

## MIRA INFORM REPORT

<b>Report No. :</b>	545550
<b>Report Date :</b>	18.12.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	OMAN TRADING INTERNATIONAL LTD (OTI)
<b>Registered Office :</b>	Unit 701, 7th Floor, Gate Precinct Building No. 6, Legatum Plaza, Dubai International Financial Centre, Dubai
<b>Country :</b>	United Arab Emirates
<b>Date of Incorporation :</b>	26.01.2006
<b>Com. Reg. No.:</b>	0130
<b>Legal Form :</b>	Limited Liability Company
<b>Line of Business :</b>	Subject is engaged in the import and distribution of petroleum products and petrochemicals on behalf of Oman Oil Refineries and Petroleum Industries Company (ORPIC). Subject trades approximately 16 million metric tonnes of energy per annum.
<b>No. of Employees :</b>	75

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	No Complaints
<b>Litigation :</b>	Clear

#### 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.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
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	: OMAN TRADING INTERNATIONAL LTD (OTI)
Country of Origin	: Dubai, United Arab Emirates
Legal Form	: Limited Liability Company
Registration Date	: 26th January 2006
Commercial Registration Number	: 0130
Chamber Membership Number	: 180692
Issued Capital	: US\$ 75,464,200
Paid up Capital	: US\$ 75,464,200
Total Workforce	: 75
Activities	: Distributors of petroleum products and petrochemicals
Financial Condition	: Undetermined
Payments	: Nothing detrimental uncovered

## **COMPANY NAME**

OMAN TRADING INTERNATIONAL LTD (OTI)

## **ADDRESS**

### **REGISTERED ADDRESS**

**LOCATION** : UNIT 701, 7<sup>TH</sup> FLOOR, GATE PRECINCT BUILDING NO. 6, LEGATUM PLAZA  
**Area** : Dubai International Financial Centre  
**Town** : Dubai  
**Country** : United Arab Emirates

### **PHYSICAL ADDRESS**

**Building** : Y-12 Salons, Level 5, Precinct Building 2, Gate Precinct  
**Area** : Dubai International Financial Centre  
**PO Box** : 506515  
**Town** : Dubai  
**Country** : United Arab Emirates  
**Telephone** : (971-4) 4281888  
**Facsimile** : (971-4) 3637467  
**Email** : [info@omantrading.com](mailto:info@omantrading.com) / [ams@omantrading.com](mailto:ams@omantrading.com)

### **Premises**

Subject operates from a medium sized suite of offices that are rented and located in the Central Business Area of Dubai.

## **KEY PRINCIPALS**

<u>Name</u>	<u>Position</u>
• Hamdan Ali Nasser Al Hinai	Managing Director
• Isam Saud Harib Al Zadjali	Director
• Abdullah Salim Abdullah Al Harthi	Director

- Harib Abdullah Salim Al Kitani Director
- Graham John Ford Director

## **LEGAL FORM & OWNERS**

**Date of Establishment** : 26<sup>th</sup> January 2006

**Legal Form** : Limited Liability Company

**Commercial Reg. No.** : 0130

**Chamber Member No.** : 180692

**Issued Capital** : US\$ 75,464,200

**Paid up Capital** : US\$ 75,464,200

<i>Name of Shareholder (s)</i>	<i>Percentage</i>
<ul style="list-style-type: none"><li>• Oman Oil Company SAOC PO Box: 261 Qurum Area Muscat Oman Tel: (968) 24573100 Fax: (968) 24573101</li></ul>	70%
<ul style="list-style-type: none"><li>• State General Reserve Fund</li></ul>	30%

## **AFFILIATED COMPANIES**

- Oman Trading International Ltd  
Bait Al Reem Building, Building 81  
Way No. 3409  
Al Khuwair  
Muscat  
Oman  
Tel: (968) 24403708  
Fax: (968) 24692308
- Oman Trading International (Singapore) Pte Ltd  
260 Orchard Road  
12-02/03 The Heeren

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## **OPERATIONS**

**Activities:** Engaged in the import and distribution of petroleum products and petrochemicals on behalf of Oman Oil Refineries and Petroleum Industries Company (ORPIC). Subject trades approximately 16 million metric tonnes of energy per annum.

**Import Countries:** Europe and GCC countries

Subject has a workforce of 75 employees.

## **FINANCIAL DATA**

Companies registered in Dubai, United Arab Emirates are not legally required to make their accounts public and no financial information was released by the company or submitted by outside sources.

## **BANKERS**

- Commercial Bank of Dubai  
Baniyas Street  
Deira  
PO Box: 1709  
Dubai  
Tel: (971-4) 2227121 / 2253222  
Fax: (971-4) 2220943 / 2254565

## **PAYMENT HISTORY**

No complaints regarding subject's payments have been reported.

## **GENERAL COMMENTS**

Subject are the 3<sup>rd</sup> largest off taker of Omani crude, supported by an exclusivity deal with Orpic Refineries, and trade 16 million tonnes of energy products sourced from around the world each year.

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In 2014, OTI secured a 3 year US\$ 1.05 Billion credit line borrowing base facility after over subscription from banks. This facility will fund growth and secure OTI's increased trading capacity into the future.

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.

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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 71.67
UK Pound	1	INR 90.20
Euro	1	INR 81.07
UAE DH	1	INR 19.40

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

**INFORMATION DETAILS**

Analysis Done by :	DIV
Report Prepared by :	TRU

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**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)