

MIRA INFORM REPORT

Report No. :	541515
Report Date :	29.11.2018

IDENTIFICATION DETAILS

Name :	QATAR NATIONAL IMPORT AND EXPORT COMPANY
Registered Office :	Building No. 178, Gate No. 61, Industrial Area, Street No 2, 490 Doha, Qatar
Country :	Qatar
Date of Incorporation :	01.01.1991
Com. Reg. No.:	1836
Legal Form :	Limited Liability Company
Line of Business :	<ul style="list-style-type: none"> • Agents specialised in the sale of other particular products • Agents involved in the sale of food, beverages and tobacco
No. of Employees :	1,000

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

Status :	Good
Payment Behaviour :	Regular
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)
Qatar	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

QATAR - ECONOMIC OVERVIEW

Qatar's oil and natural gas resources are the country's main economic engine and government revenue source, driving Qatar's high economic growth and per capita income levels, robust state spending on public entitlements, and booming construction spending, particularly as Qatar prepares to host the World Cup in 2022. Although the government has maintained high capital spending levels for ongoing infrastructure projects, low oil and natural gas prices in recent years have led the Qatari Government to tighten some spending to help stem its budget deficit.

Qatar's reliance on oil and natural gas is likely to persist for the foreseeable future. Proved natural gas reserves exceed 25 trillion cubic meters - 13% of the world total and, among countries, third largest in the world. Proved oil reserves exceed 25 billion barrels, allowing production to continue at current levels for about 56 years. Despite the dominance of oil and natural gas, Qatar has made significant gains in strengthening non-oil sectors, such as manufacturing, construction, and financial services, leading non-oil GDP to steadily rise in recent years to just over half the total.

Following trade restriction imposed by Saudi Arabia, the UAE, Bahrain, and Egypt in 2017, Qatar established new trade routes with other countries to maintain access to imports.

Source : CIA

COMANY SUMMARY

<u>COMPANY NAME</u>	QATAR NATIONAL IMPORT AND EXPORT COMPANY			
<u>ADDRESS</u>	Building Building No. 178, Gate No. 61	Street Industrial Area, Street No 2	Town Doha	PO Box 490 Doha
<u>TEL/FAX</u>	Verified Phones: (+974) 4033 9000 / Fax: (+974) 4033 9199			
<u>EMAIL/WEBSITE</u>	Email: info@qnie.com / Website: www.qnie.com			
<u>ACTIVITY</u>	NACE 4617 - Agents involved in the sale of food, beverages and tobacco; NACE 4618 - Agents specialised in the sale of other particular products;			
<u>PRINCIPAL</u>	Sheikh Faisal Bin Fahd Al Thani Chairman			Workforce 1,000
<u>LEGAL INFO</u>	Date Of Est. 01/01/1991	Reg. No. 1836	Legal Form LLC	Status Active
<u>CAPITAL</u>	CURRENCY QAR (Qatari Riyal)		AMOUNT 2,000,000	

BUSINESS INFORMATION

IDENTIFICATION

<u>CO. NAME</u>	QATAR NATIONAL IMPORT AND EXPORT COMPANY		
<u>ALSO KNOWN NAME (S)</u>	QATAR NATIONAL IMPORT & EXPORT CO. / QNIE		
<u>BUILDING</u>	Building No. 178, Gate No. 61		
<u>STREET</u>	Industrial Area, Street No 2		
<u>POSTAL ADDRESS</u>	490 Doha		
<u>TOWN</u>	Doha		
<u>COUNTRY</u>	Qatar		
<u>TELEPHONE</u>	(+974) 4033 9000 / (+974) 4033 9031 (Mohammed Haytham)		
<u>FAX</u>	(+974) 4033 9199		
<u>VERIFIED EMAIL</u>	info@qnie.com		
<u>WEBSITE</u>	www.qnie.com		
<u>BUSINESS HOURS</u>	DAYS Sun-Thu	OFFICE HOURS 08:00-17:00	BREAK TIME 12:00-13:00
<u>FORMER ADDRESS</u>	Subject previously was located at: Matar AlQadeem Road (Old Airport Road) Old Airport Area, Near Al Ahli Bank P.O. Box No.: 490 Doha		

Qatar
Telephone : (+974) 4456 2222 / 4456 2244 / 4583 9192 / 4456 2132
Fax: (+974) 4456 2299

SENIOR PERSONNEL

MANAGEMENT

NAME	POSITION
Sheikh Faisal Bin Fahd Al Thani	Chairman
Ihsan Waleed Al Khiyami	Managing Director
Khaled Waleed Al Khiyami	Director
Bassam Chukir	Chief Financial Officer
Ahmad Draz	Finance Director
Mohammed Haytham	Credit Controller
Mohammed Mustafa	Accounts Receivable Assistant

WORKFORCE

Hermilyn Valle	Executive Secretary
NO. OF EMPLOYEES	PERIOD
1,000	11.2018

FINANCIAL SUMMARY

NOTES

Private companies in Qatar are not required to publish or disclose balance sheets. Balance sheets are not available from other sources, and the subject interviewed declined to give any financial information, which the company regards as strictly confidential.

The following financial information is the latest available on subject in our files:

Sales Turnover : QAR 50,000,000 - 1988
: QAR 60,000,000 - 1989
: QAR 62,500,000 - 1990
: QAR 65,000,000 - 1991
: QAR 73,000,000 - 1992
: QAR 80,000,000 - 1993
: QAR 100,000,000 - 1994
: QAR 109,000,000 - 1995

: QAR 120,000,000 - 1996
: QAR 140,000,000 - 1997
: QAR 150,000,000 - 1998
: QAR 153,000,000 - 1999
: QAR 155,000,000 - 2000
: QAR 160,000,000 - 2001
: QAR 175,000,000 - 2002
: QAR 175,000,000 - 2003
: QAR 215,000,000 - 2004
: QAR 240,000,000 - 2005 *
: QAR 320,000,000 - 2006 *
: QAR 350,000,000 - 2007
: QAR 420,000,000 - 2008 *
: QAR 600,000,000 - 2009
: QAR 600,000,000 - 2010
: QAR 1,400,000,000 - 2011 **
: QAR 1,200,000,000 - 2012 **

Net Profit : QAR 12,000,000 - 2006
: not given - 2007
: QAR 10,000,000 - 2008
: QAR 15,000,000 - 2009
: QAR 15,000,000 - 2010
: QAR 30,000,000 - 2011
: QAR 25,000,000 - 2012

* Increase in sales turnover was attributed to the high demand in the local market.

** A significant increase in sales turnover in 2011 and 2012 was attributed to favourable market conditions.

Financial year ends 31 December.

LEGAL STATUS

INCORPORATION
REGISTRATION NO.

01/01/1991
C.R. NUMBER
1836 (expiry date: 16/08/2019)

ISSUED BY
Qatar Chamber
of Commerce &
Industry

AUTHORISED CAPITAL

AMOUNT
2,000,000

CURRENCY
QAR

PAID-UP CAPITAL

AMOUNT
2,000,000

CURRENCY
QAR

BUSINESS HISTORY

The subject company was established in Qatar on 1 January 1991 as a

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general partnership between Ali Bin Sultan Al Ali Almaadeed and Mohammed Bin Ali Bin Sultan Almaadeed, however origins of its business activities can be traced back to 16 August 1964. In 2003, subject's partnership structure changed to the following:

- Sheikh Faisal Bin Fahd Al Thani (50%)
(member of the ruling family of Qatar)
- 2. Ghanim Saad Al Saad (50%)
(Qatari national)

In February 2013, subject's partnership Structure changed to present. Limited Liability Company

Active

LEGAL FORM

STATUS

SHAREHOLDERS

NAME	PERCENTAGE
1. Sheikh Faisal Bin Fahd Al Thani Nationality: Qatari (member of the ruling family of Qatar)	50.00%
2. Al Wataniya International Holdings Co Doha Qatar	50.00%

It is understood that the above two act merely as local sponsors for the Al Khiyami brothers, who are reported to be the actual decision makers. Unofficially the business is owned by :

- Ihsan Waleed Al Khiyami
(Syrian national)
- Khaled Waleed Al Khiyami
(brother of the above)
- Hasan Waleed Al Khiyami
(brother of the above)

OPERATION

BANKERS

1. Commercial Bank Of Qatar Ltd (QSC)
Main branch
PO Box: 3232

Doha
Telephone: (+974) 4449 0000
Fax : (+974) 4449 0070

2. Doha Bank
West Bay
PO Box 3818
Doha
Telephone: (+974) 4445 6000
Fax : (+974) 4441 6631

3. United Bank Limited
Main branch - Abdullah Bin Jassim Street
PO Box 242
Doha
Telephone: (+974) 4444 1314
Fax : (+974) 4442 4600

4. BNP Paribas
Al-Istiqlal Street
PO Box 2636
Doha
Telephone: (+974) 4453 7115
Fax : (+974) 4453 7453

5. Qatar Islamic Bank (QIB)
Grand Hamad Street
PO Box 559
Doha
Telephone: (+974) 4440 9409
Fax : (+974) 4441 2700

ACTIVITY CODE (NACE)

LINE OF BUSINESS

4617 - Agents involved in the sale of food, beverages and tobacco;
4618 - Agents specialised in the sale of other particular products;
Trading as importers, wholesalers, distributors and retailers a wide
range of foodstuff, including frozen food, dry food, non-food, dairy
products, meat, poultry, seafood, edible oils, pasta, snacks, soft drinks,
juices, mineral water, coffee, cakes and frozen food as well as
glassware, tableware, kitchenware, razors, cups and SIM cards.

Operators of frozen & dry food cold stores in Doha.

Subject is a distributor for the following brands :

- Acorsa Olive
- Al Ain & Tusan Tomato Paste
- Americana Biscutes
- Americana Canned Foods
- Aseel
- Mumtaz Safi (edible oils)

- Brossard Cake,
- Dawat & Diwaya Rice
- Deemah Biscutes
- Delicio Culinary
- Green Giant Canned food,
- Gulfa Water
- Panzani Pasta
- Punjab Garden Rice
- RS Olive Oil
- Sunwhite RICE
- Taj Tahina
- Halawa
- Tata Salt
- Ten Seed Rusk
- Tiffany Cooly & Zwan Canned Meat
- Sadia Intl
- Regal Picon (Fromageries Bell Sa)
- McCain
- Radwa Farms
- Ak Saray
- Lazeez
- Aurora
- Al Khaled Farms
- Tyson (International Food Resources)
- Food Basket,
- C-Food International
- Fletcher Intl Export Ptv Lts
- Americana Meat
- Americana Cake
- Pride Cheese
- Bonduelle, Egyswiss
- Fino, Aseel Butter
- Astra Quails

IMPORT FROM

EXPORT TO
FACILITIES

In February 2004 the subject became the exclusive agent for Alsafi Danone in Doha.

Worldwide, mainly from Brazil, Denmark, India, China, Australia, New Zealand, Spain, Saudi Arabia and Ireland. occasionally to Bahrain and Kuwait.

Premises comprising administrative offices and a retail outlet with a 3,600 sq. m. warehouse including five refrigerated and 2 dry goods area located at the heading address, as well as wholesale retail outlets elsewhere in Doha. Subject has a total 15,500 frozen pallet positions, 1,500 chill pallet positions and 3,700 dry pallets positions.

Subject has heavy fleet of 16 tractor trailers and delivery fleet consists of 161 vehicles.

BRANCH OFFICES

1. Dairy Products Showroom
Al Asmugh Area

Telephone : (974) 4442 2577

2. Cold Stores
Industrial Area
Doha
3. Al Afaq Food Co.
Building No. 85
Salwa Road
Central Vegetable Market
P.O.Box 490
Doha
Telephone: (+974) 4468 0929
Fax : (+974) 4468 0928
Sub C.R. No.: 1836/4

Associates

RELATED COMPANIES

1. Al Afaq Real Estate Development
Co
Doha
Qatar
2. Zero One
Qatar
3. Arabian Food Company
Qatar
4. TAZWEED
Qatar
5. Qatar Logistical Services
Qatar
6. Arla Foods Qatar
Qatar

PAYMENT RECORDS

CREDIT OPINION

We consider it is acceptable to deal with subject for LARGE amounts.

SPECIAL REMARKS

INTERVIEWED
COMMENTS

Hermilyn Valle (Executive Secretary).
The phone number given by you: +974 4033098 is incomplete (one digit is missing).

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.69
UK Pound	1	INR 90.14
Euro	1	INR 79.88
UAE DH	1	INR 19.07

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

INFORMATION DETAILS

Analysis Done by :	NIS
Report Prepared by :	KET

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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)