

**SWATI MEDICAL AGENCIES - 482926 2 [SUPPLEMENTARY REPORT] 06-JAN-2018.HTM**

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**MIRA INFORM REPORT**

<b>Report No. :</b>	482926.2
<b>Report Date :</b>	06.01.2018

**IDENTIFICATION DETAILS**

<b>Name :</b>	SWATI MEDICAL AGENCIES
<b>Registered Office :</b>	Plot No. 270, 3 <sup>rd</sup> Floor, Trikoni Park, Behind Bank of Baroda, Dharampeth Nagpur – 440010, Maharashtra
<b>Tel No.:</b>	91-712-2539873
<b>Country :</b>	India
<b>Financials (as on) :</b>	31.03.2017
<b>Year of Establishment :</b>	2008
<b>Capital Investment :</b>	INR 5.899 Million
<b>IEC No.:</b>	Not Applicable (As informed by the management that firm does not have export and import)
<b>TIN No.:</b>	Not Divulged
<b>GSTIN :</b>	27AFFPS6108H1ZB
<b>PAN No.:</b> [Permanent Account No.]	AFFPS6108H
<b>Legal Form :</b>	Sole Proprietary Concern
<b>Line of Business :</b>	Trader of Medicines. (Confirmed by management)
<b>No. of Employees :</b>	04 (Approximately) (As per Site Visit)

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**RATING & COMMENTS**

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

**MIRA's Rating :**

**A**

Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Maximum Credit Limit :</b>	USD 16000
<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Usually correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Swati Medical Agencies established in the year 2008. It is a trader of Medicines.</p> <p>For the financial year 2017, the firm has achieved 46.50% growth in its revenue as compared to previous year revenue and has maintained average profitability margin of 3.40% during the year under review.</p> <p>The rating takes into consideration the satisfactory financial profile of the firm marked by comfortable capital base along with strong debt coverage indicators due to low debt balance sheet profile.</p> <p>Business is active. Payments are reported to be usually correct.</p> <p>In view of aforesaid, the firm can be considered for business dealings at usual trade terms and conditions.</p> <p><b>NOTE:</b> Site Visit was conducted at the given address and our executive has successfully traced the subject on the given address.</p> <p>At the premises our executive met Mr. Meshram (Accountant) and he provided contact details.</p> <p>During the site visit our executive enquired with neighbour company (Ganesh Sagar) and also enquired with vicinity who claimed that subject is situated on the given address.</p> <p>As per our executive's observation, it is a 3 storey building and the subject situated on the 3rd floor. Location was easy to find and locality appears to be residential. Area seems to be upmarket. Total area of premises is 1000 (sq. ft.) and 04 employees were sighted at the premises.</p>

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	Name board of the subject not was sighted on the given address.
--	---

**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 (30.06.2017)	Current Rating (30.09.2017)
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 31-03-2016.

**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 06.01.2018

**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.

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**INFORMATION PARTED BY**

<b>Name :</b>	Mr. Virat Vijay Saraswar
<b>Designation :</b>	Proprietor
<b>Contact No.:</b>	91-9822577686
<b>Date :</b>	27.12.2017

**LOCATIONS**

<b>Registered Office :</b>	Plot No. 270, 3 <sup>rd</sup> Floor, Trikoni Park, Behind Bank Of Baroda, Dharampeth Nagpur – 440010, Maharashtra, India
<b>Tel. No.:</b>	91-712-2539873
<b>Mobile No.:</b>	91-9822577686 (Mr. Virat Vijay Saraswar)
<b>Fax No.:</b>	Not Available
<b>E-Mail :</b>	<a href="mailto:virat@swatimedical.com">virat@swatimedical.com</a>
<b>Area :</b>	800 Sq. ft.
<b>Location :</b>	Owned
<b>Locality :</b>	Commercial

**SOLE PROPRIETOR**

<b>Name :</b>	Mr. Virat Vijay Saraswar
<b>Designation :</b>	Proprietor
<b>Date of Birth/Age :</b>	42 Years
<b>Qualification :</b>	Graduate, MBA
<b>Experience :</b>	13 Years
<b>Pan No.:</b>	AFFPS6108H

**BUSINESS DETAILS**

<b>Line of Business :</b>	Trader of Medicines. (Confirmed by management)
<b>Products :</b>	Medicines
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	Not Available
<b>Exports :</b>	Not Available
<b>Imports :</b>	Not Available

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<b>Terms :</b>	
<b>Selling :</b>	Cheque
<b>Purchasing :</b>	Cheque

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference :</b>	Cipla Limited
	<b>Name of the Person :</b>	Mr. Amar Ali (Business Developer Manager)
	<b>Contact No.:</b>	91-9575122786 (Ringling)
	<b>Since How Long Known :</b>	--
	<b>Maximum Limit Dealt :</b>	--
	<b>Experience :</b>	--
	<b>Remark:</b>	--
<b>Customers :</b>	Government Institute	
	<b>Reference :</b>	Western Coalfield Limited
	<b>Name of the Person :</b>	Mr. N. R. Rao
	<b>Contact No.:</b>	91-9404088035 (Ringling)
	<b>Since How Long Known :</b>	--
	<b>Maximum Limit Dealt :</b>	--
	<b>Experience :</b>	--
<b>Remark:</b>	--	
<b>No. of Employees :</b>	04 (Approximately) (As per Site Visit)	
<b>Bankers :</b>	<b>Banker Name :</b>	State Bank of India
	<b>Branch :</b>	Dhrampeth Branch, Nagpur, Maharashtra, India
	<b>Person Name (With Designation) :</b>	--
	<b>Contact Number :</b>	91-712-2527852 (Ringling)
	<b>Name of Account Holder :</b>	--
	<b>Account Number :</b>	--
	<b>Account Since (Date/Year of Account Opening) :</b>	--
	<b>Average Balance Maintained :</b>	--
	<b>Credit Facilities Enjoyed (CC/OD/Term Loan) :</b>	Cash credit INR 1.200 Million
	<b>Account Operation :</b>	--
	<b>Remark :</b>	--

<b>Auditors :</b>	
<b>Name :</b>	Mr. Vinay G. Alwani

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	Chartered Accountant
<b>Membership No:</b>	178264
<b>Collaborators :</b>	Not Available
<b>Membership :</b>	Not Available
<b>Sister Concern :</b>	Not Available

**CAPITAL STRUCTURE**

**PROPRIETOR CAPITAL ACCOUNT AS ON 31.03.2017**

Particulars	(INR in Million)
<b>Owned Capital :</b>	INR 5.899 Million
--	--
<b>Total</b>	<b>INR 5.899 Million</b>

**FINANCIAL DATA**

*[all figures are INR Million]*

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

**ABRIDGED BALANCE SHEET**

SOURCES OF FUNDS		31.03.2017	31.03.2016
<b>EQUITY AND LIABILITIES</b>			
1] Proprietor Capital Account		5.899	3.043
2] Reserves & Surplus		0.000	0.000
<b>NETWORTH</b>		<b>5.899</b>	<b>3.043</b>
<b>LOAN FUNDS</b>			
1] Secured Loans		0.000	0.000
2] Unsecured Loans		1.500	1.092
<b>TOTAL BORROWING</b>		<b>1.500</b>	<b>1.092</b>
DEFERRED TAX LIABILITIES		0.000	0.000
<b>TOTAL</b>		<b>7.399</b>	<b>4.135</b>
<b>APPLICATION OF FUNDS</b>			
FIXED ASSETS [Net Block]		0.028	0.023

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Capital work-in-progress		0.000	0.000
INVESTMENT		0.000	0.000
DEFERRED TAX ASSETS		0.000	0.000
<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>			
Inventories		0.211	0.770
Sundry Debtors		6.509	2.073
Cash & Bank Balances		1.224	1.720
Other Current Assets		0.000	0.000
Loans & Advances		0.623	0.366
<b>Total Current Assets</b>		<b>8.567</b>	<b>4.929</b>
<b>Less : CURRENT LIABILITIES &amp; PROVISIONS</b>			
Sundry Creditors		0.896	0.746
Other Current Liabilities		0.300	0.071
Provisions		0.000	0.000
<b>Total Current Liabilities</b>		<b>1.196</b>	<b>0.817</b>
<b>Net Current Assets</b>		<b>7.371</b>	<b>4.112</b>
MISCELLANEOUS EXPENSES		0.000	0.000
<b>TOTAL</b>		<b>7.399</b>	<b>4.135</b>

**PROFIT & LOSS ACCOUNT**

	<b>PARTICULARS</b>	<b>31.03.2017</b>	<b>31.03.2016</b>
	<b>SALES</b>		
	Sales	20.308	13.862
	Other Income	0.245	0.362
	<b>TOTAL</b>	<b>20.553</b>	<b>14.224</b>
<b>Less</b>	<b>EXPENSES</b>		
	Cost of Materials Consumed	17.829	12.748
	Other expenses	1.537	0.943
	Freight	0.492	0.060
	<b>TOTAL</b>	<b>19.858</b>	<b>13.751</b>
	<b>PROFIT BEFORE INTEREST AND DEPRECIATION AND AMORTISATION</b>	0.695	0.473
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	0.000	0.000
	<b>PROFIT BEFORE DEPRECIATION AND AMORTISATION</b>	0.695	0.473
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	0.004	0.004

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	<b>NET PROFIT</b>		<b>0.691</b>	<b>0.469</b>
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**KEY RATIOS**

**EFFICIENCY RATIOS**

<b>PARTICULARS</b>		<b>31.03.2017</b>	<b>31.03.2016</b>
Average Collection Days (Sundry Debtors / Income * 365 Days)		116.99	54.58
Account Receivables Turnover (Income / Sundry Debtors)		3.12	6.69
Average Payment Days (Sundry Creditors / Purchases * 365 Days)		18.34	21.36
Inventory Turnover (Operating Income / Inventories)		3.29	0.61
Asset Turnover (Operating Income / Net Fixed Assets)		24.82	20.57

**LEVERAGE RATIOS**

<b>PARTICULARS</b>		<b>31.03.2017</b>	<b>31.03.2016</b>
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)		0.31	0.39
Debt Equity Ratio (Total Liability / Networth)		0.25	0.36
Current Liabilities to Networth (Current Liabilities / Net Worth)		0.46	0.63
Fixed Assets to Networth (Net Fixed Assets / Networth)		0.00	0.01
Interest Coverage Ratio (PBIT / Financial Charges)		0.00	0.00

**PROFITABILITY RATIOS**

<b>PARTICULARS</b>		<b>31.03.2017</b>	<b>31.03.2016</b>
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Net Profit Margin ((PAT / Sales) * 100)	%		3.40	3.38
Return on Total Assets ((PAT / Total Assets) * 100)	%		8.04	9.47
Return on Investment (ROI) ((PAT / Networth) * 100)	%		11.71	15.41

**SOLVENCY RATIOS**

PARTICULARS		31.03.2017	31.03.2016
Current Ratio (Current Assets / Current Liabilities)		3.18	2.58
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)		3.10	2.18
G-Score Ratio Financial (Networth / Total Assets)		0.69	0.61
G-Score Ratio Debt (Debts / Equity Capital)		0.25	0.36
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		3.18	2.58

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

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

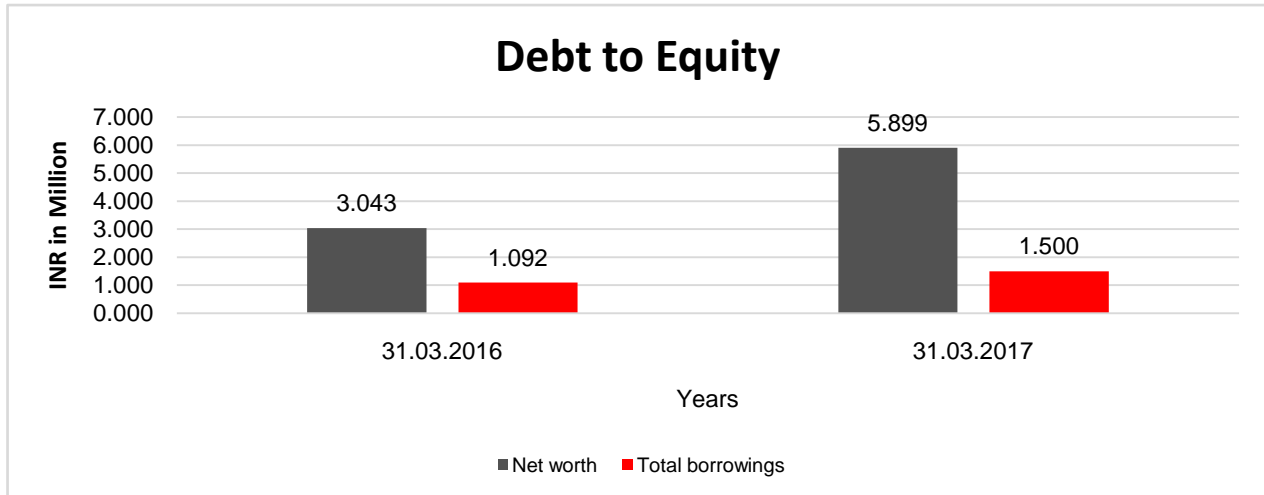
**DEBT/ EQUITY RATIO**

Particulars		31.03.2016	31.03.2017
		INR In Million	INR In Million
Proprietor's Capital		3.043	5.899
Reserves & Surplus		0.000	0.000
<b>Net worth</b>		<b>3.043</b>	<b>5.899</b>
Secured Loans		0.000	0.000
Unsecured Loans		1.092	1.500
<b>Total borrowings</b>		<b>1.092</b>	<b>1.500</b>
<b>Debt/Equity ratio</b>		<b>0.359</b>	<b>0.254</b>

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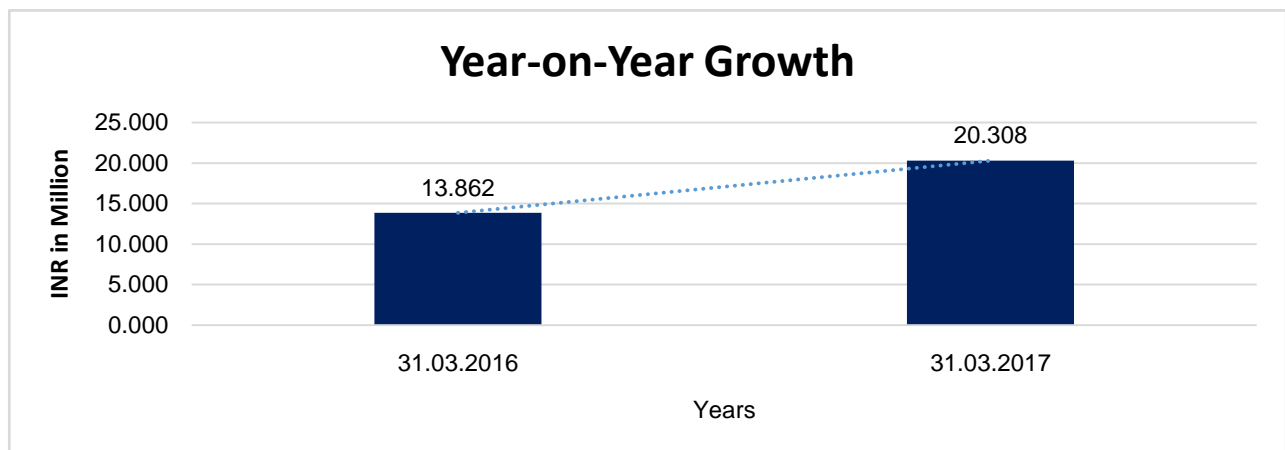
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**YEAR-ON-YEAR GROWTH**

Year on Year Growth	31.03.2016	31.03.2017
	INR In Million	INR In Million
Sales Turnover (Approximately)	13.862	20.308
		<b>46.501</b>



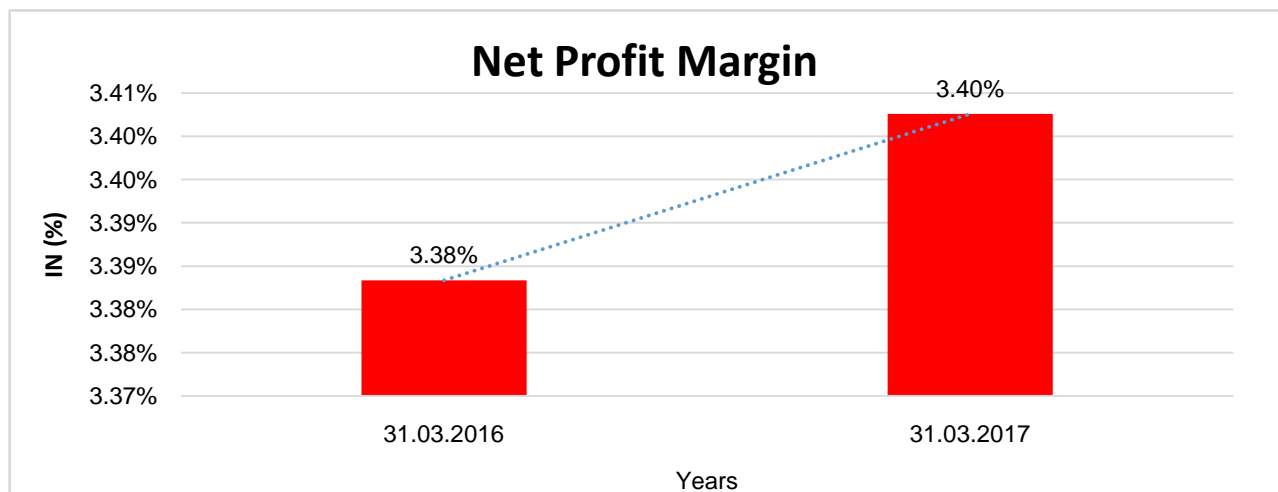
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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2016	31.03.2017
	INR In Million	INR In Million
Sales	13.862	20.308
Profit	0.469	0.691
	<b>3.38%</b>	<b>3.40%</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	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/ Age 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)	No
16	No. of employees	Yes
17	Details of sister concerns	No
18	Major suppliers	Yes
19	Major customers	Yes
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	Yes
25	Last accounts filed at ROC, if applicable	Yes
26	Turnover of firm for last two years	Yes
27	Reasons for variation < > 20%	--
28	Estimation for coming financial year	No
29	Profitability for last two 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

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**OBSERVATION POINTS**

<b>Name of Company :</b>	SWATI MEDICAL AGENCIES
<b>Address :</b>	Plot No. 270, 3 <sup>rd</sup> Floor, Trikoni Park, Behind Bank of Baroda, Dharampeth Nagpur – 440010, Maharashtra
<b>Date of Visit :</b>	01.04.2018
<b>Person to whom we met:</b>	Mr. Meshram (Accountant)
<b>Name Board :</b>	Not Sighted
<b>Location:</b>	Easy
<b>Landmark (If Any):</b>	Behind Bank of Baroda
<b>Total Floors of the Building :</b>	3 Floors
<b>Subject situated on:</b>	3 <sup>rd</sup> Floor
<b>Locality:</b>	Residential
<b>Area of Premises :</b>	1000 Sq. Ft.
<b>Area :</b>	Upmarket
<b>No. of employees seen at premises:</b>	04 (Approx.)
<b>Visibility of Items:</b>	<ul style="list-style-type: none"> <li>• Telephone</li> <li>• Telefax</li> <li>• Computers</li> <li>• Office Equipment</li> </ul>
<b>Neighbours Interview :</b>	Our executive enquired with neighbour company (Ganesh Sagar) and also enquired with vicinity who claimed that subject is situated on the given address.
<b>Proof of visit:</b>	Photos

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**UNSECURED LOANS**

<b>PARTICULARS</b>	<b>31.03.2017 (INR in Million)</b>	<b>31.03.2016 (INR in Million)</b>
Vijay Saraswar	0.100	0.100
Disha Saraswar	1.100	0.700
Shri Vivek Singh Saraswar	0.300	0.000
Rana Enterprises	0.000	0.292
<b>Total</b>	<b>1.500</b>	<b>1.092</b>

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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.

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**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 63.38
UK Pound	1	INR 86.02
Euro	1	INR 76.25

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	VAR
<b>Analysis Done by :</b>	GYT
<b>Report Prepared by :</b>	ARC

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**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	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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