

MIRA INFORM REPORT

| | |
|----------------------|------------|
| Report No. : | 530316 |
| Report Date : | 19.09.2018 |

IDENTIFICATION DETAILS

| | |
|---|--|
| Name : | SAI TANNERS |
| Registered Office : | No. 9, MGR Sarlai Nagalkeni, Chrompet, Chennai-600044, Tamilnadu |
| Tel. No.: | 91-44-42076616 |
| Country : | India |
| Financials (as on) : | 31.03.2017 |
| Year of Incorporation : | 2006 |
| Capital Investment : | INR 20.091 Million |
| PAN No.: [Permanent Account No.] | BATPS9619F |
| GSTN : [Goods & Service Tax Registration No.] | 33BATPS9619F1Z3 |
| Legal Form : | Sole Proprietary Concern |
| Line of Business : | Manufacturer of Leathers. [Confirmed by Management] |
| No. of Employees : | 17 [Approximately] |

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 : | Usually Correct |
| Litigation : | Clear |

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| | |
|-------------------|---|
| Comments : | <p>Subject is a proprietorship concern established in the year 2006 and it is a manufacturer of leathers.</p> <p>As per financials of March 2017, the subject has achieved a revenue of INR 174.30 million from its operations and has reported minimal profit margin of 0.74%.</p> <p>Rating takes into consideration the subject's satisfactory track record of business operations along with sound capital base and average debt coverage indicators.</p> <p>Payment seems to be usually correct.</p> <p>In view of aforesaid, the subject can be considered for business dealings at 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 (31.12.2017) | 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 |

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.

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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 19.09.2018

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. Nemam Chandrasekar Suresh Kumar |
| Designation : | Proprietor |
| Contact No.: | 91-9884062156 |
| Date : | 17.09.2018 |

LOCATIONS

| | |
|-------------------------------------|--|
| Registered Office/ Factory : | No.9, MGR Sarlai Nagalkeni, Chrompet, Chennai-600044, Tamilnadu, India |
| Tel. No.: | 91-44-42076616 |
| Mobile No.: | 91-9884062156 [Mr. Nemam Chandrasekar Suresh Kumar] |
| Fax No.: | Not Available |
| E-Mail : | sai9884062156@gmail.com |
| Location : | Owned |
| Locality : | Commercial |

SOLE PROPRIETOR

| | |
|----------------------|-------------------------------------|
| Name : | Mr. Nemam Chandrasekar Suresh Kumar |
| Designation : | Proprietor |
| PAN No.: | BATPS9619F |

BUSINESS DETAILS

| | |
|-----------------------------|---|
| Line of Business : | Manufacturer of Leathers. [Confirmed by Management] |
| Products/ Services : | Leathers |

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| | |
|------------------------|--|
| Brand Names : | Not Available |
| Agencies Held : | Not Available |
| Exports : | Not Available |
| Imports : | |
| Products : | Raw Material |
| Countries : | Bangladesh |
| Terms : | |
| Selling : | Advance Payment, L/C, Cheque and Others [RTGS] |
| Purchasing : | Advance Payment, L/C, Cheque and Others [RTGS] |

GENERAL INFORMATION

| | | |
|---------------------------|--|--------------|
| Suppliers : | Reference: | Not Divulged |
| | Name of the Person (Designation): | -- |
| | Contact Number: | -- |
| | Since how long known: | -- |
| | Maximum limit dealt: | -- |
| | Experience: | -- |
| | Remark | -- |
| Customers : | Manufacturers | |
| | Reference: | Not Divulged |
| | Name of the Person (Designation): | -- |
| | Contact Number: | -- |
| | Since how long known: | -- |
| | Maximum limit dealt: | -- |
| | Experience: | -- |
| Remark | -- | |
| No. of Employees : | 17 [Approximately] | |
| Bankers : | Bank Name: | Not Divulged |
| | Branch: | Not Divulged |
| | Person Name (with Designation): | -- |
| | Contact Number: | -- |
| | Name of Account Holder: | -- |
| | Account Number: | -- |

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| | | |
|---------------------|---|--|
| | Account Since (Date/ Year of A/c Opening): | -- |
| | Average Balance Maintained (Optional): | -- |
| | Credit Facilities Enjoyed (CC/OD/Term Loan): | -- |
| | Account Operation: | -- |
| | Remarks: | -- |
| Facilities : | SECURED LOANS | 31.03.2017 (INR In Million) |
| | Dhanalaxmi Bank CC Limit | 24.101 |
| | HDFC Car Loan | 0.165 |
| | Dhanalaxmi Bank Housing Loan | 0.542 |
| | IOB Car Loan | 0.932 |
| | Dhanam Car Credit | 0.591 |
| | Jewel Loan | 1.878 |
| | Total | 28.209 |

| | |
|----------------------------------|---|
| Auditors : | |
| Name : | Lakhotia and Reddy Chartered Accountants |
| Memberships : | Not Available |
| Collaborators : | Not Available |
| Associates/Subsidiaries : | Not Available |

CAPITAL STRUCTURE

AS ON: 31.03.2017

| | |
|-----------------------------|---------------------------|
| Capital Investment : | |
| Owned : | INR 20.091 Million |
| Borrowed : | -- |
| Total : | INR 20.091 Million |

FINANCIAL ANALYSIS
[all figures are in INR Million]

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Note : Sole Proprietary and Partnership concerns are exempted from filing their financials with the Government Authorities or Registry Records.

ABRIDGED BALANCE SHEET

| SOURCES OF FUNDS | | | 31.03.2017 |
|--|--|--|-------------------|
| SHAREHOLDERS FUNDS | | | |
| 1] Capital Account | | | 20.091 |
| 2] Reserves & Surplus | | | 0.000 |
| NETWORTH | | | 20.091 |
| LOAN FUNDS | | | |
| 1] Secured Loans | | | 28.209 |
| 2] Unsecured Loans | | | 0.000 |
| TOTAL BORROWING | | | 28.209 |
| DEFERRED TAX LIABILITIES | | | 0.000 |
| TOTAL | | | 48.300 |
| APPLICATION OF FUNDS | | | |
| FIXED ASSETS [Net Block] | | | 12.127 |
| Capital work-in-progress | | | 0.000 |
| INVESTMENT | | | 0.000 |
| DEFERRED TAX ASSETS | | | 0.000 |
| CURRENT ASSETS, LOANS & ADVANCES | | | |
| Inventories | | | 28.150 |
| Sundry Debtors | | | 29.032 |
| Cash & Bank Balances | | | 0.085 |
| Other Current Assets | | | 0.000 |
| Loans, Advances and Deposits | | | 0.000 |
| Total Current Assets | | | 57.267 |
| Less : CURRENT LIABILITIES & PROVISIONS | | | |
| Sundry Creditors | | | 21.094 |
| Other Current Liabilities | | | 0.000 |
| Provisions | | | 0.000 |
| Total Current Liabilities | | | 21.094 |
| Net Current Assets | | | 36.173 |
| MISCELLANEOUS EXPENSES | | | 0.000 |
| TOTAL | | | 48.300 |

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PROFIT & LOSS ACCOUNT

| | PARTICULARS | | | 31.03.2017 |
|-------------|---|--|--|----------------|
| | SALES | | | |
| | Sales | | | 174.304 |
| | Others Income | | | 0.000 |
| | TOTAL | | | 174.304 |
| | | | | |
| Less | EXPENSES | | | |
| | Cost of goods sold | | | 125.107 |
| | Coolie and Cartage | | | 1.330 |
| | Electricity Expenses | | | 2.074 |
| | Wages Expenses | | | 4.195 |
| | Water Expenses | | | 0.660 |
| | Diesel Expenses | | | 1.142 |
| | Drimming Expenses | | | 1.546 |
| | Rubber Roller Services | | | 0.167 |
| | Dying Expenses | | | 0.968 |
| | Naling Expenses | | | 1.449 |
| | Packing Expenses | | | 0.853 |
| | Assorting Expenses | | | 1.817 |
| | Staff Salary | | | 5.322 |
| | Security Salary | | | 0.360 |
| | Consultancy Charges | | | 0.135 |
| | Printing and Stationery | | | 0.085 |
| | Forwarding Contracts | | | 0.500 |
| | Other Expanses | | | 21.531 |
| | TOTAL EXPENSES | | | 169.241 |
| | | | | |
| | PROFIT/ (LOSS) BEFORE INTEREST AND DEPRECIATION AND AMORTISATION | | | 5.063 |
| | | | | |
| Less | FINANCIAL EXPENSES | | | 3.298 |
| | | | | |
| | PROFIT / (LOSS) BEFORE DEPRECIATION AND AMORTISATION | | | 1.765 |
| | | | | |
| Less | DEPRECIATION/ AMORTISATION | | | 0.483 |
| | | | | |
| | NET PROFIT FOR THE PERIOD | | | 1.282 |

KEY RATIOS

EFFICIENCY RATIOS

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| PARTICULARS | | | 31.03.2017 |
|---|--|--|-------------------|
| Average Collection Days (Sundry Debtors / Income * 365 Days) | | | 60.79 |
| Account Receivables Turnover (Income / Sundry Debtors) | | | 6.00 |
| Average Payment Days (Sundry Creditors / Purchases * 365 Days) | | | 61.54 |
| Inventory Turnover (Operating Income / Inventories) | | | 0.18 |
| Asset Turnover (Operating Income / Net Fixed Assets) | | | 0.42 |

LEVERAGE RATIOS

| PARTICULARS | | | 31.03.2017 |
|--|--|--|-------------------|
| Debt Ratio ((Borrowing + Current Liabilities) / Total Assets) | | | 0.71 |
| Debt Equity Ratio (Total Liability / Networth) | | | 1.40 |
| Current Liabilities to Networth (Current Liabilities / Net Worth) | | | 1.05 |
| Fixed Assets to Networth (Net Fixed Assets / Networth) | | | 0.60 |
| Interest Coverage Ratio (PBIT / Financial Charges) | | | 1.54 |

PROFITABILITY RATIOS

| PARTICULARS | | | 31.03.2017 |
|--|---|--|-------------------|
| Net Profit Margin ((PAT / Sales) * 100) | % | | 0.74 |
| Return on Total Assets ((PAT / Total Assets) * 100) | % | | 1.85 |
| Return on Investment (ROI) ((PAT / Networth) * 100) | % | | 6.38 |

SOLVENCY RATIOS

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| PARTICULARS | | | 31.03.2017 |
|---|--|--|-------------------|
| Current Ratio (Current Assets / Current Liabilities) | | | 2.71 |
| Quick Ratio ((Current Assets – Inventories) / Current Liabilities) | | | 1.38 |
| G-Score Ratio Financial (Networth / Total Assets) | | | 0.29 |
| G-Score Ratio Debt (Debts / Equity Capital) | | | 1.40 |
| G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities) | | | 2.71 |

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

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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 | No |
| 10 | Date of Birth of Proprietor / Partners / Directors | No |
| 11 | Pan Card No. of Proprietor / Partners | Yes |
| 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) | Yes |
| 16 | No. of employees | Yes |
| 17 | Details of sister concerns | No |
| 18 | Major suppliers | No |
| 19 | Major customers | No |
| 20 | Banking Details | No |
| 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 one year | Yes |
| 27 | Reasons for variation <> 20% | -- |
| 28 | Estimation for coming financial year | No |
| 29 | Profitability for last one year | Yes |
| 30 | Major shareholders, if available | No |
| 31 | External Agency Rating, if available | No |
| 32 | Litigations that the firm/promoter involved in | -- |
| 33 | Market information | -- |
| 34 | Payments terms | Yes |
| 35 | Negative Reporting by Auditors in the Annual Report | No |

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 | Indian Rupees |
|-----------|------|---------------|
| US Dollar | 1 | INR 72.38 |
| UK Pound | 1 | INR 95.29 |
| Euro | 1 | INR 84.77 |

INFORMATION DETAILS

| | |
|----------------------------------|-----|
| Information Gathered by : | TEJ |
| Analysis Done by : | VIV |
| Report Prepared by : | RUP |

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 | NO |
| --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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