

MIRA INFORM REPORT

| | |
|----------------------|------------|
| Report No. : | 527791 |
| Report Date : | 04.09.2018 |

IDENTIFICATION DETAILS

| | |
|--------------------------------|--|
| Name : | PAMIR TRADING FZC |
| Registered Office : | Warehouse Q4, No. 62, Saif Zone PO Box 120764 Sharjah |
| Country : | United Arab Emirates |
| Financials (as on) : | 31.12.2012 |
| Date of Incorporation : | 07.11.2006 |
| Legal Form : | Free Zone Company - FZC |
| Line of Business : | Subject is engaged in the import and distribution of general foodstuffs, including tea, coffee and condensed milk. |
| No. of Employees : | 19 |

RATING & COMMENTS

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

| | |
|------------------------|---|
| MIRA's Rating : | A |
|------------------------|---|

| Credit Rating | Explanation | Rating Comments |
|---------------|-----------------|---|
| A | Acceptable Risk | Business dealings permissible with moderate risk of default |

| | |
|----------------------------|------------------|
| Status : | Satisfactory |
| Payment Behaviour : | Slow but Correct |
| Litigation : | Clear |

NOTES :

Any query related to this report can be made on e-mail : 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 (31.12.2017) | Current Rating (01.04.2018) |
|----------------------|---------------------------------|--------------------------------|
| United Arab Emirates | 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 |

UNITED ARAB EMIRATES - ECONOMIC OVERVIEW

The UAE has an open economy with a high per capita income and a sizable annual trade surplus. Successful efforts at economic diversification have reduced the portion of GDP from the oil and gas sector to 30%.

Since the discovery of oil in the UAE nearly 60 years ago, the country has undergone a profound transformation from an impoverished region of small desert principalities to a modern state with a high standard of living. The government has increased spending on job creation and infrastructure expansion and is opening up utilities to greater private sector involvement. The country's free trade zones - offering 100% foreign ownership and zero taxes - are helping to attract foreign investors.

The global financial crisis of 2008-09, tight international credit, and deflated asset prices constricted the economy in 2009. UAE authorities tried to blunt the crisis by increasing spending and boosting liquidity in the banking sector. The crisis hit Dubai hardest, as it was heavily exposed to depressed real estate prices. Dubai lacked sufficient cash to meet its debt obligations, prompting global concern about its solvency and ultimately a \$20 billion bailout from the UAE Central Bank and Abu Dhabi Government that was refinanced in March 2014.

The UAE's dependence on oil is a significant long-term challenge, although the UAE is one of the most diversified countries in the Gulf Cooperation Council. Low oil prices have prompted the UAE to cut expenditures, including on some social programs, but the UAE has sufficient assets in its sovereign investment funds to cover its deficits. The government reduced fuel subsidies in August 2015, and introduced excise taxes (50% on sweetened carbonated beverages and 100% on energy drinks and tobacco) in October 2017. A five-percent value-added tax was introduced in January 2018. The UAE's strategic plan for the next few years focuses on economic diversification, promoting the UAE as a global trade and tourism hub, developing industry, and creating more job opportunities for nationals through improved education and increased private sector employment.

Source : CIA

SUMMARY

| | |
|----------------------|--------------------------------------|
| Company Name | : PAMIR TRADING FZC |
| Country of Origin | : Sharjah, United Arab Emirates |
| Legal Form | : Free Zone Company - FZC |
| Registration Date | : 7 th November 2006 |
| Trade Licence Number | : 04427 |
| Membership Number | : 700866 |
| Issued Capital | : UAE Dh 150,000 |
| Paid up Capital | : UAE Dh 150,000 |
| Total Workforce | : 19 |
| Activities | : Distributors of general foodstuffs |
| Financial Condition | : Fair |
| Payments | : Slow but Correct |
| Operating Trend | : Steady |
| Person Interviewed | : Vittal R, Sales Officer |

COMPANY NAME

PAMIR TRADING FZC

ADDRESS

REGISTERED & PHYSICAL ADDRESS

Location : Warehouse Q4, No. 62, Saif Zone

PO Box : 120764

Town : Sharjah

Country : United Arab Emirates

Telephone : (971-6) 5489796 / 5578842

Facsimile : (971-6) 5489797

Mobile : (971-50) 8442098 / 4404913 / 2598836

Email : sridhar@jvoverseas.ae / vital@unicom.ae / dharmesh@pamir.ae / vendana@unicom.ae
sales@pamir.ae / accounts@pamir.ae

Premises

Subject operates from a small suite of offices that are rented and located in the Saif Zone Area of Sharjah.

KEY PRINCIPALS

| <u>Name</u> | <u>Nationality</u> | <u>Position</u> |
|--------------------------|--------------------|----------------------|
| • Radhakrishnan Baskaran | Indian | Managing Director |
| • Elina Pugach | Kazakhstani | Director |
| • Azmina Padamis | - | Financial Controller |
| • Vittal R | - | Sales Officer |

LEGAL FORM & OWNERS

Date of Establishment : 7th November 2006

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.

Legal Form : Free Zone Company - FZC

Trade Licence No. : 04427 (Expires 06/11/2018)

Membership No. : 700866

Issued Capital : UAE Dh 150,000

Paid up Capital : UAE Dh 150,000

| <i>Name of Shareholder (s)</i> | <i>Percentage</i> |
|--|-------------------|
| • Radhakrishnan Baskaran | 50% |
| • Altus Investment Ltd United Kingdom | 50% |

OPERATIONS

Activities: Engaged in the import and distribution of general foodstuffs, including tea, coffee and condensed milk.

Import Countries: Sri Lanka, India and Kenya

International Suppliers:

- J V Gokal Pvt Ltd India
- Gokal Beverages Ltd Kenya
- JV Gokal Ceylon Ltd Sri Lanka

Clients:

- Tea House Ltd Kazakhstan

Operating Trend: Steady

Subject has a workforce of 19 employees.

FINANCIAL DATA

Financial highlights provided by local sources are given below:

Currency: United States Dollars (US\$)

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.

| <u>Balance Sheet</u> | <u>31/12/12</u> | <u>31/12/11</u> |
|--|------------------------|------------------------|
| Assets | | |
| Non-current assets | | |
| Long term loans | 2,641,320 | 3,641,320 |
| Total non-current assets | 2,641,320 | 3,641,320 |
| Current assets | | |
| Trade receivables | 9,281,887 | 9,943,944 |
| Advances, deposits and other receivables | 110,363 | 174,766 |
| Bank balances | 9,029 | 21,889 |
| Total current assets | 9,401,279 | 10,140,599 |
| Total assets | 12,042,599 | 13,781,919 |
| Equity and Liabilities | | |
| Equity | | |
| Share capital | 40,872 | 40,872 |
| Retained earnings | 118,024 | 163,765 |
| Total equity | 158,896 | 204,637 |
| Current liabilities | | |
| Trade and other payables | 11,883,703 | 13,577,282 |
| Total current liabilities | 11,883,703 | 13,577,282 |
| Total liabilities | 11,883,703 | 13,577,282 |
| Total equity and liabilities | 12,042,599 | 13,781,919 |
| <u>Profit & Loss Account</u> | | |
| Revenue | 43,240,023 | 34,278,027 |
| Cost of sales | (36,868,180) | (27,247,797) |
| Gross profit | 6,371,843 | 7,030,230 |
| Other income | 1,207 | 130,024 |
| Professional and marketing service fees | (6,686,000) | (7,310,000) |
| Administrative expenses | (323,697) | (168,986) |
| Finance costs | - | (154,591) |
| Interest income | 680,906 | 584,321 |
| Profit for the year | 44,259 | 110,998 |
| Other comprehensive income | - | - |
| Total comprehensive income for the year | 44,259 | 110,998 |

Please note that figures for the years ending 31st December 2013, 2014, 2015, 2016 and 2017 were not available.

Local sources consider subject's financial condition to be Fair.

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.

BANKERS

- HSBC Bank Middle East
PO Box: 25
Sharjah
Tel: (971-6) 5537222
Fax: (971-6) 5537880

PAYMENT HISTORY

Slow but Correct

GENERAL COMMENTS

The subject and its shareholders/owners have been searched in the following databases; Office of Foreign Assets Control (OFAC), United Nations Security Council Sanctions, Australian Sanctions List, US Consolidated Sanctions List, EU Financial Sanctions List and UK Financial Sanctions List and nothing adverse could be found on the exact names listed within the report.

During the course of this investigation nothing detrimental was uncovered regarding subject's operating history or the manner in which payments are fulfilled. As such the company is considered to be a fair trade risk.

FOREIGN EXCHANGE RATES

| Currency | Unit | Indian Rupees |
|-----------|------|---------------|
| US Dollar | 1 | INR 70.77 |
| UK Pound | 1 | INR 91.36 |
| Euro | 1 | INR 82.14 |
| UAE DH | 1 | INR 19.42 |

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

INFORMATION DETAILS

| | |
|----------------------|------|
| Analysis Done by : | VIVR |
| Report Prepared by : | TRU |

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)