

## MIRA INFORM REPORT

|               |            |
|---------------|------------|
| Report No. :  | 532260     |
| Report Date : | 28.09.2018 |

### IDENTIFICATION DETAILS

|  |  |
|--|--|
| Name :   | EAST WEST SEEDS INDIA PRIVATE LIMITED  |
| Registered Office :                              | Gut No 66, Village Narayanpur (BK) TQ Gangapur, Aurangabad-431133, Maharashtra                                     |
| Tel. No.:  | 91-240-2563567/2557070-74  |
| Country :  | India  |
| Financials (as on) :                             | 31.03.2017   |
| Date of Incorporation :                          | 06.01.2003   |
| CIN No.:<br>[Company Identification No.]         | U51109MH2003PTC138547  |
| Capital Investment / Paid-up Capital :           | INR 363.266 Million  |
| PAN No.:<br>[Permanent Account No.]              | AABCE1237F   |
| GSTN :<br>[Goods & Service Tax Registration No.] | 06AABCE1237F1Z6 (Haryana)<br>27AABCE1237F1Z2 (Maharashtra)   |
| Legal Form :                                     | Private Limited Liability Company  |
| Line of Business :                               | The Company is engaged in research, development, production and distribution of Hybrid seeds (Registered Activity) |
| No. of Employees :                               | Information denied by the management   |

### RATING & COMMENTS

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

|                        |    |
|------------------------|----|
| <b>MIRA's Rating :</b> | A+ |
|------------------------|----|

| Credit Rating | Explanation | Rating Comments  |
|---------------|-------------|--|
| A+            | Low Risk    | Business dealings permissible with low risk of default |

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|                            |   |
|----------------------------|---|
| <b>Status :</b>            | Good  |
| <b>Payment Behaviour :</b> | Regular   |
| <b>Litigation :</b>        | Clear   |
| <b>Comments :</b>          | <p>Subject operates as a subsidiary of "East West International B.V", Netherland. The company was incorporated in year 2003 is based in Aurangabad, Maharashtra. It is an established company having fine track records.</p> <p>For the financial year ended 2017, the company has achieved a growth in its revenue has reported decent profit margin at 8.96% (approximately).</p> <p>The company possesses sound profile marked by healthy network position along with debt free balance sheet and favorable gap between trade payables to its trade receivables.</p> <p>The company also derives strength from its holding entity and its experienced management team</p> <p>Fundamentals of the company are strong and healthy</p> <p>Trade relations are fair. Business is active. Payment terms are seems to be regular and as per commitments.</p> <p>In view of the aforesaid, the company 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](mailto:infodept@mirainform.com) while quoting report number, name and date.

**EXTERNAL AGENCY RATING**

|                    |  |
|--------------------|--|
| Rating Agency Name | ICRA   |
| Rating             | Long term rating = BBB+ (Issuer not cooperating)   |
| Rating Explanation | Moderate degree of safety and moderate credit risk |
| Date               | 03.10.2017   |

|                    |   |
|--------------------|---|
| Rating Agency Name | ICRA  |
| Rating             | Short term rating = A2 (Issuer not cooperating) |
| Rating Explanation | Strong degree of safety and low credit risk     |
| Date               | 03.10.2017                                      |

**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 28.09.2018

**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 DECLINED**

**Management non-cooperative (Tel No.:91-240-2557070)**

**LOCATIONS**

|                     |  |
|---------------------|--|
| Registered Office : | Gut No 66, Village Narayanpur (BK) TQ Gangapur, Aurangabad-431133, Maharashtra, India  |
| Tel. No.:           | 91-240-2563567/2557070-74  |
| Fax No.:            | 91-240-2563566   |
| E-Mail :            | <a href="mailto:satish.joshi@eastwestseed.com">satish.joshi@eastwestseed.com</a><br><a href="mailto:customer.care@eastwestseed.com">customer.care@eastwestseed.com</a> |
| Website :           | 91-240-2563567/2557070-74  |

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**DIRECTORS**

As on 31.03.2018

|                              |  |
|------------------------------|--|
| <b>Name :</b>                | Mr. Satish Ambadasrao Joshi  |
| <b>Designation :</b>         | Director   |
| <b>Address :</b>             | House No. 26, Swatantrya Sainik Colony, Nageshwarwadi, Aurangabad 431001, Maharashtra, India   |
| <b>Date of Birth/Age :</b>   | 11.08.1962   |
| <b>Date of Appointment :</b> | 06.01.2003   |
| <b>PAN No.:</b>              | AEUPJ6339K   |
| <b>DIN No.:</b>              | 00386904   |
| <b>Name :</b>                | Mr. Egbert Van Der Feltz Van Der Sloot   |
| <b>Designation :</b>         | Director   |
| <b>Address :</b>             | 99, Phrapinij, South Sathorn Road, Sathorn, Bangkok 10120 Th                                   |
| <b>Date of Birth/Age :</b>   | 29.01.1965   |
| <b>Date of Appointment :</b> | 23.12.2003   |
| <b>DIN No.:</b>              | 02834806   |
| <b>Name :</b>                | Mr. Simon Jan De Hoop  |
| <b>Designation :</b>         | Director   |
| <b>Address :</b>             | 50/1, Moo 2, Sainoi Bangbuathong Rd., Nonthaburi 11150 Th                                      |
| <b>Date of Appointment :</b> | 23.12.2003   |
| <b>PAN No.:</b>              | 13.02.1960   |
| <b>DIN No.:</b>              | 02843482   |
| <b>Name :</b>                | Mr. Dilip Rajan  |
| <b>Designation :</b>         | Additional Director  |
| <b>Address :</b>             | 401, Glen Classic, Cliff Avenue, Hiranandani Gardens, Powai Mumbai -400076, Maharashtra, India |
| <b>Date of Appointment :</b> | 25.06.2018   |
| <b>DIN No.:</b>              | 08153850   |

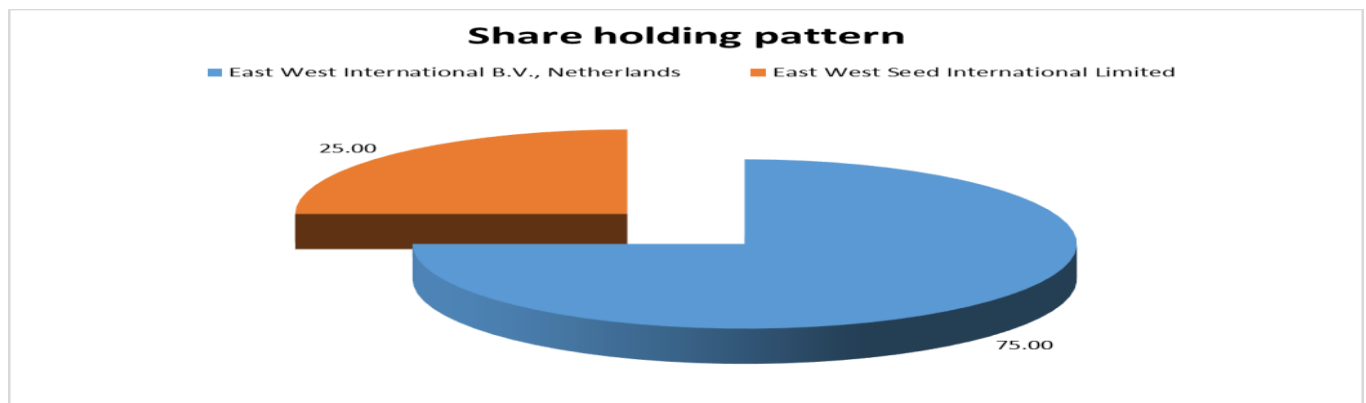
**KEY EXECUTIVES**

|                              |   |
|------------------------------|---|
| <b>Name :</b>                | Mr. Vidula Vijay Kulkarni   |
| <b>Designation :</b>         | Company Secretary   |
| <b>Address :</b>             | Plot No.1, New Rokadiya Hanuman Colony Front Of Telegram Office Aurangabad - 431001, Maharashtra, India |
| <b>Date of Appointment :</b> | 15.06.2017  |
| <b>PAN No.:</b>              | CXPPK0544R  |

**MAJOR SHAREHOLDERS**

As on 31.03.2017

| Names of Shareholders                          | No. of Shares   | % of Holding  |
|--|-----------------|---------------|
| East West International B.V., Netherlands      | 27244928        | 75.00         |
| East West Seed International Limited, Thailand | 9081643         | 25.00         |
| <b>Total</b>                                   | <b>36326571</b> | <b>100.00</b> |



**Equity Share Break up (Percentage of Total Equity)**

As on 29.09.2017

| Category                   | Percentage    |
|----------------------------|---------------|
| Promoters (Body corporate) | 100.00        |
| <b>Total</b>               | <b>100.00</b> |

**BUSINESS DETAILS**

|                              |  |                                      |
|------------------------------|--|--------------------------------------|
| <b>Line of Business :</b>    | The Company is engaged in research, development, production and distribution of Hybrid seeds (Registered Activity) |                                      |
| <b>Products / Services :</b> | <b>Item Code No.</b>   | <b>Products/Services Description</b> |
|                              | 12099100   | Vegetable Seeds used for Sowing      |
| <b>Products / Services :</b> | <b>NIC Code No.</b>  | <b>Products/Services Description</b> |
|                              | 01131- 01137   | Growing of Vegetable Seeds           |
| <b>Brand Names :</b>         | Not Available  |                                      |
| <b>Agencies Held :</b>       | Not Available  |                                      |

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|                  |              |
|------------------|--------------|
| <b>Exports :</b> | Not Divulged |
| <b>Imports :</b> | Not Divulged |
| <b>Terms :</b>   | Not Divulged |

**PRODUCTION STATUS – (NOT AVAILABLE)**

**GENERAL INFORMATION**

|                           |   |  |
|---------------------------|---|--|
| <b>Suppliers :</b>        | <b>Reference :</b>                                    | Not Divulged   |
|                           | <b>Name of the Person :</b>                           | --   |
|                           | <b>Contact No.:</b>                                   | --   |
|                           | <b>Since How Long Known :</b>                         | --   |
|                           | <b>Maximum Limit Dealt :</b>                          | --   |
|                           | <b>Experience :</b>                                   | --   |
|                           | <b>Remark:</b>  | --   |
| <b>Customers :</b>        | <b>Reference :</b>                                    | Not Divulged   |
|                           | <b>Name of the Person :</b>                           | --   |
|                           | <b>Contact No.:</b>                                   | --   |
|                           | <b>Since How Long Known :</b>                         | --   |
|                           | <b>Maximum Limit Dealt :</b>                          | --   |
|                           | <b>Experience :</b>                                   | --   |
|                           | <b>Remark:</b>  | --   |
| <b>No. of Employees :</b> | Information denied by the management                  |  |
| <b>Bankers :</b>          | <b>Banker Name :</b>                                  | Kotak Mahindra Bank Limited  |
|                           | <b>Branch :</b>                                       | 27BKC, C 27, G Block, Bandra Kurla Complex, Bandra (East), Mumbai-400051, Maharashtra, India |
|                           | <b>Person Name (With Designation) :</b>               | --   |
|                           | <b>Contact Number :</b>                               | --   |
|                           | <b>Name of Account Holder :</b>                       | --   |
|                           | <b>Account Number :</b>                               | --   |
|                           | <b>Account Since (Date/Year of Account Opening) :</b> | --   |
|                           | <b>Average Balance Maintained :</b>                   | --   |
|                           | <b>Credit Facilities Enjoyed (CC/OD/Term Loan) :</b>  | --   |
|                           | <b>Account Operation :</b>                            | --   |

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|  |                 |    |
|--|-----------------|----|
|  | <b>Remark :</b> | -- |
|--|-----------------|----|

|  |   |
|--|---|
| <b>Auditors :</b>                                    |   |
| <b>Name :</b>  | R B Sharma and Company<br>Chartered Accountants   |
| <b>Address :</b>                                     | 7-8, Shangrila Complex, 2nd Floor , Samarth Nagar, Aurangabad, Maharashtra  |
| <b>Income-tax PAN of auditor or auditor's firm :</b> | AACFR8643J  |
| <b>Memberships :</b>                                 | Not Available   |
| <b>Collaborators :</b>                               | Not Available   |
| <b>Holding company</b>                               | <ul style="list-style-type: none"> <li>East West International BV, Netherland</li> </ul>  |
| <b>Fellow Subsidiary company:</b>                    | <ul style="list-style-type: none"> <li>East West Seed Company Limited</li> <li>East West Seed International Limited</li> <li>Nama Genetics Trading Limited</li> <li>East West Seed Company INC</li> <li>Horti Genetics Research (S.E. ASIA)</li> <li>Semillas Tropicals SA</li> <li>Hortigenetics Agrisciences (Nanning) Co. Limited</li> <li>East West Seed ROH Limited</li> <li>East West Seed (Tanzania) Company Limited</li> <li>East West Seeds Hai Ten Do Co. Limited</li> <li>East West Seed Yuma</li> </ul> |

**CAPITAL STRUCTURE**

As on 29.09.2017

**Authorised Capital :**

| No. of Shares | Type          | Value         | Amount              |
|---------------|---------------|---------------|---------------------|
| 41000000      | Equity Shares | INR 10/- each | INR 410.000 Million |

**Issued, Subscribed & Paid-up Capital :**

| No. of Shares | Type          | Value         | Amount              |
|---------------|---------------|---------------|---------------------|
| 36326571      | Equity Shares | INR 10/- each | INR 363.266 Million |

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**FINANCIAL DATA**  
*[all figures are INR Million]*

**ABRIDGED BALANCE SHEET**

| <b>SOURCES OF FUNDS</b>                       | <b>31.03.2017</b> | <b>31.03.2016</b> | <b>31.03.2015</b> |
|---|-------------------|-------------------|-------------------|
| <b>I. EQUITY AND LIABILITIES</b>              |                   |                   |                   |
| (1) Shareholders' Funds                       |                   |                   |                   |
| (a) Share Capital                             | 363.266           | 363.266           | 363.266           |
| (b) Reserves & Surplus                        | 630.175           | 465.100           | 362.630           |
| (c) Money received against share warrants     | 0.000             | 0.000             | 0.000             |
| (2) Share Application money pending allotment | 0.000             | 0.000             | 0.000             |
| <b>Total Shareholders' Funds (1) + (2)</b>    | <b>993.441</b>    | <b>828.366</b>    | <b>725.896</b>    |
| (3) Non-Current Liabilities                   |                   |                   |                   |
| (a) long-term borrowings                      | 0.000             | 0.000             | 0.000             |
| (b) Deferred tax liabilities (Net)            | 5.811             | 8.431             | 6.240             |
| (c) Other long term liabilities               | 0.000             | 0.000             | 0.000             |
| (d) long-term provisions                      | 28.483            | 20.056            | 15.470            |
| <b>Total Non-current Liabilities (3)</b>      | <b>34.294</b>     | <b>28.487</b>     | <b>21.710</b>     |
| (4) Current Liabilities                       |                   |                   |                   |
| (a) Short term borrowings                     | 0.000             | 0.000             | 1.788             |
| (b) Trade payables                            | 269.858           | 178.720           | 142.042           |
| (c) Other current liabilities                 | 67.008            | 123.504           | 77.520            |
| (d) Short-term provisions                     | 118.608           | 148.912           | 70.336            |
| <b>Total Current Liabilities (4)</b>          | <b>455.474</b>    | <b>451.136</b>    | <b>291.686</b>    |
| <b>TOTAL</b>                                  | <b>1483.209</b>   | <b>1307.989</b>   | <b>1039.292</b>   |
| <b>II. ASSETS</b>                             |                   |                   |                   |
| (1) Non-current assets                        |                   |                   |                   |
| (a) Fixed Assets                              |                   |                   |                   |
| (i) Tangible assets                           | 161.941           | 152.934           | 149.011           |
| (ii) Intangible Assets                        | 16.770            | 0.318             | 0.660             |
| (iii) Capital work-in-progress                | 58.273            | 38.189            | 36.433            |
| (iv) Intangible assets under development      | 0.000             | 0.000             | 0.000             |
| (b) Non-current Investments                   | 0.000             | 0.000             | 0.000             |
| (c) Deferred tax assets (net)                 | 0.000             | 0.000             | 0.000             |
| (d) Long-term Loan and Advances               | 25.832            | 14.465            | 8.116             |
| (e) Other Non-current assets                  | 2.662             | 3.662             | 3.622             |
| <b>Total Non-Current Assets</b>               | <b>265.478</b>    | <b>209.568</b>    | <b>197.842</b>    |

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|                                   |                 |                 |                 |
|-----------------------------------|-----------------|-----------------|-----------------|
| (2) Current assets                |                 |                 |                 |
| (a) Current investments           | 0.000           | 0.000           | 0.000           |
| (b) Inventories                   | 621.782         | 556.544         | 349.709         |
| (c) Trade receivables             | 350.202         | 283.418         | 264.259         |
| (d) Cash and cash equivalents     | 135.245         | 168.248         | 164.305         |
| (e) Short-term loans and advances | 107.328         | 87.522          | 61.540          |
| (f) Other current assets          | 3.174           | 2.689           | 1.637           |
| <b>Total Current Assets</b>       | <b>1217.731</b> | <b>1098.421</b> | <b>841.450</b>  |
|                                   |                 |                 |                 |
| <b>TOTAL</b>                      | <b>1483.209</b> | <b>1307.989</b> | <b>1039.292</b> |

**PROFIT & LOSS ACCOUNT**

|                  | <b>PARTICULARS</b>  | <b>31.03.2017</b> | <b>31.03.2016</b> | <b>31.03.2015</b> |
|------------------|---|-------------------|-------------------|-------------------|
|                  | <b>SALES</b>  |                   |                   |                   |
|                  | Revenue from operations   | 1847.960          | 1710.533          | 1608.866          |
|                  | Other Income  | 19.409            | 14.668            | 5.965             |
|                  | <b>TOTAL</b>  | <b>1867.369</b>   | <b>1725.201</b>   | <b>1614.831</b>   |
|                  |   |                   |                   |                   |
| <b>Less</b>      | <b>EXPENSES</b>   |                   |                   |                   |
|                  | Cost of Materials Consumed  | 771.746           | 746.946           | 229.619           |
|                  | Purchases of Stock-in-Trade   | 0.000             | 0.000             | 528.510           |
|                  | Changes in inventories of finished goods, work-in-progress and Stock-in-Trade | 0.000             | 0.000             | (29.087)          |
|                  | Employee benefit expense  | 292.011           | 209.247           | 202.393           |
|                  | CSR expenditure   | 0.524             | 0.186             | 0.000             |
|                  | Other expenses  | 510.183           | 494.534           | 468.245           |
|                  | <b>TOTAL</b>  | <b>1574.464</b>   | <b>1450.913</b>   | <b>1399.680</b>   |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>     | <b>292.905</b>    | <b>274.288</b>    | <b>215.151</b>    |
|                  |   |                   |                   |                   |
| <b>Less</b>      | <b>FINANCIAL EXPENSES</b>   | 0.343             | 0.225             | 7.729             |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>              | <b>292.562</b>    | <b>274.063</b>    | <b>207.422</b>    |
|                  |   |                   |                   |                   |
| <b>Less/ Add</b> | <b>DEPRECIATION/ AMORTISATION</b>   | 28.881            | 17.793            | 1.292             |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT/ (LOSS) BEFORE TAX</b>  | <b>263.681</b>    | <b>256.270</b>    | <b>206.130</b>    |
|                  |   |                   |                   |                   |
| <b>Less</b>      | <b>TAX</b>  | 98.057            | 65.298            | 61.626            |
|                  |   |                   |                   |                   |
|                  | <b>PROFIT/ (LOSS) AFTER TAX</b>   | <b>165.624</b>    | <b>190.972</b>    | <b>144.504</b>    |

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|                                   |      |      |      |
|-----------------------------------|------|------|------|
| Earnings / (Loss) Per Share (INR) | 4.55 | 5.26 | 4.38 |
|-----------------------------------|------|------|------|

**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         |
| Net cash flows from (used in) operations           | 202.988    | 94.566     | 273.437    |
| Net cash flows from (used in) operating activities | 125.835    | 28.624     | 199.099    |

**KEY RATIOS**

**EFFICIENCY RATIOS**

| PARTICULARS   | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|---|------------|------------|------------|
| Average Collection Days<br>(Sundry Debtors / Income * 365 Days)   | 69.17      | 60.48      | 59.95      |
| Account Receivables Turnover<br>(Income / Sundry Debtors)         | 5.28       | 6.04       | 6.09       |
| Average Payment Days<br>(Sundry Creditors / Purchases * 365 Days) | 127.63     | 87.33      | 68.39      |
| Inventory Turnover<br>(Operating Income / Inventories)            | 0.47       | 0.49       | 0.62       |
| Asset Turnover<br>(Operating Income / Net Fixed Assets)           | 1.24       | 1.43       | 1.16       |

**LEVERAGE RATIOS**

| PARTICULARS  | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|--|------------|------------|------------|
| Debt Ratio<br>((Borrowing + Current Liabilities) / Total Assets)     | 0.31       | 0.34       | 0.28       |
| Debt Equity Ratio<br>(Total Liability / Networth)                    | 0.00       | 0.00       | 0.00       |
| Current Liabilities to Networth<br>(Current Liabilities / Net Worth) | 0.46       | 0.54       | 0.40       |
| Fixed Assets to Networth<br>(Net Fixed Assets / Networth)            | 0.24       | 0.23       | 0.26       |
| Interest Coverage Ratio  | 853.95     | 1219.06    | 27.84      |

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|                            |  |  |  |
|----------------------------|--|--|--|
| (PBIT / Financial Charges) |  |  |  |
|----------------------------|--|--|--|

**PROFITABILITY RATIOS**

| PARTICULARS  |   | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|--|---|------------|------------|------------|
| Net Profit Margin<br>((PAT / Sales) * 100)             | % | 8.96       | 11.16      | 8.98       |
| Return on Total Assets<br>((PAT / Total Assets) * 100) | % | 11.17      | 14.60      | 13.90      |
| Return on Investment (ROI)<br>((PAT / Networth) * 100) | % | 16.67      | 23.05      | 19.91      |

**SOLVENCY RATIOS**

| PARTICULARS   | 31.03.2017 | 31.03.2016 | 31.03.2015 |
|---|------------|------------|------------|
| Current Ratio<br>(Current Assets / Current Liabilities)                       | 2.67       | 2.43       | 2.88       |
| Quick Ratio<br>((Current Assets – Inventories) / Current Liabilities)         | 1.31       | 1.20       | 1.69       |
| G-Score Ratio Financial<br>(Networth / Total Assets)                          | 0.67       | 0.63       | 0.70       |
| G-Score Ratio Debt<br>(Debts / Equity Capital)                                | 0.00       | 0.00       | 0.00       |
| G-Score Ratio Liquidity<br>(Total Current Assets / Total Current Liabilities) | 2.67       | 2.43       | 2.88       |

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

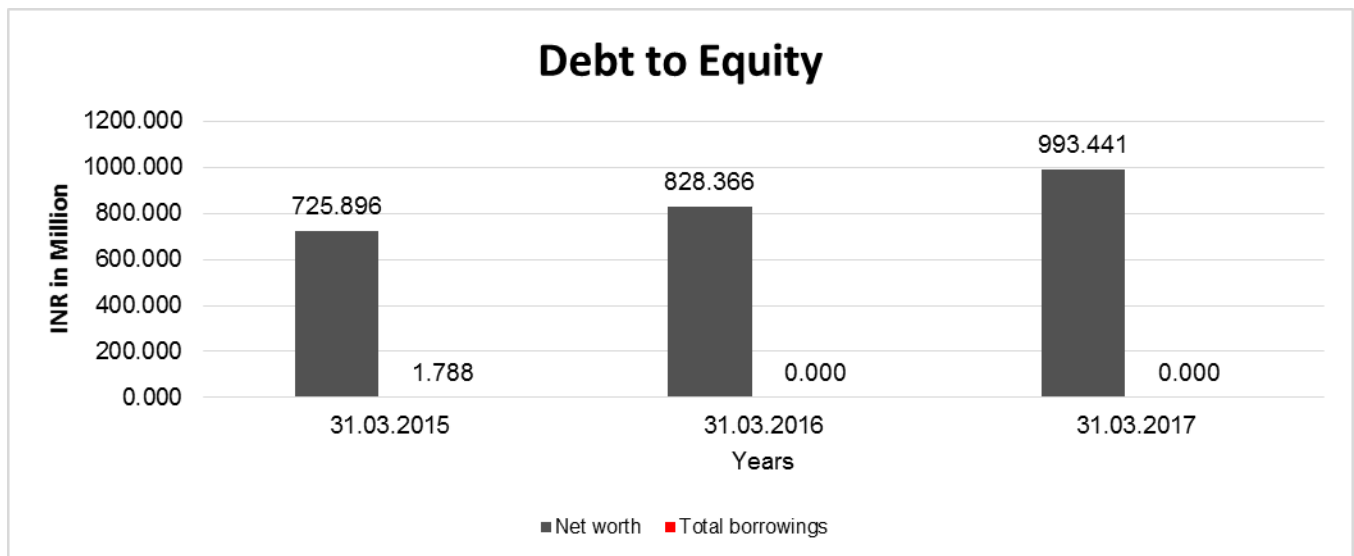
**FINANCIAL ANALYSIS**  
*[all figures are in INR Million]*

**DEBT EQUITY RATIO**

| Particular                                | 31.03.2015<br>(INR In Million) | 31.03.2016<br>(INR In Million) | 31.03.2017<br>(INR In Million) |
|---|--------------------------------|--------------------------------|--------------------------------|
| Share Capital                             | 363.266                        | 363.266                        | 363.266                        |
| Reserves & Surplus                        | 362.630                        | 465.100                        | 630.175                        |
| Money received against share warrants     | 0.000                          | 0.000                          | 0.000                          |
| Share Application money pending allotment | 0.000                          | 0.000                          | 0.000                          |
| <b>Net worth</b>                          | <b>725.896</b>                 | <b>828.366</b>                 | <b>993.441</b>                 |

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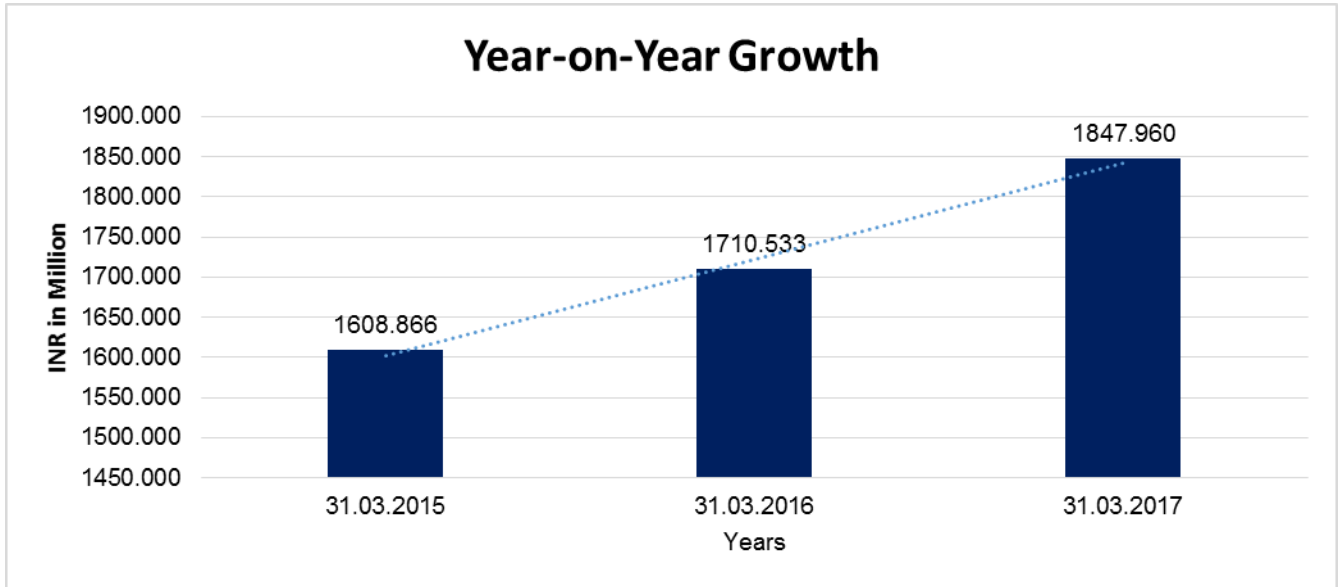
|                          |              |              |              |
|--------------------------|--------------|--------------|--------------|
| Long-term borrowings     | 0.000        | 0.000        | 0.000        |
| Short term borrowings    | 1.788        | 0.000        | 0.000        |
| <b>Total borrowings</b>  | <b>1.788</b> | <b>0.000</b> | <b>0.000</b> |
| <b>Debt/Equity ratio</b> | <b>0.002</b> | <b>0.000</b> | <b>0.000</b> |



**YEAR-ON-YEAR GROWTH**

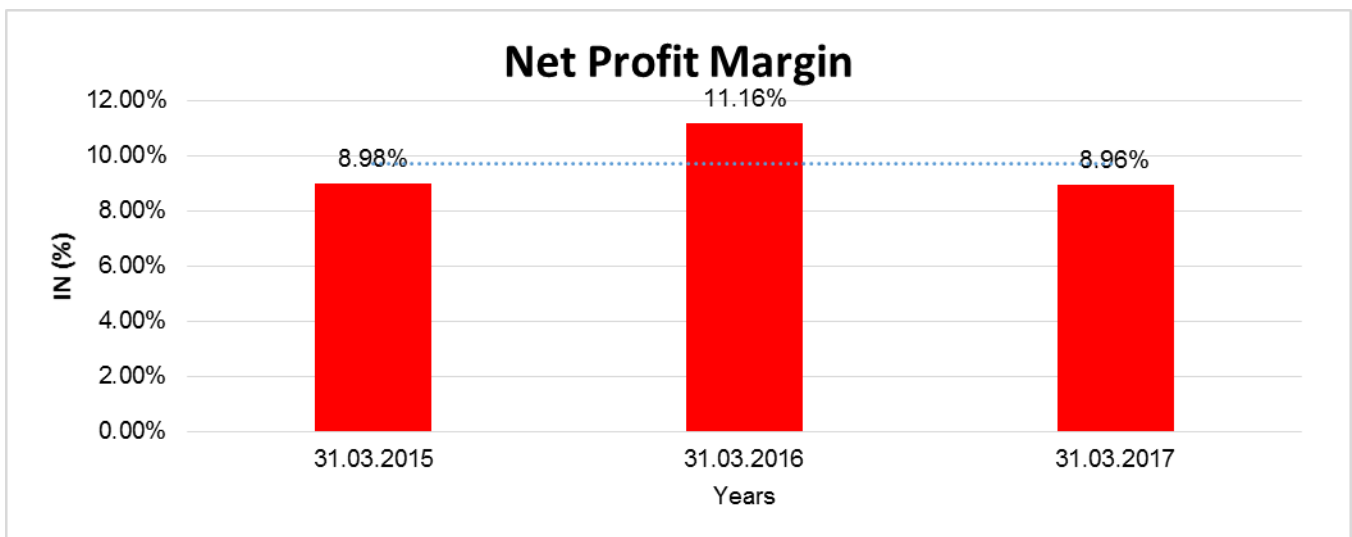
| Year on Year Growth | 31.03.2015<br>(INR In Million) | 31.03.2016<br>(INR In Million) | 31.03.2017<br>(INR In Million) |
|---------------------|--------------------------------|--------------------------------|--------------------------------|
| Sales               | 1608.866                       | 1710.533                       | 1847.960                       |
|                     |                                | <b>6.319</b>                   | <b>8.034</b>                   |

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**NET PROFIT MARGIN**

| Net Profit Margin | 31.03.2015<br>(INR In Million) | 31.03.2016<br>(INR In Million) | 31.03.2017<br>(INR In Million) |
|-------------------|--------------------------------|--------------------------------|--------------------------------|
| Sales             | 1608.866                       | 1710.533                       | 1847.960                       |
| Profit/ (Loss)    | 144.504                        | 190.972                        | 165.624                        |
|                   | <b>8.98 %</b>                  | <b>11.16 %</b>                 | <b>8.96 %</b>                  |



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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                        | No                           |
| 8       | Designation of contact person                       | No                           |
| 9       | Promoter's background                               | Yes                          |
| 10      | Date of Birth of Proprietor / Partners / Directors  | Yes                          |
| 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)               | 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 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                           |

**INDEX OF CHARGES:**

| SN o | SRN       | Charge Id | Charge Holder Name          | Date of Creation | Date of Modification | Date of Satisfaction | Amount      | Address  |
|------|-----------|-----------|-----------------------------|------------------|----------------------|----------------------|-------------|--|
| 2    | A11997632 | 10041481  | BANK OF MAHARASHTRA         | 03/03/2007       | -                    | -                    | 800000.0    | KRANTI CHOWK BRANCH KRANTI CHOWKAURANGAB ADMH431005IN                    |
| 5    | C52494820 | 10476812  | KOTAK MAHINDRA BANK LIMITED | 06/02/2014       | -                    | 24/04/2015           | 182500000.0 | 36-38A, NARIMAN BHAVAN, 227,D,NARIMAN POINT,MUMBAIMH400021IN             |
| 3    | B78269461 | 80014064  | BANK OF MAHARASHTRA         | 23/12/2005       | 03/06/2013           | -                    | 200800000.0 | KRANTI CHOWK BRANCH, 5-14-49,ADALAT ROAD AURANGABA DMH431005IN           |
| 4    | B78270048 | 80014063  | BANK OF MAHARASHTRA         | 22/12/2005       | 03/06/2013           | -                    | 200800000.0 | KRANTI CHOWK BRANCH, 5-14-49,ADALAT ROAD AURANGABA DMH431005IN           |
| 1    | H06609747 | 10462929  | KOTAK MAHINDRA BANK LIMITED | 05/11/2013       | 08/08/2018           | -                    | 192500000.0 | 27BKC, C 27, G BLOCK BANDRA KURLA COMPLEX, BANDRA (E), MUMBAI MA400051IN |

**FIXED ASSETS**

- Land
- Building
- Furniture and Fixture
- Computer
- Plant and Equipment
- Vehicle

**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 72.71 |
| UK Pound  | 1    | INR 95.76 |
| Euro      | 1    | INR 85.53 |

**INFORMATION DETAILS**

|                           |     |
|---------------------------|-----|
| Information Gathered by : | GYT |
| Analysis Done by :        | DIV |
| Report Prepared by :      | RKI |

**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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