

MIRA INFORM REPORT

Report No. :	520821
Report Date :	21.07.2018

IDENTIFICATION DETAILS

Name :	DESBRO KENYA LTD.
Registered Office :	Desbro House, Kampala Road, Industrial Area, P. O. Box: 42469-00100, Nairobi
Country :	Kenya
Financials (as on) :	2017 (Summarized)
Date of Incorporation :	24.08.1954
Com. Reg. No.:	C3018
Legal Form :	Limited Corporation
Line of Business :	Subject operate import of industrial chemicals, plastic and chemical raw materials
No. of Employees :	80

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 :	Good
Payment Behaviour :	Regular
Litigation :	Clear

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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)
Kenya	B1	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 has 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.

Underlying weaknesses were exposed in the banking sector in 2016 when the government was forced to take over three small and undercapitalized banks. In 2016, the government 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

SUBJECT'S NAME

Registered Name: **DESBRO KENYA LTD.**
Requested Name: **DESBRO KENYA LTD.**
Other Names: **DESBRO (KENYA) LIMITED**

ADDRESS AND TELECOMMUNICATION

Physical Address: Desbro House, Kampala Road, Industrial Area,
Postal Address: P. o. Box 42469-00100
Nairobi,
Country: Kenya
254-20-557600/13/16/542196/558802/557613/
Phone: 5372638/6557469/2458740/1/6537263/6537262
Cell: 254-722855078
Fax: 254-20-542147/543791/555956/537274
info@desbrokenya.com/ sundaram@desbrokenya.com/
Email: ashu@desbrokenya.com
Website: www.desbrogroup.com

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: 24-Aug-1954
Reg. Number: C3018
Nominal Capital: KES. 10,000,000
Subscribed Capital: KES. 10,000,000
Subscribed Capital is Subscribed in the following form:

	Position	Shares	
Mr. Suman Kumar Sennik	CEO		0.00%
Mr. Ramasany Seshadri Somasundaram	Director		
Mr. Anish Kumar Sennik	Director		
Mr. Rajesh Kumar Sennik	Director		

Mr. Veenasennik Sennik	Director	
Mr. Jagannathan Damodaran	Manager	
Mrs. Malka Metha	Manager	
Desbro Holdings (K) Limited	Holding Co.	99.99%

RELATED COMPANIES

Desbro Holdings (K) Limited	Parent company.
None	Subsidiary company.
Listed Below	Affiliated companies.
None	Shareholder of subject firm.
Mauritius, Reunion, Madagascar, South Africa, Uganda, Tanzania & UAE	Branches of the firm

OPERATIONS

Registered to operate import of industrial chemicals, plastic and chemical raw materials	
Imports:	Middle East, Asia
Exports:	Neighbouring countries
Trademarks:	None
Terms of sale:	Cash (40%) and 25-90 days (60%), invoices.
Main Customers:	Local agencies , Industries and Companies
Employees:	80 employees.
Vehicles:	Several motor vehicles.
Territory of sales:	Kenya
Location:	Leased premises, 30,000 square feet,

AUDITORS AND INSURANCE

Auditors:	Grant Thornton
Insurance Brokers:	Information not available.

FINANCE

Currency Reported:	Kenyan Shillings (KES.)
Fiscal Year End:	December 31, 2017

Inflation: According to information given by independent sources, the inflation at December 31st, 2017 was of 13%.

Financial Information not Submitted

Profit and Loss (expressed in KES.)

	2016	2017
Sales	3,850,000,000	4,765,000,000

BANK

Bank Name: KENYA COMMERCIAL BANK LTD
Branch: Kenya
Comments: Other banks
STANDARD CHARTERED BANK
VICTORIA COMMERCIAL BANK

TRADE REFERENCES

Experiences: Good

NOTARIAL BONDS

None

COMMENTS/ ADDITIONAL INFORMATION

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

AFFILIATED COMPANIES

DESBRO ENGINEERING LTD
DESBRO EXPORTS LTD
DESBRO POLYMERS LTD

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DESBRO TANZANIA LTD
DESBRO TRADING LTD
DESBRO UGANDA LTD
GALVANISED & FIRE WIRES LTD
INDUSTRIAL DISTRIBUTORS LTD
MESSH AND STEEL TRADING LTD
MRC WIRE PRODUCTS LTD
PIPING SYSTEMS LTD
PLASTIC COMPOUNDERS CO LTD
PLASTIC FITTINGS LTD
PLASTIC PIPES & PRODUCTS LTD
PLASTIC PROFILES LTD
PLATIC FITTINGS LTD
POLYPIPE LTD
PPP PIPING SYSTEMS LTD
SHANGHAI EXPRESS RESTAURANT LTD
SOCIETE DES TUBES ET RACCORDS MARKETING LTEE
TANDOORI EXPRESS RESTAURANT LTD

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.85
UK Pound	1	INR 89.67
Euro	1	INR 80.31
KES	1	INR 0.68

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)