

## MIRA INFORM REPORT

Report No. :	547484
Report Date :	29.12.2018

### IDENTIFICATION DETAILS

Name :	NAROLA GEMS
Registered Office :	Office No.4, 15/B, 1 <sup>st</sup> Floor, Sopariwala Estate, Prasad Chamber, 1st Compound, Opera House, Mumbai-400004, Maharashtra
Mobile No.:	91-9967418130 (Mr. Balwant Gogawale)
Country :	India
Financials (as on) :	31.03.2018
Year of Establishment :	19.09.2001
Capital Investment / Paid-up Capital :	INR 658.754 million
IEC No.: [Import-Export Code No.]	0301039186
GSTN : [Goods & Service Tax Registration No.]	27AADFN0658G1ZC (Maharashtra) 24AADFN0658G1ZI (Gujarat)
PAN No.: [Permanent Account No.]	AADFN0658G
Legal Form :	Partnership Concern with an Unlimited Liability of the Partners
Line of Business :	Manufacturer, Trader, Exporter and Importer of uncut and unpolished diamonds and manufacturing doing through job work. [Confirmed by management]
No. of Employees :	35 (Approximately)

### RATING & COMMENTS

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

<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is a partnership concern established in the year 2001.</p> <p>It is a trader, exporter and importer of uncut and unpolished diamonds.</p> <p>Mr. Balwant Gogawale (Accounts Manager) provided information about the subject to us.</p> <p>As per the financials of FY 2018, the concern has achieved revenue growth of 24.60% as compared to the previous year along with an average profit margin of 2.39%.</p> <p>The satisfactory financial risk profile of the concern is marked by comfortable capital base along with negligible debt balance sheet profile.</p> <p>Rating continues to derive strength from well-established and experienced promoters having proven track record in cut and polish diamond (CPD) industry, presence of concern in key gems and Jewellery (G&amp;J) markets and well established clientele.</p> <p>Rating is constrained on account of working capital intensive nature of business, volatility in diamond prices, foreign exchange rate fluctuation risk and prevalent completion in CPD industry.</p> <p>Business is active. Payment seems to be slow but correct.</p> <p>In view of aforesaid, the concern 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.

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	CRISIL
<b>Rating</b>	Long Term Borrowing (BBB)
<b>Rating Explanation</b>	Moderate degree of safety and moderate credit risk.
<b>Date</b>	30.07.2018

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<b>Rating Agency Name</b>	CRISIL
<b>Rating</b>	Short Term Borrowing (A3+)
<b>Rating Explanation</b>	Moderate degree of safety and higher credit risk.
<b>Date</b>	30.07.2018

**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 29.12.2018

**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 PARTED BY**

<b>Name :</b>	Mr. Balwant Gogawale
<b>Designation :</b>	Accounts Manager
<b>Contact No.:</b>	91-9967418130
<b>Date :</b>	28.12.2018

**LOCATIONS**

<b>Registered Office/ Warehouse :</b>	Office No.4, 15/B, 1 <sup>st</sup> Floor, Sopariwala Estate, Prasad Chamber, 1st Compound, Opera House, Mumbai-400004, Maharashtra, India
<b>Tel. No.:</b>	91-22-40664444
<b>Mobile No.:</b>	91-9967418130 (Mr. Balwant Gogawale)
<b>Fax No.:</b>	91-22-40660000
<b>E-Mail :</b>	<a href="mailto:sales@narolagems.com">sales@narolagems.com</a> <a href="mailto:info@narolagems.com">info@narolagems.com</a> <a href="mailto:account@narolagems.com">account@narolagems.com</a>
<b>Website :</b>	<a href="http://narolagems.com">http://narolagems.com</a>
<b>Location:</b>	Owned
<b>Locality:</b>	Commercial

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<b>Sales/ Marketing/ Branch Office</b>	CC-2201, 2nd Floor, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra (East), Mumbai 400-051, Maharashtra, India
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**PARTNERS**

<b>Name :</b>	Mr. Dalsukhbhao L. Narola
<b>Designation :</b>	Partner
<b>Address:</b>	27, Udaynagar Society, Near Madhavanand Ashram, Katargam Road, Surat-395003, Gujarat, India
<b>Name :</b>	Mr. Dhirubhai L. Narola
<b>Designation :</b>	Partner
<b>Address:</b>	27, Udaynagar Society, Near Madhavanand Ashram, Katargam Road, Surat-395003, Gujarat, India

**KEY EXECUTIVES**

<b>Name :</b>	Mr. Balwant Gogawale
<b>Designation :</b>	Accounts Manager

**BUSINESS DETAILS**

<b>Line of Business :</b>	Manufacturer, Trader, Exporter and Importer of uncut and unpolished diamonds and manufacturing doing through job work. [Confirmed by management]
<b>Products :</b>	Diamond
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	Not Available
<b>Exports :</b>	
<b>Products :</b>	Finished Goods
<b>Countries :</b>	<ul style="list-style-type: none"> <li>• United States of America</li> <li>• Hong Kong</li> <li>• Israel</li> <li>• South Africa</li> <li>• Belgium</li> </ul>
<b>Imports :</b>	
<b>Products :</b>	Raw Material
<b>Countries :</b>	<ul style="list-style-type: none"> <li>• Belgium</li> </ul>

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	<ul style="list-style-type: none"> <li>• Israel</li> <li>• United States of America</li> </ul>
<b>Terms :</b>	
<b>Selling :</b>	Cash, L/C and Credit (30 Days)
<b>Purchasing :</b>	Cash, L/C and Credit (30 Days)

**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>	OEMs and End Users	
	<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>No. of Employees :</b>	35 (Approximately)	
<b>Bankers :</b>	<b>Banker Name :</b>	State Bank of India
	<b>Branch :</b>	Diamond Branch, BKC, Mumbai – 400051, Maharashtra, India
	<b>Contact Number :</b>	91-22-26752300/ 02 (Ringling)
	<b>IFSC Code:</b>	SBIN0009276

<b>Auditors :</b>	
<b>Name :</b>	V.A. Parikh and Associates Chartered Accountants
<b>Address :</b>	BKC, Bandra, Mumbai, Maharashtra, India
<b>Membership No.:</b>	121674
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available

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<b>Sister Concern:</b>	Not Divulged
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**CAPITAL STRUCTURE**

**As on: 31.03.2018**

<b>Particular</b>	<b>Amount (INR In Million)</b>
Fixed Capital	0.030
Current Capital	658.724
<b>Total</b>	<b>658.754</b>

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

**ABRIDGED BALANCE SHEET**

<b>SOURCES OF FUNDS</b>	<b>31.03.2018</b>	<b>31.03.2018</b>	<b>31.03.2016</b>
<b>SHAREHOLDERS FUNDS</b>			
1] Partner Capital	658.754	516.495	425.995
2] Reserves & Surplus	0.000	0.000	0.000
3] (Accumulated Losses)	0.000	0.000	0.000
<b>NETWORTH</b>	<b>658.754</b>	<b>516.495</b>	<b>425.995</b>
<b>LOAN FUNDS</b>			
1] Secured Loans	374.072	333.249	371.610
2] Unsecured Loans	0.000	33.174	35.422
<b>TOTAL BORROWING</b>	<b>374.072</b>	<b>366.423</b>	<b>407.032</b>
DEFERRED TAX LIABILITIES	0.000	0.000	0.000
<b>TOTAL</b>	<b>1032.826</b>	<b>882.918</b>	<b>833.027</b>
<b>APPLICATION OF FUNDS</b>			
<b>FIXED ASSETS [Net Block]</b>			
Capital work-in-progress	85.710	65.465	23.436
	0.000	0.000	0.000
<b>INVESTMENT</b>	0.625	0.625	0.625
DEFERRED TAX ASSETS	0.000	0.000	0.000
<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>			
Inventories	1246.384	1208.197	746.153
Sundry Debtors	506.449	518.191	376.744
Cash & Bank Balances	22.129	33.666	50.819
Loan and Advances and Deposit	233.570	179.810	53.183
<b>Total Current Assets</b>	<b>2008.532</b>	<b>1939.864</b>	<b>1226.899</b>
<b>Less : CURRENT LIABILITIES &amp; PROVISIONS</b>			
Sundry Creditors	0.000	0.000	0.000
Current Liabilities and Provision	1062.041	1123.036	417.933
<b>Total Current Liabilities</b>	<b>1062.041</b>	<b>1123.036</b>	<b>417.933</b>
<b>Net Current Assets</b>	<b>946.491</b>	<b>816.828</b>	<b>808.966</b>
<b>MISCELLANEOUS EXPENSES</b>	0.000	0.000	0.000
<b>TOTAL</b>	<b>1032.826</b>	<b>882.918</b>	<b>833.027</b>

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**PROFIT & LOSS ACCOUNT**

	PARTICULARS	31.03.2018	31.03.2017	31.03.2016
	<b>SALES</b>			
	Income	6683.098	5363.841	2941.222
	Other Income	0.966	3.546	11.315
	<b>TOTAL</b>	<b>6684.064</b>	<b>5367.387</b>	<b>2952.537</b>
<b>Less</b>	<b>EXPENSES</b>			
	Cost of Goods Sold	6274.459	5017.095	2774.205
	Administrative Expenses	37.650	32.593	23.487
	Selling and Distribution Expenses	76.056	72.632	33.450
	Remuneration to Partners	1.800	1.800	1.800
	Donation	0.231	0.500	0.055
	TDS/Tax	0.000	0.249	0.191
	<b>TOTAL</b>	<b>6390.196</b>	<b>5124.869</b>	<b>2833.188</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>293.868</b>	<b>242.518</b>	<b>119.349</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	<b>34.070</b>	<b>32.110</b>	<b>23.041</b>
	<b>PROFIT/ (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>	<b>259.798</b>	<b>210.408</b>	<b>96.308</b>
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	<b>15.193</b>	<b>9.789</b>	<b>3.784</b>
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>244.605</b>	<b>200.619</b>	<b>92.524</b>
<b>Less</b>	<b>TAX</b>	<b>85.000</b>	<b>70.000</b>	<b>32.091</b>
	<b>NET PROFIT</b>	<b>159.605</b>	<b>130.619</b>	<b>60.433</b>

**Note:** Sole Proprietary and Partnership concerns are exempted from filing their financials with the Government Authorities or Registry Records

**KEY RATIOS**

**EFFICIENCY RATIOS**

PARTICULARS	31.03.2018	31.03.2017	31.03.2016
Average Collection Days (Sundry Debtors / Income * 365 Days)	27.66	35.26	46.75
Account Receivables Turnover	13.20	10.35	7.81

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(Income / Sundry Debtors)			
Inventory Turnover (Operating Income / Inventories)	0.24	0.20	0.16
Asset Turnover (Operating Income / Net Fixed Assets)	3.43	3.70	5.09

**LEVERAGE RATIOS**

PARTICULARS	31.03.2018	31.03.2017	31.03.2016
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)	0.69	0.74	0.66
Debt Equity Ratio (Total Liability / Networth)	0.57	0.71	0.96
Current Liabilities to Networth (Current Liabilities / Net Worth)	1.61	2.24	1.06
Fixed Assets to Networth (Net Fixed Assets / Networth)	0.13	0.13	0.06
Interest Coverage Ratio (PBIT / Financial Charges)	8.63	7.55	5.18

**PROFITABILITY RATIOS**

PARTICULARS		31.03.2018	31.03.2017	31.03.2016
Net Profit Margin ((PAT / Sales) * 100)	%	2.39	2.44	2.05
Return on Total Assets ((PAT / Total Assets) * 100)	%	7.62	6.51	4.83
Return on Investment (ROI) ((PAT / Networth) * 100)	%	24.23	25.29	14.19

**SOLVENCY RATIOS**

PARTICULARS	31.03.2018	31.03.2017	31.03.2016
Current Ratio (Current Assets / Current Liabilities)	1.89	1.68	2.71
Quick Ratio	0.72	0.63	1.06

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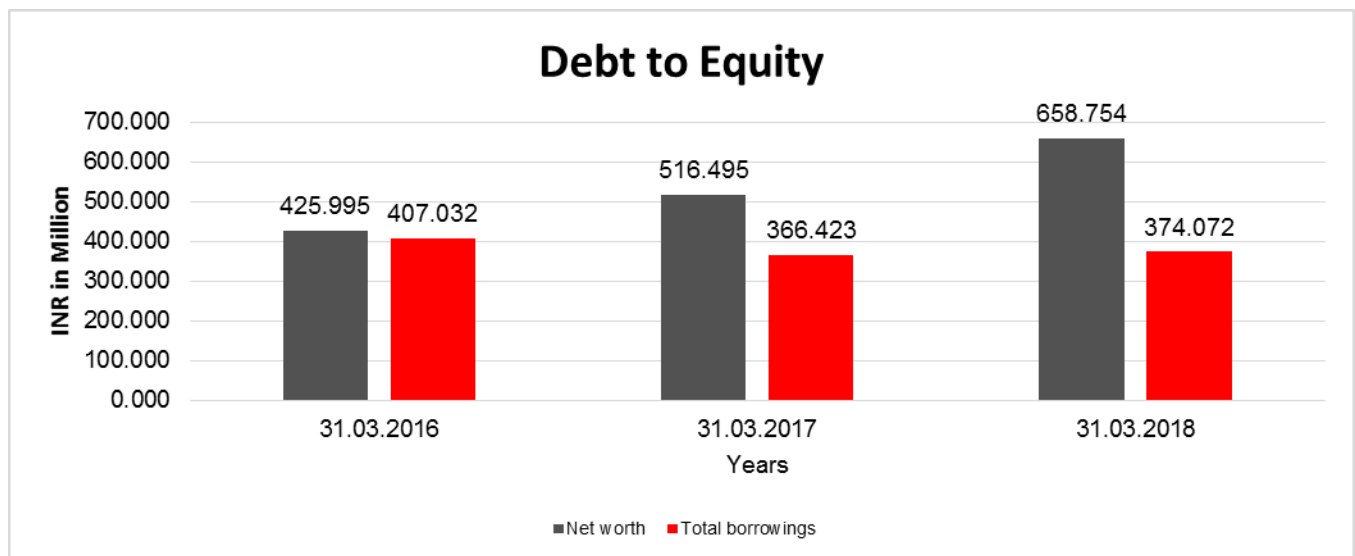
((Current Assets – Inventories) / Current Liabilities)			
G-Score Ratio Financial (Networth / Total Assets)	0.31	0.26	0.34
G-Score Ratio Debt (Debts / Equity Capital)	0.57	0.71	0.96
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)	1.89	1.68	2.71

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

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

**DEBT EQUITY RATIO**

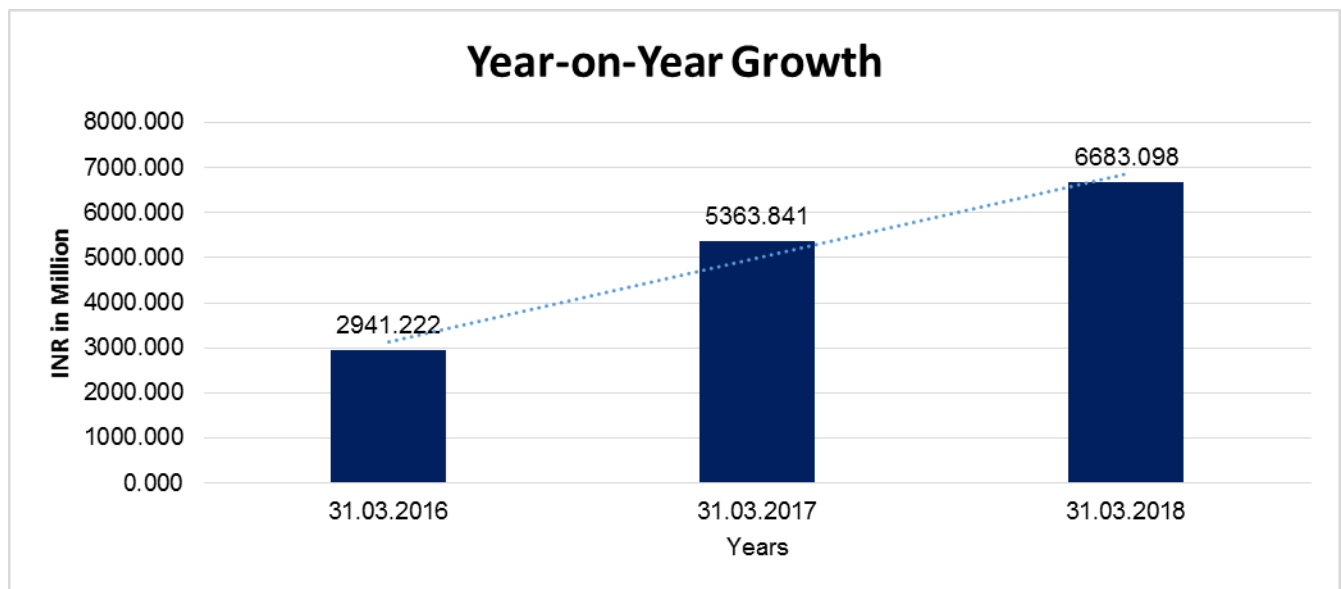
Particular	31.03.2016	31.03.2017	31.03.2018
	INR In Million	INR In Million	INR In Million
Partner Capital	425.995	516.495	658.754
Reserves & Surplus	0.000	0.000	0.000
<b>Net worth</b>	<b>425.995</b>	<b>516.495</b>	<b>658.754</b>
Secured Loan	371.610	333.249	374.072
Unsecured Loan	35.422	33.174	0.000
<b>Total borrowings</b>	<b>407.032</b>	<b>366.423</b>	<b>374.072</b>
<b>Debt/Equity ratio</b>	<b>0.955</b>	<b>0.709</b>	<b>0.568</b>



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**YEAR-ON-YEAR GROWTH**

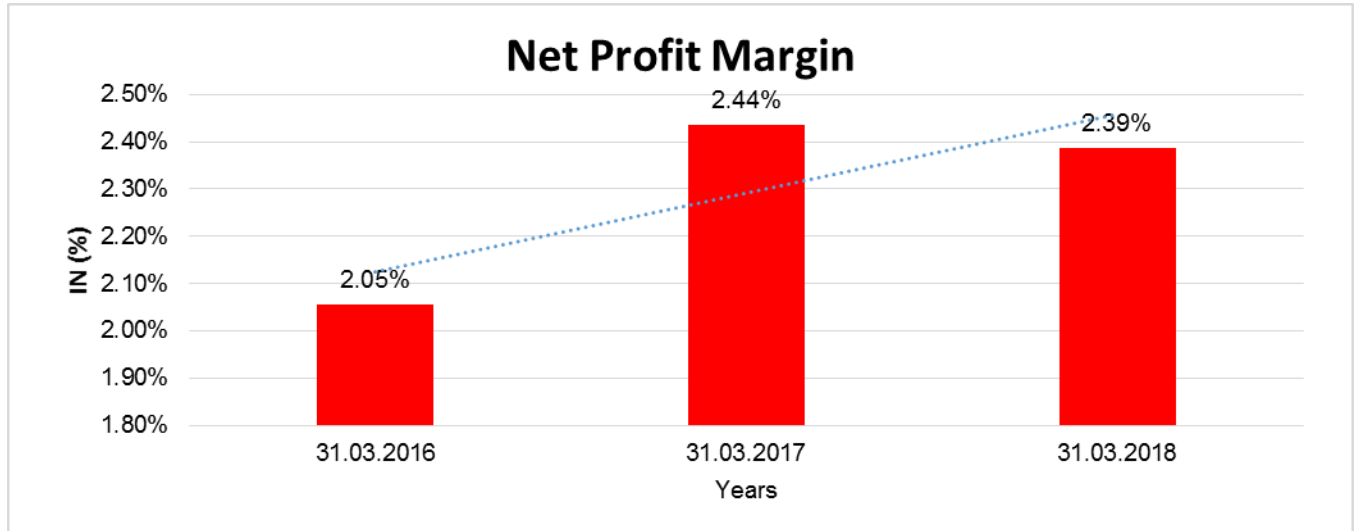
Year on Year Growth	31.03.2016	31.03.2017	31.03.2018
	INR In Million	INR In Million	INR In Million
Sales	2941.222	5363.841	6683.098
		<b>82.368</b>	<b>24.595</b>



**NET PROFIT MARGIN**

Net Profit Margin	31.03.2016	31.03.2017	31.03.2018
	INR In Million	INR In Million	INR In Million
Sales	2941.222	5363.841	6683.098
Profit/ (Loss)	60.433	130.619	159.605
	<b>2.05%</b>	<b>2.44%</b>	<b>2.39%</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	Yes
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	No
10	Date of Birth of Proprietor / Partners / Directors	No
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)	Yes
16	No. of employees	Yes
17	Details of sister concerns	No
18	Major suppliers	No
19	Major customers	No
20	Banking Details	Yes

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21	Banking facility details	No
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	No
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	No
31	External Agency Rating, if available	No
32	Litigations that the firm/promoter involved in	-----
33	Market information	-----
34	Payments terms	Yes
35	Negative Reporting by Auditors in the Annual Report	No

#### DIAMOND INDUSTRY – INDIA

- From time immemorial, India is well known in the world as the birthplace for diamonds. It is difficult to trace the origin of diamonds but history says that in the remote past, diamonds were mined only in India. Diamond production in India can be traced back to almost 8<sup>th</sup> Century B.C. India, in fact, remained undisputed leader till 18<sup>th</sup> Century when Brazilian fields were discovered in 1725 followed by emergence of S. Africa, Russia and Australia.
- The achievement of the Indian diamond industry was possible only due to combination of the manufacturing skills of the Indian workforce and the untiring and unflagging efforts of the Indian diamantaires, supported by progressive Government policies.
- The area of study of family owned diamond businesses derives its importance from the huge conglomerate of family run organizations which operate in the diamond industry since many generations.
- Some of the basic traits of family run business enterprises include spirit of entrepreneurship, mutual trust lowers transaction costs, small, nimble and quick to react, information as a source of advantage and philanthropy.
- Family owned diamond businesses need to improve on many fronts including higher standard of corporate governance, long-term performance – focused strategies, modern management and technology.
- Utmost caution is to be exercised while dealing with some medium and large diamond traders which are usually engaged in fictitious import – export, inter-company transactions, financially assisted by banks. In the process, several public sector banks lost several hundred million rupees. They mostly diverted borrowed money for diamond business into real estate and capital markets.
- Excerpts from Times of India dated 30<sup>th</sup> October 2010 is as under –
- Gem & Jewellery Export Promotion Council in its statistical data has shown the export of polished diamonds to have increase by 28 % in February 2013. Compared to \$ 1.4 bn worth of polished diamond export in February, 2012, India exported \$ 1.84 billion worth of polished diamonds in February 2013. A senior executive of GJEPC said, “Export of cut and polished diamonds started falling month-wise after the imposition of 2 % of import duty on the polished diamonds. But February, 2013 has given a new ray of hope

to the industry as the export of polished diamonds has actually increased by 28 %. It means the industry is on the track of recovery and round tripping of diamonds has stopped completely.” Demand has started coming from the US, the UK, Japan and China. India’s polished diamond export is expected to cross \$ 21 bn in 2013-14.

- The banking sector has started exercising restraint while following prudent risk management norms when lending money to gems and jewellery sector. This follows the implementation of Basel III accord – a global voluntary regulatory standard on bank capital adequacy, stress testing and market liquidity.

**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 69.98
UK Pound	1	INR 88.66
Euro	1	INR 80.18

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	PTK
<b>Analysis Done by :</b>	PYK
<b>Report Prepared by :</b>	MTN

**SCORE FACTORS**

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