

**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. :**

**MIRA INFORM REPORT**

<b>Report No. :</b>	546733.2
<b>Report Date :</b>	29.12.2018

**IDENTIFICATION DETAILS**

<b>Name :</b>	VENKATA SAI VIVEKANANDA AGENCIES
<b>Registered Office :</b>	D. No. 12-2-620/10, Sri Sailam Road, Macherla Mandal, Guntur - 522426, Andhra Pradesh
<b>Mobile No.:</b>	91-9491336859 [Mr. B Sowjanya]
<b>Country :</b>	India
<b>Financials (as on) :</b>	31.03.2018
<b>Year of Establishment :</b>	2011
<b>Capital Investment :</b>	Not Divulged
<b>PAN No.:</b> [Permanent Account No.]	Not Divulged
<b>GSTN :</b> [Goods & Service Tax Registration No.]	Not Divulged
<b>Legal Form :</b>	Sole Proprietary Concern
<b>Line of Business :</b>	Distributor of Pesticides and Seeds. [Confirmed by management]
<b>No. of Employees :</b>	4 [Approximately]

**RATING & COMMENTS**

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

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

<b>Maximum Credit Limit :</b>	USD 5700 [INR 399484.50]
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**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. : 2**

<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is an established proprietary concern started in the year 2011 having satisfactory track records. It is distributor of pesticides and seeds and holds agency of NACL Industries Limited.</p> <p>Mr. B. Sowjanya (Proprietor) provided information and claimed that concern has achieved revenue of INR 20.000 million during FY 2018 (revenue figure could not be verified).</p> <p>Rating takes into consideration concern's established track record of business operation along with acceptable revenue profile</p> <p>Trade relation are reported as fair. Business is active. Payments term are seems to be slow but correct.</p> <p>The concern can be considered normal for business dealings at usual trade terms and condition.</p> <p><b>Note:</b> Site visit was conducted at the address which you have provided. Our executive has successfully traced the concern at the given address.</p> <p>At the premises, our executive met one employee (name not divulged) who confirmed existence of the concern at the given address.</p> <p>As per our executive observation, it is a shed type premises. Locality of the premises appears to be residential cum commercial, are seems to be upmarket and area of the premises is 150 (sq. Ft.) (approx.).</p> <p>Name board of the concern was sighted at the given premises. Landmark of the area is "Srisailam Road" and 02 (approx.) employees were sighted at the given address.</p> <p>Our executive also had a word with the neighbours of the concern i.e. 'Sumantha Agencies" and Varalakshmi Fertilizers" who confirmed existence of the concern at the given address.</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**

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**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. : 3**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
India	A1	A1

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

**EXTERNAL AGENCY RATING**

**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 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. B. Sowjanya
<b>Designation :</b>	Proprietor
<b>Contact No.:</b>	91-9491336859
<b>Date :</b>	21.12.2018

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**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. : 4**

**LOCATIONS**

<b>Registered Office :</b>	D. No. 12-2-620/10, Srisailam Road, Macherla Mandal, Guntur - 522426, Andhra Pradesh, India
<b>Tel. No.:</b>	Not Available
<b>Mobile No.:</b>	91-9491336859 [Mr. B. Sowjanya]
<b>Fax No.:</b>	Not Available
<b>Area:</b>	150 Sq. Ft.
<b>Location:</b>	Owned
<b>Locality:</b>	Commercial cum Residential

**SOLE PROPRIETOR**

<b>Name :</b>	Mr. Bathu Sowjanya
<b>Designation :</b>	Proprietor

**BUSINESS DETAILS**

<b>Line of Business :</b>	Distributor of Pesticides and Seeds. [Confirmed by management]
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	NACL Industries Limited
<b>Exports :</b>	Not Available
<b>Imports :</b>	Not Available
<b>Terms :</b>	
<b>Selling :</b>	Cheque and Credit (30, 60 Days)
<b>Purchasing :</b>	Cheque and Credit (30, 60 Days)

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference:</b>	Nagarjuna Agrichem
	<b>Name of the Person (Designation):</b>	--
	<b>Contact Number:</b>	--
	<b>Since how long known:</b>	--
	<b>Maximum limit dealt:</b>	--
	<b>Experience:</b>	--
	<b>Remark</b>	--

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**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. : 5**

<b>Customers :</b>	Wholesalers and Retailers																						
	<table border="1"> <tr> <td><b>Reference:</b></td> <td>Not Divulged</td> </tr> <tr> <td><b>Name of the Person (Designation):</b></td> <td>--</td> </tr> <tr> <td><b>Contact Number:</b></td> <td>--</td> </tr> <tr> <td><b>Since how long known:</b></td> <td>--</td> </tr> <tr> <td><b>Maximum limit dealt:</b></td> <td>--</td> </tr> <tr> <td><b>Experience:</b></td> <td>--</td> </tr> <tr> <td><b>Remark</b></td> <td>--</td> </tr> </table>	<b>Reference:</b>	Not Divulged	<b>Name of the Person (Designation):</b>	--	<b>Contact Number:</b>	--	<b>Since how long known:</b>	--	<b>Maximum limit dealt:</b>	--	<b>Experience:</b>	--	<b>Remark</b>	--								
<b>Reference:</b>	Not Divulged																						
<b>Name of the Person (Designation):</b>	--																						
<b>Contact Number:</b>	--																						
<b>Since how long known:</b>	--																						
<b>Maximum limit dealt:</b>	--																						
<b>Experience:</b>	--																						
<b>Remark</b>	--																						
<b>No. of Employees :</b>	4 [Approximately]																						
<b>Bankers :</b>	<table border="1"> <tr> <td><b>Bank Name:</b></td> <td>State Bank of India</td> </tr> <tr> <td><b>Branch:</b></td> <td>Not Divulged</td> </tr> <tr> <td><b>Person Name (with Designation):</b></td> <td>--</td> </tr> <tr> <td><b>Contact Number:</b></td> <td>--</td> </tr> <tr> <td><b>Name of Account Holder:</b></td> <td>--</td> </tr> <tr> <td><b>Account Number:</b></td> <td>--</td> </tr> <tr> <td><b>Account Since (Date/ Year of A/c Opening):</b></td> <td>--</td> </tr> <tr> <td><b>Average Balance Maintained (Optional):</b></td> <td>--</td> </tr> <tr> <td><b>Credit Facilities Enjoyed (CC/OD/Term Loan):</b></td> <td>--</td> </tr> <tr> <td><b>Account Operation:</b></td> <td>--</td> </tr> <tr> <td><b>Remarks:</b></td> <td>--</td> </tr> </table>	<b>Bank Name:</b>	State Bank of India	<b>Branch:</b>	Not Divulged	<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 A/c Opening):</b>	--	<b>Average Balance Maintained (Optional):</b>	--	<b>Credit Facilities Enjoyed (CC/OD/Term Loan):</b>	--	<b>Account Operation:</b>	--	<b>Remarks:</b>	--
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<b>Person Name (with Designation):</b>	--																						
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<b>Credit Facilities Enjoyed (CC/OD/Term Loan):</b>	--																						
<b>Account Operation:</b>	--																						
<b>Remarks:</b>	--																						
<b>Auditors :</b>	Not Available																						
<b>Memberships :</b>	Not Available																						
<b>Collaborators :</b>	Not Available																						
<b>Sister Concerns :</b>	<ul style="list-style-type: none"> <li>Swal Corporation Limited</li> <li>Manikanta Agro Traders</li> </ul>																						

**CAPITAL STRUCTURE**

<b>Capital Investment :</b>	
<b>Owned :</b>	Not Divulged
<b>Borrowed :</b>	Not Divulged
<b>Total :</b>	<b>Not Divulged</b>

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

<b>PARTICULARS</b>		<b>31.03.2018</b>	<b>31.03.2017</b>
Sales Turnover (Approximately)		20.000	15.000

Expected Sales (2018-2019): INR 30.000 Million [Due to business growth]

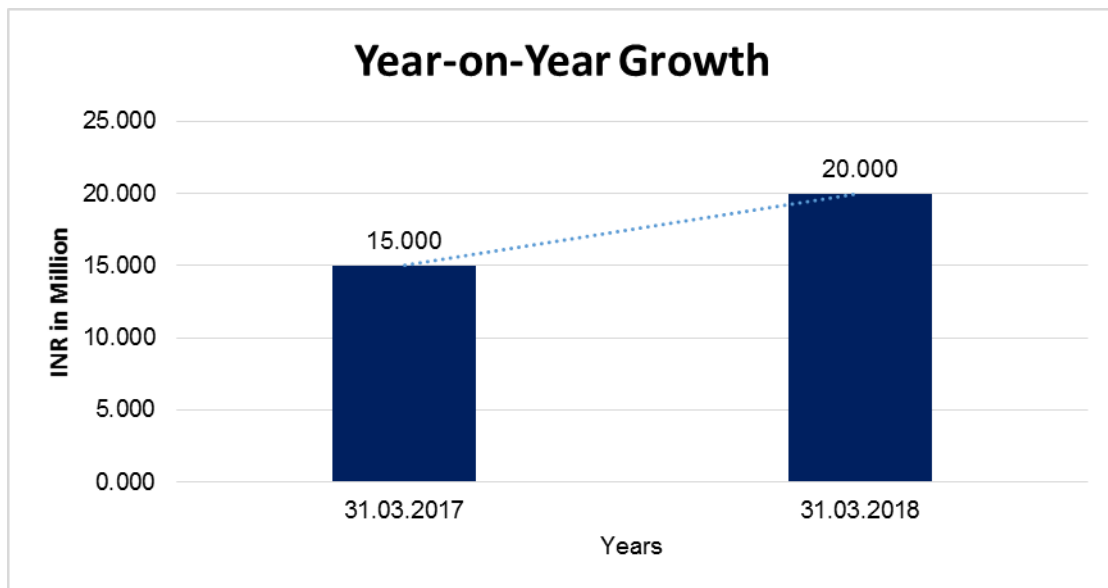
The above information has been parted by Mr. B Sowjanya [Proprietor]

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

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

**YEAR-ON-YEAR GROWTH**

Year on Year Growth	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales Turnover (Approximately)	15.000	20.000
		<b>33.333</b>



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**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. : 8**

**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	Yes
3	Locality of the entity	Yes
4	Premises details	Yes
5	Buyer visit details	Yes
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	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)	No
16	No. of employees	Yes
17	Details of sister concerns	Yes
18	Major suppliers	Yes
19	Major customers	No
20	Banking Details	Yes
21	Banking facility details	No
22	Conduct of the banking account	--
23	Financials, if provided	Yes
24	Capital in the business	No
25	Last accounts filed at ROC, if applicable	No
26	Turnover of firm for last two years	Yes
27	Reasons for variation <> 20%	Yes
28	Estimation for coming financial year	Yes
29	Profitability for last three years	No
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

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**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. : 9**

**OBSERVATION POINTS**

<b>Name of Company :</b>	VENKATA SAI VIVEKANANDA AGENCIES
<b>Address :</b>	D. No. 12-2-620/10, Sri Sailam Road, Macherla Mandal, Guntur - 522426, Andhra Pradesh, India
<b>Person to whom we met:</b>	Employee [Name refused]
<b>Name Board :</b>	Sighted
<b>Location:</b>	Easy
<b>Landmark:</b>	Sri Sailam Road
<b>Total Floors of the Building :</b>	Shed Type Premises
<b>Locality:</b>	Residential cum Commercial
<b>Area of premises:</b>	150 Sq. Ft.
<b>Area :</b>	Upmarket
<b>No. of employees seen at premises:</b>	02 [Approx.]
<b>Neighbour's Interview:</b>	Our executive also had a word with the neighbours of the concern i.e. 'Sumantha Agencies" and Varalakshmi Fertilizers" who confirmed existence of the concern at the given address.
<b>Proof of visit:</b>	Photos

**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>	SHK
<b>Analysis Done by :</b>	DIV
<b>Report Prepared by :</b>	ARC

**VENKATA SAI VIVEKANANDA AGENCIES -546733.2 [SUPPLEMENTARY REPORT] PAGE NO. :**

**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	NO
--AFFILIATION	YES/NO	YES
--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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