

## MIRA INFORM REPORT

Report No. :	539569
Report Date :	16.11.2018

### IDENTIFICATION DETAILS

Name :	P.T. ACN TRADING INTERNATIONAL
Registered Office :	Jl. M.H. Thamrin No. 11, Gondangdia, Menteng District, Central Jakarta 10350
Country :	Indonesia
Date of Incorporation :	27.10.2015
Com. Reg. No.:	AHU-AH.01.03-0163024
Legal Form :	Limited Liability Company
Line of Business :	Trading, Export and Distribution of Coconut Shell Charcoal and Wood Charcoal
No. of Employees :	20

### 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

Status :	Satisfactory
Payment Behaviour :	Slow but Correct
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.

### ECGC Country Risk Classification List

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

**INDONESIA - ECONOMIC OVERVIEW**

Indonesia, the largest economy in Southeast Asia, has seen a slowdown in growth since 2012, mostly due to the end of the commodities export boom. During the global financial crisis, Indonesia outperformed its regional neighbors and joined China and India as the only G20 members posting growth. Indonesia's annual budget deficit is capped at 3% of GDP, and the Government of Indonesia lowered its debt-to-GDP ratio from a peak of 100% shortly after the Asian financial crisis in 1999 to 34% today. In May 2017 Standard & Poor's became the last major ratings agency to upgrade Indonesia's sovereign credit rating to investment grade.

Poverty and unemployment, inadequate infrastructure, corruption, a complex regulatory environment, and unequal resource distribution among its regions are still part of Indonesia's economic landscape. President Joko WIDODO - elected in July 2014 – seeks to develop Indonesia's maritime resources and pursue other infrastructure development, including significantly increasing its electrical power generation capacity. Fuel subsidies were significantly reduced in early 2015, a move which has helped the government redirect its spending to development priorities. Indonesia, with the nine other ASEAN members, will continue to move towards participation in the ASEAN Economic Community, though full implementation of economic integration has not yet materialized.

Source : CIA

## ***COMPANY SUMMERY***

**Name of Company :**

***P.T. ACN TRADING INTERNATIONAL***

**Address :**

**Head Office**

Gedung Sarinah, 12th Floor,  
Jl. M.H. Thamrin No. 11,  
Gondangdia, Menteng district,  
Central Jakarta 10350  
Indonesia

Phones - (62-021) 3983 3458  
Fax - (62-813) 1005 6879  
Building Area - 15 storey  
Office Space - 140 sq. meters  
Region - Commercial  
Status - Rent

**Date of Incorporation :**

27 October 2015

**Legal Form :**

P.T. (Perseroan Terbatas) or Limited Liability Company

**Company Reg. No. :**

**The Ministry of Law and Human Rights**

- a. No. AHU-2464184.AH.01.01.Tahun 2015  
Dated 03 November 2015
- b. No. AHU-0023502.AH.01.02.Tahun 2016  
Dated 03 October 2016
- b. No. AHU-AH.01.03-0163024  
Dated 16 August 2017

**Company Status :**

National Private Company

**Permit by the Government Department :**

**The Department of Finance**

NPWP No.74.991.367.9-016.000

**Related/Affiliated Company**

Not available

## **CAPITAL AND OWNERSHIP**

### **Capital Structure :**

Authorized Capital	- US\$ 1,000,000.- (Rp. 14,654,000,000.-)
Issued Capital	- US\$ 500,000.- (Rp. 7,327,000,000.-)
Paid up Capital	- US\$ 500,000.- (Rp. 7,327,000,000.-)

### **Shareholders/Owners :**

**a. Mr. Ali Riyasat - Rp. 3,663,500,000.- (50%)**

Address : Aeshiyana Laldiggi Road,  
Iqbal Bagh, Aligarh Pin  
202002 Uttar Pradesh,  
India

**b. Mr. Asim Ali Khan - Rp. 3,663,500,000.- (50%)**

Address : Aeshiyana Laldiggi Road,  
Iqbal Bagh, Aligarh Pin  
202002 Uttar Pradesh,  
India

## **BUSINESS ACTIVITIES**

### **Lines of Business :**

Trading, Export and Distribution of Coconut Shell Charcoal and Wood Charcoal

### **Production Capacity :**

None

### **Total Investment :**

Owned Capital - Rp. 12.0 million

### **Started Operation :**

June 2016

### **Brand Name :**

ACN

### **Technical Assistance :**

None

### **Number of Employee :**

20 persons

### **Marketing Area :**

Export (60%) and Local (40%)

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**Main Customers:**

- a. Overseas Markets in India
- b. Water Treatment Industries
- c. Etc.

**Market Situation :**

Very Competitive

**Main Competitors :**

- a. PT. Arya Wira Gemilang
- b. PT. Agro Inti Premium
- c. PT. Jafa Palma Indonesia
- d. PT. Arang Jawa Indonesia
- e. PT. Indrratma Sahitaguna
- f. Etc.

**Business Trend :**

Growing

## ***BANKER, AUDITOR & LITIGATION***

**Banker :**

P.T. Bank of India Indonesia Tbk  
Jakarta Office  
Jl. Samanhudi No. 37  
Central Jakarta  
Indonesia

**Auditor :**

Internal Auditor

**Litigation :**

No litigation record in our database

## ***FINANCIAL FIGURE***

**Annual Sales (estimated) :**

2016 – Rp. 9.6 billion (June – December)  
2017 – Rp. 29.0 billion  
2018 – Rp. 42.0 billion

**Net Profit (estimated) :**

2016 – Rp. 0.8 billion (June – December)  
2017 – Rp. 2.5 billion

2018 – Rp. 3.6 billion

**Payment Manner :**  
Slow but Correct

**Financial Comments :**  
Fairly

## ***KEY EXECUTIVES***

### **Board of Management :**

President Director - Mr. Ali Riyasat  
Directors - a. Mr. Asim Ali Khan  
b. Mr. Chaudhary Zubyan  
c. Mr. Dedy Suhendar  
d. Mr. Saifee Parvez

### **Board of Commissioners :**

Commissioner - Mrs. Raisa Praveen

### **Signatories :**

President Director (Mr. Ali Riyasat) or one of the Directors (Mr. Asim Ali Khan, Mr. Chaudhary Zubyan, Mr. Dedy Suhendar or Mr. Saifee Parvel) which must be approved by Board of Commissioner (Mrs. Raisa Praven)

## ***CAPABILITIES***

### **Management Capability :**

Fairly

### **Business Morality :**

Fairly

## ***OVERALL PERFORMANCE***

P.T. ACN TRADING INTERNATIONAL (P.T. ATI) was established in Jakarta based on Notarial Deed OF Abdul Rajab Rahman, SH., No. 37 dated October 27, 2015, with an authorized capital of US\$ 1,000,000 (Rp 14,654,000,000) of which US\$ 500,000 (Rp 7,327,000,000) was issued and paid up. The founding shareholders of the company are Mr. Ali Riyasat (50%) and Mrs. Raisa Praveen (50%), both are Indian businessman and businesswoman. The Deed of establishment was approved by the Minister of Law and Human Rights through its Decision Letter No. AHU-2464184.AH.01.01.Tahun 2015 dated November 03, 2015.

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Its articles of association have subsequently been changed for several times, most recently by Notary Deed of Suparman Hasyim, SH., No. 04 dated August 14, 2017, Mrs. Raisa Praveen withdrew and her shares are sold to Mr. Asim Ali Khan. Since then, the shareholders of the company are Mr. Ali Riyasat (50%) and Mr. Asim Ali Khan (50%). This amendment to Deed has been approved by the Minister of Law and Human Rights of the Republic of Indonesia through its Decree No. AHU-AH.01.03-0163024 dated August 16, 2017. Since then, no changes have been effected in term of its shareholding composition and capital structure to date.

Pursuant to the company's notary deed, P.T. ATI engaged to operate in trading, import-export, supplier, distributor, development, industry and services. The Company's registered office located at Gedung Sarinah, 12th Floor, Jl. M.H. Thamrin No. 12, Gondangdia, Menteng district, Central Jakarta and the company can open branch offices or representative offices at home and abroad.

We observe that P.T. ATI has been operating since June 2016 to deal with trading, export and distribution of Coconut Shell Charcoal and Wood Charcoal. Mr. Saifee Parvez, director and general manager of the Company said that the products (coconut shell charcoal and wood charcoal) are exported to India and Sri Lanka. Besides, P. P. ATI is also engaged in the trading of imported products such as moisture meters, lighting and electrical equipment which are all imported from China and Taiwan. Then, the whole products are marketed locally through dealers and distributors of electrical equipments in Jakarta and its surroundings. We observed that P.T. ATI is classified as a medium sized company of its kind in the country of which the operation has been growing in the last three years.

We have noticed that the demand for coconut shell charcoal and wood charcoal had increased some 6% to 8% per annum in the last five years in line with the growth of cooking oil industries and water treatment industries in the country and international market. In the coming years, the growth rate of demand is estimated at about 4% to 5% per annum. The present market situation for coconut shell charcoal and wood charcoal is very competitive for a large number of similar companies operating in the country. We consider P.T. ATI to be in a quite favorable position for having already got hold of a steady clientele in the Java and surroundings.

The solid and steady domestic economy, Indonesia with the rising of Country Rating to Investment Grade, and also supported by Indonesia's economic indicators such as inflation, exchange rates and interest rates are expected to encourage the business sectors. Macroeconomic indicators from China showed downward trend. In contrary, macroeconomic indicators of the US and India showed improvement. Both of these indicated continued uncertainties. The global economic crisis that accompanied the decline of the Indonesian Rupiah (IDR) against the US Dollar in the past two months, resulting in Indonesian people's purchasing power declined sharply.

Table of Indonesian Economic Indicators from 2013 to 2017

<b>Indonesian Economic Indicators</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Gross Domestic Product (PDB)	5.6	5.0	4.8	5.0	5.1
Consumer Price Index (inflation)	8.4	8.4	3.4	3.0	3.6
Government Debt	28.7	24.7	27.0	27.9	28.5
Exchange Rate (IDR/USD)	11,563	11,800	13,400	13,309	13,381
Current Account Balance	-3.3	-3.1	-2.1	-1.8	-1.7
Population (in millions)	251	254	258	261	264
Poverty (percentage of population)	11.5	11.0	11.2	10.7	10.1
Unemployment (percentage of workforce)	6.3	5.9	6.2	5.6	5.5
Reserves (in billion USD)	99.4	111.9	105.9	116.4	130.2

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Until this time P.T. ATI has not been registered with Indonesian Stock Exchange, so that they shall not oblige to announce their financial statement. Therefore, the company has no obligation to publish financial statement publicly. We have checked to Department of Trade and Industry and found that no financial statement has been reported. P.T. ATI's management is very reclusive to outsider and rejecting to disclose its financial condition but we estimated the total sales turnover of the company in 2016 (June to December) amounted to Rp. 9.6 billion increased to Rp. 29.0 billion in 2017 and rose again to Rp. 42.0 billion in 2018. The operation in 2018 yielded a net profit at least Rp. 3.6 billion and the company has a total net worth of Rp. 12.0 billion. So far we did not hear that P.T. ATI has been black listed by Bank Indonesia (Central Bank) or having detrimental cases being settled in local district court. The company usually pays its debts punctually to suppliers.

The management of P.T. ATI is led by Mr. Ali Riyasat (appr.45) as President Director and CEO of the Company. He is an Indian businessman with more than 10 years-experience in trading, import-export and distribution of coconut shell charcoal and wood charcoal. In daily activities, he is assisted by four directors namely Mr. Asim Ali Khan, Mr. Chaudhary Zubyan, Mr. Saifee Parvez (all of India) and Mr. Dedy Suherdar of Indonesia. The Company's management has wide relations with private businessmen within and outside the country. So far, we did not hear that the management of the company being filed to the district court for detrimental cases or involved in any business malpractices. The company's litigation record is clean and it has not registered with the black list of Bank of Indonesia.

P.T. ACN TRADING INTERNATIONAL is appraised to be good for business transaction. However, in view of the economic condition in the country is still unstable and political situation in the country is warming, we recommend to treat prudently in extending any new loan to the company.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.16
UK Pound	1	INR 93.95
Euro	1	INR 81.83
IDR	1	INR 0.0049

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIVR
<b>Report Prepared by :</b>	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)