

MIRA INFORM REPORT

Report No. :	538201.2
Report Date :	12.11.2018

IDENTIFICATION DETAILS

Name :	SUHAIL INTERNATIONAL
Registered Office :	Suite No. 1, 2 nd Floor, Kissan Hall Chamber, 45-A, Mozang Road, Lahore,
Country :	Pakistan
Financials (as on) :	2016 (Summarized)
Date of Incorporation :	1995
Legal Form :	Proprietorship business
Line of Business :	Subject is engaged in import, export & trading of Lamp Salt, Salt Candle, Table Salt, Bath Salts, Animal Salt, Salt Block, Salt Pipe.
No. of Employees :	62

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

Maximum Credit Limit :	USD 29,781.80
Status :	Satisfactory
Payment Behaviour :	Slow and delayed
Litigation :	Clear

NOTES :

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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

SUHAIL INTERNATIONAL

FULL ADDRESS

Registered Address

Suite No. 1, 2nd Floor, Kissan Hall Chamber, 45-A, Mozang Road, Lahore, Pakistan

Tel # 92 (42) 36360599, 36306143, +923008444927

Fax # 92 (42) 36306143

SHORT DESCRIPTION OF BUSINESS

- | | | |
|----|--------------------|---|
| a. | Nature of Business | Engaged in import, export & trading of Lamp Salt, Salt Candle, Table Salt, Bath Salts, Animal Salt, Salt Block, Salt Pipe etc |
| b. | Year Established | 1995 |
| c. | National Tax # | 1340743-7 |

FACTORIES LOCATION

Subject has two factories, one in Lahore and other in Rock Salt Mining Area Quaid-Abad city

LEGAL STATUS

Subject Company was established as a Proprietorship business in 1995

DETAILS OF MANAGEMENT

Names	Nationality	Address	Occupation	Designation
Mr. Suhail Ikram	Pakistani	Suite No. 1, 2 nd Floor, Kissan Hall Chamber, 45-A, Mozang Road, Lahore	Business	CEO / Proprietor

ASSOCIATED COMPANIES

None

BUSINESS ACTIVITIES

Subject Company is engaged in import, export & trading of Lamp Salt, Salt Candle, Table Salt, Bath Salts, Animal Salt, Salt Block, Salt Pipe.

Payments would be accepted / made through L/C, D/P basis to its trade suppliers / customers globally.

Local sales are mostly done with cash / credit term basis to its domestic customers.

Its exporting countries are Middle East, Asian & Far East Countries.

Its import globally from Companies belongs to China, Taiwan, Korea, India & Hong Kong.

Its major customers are Buying Agencies, Private Companies, International Buyers etc.

Subject operates from owned office premises situated at commercial & industrial centers of Lahore, Punjab.

Subject employs about 62 persons in its set up.

ANNUAL SALES VOLUME

Year	In Pak Rupees
2016	80,000,000/- (Estimated)

TRADE SUPPLIERS (FOREIGN)

Subject import globally from Companies belongs to China, Taiwan, Korea, India & Hong Kong. Its global trade suppliers are Companies related to Machineries

BANKERS

- (1) Soneri Bank Limited, Pakistan.
- (2) Habib Bank Limited, Pakistan.
- (3) Meezan Bank Limited, Pakistan.
- (4) Bank Alfalah Limited, Pakistan.

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MEMBERSHIPS

LCCI

COMMENTS

Subject Company was established in 1995 and is engaged in import, export & trading business. Overall reputation is normal. 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 72.73
UK Pound	1	INR 94.87
Euro	1	INR 82.52
PKR	1	INR 0.54

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

INFORMATION DETAILS

Analysis Done by :	VIV
Report Prepared by :	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)