

## MIRA INFORM REPORT

Report No. :	522301
Report Date :	30.07.2018

### IDENTIFICATION DETAILS

Name :	SOUVENIR TRADING COMPANY
Registered Office :	Plot No. 65-C & 67-C, 21 <sup>st</sup> Commercial Street, Phase II (Ext), DHA, Karachi
Country :	Pakistan
Financials (as on) :	2016 (Summarized)
Year of Establishment :	1980
Legal Form :	Partnership Business
Line of Business :	Subject Company is engaged in import & trading of Leather Chemicals.
No. of Employees :	40

### RATING & COMMENTS

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

Maximum Credit Limit :	
Status :	Satisfactory
Payment Behaviour :	Slow and Delayed
Litigation :	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 (31.12.2017)	Current Rating (01.04.2018)
Pakistan	B1	B1

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

**PAKISTAN - ECONOMIC OVERVIEW**

Decades of internal political disputes and low levels of foreign investment have led to underdevelopment in Pakistan. Pakistan has a large English-speaking population, with English-language skills less prevalent outside urban centers. Despite some progress in recent years in both security and energy, a challenging security environment, electricity shortages, and a burdensome investment climate have traditionally deterred investors. Agriculture accounts for one-fifth of output and two-fifths of employment. Textiles and apparel account for more than half of Pakistan's export earnings; Pakistan's failure to diversify its exports has left the country vulnerable to shifts in world demand. Pakistan's GDP growth has gradually increased since 2012, and was 5.3% in 2017. Official unemployment was 6% in 2017, but this fails to capture the true picture, because much of the economy is informal and underemployment remains high. Human development continues to lag behind most of the region.

In 2013, Pakistan embarked on a \$6.3 billion IMF Extended Fund Facility, which focused on reducing energy shortages, stabilizing public finances, increasing revenue collection, and improving its balance of payments position. The program concluded in September 2016. Although Pakistan missed several structural reform criteria, it restored macroeconomic stability, improved its credit rating, and boosted growth. The Pakistani rupee has remained relatively stable against the US dollar since 2015, though it declined about 10% between November 2017 and March 2018. Balance of payments concerns have reemerged, however, as a result of a significant increase in imports and weak export and remittance growth.

Pakistan must continue to address several longstanding issues, including expanding investment in education, healthcare, and sanitation; adapting to the effects of climate change and natural disasters; improving the country's business environment; and widening the country's tax base. Given demographic challenges, Pakistan's leadership will be pressed to implement economic reforms, promote further development of the energy sector, and attract foreign investment to support sufficient economic growth necessary to employ its growing and rapidly urbanizing population, much of which is under the age of 25.

In an effort to boost development, Pakistan and China are implementing the "China-Pakistan Economic Corridor" (CPEC) with \$60 billion in investments targeted towards energy and other infrastructure projects. Pakistan believes CPEC investments will enable growth rates of over 6% of GDP by laying the groundwork for increased exports. CPEC-related obligations, however, have raised IMF concern about Pakistan's capital outflows and external financing needs over the medium term.

Source : CIA

## **NOTE**

In absence of company financials, no credit limit could be recommended.

## **COMPANY NAME**

Business Name           SOUVENIR TRADING COMPANY

## **FULL ADDRESS**

Registered Address  
Plot No. 65-C & 67-C, 21<sup>st</sup> Commercial Street, Phase II (Ext), DHA, Karachi, Pakistan

Tel #           92 (21) 35899624, 35899625, 35899626, 35899627  
Fax #           92 (21) 35802655  
Email          [souvenirtrading\\_company@yahoo.com](mailto:souvenirtrading_company@yahoo.com)

## **SHORT DESCRIPTION OF BUSINESS**

- |    |                    |   |
|----|--------------------|---|
| a. | Nature of Business | Engaged in import & trading of Leather<br>Chemicals |
| b. | Year Established   | 1980  |
| c. | National Tax No.   | 0671214 - 2   |

## **BRANCHES**

- (1) Mangal Mandi Road, Niaz Nagar, Kasur, Pakistan  
(2) Chowk Shahabpura, Ugoki Road, Near Zohra Memorial Hospital, Sialkot - Pakistan

## **LEGAL STATUS**

Subject Company was established as a Partnership business in 1980

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## **DETAILS OF MANAGEMENT**

Names	Nationality	Address	Occupation	Designation
Mr. Sheikh Muhammad Saleem	Pakistani	Plot No. 65-C & 67-C, 21 <sup>st</sup> Commercial Street, Phase II (Ext), DHA, Karachi	Business	CEO / Managing Partner
Mr. Sheikh Zaheer Ahmed	Pakistani	Plot No. 65-C & 67-C, 21 <sup>st</sup> Commercial Street, Phase II (Ext), DHA, Karachi	Business	Partner

## **ASSOCIATED COMPANIES**

(1) Hafeez Trading Company, Pakistan.

## **BUSINESS ACTIVITIES**

Subject Company is engaged in import & trading of Leather Chemicals.

It purchases against L/C, D/P basis to its trade suppliers globally.

It sales against cash / credit term basis to its domestic customers.

Its import globally from Companies belongs to China, Korea, Taiwan, Germany, Thailand, Indonesia, India & U.A.E.

Its major customers are Leather Manufacturers, Tanneries, Private Companies etc.

Subject operates from owned office & factory premises situated at commercial area of Karachi, Sindh

Subject employs about 40 persons in its set up.

## **ANNUAL SALES VOLUME**

Year	In Pak Rupees
2016	150,000,000/- (Estimated)

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## **TRADE SUPPLIERS (FOREIGN)**

- (1) BAYER, GERMANY.
- (2) BASF, GERMANY.
- (3) CLARIANT, SWITZERLAND.
- (4) HENKEL, ITALY.
- (5) Z.S.C.H., GERMANY.
- (6) JIAXING HONG LIN LEATHER CHEMICAL CO., LTD, TAIWAN.
- (7) YORCHEM, U.K.
- (8) VISWAAT CHEMICALS LTD, INDIA.

## **BANKERS**

- (1) Bank Al-Habib Limited, Pakistan.
- (2) Faysal Bank Limited, Pakistan.
- (3) Habib Bank Limited, Pakistan.
- (4) Bank Alfalah Limited, Pakistan.

## **MEMBERSHIPS**

KCCI  
FPCCI

## **COMMENTS**

Subject Company was established in 1995 and is engaged in import & trading of Leather Chemicals. Overall reputation is satisfactory. Trade relations are reported as fair. In view of current disturbed economic and political situation, we would advise to deal with all the business in Pakistan with some caution.

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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.70
UK Pound	1	INR 89.99
Euro	1	INR 79.98
PKR	1	INR 0.54

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

**INFORMATION DETAILS**

Analysis Done by :	NIS
Report Prepared by :	DNS

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**RATING EXPLANATIONS**

<b>Credit Rating</b>	<b>Explanation</b>	<b>Rating Comments</b>
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)