

**MIRA INFORM REPORT**

Report No. :	540244
Report Date :	23.11.2018

**IDENTIFICATION DETAILS**

Name :	ENKOS INTERNATIONAL
Registered Office :	503, The Omkar Summit Bay, Opposite Cinemax Theater, Near Guru Nanak Petrol Pump, Andheri Kurla Road, Andheri East, Mumbai – 400093, Maharashtra
Tel. No.:	91-22-26827441/ 6446
Country :	India
Financials (as on) :	31.03.2018
Date of Establishment:	18.04.2011
Capital Investment / Paid-up Capital :	INR 71.578 Million
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.]	AAHHK2523B
GSTN : [Goods & Service Tax Registration No.]	27AAHHK2523B1ZP
Legal Form :	Sole Proprietary Concern
Line of Business :	Trader of Gifts and Promotional Articles. (Confirmed by management)
No. of Employees :	18 (Approximately)

**RATING & COMMENTS**

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

<b>MIRA's Rating :</b>	<b>A</b>
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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 200000
<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Enkos International was started in the year 2011 and is based in Mumbai, Maharashtra. It is an established proprietary concern having good track record.</p> <p>For the financial year ended 2018, the concern has witnessed a growth in its revenue and has reported fair profit margin at 1.98% (approx.)</p> <p>The concern possesses sound financial profile marked by healthy capital base along with negligible debt level of the concern.</p> <p>The concern also derives strength from its established track record of business operation.</p> <p>Trade relations are reported as fair. Business is active. Payment terms are seems to be regular and as per commitments.</p> <p>The concern can be considered for business dealings at usual trade terms and condition.</p> <p><b>Note :</b></p> <p>Site visit was conducted at the address which you have provided. Our executive has successfully traced the concern at the address (Given address is registered address of the concern).</p> <p>At the premises, our executive met Receptionist (Name not divulged) who confirmed existence of the concern at the given address.</p> <p>As per our executive observation, it is an eleven storey building and concern is situated on the fifth floor of the building. Locality of the premises appears to be commercial and area seems to be upmarket.</p> <p>Name board of the concern was sighted at the given premises. Landmark of the area is near "Baba house" and 10 (approx.) employees were sighted at the premises.</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.

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**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
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	Not Available
<b>Rating</b>	Not Available
<b>Rating Explanation</b>	Not Available
<b>Date</b>	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 23.11.2018

**IBBI (Insolvency and Bankruptcy Board of India) LISTING STATUS**

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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. Kumar Sheth
<b>Designation :</b>	Proprietor
<b>Contact No.:</b>	91-9821611569
<b>Date :</b>	17.11.2018

<b>Name :</b>	Ms. Sadhna
<b>Designation :</b>	Accounts Department
<b>Contact No.:</b>	91-22-26826446 / 91-9920857702
<b>Date :</b>	17.11.2018

**LOCATIONS**

<b>Registered Office :</b>	503, The Omkar Summit Bay, Opposite Cinemax Theater, Near Guru Nanak Petrol Pump, Andheri Kurla Road, Andheri East, Mumbai – 400093, Maharashtra, India
<b>Tel. No.:</b>	91-22-26827441/ 6446
<b>Mobile No.:</b>	91-9821611569 (Mr. Kumar Sheth) 91-9920857702 (Ms. Sadhna)
<b>Fax No.:</b>	91-22-26826446
<b>E-Mail :</b>	<a href="mailto:ancos2@gmail.com">ancos2@gmail.com</a> <a href="mailto:kbhow.ancos@gmail.com">kbhow.ancos@gmail.com</a>
<b>Website :</b>	<a href="http://enkosintl.com/">http://enkosintl.com/</a>
<b>Area :</b>	1200 Sq. ft.
<b>Locality :</b>	Commercial (As per site visit)
<b>Warehouse 1 :</b>	Mahadev Darshan, Opposite Sivan Vikas Hospital, Andheri Sahar Road, Andheri – East, Mumbai – 400093, Maharashtra, India
<b>Tel. No.:</b>	91-22-26827441
<b>Fax No.:</b>	91-22-26826446
<b>Area :</b>	1000 Sq. ft.
<b>Location :</b>	Rented
<b>Warehouse 2 :</b>	Aarya Enterprise Building No. 72, Gala No. 10, Shree Arihant Reti Bunder Road, Kalher Village, Bhiwandi – 421032, Maharashtra, India
<b>Fax No.:</b>	91-7040639191
<b>Area :</b>	1000 Sq. ft.
<b>Location :</b>	Owned

**SOLE PROPRIETOR**

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<b>Name :</b>	Mr. Kumar Sheth HUF
<b>Designation :</b>	Proprietor
<b>Date of Birth/Age :</b>	48 Years
<b>Qualification :</b>	Post Graduate
<b>Experience :</b>	25 Years
<b>PAN No.:</b>	AAHHK2523B

**KEY EXECUTIVES**

<b>Name :</b>	Ms. Sadhna
<b>Designation :</b>	Accounts Department

**BUSINESS DETAILS**

<b>Line of Business :</b>	Trader of Gifts and Promotional Articles. (Confirmed by management)
<b>Products :</b>	<ul style="list-style-type: none"> <li>• Omron BP Monitor</li> <li>• LG all Electronics</li> <li>• Samsung Galaxy Mobile</li> </ul>
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	Not Available
<b>Exports :</b>	Not Available
<b>Imports :</b>	Not Available
<b>Terms :</b>	
<b>Selling :</b>	Credit (30 Days)
<b>Purchasing :</b>	NEFT, RTGS

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference :</b>	Lupin Limited
	<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>Reference :</b>	GSV Private Limited

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<b>No. of Employees :</b>	18 (Approximately)																										
<b>Bankers :</b>	<table border="1"> <tr><td><b>Bank Name</b></td><td>Bank of India</td></tr> <tr><td><b>Branch</b></td><td>52, Hanuman Road, Vile Parle (East), Mumbai – 400057, Maharashtra, India</td></tr> <tr><td><b>Person Name (With Designation)</b></td><td>--</td></tr> <tr><td><b>Contact Number</b></td><td>91-22-26169077/ 26169632 (Continuously Ringing)</td></tr> <tr><td><b>Name of Account Holder</b></td><td>--</td></tr> <tr><td><b>Account Number</b></td><td>004620110000542 (Not Confirmed with Banker)</td></tr> <tr><td><b>Account Since (Date/Year of Account Opening)</b></td><td>--</td></tr> <tr><td><b>Average Balance Maintained (If Possible)</b></td><td>--</td></tr> <tr><td><b>Credit Facilities Enjoyed (If any)</b></td><td>--</td></tr> <tr><td><b>Account Operation</b></td><td>--</td></tr> <tr><td><b>IFSC Code :</b></td><td>BKID0000046 (Not Confirmed with Banker)</td></tr> <tr><td><b>Remarks (If any)</b></td><td>--</td></tr> </table>	<b>Bank Name</b>	Bank of India	<b>Branch</b>	52, Hanuman Road, Vile Parle (East), Mumbai – 400057, Maharashtra, India	<b>Person Name (With Designation)</b>	--	<b>Contact Number</b>	91-22-26169077/ 26169632 (Continuously Ringing)	<b>Name of Account Holder</b>	--	<b>Account Number</b>	004620110000542 (Not Confirmed with Banker)	<b>Account Since (Date/Year of Account Opening)</b>	--	<b>Average Balance Maintained (If Possible)</b>	--	<b>Credit Facilities Enjoyed (If any)</b>	--	<b>Account Operation</b>	--	<b>IFSC Code :</b>	BKID0000046 (Not Confirmed with Banker)	<b>Remarks (If any)</b>	--		
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<b>Auditors :</b>																											

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<b>Name :</b>	Shyam C. Aggarwal Chartered Accountants
<b>Tel. No.:</b>	91-9820052138
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available
<b>Sister Concern:</b>	Not Available

**CAPITAL STRUCTURE**

As on 31.03.2018

(INR in Million)

<b>Capital Account</b>	
Mr. Kumar C. Sheth HUF	71.578
<b>TOTAL</b>	<b>71.578</b>

**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	71.578	43.692
2] Reserves & Surplus	0.000	0.000
3] (Accumulated Losses)	0.000	0.000
<b>NETWORTH</b>	<b>71.578</b>	<b>43.692</b>
<b>LOAN FUNDS</b>		
1] Loans (Liability)	36.136	29.378
2] Bank O/D (Secured Loans)	0.017	3.030
<b>TOTAL BORROWING</b>	<b>36.153</b>	<b>32.408</b>
<b>DEFERRED TAX LIABILITIES</b>	<b>0.027</b>	<b>0.029</b>
<b>TOTAL</b>	<b>107.758</b>	<b>76.129</b>
<b>APPLICATION OF FUNDS</b>		

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FIXED ASSETS [Net Block]		2.299	2.442
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		114.313	102.068
Sundry Debtors		18.628	2.682
Cash & Bank Balances		14.918	2.749
Other Current Assets		0.000	0.000
Loans & Advances		0.166	17.508
<b>Total Current Assets</b>		<b>148.025</b>	<b>125.007</b>
<u>Less</u> : CURRENT LIABILITIES & PROVISIONS			
Sundry Creditors		42.374	51.127
Other Current Liabilities		0.000	0.000
Provisions		0.192	0.193
<b>Total Current Liabilities</b>		<b>42.566</b>	<b>51.320</b>
<b>Net Current Assets</b>		<b>105.459</b>	<b>73.687</b>
MISCELLANEOUS EXPENSES		0.000	0.000
<b>TOTAL</b>		<b>107.758</b>	<b>76.129</b>

**PROFIT & LOSS ACCOUNT**

	PARTICULARS	31.03.2018	31.03.2017
	<b>SALES</b>		
	Revenue from Operations	226.797	145.105
	Other Income	0.334	0.981
	<b>TOTAL</b>	<b>227.131</b>	<b>146.086</b>
<u>Less</u>	<b>EXPENSES</b>		
	Cost of goods sold	212.861	133.123
	Salaries	2.683	2.147
	Audit fees	0.005	0.029
	Car insurance	0.030	0.000
	General Insurance	0.000	0.031
	Commission paid	2.867	2.266
	Computer expenses	0.011	0.011
	Courier Charges	0.013	0.000
	Contract Charges	0.000	0.834
	Conveyance expenses	0.216	0.218
	Discount allowed	0.066	0.184

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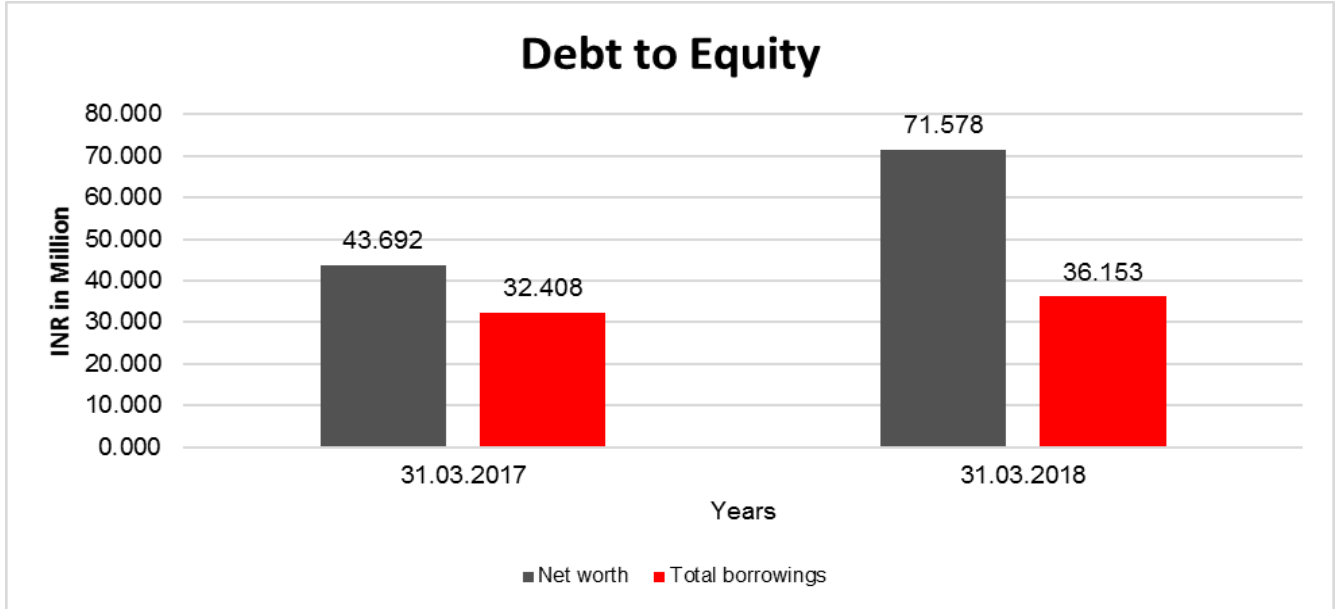
	Electrical expenses		0.174	0.194
	Employee Bonus		0.000	0.086
	Godown Rent		0.180	0.000
	Labour Charges		0.003	0.644
	Repairs and Maintenance Charges		0.157	0.268
	Transport Charges		1.227	0.756
	Advertisement charges		0.022	0.000
	Travelling Expenses		0.000	0.141
	Other Expenses		1.122	1.208
	<b>TOTAL</b>		<b>221.637</b>	<b>142.140</b>
	<b>PROFIT BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>		5.494	3.946
<b>Less</b>	<b>FINANCIAL EXPENSES</b>		0.851	0.574
	<b>PROFIT BEFORE TAX, DEPRECIATION AND AMORTISATION</b>		4.643	3.372
<b>Less/ Add</b>	<b>DEPRECIATION/ AMORTISATION</b>		0.143	0.158
	<b>NET PROFIT</b>		4.500	3.214

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

**DEBT EQUITY RATIO**

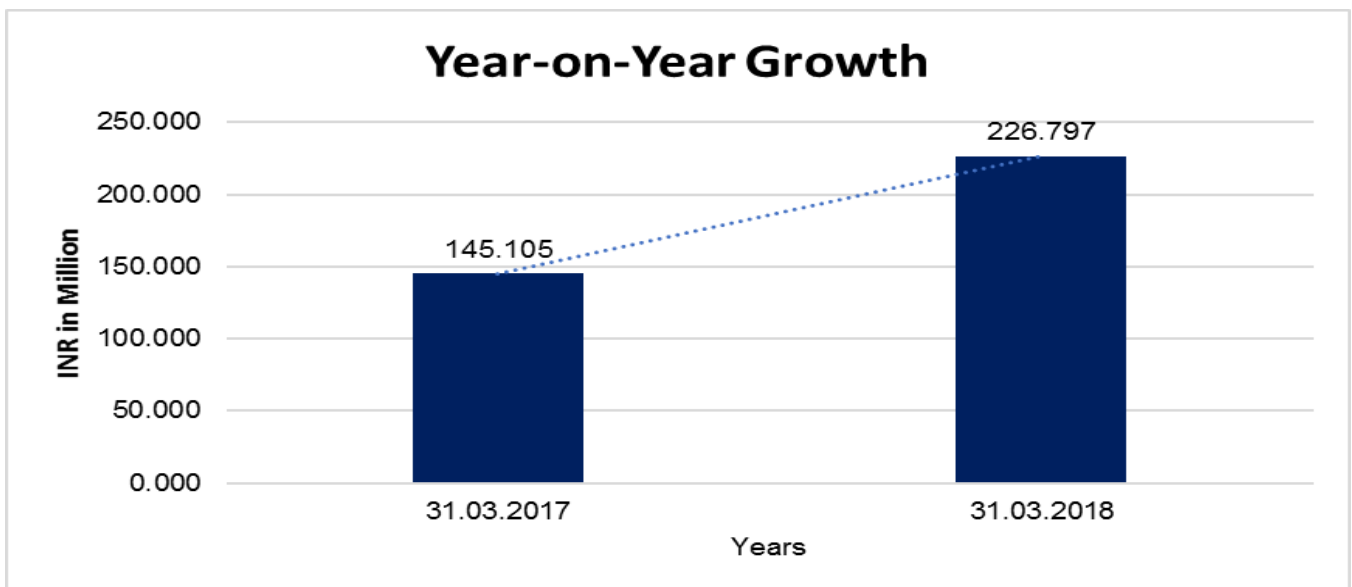
Particular	31.03.2017	31.03.2018
	INR In Million	INR In Million
Capital Account	43.692	71.578
Reserves & Surplus	0.000	0.000
<b>Net worth</b>	<b>43.692</b>	<b>71.578</b>
Loans (Liability)	29.378	36.136
Bank O/D (Secured Loans)	3.03	0.017
<b>Total borrowings</b>	<b>32.408</b>	<b>36.153</b>
<b>Debt/Equity ratio</b>	<b>0.742</b>	<b>0.505</b>

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**YEAR-ON-YEAR GROWTH**

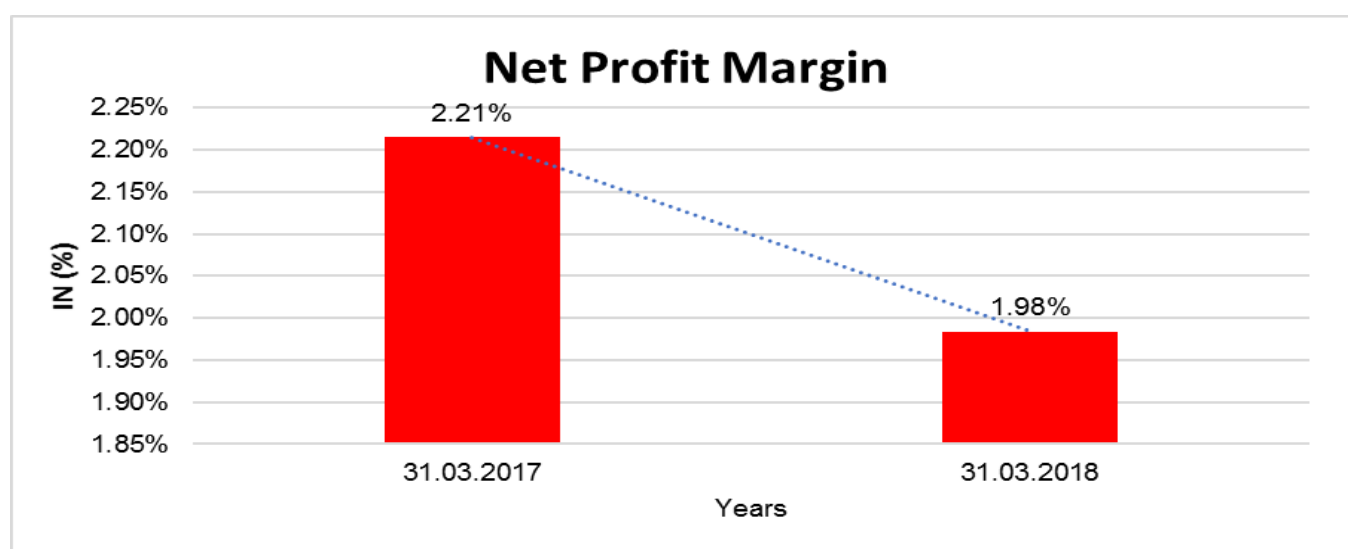
Year on Year Growth	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales	145.105	226.797
		<b>56.299</b>



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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales	145.105	226.797
Profit	3.214	4.500
	<b>2.21%</b>	<b>1.98%</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 – Legal Form	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
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	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	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

**OBSERVATION POINTS**

<b>Name of Company :</b>	ENKOS INTERNATIONAL
<b>Address :</b>	503, The Omkar Summit Bay, Opposite Cinemax Theater, Near Guru Nanak Petrol Pump, Andheri Kurla Road, Andheri East, Mumbai – 400093, Maharashtra, India
<b>Person to whom we met:</b>	Receptionist (Name Not Divulged)
<b>Name Board:</b>	Sighted
<b>Location:</b>	Easy
<b>Landmark (If Any):</b>	Near Baba House
<b>Total Floors of the building:</b>	11 Storey Building
<b>Subject situated on:</b>	5 <sup>th</sup> Floor
<b>Locality:</b>	Commercial
<b>Area:</b>	Upmarket
<b>No. of Employees seen at Premises :</b>	10 (Approximately)
<b>Visibility of Items:</b>	<ul style="list-style-type: none"> <li>• Telephone</li> <li>• Computer</li> <li>• Air Conditioner</li> <li>• Office Equipment</li> <li>• General Office Furniture</li> </ul>
<b>Proof of visit:</b>	Photograph

**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>	AKS
<b>Analysis Done by :</b>	DIV
<b>Report Prepared by :</b>	VINI

**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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