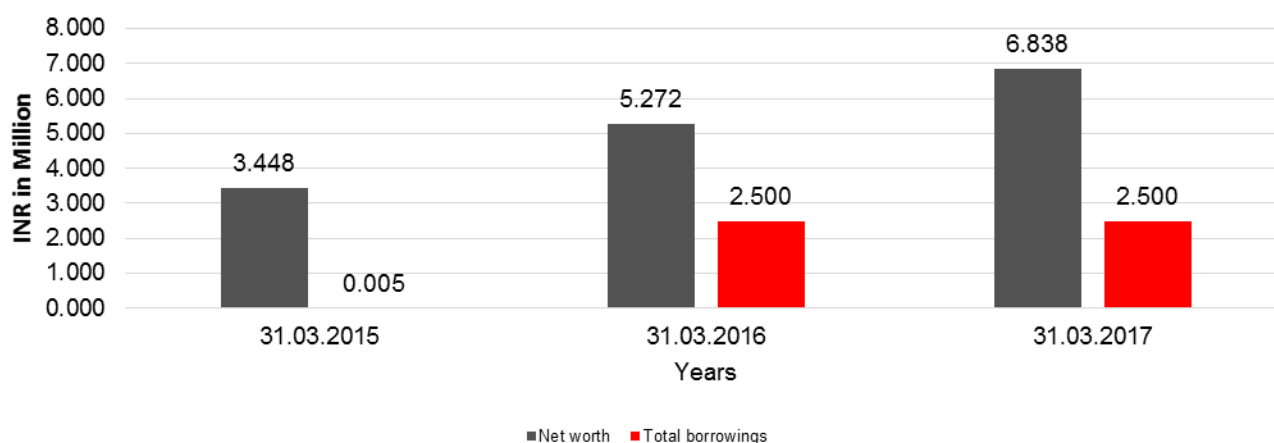
Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

**FINANCIAL ANALYSIS**  
*[all figures are INR Million]*

**DEBT EQUITY RATIO**

Particular	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Share Capital	0.100	0.100	0.100
Reserves & Surplus	3.348	5.172	6.738
Share Application money pending allotment	0.000	0.000	0.000
<b>Net worth</b>	<b>3.448</b>	<b>5.272</b>	<b>6.838</b>
long-term borrowings	0.005	2.500	2.500
Short term borrowings	0.000	0.000	0.000
<b>Total borrowings</b>	<b>0.005</b>	<b>2.500</b>	<b>2.500</b>
<b>Debt/Equity ratio</b>	<b>0.001</b>	<b>0.474</b>	<b>0.366</b>

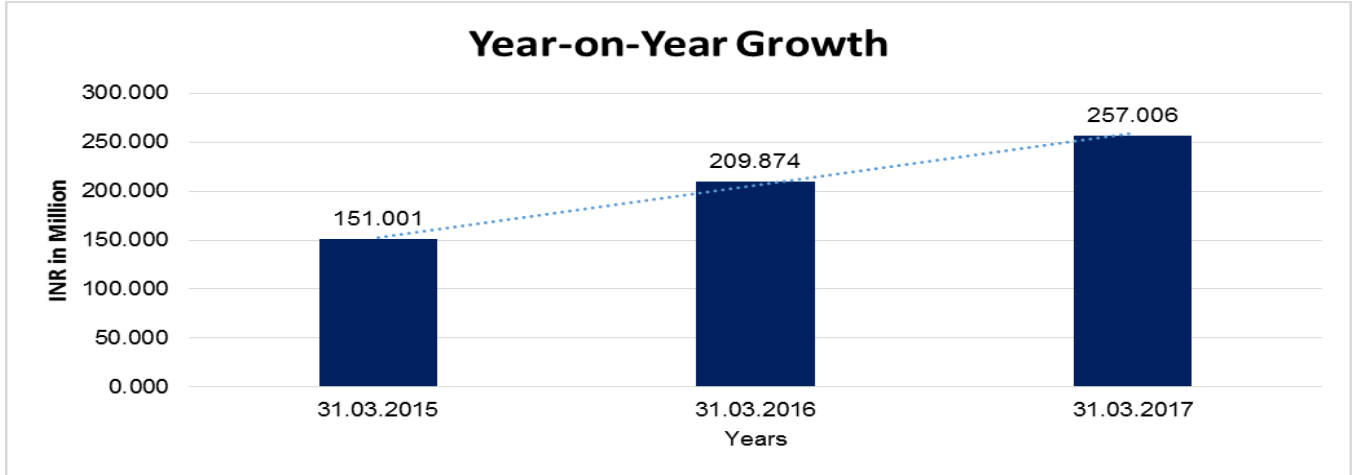
**Debt to Equity**



**YEAR-ON-YEAR GROWTH**

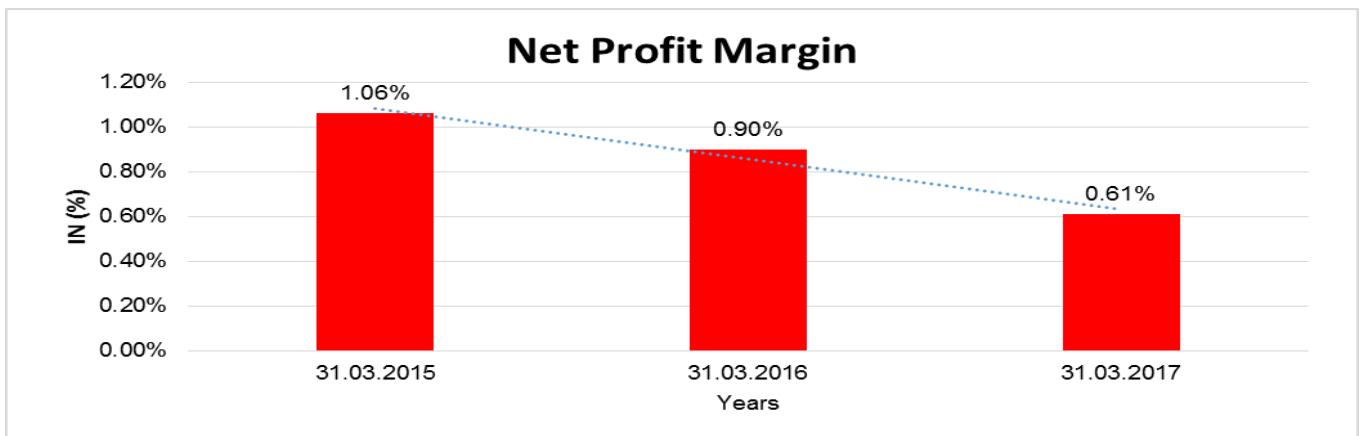
Year on Year Growth	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Sales	151.001	209.874	257.006
		<b>38.988</b>	<b>22.457</b>

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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Sales	151.001	209.874	257.006
Profit	1.602	1.889	1.566
	<b>1.06%</b>	<b>0.90%</b>	<b>0.61%</b>



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**LOCAL AGENCY FURTHER INFORMATION**

Sr. No.	Check list by info agents	Available in Report (Yes/No)
1	Year of establishment	Yes
2	Constitution of the entity -Incorporation details	Yes
3	Locality of the entity	Yes
4	Premises details	No
5	Buyer visit details	--
6	Contact numbers	Yes
7	Name of the person contacted	Yes
8	Designation of contact person	Yes
9	Promoter's background	Yes
10	Date of Birth of Proprietor / Partners / Directors	Yes
11	Pan Card No. of Proprietor / Partners	No
12	Voter Id Card No. of Proprietor / Partners	No
13	Type of business	Yes
14	Line of Business	Yes
15	Export/import details (if applicable)	No
16	No. of employees	No
17	Details of sister concerns	No
18	Major suppliers	No
19	Major customers	No
20	Banking Details	No
21	Banking facility details	Yes
22	Conduct of the banking account	--
23	Financials, if provided	Yes
24	Capital in the business	Yes
25	Last accounts filed at ROC, if applicable	Yes
26	Turnover of firm for last three years	Yes
27	Reasons for variation <> 20%	--
28	Estimation for coming financial year	No
29	Profitability for last three years	Yes
30	Major shareholders, if available	Yes
31	External Agency Rating, if available	No
32	Litigations that the firm/promoter involved in	--
33	Market information	--
34	Payments terms	No
35	Negative Reporting by Auditors in the Annual Report	No



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## **OPERATIONS**

The Company has reported total income of INR 257.759 Million for the current year as compared to INR 210.933 Million in the previous year. The Net Profit for the year amounted to INR 1.566 Million in the current year as compared to profit of INR 1.889 Million in the previous year.

## **INDEX OF CHARGES: NO CHARGES EXIST FOR THE COMPANY**

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**CMT REPORT (Corruption, Money Laundering & Terrorism]**

The Public Notice information has been collected from various sources including but not limited to: **The Courts, India Prisons Service, Interpol, etc.**

**1] INFORMATION ON DESIGNATED PARTY**

No records exist designating subject or any of its beneficial owners, controlling shareholders or senior officers as terrorist or terrorist organization or whom notice had been received that all financial transactions involving their assets have been blocked or convicted, found guilty or against whom a judgement or order had been entered in a proceedings for violating money-laundering, anti-corruption or bribery or international economic or anti-terrorism sanction laws or whose assets were seized, blocked, frozen or ordered forfeited for violation of money laundering or international anti-terrorism laws.

**2] Court Declaration :**

No records exist to suggest that subject is or was the subject of any formal or informal allegations, prosecutions or other official proceeding for making any prohibited payments or other improper payments to government officials for engaging in prohibited transactions or with designated parties.

**3] Asset Declaration :**

No records exist to suggest that the property or assets of the subject are derived from criminal conduct or a prohibited transaction.

**4] Record on Financial Crime :**

Charges or conviction registered against subject: **None**

**5] Records on Violation of Anti-Corruption Laws :**

Charges or investigation registered against subject: **None**

**6] Records on Int'l Anti-Money Laundering Laws/Standards :**

Charges or investigation registered against subject: **None**

**7] Criminal Records**

No available information exist that suggest that subject or any of its principals have been formally charged or convicted by a competent governmental authority for any financial crime or under any formal investigation by a competent government authority for any violation of anti-corruption laws or international anti-money laundering laws or standard.

**8] Affiliation with Government :**

No record exists to suggest that any director or indirect owners, controlling shareholders, director, officer or employee of the company is a government official or a family member or close business associate of a Government official.

**9] Compensation Package :**

Our market survey revealed that the amount of compensation sought by the subject is fair and reasonable and comparable to compensation paid to others for similar services.

**10] Press Report :**

No press reports / filings exists on the subject.

**CORPORATE GOVERNANCE**

MIRA INFORM as part of its Due Diligence do provide comments on Corporate Governance to identify management and governance. These factors often have been predictive and in some cases have created vulnerabilities to credit deterioration.

Our Governance Assessment focuses principally on the interactions between a company's management, its Board of Directors, Shareholders and other financial stakeholders.

**CONTRAVENTION**

Subject is not known to have contravened any existing local laws, regulations or policies that prohibit, restrict or otherwise affect the terms and conditions that could be included in the agreement with the subject.

**FOREIGN EXCHANGE RATES**

Currency	Unit	INR
US Dollar	1	INR 69.48
UK Pound	1	INR 88.58
Euro	1	INR 78.99

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	SPR
<b>Analysis Done by :</b>	DIV
<b>Report Prepared by :</b>	JYO

**SCORE FACTORS**

DEMERIT POINTS		
--BANK CHARGES	YES/NO	YES
--LITIGATION	YES/NO	NO
--OTHER ADVERSE INFORMATION	YES/NO	NO
MERIT POINTS		
--SOLE DISTRIBUTORSHIP	YES/NO	NO
--EXPORT ACTIVITIES	YES/NO	NO
--AFFILIATION	YES/NO	NO
--LISTED	YES/NO	NO
--OTHER MERIT FACTORS	YES/NO	YES

**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)

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