

MIRA INFORM REPORT

Report No. :	519661.2
Report Date :	21.07.2018

IDENTIFICATION DETAILS

Name :	SAI PRINTING PRESS
Registered Office :	Behind Kamtshwar Mandir, Bhaji Market Road, Boisar- 401501, Maharashtra
Mobile No.:	91-9158566034 (Mr. Sanjay Damodar Sankhe)
Country :	India
Financials (as on) :	31.03.2018 (Figure) 31.03.2017 (Detailed Financial)
Year of Establishment :	2005
Capital Investment:	INR 3.353 Million (As on 31.03.2017)
IEC No.: [Import-Export Code No.]	Not Applicable (As informed by the management that firm does not have export and import)
PAN No.: [Permanent Account No.]	BANPS0170D
GSTN : [Goods & Service Tax Registration No.]	Not Divulged
Legal Form :	Sole Proprietary Concern
Line of Business :	Manufacturer of Printed Book, Stickers and Labels (Confirmed by management)
No. of Employees :	13 (Approximately)

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

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Status :	Satisfactory
Payment Behaviour :	Slow but correct
Litigation :	Clear
Comments :	<p>Subject is a proprietorship concern established in the year 2005.</p> <p>It is a manufacturer of printed book, stickers and labels.</p> <p>Mr. Sanjay Sankhe (Proprietor) has claimed that the concern achieved revenue of INR 8.500 million for the FY 2018.</p> <p>As per the financials of FY 2017, the concern reported dip in its revenue by 6.58% as compared to the previous year but has managed to maintain a fair profit margin of 9.03%.</p> <p>The satisfactory financial profile of the concern is marked by comfortable capital base along with debt free balance sheet profile.</p> <p>Payment seems to be slow but correct.</p> <p>In view of aforesaid, the concern 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 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

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 31-03-2018.

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 21.07.2018

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 PARTED BY

Name :	Mr. Sanjay Damodar Sankhe
Designation :	Proprietor
Contact No.:	91-9158566034
Date :	18.07.2018

LOCATIONS

Registered Office/Factory :	Behind Kamtshwar Mandir, Bhaji Market Road, Boisar- 401501, Maharashtra, India
Tel. No.:	Not Available
Mobile No.:	91-9158566034 (Mr. Sanjay Damodar Sankhe)
Fax No.:	Not Available
E-Mail :	sssaiprinting12@gmail.com
Area :	400 Sq. Ft.
Location :	Owned
Locality :	Commercial

PARTNERS

Name :	Mr. Sanjay Damodar Sankhe
Designation :	Proprietor
PAN No.:	BANPS0170D

BUSINESS DETAILS

Line of Business :	Manufacturer of Printed Book, Stickers and Labels (Confirmed by management)
Products :	<ul style="list-style-type: none"> • Printed Book • Stickers • Labels
Brand Names :	Not Available
Agencies Held :	Not Available
Exports :	Not Available
Imports :	Not Available
Terms :	
Selling :	Cheque, Credit (30 Days) and Others (RTGS / NEFT)

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Purchasing : Cheque, Credit (30 Days) and Others (RTGS / NEFT)

GENERAL INFORMATION

Suppliers :	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
	Remark:	--
Customers :	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
	Remark:	--
No. of Employees :	13 (Approximately)	
Bankers :	Banker Name :	Dena Bank
	Branch :	Opposite Station, Palghar Road, Palghar, Boisar – 401501, Maharashtra, India
	Person Name (With Designation) :	--
	Contact Number :	91-2525-272358 (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 :	--	

Auditors :	
Name :	Milind Patil and Company Chartered Accountants
Collaborators :	Not Available
Membership :	Not Available

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Sister Concern :	--
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CAPITAL STRUCTURE

As on 31.03.2017

Capital Investment :	
Owned :	INR 3.353 million
Borrowed :	--
Total :	INR 3.353 million

FINANCIAL DATA
[all figures are INR Million]

Particulars	31.03.2018
Sales Turnover (Approximately)	8.500
	(Due to business growth)

The above information has been parted by Mr. Sanjay Damodar Sankhe (Proprietor)

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

ABRIDGED BALANCE SHEET

SOURCES OF FUNDS	31.03.2017	31.03.2016
EQUITY AND LIABILITIES		
1] Capital Account	3.353	3.281
2] Share Application Money	0.000	0.000
3] Reserves & Surplus	0.000	0.000
4] (Accumulated Losses)	0.000	0.000
NETWORTH	3.353	3.281
LOAN FUNDS		
1] Secured Loans	0.000	0.000
2] Unsecured Loans	0.000	0.000
TOTAL BORROWING	0.000	0.000
DEFERRED TAX LIABILITIES	0.000	0.000
TOTAL	3.353	3.281
APPLICATION OF FUNDS		
FIXED ASSETS [Net Block]	0.707	0.749
Capital work-in-progress	0.000	0.000
INVESTMENT	0.000	0.000
DEFERRED TAX ASSETS	0.000	0.000
CURRENT ASSETS, LOANS & ADVANCES		
Inventories	0.252	0.207
Sundry Debtors	1.708	1.585
Cash & Bank Balances	0.994	0.951
Other Current Assets	0.000	0.000
Loans & Advances	0.000	0.250

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SAI PRINTING PRESS - 519661.2 (SUPPLEMENTARY REPORT)

PAGE NO. : 8

Total Current Assets		2.954	2.993
Less : CURRENT LIABILITIES & PROVISIONS			
Sundry Creditors		0.142	0.302
Other Current Liabilities		0.166	0.159
Provisions		0.000	0.000
Total Current Liabilities		0.308	0.461
Net Current Assets		2.646	2.532
MISCELLANEOUS EXPENSES		0.000	0.000
TOTAL		3.353	3.281

PROFIT & LOSS ACCOUNT

	PARTICULARS	31.03.2017	31.03.2016
	SALES		
	Income	6.389	6.839
	Other Income	0.000	0.000
	TOTAL	6.389	6.839
Less	EXPENSES		
	Cost of goods sold	2.876	3.935
	Freight Charges	0.096	0.086
	Wages	1.590	1.251
	Staff Salary	0.320	0.240
	Consumable	0.052	0.046
	Printing and Stationery	0.007	0.006
	Conveyance	0.049	0.047
	Commission	0.076	0.076
	Misc. Expenses	0.019	0.016
	Postage and Courier	0.010	0.008
	Travelling Expenses	0.042	0.037
	Diwali Gift Expenses	0.207	0.156
	Electricity Charges	0.055	0.052
	Works Welfare	0.021	0.019
	Petrol Expenses	0.026	0.022
	Telephone Expenses	0.024	0.021
	Mvat Tax Paid	0.281	0.179
	Accounting Charges	0.012	0.011
	Professional Charges	0.006	0.005
	Insurance	0.000	0.005
	TOTAL	5.769	6.218
	PROFIT/ (LOSS) BEFORE INTEREST,	0.620	0.621

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	DEPRECIATION AND AMORTISATION			
Less	FINANCIAL EXPENSES		0.000	0.002
	PROFIT / (LOSS) BEFORE, DEPRECIATION AND AMORTISATION		0.620	0.619
Less/ Add	DEPRECIATION/ AMORTISATION		0.043	0.050
	NET PROFIT/ (LOSS)		0.577	0.569

KEY RATIOS

EFFICIENCY RATIOS

PARTICULARS		31.03.2017	31.03.2016
Average Collection Days (Sundry Debtors / Income * 365 Days)		97.58	84.59
Account Receivables Turnover (Income / Sundry Debtors)		3.74	4.31
Average Payment Days (Sundry Creditors / Purchases * 365 Days)		18.02	28.01
Inventory Turnover (Operating Income / Inventories)		2.46	3.00
Asset Turnover (Operating Income / Net Fixed Assets)		0.88	0.83

LEVERAGE RATIOS

PARTICULARS		31.03.2017	31.03.2016
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)		0.08	0.12
Debt Equity Ratio (Total Liability / Networth)		0.00	0.00
Current Liabilities to Networth (Current Liabilities / Net Worth)		0.09	0.14

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Fixed Assets to Networth (Net Fixed Assets / Networth)		0.21	0.23
Interest Coverage Ratio (PBIT / Financial Charges)		0.00	310.50

PROFITABILITY RATIOS

PARTICULARS			31.03.2017	31.03.2016
Net Profit Margin ((PAT / Sales) * 100)	%		9.03	8.32
Return on Total Assets ((PAT / Total Assets) * 100)	%		15.76	15.21
Return on Investment (ROI) ((PAT / Networth) * 100)	%		17.21	17.34

SOLVENCY RATIOS

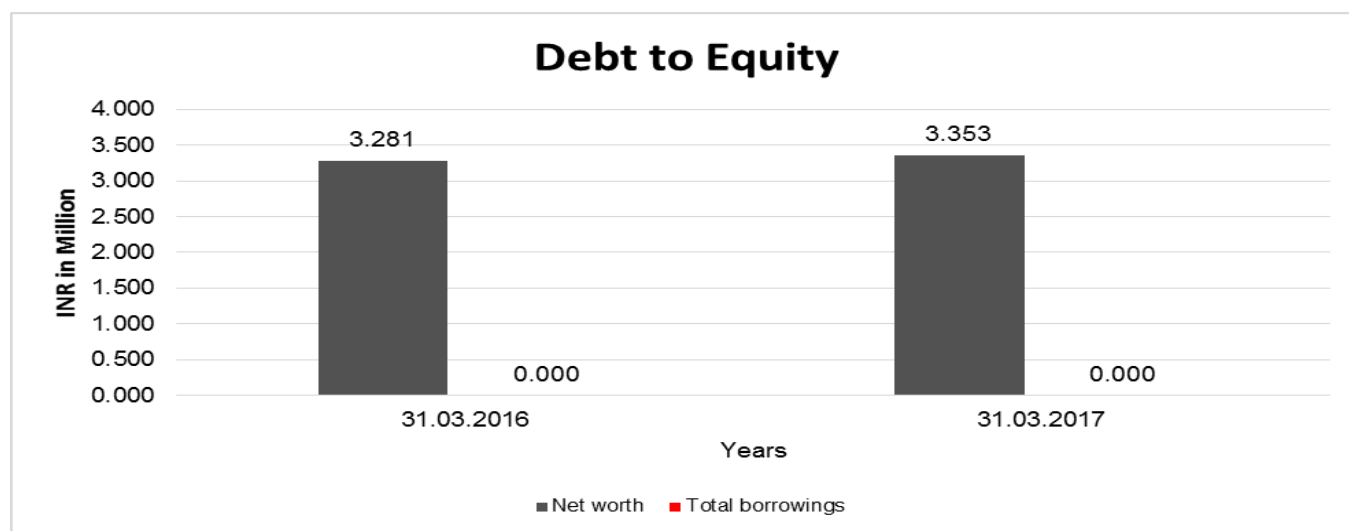
PARTICULARS			31.03.2017	31.03.2016
Current Ratio (Current Assets / Current Liabilities)			9.59	6.49
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)			8.77	6.04
G-Score Ratio Financial (Networth / Total Assets)			0.92	0.88
G-Score Ratio Debt (Debts / Equity Capital)			0.00	0.00
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)			9.59	6.49

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

FINANCIAL ANALYSIS
[all figures are in INR Million]

DEBT EQUITY RATIO

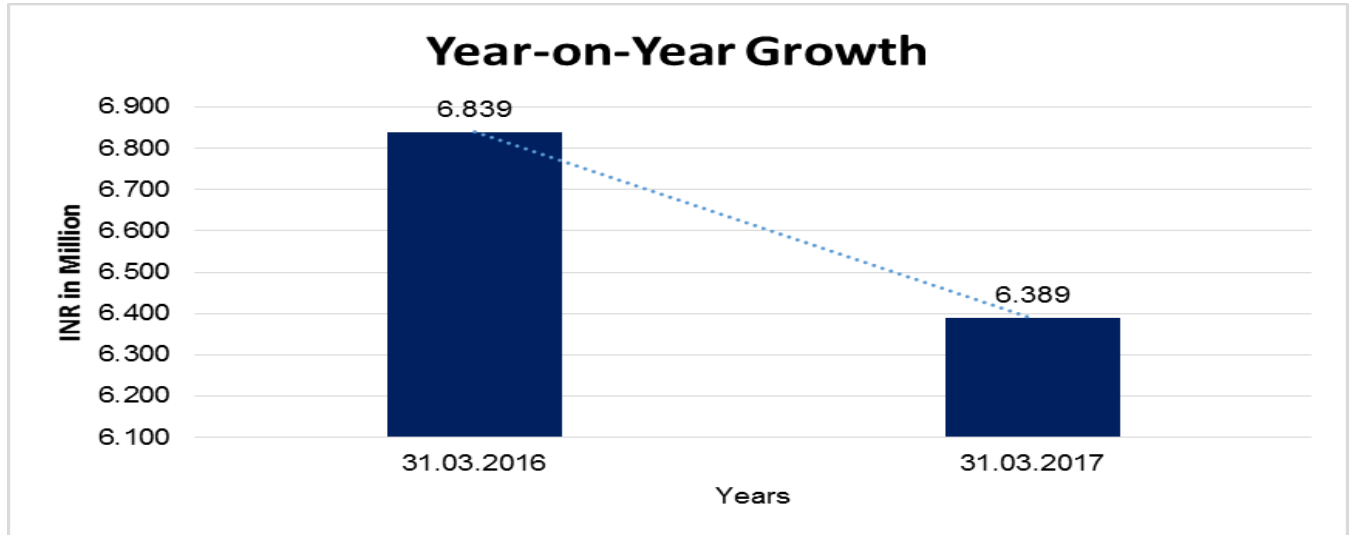
Particular	31.03.2016	31.03.2017
	INR In Million	INR In Million
Capital Account	3.281	3.353
Reserves & Surplus	0.000	0.000
Net worth	3.281	3.353
Secured Loan	0.000	0.000
Unsecured Loan	0.000	0.000
Total borrowings	0.000	0.000
Debt/Equity ratio	0.000	0.000



YEAR-ON-YEAR GROWTH

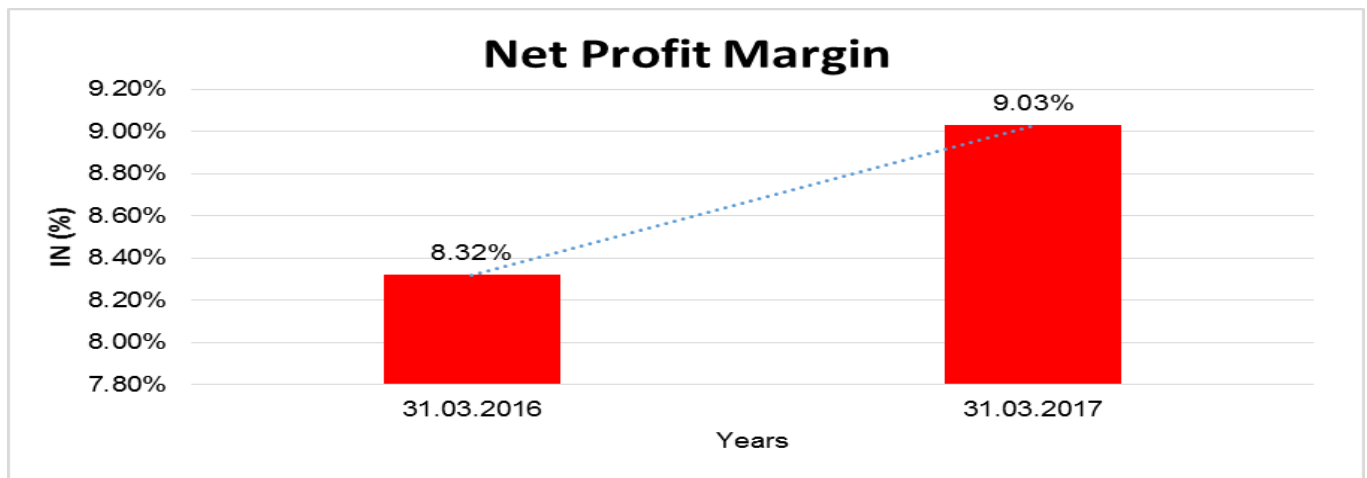
Year on Year Growth	31.03.2016	31.03.2017	31.03.2018 (Approximately)
	INR In Million	INR In Million	INR In Million
Sales	6.839	6.389	8.500
		(6.580)	33.041

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NET PROFIT MARGIN

Net Profit Margin	31.03.2016	31.03.2017
	INR In Million	INR In Million
Sales	6.839	6.389
Profit	0.569	0.577
	8.32%	9.03%



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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	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	Yes
17	Details of sister concerns	No
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	No
26	Turnover of firm for last three years	Yes
27	Reasons for variation <> 20%	Yes
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

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 68.84
UK Pound	1	INR 89.66
Euro	1	INR 80.31

INFORMATION DETAILS

Information Gathered by :	TEJ
Analysis Done by :	PRI
Report Prepared by :	RKI

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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