

MIRA INFORM REPORT

Report No. :	525204
Report Date :	18.08.2018

IDENTIFICATION DETAILS

Name :	ZAO PHARMGUIDE
Registered Office :	Ugreshskaya Street 14, Bldg 2, 115088 Moscow
Country :	Russian
Financials (as on) :	31.12.2016
Date of Incorporation :	16.02.2009
Com. Reg. No.:	OGRN 1097746074381
Legal Form :	Closed Joint Stock Company
Line of Business :	Wholesale of pharmaceutical goods;
No. of Employees :	22

RATING & COMMENTS

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

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

Status :	Good
Payment Behaviour :	No Complaints
Litigation :	Clear

NOTES :

Any query related to this report can be made on e-mail : 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)
Russian	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

RUSSIAN - 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 to 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

COMPANY SUMMARY

<u>COMPANY NAME</u>	ZAO PHARMGUIDE			
<u>ADDRESS</u>	Street	Area	Town	PO Box
	Ugreshskaya Street 14, Bldg 2, Office 304	Pechatniki District	Moscow	115088 Moscow
<u>TEL/FAX</u>	Verified Phones: (+7 495) 786 2518 / (+7 495) 677 3946 / Fax: (+7 495) 677 6251			
<u>EMAIL/WEBSITE</u>	Email: info@pharmguide.ru / Website: www.pharmguide.ru			
<u>ACTIVITY</u>	NACE 4646 - Wholesale of pharmaceutical goods;			
<u>PRINCIPAL</u>	Bhushan Bharat Managing Director			Workforce 22
<u>LEGAL INFO</u>	Date Of Est.	Reg. No.	Legal Form	Status
	16/02/2009	OGRN 1097746074381	Closed Joint Stock Company	Active
<u>CAPITAL</u>	CURRENCY RUBLE (RUB)		AMOUNT 10,000	

BUSINESS INFORMATION

IDENTIFICATION

<u>CO. NAME</u>	ZAO PHARMGUIDE		
<u>ENQUIRED NAME</u>	CJSC PHARMGUIDE		
<u>ALSO KNOWN NAME (S)</u>	ZAO FARMGID / CJSC PHARMGUIDE		
<u>STREET</u>	Ugreshskaya Street 14, Bldg 2, Office 304		
<u>AREA</u>	Pechatniki District		
<u>POSTAL ADDRESS</u>	115088 Moscow		
<u>TOWN</u>	Moscow		
<u>COUNTRY</u>	Russia		
<u>TELEPHONE</u>	(+7 495) 786 2518 / (+7 495) 677 3946 / Mobiles (+7 916) 842 3500 / (+7 903) 720 6885		
<u>FAX</u>	(+7 495) 677 6251		
<u>VERIFIED EMAIL</u>	info@pharmguide.ru		
<u>WEBSITE</u>	www.pharmguide.ru		
<u>BUSINESS HOURS</u>	DAYS	OFFICE HOURS	BREAK TIME
	Mon-Fri	09:00-18:00	13:00-14:00
<u>REGISTERED ADDRESS</u>	Ugreshskaya Street 14, Bldg 2 115088 Moscow Russia		

SENIOR PERSONNEL

MANAGEMENT

NAME	POSITION
Bhushan Bharat	Managing Director

WORKFORCE

NAME	POSITION
Tamara Nailovna	Chief Accountant

NO. OF EMPLOYEES
22

PERIOD
08.2018

FINANCIAL SUMMARY

TURNOVER

31/12/2017	31/12/2016
RUBLE 610,000,000	RUBLE 964,461,000

NET PROFIT / (LOSS)

31/12/2017	31/12/2016
RUBLE 7,000,000	RUBLE 12,583,000

NOTES

Balance sheets as at 31 December 2016 showed :

	31/12/2016	31/12/2015
	(in RUBLE)	
ASSETS		
Non-current assets		
Intangible assets	4,799,000	2,164,000
Fixed assets	321,000	216,000
Total non-current assets	5,120,000	2,380,000
Current assets		
Stock	243,585,000	185,635,000
Value added tax on purchased valuables	5,459,000	2,509,000
Trade receivables	467,326,000	235,875,000
Financial investments	19,892,000	1,260,000
Cash equivalents	39,904,000	44,456,000
Other current assets	70,000	0
Total current assets	776,236,000	469,735,000
TOTAL ASSETS	781,356,000	472,115,000
EQUITY & LIABILITIES		
Total equity	17,971,000	6,869,000
Total long-term liabilities	1,000	0
Short-term		

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Liabilities		
Accounts payable	763,384,000	465,246,000
Total Short-term liabilities	763,384,000	465,246,000
TOTAL EQUITY & LIABILITIES	781,356,000	472,115,000

INCOME STATEMENT

Revenue	964,461,000	786,802,000
Cost of Sales	(831,546,000)	(688,048,000)
Gross Profit	132,915,000	98,754,000
Commercial expenses	(65,027,000)	(37,747,000)
Profit(loss) from sales	67,888,000	61,007,000
Other income and expenses		
Interest income	425,000	0
Other income	246,182,000	152,102,000
Other expenses	(298,765,000)	(206,509,000)
Profit(loss) before taxation	15,730,000	6,600,000
Changes in deferred tax liabilities	1,000	0
Current income tax	(3,146,000)	(1,320,000)
Net Profit(loss)	12,583,000	5,280,000

31 December.

FISCAL YEAR-END

LEGAL STATUS

INCORPORATION
REGISTRATION NO.

16/02/2009
C.R. NUMBER
OGRN 1097746074381

ISSUED BY
Federal Tax
Service

OTHER REGISTRATION NO.

INN 7723706513 (Tax Code) / KPP 772301001 / OKPO 60391047
(Statistics Code) / OKTMO 45393000000

AUTHORISED CAPITAL

AMOUNT
10,000

CURRENCY
RUBLE

PAID-UP CAPITAL

AMOUNT
10,000

CURRENCY
RUBLE

BUSINESS HISTORY

The Company was incorporated in Russia on 16 February 2009.

LEGAL FORM

Closed Joint Stock Company

STATUS

Active

SOLE SHAREHOLDER

NAME
Aleksandr Yevgenievich Zharnikov
NATIONALITY: Russian
Tax Code: INN 502503281242
PERCENTAGE
100.00%

OPERATION

BANKERS

1. AO Gazprombank
Nametkina Street 16, Block 1
Moscow 117420
Russia
Tel: (+7 495) 913 7474
SWIFT: GAZPRUMM
2. PJSC Bank Otkritie Financial Corporation
Letnikovskaya Street 2, Building 4
Moscow 115114
Russia
Telephone: (+7 495) 737 7355

Subject previously had an account with:

OA OTP Bank
Moscow
Acc. No.: 40702810100510000147
Corr. Acc. No.: 30101810000000000311
BIK: 044525311

ACTIVITY CODE (NACE)

4646 - Wholesale of pharmaceutical goods;

LINE OF BUSINESS

Trading as importers, wholesalers and distributors of pharmaceuticals as well as medical disposable and equipment.

IMPORT FROM

Agents for Lyka Labs, Hetero Drugs and Lok-Beta Pharma.
India.

EXPORT TO

CIS countries.

FACILITIES

Premises comprising administrative offices located at the heading address.

RELATED COMPANIES

Associate

OOO RUSINPHARMA
Ugreshskaya Street 14, Bldg 2
115088 Moscow
Russia
Est.: 01/09/2016
Tax Code: INN 7723470561

Former Associate

ZAO Golden Hani
Pereulok Oruzheiniy 25
Moscow
Russia

Est.: 30/11/2007
Status: Liquidated

PAYMENT RECORDS

CREDIT OPINION

We consider it is acceptable to deal with subject.

SPECIAL REMARKS

INTERVIEWED COMMENTS

Tamara Nailovna (Chief Accountant).
You enquired on: CJSC PHARMGUIDE. Please note that this name
applies to an English translation of the subject's name. Subject's
correct registered name is as per heading.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.23
UK Pound	1	INR 89.37
Euro	1	INR 79.97
RUB	1	INR 1.04

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

INFORMATION DETAILS

Analysis Done by :	NIY
Report Prepared by :	KET

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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)