

MIRA INFORM REPORT

Report No. :	535657
Report Date :	25.10.2018

IDENTIFICATION DETAILS

Name :	000 OTEL-KONTRAKT
Registered Office :	Semyonovskaya B. Street 49, Room IV, Office 8 Sokolinaya Gora District 107023 Moscow
Country :	Russia
Financials (as on) :	31.12.2017
Date of Incorporation :	24.08.2005
Com. Reg. No.:	OGRN 1057747963130
Legal Form :	Limited Liability Company
Line of Business :	<ul style="list-style-type: none"> • Trading as importers, wholesalers and distributors of hotel equipment and other hotel supply products. • Wholesale of textiles • Non-specialised wholesale trade;
No. of Employees :	14

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

Status :	Satisfactory
Payment Behaviour :	No Complaints

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Litigation :	Clear
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NOTES :

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 (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

SUMMARY

COMPANY NAME	OOO OTEL-KONTRAKT			
REGISTERED ADDRESS	Street	Area	Town	PO Box
	Semyonovskaya B. Street 49, Room IV, Office 8	Sokolinaya Gora District	Moscow	107023 Moscow
PHONE	Verified Phones: (+7 495) 642 7221 / (+7 495) 640 1537			
EMAIL/WEBSITE	Email: info@h-cs.ru / Website: www.h-cs.ru			
ACTIVITY	NACE 4641 - Wholesale of textiles; NACE 4690 - Non-specialised wholesale trade;			
PRINCIPAL	Yevgeniy Nikolaevich Arsanov Managing Director		Workforce 14	
LEGAL INFO	Date Of Est.	Reg. No.	Legal Form	Status
	24/08/2005	OGRN 1057747963130	LLC	Active
CAPITAL	CURRENCY		AMOUNT	
	RUBLE (RUB)		100,000	

IDENTIFICATION

CO. NAME	OOO OTEL-KONTRAKT		
ENQUIRED NAME	Hotel Contract LLC		
ALSO KNOWN NAME (S)	Hotel Contract & Supply / Hotel Contract LLC / HCS		
STREET	Semyonovskaya B. Street 49, Room IV, Office 8		
AREA	Sokolinaya Gora District		
POSTAL ADDRESS	107023 Moscow		
TOWN	Moscow		
COUNTRY	Russia		
PHONE	(+7 495) 642 7221 / (+7 495) 640 1537		
VERIFIED EMAIL	info@h-cs.ru / info01@h-cs.ru / dts@h-cs.ru		
WEBSITE	www.h-cs.ru		
BUSINESS HOURS	DAYS	OFFICE HOURS	BREAK TIME
	Mon-Fri	09:00-18:00	13:00-14:00
REGISTERED ADDRESS	Semyonovskaya B. Street 49, Room IV, Office 8 Sokolinaya Gora District 107023 Moscow Russia		
PHYSICAL ADDRESS	Entuziastov Highway 5, Building 3 111024 Moscow Russia		

FORMER ADDRESS 16-ya Parkovaya Street 27
105484 Moscow
Russia

SENIOR PERSONNEL

MANAGEMENT	NAME	POSITION
	Yevgeniy Nikolaevich Arsanov	Managing Director
	Ms. Alena	Head of Customer Service Department
WORKFORCE	NO. OF EMPLOYEES	PERIOD
	14	10.2018

FINANCIAL SUMMARY

TURNOVER	31/12/2017	31/12/2016
	RUBLE 141,638,000	RUBLE 139,832,000
NET PROFIT / (LOSS)	31/12/2017	31/12/2016
	RUBLE 6,285,000	RUBLE 15,044,000
NOTES	Balance sheets as at 31 December 2017 showed:	

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

ASSETS

Non-current assets		
Intangible assets	119,000	123,000
Total non-current assets	119,000	123,000
Current assets		
Stock	30,252,000	40,480,000
Value added tax on purchased valuables	640,000	313,000
Trade receivables	15,960,000	4,664,000
Cash equivalents	2,566,000	3,921,000
Other current assets	1,413,000	900,000
Total current assets	50,831,000	50,279,000
TOTAL ASSETS	50,951,000	50,402,000

EQUITY & LIABILITIES

Equity

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Share capital	100,000	100,000
Retained earnings	25,343,000	31,736,000
Total equity	25,443,000	31,836,000
Long-term liabilities		
Borrowings	11,500,000	1,500,000
Total long-term liabilities	11,500,000	1,500,000
Short-term Liabilities		
Accounts payable	13,992,000	17,039,000
Deferred income	15,000	15,000
Other liabilities	0	11,000
Total Short-term liabilities	14,007,000	17,065,000
TOTAL EQUITY & LIABILITIES	50,951,000	50,402,000

INCOME STATEMENT

Revenue	141,638,000	139,832,000
Cost of Sales	(99,962,000)	(96,974,000)
Gross Profit	41,676,000	42,858,000
Commercial expenses	(30,882,000)	(27,255,000)
Administrative expenses	(514,000)	0
Profit(loss) from sales	10,280,000	15,603,000
Other income and expenses		
Other income	2,379,000	10,098,000
Other expenses	(4,582,000)	(6,764,000)
Profit(loss) before taxation	8,077,000	18,937,000
Current income tax	(1,792,000)	(3,893,000)
Net Profit(loss)	6,285,000	15,044,000

FISCAL YEAR-END

31 December.

LEGAL STATUS

**INCORPORATION
REGISTRATION NO.**

24/08/2005
C.R. NUMBER
OGRN 1057747963130

ISSUED BY
Federal Tax
Service

OTHER REGISTRATION NO.

INN 7719563559 (Tax Code) / KPP 771901001 / OKPO
78525778 (Statistics Code) / OKTMO 45303000000

AUTHORISED CAPITAL

AMOUNT
100,000

CURRENCY
RUBLE

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PAID-UP CAPITAL	AMOUNT	CURRENCY
	100,000	RUBLE
BUSINESS HISTORY	The Company was incorporated in Russia on 24 August 2005.	
LEGAL FORM	Limited Liability Company	
STATUS	Active	
SOLE SHAREHOLDER	NAME	PERCENTAGE
	Yevgeniy Nikolaevich Arsanov	100.00%
	Nationality: Russian	
	Tax Code: INN 773304093359	

OPERATION

BANKERS	AO Alfa-Bank Kalanchevskaya Street 27 Moscow 107078 Russia Phone: (+7 495) 620 9191
ACTIVITY CODE (NACE)	4641 - Wholesale of textiles; 4690 - Non-specialised wholesale trade;
LINE OF BUSINESS	Trading as importers, wholesalers and distributors of hotel equipment and other hotel supply products.

Subject's range of products includes:

- Luggage trolleys;
- Ironing centers;
- Tea stations;
- Ice buckets;
- Hangers;
- Urns;
- Hair dryers;
- Minibars;
- Safes;
- Terry towels.

Subject's clients includes: Marriott, Renaissance, Court Yard, Hilton, Doubletree by Hilton, Hilton Garden Inn, Hampton, Intercontinental, Crown Plaza, Novotel, Mercure, Ibis and Korston.

IMPORT FROM	Europe, Germany, China, India, Hong Kong, Malaysia and USA.
EXPORT TO	Subject does not export, all sales are domestic.
TRADE REFERENCES	Ming Fai Industrial (Shenzhen) Co. Ltd Bainikeng Pinghu, Longgang, Shenzhen, 518111, China Jiangsu SOHO International Group Yangzhou Co., Ltd. No.628 Middle Yangzijiang Rd, Yangzhou, Jiangsu (225001) China

Ladycare Amenities Manufacturing Co, Ltd
Unit 2207-2211, Telford House, 16 Wang Hoi Road, Kowloon Bay,
Kowloon
China

Intermarket (India) Pvt. Ltd
Plot No. H1, H1A & R32, SIPCOT Industrial Growth Centre, 4th Cross,
Kovai Road, Perundurai. Erode - 638 052. Tamilnadu
India

Sysco Guest Supply Europe
Venus House, Calleva Park Aldermaston, Berkshire RG7 8D.
USA

Federal Metal Printing Factory Sdn Bhd
Jalan Kawat 15/18 40000 Shah Alam, Selangor Darul Ehsan
Malaysia

BUNZL Verpackungen GmbH
Elbestrasse 1-3 . D-45768 Marl
Germany

Guest Packaging Inc
414 East Inman Avenue, Rahway NJ 07065
USA

FACILITIES

Premises comprising administrative offices located at the heading address.

PAYMENT

CREDIT OPINION

We consider it is acceptable to deal with subject.

SPECIAL REMARKS

**INTERVIEWED
COMMENTS**

Ms. Alena (Head of Customer Service Department).
You enquired on: Hotel Contract LLC. Please note that subject's
correct registered name is as per heading.

The address which you provided: 16 Parkovaya Street 27 Moscow
105484 applies to subject's former address. Please note that subject's
current administrative address is located at the heading address.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.26
UK Pound	1	INR 95.05
Euro	1	INR 83.99
RUB	1	INR 1.12

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

INFORMATION DETAILS

Analysis Done by :	VIV
Report Prepared by :	TRU

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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)