

## MIRA INFORM REPORT

<b>Report No. :</b>	542074
<b>Report Date :</b>	28.11.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	YM INC. (SALES)
<b>Registered Office :</b>	50 Dufflaw Road Toronto Ontario M6A 2W1
<b>Country :</b>	Canada
<b>Financials (as on) :</b>	2017 (Summarized)
<b>Date of Incorporation :</b>	1975
<b>Legal Form :</b>	Federal Corporation with Share Capital
<b>Line of Business :</b>	Subject through its subsidiaries, owns and operates stores that sell apparel for boys and girls, teens, and men and women in Canada and the United States.
<b>No. of Employees :</b>	5,000

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A+
------------------------	----

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>	---

#### 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.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Canada	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

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

### CANADA - ECONOMIC OVERVIEW

Canada resembles the US in its market-oriented economic system, pattern of production, and high living standards. Since World War II, the impressive growth of the manufacturing, mining, and service sectors has transformed the nation from a largely rural economy into one primarily industrial and urban. Canada has a large oil and natural gas sector with the majority of crude oil production derived from oil sands in the western provinces, especially Alberta. Canada now ranks third in the world in proved oil reserves behind Venezuela and Saudi Arabia and is the world's seventh-largest oil producer.

The 1989 Canada-US Free Trade Agreement and the 1994 North American Free Trade Agreement (which includes Mexico) dramatically increased trade and economic integration between the US and Canada. Canada and the US enjoy the world's most comprehensive bilateral trade and investment relationship, with goods and services trade totaling more than \$680 billion in 2017, and two-way investment stocks of more than \$800 billion. Over three-fourths of Canada's merchandise exports are destined for the US each year. Canada is the largest foreign supplier of energy to the US, including oil, natural gas, and electric power, and a top source of US uranium imports.

Given its abundant natural resources, highly skilled labor force, and modern capital stock, Canada enjoyed solid economic growth from 1993 through 2007. The global economic crisis of 2007-08 moved the Canadian economy into sharp recession by late 2008, and Ottawa posted its first fiscal deficit in 2009 after 12 years of surplus. Canada's major banks emerged from the financial crisis of 2008-09 among the strongest in the world, owing to the financial sector's tradition of conservative lending practices and strong capitalization. Canada's economy posted strong growth in 2017 at 3%, but most analysts are projecting Canada's economic growth will drop back closer to 2% in 2018.

Source : CIA

## **STATUTORY INFORMATION**

Legal Name	YM INC. (SALES)
Trade Name	YM INC.
ID	ID
ID Details	001985105
Creation Date	1975
Incorporation	1975
Legal Address	50 Dufflaw Road Toronto Ontario M6A 2W1
Operative Address	50 DUFFLAW ROAD TORONTO Ontario M6A 2W1 CANADA
Telephone	416-789-6999
Fax	416-789-1576
Legal Form	Federal Corporation with Share Capital
E-Mail	customerservice@yminc.ca
Registered In	ONTARIO
Website	www.ym-inc.com
Contact	Michael Gold - President & Board Member
Staff	5,000
Activity	NAICS Code 424330 Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers

## **BANKS**

Name of Bank	Reported Amount
There are no informed banks	
Description	The company does not disclose its banking details.

## **HISTORY**

History	YM Inc. (Sales) was founded in 1975 and is based in Toronto, Canada.
Key Developments	YM Inc. reacts to customer feedback and opens three new stores in Corner Brook A section of the Corner Brook Plaza that has been shut off to shoppers since the closure of Target in 2015 reopened on Friday with a new look and some new stores. YM Inc. added to its list of brands currently available at

the shopping centre with the opening of Urban Planet, Urban Kids and West 49.

The company already has Suzy Shier and Bluenotes locations at the centre.

Luciano Molina, a district manager with the company, said Urban Kids provides clothing and accessories for children up to age 12. Then those shoppers move into Urban Planet which focuses on an age demographic from 16-34.

West 49, he said caters to skateboarders from five and all the way up into adulthood. The company's website describes it as Canada's number 1 men's, ladies' and boys' action sports retailer.

Molina said the Toronto-based company has been attracted to eastern Canada because of the response it's been getting to all of its brands. The three stores that opened in Corner Brook also have locations at the Avalon Mall in St. John's.

While there were quite a few shoppers checking out the new stores Molina said Friday's opening was a soft one.

That event will take place on July 14.

Digital Transformation: How YM Inc. Is Using Shopify Plus to Reimagine Its Retail Future ... Online  
Nov 9, 2017

Retail isn't dead. But it is transforming.

Just ask YM Inc. The Canadian outfitter operates an umbrella of well-known retail brands. With more than 600 physical locations, YM's commitment to the real-world shopping experience has played to legions of shoppers since 1975.

But a look to the future for one of its flagship banners was needed. Urban Planet, a fashion staple for young shoppers, had been online since 2014, though something was missing:

"Our customers are part of a generation constantly looking for that next best thing. And we wanted to bring our retail philosophy — that shopping should be fun, and great fashion should be accessible to everyone — online."

What Urban Planet and YM's other retailers needed wasn't a brand reimagining, but a transformation of their online space: a strategic leap forward that would provide shoppers a digital experience to match YM's distinctive in-store feel.

Parent Company

NA

## **PRINCIPAL ACTIVITY**

### General Description

YM Inc. (Sales), through its subsidiaries, owns and operates stores that sell apparel for boys and girls, teens, and men and women in Canada and the United States.

### Service/Product Description

It offers products in the areas of outerwear, fashion, footwear, accessories, fashion items, lifestyle products, denim, women's fashion products, classics, quintessential basics, hard goods, sportswear, and other products.

### Sales

Wholesale

### Operations Area

National

### Imports From

CHINA, INDIA, THE NETHERLANDS

### Employees

5,000 employees

### Payments with Suppliers

Regular

### Brands

Brand

Comments

Suzy's

Bluenotes

Amnesia

### Clients

Name of Client

Country

Comments

There are no informed clients

### Comments

-

### Suppliers

Supplier Name

Country

Comments

NINGBO HAOQING IMP.AND  
EXP.CO. LTD.

CHINA

-

YIWU HOPEFUL IMP. & EXP.  
CO., LTD.

CHINA

-

FUZHOU HOPEWELL DECOR &  
ACCESSORY

CHINA

-

GOGO FASHIONS PVT., LTD.

INDIA

-

WISKERKE ONIONS BV

THE NETHERLANDS

-

WENZHOU SHARE WIN SHOES  
CO., LTD.

CHINA

-

HANGZHOU REGARDS TEXTILE CHINA  
CO., LTD.  
Comments

-

-

## **LOCATION**

Headquarters

50 DUFFLAW ROAD TORONTO Ontario M6A 2W1  
CANAD

Branches

The company has several branches. Some of them are:  
YM Inc. (Sales)  
1250 South Service Rd Mississauga, ON, L5E 1V4  
Canada

YM Inc. (Sales)  
7575 Weston Rd Woodbridge, ON, L4L 9K5 Canada

YM Inc. (Sales)  
2700 Boul Laurier Bureau 1000 Québec, QC, G1V 4J9  
Canada

YM Inc. (Sales)  
3200 Boul Laframboise Saint-Hyacinthe, QC, J2S 4Z5  
Canada

YM Inc. (Sales)  
220 Yonge St Suite 125 Toronto, ON, M5B 2H1  
Canada

## **GROUP STRUCTURE AND SUBDIARY COMPANIES**

Listed at the stock exchange

NO

Capital

NA

Shareholders (%)

The company does not disclose information on  
shareholders. The following information has been  
provided by private sources and could not be  
confirmed:

Management

The major holder of this company is Michael Gold.  
Michael Gold - President & Board Member  
Morley Beallor - Board Member  
Stuart Eustace - Board Member

Subsidiary Companies

Suzy's Inc.  
5700 Rue Ferrier Mont-Royal | Quebec | H4P 1M7

Bluenotes | Amnesia 1

203 Caledonia Road Toronto | Ontario | M6A 2X3

Suzy's Inc.  
130 Orfus Rd Suite 201 (2nd floor) Toronto | Ontario |  
M6A 1L9

Related Companies

No related companies were found.

## **FINANCIAL INFORMATION**

General Description	The company does not make its financial statements public. The following information has been provided by private sources:
Year/Currency	USD 2017
Sales	335.000.000
Money Flow	Normal
Import Fob Dollar Year	Amount
There are not Import Fob Dollar informed	
Export Fob Dollar Year	Amount
There are not Export Fob Dollar informed	

## **LEGAL FILINGS**

Lawsuits	Jacques Vert Group Limited v. YM Inc. (Sales), 2014 FC 1242 (CanLII) — 2014-12-19 Federal Court — Canada (Federal) wares — mark — trade-mark — marks — confusing
	Singh v. Y.M. Inc. (Sales), 1999 CanLII 14850 (ON SC) — 1999-11-08 Superior Court of Justice — Ontario handbook — vacation pay — pre-judgment interest — assistant warehouse manager — document
	Tommy Hilfiger Licensing Inc. v. Ym Inc. (Sales), 1999 CanLII 7450 (FC) — 1999-01-13 Federal Court — Canada (Federal) alleged trade-marks — defence — brands — particulars need be provided — intelligently
	Tommy Hilfiger Licensing Inc. v. Ym Inc. (Sales), 1998 CanLII 8452 (FC) — 1998-09-15

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

	Federal Court — Canada (Federal) alleged trade-marks — defence — brands — particulars need be provided — intelligently
	Moezzam Saeed Alvi v. YM Inc. (sales), 2003 CanLII 15159 (ON SC) — 2003-09-08 Superior Court of Justice — Ontario coats — bonus — store — shrinkage — inventory
Trademarks	URBAN PLANET retail clothing store services Owned by: YM Inc. (Sales) Serial Number: 75979243  EXCO clothing, namely, pants, jeans, sweaters, shirts, t-shirts, vests, shorts, coats, jackets Owned by: YM Inc. (Sales) Serial Number: 76353682  URBAN PLANET clothing, namely, blazers, blouses, body suits, brassieres, bustiers, coats, dresses, jackets, jeans, jump suits, leggings... Owned by: YM Inc. (Sales) Serial Number: 75276617  STREETWEAR SOCIETY Bangles, necklaces, earrings, pendants, jewelry pins, jewelry brooches, personal jewelry charms, and jewelry chains Owned by: YM Inc. (Sales) Serial Number: 77098047  ANOTHER STORY Retail clothing store services; online sales of clothing Owned by: YM Inc. (Sales) Serial Number: 87245246
Patents Registered	No records found.
Renewals	Date Document Type Document Description 2017-10-29 Amalgamation/merger with corporation: YM INC. (SALES) section 184 2 2017-10-29 Amalgamation/merger with corporation: West 49 (2015) Inc. section 184 2
OFAC Sanctions List Search	The company is not listed in the OFAC Sanctions List.

## **SUMMARY**

### Summary

Founded in 1975, Ym Inc. (Sales) is a large organization in the women's clothing stores industry located in North York, Canada. It has approximately 5,000 full-time employees and generates an estimated USD\$338.4 million in annual revenue. The company operates nationally, mainly importing from India, China and the Netherlands. It is ACTIVE in business with no negative records.

## **RISK INFORMATION**

Debts  
Payments  
Cash Flow  
State

Controlled  
Regular  
Normal  
Active

## **INTERVIEW**

First Name  
Position  
Comments

Stephanie  
-  
She confirmed the name of the company, the address of the headquarters and location, the date of creation of the company, the website and email and the name of the President.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.91
UK Pound	1	INR 90.84
Euro	1	INR 80.42
CAD	1	INR 53.01

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIVR
<b>Report Prepared by :</b>	KET

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**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)