

## MIRA INFORM REPORT

Report No. :	517208
Report Date :	30.06.2018

### IDENTIFICATION DETAILS

Name :	SHAKSHI EXPORTS
Registered Office :	24-25, Savani Co-Operative Housing Society, B/H Geetanjali Cinema, Varachha Road, Surat – 395006, Gujarat
Tel. No.:	91-261-2549300
Country :	India
Financials (as on) :	31.03.2018 (Sales Turnover) 31.03.2017 (Detailed Financial)
Year of Establishment :	2015
Capital Investment / Paid-up Capital :	INR 2.602 Million (As on 31.03.2017)
IEC No.: [Import-Export Code No.]	5216900217
PAN No.: [Permanent Account No.]	ACZFS5980N
GSTN : [Goods & Service Tax Registration No.]	24ACZFS5980N1ZX
Legal Form :	Partnership Concern with an unlimited liability of the partners
Line of Business :	Manufacturer and Exporter of polished diamonds and Importer of rough diamonds (Confirmed by management)
No. of Employees :	50 (Approximately)

### RATING & COMMENTS

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

**MIRA's Rating :** B

Credit Rating	Explanation	Rating Comments
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B	Medium Risk	Business dealings permissible on a regular monitoring basis
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<b>Status :</b>	Recently new business
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is a partnership concern established in the year 2015 and it is engaged as importer of rough diamonds, manufacturer and exporter of polished diamonds.</p> <p>Mr. Nilesh Dhirubhai Balar (Partner) provided information and claimed that the subject has started its commercial activity from the month of February 2016 and has achieved sales turnover of INR 190.000 million for FY-2018.</p> <p>As per available financials of March 2017, the concern has achieved revenue of INR 52.05 million from its first year of its business operation and has clocked very thin profit margin of 0.65% during the year.</p> <p>Rating takes into account, the moderate financial risk profile marked by modest capital base.</p> <p>Rating gets constrained on account of its short track record of its business operation and volatile profitability margin arising out of volatility in the prices of diamonds marked by working capital, intensive nature of operation and highly competitive industry.</p> <p>Payment seems to be slow but correct.</p> <p>In view of aforesaid, the concern can be considered for business dealing with some caution.</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**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
India	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1

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**SHAKSHI EXPORTS - 517208**

**PAGE NO. : 3**

High Risk	C2
Very High Risk	D

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	Not Available
<b>Rating</b>	Not Available
<b>Rating Explanation</b>	Not Available
<b>Date</b>	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 30.06.2018

**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. Nilesh Dhirubhai Balar
<b>Designation :</b>	Partner
<b>Contact No.:</b>	91-9824514107
<b>Date :</b>	27.06.2018

**LOCATIONS**

<b>Registered Office/ Factory :</b>	24-25, Savani Co-Operative Housing Society, B/H Geetanjali Cinema, Varachha Road, Surat – 395006, Gujarat, India
<b>Tel. No.:</b>	91-261-2549300
<b>Mobile No.:</b>	91-9824514107 (Mr. Nilesh Dhirubhai Balar)
<b>Fax No.:</b>	Not Available

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**SHAKSHI EXPORTS - 517208**

**PAGE NO. : 4**

<b>E-Mail :</b>	<a href="mailto:shakshiexports@gmail.com">shakshiexports@gmail.com</a>
<b>Area :</b>	2500 sq.ft.
<b>Location :</b>	Rented
<b>Locality :</b>	Industrial

**PARTNERS**

<b>Name :</b>	Mr. Nilesh Dhirubhai Balar
<b>Designation :</b>	Partner
<b>Name :</b>	Mr. Mukesh Dhirubhai Balar
<b>Designation :</b>	Partner

**BUSINESS DETAILS**

<b>Line of Business :</b>	Manufacturer and Exporter of polished diamonds and Importer of rough diamonds (Confirmed by management)
<b>Products :</b>	<ul style="list-style-type: none"> <li>Polished diamonds</li> <li>Rough diamonds</li> </ul>
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	Not Available
<b>Exports :</b>	
<b>Products :</b>	<ul style="list-style-type: none"> <li>Polished diamonds</li> </ul>
<b>Countries :</b>	Belgium
<b>Imports :</b>	
<b>Products :</b>	Rough diamonds
<b>Countries :</b>	<ul style="list-style-type: none"> <li>Belgium</li> <li>Dubai</li> </ul>
<b>Terms :</b>	
<b>Selling :</b>	Cash, Advance Payment, Credit (60/90 Days)
<b>Purchasing :</b>	Cash, Advance Payment, Credit (60/90 Days)

**GENERAL INFORMATION**

<b>Suppliers :</b>	<ul style="list-style-type: none"> <li>Chintan Gems BVBA</li> <li>Glorious Gems BVBA</li> <li>K P Sanghavi and Sons</li> </ul>
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	<ul style="list-style-type: none"> <li>• Microship Computer</li> <li>• Nilkanth Gems</li> <li>• NPH Tec</li> <li>• Shruti Diam DMCC</li> <li>• S Milan Gems</li> <li>• V Naresh and Co</li> </ul>																								
<b>Customers :</b>	<p>Retailers</p> <ul style="list-style-type: none"> <li>• Dharmnandan Export</li> <li>• Diamond King</li> <li>• Gopinath Impex</li> <li>• Hardik Gems</li> <li>• Hasti Impex</li> <li>• HP Impex</li> <li>• Jaim Diamond</li> <li>• R V Diamond</li> <li>• Samkit Diamond Export Private Limited</li> <li>• Somnath Corporation</li> </ul>																								
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<b>Auditors :</b>	
<b>Name :</b>	HRM and Company (Mr. Rajesh Bhungaliya) Chartered Accountants

<b>Address :</b>	U-65, Diamond World, Near Mini Bazar, Varachha Road, Surat-395006, Gujarat, India
<b>Membership No.:</b>	140495
<b>Collaborators :</b>	Not Available
<b>Membership :</b>	Not Available
<b>Sister Concern :</b>	Not Available

**CAPITAL STRUCTURE**

AS ON 31.03.2017

(INR In Million)

Partners' Name	Opening Bal. 01.04.2016	Addition	Interest	Salary to Partner	Share of Profit	Withdrawals/ Transfer	Closing Bal. 31.03.2017
Mukesh Dhirubhai Balar	0.363	0.799	0.174	0.200	0.169	0.330	1.375
Nilesh Dhirubhai Balar	0.362	0.667	0.159	0.200	0.169	0.330	1.227
<b>Total</b>	<b>0.725</b>	<b>1.466</b>	<b>0.333</b>	<b>0.400</b>	<b>0.338</b>	<b>0.660</b>	<b>2.602</b>

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

Particulars			31.03.2018
Sales Turnover (Approximately)			190.000
			(Due to Business Growth)

Expected Sales (2018-2019): INR 250.000 Million

The above information has been parted by Mr. Nilesh Dhirubhai Balar (Partner)

**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
<b>EQUITY AND LIABILITIES</b>			
1] Partners Capital			2.602
2] Share Application Money			0.000
3] Reserves & Surplus			0.000
4] (Accumulated Losses)			0.000
<b>NETWORTH</b>			<b>2.602</b>
<b>LOAN FUNDS</b>			
1] Secured Loans			0.000
2] Unsecured Loans			1.800
<b>TOTAL BORROWING</b>			<b>1.800</b>
DEFERRED TAX LIABILITIES			0.000
<b>TOTAL</b>			<b>4.402</b>
<b>APPLICATION OF FUNDS</b>			
FIXED ASSETS [Net Block]			0.689
Capital work-in-progress			0.000
INVESTMENT			0.000
DEFERREX TAX ASSETS			0.000
<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>			
Inventories			57.605
Sundry Debtors			19.796
Cash & Bank Balances			0.896

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Other Current Assets			0.000
Loans & Advances, Deposits			0.020
<b>Total Current Assets</b>			<b>78.317</b>
<b>Less : CURRENT LIABILITIES &amp; PROVISIONS</b>			
Sundry Creditors			74.172
Other Current Liabilities and Provisions			0.432
<b>Total Current Liabilities</b>			<b>74.604</b>
<b>Net Current Assets</b>			<b>3.713</b>
MISCELLANEOUS EXPENSES			0.000
<b>TOTAL</b>			<b>4.402</b>

**PROFIT & LOSS ACCOUNT**

	<b>PARTICULARS</b>		<b>31.03.2017</b>
	<b>SALES</b>		
	Income		52.046
	Other Income		3.599
	<b>TOTAL</b>		<b>55.645</b>
<b>Less</b>	<b>EXPENSES</b>		
	Raw Material Consumed		57.295
	Increase/(Decrease) in Stock		(12.045)
	Direct Expenses		4.521
	Administrative Expenses		5.057
	<b>TOTAL</b>		<b>54.828</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, DEPRECIATION AND AMORTISATION</b>		<b>0.817</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>		0.346
	<b>PROFIT / (LOSS) BEFORE, DEPRECIATION AND AMORTISATION</b>		<b>0.471</b>
<b>Less/ Add</b>	<b>DEPRECIATION/ AMORTISATION</b>		0.133
	<b>NET PROFIT TRANSFERRED TO PARTNERS CAPITAL A/C</b>		<b>0.338</b>

**KEY RATIOS**

**EFFICIENCY RATIOS**

<b>PARTICULARS</b>			<b>31.03.2017</b>
Average Collection Days (Sundry Debtors / Income * 365 Days)			138.83
Account Receivables Turnover (Income / Sundry Debtors)			2.63
Average Payment Days (Sundry Creditors / Purchases * 365 Days)			472.52
Inventory Turnover (Operating Income / Inventories)			0.01
Asset Turnover (Operating Income / Net Fixed Assets)			1.19

**LEVERAGE RATIOS**

<b>PARTICULARS</b>			<b>31.03.2017</b>
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)			0.97
Debt Equity Ratio (Total Liability / Networth)			0.69
Current Liabilities to Networth (Current Liabilities / Net Worth)			29.36
Fixed Assets to Networth (Net Fixed Assets / Networth)			0.26
Interest Coverage Ratio (PBIT / Financial Charges)			2.36

**PROFITABILITY RATIOS**

<b>PARTICULARS</b>				<b>31.03.2017</b>
Net Profit Margin	%			0.65

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((PAT / Sales) * 100)				
Return on Total Assets ((PAT / Total Assets) * 100)	%			0.43
Return on Investment (ROI) ((PAT / Networth) * 100)	%			12.99

**SOLVENCY RATIOS**

PARTICULARS			31.03.2017
Current Ratio (Current Assets / Current Liabilities)			1.02
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)			0.27
G-Score Ratio Financial (Networth / Total Assets)			0.03
G-Score Ratio Debt (Debts / Equity Capital)			0.69
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)			1.02

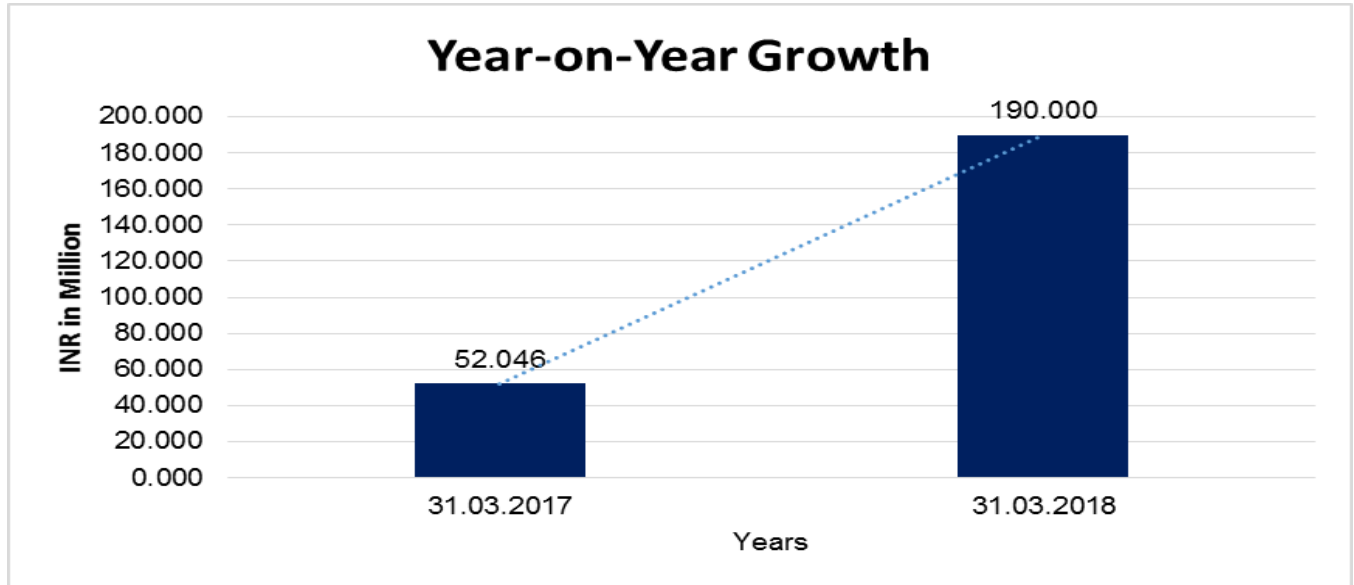
Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

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

**YEAR-ON-YEAR GROWTH**

Year on Year Growth	31.03.2017 INR In Million	31.03.2018 INR In Million
Sales	52.046	190.000 (Approximately)
		<b>265.062</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	Yes
19	Major customers	Yes
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	Yes
25	Last accounts filed at ROC, if applicable	No
26	Turnover of firm for last about two years	Yes
27	Reasons for variation <> 20%	Yes
28	Estimation for coming financial year	Yes
29	Profitability for last one year	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.

**UNSECURED LOAN**

Particulars		<b>31.03.2017 (INR in Million)</b>
Bhupendrabhai S Patel		0.200
Hiteshbhai Jerambhai Gabani		1.500
Vijaykumar Lakhmanbhai Goyani		0.100
<b>Total</b>		<b>1.800</b>

**FIXED ASSETS**

- Computer
- Machinery
- Printer

**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 68.57
UK Pound	1	INR 89.93
Euro	1	INR 79.85

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	RUB
<b>Analysis Done by :</b>	NIS
<b>Report Prepared by :</b>	JYTK

**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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