

MIRA INFORM REPORT

Report No. :	537461
Report Date :	03.11.2018

IDENTIFICATION DETAILS

Name :	SAMI PHARMACEUTICALS (PRIVATE) LIMITED
Registered Office :	34-C, Block-6, P.E.C.H.S., Karachi
Country :	Pakistan
Financials (as on) :	2018 (Summarized)
Date of Incorporation :	1971
Com. Reg. No.:	0003496
Legal Form :	Private Limited Company
Line of Business :	Manufacture & Marketing of Pharmaceutical Products.
No. of Employees :	310

RATING & COMMENTS

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

MIRA's Rating :

A

Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Maximum Credit Limit :	USD 562609.85
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 while quoting report number, name and date.

ECGC Country Risk Classification List

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

COMPANY NAME

Business Name SAMI PHARMACEUTICALS (PRIVATE) LIMITED

FULL ADDRESS

Registered Address
34-C, Block-6, P.E.C.H.S., Karachi, Pakistan

Tel # 92 (21) 34527490, 34527491, 34527492
Fax # 92 (21) 34549190
Email samikhi@cyber.net.pk

SHORT DESCRIPTION OF BUSINESS

a.	Nature of Business	Manufacture & Marketing of Pharmaceutical Products
b.	Year Established	1971
c.	Registration #	0003496

FACTORY LOCATION

Address F-95, Off. Hub River Road, S.I.T.E., Karachi-75730, Pakistan
Tel # 92 (21) 32578081, 32578082, 32578083
Fax # 92 (21) 32563934

AUDITORS

Suriya Nauman Rehan & Co.
(Chartered Accountants)

LEGAL STATUS

Subject Company was established as a Private Limited Company in 1971

6.	AUTHORIZED CAPITAL	Rs. 2,000,000,000/- divided into 20,000,000 shares of Rs. 100/- each
	ISSUED & PAID UP CAPITAL	Rs. 1,671,100/- divided into 16,711 shares of Rs. 100/- each

DETAILS OF DIRECTORS

Names	Designation
Mr. Shamim Ahmed	Chief Executive
Mr. Junaid Shamim	Director
Mr. Muhammad Yasin Malik	Director
Mr. Zubair Shamim	Director
Mr. Shoaib Shamim	Director
Mr. Abdul Salam	Director
Mr. Ovais Shamim	Director

SHAREHOLDERS

Names	No. of Shares
Mr. Shamim Ahmed	1,710
Mrs. Humera Masood	426
Mr. Junaid Shamim	2,138
Mr. Ovais Shamim	2,138
Mr. Zubair Shamim	2,138
Mr. Shoaib Shamim	2,138
Mr. Muhammad Yasin Malik	4,352
Mr. Abdul Salam	570
Mrs. Humaira Salam	413
Mr. Muhammad Talha	353

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Mr. Muhammad Owais Salam 335

ASSOCIATES

A. SUBSIDIARY

None

B. ASSOCIATED COMPANIES

- Do -

PRODUCTS / BRANDS

AMMOIDIN, ANTIAL, BUEPRON, CARICEF, CHYMOTRIP, CONSPIC, DICLORAN, DICLOREP, DISGREN, EUPHEN, FLAVIN, KLINT, KLINZ, LOSPAN PLUS, MOVAX, MOXYPEN, NEUCEF, NOVIDAT, OXIDIL, PACE, PENCIT, PENORIT, PERIDONE, PROVAS, PULSATE, SAMEROL, SANTOVIR, SEDIL, TEPH 20, TRIMETABOL, UHASIL, ULCERAX, ZOLEN

NUMBER OF EMPLOYEES

310

ACTUAL CAPACITY & PRODUCTION

The capacity and production of the Company's plant is indeterminable as it is multi-product and involves various process of manufacturing

TRADE SUPPLIERS (FOREIGN)

- (1) IPCA LABORATORIES LIMITED, INDIA.
- (2) ZHEJIANG GUOBANG PHARMACEUTICAL CO. LTD, CHINA.
- (3) SHANGHAI SUNVE PHARMACEUTICAL CO. LTD, CHINA.

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ANNUAL SALES VOLUME

Years	In Pak Rupees
2016	940,000,000/- (Estimated)
2017	980,000,000/- (Estimated)
2018	1,500,000,000/- (Estimated)

DISTRIBUTORS NETWORK

Mainly exist at major cities of Pakistan

BANKERS

- (1) Askari Bank Limited, Pakistan.
- (2) Habib Metropolitan Bank Limited, Pakistan.
- (3) Bank Al-Habib Limited, Pakistan.
- (4) United Bank Limited, Pakistan.
- (5) Soneri Bank Limited, Pakistan.
- (6) Habib Bank Limited, Pakistan.

(Total Mortgage obtained PKR: 1,546,666,667/-)

FINANCIAL POSITION

Sound

MEMBERSHIPS

Pakistan Pharmaceutical Manufacturers Association.(PPMA)
Karachi Chamber of Commerce & Industry.(KCCI)

COMMENTS

Subject is a well-established Company having fine track. Directors are reported as experienced, respectable and having satisfactory means of their own. 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.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.87
UK Pound	1	INR 94.75
Euro	1	INR 83.23
PKR	1	INR 0.55

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

INFORMATION DETAILS

Analysis Done by :	VIVR
Report Prepared by :	POJ

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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)