

## MIRA INFORM REPORT

<b>Report No. :</b>	541091
<b>Report Date :</b>	26.11.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	AARUN AASHIYANA
<b>Registered Office :</b>	81/12, Panchsheet, J B Nagar, Andheri (East), Mumbai-400059, Maharashtra
<b>Mobile No.:</b>	91-9167889462 [Mr. Arun Mishra]
<b>Country :</b>	India
<b>Financials (as on) :</b>	31.03.2018
<b>Year of Incorporation :</b>	2004
<b>Capital Investment :</b>	INR 4.682 Million
<b>PAN No.:</b> [Permanent Account No.]	AKXPM5290R
<b>TIN No.:</b>	27870753208
<b>GSTN :</b> [Goods & Service Tax Registration No.]	27AKXPM5290R1ZU
<b>Legal Form :</b>	Sole Proprietary Concern
<b>Line of Business :</b>	Manufacturer of Promotional Gift Item and Fabric. [Confirmed by Management]
<b>No. of Employees :</b>	40 [Approximately]

### 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
A	Acceptable Risk	Business dealings permissible with moderate risk of default

**Maximum Credit Limit :** USD 14000

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<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is a proprietorship concern established in the year 2004.</p> <p>It is a manufacturer of promotional gift item and fabric.</p> <p>As per the financials of FY 2018, the company has achieved massive growth in its revenue as compared to the previous year along with an average profit margin of 5.95%.</p> <p>The satisfactory financial risk profile of the concern is marked by sufficient net worth base along with negligible debt 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> <p><b>Note:</b>  Site visit was conducted at the address which you have provided. Our executive has successfully traced the subject on the given address.</p> <p>At the premises, our executive met Mr. Arun (Proprietor) who confirmed subject's existence on the given address.</p> <p>As per our executive observation, it is 8 storey building and subject is situated on ground floor. Number of employees sighted at the premises were 3. Locality seems to be commercial cum residential and area appears to be upmarket. Location was easy to find.</p> <p>We have not sighted subject's name board</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 (30.06.2018)	Current Rating (30.09.2018)
India	A1	A1

Risk Category	ECGC Classification
Insignificant	A1

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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 26.11.2018

**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. Arun Mishra
<b>Designation :</b>	Proprietor
<b>Contact No.:</b>	91-9167889462
<b>Date :</b>	22.11.2018

**LOCATIONS**

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<b>Registered Office :</b>	81/12, Panchsheet, J B Nagar, Andheri (East), Mumbai-400059, Maharashtra, India
<b>Tel. No.:</b>	Not Available
<b>Mobile No.:</b>	91-9167889462 [Mr. Arun Mishra]
<b>Fax No.:</b>	Not Available
<b>E-Mail :</b>	<a href="mailto:arunmishraarun@yahoo.com">arunmishraarun@yahoo.com</a>
<b>Location :</b>	Owned
<b>Locality :</b>	Commercial
<b>Factory:</b>	C-13/ DPK Compound Near Lucky Hotel, Kherani Road, Sakinaka, Mumbai, Maharashtra, India
<b>Location :</b>	Rented

**SOLE PROPRIETOR**

<b>Name :</b>	Mr. Arun Mishra
<b>Designation :</b>	Proprietor
<b>Date of Birth/Age :</b>	42 Years
<b>Qualification :</b>	Textile Engineering
<b>Experience :</b>	20 Years
<b>PAN No.:</b>	AKXPM5290R

**BUSINESS DETAILS**

<b>Line of Business :</b>	Manufacturer of Promotional Gift Item and Fabric. [Confirmed by Management]
<b>Products/ Services :</b>	Promotional Gift Item and Fabric
<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>	
<b>Selling :</b>	Cheque and Others [RTGS]
<b>Purchasing :</b>	Cheque and Others [RTGS]

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference:</b>	Not Divulged
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	<b>Name of the Person (Designation):</b>	--	
	<b>Contact Number:</b>	--	
	<b>Since how long known:</b>	--	
	<b>Maximum limit dealt:</b>	--	
	<b>Experience:</b>	--	
	<b>Remark</b>	--	
<b>Customers :</b>	Wholesalers, Retailers, End Users and Others [Corporate]		
	<b>Reference:</b>	Not Divulged	
	<b>Name of the Person (Designation):</b>	--	
	<b>Contact Number:</b>	--	
	<b>Since how long known:</b>	--	
	<b>Maximum limit dealt:</b>	--	
	<b>Experience:</b>	--	
	<b>Remark</b>	--	
<b>No. of Employees :</b>	40 [Approximately]		
<b>Bankers :</b>	<b>Bank Name:</b>	Canara Bank	
	<b>Branch:</b>	J. B. Nagar Branch, Andheri [East], Mumbai-400059, Maharashtra, India	
	<b>Person Name (with Designation):</b>	--	
	<b>Contact Number:</b>	91-22-28202790 [Ringing]	
	<b>Name of Account Holder:</b>	--	
	<b>Account Number:</b>	2675285005249 [Not Verified with banker]	
	<b>IFSC Code:</b>	CNRB0002675 [Not Verified with banker]	
	<b>Account Since (Date/ Year of A/c Opening):</b>	--	
	<b>Average Balance Maintained (Optional):</b>	--	
	<b>Credit Facilities Enjoyed (CC/OD/Term Loan):</b>	--	
	<b>Account Operation:</b>	--	
	<b>Remarks:</b>	--	
<b>Facilities :</b>	<b>SECURED LOANS</b>	<b>31.03.2018 (INR In Million)</b>	<b>31.03.2017 (INR In Million)</b>
	Bank OD A/c	2.916	2.556
	<b>Total</b>	<b>2.916</b>	<b>2.556</b>

<b>Auditors :</b>	
<b>Name :</b>	CBM and Company Chartered Accountants
<b>Address:</b>	Mumbai, Maharashtra, India
<b>Membership No.:</b>	113355
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available
<b>Sister Concern :</b>	Home India

**CAPITAL STRUCTURE**

**AS ON: 31.03.2018**

<b>Particular</b>	<b>INR in Million</b>
<b>Capital Account</b>	
Opening Balance	3.448
Add: Net Profit	1.804
Less: Drawing, LIC	0.570
<b>Total</b>	<b>4.682</b>

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

**ABRIDGED BALANCE SHEET**

<b>SOURCES OF FUNDS</b>		<b>31.03.2018</b>	<b>31.03.2017</b>
<b>SHAREHOLDERS FUNDS</b>			
1] Capital Account		4.682	3.448
2] Reserves & Surplus		0.000	0.000
<b>NETWORTH</b>		<b>4.682</b>	<b>3.448</b>
<b>LOAN FUNDS</b>			
1] Secured Loans		2.916	2.556
2] Unsecured Loans		0.553	0.000
<b>TOTAL BORROWING</b>		<b>3.469</b>	<b>2.556</b>
DEFERRED TAX LIABILITIES		0.000	0.000
<b>TOTAL</b>		<b>8.151</b>	<b>6.004</b>
<b>APPLICATION OF FUNDS</b>			
<b>FIXED ASSETS [Net Block]</b>			
Capital work-in-progress		0.000	0.000
<b>INVESTMENT</b>			
DEFERRED TAX ASSETS		0.000	0.000
<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>			
Inventories		0.000	0.000
Sundry Debtors		14.252	1.721
Cash & Bank Balances		0.016	0.056
Other Current Assets		0.000	0.000
Loans, Advances and Deposits		0.941	0.903
<b>Total Current Assets</b>		<b>15.209</b>	<b>2.680</b>
<b>Less : CURRENT LIABILITIES &amp; PROVISIONS</b>			
Sundry Creditors		9.612	0.390
Other Current Liabilities		0.511	0.076
Provisions		0.776	0.060
<b>Total Current Liabilities</b>		<b>10.899</b>	<b>0.526</b>
<b>Net Current Assets</b>		<b>4.310</b>	<b>2.154</b>
<b>MISCELLANEOUS EXPENSES</b>			
		0.000	0.000
<b>TOTAL</b>		<b>8.151</b>	<b>6.004</b>

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**PROFIT & LOSS ACCOUNT**

	PARTICULARS	31.03.2018	31.03.2017
	<b>SALES</b>		
	Sales	30.344	7.431
	Others Income	1.716	0.276
	<b>TOTAL</b>	<b>32.060</b>	<b>7.707</b>
<b>Less</b>	<b>EXPENSES</b>		
	Purchase	26.492	3.211
	Labour/ Sticking charges	0.000	0.254
	Freight Charges	0.053	0.509
	Power and Fuels	0.043	0.124
	Salaries and Wages	0.988	1.029
	Staff Welfare	0.083	0.168
	Printing and Stationery	0.009	0.031
	Travelling Lodging	0.082	0.000
	Conveyance Expenses	0.653	0.792
	Professional Tax	0.003	0.003
	Professional Fees	0.070	0.000
	Telephone Expenses	0.036	0.218
	GST and Vat Paid	0.793	0.251
	Audit fees	0.050	0.050
	Discount Rebate	0.005	0.000
	<b>TOTAL EXPENSES</b>	<b>29.360</b>	<b>6.640</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST AND DEPRECIATION AND AMORTISATION</b>	<b>2.700</b>	<b>1.067</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	<b>0.365</b>	<b>0.344</b>
	<b>PROFIT / (LOSS) BEFORE DEPRECIATION AND AMORTISATION</b>	<b>2.335</b>	<b>0.723</b>
<b>Less</b>	<b>DEPRECIATION/ AMORTISATION</b>	<b>0.020</b>	<b>0.006</b>
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>2.315</b>	<b>0.717</b>
<b>Less</b>	<b>TAX</b>	<b>0.511</b>	<b>0.060</b>
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>1.804</b>	<b>0.657</b>

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Expected Sales (2018-2019): INR 35.000 Million [Due to business growth]

The above information has been parted by Mr. Arun Mishra [Proprietor]

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

### KEY RATIOS

#### EFFICIENCY RATIOS

PARTICULARS		31.03.2018	31.03.2017
Average Collection Days (Sundry Debtors / Income * 365 Days)		171.43	84.53
Account Receivables Turnover (Income / Sundry Debtors)		2.13	4.32
Average Payment Days (Sundry Creditors / Purchases * 365 Days)		132.43	44.33
Inventory Turnover (Operating Income / Inventories)		0.00	0.00
Asset Turnover (Operating Income / Net Fixed Assets)		0.72	0.28

#### LEVERAGE RATIOS

PARTICULARS		31.03.2018	31.03.2017
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)		0.75	0.47
Debt Equity Ratio (Total Liability / Networth)		0.74	0.74
Current Liabilities to Networth (Current Liabilities / Net Worth)		2.45	0.15
Fixed Assets to Networth (Net Fixed Assets / Networth)		0.81	1.10
Interest Coverage Ratio (PBIT / Financial Charges)		7.40	3.10

#### PROFITABILITY RATIOS

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PARTICULARS			31.03.2018	31.03.2017
Net Profit Margin ((PAT / Sales) * 100)	%		5.95	8.84
Return on Total Assets ((PAT / Total Assets) * 100)	%		9.47	10.06
Return on Investment (ROI) ((PAT / Networth) * 100)	%		38.53	19.05

**SOLVENCY RATIOS**

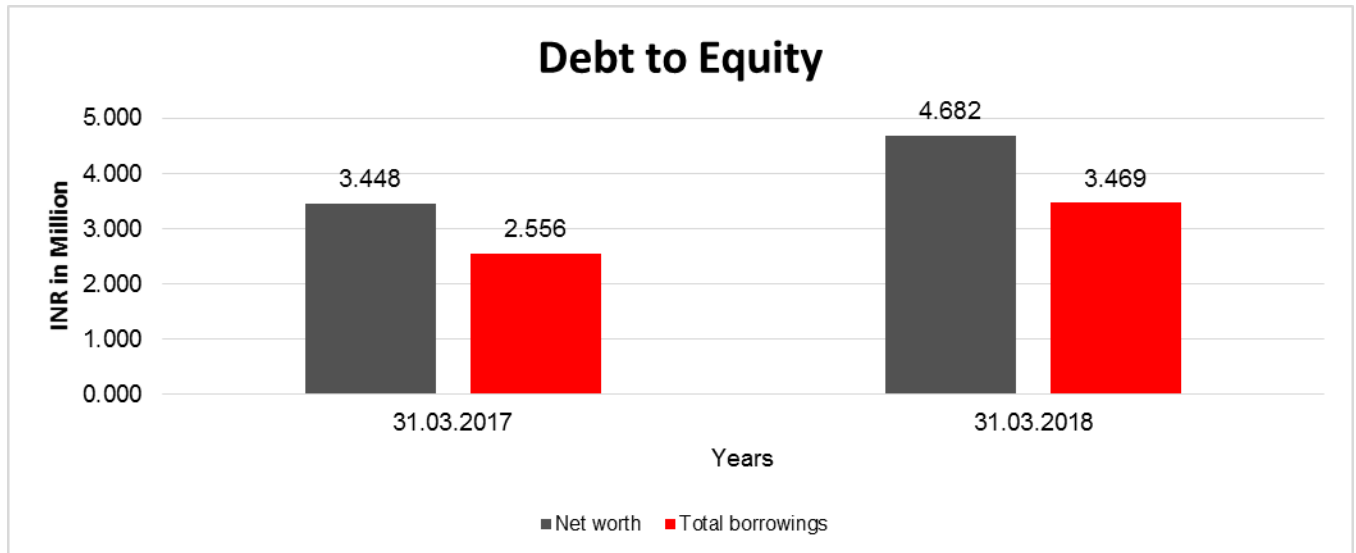
PARTICULARS			31.03.2018	31.03.2017
Current Ratio (Current Assets / Current Liabilities)			1.33	5.23
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)			1.33	5.23
G-Score Ratio Financial (Networth / Total Assets)			0.25	0.53
G-Score Ratio Debt (Debts / Equity Capital)			0.74	0.74
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)			1.33	5.23

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

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

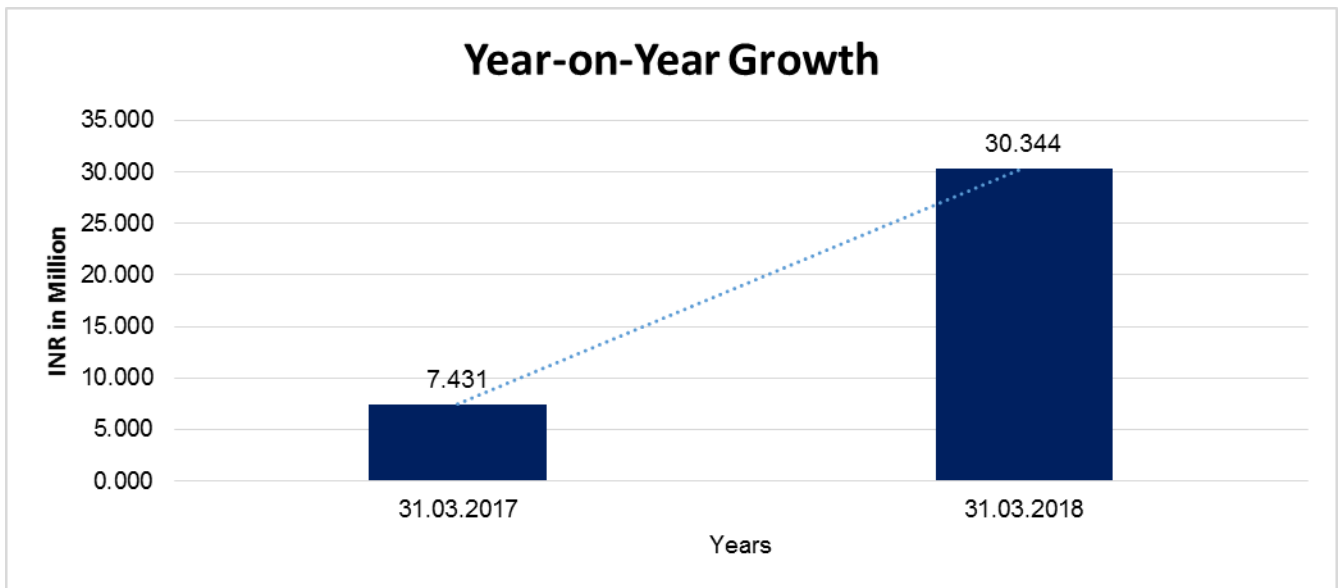
**DEBT EQUITY RATIO**

Particular	31.03.2017	31.03.2018
	INR In Million	INR In Million
Capital Account	3.448	4.682
Reserves & Surplus	0.000	0.000
<b>Net worth</b>	<b>3.448</b>	<b>4.682</b>
Secured Loan	2.556	2.916
Unsecured Loan	0.000	0.553
<b>Total borrowings</b>	<b>2.556</b>	<b>3.469</b>
<b>Debt/Equity ratio</b>	<b>0.741</b>	<b>0.741</b>



**YEAR-ON-YEAR GROWTH**

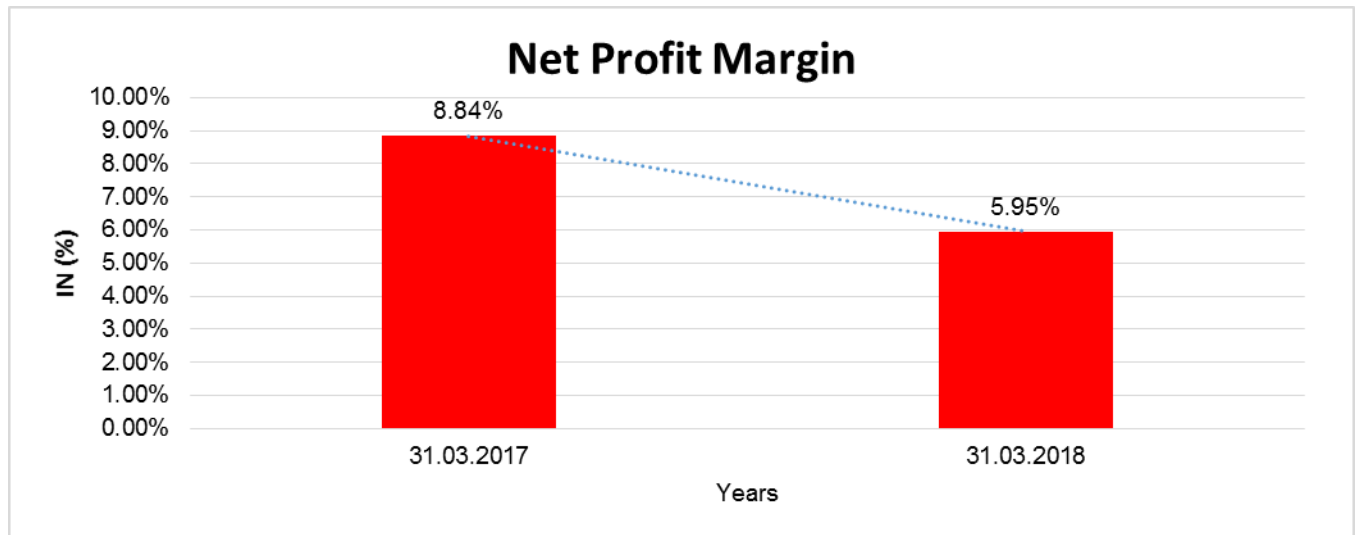
Year on Year Growth	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales	7.431	30.344
		<b>308.343</b>



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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales	7.431	30.344
Profit/ (Loss)	0.657	1.804
	<b>8.84%</b>	<b>5.95%</b>



**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	Yes
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

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15	Export/import details (if applicable)	No
16	No. of employees	Yes
17	Details of sister concerns	Yes
18	Major suppliers	No
19	Major customers	No
20	Banking Details	Yes
21	Banking facility details	Yes
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 two years	Yes
27	Reasons for variation <> 20%	--
28	Estimation for coming financial year	Yes
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

**UNSECURED LOAN:**

<b>PARTICULARS</b>	<b>31.03.2018 (INR In Million)</b>	<b>31.03.2017 (INR In Million)</b>
Balwant J Singh	0.195	0.000
Awesome	0.200	0.000
Opportune Expenses	0.100	0.000
Suryadev Mishra	0.058	0.000
<b>Total</b>	<b>0.553</b>	<b>0.000</b>

**FIXED ASSETS**

- Furniture and Fixture
- Mobile instrument
- Motor Bike\
- Printer and Accessories
- Computer
- Equipment
- House Property

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**OBSERVATION POINTS**

<b>Name :</b>	AARUN AASHIYANA
<b>Address :</b>	81/12, Panchsheet, J B Nagar, Andheri (East), Mumbai-400059, Maharashtra, India
<b>Person to whom we met:</b>	Mr. Arun [Proprietor]
<b>Name Board:</b>	Not Sighted
<b>Location:</b>	Easy
<b>Landmark [if any] :</b>	Marol Depot
<b>Total Floors of the building:</b>	08 Floors
<b>Subject situated on :</b>	Ground Floor
<b>Locality:</b>	Residential cum Commercial
<b>Area:</b>	Upmarket
<b>No. of employee seen at premises :</b>	03 [Approximately]
<b>Visibility of Item :</b>	<ul style="list-style-type: none"> <li>• Computer</li> <li>• Air Conditioner</li> <li>• Office Equipment</li> <li>• Xerox Machine</li> </ul>
<b>Furniture items sighted :</b>	Yes
<b>Proof of visit:</b>	Photos and Visiting card

**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 71.18
UK Pound	1	INR 91.04
Euro	1	INR 81.19

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	GYT
<b>Analysis Done by :</b>	PRY
<b>Report Prepared by :</b>	RUP

**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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