

MIRA INFORM REPORT

Report No. :	482460
Report Date :	04.01.2018

IDENTIFICATION DETAILS

Name :	RELIABLE STEEL DISTRIBUTORS
Registered Office :	29-B, Nakoda Bhavan, Sidhi Lane, Charni Road, Mumbai – 400004, Maharashtra
Tel. No.:	91-22-23871561
Country :	India
Financials (as on) :	31.03.2017
Year of Establishment :	1980
Capital Investment / Paid-up Capital :	INR 25.000 Million
IEC No.:	0300067038
GSTIN/UIN:	27AACFR2900G1ZK
TIN No.:	Not Divulged
PAN No.: [Permanent Account No.]	AACFR2900G
Legal Form :	Partnership Concern with an unlimited liability of the partners
Line of Business :	Manufacturer, Trader, Exporter and Importer of Steel Pipes, Plates and Coils, pipe fitting, ERW and seamless pipes, pipe fittings, round bar, flats, angles, channel and wire. (Confirmed by management)

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No. of Employees :	30 (Approximately)
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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

Maximum Credit Limit :	USD 71000
Status :	Satisfactory
Payment Behaviour :	Usually Correct
Litigation :	Clear
Comments :	<p>Subject is an established partnership concern started in the year 1980 having satisfactory track.</p> <p>The concern has achieved decent revenue of INR 160.000 million during FY 2017 (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 relations are reported as fair. Business is active. Payments terms are reported to be usually correct.</p> <p>The concern can be considered normal 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 while quoting report number, name and date.

ECGC Country Risk Classification List

Country Name	Previous Rating (30.06.2017)	Current Rating (30.09.2017)
India	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2

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Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

EXTERNAL AGENCY RATING

Rating Agency Name	Not Available
Rating	Not Available
Rating Explanation	Not Available
Date	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 31-03-2016.

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 03.01.2018

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

Name :	Mr. Navas Abdul
Designation :	Senior Manager - Marketing
Contact No.:	91-9819740913
Date :	02.12.2018

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LOCATIONS

Registered Office :	29-B, Nakoda Bhavan, Sidhi Lane, Charni Road, Mumbai – 400004, Maharashtra
Tel. No.:	91-22-42132924/23871561/23829424/23898341
Mobile No.:	91-9819740913 (Mr. Navas Abdul)
Fax No.:	91-22-23859458
E-Mail :	sales@reliablesteel.in
Website :	http://www.reliablesteel.in
Area :	3500 sq. ft.
Location :	Owned
Locality :	Industrial
Factory :	E-10/3, MIDC, Taloja, Navi Mumbai – 410208, Maharashtra, India
Tel. No.:	91-22-66363442
Fax No.:	91-22-23859458

PARTNERS

Name :	Mr. Naresh Mehta
Designation :	Partner
Address :	78/80, Goragandi Building, 3 rd Floor, C.P.Tank, Mumbai – 400004, Maharashtra, India
Date of Birth/Age :	55 Years
Qualification :	B.Com
Experience :	30 Years
Name :	Mr. Mahendrakumar S. Mehta
Designation :	Partner
Address :	202, Parekhwadi, 4 th Floor, V.P. Road, Mumbai – 400004, Maharashtra, India
Date of Birth/Age :	68 Years
Qualification :	B. Com
Experience :	43 Years

KEY EXECUTIVES

Name :	Mr. Navas Abdul
Designation :	Senior Manager - Marketing

BUSINESS DETAILS

Line of Business :	Manufacturer, Trader, Exporter and Importer of Steel Pipes, Plates and Coils,
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	pipe fitting, ERW and seamless pipes, pipe fittings, round bar, flats, angles, channel and wire. (Confirmed by management)
Products :	<ul style="list-style-type: none"> • Steel Pipes • Plates and Coils • Pipe Fitting • ERW and Seamless Pipes • Pipe Fittings • Round Bar • Flats • Angles • Channel • Wire
Brand Names :	Not Available
Agencies Held :	Not Available
Exports :	
Products :	Stainless Steel, Carbon Steel
Countries :	<ul style="list-style-type: none"> • Middle East • UAE • European Countries
Imports :	
Products :	Similar Items and Raw Material
Countries :	<ul style="list-style-type: none"> • Ukraine • China • Europe • Taiwan
Terms :	
Selling :	L/C, RTGS
Purchasing :	L/C, RTGS

GENERAL INFORMATION

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

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Customers :	End Users, OEM's	
	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
	Remark:	--
No. of Employees :	30 (Approximately)	
Bankers :	Banker Name :	Bank of Baroda
	Branch :	Gulawadi, Mumbai, Maharashtra, India
	Person Name (With Designation) :	--
	Contact Number :	91-22-22421659 (Ringing)
	Name of Account Holder :	--
	Account Number :	--
	Account Since (Date/Year of Account Opening) :	--
	Average Balance Maintained :	--
	Credit Facilities Enjoyed (CC/OD/Term Loan) :	--
	Account Operation :	--
	Remark :	--
	Banker Name :	HDFC Bank
	Branch :	Gulawadi, Mumbai, Maharashtra, India
	Person Name (With Designation) :	--
	Contact Number :	--
	Name of Account Holder :	--
	Account Number :	--
	Account Since (Date/Year of Account Opening) :	--
	Average Balance Maintained :	--
	Credit Facilities Enjoyed (CC/OD/Term Loan) :	--
	Account Operation :	--
	Remark :	--

Auditors :	
Name :	Pawar and Company Chartered Accountants
Address :	Mumbai, Maharashtra, India
Collaborators :	Not Available

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Membership :	Not Available	
Sister Concern :	Name :	Reliable Pipes and Tubes Limited
	Address :	29-B, Nakoda Bhavan, Sidhi Lane, Charni Road, Mumbai – 400004, Maharashtra, India
	Line of Business :	Manufacturer, Exporter and Supplier of Stainless Steel Pipes and Tubes, Carbon Steel Pipes and Tubes etc.

CAPITAL STRUCTURE

AS ON 31.03.2017

Capital Investment :	
Owned :	INR 25.000 Million
Borrowed :	--
Total :	INR 25.000 Million

FINANCIAL DATA

[all figures are INR Million]

Particulars	31.03.2017	31.03.2016	31.03.2015
Sales Turnover (Approximately)	160.000	150.000	150.000

The above information has been parted by Mr. Navas Abdul (Senior Manager – Marketing)

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

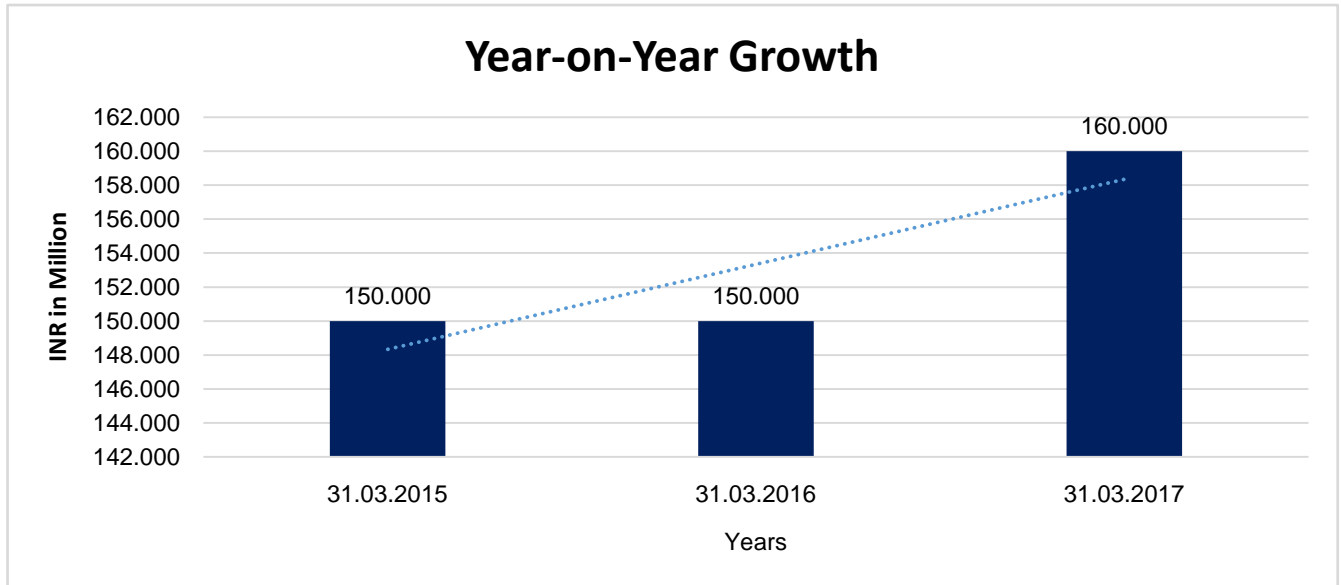
FINANCIAL ANALYSIS

[all figures are INR Million]

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	150.000	150.000	160.000
		0.000	6.667

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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	Yes
10	Date of Birth of Proprietor / Partners / Directors	Yes
11	Pan Card No. of Proprietor / Partners	Yes
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	Yes
18	Major suppliers	No
19	Major customers	No
20	Banking Details	Yes
21	Banking facility details	No

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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	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	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

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 63.67
UK Pound	1	INR 86.11
Euro	1	INR 76.58

INFORMATION DETAILS

Information Gathered by :	PRI
Analysis Done by :	DIV
Report Prepared by :	NKTS

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	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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