

MIRA INFORM REPORT

| | |
|---------------|------------|
| Report No. : | 527596 |
| Report Date : | 04.09.2018 |

IDENTIFICATION DETAILS

| | |
|--|--|
| Name : | MARGO BIOCONTROLS PRIVATE LIMITED |
| Registered Office : | Plot No.16, Phase II Peenyaindl Area, Bangalore Industrial Area, Bangalore – 560058, Karnataka |
| Tel. No.: | 91-80-40061999 |
| Country : | India |
| Financials (as on) : | 31.03.2018 |
| Date of Incorporation : | 29.08.1994 |
| CIN No.: [Company Identification No.] | U24119KA1994PTC016163 |
| Capital Investment / Paid-up Capital : | INR 30.000 Million |
| PAN No.: [Permanent Account No.] | AABCM3217B |
| GSTN : [Goods & Service Tax Registration No.] | 32AABCM3217B1ZB |
| Legal Form : | Private Limited Liability Company |
| Line of Business : | Manufacturer of agro chemical products and other fertilizers. (Registered activity) |
| No. of Employees : | Information declined by the management |

RATING & COMMENTS

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

MIRA's Rating :

B

| Credit Rating | Explanation | Rating Comments |
|---------------|-------------|-----------------|
|---------------|-------------|-----------------|

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| | | |
|---|-------------|---|
| B | Medium Risk | Business dealings permissible on a regular monitoring basis |
|---|-------------|---|

| | |
|-------------------------------|---|
| Maximum Credit Limit : | USD 99000 |
| Status : | Moderate |
| Payment Behaviour : | Slow but correct |
| Litigation : | Clear |
| Comments : | <p>Subject was incorporated in the year 1994 and it is a manufacturer of agro chemical products and other fertilizers.</p> <p>As per financials of March 2018, the company has registered decent growth in its revenue and has reported average profit margin.</p> <p>Rating takes into consideration the company's moderate financial risk profile along with low reserves level and unfavourable gap between its trade payables to its trade receivables.</p> <p>Payments seems to be slow but correct.</p> <p>In view of aforesaid, the company can be considered for business dealings with some caution.</p> |

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 (31.12.2017) | Current Rating (01.04.2018) |
|--------------|---------------------------------|--------------------------------|
| 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 |

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EXTERNAL AGENCY RATING

| | |
|--------------------|---------------|
| Rating Agency Name | Not Available |
| Rating | Not Available |
| Rating Explanation | Not Available |
| Date | 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 04.09.2018

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 DENIED BY

| | |
|---------------|----------------|
| Name : | Mr. Srinivasan |
| Designation : | Manager |
| Contact No.: | 91-80-40061999 |
| Date : | 31.08.2018 |

MANAGEMENT NON-COOPERATIVE – Tel. No.: 91-80-23613051

LOCATIONS

| | |
|---------------------|--|
| Registered Office : | Plot No.16, Phase II Peenyaindl Area, Bangalore Industrial Area, Bangalore – |
|---------------------|--|

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|------------------|--|
| | 560058, Karnataka, India |
| Tel. No.: | 91-80-40061999 / 28397275 / 23613051 |
| Fax No.: | 91-80-28392135 |
| E-Mail : | margo@vsnl.com contact@margibiocon.com |
| Website: | www.pjmargo.com |

DIRECTORS

As on 31.03.2018

| | | | |
|------------------------------|--|-------------------|-----------------|
| Name : | Mr. Ajit Tekchand Vaswani | | |
| Designation : | Director | | |
| Address : | 502, Solitaire Hiranandani Gardens, Powai, Mumbai - 400076, Maharashtra, India | | |
| Date of Birth/Age : | 05.07.1937 | | |
| Date of Appointment : | 22.12.2003 | | |
| DIN No.: | 00057953 | | |
| Other Directorship: | | | |
| CIN/FCRN | Company Name | Begin Date | End Date |
| L45200MH2005PLC152061 | KEC INTERNATIONAL LIMITED | 12/01/2006 | - |
| L72200PN1963PLC012621 | ZENSAR TECHNOLOGIES LIMITED | 09/02/1996 | - |
| U15133PN2006PTC139152 | SONOCO INDIA PRIVATE LIMITED | 08/05/2006 | - |
| U24110MH1986PLC038680 | EMBIO LIMITED | 16/10/2001 | - |
| U24219KA1991PTC011795 | PJ MARGO PRIVATE LIMITED | 16/12/1994 | - |
| U72200PN1984PLC034103 | ZENSAR TRANSFORMATION SERVICES LIMITED | 15/03/2000 | - |
| Name : | Mr. Pradeep Jaipuria | | |
| Designation : | Director | | |
| Address : | 165a, 2nd Floor, 9th Main RMV Extn. BG Bangalore - 560080, Karnataka, India | | |
| Date of Birth/Age : | 01.05.1950 | | |
| Date of Appointment : | 29.08.1994 | | |
| DIN No.: | 00121685 | | |
| Other Directorship: | | | |
| CIN/FCRN | Company Name | Begin Date | End Date |
| L18101KA1994PLC016554 | PAGE INDUSTRIES LIMITED | 14/08/2014 | - |
| U01117KA1996PTC020454 | ANKUR BOTANICALS PRIVATE LIMITED | 13/05/1996 | - |
| U01409KA2002PTC030995 | GREEN THUMB GARDEN CARE PRIVATE LIMITED | 13/09/2002 | - |
| U15143KA1973PLC002426 | AGRO EXTRACTS LIMITED | 09/10/1973 | - |
| U24219KA1991PTC011795 | PJ MARGO PRIVATE LIMITED | 22/03/1991 | - |
| U24249KA1996PTC020563 | P J ENTERPRISES PRIVATE LIMITED | 31/05/1996 | - |
| U45203KA1996PTC020562 | P J PROJECT ENGINEERS PRIVATE LIMITED | 31/05/1996 | - |
| U72200KA2006PTC040743 | GIZA NETWORK PRIVATE LIMITED | 16/10/2006 | - |
| U72900KA2000PTC027983 | BIGBRIDGES NETWORK SOLUTIONS PRIVATE | 19/10/2000 | - |

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| LIMITED | | | |
|------------------------------|--|-------------------|-----------------|
| Name : | Mr. Praveen Jaipuria | | |
| Designation : | Director | | |
| Address : | No 165A, Jaipuria House, 9th Main Road, R M V Extension, Sadashivanagar Bangalore – 560080, Karnataka, India | | |
| Date of Birth/Age : | 03.01.1954 | | |
| Date of Appointment : | 29.08.1994 | | |
| DIN No.: | 00320959 | | |
| Other Directorship: | | | |
| CIN/FCRN | Company Name | Begin Date | End Date |
| U15143KA1973PLC002426 | AGRO EXTRACTS LIMITED | 18/05/1992 | - |
| U24219KA1991PTC011795 | PJ MARGO PRIVATE LIMITED | 22/03/1991 | - |
| U67120KA1995PTC017935 | JAIPURIA ASSOCIATES PRIVATE LIMITED | 01/06/1995 | - |
| Name : | Mr. Jow Lih Su | | |
| Designation : | Director | | |
| Address : | 316, Hammonton Street Silver Spring MD 20904 United States | | |
| Date of Birth/Age : | 21.10.1956 | | |
| Date of Appointment : | 25.09.2001 | | |
| DIN No.: | 01719042 | | |
| Other Directorship: | | | |
| CIN/FCRN | Company Name | Begin Date | End Date |
| U24219KA1991PTC011795 | PJ MARGO PRIVATE LIMITED | 25/09/2001 | - |
| Name : | Mr. Sudhir Kant | | |
| Designation : | Director | | |
| Address : | No.751, 8th Cross, 2nd Block, R T Nagar, Bengaluru - 560032, Karnataka, India | | |
| Date of Birth/Age : | 12.10.1959 | | |
| Date of Appointment : | 01.07.2011 | | |
| DIN No.: | 01945020 | | |
| Other Directorship: | | | |
| CIN/FCRN | Company Name | Begin Date | End Date |
| U24219KA1991PTC011795 | PJ MARGO PRIVATE LIMITED | 01/07/2011 | - |
| U51496KA2005PTC037842 | AXION IMPEX PRIVATE LIMITED | 05/12/2005 | - |
| U67120KA2007PTC043173 | FORUM SYNERGIES (INDIA) PE FUND MANAGERS PRIVATE LIMITED | 16/04/2008 | - |
| U72200KA2013PTC067673 | ONEENTERPRISE SOFTWARE PRODUCTS & SERVICES PRIVATE LIMITED | 27/01/2016 | - |
| U74140KA2002PTC031164 | AVASHYA SECURITIES PRIVATE LIMITED | 27/07/2012 | - |
| U74899DL1994PTC058994 | BIO INSTRUMENTS (INDIA) PRIVATE LIMITED | 12/05/1994 | - |
| U74900PB2014PTC038950 | KLOROFIL S K M PRIVATE LIMITED | 29/09/2014 | - |
| U74990KA2007PTC043486 | APRICOT ADVISORS PRIVATE LIMITED | 24/10/2009 | - |
| Name : | Mr. Eiji Hatanaka | | |
| Designation : | Additional Director | | |

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| | | | |
|------------------------------|--|--------------------------|-------------------|
| Address : | Room No. 303, 15-5, Tamagawa 1-Chome, Setagaya-Ku Tokyo 1580094, Japan | | |
| Date of Appointment : | 27.06.2018 | | |
| DIN No.: | 08171545 | | |
| Other Directorship: | | | |
| | CIN/FCRN | Company Name | Begin Date |
| | U24219KA1991PTC011795 | PJ MARGO PRIVATE LIMITED | 27/06/2018 |
| | | | End Date |
| | | | - |

KEY EXECUTIVES

| | |
|------------------------------|---|
| Name : | Mr. Srinivasan |
| Designation : | Manager |
| Name : | Ms. Chani Agarwal |
| Designation : | Company Secretary |
| Address : | 81, 17th Cross Margosa Road, Malleshwaram, Bangalore 560003, Karnataka, India |
| Date of Appointment : | 05.05.2017 |
| PAN No.: | BVPPA4460F |

MAJOR SHAREHOLDERS / SHAREHOLDING PATTERN

As on 31.03.2017

| Names of Shareholders | No. of Shares |
|---------------------------------|----------------------|
| PJ Margo Private Limited, India | 2999900 |
| BS Madhusudan | 100 |
| Total | 3000000 |

Equity Share Break up (Percentage of Total Equity)

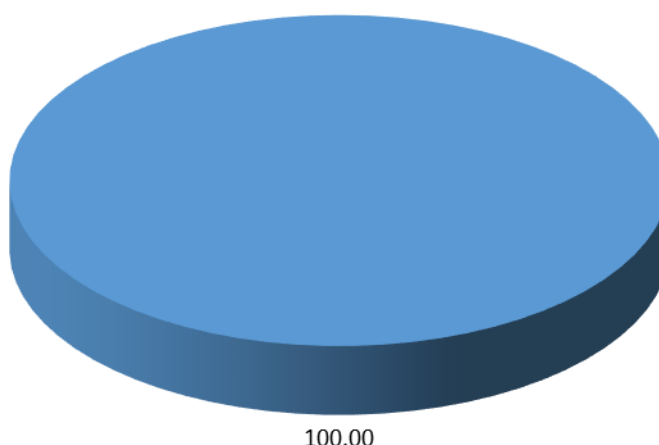
As on 27.06.2018

| Category | Percentage |
|---------------------------|-------------------|
| Promoter - Body corporate | 100.00 |
| Total | 100.00 |

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Share holding pattern

■ Promoter - Body corporate



BUSINESS DETAILS

| | | |
|---------------------------|---|----------------------------|
| Line of Business : | Manufacturer of agro chemical products and other fertilizers. (Registered activity) | |
| Products : | Item Code No. | Product Description |
| | 2021 | Agro Chemical Products |
| | 20129 | Other Fertilizers |
| Brand Names : | Not Available | |
| Agencies Held : | Not Available | |
| Exports : | Not Divulged | |
| Imports : | Not Divulged | |
| Terms : | Not Divulged | |

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GENERAL INFORMATION

| | | | |
|---------------------------|--|--|--|
| Suppliers : | Reference : | Not Divulged | |
| | Name of the Person : | -- | |
| | Contact No.: | -- | |
| | Since How Long Known : | -- | |
| | Maximum Limit Dealt : | -- | |
| | Experience : | -- | |
| | Remark: | -- | |
| Customers : | Reference : | Not Divulged | |
| | Name of the Person : | -- | |
| | Contact No.: | -- | |
| | Since How Long Known : | -- | |
| | Maximum Limit Dealt : | -- | |
| | Experience : | -- | |
| | Remark: | -- | |
| No. of Employees : | Information declined by the management | | |
| Bankers : | Bank Name | State Bank of India | |
| | Branch | -- | |
| | Person Name (With Designation) | -- | |
| | Contact Number | -- | |
| | Name of Account Holder | -- | |
| | Account Number | -- | |
| | Account Since (Date/Year of Account Opening) | -- | |
| | Average Balance Maintained (If Possible) | -- | |
| | Credit Facilities Enjoyed (If any) | -- | |
| | Account Operation | -- | |
| | Remarks (If any) | -- | |
| Facilities : | Secured Loan | 31.03.2018 (INR in Million) | 31.03.2017 (INR in Million) |
| | Short-term Borrowings | | |
| | From State Bank of India | 48.204 | 37.274 |
| | (Working Capital Loan (secured by charge over current assets of the company and Corporate Guarantee of Holding Co. PJ Margo Private Limited) | | |

| | | | |
|--|--------------|---------------|---------------|
| | Total | 48.204 | 37.274 |
|--|--------------|---------------|---------------|

| | |
|--|--|
| Auditors : | |
| Name : | G R Venkatanarayana Chartered Accountants |
| Address : | No. 618, 75th Cross, 6th Block, Rajajinagar, Bangalore – 560010, Karnataka, India |
| Tel. No.: | 91-80-23404921 |
| E-Mail : | grvauditor@gmail.com 1grvenkal@gmail.com |
| Income-tax PAN of auditor or auditor's firm : | AAAFG5658A |
| Memberships : Not Available | |
| Collaborators : Not Available | |
| Holding Company : | <ul style="list-style-type: none"> PJ Margo Private Limited, India U24219KA1991PTCOI1795 |
| JV Partner of Holding Company: | <ul style="list-style-type: none"> Certis USA |

CAPITAL STRUCTURE

As on 31.03.2018

Authorised Capital :

| No. of Shares | Type | Value | Amount |
|---------------|---------------|---------------|--------------------|
| 3500000 | Equity Shares | INR 10/- each | INR 35.000 Million |

Issued, Subscribed & Paid-up Capital :

| No. of Shares | Type | Value | Amount |
|---------------|---------------|---------------|--------------------|
| 3000000 | Equity Shares | INR 10/- each | INR 30.000 Million |

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FINANCIAL DATA
[all figures are in INR Million]

ABRIDGED BALANCE SHEET

| SOURCES OF FUNDS | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|---|----------------|---------------|---------------|
| I. EQUITY AND LIABILITIES | | | |
| (1) Shareholders' Funds | | | |
| (a) Share Capital | 30.000 | 30.000 | 30.000 |
| (b) Reserves & Surplus | 4.787 | 1.244 | -0.378 |
| (c) Money received against share warrants | 0.000 | 0.000 | 0.000 |
| (2) Share Application money pending allotment | 0.000 | 0.000 | 0.000 |
| Total Shareholders' Funds (1) + (2) | 34.787 | 31.244 | 29.622 |
| (3) Non-Current Liabilities | | | |
| (a) long-term borrowings | 0.000 | 0.000 | 0.000 |
| (b) Deferred tax liabilities (Net) | 0.091 | 0.211 | 0.171 |
| (c) Other long term liabilities | 4.181 | 3.972 | 4.042 |
| (d) long-term provisions | 0.000 | 0.165 | 0.078 |
| Total Non-current Liabilities (3) | 4.272 | 4.348 | 4.291 |
| (4) Current Liabilities | | | |
| (a) Short term borrowings | 48.204 | 37.274 | 45.246 |
| (b) Trade payables | 8.108 | 1.556 | 3.435 |
| (c) Other current liabilities | 15.145 | 14.431 | 14.990 |
| (d) Short-term provisions | 2.070 | 0.520 | 1.500 |
| Total Current Liabilities (4) | 73.527 | 53.781 | 65.171 |
| TOTAL | 112.586 | 89.373 | 99.084 |
| II. ASSETS | | | |
| (1) Non-current assets | | | |
| (a) Fixed Assets | | | |
| (i) Tangible assets | 4.369 | 5.616 | 6.561 |
| (ii) Intangible Assets | 0.000 | 0.000 | 0.000 |
| (iii) Capital work-in-progress | 0.183 | 0.000 | 0.000 |
| (iv) Intangible assets under development | 0.000 | 0.000 | 0.000 |
| (b) Non-current Investments | 0.010 | 0.010 | 0.090 |
| (c) Deferred tax assets (net) | 0.000 | 0.000 | 0.000 |
| (d) Long-term Loan and Advances | 4.299 | 4.400 | 1.963 |

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| | | | |
|-----------------------------------|----------------|---------------|---------------|
| (e) Other Non-current assets | 0.000 | 0.000 | 0.000 |
| Total Non-Current Assets | 8.861 | 10.026 | 8.614 |
| (2) Current assets | | | |
| (a) Current investments | 0.000 | 0.000 | 0.000 |
| (b) Inventories | 40.602 | 50.521 | 50.343 |
| (c) Trade receivables | 55.846 | 25.297 | 35.529 |
| (d) Cash and cash equivalents | 1.924 | 2.528 | 2.599 |
| (e) Short-term loans and advances | 5.353 | 1.001 | 1.999 |
| (f) Other current assets | 0.000 | 0.000 | 0.000 |
| Total Current Assets | 103.725 | 79.347 | 90.470 |
| TOTAL | 112.586 | 89.373 | 99.084 |

PROFIT & LOSS ACCOUNT

| | PARTICULARS | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|------------------|---|-------------------|-------------------|-------------------|
| | SALES | | | |
| | Income | 183.482 | 139.142 | 170.926 |
| | Other Income | 0.253 | 0.179 | 0.643 |
| | TOTAL | 183.735 | 139.321 | 171.569 |
| Less | EXPENSES | | | |
| | Cost of Materials Consumed | 53.957 | 47.475 | 63.784 |
| | Purchases of Stock-in-Trade | 26.909 | 20.479 | 32.747 |
| | Changes in inventories of finished goods, work-in-progress and Stock-in-Trade | 8.174 | (0.814) | (3.947) |
| | Employees benefits expense | 25.139 | 23.129 | 21.635 |
| | Other expenses | 56.141 | 38.690 | 42.630 |
| | TOTAL | 170.320 | 128.959 | 156.849 |
| | PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION | 13.415 | 10.362 | 14.720 |
| Less | FINANCIAL EXPENSES | 6.402 | 6.773 | 6.251 |
| | PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION | 7.013 | 3.589 | 8.469 |
| Less/ Add | DEPRECIATION/ AMORTISATION | 1.520 | 1.497 | 1.469 |
| | PROFIT/ (LOSS) BEFORE TAX | 5.493 | 2.092 | 7.000 |

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| | | | | |
|-------------|--|--------------|----------------|----------------|
| Less | TAX | 1.950 | 0.560 | 1.671 |
| | PROFIT/ (LOSS) AFTER TAX | 3.543 | 1.532 | 5.329 |
| Add | PREVIOUS YEARS' BALANCE BROUGHT FORWARD | 1.244 | (0.378) | (5.557) |
| Add | Earlier year excess proposed dividend and dividend distribution tax (L) | 0.000 | 0.000 | 0.000 |
| | Income tax Earlier Years | 0.000 | (0.090) | 0.150 |
| | Balance Carried to the B/S | 4.787 | 1.244 | (0.378) |
| | IMPORTS | | | |
| | Raw Materials and Components and Stores parts | 0.000 | 3.299 | 0.000 |
| | TOTAL IMPORTS | 0.000 | 3.299 | 0.000 |
| | Earnings / (Loss) Per Share (INR) | 1.18 | 0.51 | 1.78 |

CURRENT MATURITIES OF LONG TERM DEBT DETAILS

| Particulars | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|---------------------------------------|------------|------------|------------|
| Current Maturities of Long term debt | NA | NA | NA |
| Cash generated from operations | NA | NA | NA |
| Net cash flow from operating activity | 12.225 | 8.373 | NA |

KEY RATIOS

EFFICIENCY RATIOS

| PARTICULARS | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|---|------------|------------|------------|
| Average Collection Days (Sundry Debtors / Income * 365 Days) | 111.09 | 66.36 | 75.87 |
| Account Receivables Turnover (Income / Sundry Debtors) | 3.29 | 5.50 | 4.81 |
| Average Payment Days (Sundry Creditors / Purchases * 365 Days) | 36.60 | 8.36 | 12.99 |

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| | | | |
|---|------|------|------|
| Inventory Turnover (Operating Income / Inventories) | 0.33 | 0.21 | 0.29 |
| Asset Turnover (Operating Income / Net Fixed Assets) | 2.95 | 1.85 | 2.24 |

LEVERAGE RATIOS

| PARTICULARS | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|--|------------|------------|------------|
| Debt Ratio ((Borrowing + Current Liabilities) / Total Assets) | 0.65 | 0.60 | 0.66 |
| Debt Equity Ratio (Total Liability / Networth) | 1.39 | 1.19 | 1.53 |
| Current Liabilities to Networth (Current Liabilities / Net Worth) | 2.11 | 1.72 | 2.20 |
| Fixed Assets to Networth (Net Fixed Assets / Networth) | 0.13 | 0.18 | 0.22 |
| Interest Coverage Ratio (PBIT / Financial Charges) | 2.10 | 1.53 | 2.35 |

PROFITABILITY RATIOS

| PARTICULARS | | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|--|---|------------|------------|------------|
| Net Profit Margin ((PAT / Sales) * 100) | % | 1.93 | 1.10 | 3.12 |
| Return on Total Assets ((PAT / Total Assets) * 100) | % | 3.15 | 1.71 | 5.38 |
| Return on Investment (ROI) ((PAT / Networth) * 100) | % | 10.18 | 4.90 | 17.99 |

SOLVENCY RATIOS

| PARTICULARS | 31.03.2018 | 31.03.2017 | 31.03.2016 |
|---|------------|------------|------------|
| Current Ratio (Current Assets / Current Liabilities) | 1.41 | 1.48 | 1.39 |

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| | | | |
|---|------|------|------|
| Quick Ratio (Current Assets – Inventories) / Current Liabilities) | 0.86 | 0.54 | 0.62 |
| G-Score Ratio Financial (Networth / Total Assets) | 0.31 | 0.35 | 0.30 |
| G-Score Ratio Debt (Debts / Equity Capital) | 1.61 | 1.24 | 1.51 |
| G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities) | 1.41 | 1.48 | 1.39 |

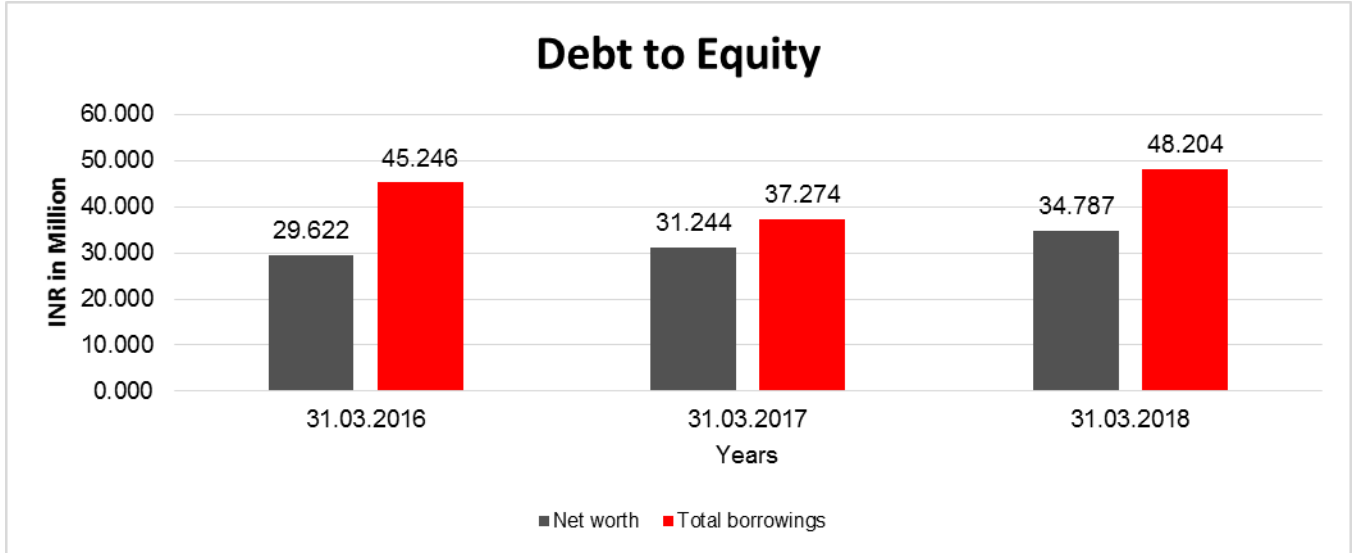
Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

FINANCIAL ANALYSIS
[all figures are INR Million]

DEBT EQUITY RATIO

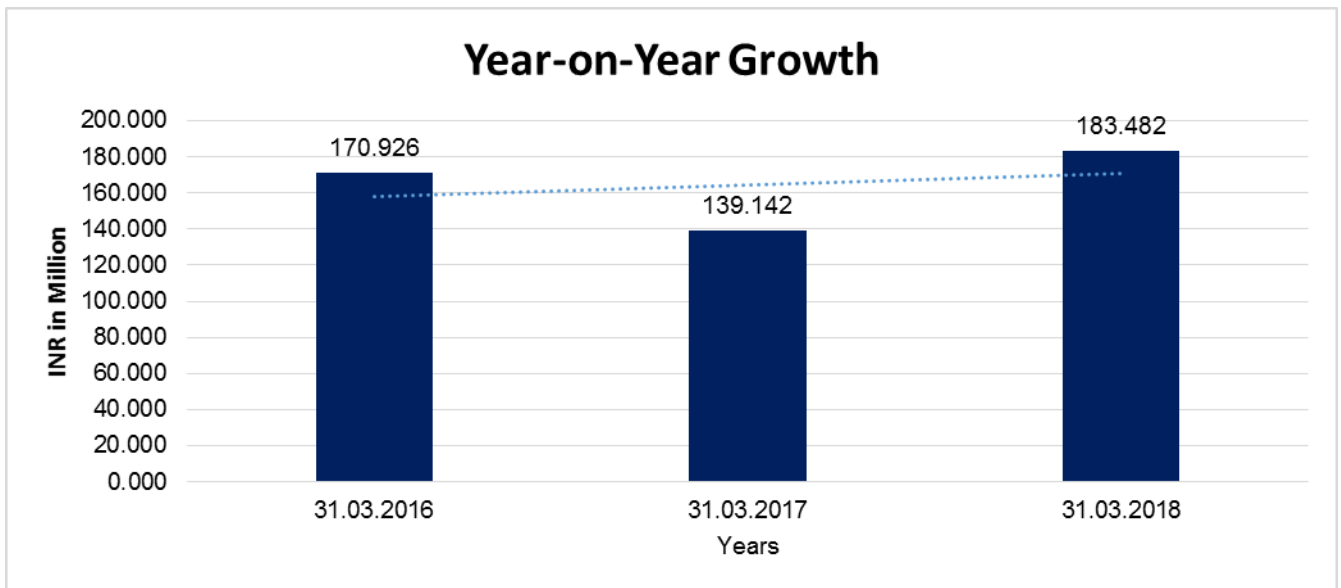
| Particular | 31.03.2016 | 31.03.2017 | 31.03.2018 |
|--------------------------|----------------|----------------|----------------|
| | INR In Million | INR In Million | INR In Million |
| Share Capital | 30.000 | 30.000 | 30.000 |
| Reserves & Surplus | (0.378) | 1.244 | 4.787 |
| Net worth | 29.622 | 31.244 | 34.787 |
| Long Term borrowings | 0.000 | 0.000 | 0.000 |
| Short Term borrowings | 45.246 | 37.274 | 48.204 |
| Total borrowings | 45.246 | 37.274 | 48.204 |
| Debt/Equity ratio | 1.527 | 1.193 | 1.386 |

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YEAR-ON-YEAR GROWTH

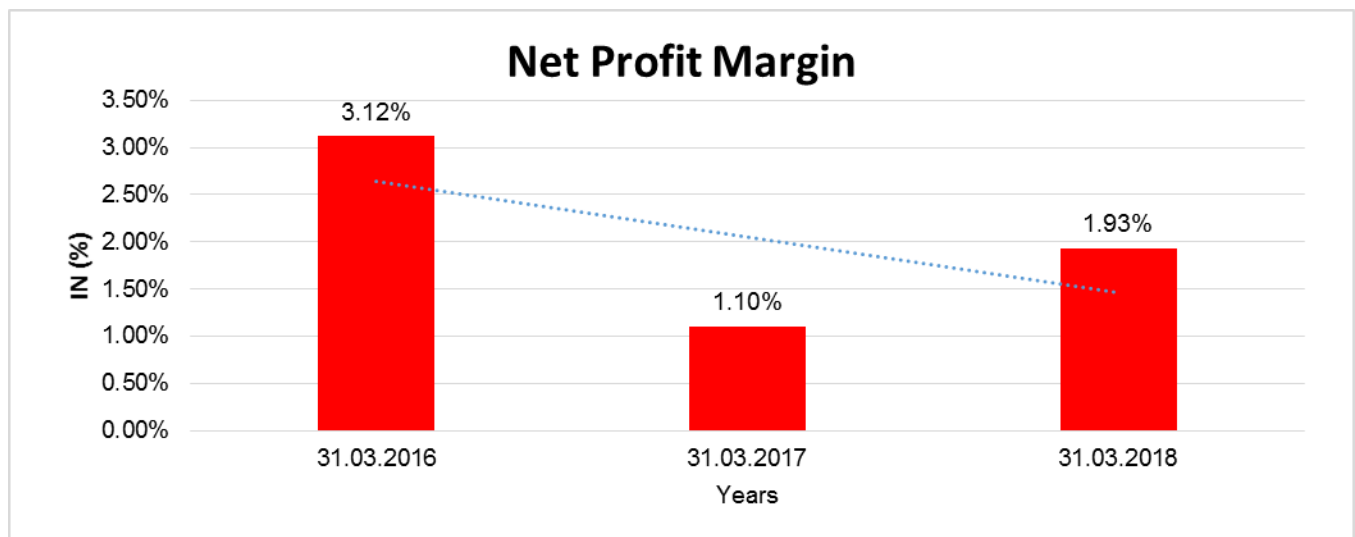
| Year on Year Growth | 31.03.2016 | 31.03.2017 | 31.03.2018 |
|---------------------|----------------|-----------------|----------------|
| | INR In Million | INR In Million | INR In Million |
| Sales | 170.926 | 139.142 | 183.482 |
| | | (18.595) | 31.867 |



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NET PROFIT MARGIN

| Net Profit Margin | 31.03.2016 | 31.03.2017 | 31.03.2018 |
|-------------------|----------------|----------------|----------------|
| | INR In Million | INR In Million | INR In Million |
| Sales | 170.926 | 139.142 | 183.482 |
| Profit | 5.329 | 1.532 | 3.543 |
| | 3.12% | 1.10% | 1.93% |



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 -Incorporation details | Yes |
| 3 | Locality of the entity | Yes |
| 4 | Premises details | No |
| 5 | Buyer visit details | -- |
| 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 | No |
| 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 |

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| | | |
|----|---|-----|
| 16 | No. of employees | No |
| 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 three years | Yes |
| 27 | Reasons for variation <> 20% | -- |
| 28 | Estimation for coming financial year | No |
| 29 | Profitability for last three years | Yes |
| 30 | Major shareholders, if available | Yes |
| 31 | External Agency Rating, if available | No |
| 32 | Litigations that the firm/promoter involved in | -- |
| 33 | Market information | -- |
| 34 | Payments terms | No |
| 35 | Negative Reporting by Auditors in the Annual Report | No |

OPERATIONS

The turnover of Margo Biocontrols Private limited for the year was INR 183.480 million as compared to INR 139.140 million and consequently the profitability increased to INR 5.490 million compared to INR 2.090 million last year.

During the year, Neem products became available for sale from August onwards.

The sale of Humic products was much better than expected due to improvement in product quality and addition of new customers.

Consequently, the performance of the Company was much better than last year.

With New variants of Humic products in the pipeline and introduction of bio-products, the Company is looking to a higher turnover and profitability in the coming year.

The Company has not incurred any expenditure in foreign exchange during the year on import of raw materials, as against INR 2.560 million in the previous year.

INDEX OF CHARGES:

| SN o | SRN | Char ge Id | Charge Holder | Date of Creati | Date of Modific | Date of Satisf | Amount | Address |
|------|-----|------------|---------------|----------------|-----------------|----------------|--------|---------|
|------|-----|------------|---------------|----------------|-----------------|----------------|--------|---------|

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| | | | Name | on | ation | ction | | |
|---|-------------------|--------------|---------------------------|----------------|----------------|-------|------------|--|
| 1 | G531 7924 8 | 9020 0510 | State Bank of India | 01/07/2 000 | 21/08/2 017 | - | 61500000.0 | STATE BANK OF INDIA B-96, IInd CROSS, PEENYA INDUSTRIAL ESTATE, BENGALURU - 560058, KARNATAKA, INDIA |
| 2 | Y103 0198 4 | 9020 0085 | STATE BANK OF INDIA | 26/04/1 996 | 04/11/1 997 | - | 7000000.0 | PEENYA INDUSTRIAL ESTATE, BANGALORE - 560058, KARNATAKA, INDIA |

CONTINGENT LIABILITIES:

(INR in million)

| PARTICULARS | 31.03.2018 | 31.03.2017 |
|-----------------------------------|-------------------|-------------------|
| Guarantee Outstanding aggregating | 0.200 | 0.200 |

FIXED ASSETS

- Furniture and Fixture
- Plant and Machinery
- Vehicle
- Office Equipment
- Computer Equipments
- Temporary Shed

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 70.92 |
| UK Pound | 1 | INR 92.35 |
| Euro | 1 | INR 83.83 |

INFORMATION DETAILS

| | |
|---------------------------|------|
| Information Gathered by : | SWTA |
| Analysis Done by : | VIV |
| Report Prepared by : | SUJ |

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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