

MIRA INFORM REPORT

Report No. :	520354
Report Date :	20.07.2018

IDENTIFICATION DETAILS

Name :	LUCY SWITCHGEAR FZE
Registered Office :	Plot No. MO 0161, Road No. 732, Suite No. 409 & 410, Jebel Ali Free Zone, Dubai
Country :	United Arab Emirates
Financials (as on) :	31.12.2017
Date of Incorporation :	28.06.2000
Legal Form :	Free Zone Establishment - FZE
Line of Business :	Manufacture of Medium and Low Voltage Electrical Switchgear Equipment.
No. of Employees :	300

RATING & COMMENTS

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

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

Status :	Satisfactory
Payment Behaviour :	No Complaints
Litigation :	Clear

NOTES:

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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)
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

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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 (VAT) 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	: LUCY SWITCHGEAR FZE
Country of Origin	: Dubai, United Arab Emirates
Legal Form	: Free Zone Establishment - FZE
Registration Date	: 28 th June 2000
Trade Licence Number	: 2642
Chamber Membership Number	: 57049
Issued Capital	: UAE Dh 1,000,000
Paid up Capital	: UAE Dh 1,000,000
Total Workforce	: 300
Activities	: Manufacturers of electrical switchgear equipment
Financial Condition	: Fair
Payments	: No Complaints
Operating Trend	: Steady

COMPANY NAME

LUCY SWITCHGEAR FZE

ADDRESS

REGISTERED & PHYSICAL ADDRESS

Location : Plot No. MO 0161, Road No. 732, Suite No. 409 & 410
Area : Jebel Ali Free Zone

PO Box : 17709

Town : Dubai
Country : United Arab Emirates

Telephone : (971-4) 8811528 / 8813300 / 8129999 / 8811523
Facsimile : (971-4) 8814505 / 8129900
Mobile : (971-50) 6566134
Email : customer.services@lucyswitchgear.com / veno.gopal@lucyswitchgear.com

Premises

Subject operates from a large suite of offices and a factory that are rented and located in the Jebel Ali Free Zone Area of Dubai.

KEY PRINCIPALS

<u>Name</u>	<u>Position</u>
• Brian John Andrew Urquhart	Managing Director
• Philip William	General Manager
• Roy Papchan	Operations Manager
• Ashok Rama Ligama	Finance Manager
• Veno Gopal	Financial Controller

LEGAL FORM & OWNERS

Date of Establishment : 28th June 2000

Legal Form : Free Zone Establishment - FZE

Trade Licence No. : 2642

Chamber Member No. : 57049

Issued Capital : UAE Dh 1,000,000

Paid up Capital : UAE Dh 1,000,000

Name of Shareholder (s)	Percentage
<ul style="list-style-type: none">W Lucy & Co Ltd Eagle Works Walton Well Road Oxford Oxfordshire OX2 6EE United Kingdom Tel: (44-1865) 311411 Fax: (44-1865) 310504 Email: switchgear.sales@wlucy.co.uk	100%

AFFILIATED COMPANIES

- Lucy Middle East FZE
Jebel Ali Free Zone
Dubai
Tel: (971-4) 8129999
- The Saudi Lucy Co Ltd
PO Box: 834
Al Khobar 31952
Saudi Arabia
Tel: (966-13) 8823057

OPERATIONS

Activities: Engaged in the manufacture of medium and low voltage electrical switchgear equipment.

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Production capacity currently stands at 350 units per month.

The company's manufacturing operation includes full electrical testing facilities and capabilities to service, re-condition, retrofit and customise a wide range of switchgear equipment.

In 2001, subject signed contracts with the Federal Electricity & Water Authority (FEWA) in the UAE and Saudi Consolidated Electricity Co in Riyadh, Saudi Arabia for the supply of electrical switchgears and components.

Subject is ISO 9002 certified.

Import Countries: United Kingdom

Operating Trend: Steady

Subject has a workforce of approximately 300 employees.

FINANCIAL DATA

Financial highlights provided by local sources are given below:

Currency: United Arab Emirates Dirham (UAE Dh)

	Year Ending 31/12/16:	Year Ending 31/12/17:
Total Sales	UAE Dh 46,700,000	UAE Dh 47,500,000

Local sources consider subject's financial condition to be Fair.

The above financial figures are based on estimations by our local sources.

BANKERS

- HSBC Bank Middle East
Deira Souk Branch
PO Box: 66
Dubai
Tel: (971-4) 2535000

PAYMENT HISTORY

No complaints regarding subject's payments have been reported.

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GENERAL COMMENTS

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.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.83
UK Pound	1	INR 89.93
Euro	1	INR 80.12
UAE Dh	1	INR 18.74

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

INFORMATION DETAILS

Analysis Done by :	DIV
Report Prepared by :	NIT

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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)