

MIRA INFORM REPORT

Report No. :	529078
Report Date :	10.09.2018

IDENTIFICATION DETAILS

Name :	MANSHYA MARKETING PRIVATE LIMITED
Formerly Known As :	YASHNITA MARKETING PRIVATE LIMITED
Registered Office :	Survey No.49/ 1A/ 1A/ 1A/ 1B/ 1, Rajkumar Lodha Industrial Estate, Opposite Shatrunjay Mandir, Katraj, Kondhwa Road, Pune – 411 048, Maharashtra
Tel. No.:	91- 20-24263447
Country :	India
Financials (as on) :	31.03.2017
Date of Incorporation :	17.08.1999
Capital Investment / Paid-up Capital :	INR 2.000 Million
CIN No.: [Company Identification No.]	U51909PN1999PTC013924
IEC No.: [Import-Export Code No.]	3101010527
PAN No.: [Permanent Account No.]	AACCM7782N
GSTN : [Goods & Service Tax Registration No.]	27AACCM7782N1ZQ (Maharashtra) 24AACCM7782N1ZW (Gujarat) 29AACCM7782N1ZM (Karnataka) 03AACCM7782N1Z0 (Punjab) 23AACCM7782N1ZY (Madhya Pradesh)
Legal Form :	Private Limited Liability Company
Line of Business :	Wholesaler and Trader of Fertilizers and Agrochemicals Products. [Registered Activity]
No. of Employees :	50 (Approximately)

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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

Maximum Credit Limit :	USD 204600
Status :	Satisfactory
Payment Behaviour :	Usually correct
Litigation :	Clear
Comments :	<p>Subject is an established company incorporated in the year 1999. It is a trader and importer of Fertilizers like soluble fertilizers, micronutrients, range of organic and bio products.</p> <p>As per available financial for the year 2017, the company has achieved revenue growth of 13.16% as compared to the previous year along with an average profit margin of 3.83%.</p> <p>The company possesses satisfactory financial risk profile marked by adequate net worth and along with negligible debt level due to unsecured debt recorded in the books.</p> <p>Rating takes into consideration the subject's favorable earnings per share of INR 629.36 against the face Value of INR 100.</p> <p>Rating takes into account the subject's long established track record of business operations along with extensive experience of its promoters.</p> <p>Payment seems to be usually correct.</p> <p>In view of aforesaid, the company can be considered for business dealings with usual trade terms and conditions.</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 (31.12.2016)	Current Rating (31.03.2017)
India	A1	A1

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Risk Category	ECGC Classification
Insignificant	A1
Low	A2
Moderate	B1
High	B2
Very High	C1
Restricted	C2
Off-credit	D

EXTERNAL AGENCY RATING

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 10.09.2018

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 PARTED BY

Name :	Mr. Shriram
Designation :	Accountant
Contact No.:	91-9011001886
Date :	07.09.2018

LOCATIONS

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Tel. No.:	91- 20-24263447
Mobile No.:	91-9822026017 (Mr. Ravindra Agarwal) 91-9011001886 (Mr. Shriram)
Fax No.:	91-20-24263447
E-Mail :	manshya@gmail.com chiragchawra@yahoo.com

DIRECTORS

AS ON 31.03.2018

Name :	Mr. Ravindra Madanlal Agrawal		
Designation :	Director		
Address :	A/8, Poonam Apartment., Bibvewadi Kondhwa Road, Bibvewadi, Haveli, Pune - 411037 Maharashtra, India		
Date of Appointment :	17.08.1999		
DIN No.:	00392831		
Other Directorship:			
CIN/FCRN	Company Name	Begin Date	End Date
U51909PN1999PTC013924	MANSHYA MARKETING PRIVATE LIMITED	17/08/1999	-
U29299PN2005PTC021320	MANSHYA ENVIRO-BIOTECH PRIVATE LIMITED	19/09/2005	-
U01403PN2013PTC147330	MANSHYA FERTILIZERS PRIVATE LIMITED	09/05/2013	-
U63090PN2015PTC156357	KAMRANS LOGISTICS PRIVATE LIMITED	31/08/2015	-
Name :	Mrs. Lata Ravindra Agarwal		
Designation :	Director		
Address :	Bibvewadi, A/8, Poonam Apartment., Bibvewadi Kondhwa Road, Haveli, Pune - 411037, Maharashtra, India		
Date of Appointment :	17.08.1999		
DIN No.:	00392871		
Name :	Mr. Tanay Ravindra Agrawal		
Designation :	Director		
Address :	Poonam Apts, A/8, Bibvewadi, Kondhwa Rd, Opp. South Indian Bank, Pune – 411037, Maharashtra, India		
Date of Birth/Age :	04.11.1994		
Date of Appointment :	22.06.2017		
DIN No.:	06552942		

KEY EXECUTIVES

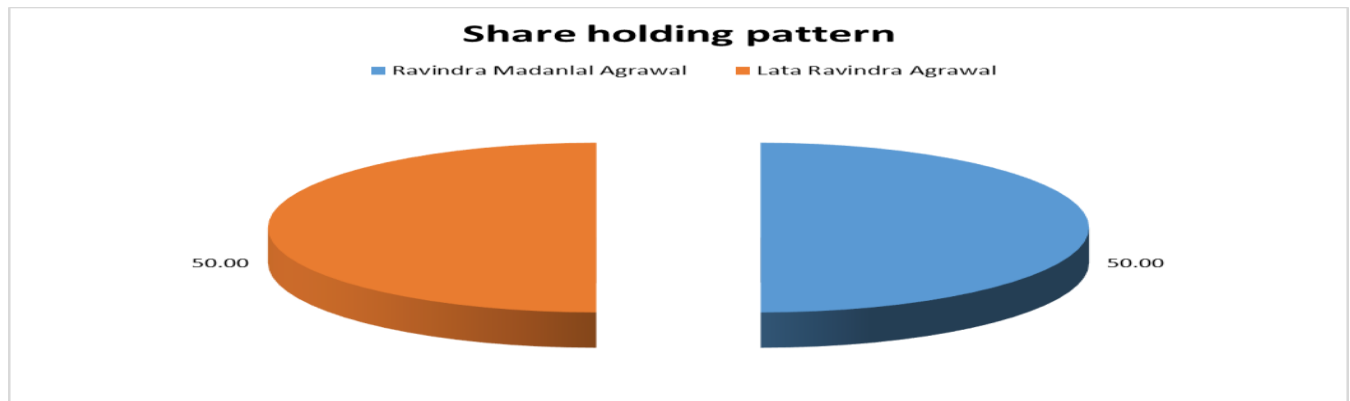
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Name :	Mr. Shriram
Designation :	Accountant

MAJOR SHAREHOLDERS

AS ON 31.03.2017

Names of Shareholders	No. of Shares
Ravindra Madanlal Agrawal	10000
Lata Ravindra Agrawal	10000
Total	20000



Equity Share Break up (Percentage of Total Equity)

AS ON 30.09.2017

Category	Percentage
Promoters [Individual/Hindu Undivided Family (Indian)]	100.00
Total	100.00

BUSINESS DETAILS

Line of Business :	Wholesaler and Trader of Fertilizers and Agrochemicals Products. [Registered Activity]	
Products / Services :	Name and Description of main products / services	ITC Code

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	Fertilizers and agrochemical products	99611720
Brand Names :	Not Available	
Agencies Held :	Not Available	
Exports :	Not Available	
Imports :		
Products :	Raw Material	
Countries :	<ul style="list-style-type: none"> • China • Belgium 	
Terms :		
Selling :	L/C and Cheque	
Purchasing :	L/C and Cheque	

PRODUCTION STATUS – (NOT AVAILABLE)

GENERAL INFORMATION

Suppliers :	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
	Remark :	--
Customers :	End Users	
	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
Remark :	--	
No. of Employees :	50 (Approximately)	
Bankers :	Banker Name :	HDFC Bank Limited
	Branch :	HDFC Bank House senapati Bapat Marglower Parel West mumbai – 400013,

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		Maharashtra, India	
	Person Name (With Designation) :	--	
	Contact Number :	--	
	Name of Account Holder :	--	
	Account Number :	--	
	Account Since (Date/Year of Account Opening) :	--	
	Average Balance Maintained :	--	
	Credit Facilities Enjoyed (CC/OD/Term Loan) :	--	
	Account Operation :	--	
	Remark :	--	
Facilities :	SECURED LOANS	31.03.2017 INR In Million	31.03.2016 INR In Million
	SHORT TERM BORROWINGS		
	HDFC Bank Cash Credit Account	(1.944)	(19.118)
	Car Loan from HDFC Bank	0.670	0.811
	Total	(1.274)	(18.307)

Auditors :	
Name :	R. J. Lahoti and Company Chartered Accountants
Address :	481/C Shreepal Chambers, 21 Shaniwar Peth Pune – 411030 Maharashtra, India
PAN No.:	AAJPL7150R
Memberships :	Not Available
Collaborators :	Not Available
Related parties :	<ul style="list-style-type: none"> • Shivam Chemicals • Manshya Enviro Biotech Private Limited • Anumann Agri Industries • Manshya Fertilizer Private Limited • Vadodara Agro Science • Kamrans Logistic Private Limited

CAPITAL STRUCTURE

AS ON 30.09.2017

Authorised Capital :

No. of Shares	Type	Value	Amount
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24000	Equity Shares	INR 100/- each	INR 2.400 Million

Issued, Subscribed & Paid-up Capital :

No. of Shares	Type	Value	Amount
20000	Equity Shares	INR 100/- each	INR 2.000 Million

FINANCIAL DATA
[all figures are in INR Million]

ABRIDGED BALANCE SHEET

SOURCES OF FUNDS	31.03.2017	31.03.2016	31.03.2015
I. EQUITY AND LIABILITIES			
(1) Shareholders' Funds			
(a) Share Capital	2.000	2.000	2.000
(b) Reserves & Surplus	69.610	57.024	45.771
€ 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)	71.610	59.024	47.771
(3) Non-Current Liabilities			
(a) Long-term borrowings	4.126	0.000	0.000
(b) Deferred tax liabilities (Net)	0.000	0.000	0.000
€ Other long term liabilities	4.663	4.945	3.848
(d) Long-term provisions	0.000	0.000	0.000
Total Non-current Liabilities (3)	8.789	4.945	3.848
(4) Current Liabilities			
(a) Short term borrowings	(1.274)	(18.307)	(0.737)
(b) Trade payables	51.819	46.771	53.433
€ Other current liabilities	3.343	3.637	0.897
(d) Short-term provisions	3.227	3.510	3.310
Total Current Liabilities (4)	57.115	35.611	56.903
TOTAL	137.514	99.580	108.522
II. ASSETS			
(1) Non-current assets			
(a) Fixed Assets			
(i) Tangible assets	7.106	3.950	2.610
(ii) Intangible Assets	0.000	0.000	0.000
(iii) Capital work-in-progress	0.000	0.000	0.000
(iv) Intangible assets under development	0.000	0.000	0.000
(b) Non-current Investments	0.000	0.000	0.000
€ Deferred tax assets (net)	0.000	0.000	0.000
(d) Long-term Loan and Advances	0.000	0.000	0.000
€ Other Non-current assets	0.000	0.000	0.000
Total Non-Current Assets	7.106	3.950	2.610

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(2) Current assets			
(a) Current investments	0.000	0.000	0.000
(b) Inventories	20.411	10.127	14.218
(c) Trade receivables	92.380	65.902	69.314
(d) Cash and cash equivalents	15.809	17.793	20.036
(e) Short-term loans and advances	0.000	0.000	0.297
(f) Other current assets	1.808	1.808	2.047
Total Current Assets	130.408	95.630	105.912
TOTAL	137.514	99.580	108.522

PROFIT & LOSS ACCOUNT

	PARTICULARS	31.03.2017	31.03.2016	31.03.2015
	SALES			
	Income	328.530	290.335	318.203
	Other Income	0.604	0.398	0.568
	TOTAL	329.134	290.733	318.771
Less	EXPENSES			
	Purchase of Stock-in-trade	204.254	166.055	207.329
	Changes in Inventories of finished goods, work-in-progress and stock-in-trade	(10.284)	4.091	(0.449)
	Employee Benefits Expenses	54.128	47.104	35.962
	Other Expenses	59.753	53.353	57.821
	TOTAL	307.851	270.603	300.663
	PROFIT/(LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION	21.283	20.130	18.108
Less	FINANCIAL EXPENSES	1.313	1.675	1.759
	PROFIT/(LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION	19.970	18.455	16.349
Less	DEPRECIATION/ AMORTISATION	0.740	0.872	0.462
	PROFIT/(LOSS) BEFORE TAX	19.230	17.583	15.887
Less	TAX	6.643	6.152	5.365
	PROFIT/(LOSS) AFTER TAX	12.587	11.431	10.522
	Earnings / (Loss) Per Share (INR)	629.36	571.57	526.11

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Particulars			31.03.2018
Sales Turnover (Approximately)			330.000

The above information has been parted by Mr. Shriram (Accountant)

CURRENT MATURITIES OF LONG TERM DEBT DETAILS

Particulars	31.03.2017	31.03.2016	31.03.2015
Current Maturities of Long term debt	NA	NA	NA
Cash generated from operations	(12.603)	23.738	22.404
Net cash flow from (used in) operating activities	(19.246)	17.586	17.039

KEY RATIOS

EFFICIENCY RATIOS

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Average Collection Days (Sundry Debtors / Income * 365 Days)	102.64	82.85	79.51
Account Receivables Turnover (Income / Sundry Debtors)	3.56	4.41	4.59
Average Payment Days (Sundry Creditors / Purchases * 365 Days)	92.60	102.81	94.07
Inventory Turnover (Operating Income / Inventories)	1.04	1.99	1.27
Asset Turnover (Operating Income / Net Fixed Assets)	3.00	5.10	6.94

LEVERAGE RATIOS

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)	0.45	0.36	0.52
Debt Equity Ratio (Total Liability / Networth)	0.04	(0.31)	-0.02
Current Liabilities to Networth	0.80	0.60	1.19

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(Current Liabilities / Net Worth)			
Fixed Assets to Networth (Net Fixed Assets / Networth)	0.10	0.07	0.05
Interest Coverage Ratio (PBIT / Financial Charges)	16.21	12.02	10.29

PROFITABILITY RATIOS

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
PAT to Sales ((PAT / Sales) * 100)	%	3.83	3.94	3.31
Return on Total Assets ((PAT / Total Assets) * 100)	%	9.15	11.48	9.70
Return on Investment (ROI) ((PAT / Networth) * 100)	%	17.58	19.37	22.03

SOLVENCY RATIOS

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Current Ratio (Current Assets / Current Liabilities)		2.28	2.69	1.86
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)		1.93	2.40	1.61
G-Score Ratio Financial (Networth / Total Assets)		0.52	0.59	0.44
G-Score Ratio Debt (Debts / Equity Capital)		1.43	-9.15	-0.37
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		2.28	2.69	1.86

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

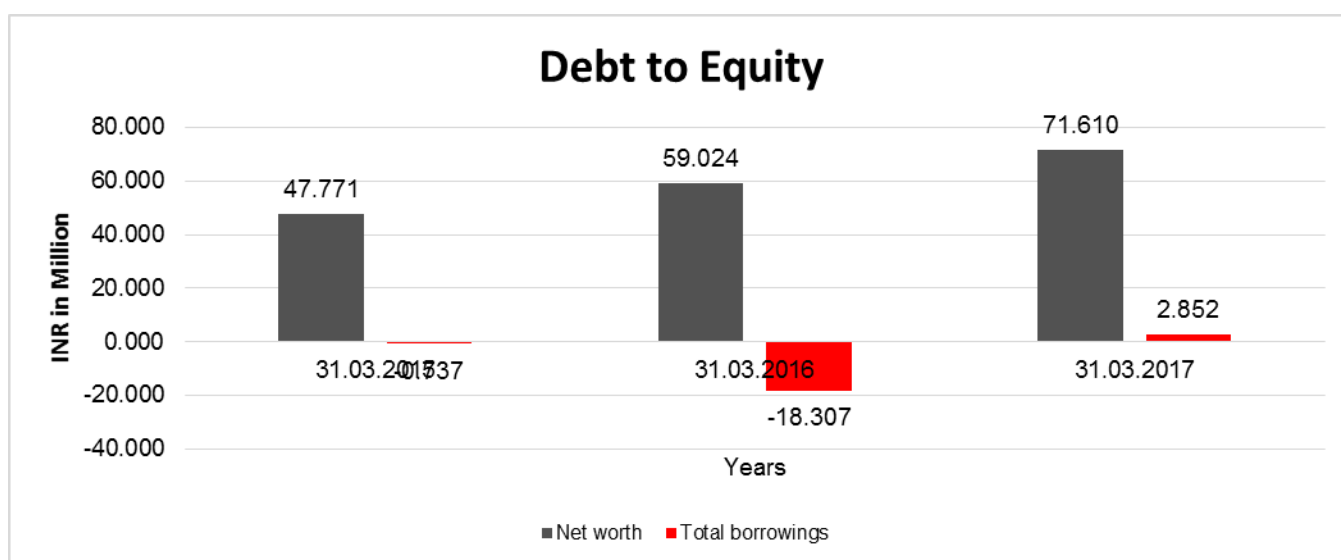
FINANCIAL ANALYSIS
[all figures are in INR Million]

DEBT EQUITY RATIO

Particular	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Share Capital	2.000	2.000	2.000

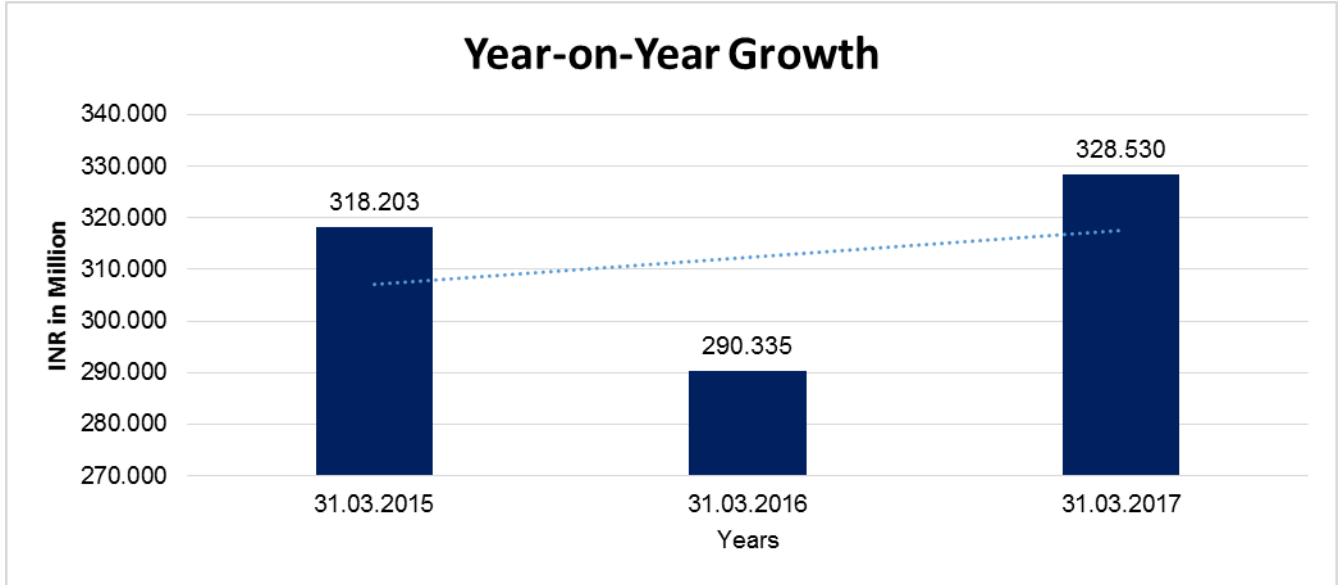
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Reserves & Surplus	45.771	57.024	69.610
Share Application money pending allotment	0.000	0.000	0.000
Net worth	47.771	59.024	71.610
Long Term borrowings	0.000	0.000	4.126
Short Term borrowings	(0.737)	(18.307)	(1.274)
Total borrowings	(0.737)	(18.307)	2.852
Debt/Equity ratio	(0.015)	(0.310)	0.040



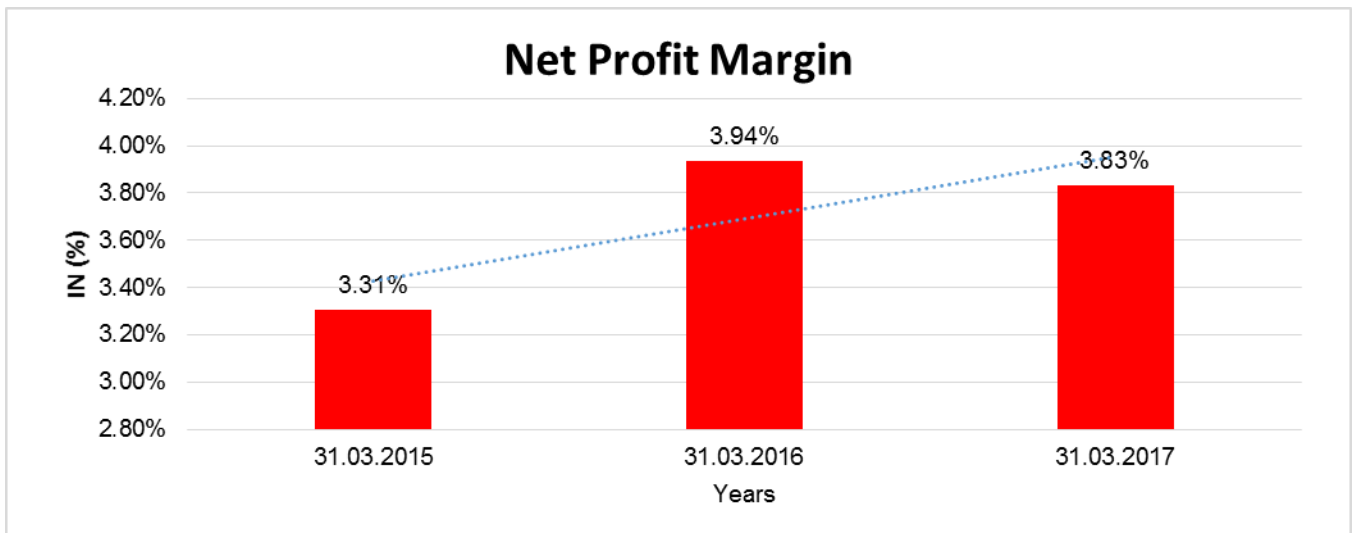
YEAR-ON-YEAR GROWTH

Year on Year Growth	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Sales	318.203	290.335	328.530
		(8.758)	13.155



NET PROFIT MARGIN

Net Profit Margin	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Sales	318.203	290.335	328.530
Profit/(Loss)	10.522	11.431	12.587
	3.31%	3.94%	3.83%



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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 -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
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 Four 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

NOTE: Registered office of the company has been shifted from Flat No 8+12, A Wing, Poonam Apartment, Bibwewadi Kondawa Road, Pune-411037, and Maharashtra, India to the present address w.e.f. 05.07.2010

UNSECURED LOANS:

PARTICULARS	31.03.2017 INR In Million	31.03.2016 INR In Million
LONG TERM BORROWINGS		
From Related Party		
R.M.A Agarwal HUF	4.126	0.000
Total	4.126	0.000

OPERATIONS


During the financial year, the company is having profit INR 12.587 Million as compared to last year profit INR 11.431 Million, further directors are taking more efforts for the efficient and profit making operations of the company.

INDEX OF CHARGES:

S N O	SRN	CHAR GE ID	CHARGE HOLDER NAME	DATE OF CREA TION	DATE OF MODIFI CATION	DATE OF SATISF ACTIO N	AMOUNT	ADDRESS
1	G6709 4441	10586 408	HDFC BANK LIMITED	20/08/2 015	26/10/20 17	-	55000000.0	HDFC BANK HOUSE SENAPATI BAPAT MARGLOWER PAREL WMUMBAIMH400013IN
2	C6545 1064	80004 235	BANK OF MAHARAS HTRA	17/11/2 001	02/09/20 13	25/09/2 015	35000000.0	MSME CENTRE,PUNE CITY ZONAL OFFICE,YASHOMANGAL, 1183/A,F.C.ROAD, SHIVAJINAGAR,PUNEMH 411005IN
3	B26716 605	10254 429	BANK OF MAHARAS HTRA	25/10/2 010	-	25/11/2 011	2500000.0	425/1, MANGALDEEP, T.M.V. COLONY BRANCH,MUKUNDNAGA RPUNEMH411037IN
4	B26715 938	10124 796	BANK OF MAHARAS HTRA	15/09/2 008	-	25/11/2 011	1000000.0	T. M. V. COLONY PUNEMH411037 IN
5	B26714 444	90085 928	BANK OF MAHARAS HTRA	17/11/2 001	29/05/20 06	25/11/2 011	1500000.0	TMV COLONY BRANCH PUNEMH411037 IN
6	B26717 348	90085 930	BANK OF MAHARAS HTRA	19/11/2 001	-	25/11/2 011	400000.0	T.M.V. COLONY BRANCH PUNEMH411037 IN

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FIXED ASSETS:

- Land
 - Building
 - Plant and Machinery
 - Furniture and Fixture
 - Office Equipment
 - Computer
 - Vehicles
- 

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 71.10
UK Pound	1	INR 91.17
Euro	1	INR 83.44

INFORMATION DETAILS

Information Gathered by :	SWA
Analysis Done by :	PRI
Report Prepared by :	RNA

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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