

## MIRA INFORM REPORT

<b>Report No. :</b>	537882.2
<b>Report Date :</b>	10.11.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	000 VOSTOK-ZAPAD
<b>Registered Office :</b>	Zelenogradskaya Street, Building 1, Solechnogorsk District, Elinovoye Village Moscow Region 141580
<b>Country :</b>	Russia
<b>Financials (as on) :</b>	31.12.2017
<b>Date of Incorporation :</b>	03.10.2007
<b>Com. Reg. No.:</b>	OGRN 1075044005002
<b>Legal Form :</b>	Limited Liability Company
<b>Line of Business :</b>	Trading as importers and suppliers of HoReCa industry products, fresh fruits and vegetables, cleaning substances & detergents for foodservice, disposable products, canned vegetables, beverages, dairy products, meat & poultry, ice-cream and desserts as well as confectionery and bakery ingredients.
<b>No. of Employees :</b>	1,300 (subject and its affiliated companies)

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A+
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Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

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**NOTES :**

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Russia	A2	A2

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

**RUSSIA - ECONOMIC OVERVIEW**

Russia has undergone significant changes since the collapse of the Soviet Union, moving from a centrally planned economy towards a more market-based system. Both economic growth and reform have stalled in recent years, however, and Russia remains a predominantly statist economy with a high concentration of wealth in officials' hands. Economic reforms in the 1990s privatized most industry, with notable exceptions in the energy, transportation, banking, and defense-related sectors. The protection of property rights is still weak, and the state continues to interfere in the free operation of the private sector.

Russia is one of the world's leading producers of oil and natural gas, and is also a top exporter of metals such as steel and primary aluminum. Russia is heavily dependent on the movement of world commodity prices as reliance on commodity exports makes it vulnerable to boom and bust cycles that follow the volatile swings in global prices. The economy, which had averaged 7% growth during the 1998-2008 period as oil prices rose rapidly, has seen diminishing growth rates since then due to the exhaustion of Russia's commodity-based growth model.

A combination of falling oil prices, international sanctions, and structural limitations pushed Russia into a deep recession in 2015, with GDP falling by close to 2.8%. The downturn continued through 2016, with GDP contracting another 0.2%, but was reversed in 2017 as world demand picked up. Government support for import substitution has increased recently in an effort to diversify the economy away from extractive industries.

Source : CIA

## **BRIEF SUMMARY**

COMPANY NAME	OOO VOSTOK-ZAPAD			
PHYSICAL ADDRESS	Building Usievicha Street 24/2	Street Aeroport District	Town Moscow	PO Box 125315 Moscow
TEL/FAX	Verified Phones: (+7 495) 232 2121 ext. 483 / (+7 495) 223 0431 / Fax: (+7 495) 913 8726			
EMAIL/WEBSITE	Email: kondrashenkova_a@ews.ru / foodservice@ews.ru / Website: www.ews.ru			
ACTIVITY	NACE 4617 - Agents involved in the sale of food, beverages and tobacco; NACE 4618 - Agents specialised in the sale of other particular products; NACE 5210 - Warehousing and storage;			
PRINCIPAL	Aleksandr Adamovich Dovgiy General Director		Workforce 1,300	
LEGAL INFO	Date Of Est. 03/10/2007	Reg. No. OGRN 1075044005002	Legal Form LLC	Status Active
CAPITAL	CURRENCY RUBLE (RUB)	AMOUNT 15,000,000		

## **IDENTIFICATION**

CO. NAME	OOO VOSTOK-ZAPAD		
ENQUIRED NAME	EAST WEST CO LTD		
TRADEMARK	Vostok-Zapad / EWS		
ALSO KNOWN NAME (S)	East West Co Ltd		
STREET	Usievicha Street 24/2		
AREA	Aeroport District		
POSTAL ADDRESS	125315 Moscow		
CITY	Moscow		
COUNTRY	Russia		
TELEPHONE	(+7 495) 232 2121 ext. 483 (Import Manager) / (+7 495) 223 0431 / (+7 495) 739 9801 / Mobile (+7 965) 323 6667		
FAX	(+7 495) 913 8726		
VERIFIED EMAIL	kondrashenkova_a@ews.ru / foodservice@ews.ru		
WEBSITE	www.ews.ru		
BUSINESS HOURS	DAYS Mon-Fri	OFFICE HOURS 09:00-18:00	BREAK TIME 13:00-14:00
REGISTERED ADDRESS	Zelenogradskaya Street, Building 1, Solechnogorsk District, Elino Village Moscow Region 141580 Russia		

## **SENIOR PERSONNEL**

MANAGEMENT	NAME	POSITION
	Aleksandr Adamovich Dovgiy Nationality: Russian Tax Code: INN 501703223990	Managing Director
	Anna Kondrashenkova	Import Manager
	Diana Klimovskaya	Treasury Manager
WORKFORCE	NO. OF EMPLOYEES	PERIOD
	1,300 (subject and its affiliated companies)	11.2018

## **FINANCIAL SUMMARY**

TURNOVER	31/12/2017	31/12/2016
	RUBLE 14,785,601,000	RUBLE 11,502,713,000
NET PROFIT / (LOSS)	31/12/2017	31/12/2016
	RUBLE 41,967,000	RUBLE 322,198,000
NOTES	Balance sheets as at 31 December 2017 showed :	

31/12/2016      31/12/2017  
(in RUBLE)

### ASSETS

Non-current assets		
Intangible assets	678,000	587,000
Fixed assets	208,440,000	157,315,000
Deferred tax assets	12,108,000	21,633,000
Other non-current assets	13,482,000	64,118,000
Total non-current assets	234,708,000	243,653,000
Current assets		
Stock	869,710,000	1,147,300,000
Value added tax on purchased valuables	190,000	206,000
Trade receivables	1,537,315,000	1,329,522,000
Financial investments	823,000	242,000
Cash equivalents	50,613,000	50,941,000
Other current		

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**000 VOSTOK-ZAPAD - 537882.2 (REVISED REPORT)**

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assets	156,473,000	245,406,000
Total current		
assets	2,615,124,000	2,773,617,000
TOTAL ASSETS	2,849,832,000	3,017,270,000

**EQUITY & LIABILITIES**

Share capital	15,000,000	15,000,000
Added capital	1,746,443,000	1,746,443,000
Retained		
earnings	(88,831,000)	(46,864,000)
Total Equity	1,672,612,000	1,714,579,000
Long-term		
Liabilities		
Deferred tax		
liabilities	6,340,000	6,230,000
Other liabilities	0	52,645,000
Total long-term		
liabilities	6,340,000	58,875,000
Short-term		
Liabilities		
Borrowings	0	73,173,000
Accounts payable	1,120,048,000	1,070,107,000
Total Short-term		
Liabilities	1,170,880,000	953,741,000
TOTAL EQUITY &		
LIABILITIES	2,849,832,000	3,017,270,000

**INCOME STATEMENT**

Revenue	11,502,713,000	14,785,601,000
Cost of Sales	(8,397,176,000)	(10,866,173,000)
Gross Profit	3,105,537,000	3,919,428,000
Commercial		
expenses	(2,720,155,000)	(3,845,324,000)
Profit(loss) from		
sales	385,382,000	74,104,000
Other income and expenses		
Interest income	380,000	119,000
Interest payable	(370,000)	(17,746,000)
Other income	162,290,000	159,307,000
Other expenses	(128,584,000)	(156,389,000)
Profit(loss) before		
taxation	419,098,000	59,395,000
Change in deferred		
tax assets	(87,065,000)	9,525,000
Change in deferred		
tax liabilities	2,038,000	51,000
Current income tax	(1,715,000)	(26,936,000)
Net Profit(loss)	322,198,000	41,967,000

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FISCAL YEAR-END 31 December.

## **LEGAL STATUS**

INCORPORATION	03/10/2007	
REGISTRATION NO.	C.R. NUMBER OGRN 1075044005002	ISSUED BY Federal Tax Service
OTHER REGISTRATION NO.	INN 5044062003 (Tax Code) / KPP 504401001 / OKPO 81688202 (Statistics Code) / OKTMO 46652416121	
AUTHORISED CAPITAL	AMOUNT 15,000,000	CURRENCY RUBLE
PAID-UP CAPITAL	AMOUNT 15,000,000	CURRENCY RUBLE
LEGAL FORM	Limited Liability Company	
BUSINESS HISTORY	The Company was incorporated in Russia on 3 October 2007, however its origins can be traced back to 1996. Initially, subject's sole shareholder was Webster Holdings Limited (Cyprus). In February 2018, subject's shareholding structure changed to the present.	
STATUS	Active	
SHAREHOLDERS	NAME Mikhail Georgievich Gusakov Nationality: Russian Tax Code: INN 772908733930	PERCENTAGE 100.00%

## **OPERATION**

BANKERS	1. PAO Sberbank Vavilova Street 19 117997 Moscow Russia Telephone: (+7 495) 957 5731 Fax : (+7 495) 747 4758
	2. AO Raiffeisenbank Troitskaya Street 17/1 Moscow 129090 Russia Tel: (+7 495) 721 9900 Fax: (+7 495) 721 9901
	3. JSC UniCredit Bank nab. Prechistenskaya 9 Moscow 119034

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	Russia Telephone: (+7 495) 258 7200 Fax : (+7 495) 956 1524
ACTIVITY CODE (NACE)	4617 - Agents involved in the sale of food, beverages and tobacco; 4618 - Agents specialised in the sale of other particular products; 5210 - Warehousing and storage;
LINE OF BUSINESS	Trading as importers and suppliers of HoReCa industry products, fresh fruits and vegetables, cleaning substances & detergents for foodservice, disposable products, canned vegetables, beverages, dairy products, meat & poultry, ice-cream and desserts as well as confectionery and bakery ingredients.
IMPORT FROM	Subject's suppliers includes: Nippon Meat Packers Australia Pty Ltd, Rangers Valley, Rock Valley, Silver Fern, Star, Grimaud, Zeelandia, Pritchitts, Irca, Seacold, Lamb Weston, Ardo, Movenpick, Scholler, American Foods Group, Italcanditi, Italpizza, Pfalzgraf, Taylor Preston Limited, Brinkers Patisserie Group, Bretagne Necoce International, MacDonald Meat Company, Ovation, Frutta Dolce, Wichmann Enten GmbH, St. Sever and Tyson Fresh Meats, Inc. worldwide, mainly from Australia, New Zealand, Japan, China, France, the Netherlands, UK, Italy, India, Belgium, Turkey, Morocco, Germany, Switzerland and USA.
EXPORT TO	Subject does not engage in exporting activities.
TRADE REFERENCES	ALCAR UNO SPA Via Montanara 41018 Solignano di Castelvetro Italy  HENAN SANMEI CO., LTD Zhumadian Biyang County Industrial Park in China China  Danyang Yihe Foods Co., Ltd No.3 HuHai Road, LianHu Industrial Park, Danyang City  IRCA S.p.A. Via degli Orsini, 5 – 21013 Gallarate (VA) Italy  Erlenbacher Backwaren Gmbh Wasserweg 39 Germany  BRIDOR Zone Artisanale D'oliviet 35530 Servon Sur Vilaine France  Importaco Ingredients, S. L. Pol. SUI Caseta Blanca II, manz 5 parc 1, 12194 Vall d'Alba Castellon Spain

Glacio NV  
Lilsedijk 22-2340 Beerse  
Belgium

Prosciuttificio il Conte  
V. Sant'Ambrogio,4 43020 Bazzano – Neviano degli Arduini –PR  
Italy

FUJIAN ALLIED FROZEN FOODSTUFF CO., LTD  
No.6 Gaowang Road, Gaishan Investment Zone, Cangshan District,  
Fuzhou, Fujian  
China

Pritchitts  
46 Belfast Road, Newtownards, Co. Down BT23 4UT  
UK

Dijo Baking Horeca Service Sp. z o.o. Sp. K.  
Zabrodzie 28, 52-351 Wroclaw  
Poland

BAGERHAT SEA FOODS INDUSTRIES LTD  
Nowapara (Katakhal), Fakirhat, Bagerhat (BAG-51)  
Bangladesh

AYDIN KURUYEMIS SAN. VE TIC. A.S.  
Cebeci mah. Ataturk Bulvari 2488 Sokak, No:36 Sultangazi –  
ISTANBUL  
Turkey

Kalleh Dairyproduction  
2nd Km of Noor Road, Amol, (IR 3002)  
Iran

**FACILITIES**

Premises comprising administrative offices located at the heading  
address as well as 8 warehouse facilities/branch offices located  
throughout Russian Federation (see "Branch Offices" below)

**BRANCH OFFICES**

1. Zelenograd warehouse complex  
1 Zelenogradskaja st., Elino  
Village, Solnechnogorsky District  
Moscow Region 141580  
Tel: (+7 495) 739 9801  
Fax: (+7 495) 739 9802

2. South warehouse complex  
8, Proyektiryemy proyezd 4386 st.,  
Moscow  
Tel: (+7 495) 739 9801

3. St.-Petersburg  
84 lit "i" Kubiskaya Street  
St.-Petersburg 196240  
Tel: (+7 812) 244 0111  
Fax: (+7 812) 335 5163  
E-mail: info@ews.spb.ru

4. Ekaterinburg  
22A Montazhnikov Street  
Ekaterinburg 620050  
Tel: (+7 343) 323 3444  
Fax: (+7 343) 323 3077

5. Krasnodar  
2 Neftanikov Street  
Krasnodar 350051  
Tel: (+7 861) 201 1212  
Fax: (+7 861) 201 1211  
E-mail: info@kr.ews.ru

6. Krasnodar warehouse complex  
Industrial area No. 6, Vasyurinskoe JV,  
Dinskoy district  
Krasnodar region 353225  
Tel: (+7 861) 201 1212

7. Novosibirsk  
27/1 Plahotnogo Street  
Novosibirsk 630108  
Tel: (+7 383) 230 3090  
Fax: (+7 383) 210 5540  
E-mail: info@nsk.ews.ru

8. Novosibirsk warehouse complex  
11/1 Pasichna str., Sadoviy village  
Terminal A, Gate 28-32  
Novosibirsk

VEHICLES  
RELATED COMPANIES

Subject has over 200 trucks for distribution purposes.  
Associates

1. OOO East-West Logistics  
1 Zelenogradskaja st., Elino  
Village, Solnechnogorsky District  
Moscow Region 141580  
Russia  
Est.: 29/11/2012  
C.R. No.: OGRN 1127747197478  
Tax Code: INN 7734691410  
Managing Director: Igor Vasilev

- Sole Shareholder: Mikhail Gusakov
2. OOO Kompozit Spb  
Novaya Pustozh village, Vsevolozhskiy  
District  
Leningrad Region 188681  
Russia  
Est.: 19/08/2003  
C.R. No.: OGRN 1037816051844  
Tax Code: INN 7806145558  
Managing Director: Vladislav Zabolotin  
Sole Shareholder: Mikhail Gusakov
3. OOO Profpostovka  
Soldatskiy pereulok 10, Flat 265  
Moscow 111020  
Russia  
Est.: 12/05/2010  
C.R. No.: OGRN 1107746392929  
Tax Code: INN 7710867182  
Managing Director: Pavel Belousov  
Sole Shareholder: Mikhail Gusakov
4. OOO Vostok-Zapad Servis SPB  
Kubinskaya Street 84, Liter I  
Saint Petersburg 196240  
Russia  
Est.: 19/06/2002  
C.R. No.: OGRN 1027810344561  
Tax Code: INN 7826142354  
Managing Director: Pavel Belousov  
Sole Shareholder: Mikhail Gusakov
5. OOO Razvitie-M  
1 Zelenogradskaja st., Elino  
Village, Solnechnogorsky District  
Moscow Region 141580  
Russia  
Est.: 25/12/2000  
C.R. No.: OGRN 1035008850271  
Tax Code: INN 5044030548  
Managing Director: Oleg Dobrolovskiy  
Sole Shareholder: Mikhail Gusakov
6. OOO Vostok-Zapad Consulting  
Usievich Street 24/2, Building 1  
Moscow 125315  
Russia  
Est.: 03/10/1996

C.R. No.: OGRN 1027700111922  
Tax Code: INN 7712090920  
Managing Director: Irina Minaeva  
Sole Shareholder: Mikhail Gusakov

7. 000 Vostok-Zapad Krasnodar  
Village Industrialniy, Liter 3  
Krasnodar 350056  
Russia  
Est.: 27/02/2010  
C.R. No.: OGRN 1102308001861  
Tax Code: INN 2308165305  
Managing Director: Pavel Belousov  
Sole Shareholder: Mikhail Gusakov

8. 000 Prodinko  
1 Zelenogradskaja st., Elino  
Village, Solnechnogorsky District  
Moscow Region 141580  
Russia  
Est.: 17/02/1997  
C.R. No.: OGRN 1027700236332  
Tax Code: INN 7735081263  
Managing Director: Aleksey Mityanov

9. 000 Mekhanika  
Usievich Street 24/2, Building 1  
Moscow 125315  
Russia  
Est.: 10/02/2015  
C.R. No.: OGRN 1157746091656  
Tax Code: INN 7743059053  
Managing Director: Nikolay Rostovtsev

## **PAYMENT**

CREDIT OPINION

We consider it is acceptable to deal with subject.

## **SPECIAL REMARKS**

INTERVIEWED  
COMMENTS

Diana Klimovskaya (Treasury Manager).  
You enquired on: EAST WEST CO LTD. Please note that this name  
applies to an English translation of the subject's name. Subject's  
correct registered name is as per heading.



**MIRA INFORM PRIVATE LIMITED**  
605, Palmspring, Near D'Mart, Link Road,  
Malad (West), Mumbai - 400 064. INDIA  
Tel : 91-22-40448000 (44 lines)  
Fax : 91-22-40448045 / 40448046  
E-mail : mira@mirainform.com  
info@mirainform.com  
Website : <http://www.mirainform.com>  
<http://www.miraglobalcheck.com>  
<http://www.miraglobalcollections.com>

The address which you provided: 141580 MOSCOW REGION  
SOLECHNOGORSK DIST ELINO VILLAGE ZELENOGRADSKAYA  
STR BLD 1, Russian Federation applies to subject's warehouse  
complex and registered address.

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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.73
UK Pound	1	INR 94.87
Euro	1	INR 82.51
RUB	1	INR 1.07

**Note :** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIV
<b>Report Prepared by :</b>	DNS

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**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)