

MIRA INFORM REPORT

Report No. :	517739.2
Report Date :	25.07.2018

IDENTIFICATION DETAILS

Name :	ORIENTAL SALES CORPORATION
Registered Office :	15, Kamala Bhawan, Opposite Neelam Hotel, Motilal Atal Road, Jaipur - 302001, Rajasthan
Tel. No.:	91-141-5107452
Country :	India
Financials (as on) :	31.03.2017
Year of Establishment:	1992
Capital Investment :	INR 139.731 Million
PAN No.: [Permanent Account No.]	AAAFO2563R
GSTN : [Goods & Service Tax Registration No.]	Not Divulged
Legal Form :	Partnership Concern with an Unlimited Liability of the Partners [Confirmed by management]
Line of Business :	Subject is engaged as Electrical Contractor and Dealer of Electrical Accessories. [From Indirect Sources]
No. of Employees :	14+ (Approximately) (At site visit)

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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Maximum Credit Limit :	USD 399000 (In INR 27418282.50)
Status :	Satisfactory
Payment Behaviour :	Slowbut correct
Litigation :	Clear
Comments :	<p>Mrs. Neelu Gupta (Partner) has flatly denied to provide any information about the subject.</p> <p>As per indirect sources we could find that, subject is a partnership firm and established in the year 1992 and it is engaged as electrical contractor and dealer of electrical accessories.</p> <p>As per available financials of March 2017, the subject has registered a revenue of INR 103.560 Million from its operations and has reported fair profit margin of 4.69%.</p> <p>Rating takes into consideration the subject's established track record of business operations along with sound capital base and low solvency indicators.</p> <p>Payments seems to be slow but correct.</p> <p>In view of aforesaid, the subject can be considered for business dealings at usual trade terms and conditions.</p> <p>NOTE:</p> <p>Site visit was conducted again on the given address which you have provided. Our executive successfully traced the subject at the given address.</p> <p>At the premises, our executive met Mr. Krishan (Computer Operator) who claimed that the subject exists at the given address and he provided with contact details (09928109700).</p> <p>As per our executive's observation, it is a ground + 2 storey building and subject is situated on ground floor. Area of the premises is 3400 sq. ft. and 14 employees were sighted at the premises. Location was easy to find and locality seems to be commercial. Area seems to be upmarket.</p> <p>During the visit, our executive met with executive of neighbour companies (Rajdhani Advertising and Kamlesh Nagar and Company) and they claimed that the subject exists on the given address.</p> <p>Name board of the subject was not sighted at given address.</p>

NOTES :

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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

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 25.07.2018

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.

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INFORMATION DECLINED BY

Name :	Mrs. Neelu Gupta
Designation :	Partner
Contact No.:	91-9928109700
Date :	04.07.2018

MANAGEMENT NON-COOPERATIVE [CONTACT NO.: 91-141-5107452]

LOCATIONS

Registered Office :	15, Kamala Bhawan, Opposite Neelam Hotel, Motilal Atal Road, Jaipur - 302001, Rajasthan, India
Tel. No.:	91-141-5107452
Mobile No.:	91-9928109700 (Mrs. Neelu Gupta)
Fax No.:	Not Available
E-Mail :	sahaj97@gmail.com
Area :	3400 sq. ft.
Locality :	Commercial

PARTNERS [CONFIRMED BY MANAGEMENT]

Name :	Mrs. Neelu Gupta
Designation :	Partner
Date of Birth/Age :	01.01.1971
Aadhar No.:	8596 7433 8522
PAN No.:	ABUPG9697A

NOTE: Other Partners names are not divulged.

BUSINESS DETAILS

Line of Business :	Subject is engaged as Electrical Contractor and Dealer of Electrical Accessories. [From Indirect Sources]
Brand Names :	Not Available
Agencies Held :	Not Available
Exports :	Not Available
Imports :	Not Available

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Terms :	
Selling :	Cash
Purchasing :	Cash

GENERAL INFORMATION

Suppliers :	<ul style="list-style-type: none"> • Gosawami Electricals • Jindal Prefab Private Limited • Moizuddin Contractor • R.S. Engineering • Shyamkripa Networks Private Limited • Sidhi Vinayak Enterprises • Jai Govind Electricals • Taruna Dechome Private Limited • Agrasen Cars Private Limited • Rajdhani Advertising 																						
Customers :	<ul style="list-style-type: none"> • Isolux Corsan India Engg. & Const Private Limited • Paramount Communication Limited 																						
No. of Employees :	14+ (Approximately) (At site visit)																						
Bankers :	<table border="1"> <tr> <td>Bank Name:</td> <td>Bank of Baroda</td> </tr> <tr> <td>Branch:</td> <td>Not Divulged</td> </tr> <tr> <td>Person Name (with Designation):</td> <td>--</td> </tr> <tr> <td>Contact Number:</td> <td>--</td> </tr> <tr> <td>Name of Account Holder:</td> <td>--</td> </tr> <tr> <td>Account Number:</td> <td>--</td> </tr> <tr> <td>Account Since (Date/ Year of A/c Opening):</td> <td>--</td> </tr> <tr> <td>Average Balance Maintained (Optional):</td> <td>--</td> </tr> <tr> <td>Credit Facilities Enjoyed (CC/OD/Term Loan):</td> <td>--</td> </tr> <tr> <td>Account Operation:</td> <td>--</td> </tr> <tr> <td>Remarks:</td> <td>--</td> </tr> </table>	Bank Name:	Bank of Baroda	Branch:	Not Divulged	Person Name (with Designation):	--	Contact Number:	--	Name of Account Holder:	--	Account Number:	--	Account Since (Date/ Year of A/c Opening):	--	Average Balance Maintained (Optional):	--	Credit Facilities Enjoyed (CC/OD/Term Loan):	--	Account Operation:	--	Remarks:	--
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Branch:	Not Divulged																						
Person Name (with Designation):	--																						
Contact Number:	--																						
Name of Account Holder:	--																						
Account Number:	--																						
Account Since (Date/ Year of A/c Opening):	--																						
Average Balance Maintained (Optional):	--																						
Credit Facilities Enjoyed (CC/OD/Term Loan):	--																						
Account Operation:	--																						
Remarks:	--																						
Facilities :	<table border="1"> <tr> <td>Secured Loan</td> <td>31.03.2017 (INR in Million)</td> </tr> <tr> <td>Bank of Baroda OD A/c</td> <td>24.517</td> </tr> <tr> <td>Bank of Baroda Car Loan</td> <td>0.575</td> </tr> <tr> <td>Total</td> <td>25.092</td> </tr> </table>	Secured Loan	31.03.2017 (INR in Million)	Bank of Baroda OD A/c	24.517	Bank of Baroda Car Loan	0.575	Total	25.092														
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Auditors :	
Name :	Gourisaria Goyal and Company Chartered Accountants
Address :	202, IInd Floor, Radhey Govind Chambers, Sansar Chandra Road, 16, Bichun Bagh, Jaipur – 302001, Rajasthan, India
Tel. No.:	91-141-2369551
Mobile No.:	91-8955155210
E-Mail :	cabasantnavhal@gmail.com
Memberships :	Not Available
Collaborators :	Not Available
Sister Concern :	Not Divulged

CAPITAL STRUCTURE

As on 31.03.2017

PARTNER'S CAPITAL ACCOUNT

Particulars	Express Link Limited	Trade Private	Neelu Gupta	Particulars	Express Link Limited	Trade Private	Neelu Gupta
To Withdrawl		0.031	63.024	By Balance b/d	75.425		87.662
				By Additions	0.000		35.997
To Balance C/d		75.634	64.097	By Remuneration	0.000		1.304
				By Interest on Capital	0.000		0.000
				By Share in Profit	0.240		2.158
Total		75.665	127.121	Total	75.665		127.121

FINANCIAL DATA
[all figures are in INR Million]

ABRIDGED BALANCE SHEET

SOURCES OF FUNDS			31.03.2017
SHAREHOLDERS FUNDS			
1] Partner's Capital			139.731
2] Share Application Money			0.000
3] Reserves & Surplus			0.000

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4] (Accumulated Losses)			0.000
NETWORTH			139.731
LOAN FUNDS			
1] Secured Loans			25.092
2] Unsecured Loans			5.850
TOTAL BORROWING			30.942
DEFERRED TAX LIABILITIES			0.000
TOTAL			170.673
APPLICATION OF FUNDS			
FIXED ASSETS [Net Block]			
Capital work-in-progress			3.184
			0.000
INVESTMENT			
DEFERRED TAX ASSETS			0.000
CURRENT ASSETS, LOANS & ADVANCES			
Inventories			32.376
Sundry Debtors			15.956
Cash & Bank Balances			0.218
Other Current Assets			0.000
Loans, Advances and Advances			144.670
Total Current Assets			193.220
Less : CURRENT LIABILITIES & PROVISIONS			
Sundry Creditors			24.007
Other Current Liabilities			0.572
Provisions			1.152
Total Current Liabilities			25.731
Net Current Assets			167.489
MISCELLANEOUS EXPENSES			
			0.000
TOTAL			170.673

PROFIT & LOSS ACCOUNT

	PARTICULARS		31.03.2017
	SALES		
	Income		103.562
	Other Income		3.029
	TOTAL		106.591
Less	EXPENSES		
	Cost of Goods Sold		65.195

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	Advertisement Expenses			0.086
	Bonus Expenses			0.388
	Computer Maintenance Expenses			0.062
	Conveyance Expenses			0.550
	Donation			0.041
	Electricity and Water Expenses			0.033
	E.S.I.C Expenses			0.022
	Fabrication Charges			0.026
	Festival Expenses			0.137
	Freight and Cartage Outward			0.073
	Inspection Charges			0.013
	Insurance Expenses			0.109
	Labour Welfare Charges			1.030
	Legal and Professional Fees			0.550
	Loan Processing Charges			0.366
	Loading and Unloading Expenses			0.012
	Office Expenses			0.274
	Office and Godown Maintenance			0.158
	Penalty (Delay in Project Work)			0.071
	Postage and Courier			0.017
	Printing and Stationery			0.126
	Contribution to PF			0.079
	Rent			0.505
	RMD Charges			0.091
	Salary Expenses			5.315
	Site Expenses			0.163
	Stores and Spares Expenses			0.387
	Service Tax on freight and Cartage			0.002
	Swatch Bharat and KKC Cess			0.090
	Tender Expenses			0.112
	Telephone Expenses			0.241
	Tractor Rent Paid			0.117
	Testing and Inspection Expenses			0.134
	Travelling and Tour Expenses			0.126
	Vehicle Maintenance			0.252
	Crane Charges			0.143
	Freight Inward			0.053
	Labour Expenses			20.232
	Workmen Compensation Insurance			0.025
	Remuneration			1.304
	TOTAL			98.710
	PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION			7.881
Less	FINANCIAL EXPENSES			3.786

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	PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION			4.095
Less/ Add	DEPRECIATION/ AMORTISATION			0.545
	PROFIT/ (LOSS) BEFORE TAX			3.550
Less	TAX			1.152
	PROFIT/ (LOSS) AFTER TAX			2.398

The above information has been declined by Mrs. Neelu Gupta [Partner]

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

KEY RATIOS

EFFICIENCY RATIOS

PARTICULARS			31.03.2017
Average Collection Days (Sundry Debtors / Income * 365 Days)			56.24
Account Receivables Turnover (Income / Sundry Debtors)			6.49
Average Payment Days (Sundry Creditors / Purchases * 365 Days)			134.41
Inventory Turnover (Operating Income / Inventories)			0.24
Asset Turnover (Operating Income / Net Fixed Assets)			2.48

LEVERAGE RATIOS

PARTICULARS			31.03.2017
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)			0.29
Debt Equity Ratio (Total Liability / Networth)			0.22

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Current Liabilities to Networth (Current Liabilities / Net Worth)			0.23
Fixed Assets to Networth (Net Fixed Assets / Networth)			0.02
Interest Coverage Ratio (PBIT / Financial Charges)			2.08

PROFITABILITY RATIOS

PARTICULARS				31.03.2017
Net Profit Margin [(PAT / Sales) * 100]	%			2.32
Return on Total Assets ((PAT / Total Assets) * 100)	%			1.22
Return on Investment (ROI) ((PAT / Networth) * 100)	%			1.72

SOLVENCY RATIOS

PARTICULARS				31.03.2017
Current Ratio (Current Assets / Current Liabilities)				6.12
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)				5.09
G-Score Ratio Financial (Networth / Total Assets)				0.71
G-Score Ratio Debt (Debts / Equity Capital)				0.22
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)				6.12

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

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

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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 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	Yes
22	Conduct of the banking account	--
23	Financials, if provided	No
24	Capital in the business	Yes
25	Last accounts filed at ROC, if applicable	No
26	Turnover of firm for last one year	Yes
27	Reasons for variation <> 20%	--
28	Estimation for coming financial year	No
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

OBSERVATION POINTS

Company Name :	ORIENTAL SALES CORPORATION
Address :	15, Kamala Bhawan, Opposite Neelam Hotel, Motilal Atal Road, Jaipur - 302001, Rajasthan, India
Contact No.:	91-9928109700
Person to whom we met :	Mr. Krishan

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Designation :	Computer Operator
Name Board :	Not Sighted
Location :	Easy
Landmark (If any) :	Opposite Neelam Hotel
Total floors of the building :	Ground+2 Floors
Subject situated on :	Ground Floor
Locality:	Commercial
Area of premises :	3400 sq. ft.
Area :	Upmarket
No. of employees seen at premises :	14+
Visibility Items :	<ul style="list-style-type: none"> • Telephone • Fax Machine • Telex • Computers • Air Conditioner • Office Equipment
Furniture items sighted :	Yes
Neighbour's Interview	
i.Name of company :	Rajdhani Advertising
Contact person name :	Mr. Ashok
ii.Name of company :	Kamlesh Nagar and Company
Contact person name :	Mr. Hari Om
Neighbour's Overview :	Existence confirmed
Proof of visit :	Photographs

UNSECURED LOAN

PARTICULARS	31.03.2017 (INR in Million)
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Yogesh Das Mahant (L/H of Kailash Das Mahant)	5.850
Total	5.850

FIXED ASSETS

- Computer
- Furniture and Fixture
- Plant and Machinery
- Vehicles

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	Indian Rupees
US Dollar	1	INR 69.05
UK Pound	1	INR 90.30
Euro	1	INR 80.54

INFORMATION DETAILS

Information Gathered by :	SVT
Analysis Done by :	VIV
Report Prepared by :	SUD

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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	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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