

## MIRA INFORM REPORT

<b>Report No. :</b>	544898
<b>Report Date :</b>	18.12.2018

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Smoky's Restaurant, Nairobi, P. O. Box 39356-00623, Nairobi"

### IDENTIFICATION DETAILS

<b>Name :</b>	UNISEL PHARMA (K) LTD
<b>Registered Office :</b>	First Floor Apricot Suites, Fourth Parkland's Road, Diagonally Opposite Smoky's Restaurant, Nairobi, P. O. Box 39356-00623, Nairobi
<b>Country :</b>	Kenya
<b>Financials (as on) :</b>	2017 (Summarized)
<b>Date of Incorporation :</b>	08.03.2004
<b>Com. Reg. No.:</b>	108617
<b>Legal Form :</b>	Limited Corporation
<b>Line of Business :</b>	Subject operate import and distribution of pharmaceutical products and related medicinal
<b>No. of Employees :</b>	25

### 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

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**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.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Kenya	B2	B2

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

### **KENYA - ECONOMIC OVERVIEW**

Kenya is the economic, financial, and transport hub of East Africa. Kenya's real GDP growth has averaged over 5% for the last decade. Since 2014, Kenya has been ranked as a lower middle income country because its per capita GDP crossed a World Bank threshold. While Kenya has a growing entrepreneurial middle class and steady growth, its economic development has been impaired by weak governance and corruption. Although reliable numbers are hard to find, unemployment and under-employment are extremely high, and could be near 40% of the population. In 2013, the country adopted a devolved system of government with the creation of 47 counties, and is in the process of devolving state revenues and responsibilities to the counties.

Agriculture remains the backbone of the Kenyan economy, contributing one-third of GDP. About 75% of Kenya's population of roughly 48.5 million work at least part-time in the agricultural sector, including livestock and pastoral activities. Over 75% of agricultural output is from small-scale, rain-fed farming or livestock production. Tourism also holds a significant place in Kenya's economy. In spite of political turmoil throughout the second half of 2017, tourism was up 20%, showcasing the strength of this sector. Kenya has long been a target of terrorist activity and has struggled with instability along its northeastern borders. Some high visibility terrorist attacks during 2013-2015 (e.g., at Nairobi's Westgate Mall and Garissa University) affected the tourism industry severely, but the sector rebounded strongly in 2016-2017 and appears poised to continue growing.

Inadequate infrastructure continues to hamper Kenya's efforts to improve its annual growth so that it can meaningfully address poverty and unemployment. The KENYATTA administration has been successful in courting external investment for infrastructure development. International financial institutions and donors remain important to Kenya's growth and development, but Kenya has also successfully raised capital in the global bond market issuing its first sovereign bond offering in mid-2014, with a second occurring in February 2018. The first phase of a Chinese-financed and constructed standard gauge railway connecting Mombasa and Nairobi opened in May 2017.

In 2016 the government was forced to take over three small and undercapitalized banks when underlying weaknesses were exposed. The government also enacted legislation that limits interest rates banks can charge on loans and set a rate that banks must pay their depositors. This measure led to a sharp shrinkage of credit in the economy. A prolonged election cycle in 2017 hurt the economy, drained government resources, and slowed GDP growth. Drought-like conditions in parts of the country pushed 2017 inflation above 8%, but the rate had fallen to 4.5% in February 2018.

The economy, however, is well placed to resume its decade-long 5%-6% growth rate. While fiscal deficits continue to pose risks in the medium term, other economic indicators, including foreign exchange reserves, interest rates, current account deficits, remittances and FDI are positive. The credit and drought-related impediments were temporary. Now In his second term, President KENYATTA has pledged to make economic growth and development a centerpiece of his second administration, focusing on his "Big Four" initiatives of universal healthcare, food security, affordable housing, and expansion of manufacturing.

Source : CIA

## **COMPANY NAME**

Registered Name: **UNISEL PHARMA (K) LTD**  
Requested Name: **UNISEL PHARMA (K) LTD**  
Other Names: **UNISEL PHARMA**

## **ADDRESS AND TELECOMMUNICATION**

Physical Address: First Floor Apricot Suites, Fourth Parkland's Road, Diagonally  
Opposite Smoky's Restaurant, Nairobi,  
Postal Address: P. o. Box 39356-00623,  
Nairobi,  
Country: Kenya  
Phone: 254-20-3744355  
Cell: 254-72860680/ 774-18826516  
Fax: 254-20-3744355/374486  
Email: unisel@africaonline.co.ke  
Website: None

## **CREDIT OPINION**

Financial Index as of December 2017 shows subject firm with a medium risk of credit. However, bank and credit information obtained reveal a history of prompt payments.

## **LEGAL**

Legal Form: Limited Corporation  
Date Incorporated: 8-March-2004  
Reg. Number: 108617  
Nominal Capital: KES. 100,000  
Subscribed Capital: KES. 100,000  
Subscribed Capital is Subscribed in the following form:

	<b>Position</b>	<b>Shares</b>
Mr. Sudhir Sharad Phadke	MD	245
Mr. Rajendrakumar Shamji Kukadia	Director	245
Mr. Dilipkumar Jetha Bharmal	Director	
Mr. Vijaykumar Jetha Bharmal	Director	
Mr. Ashok Kumar Jetha Bharmal	Director	
HARLEY'S LIMITED	Shareholder	510

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## **RELATED COMPANIES**

HARLEY'S LIMITED

None

None

Mr. Sudhir Sharad Phadke

Mr. Rajendrakumar Shamji Kukadia

None

Parent company.

Subsidiary company.

Affiliated company.

Shareholders of subject firm.

Branches of the firm

## **OPERATIONS**

Registered to operate import and distribution of pharmaceutical products and related medicinal facilities.

Imports:

Asia

Exports:

None

Trademarks:

None

Terms of sale:

Cash (40%) and 25-90 days (60%), invoices.

Main Customers:

Chemists, wholesalers, NGO's and hospitals

Employees:

25 employees.

Vehicles:

Several motor vehicles.

Territory of sales:

Kenya

Location:

Leased premises, 10,000 square feet,

## **AUDITORS AND INSURANCE**

Auditors:

Information not available.

Insurance Brokers:

Information not available.

## **FINANCE**

Currency Reported:

Kenya Shillings (KES.)

Fiscal Year End:

December 31, 2017

Inflation:

According to information given by independent sources,  
the inflation at December 31st, 2016 was of 13%.

Financial Information not Submitted

Profit and Loss (expressed in KES.)

**2017**

Sales

166,750,000

## **BANK**

Bank Name:

HABIB BANK AG ZURICH LIMITED

Branch:

Kenya

Comments:

None

## **COMMENTS / ADDITIONAL INFORMATION**

This information was obtained from outside sources other than the subject company itself and confirmed the above subject.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 71.67
UK Pound	1	INR 90.20
Euro	1	INR 81.07
KES	1	INR 0.69

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIVR
<b>Report Prepared by :</b>	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)