

## MIRA INFORM REPORT

<b>Report No. :</b>	518028
<b>Report Date :</b>	07.07.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	VAYHAN COFFEE LIMITED
<b>Registered Office :</b>	S.No.141 and 142, Garlamadugu Village, Pedavegi Mandal, West Godavari District: Hyderabad- 500014, Telangana
<b>Tel. No.:</b>	91-8812-259991 to 8
<b>Country :</b>	India
<b>Financials (as on) :</b>	31.03.2017
<b>Date of Incorporation :</b>	22.12.2005
<b>CIN No.:</b> [Company Identification No.]	U15492AP2005PLC048531
<b>Paid-up Capital :</b>	INR 283.830 Million
<b>IEC No.:</b> [Import-Export Code No.]	0907004547
<b>PAN No.:</b> [Permanent Account No.]	AABCL1669G
<b>GSTN :</b> [Goods & Service Tax Registration No.]	36AABCL1669G1ZI
<b>Legal Form :</b>	A Closely Held Public Limited Liability Company
<b>Line of Business :</b>	Subject is engaged in Manufacture of Instant Coffee. (Registered Activity)
<b>No. of Employees :</b>	Information denied by the management

### 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
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A	Acceptable Risk	Business dealings permissible with moderate risk of default
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<b>Maximum Credit Limit :</b>	USD 1440000
<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Vayhan Coffee Limited is a manufacture of instant coffee. The company incorporated in the year 2005 and is based in Andhra Pradesh, India. It is an established company having satisfactory track record.</p> <p>For the financial year ended 2017, revenue and profit of the company has decline.</p> <p>However, the company possesses an acceptable financial profile marked by healthy networth base along with low debt level and favorable gap between trade payables to its trade receivables.</p> <p>Trade relations are reported as fair. Business is active. Payments terms are seems to be slow but correct.</p> <p>In view of the aforesaid, the company 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.

**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
High Risk	C2
Very High Risk	D

**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 07.07.2018

**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 DENIED BY**

<b>Name :</b>	Mr. Rahul
<b>Designation :</b>	Accounts Department

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**VAYHAN COFFEE LIMITED - 518028**

**PAGE NO. : 4**

<b>Contact No.:</b>	91-40-27165328
<b>Date :</b>	03.07.2018

(Tel No.: 91-8812-259991 (Ringling))

**LOCATIONS**

<b>Registered Office/Factory:</b>	S.No.141 and 142, Garlamadugu Village, Pedavegi Mandal, West Godavari District: Hyderabad- 500014, Telangana, India
<b>Tel. No.:</b>	91-8812-259991 to 8
<b>Fax No.:</b>	91-8812-259996
<b>E-Mail :</b>	<a href="mailto:coffee@vayhan.in">coffee@vayhan.in</a> <a href="mailto:info@vayhan.in">info@vayhan.in</a> <a href="mailto:accounts@vayhan.in">accounts@vayhan.in</a>
<b>Website :</b>	<a href="http://www.vayhan.in">http://www.vayhan.in</a>
<b>Corporate Office :</b>	# 1-155, S. No. 108/A, Kompally Main Road, Secunderabad – 500014, Telangana, India
<b>Tel. No.:</b>	91-40-27165328
<b>Fax No.:</b>	91-40-27165330

**DIRECTORS**

As on 2018

<b>Name :</b>	Mr. Rama Raju Datla		
<b>Designation :</b>	Managing Director		
<b>Address :</b>	Villa No 137, Palm Meadows, Kompally, Hyderabad-500014, Telangana, India		
<b>Date of Birth/Age :</b>	13.06.1962		
<b>Qualifications :</b>	Diploma in LCE		
<b>Date of Appointment :</b>	22.12.2005		
<b>PAN No.:</b>	AFYPD1592H		
<b>DIN No.:</b>	00280156		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U15490AP2015PTC097023	SIPAR FLAVOURS PRIVATE LIMITED	21/07/2015	-
U21022TG1990PTC011964	KANHAN PACKAGINGS PRIVATE LIMITED	15/11/1990	-
U29191TG2003PTC041991	VAYHAN AIR CONTROLS PRIVATE LIMITED	03/11/2003	-
U65921TG1996PTC023898	D S L FINANCE PRIVATE LIMITED	25/04/1996	-
U74140TG2004PTC044686	VAYHAN IMPEX PRIVATE LIMITED	24/11/2004	-
<b>Name :</b>	Mr. Kanumuri Venkata Krishnam Raju		
<b>Designation :</b>	Whole-Time Director		

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<b>Address :</b>	No 123, Palm Meadows, Kompally, Hyderabad-500014, Telangana, India		
<b>Date of Birth/Age :</b>	25.07.1963		
<b>Qualifications :</b>	Chartered Accountant		
<b>Date of Appointment :</b>	24.11.2011		
<b>PAN No.:</b>	ADOPK8293Q		
<b>DIN No.:</b>	00280217		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U15490AP2015PTC097023	SIPAR FLAVOURS PRIVATE LIMITED	21/07/2015	-
<b>Name :</b>	Mr. Venkata Suryanarayana Raju Gadhiraaju		
<b>Designation :</b>	Director		
<b>Address :</b>	D-37, Madhuranagar, Hyderabad-500038, Telangana, India		
<b>Date of Birth/Age :</b>	04.12.1964		
<b>Qualifications :</b>	B.Com		
<b>Date of Appointment :</b>	30.03.2012		
<b>DIN No.:</b>	00306615		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U92111TG2000PLC034978	AASHRITHA CREATIONS LIMITED	25/07/2000	-
<b>Name :</b>	Mr. Jayaram Sharma Achanta		
<b>Designation :</b>	Director		
<b>Address :</b>	14-40/3A, Srinivasapuram, Ramanthapur, Ranga Reddy District, Hyderabad-500013, Telangana, India		
<b>Date of Birth/Age :</b>	07.07.1949		
<b>Qualifications :</b>	Company Secretary		
<b>Date of Appointment :</b>	29.07.2010		
<b>DIN No.:</b>	01057102		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U72200TG2012PTC080351	OSTILIO SYSTEMS PRIVATE LIMITED	16/04/2012	-
U72200TG2014PTC095686	WHYTELOCUS EDUCATION SOLUTIONS PRIVATE LIMITED	18/04/2015	-
<b>Name :</b>	Mr. Sundara Rama Raju Penumatsa		
<b>Designation :</b>	Whole-Time Director		
<b>Address :</b>	C/O A V Subba Raju, LIG 438, KPHB Colony, Ranga Reddy District, Hyderabad-500072, Telangana, India		
<b>Date of Birth/Age :</b>	25.07.1973		
<b>Qualifications :</b>	B.Com		
<b>Date of Appointment :</b>	24.11.2011		
<b>PAN No.:</b>	AQZPP4012C		

<b>DIN No.:</b>	01507050		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U21029TG1999PTC031657	GOSTHANI HI-TECH CARTONS PRIVATE LIMITED	01/04/2004	-
U25209TG1995PLC020193	DCL CHEMPLAST LIMITED	10/03/2010	-
<b>Name :</b> Mr. Sreenivasa Rao Ravinuthala			
<b>Designation :</b> Director			
<b>Address :</b> 32-126/3, Bank Colony, Ramakrishnapuram, Secunderabad-500056, Telangana, India			
<b>Date of Birth/Age :</b> 07.11.1955			
<b>Qualifications :</b> ICWAI			
<b>Date of Appointment :</b> 29.07.2010			
<b>DIN No.:</b>	03271625		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U74140TG2015PTC097715	EFONE MANAGEMENT CONSULTANTS PRIVATE LIMITED	20/02/2015	-
<b>Name :</b> Mr. Undavali Papparao			
<b>Designation :</b> Director			
<b>Address :</b> 340 Carr Manor Court, Missouri, Ballwin-63021, United States of America			
<b>Date of Birth/Age :</b> 10.05.1968			
<b>Qualifications :</b> Engineer			
<b>Date of Appointment :</b> 18.05.2012			
<b>DIN No.:</b>	05263236		
<b>Name :</b> Mr. Undavalli Ramu			
<b>Designation :</b> Alternate Director			
<b>Address :</b> D. No: 3-148, (V & M), West Godavari District, Pedavegi-534450, Telangana, India			
<b>Date of Birth/Age :</b> 13.04.1972			
<b>Qualifications :</b> MA			
<b>Date of Appointment :</b> 18.05.2012			
<b>DIN No.:</b>	05263249		
<b>Other Directorship :</b>			
<b>CIN/FCRN</b>	<b>Company Name</b>	<b>Begin Date</b>	<b>End Date</b>
U45400AP2016PTC098556	UNDAVALLI CONSTRUCTIONS PRIVATE LIMITED	24/03/2016	-
U51909TG2013PLC085523	VAYHAN EXIM LIMITED	01/08/2013	-

**KEY EXECUTIVES**

<b>Name :</b>	Kanumuri Venkata Krishnam Raju
<b>Designation :</b>	Chief Finance Officer
<b>Address :</b>	No 123, Palm Meadows, Kompally, Hyderabad-500014, Telangana, India
<b>Date of Appointment :</b>	01.04.2014
<b>PAN No:</b>	ADOPK8293Q
<b>Name :</b>	Ms. Hema Kumari
<b>Designation :</b>	Company Secretary
<b>Address :</b>	Patel Chowk Ward No. 09, Forbesganj Araria 854318
<b>Date of Appointment :</b>	03.10.2017
<b>PAN No:</b>	CCZPK5444F

**MAJOR SHAREHOLDERS**

As on 31.03.2017

SHAREHOLDING DETAILS FILE ATTACHED

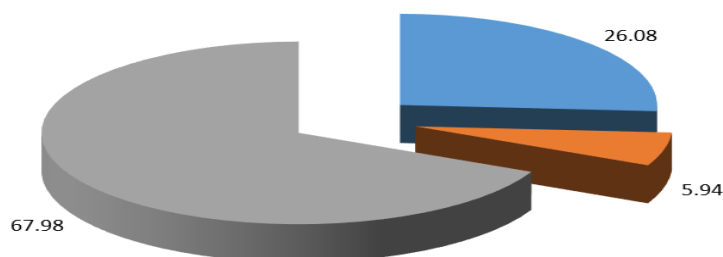
Equity Share Break up (Percentage of Total Equity)

As on 30.09.2017

Category	Percentage
Promoters (Individual/Hindu Undivided Family – Indian)	26.08
Promoters (Body corporate)	5.94
Public/Other than promoters (Individual/Hindu Undivided Family – Indian)	67.98
<b>Total</b>	<b>100.00</b>

**Share holding pattern**

- Promoters (Individual/Hindu Undivided Family – Indian)
- Promoters (Body corporate)
- Public/Other than promoters (Individual/Hindu Undivided Family – Indian)



**BUSINESS DETAILS**

<b>Line of Business :</b>	Subject is engaged in Manufacture of Instant Coffee. (Registered Activity)	
<b>Products / Services :</b>	<b>Item Code No.</b>	<b>Products/Services Description</b>
	21011120	Instant Coffee
<b>Brand Names :</b>	Not Available	
<b>Agencies Held :</b>	Not Available	
<b>Exports :</b>	Not Divulged	
<b>Imports :</b>	Not Divulged	
<b>Terms :</b>	Not Divulged	

**PRODUCTION STATUS – (NOT AVAILABLE)**

**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>	<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>	Information denied by the management	
<b>Bankers :</b>	<b>Banker Name :</b>	State Bank of India
	<b>Branch :</b>	Mid Corporate Group, Overseas Branch, 2nd and 3rd Floor, Rajala Centre, Pt No.241/A, Road No 36, Jubilee Hills, Hyderabad-534007,

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	Telangana, India		
	<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 Account Opening) :</b>	--	
	<b>Average Balance Maintained :</b>	--	
	<b>Credit Facilities Enjoyed (CC/OD/Term Loan) :</b>	--	
	<b>Account Operation :</b>	--	
	<b>Remark :</b>	--	
	<b>Facilities :</b>		
	<b>Secured Loan</b>	<b>31.03.2017 (INR in Million)</b>	<b>31.03.2016 (INR in Million)</b>
	<b>Long-term Borrowings</b>		
	Loans taken for vehicles	0.650	0.290
	Rupee term loans from banks (Secured by first on fixed assets of the company both present and future and equitable mortgage of Factory land)	10.000	0.000
	<b>Short-term borrowings</b>		
	Loans repayable on demand	399.660	415.170
	<b>Total</b>	<b>410.310</b>	<b>415.460</b>

<b>Auditors :</b>	
<b>Name :</b>	GMK Associates Chartered Accountants
<b>Address :</b>	607, Raghava Ratna Towers, Hyderabad, Telangana, India
<b>Income-tax PAN of auditor or auditor's firm :</b>	AACFG7582R
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available
<b>Associates:</b>	<ul style="list-style-type: none"> <li>Kanhan Packagings Private Limited (CIN - U21022TG1990PTC011964)</li> <li>Sipar Flavours Private Limited (CIN - U15490AP2015PTC097023)</li> </ul>
<b>Enterprises which are owned, or have significant influence of or are partners with Key management personnel and their relatives:</b>	<ul style="list-style-type: none"> <li>Deccan Polypacks Limited</li> <li>Vayhan Air Controls Private Limited (CIN - U29191TG2003PTC041991)</li> <li>Kanumuri Associates</li> <li>Gosthani Hi-Tech Cartons Private Limited (CIN - U21029TG1999PTC031657)</li> </ul>

<b>Subsidiary companies:</b>	<ul style="list-style-type: none"> <li>• Vayhan Instant Foods Private Limited (CIN - U15122TG2012PTC078750)</li> <li>• OOO Vayhan</li> <li>• Vayhan LLC</li> <li>• Suncof Global Pte Limited</li> </ul>
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**CAPITAL STRUCTURE**

**As on 31.03.2017**

**Authorised Capital :**

No. of Shares	Type	Value	Amount
29000000	Equity Shares	INR 10/- each	INR 290.000 Million

**Issued, Subscribed & Paid-up Capital :**

No. of Shares	Type	Value	Amount
28383000	Equity Shares	INR 10/- each	INR 283.830 Million

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

**ABRIDGED BALANCE SHEET [STANDALONE]**

SOURCES OF FUNDS	31.03.2017	31.03.2016	31.03.2015
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholders' Funds			
(a) Share Capital	283.830	283.830	283.830
(b) Reserves and Surplus	221.760	219.310	192.780
(c) Money received against share warrants	0.000	0.000	0.000
(2) Share Application money pending allotment	0.000	0.000	0.000
<b>Total Shareholders' Funds (1) + (2)</b>	<b>505.590</b>	<b>503.140</b>	<b>476.610</b>
(3) Non-Current Liabilities			
(a) long-term borrowings	54.330	60.860	64.070
(b) Deferred tax liabilities (Net)	12.030	15.480	19.880
(c) Other long-term liabilities	7.020	8.460	10.890
(d) long-term provisions	1.870	1.460	1.010
<b>Total Non-current Liabilities (3)</b>	<b>75.250</b>	<b>86.260</b>	<b>95.850</b>
(4) Current Liabilities			
(a) Short-term borrowings	399.660	415.170	354.940
(b) Trade payables	204.250	183.530	169.360
(c) Other current liabilities	45.570	31.970	52.190
(d) Short-term provisions	7.240	5.180	26.010
<b>Total Current Liabilities (4)</b>	<b>656.720</b>	<b>635.850</b>	<b>602.500</b>
<b>TOTAL</b>	<b>1237.560</b>	<b>1225.250</b>	<b>1174.960</b>
<b>II. ASSETS</b>			
(1) Non-current assets			
(a) Fixed Assets			
(i) Tangible assets	368.380	396.850	417.660
(ii) Intangible Assets	0.000	0.000	0.000
(iii) Tangible assets capital work-in-progress	20.870	19.460	51.600
(iv) Intangible assets under development	3.400	3.400	3.400
(b) Non-current Investments	0.620	0.610	0.570
(c) Deferred tax assets (net)	0.000	0.000	0.000
(d) Long-term loans and advances	66.730	68.860	65.710
(e) Other Non-current assets	0.000	0.000	0.000
<b>Total Non-Current Assets</b>	<b>460.000</b>	<b>489.180</b>	<b>538.940</b>

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(2) Current assets			
(a) Current investments	0.000	0.000	0.000
(b) Inventories	463.380	462.150	426.690
(c) Trade receivables	248.410	216.760	148.720
(d) Cash and bank balances	28.290	22.550	13.020
(e) Short-term loans and advances	36.810	33.890	47.470
(f) Other current assets	0.670	0.720	0.120
<b>Total Current Assets</b>	<b>777.560</b>	<b>736.070</b>	<b>636.020</b>
<b>TOTAL</b>	<b>1237.560</b>	<b>1225.250</b>	<b>1174.960</b>

**PROFIT & LOSS ACCOUNT [STANDALONE]**

	<b>PARTICULARS</b>	<b>31.03.2017</b>	<b>31.03.2016</b>	<b>31.03.2015</b>
	<b>SALES</b>			
	Total Revenue from operations	1054.870	1223.770	1490.680
	Other Income	10.110	4.550	23.870
	<b>TOTAL</b>	<b>1064.980</b>	<b>1228.320</b>	<b>1514.550</b>
<b>Less</b>	<b>EXPENSES</b>			
	Cost of Materials Consumed	721.450	889.450	1100.310
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	6.680	(67.140)	(45.720)
	Employee benefit expense	62.600	61.340	47.000
	CSR expenditure	0.000	0.000	1.600
	Other expenses	164.710	221.320	215.660
	<b>TOTAL</b>	<b>955.440</b>	<b>1104.970</b>	<b>1318.850</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>109.540</b>	<b>123.350</b>	<b>195.700</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	36.220	32.960	40.540
	<b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>	<b>73.320</b>	<b>90.390</b>	<b>155.160</b>
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	66.890	64.060	60.430
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>6.430</b>	<b>26.330</b>	<b>94.730</b>
<b>Less</b>	<b>TAX</b>	3.990	0.770	22.080
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>2.440</b>	<b>25.560</b>	<b>72.650</b>
	<b>EARNINGS IN FOREIGN CURRENCY</b>			
	F.O.B. Value of Exports	969.090	992.700	1409.590

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<b>TOTAL EARNINGS</b>	<b>969.090</b>	<b>992.700</b>	<b>1409.590</b>
<b>IMPORTS</b>			
Raw Materials	495.100	529.890	1057.340
Components and spare parts	0.140	0.000	0.000
Capital Goods	25.890	0.000	0.000
<b>TOTAL IMPORTS</b>	<b>521.130</b>	<b>529.890</b>	<b>1057.340</b>
<b>Earnings / (Loss) Per Share (INR)</b>	<b>0.08</b>	<b>0.90</b>	<b>2.56</b>

**CURRENT MATURITIES OF LONG TERM DEBT DETAILS**

Particulars	31.03.2017	31.03.2016	31.03.2015
Current Maturities of Long term debt	11.970	10.730	25.000
Net cash flows from (used in) operations	108.260	20.370	41.520
Net cash flows from (used in) operating activities	102.860	(4.860)	27.450

**KEY RATIOS**

**EFFICIENCY RATIOS**

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Average Collection Days (Sundry Debtors / Income * 365 Days)	85.95	64.65	36.41
Account Receivables Turnover (Income / Sundry Debtors)	4.25	5.65	10.02
Average Payment Days (Sundry Creditors / Purchases * 365 Days)	103.34	75.31	56.18
Inventory Turnover (Operating Income / Inventories)	0.24	0.27	0.46
Asset Turnover (Operating Income / Net Fixed Assets)	0.28	0.29	0.41

**LEVERAGE RATIOS**

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Debt Ratio	0.58	0.58	0.59

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((Borrowing + Current Liabilities) / Total Assets)			
Debt Equity Ratio (Total Liability / Networth)	0.92	0.97	0.93
Current Liabilities to Networth (Current Liabilities / Net Worth)	1.30	1.26	1.26
Fixed Assets to Networth (Net Fixed Assets / Networth)	0.78	0.83	0.99
Interest Coverage Ratio (PBIT / Financial Charges)	3.02	3.74	4.83

**PROFITABILITY RATIOS**

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Net Profit Margin ((PAT / Sales) * 100)	%	0.23	2.09	4.87
Return on Total Assets ((PAT / Total Assets) * 100)	%	0.20	2.09	6.18
Return on Investment (ROI) ((PAT / Networth) * 100)	%	0.48	5.08	15.24

**SOLVENCY RATIOS**

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Current Ratio (Current Assets / Current Liabilities)		1.18	1.16	1.06
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)		0.48	0.43	0.35
G-Score Ratio Financial (Networth / Total Assets)		0.41	0.41	0.41
G-Score Ratio Debt (Debts / Equity Capital)		1.64	1.71	1.56
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		1.18	1.16	1.06

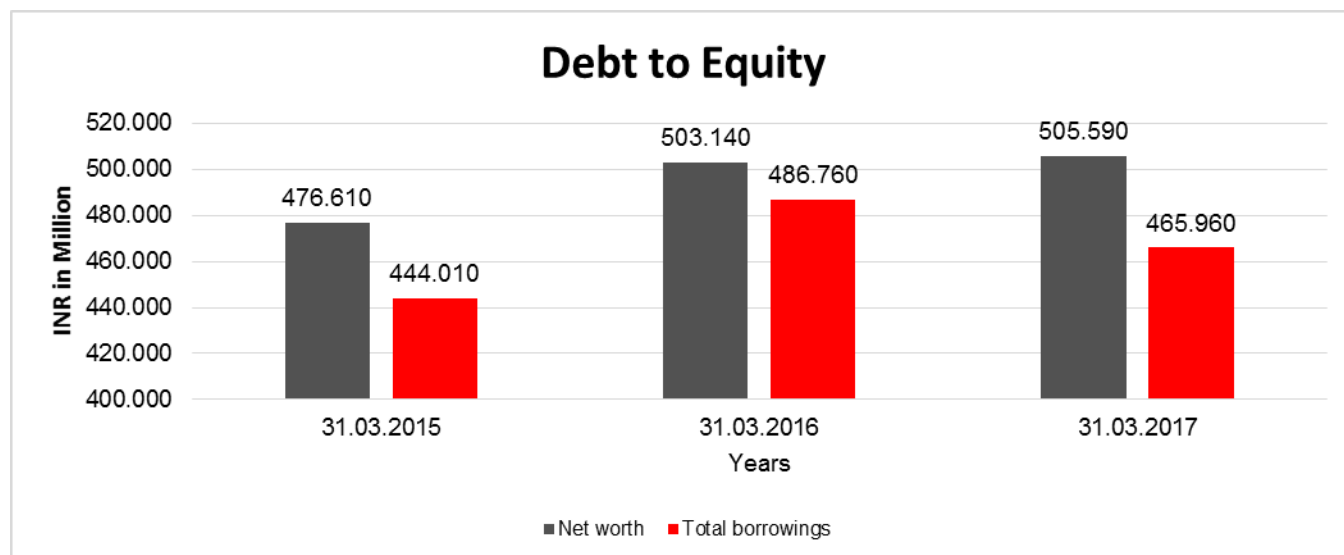
Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

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

**DEBT EQUITY RATIO**

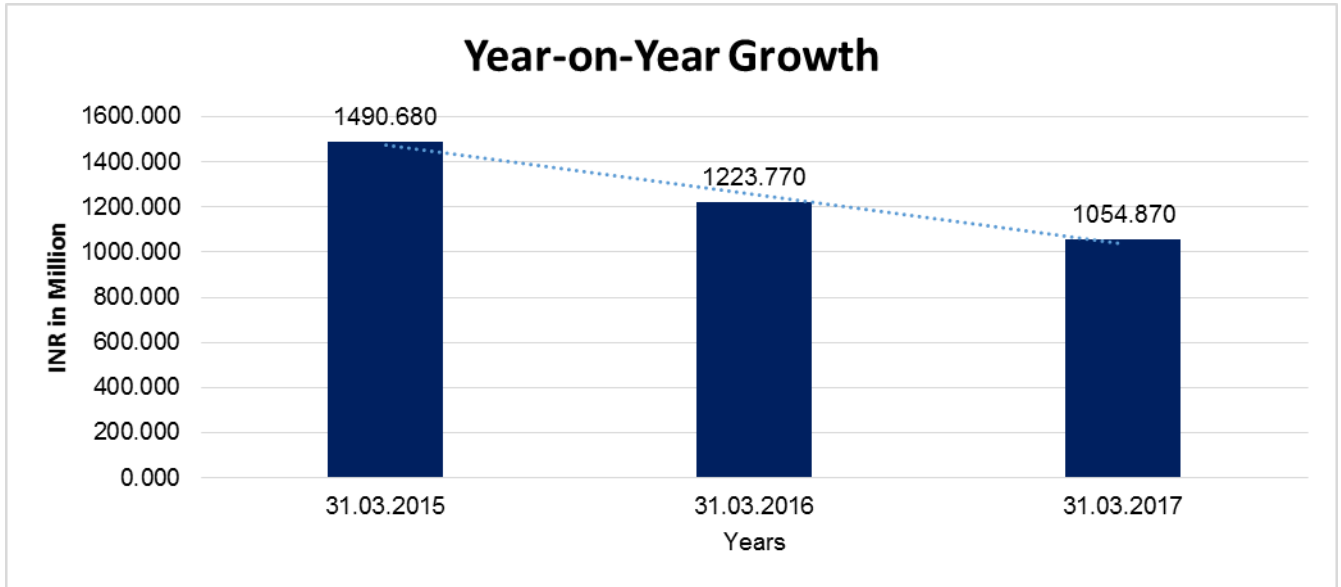
Particular	31.03.2015 (INR in Million)	31.03.2016 (INR in Million)	31.03.2017 (INR in Million)
Share Capital	283.830	283.830	283.830
Reserves & Surplus	192.780	219.310	221.760
Money received against share warrants	0.000	0.000	0.000
Share Application money pending allotment	0.000	0.000	0.000
<b>Net worth</b>	<b>476.610</b>	<b>503.140</b>	<b>505.590</b>
long-term borrowings	64.070	60.860	54.330
Short term borrowings	354.940	415.170	399.660
Current maturities of long-term debts	25.000	10.730	11.970
<b>Total borrowings</b>	<b>444.010</b>	<b>486.760</b>	<b>465.960</b>
<b>Debt/Equity ratio</b>	<b>0.932</b>	<b>0.967</b>	<b>0.922</b>



**YEAR-ON-YEAR GROWTH**

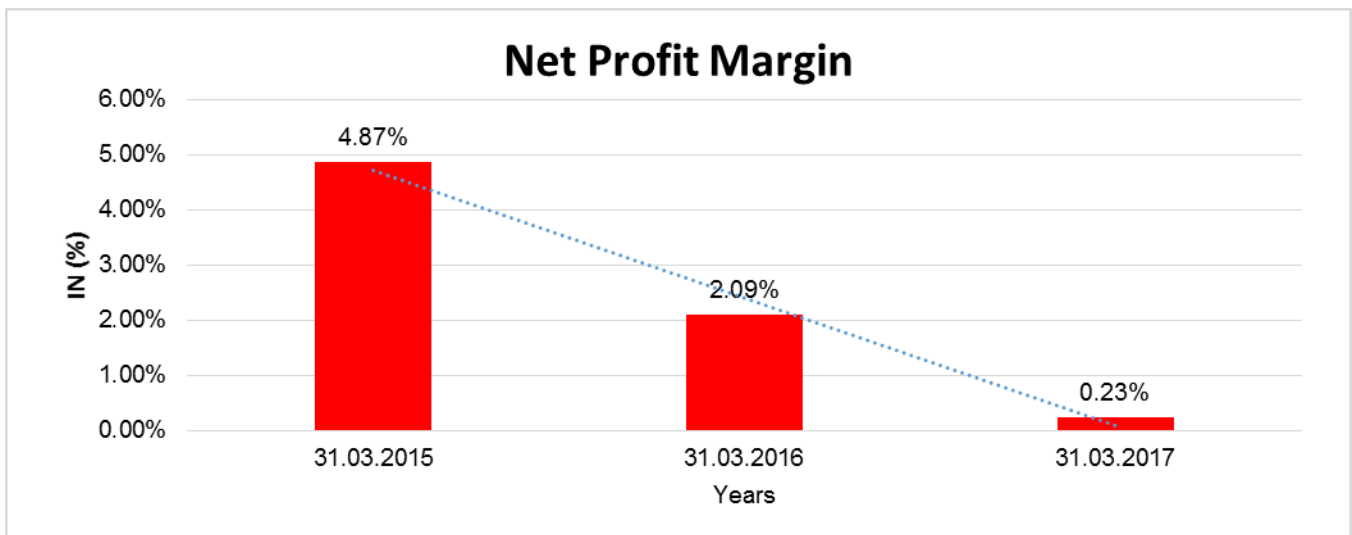
Year on Year Growth	31.03.2015 (INR in Million)	31.03.2016 (INR in Million)	31.03.2017 (INR in Million)
Sales	1490.680	1223.770	1054.870
		<b>(17.905)</b>	<b>(13.802)</b>

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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2015 (INR in Million)	31.03.2016 (INR in Million)	31.03.2017 (INR in Million)
Sales	1490.680	1223.770	1054.870
Profit	72.650	25.560	2.440
	<b>4.87 %</b>	<b>2.09 %</b>	<b>0.23 %</b>



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**ABRIDGED BALANCE SHEET (CONSOLIDATED)**

SOURCES OF FUNDS	31.03.2017	31.03.2016	31.03.2015
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholders' Funds			
(a) Share Capital	283.830	283.830	283.830
(b) Reserves and Surplus	182.950	190.340	163.090
(c) Money received against share warrants	0.000	0.000	0.000
(d) Minority interest	(0.360)	(0.400)	0.000
(2) Share Application money pending allotment	0.000	0.000	0.000
<b>Total Shareholders' Funds (1) + (2)</b>	<b>466.780</b>	<b>474.170</b>	<b>446.920</b>
(3) Non-Current Liabilities			
(a) long-term borrowings	119.170	61.270	64.470
(b) Deferred tax liabilities (Net)	12.060	15.480	19.890
(c) Other long-term liabilities	7.310	8.460	10.890
(d) long-term provisions	1.870	1.460	1.010
<b>Total Non-current Liabilities (3)</b>	<b>140.410</b>	<b>86.670</b>	<b>96.260</b>
(4) Current Liabilities			
(a) Short-term borrowings	399.920	415.160	354.940
(b) Trade payables	182.480	184.800	169.880
(c) Other current liabilities	48.700	33.260	52.680
(d) Short-term provisions	7.240	5.180	26.010
<b>Total Current Liabilities (4)</b>	<b>638.340</b>	<b>638.400</b>	<b>603.510</b>
<b>TOTAL</b>	<b>1245.170</b>	<b>1198.840</b>	<b>1146.690</b>
<b>II. ASSETS</b>			
(1) Non-current assets			
(a) Fixed Assets			
(i) Tangible assets	369.150	398.420	419.980
(ii) Intangible Assets	0.020	0.120	0.250
(iii) Tangible assets capital work-in-progress	19.580	18.170	51.600
(iv) Intangible assets under development	4.700	4.700	3.400
(b) Non-current Investments	0.330	0.320	0.290
(c) Deferred tax assets (net)	0.000	0.000	0.000
(d) Long-term loans and advances	29.660	31.560	31.930
(e) Other Non-current assets	0.000	0.000	0.000
<b>Total Non-Current Assets</b>	<b>423.440</b>	<b>453.290</b>	<b>507.450</b>
(2) Current assets			
(a) Current investments	0.000	0.000	0.000
(b) Inventories	472.720	471.060	435.730

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(c) Trade receivables	276.150	209.700	137.430
(d) Cash and bank balances	29.820	24.400	14.010
(e) Short-term loans and advances	42.350	39.570	51.900
(f) Other current assets	0.690	0.820	0.170
<b>Total Current Assets</b>	<b>821.730</b>	<b>745.550</b>	<b>639.240</b>
<b>TOTAL</b>	<b>1245.170</b>	<b>1198.840</b>	<b>1146.690</b>

**PROFIT & LOSS ACCOUNT (CONSOLIDATED)**

	<b>PARTICULARS</b>	<b>31.03.2017</b>	<b>31.03.2016</b>	<b>31.03.2015</b>
	<b>SALES</b>			
	Total Revenue from operations	1092.550	1228.420	1494.800
	Other Income	20.040	4.910	24.060
	<b>TOTAL</b>	<b>1112.590</b>	<b>1233.330</b>	<b>1518.860</b>
<b>Less</b>	<b>EXPENSES</b>			
	Cost of Materials Consumed	716.340	890.470	1103.660
	Purchases of Stock-in-Trade	25.360	1.960	7.590
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	6.340	(67.330)	(53.280)
	Employee benefit expense	68.680	68.270	57.430
	CSR expenditure	0.000	0.000	1.600
	Other expenses	173.380	243.450	224.120
	<b>TOTAL</b>	<b>990.100</b>	<b>1136.820</b>	<b>1341.120</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>122.490</b>	<b>96.510</b>	<b>177.740</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	45.170	35.940	40.650
	<b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>	<b>77.320</b>	<b>60.570</b>	<b>137.090</b>
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	67.790	64.960	61.680
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>9.530</b>	<b>(4.390)</b>	<b>75.410</b>
<b>Less</b>	<b>TAX</b>	4.030	0.750	22.080
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>5.500</b>	<b>(5.140)</b>	<b>53.330</b>
	<b>Earnings / (Loss) Per Share (INR)</b>	<b>0.194</b>	<b>(0.181)</b>	<b>1.88</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	No
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	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	No
17]	Details of sister concerns	Yes
18]	Major suppliers	No
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	Yes
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	Yes
30]	Major shareholders, if available	Yes
31]	Litigations that the firm/promoter involved in	--
32]	Market information	--
33]	Payments terms	No
34]	Negative Reporting by Auditors in the Annual Report	No

**CORPORATE INFORMATION**

The company is registered as a 100% Export Oriented Unit (EOU) engaged in manufacture of Instant Coffee. The Company's manufacturing unit and Registered Office are situated in Eluru, (West Godavari district), Andhra Pradesh and Corporate Office is situated in Hyderabad.

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**FUTURE OUTLOOK :**

The demand for instant coffee is growing steadily in almost all the markets and the company is trying to add new customers and new markets.

**PERFORMANCE AND OPERATIONS:**

During the financial year ended as on 31 st March, 2017, the Company recorded a total revenue of INR 1064.960 Million (Previous financial year INR 1228.320 Million) and recorded net profit after taxes (after considering an amount towards depreciation in accordance with provisions of Schedule II of the Companies Act, 2013) of INR 2.440 Million (Previous Year profit of INR 25.560 Million).

The decline in turnover and profit was due to plant shut down for a period of 2 months from Apr'16 to May'16 due to a fire accident in the main panel of the factory. This has affected complete stoppage of production and sales in addition to the overall sluggish market condition. Hence the company could not reach the targeted sales and there by profit margin.

**UNSECURED LOAN**

<b>PARTICULARS</b>	<b>31.03.2017 (INR in Million)</b>	<b>31.03.2016 (INR in Million)</b>
<b>Long-term Borrowings</b>		
Intercorporate borrowings	6.700	19.070
Loans and advances from related parties	36.980	41.500
<b>Total</b>	<b>43.680</b>	<b>60.570</b>

**INDEX OF CHARGES**

<b>S N o</b>	<b>SRN</b>	<b>Char ge Id</b>	<b>Charge Holder Name</b>	<b>Date of Creati on</b>	<b>Date of Modific ation</b>	<b>Date of Satisfac tion</b>	<b>Amount</b>	<b>Address</b>
1	G436 51140	1014 3152	State Bank of India	06/02/2 009	21/03/2 017	-	438800000.0	Mid Corporate Group, Overseas Branch,2nd & 3rd Flr, Rajala Centre,Pt No.241/A, Road No 36, Jubilee Hills, Hyderabad- 534007IN
2	G341 05544	1050 1739	State Bank of India	24/05/2 014	-	05/01/2 017	45000000.0	Mid Corporate Group, Overseas Branch,2nd & 3rd Flr, Rajala Centre,Pt No.241/A, Road No 36, Jubilee Hills, Hyderabad- 534007IN
3	C5019 3168	1020 5386	State Bank of India	09/07/2 009	-	25/03/2 015	6000000.0	3/6/281/A/1, 1st Floor, Hyderguda Main Road, SBI Old MLA Quarter's Branch Building, Hyderabad-500029IN
4	C4855 2517	1005 7927	State Bank of India	25/05/2 007	29/03/2 012	24/03/2 015	510000000.0	Overseas Branch 241/A,Rajala Centre, Road No.36,Jubilee Hills, Hyderabad-500033in

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**CONTINGENT LIABILITIES:**

(INR in million)

<b>PARTICULARS</b>	<b>31.03.2017</b>	<b>31.03.2016</b>
Claims against company not acknowledged as debt	1.400	1.400
Guarantees	0.000	1.600

**FIXED ASSETS**

- Land
- Buildings
- Plant and equipment
- Other plant and equipment
- Furniture and fixtures
- Vehicles
- Motor vehicles
- Office equipment
- Computer equipment's

**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 68.87
UK Pound	1	INR 91.14
Euro	1	INR 80.63

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	SHL
<b>Analysis Done by :</b>	DIV
<b>Report Prepared by :</b>	TRUP

**SCORE FACTORS**

DEMERIT POINTS		
--BANK CHARGES	YES/NO	YES
--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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