

MIRA INFORM REPORT

Report No. :	542680
Report Date :	30.11.2018

IDENTIFICATION DETAILS

Name :	ASSOCIATED STEEL LIMITED
Registered Office :	Lusaka Road, Industrial Area, Nairobi P. o. Box 18833-00500, Nairobi,
Country :	Kenya
Financials (as on) :	2017 (Summarized)
Date of Incorporation :	04.10.1976
Com. Reg. No.:	14939
Legal Form :	Limited Corporation
Line of Business :	Subject operates as distributors of building materials and related supplies.
No. of Employees :	1200

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 :	No Complaints
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)
Kenya	B2	B2

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

KENYA - ECONOMIC OVERVIEW

Kenya is the economic, financial, and transport hub of East Africa. Kenya's real GDP growth has averaged over 5% for the last decade. Since 2014, Kenya has been ranked as a lower middle income country because its per capita GDP crossed a World Bank threshold. While Kenya has a growing entrepreneurial middle class and steady growth, its economic development has been impaired by weak governance and corruption. Although reliable numbers are hard to find, unemployment and under-employment are extremely high, and could be near 40% of the population. In 2013, the country adopted a devolved system of government with the creation of 47 counties, and is in the process of devolving state revenues and responsibilities to the counties.

Agriculture remains the backbone of the Kenyan economy, contributing one-third of GDP. About 75% of Kenya's population of roughly 48.5 million work at least part-time in the agricultural sector, including livestock and pastoral activities. Over 75% of agricultural output is from small-scale, rain-fed farming or livestock production. Tourism also holds a significant place in Kenya's economy. In spite of political turmoil throughout the second half of 2017, tourism was up 20%, showcasing the strength of this sector. Kenya has long been a target of terrorist activity and has struggled with instability along its northeastern borders. Some high visibility terrorist attacks during 2013-2015 (e.g., at Nairobi's Westgate Mall and Garissa University) affected the tourism industry severely, but the sector rebounded strongly in 2016-2017 and appears poised to continue growing.

Inadequate infrastructure continues to hamper Kenya's efforts to improve its annual growth so that it can meaningfully address poverty and unemployment. The KENYATTA administration has been successful in courting external investment for infrastructure development. International financial institutions and donors remain important to Kenya's growth and development, but Kenya has also successfully raised capital in the global bond market issuing its first sovereign bond offering in mid-2014, with a second occurring in February 2018. The first phase of a Chinese-financed and constructed standard gauge railway connecting Mombasa and Nairobi opened in May 2017.

In 2016 the government was forced to take over three small and undercapitalized banks when underlying weaknesses were exposed. The government also enacted legislation that limits interest rates banks can charge on loans and set a rate that banks must pay their depositors. This measure led to a sharp shrinkage of credit in the economy. A prolonged election cycle in 2017 hurt the economy, drained government resources, and slowed GDP growth. Drought-like conditions in parts of the country pushed 2017 inflation above 8%, but the rate had fallen to 4.5% in February 2018.

The economy, however, is well placed to resume its decade-long 5%-6% growth rate. While fiscal deficits continue to pose risks in the medium term, other economic indicators, including foreign exchange reserves, interest rates, current account deficits, remittances and FDI are positive. The credit and drought-related impediments were temporary. Now In his second term, President KENYATTA has pledged to make economic growth and development a centerpiece of his second administration, focusing on his "Big Four" initiatives of universal healthcare, food security, affordable housing, and expansion of manufacturing.

Source : CIA

SUBJECT'S NAME

Registered Name: **ASSOCIATED STEEL LIMITED**
Requested Name: **ASL LIMITED**
Trade Names: **ASL LTD. (TRADING DIVISION)**

ADDRESS AND TELECOMMUNICATION

Physical Address: Lusaka Road, Industrial Area, Nairobi
Postal Address: P. o. Box 18833-00500,
Nairobi,
Country: Kenya
Phone: 254-20-6559869/6534776/559869/559871/555032/ 652089
Fax: 254-20-6534610/6534726/ 555043
Email: info@asltd.ramco-group.com
Website: www.asl.co.ke/www.ramco-group.com

CREDIT OPINION

Financial Index as of December 2017 shows subject firm with a medium risk of credit. However, bank and credit information obtained reveal a history of prompt payments.

LEGAL

Legal Form: Limited Corporation
Date Incorporated: 4-Oct-1976
Reg. Number: 14939
Nominal Capital: KES. 50,000,000
Subscribed Capital: KES. 50,000,000
Subscribed Capital is Subscribed in the following form:

	Position	Shares
Mr. Kirit Rambhai Patel	Chairman	
Mr. Chandrakant Rambhai Patel	Director	
Mr. Hashit Mahendra Patel	Director	
Mr. Amit Patel	Director	
Ms. Prital Patel	Director	
Mr. Anand Dave	Director	
Mr. Kartik Patel	Director	

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Mr. Anand Karani	Director	
Mr. Ronak Parikh	Director	
Ramco Group	Holding Co.	100%

RELATED COMPANIES

Ramco Group	Parent company.
None	Subsidiary company.
Given Below	Affiliated company.
None	Shareholder of subject firm.
Securex Place, Along Parklands Road, Opposite Nairobi University School of Law (Parklands Campus), Nairobi	Branches of the firm

OPERATIONS

Registered to operate as distributors of building materials and related supplies	
Imports:	Asia, Europe, UK
Exports:	East Africa
Brands:	Pegler, Eurobath, Havells, Grohe, Pakai etc
Terms of sale:	Cash (60%) and 25-90 days (40%), invoices.
Main Customers:	General Public
Employees:	1200 employees.
Vehicles:	Several motor vehicles.
Territory of sales:	Kenya
Location:	Owned premises, 80,000 square feet,

AUDITORS AND INSURANCE

Auditors:	Information not available.
Insurance Brokers:	Information not available.

FINANCE

Currency Reported:	Kenyan Shillings (KES.)
Fiscal Year End:	December 31, 2017

Inflation:

According to information given by independent sources,
the inflation at December 31st, 2017 was of 13%.

Financial Information not Submitted

Profit and Loss (expressed in KES.)

2017

Sales

5,500,000,000

BANK

Bank Name:

BARCLAYS BANK

Branch:

Kenya

Comments:

None

TRADE REFERENCES

Experiences:

Good

NOTARIAL BONDS

None

COMMENTS / ADDITIONAL INFORMATION

This information was obtained from outside sources other than the subject company itself and confirmed the above subject.

AFFILIATED COMPANIES

CREATIVE EDGE LIMITED

MARKETPOWER INTERNATIONAL LIMITED

RAMCO PRINTING WORKS LIMITED

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PLATINUM PACKAGING LIMITED
ASL LIMITED - PACKAGING DIVISION
POLYTHENE INDUSTRIES LIMITED ASL LIMITED - PAPER DIVISION
FLEXOWORLD LIMITED
OVIDIAN ADVERTISING AND DESIGN LIMITED
REDHOT BRANDING LIMITED
RAMCO HARDWARE LIMITED
JUMA HARDWARE STORES LIMITED
KENTAINERS LIMITED ASL TZ LIMITED – TANZANIA
ASL HARDWARE LIMITED – UGANDA
ASTRAL PIPES LIMITED
RAMCO CHEMICALS LIMITED
CROWN CLASSICS LIMITED
ASL LIMITED - WIRE & CABLE DIVISION
OFFICE MART LIMITED – KENYA
OFFICE MART TZ LIMITED – TANZANIA
SEAL HONEY LIMITED
LINO STATIONERS (AFRICA) LIMITED
TRAVELSHOPPE LIMITED
ASL LIMITED - STEEL DIVISION
ASL LIMITED - HEAVY FABRICATION DIVISION
SAI OFFICE SUPPLIES LIMITED - KENYA
SAI OFFICE SUPPLIES UG LIMITED – UGANDA
SAI OFFICE SUPPLIES TZ LIMITED – TANZANIA
SAI OFFICE SUPPLIES RW LIMITED – RWANDA
OFFICE TECHNOLOGIES LIMITED
ASL CREDIT LIMITED
PROSERVE ICT
AFRICA CONSULTING SERVICES LIMITED

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 69.92
UK Pound	1	INR 89.74
Euro	1	INR 79.58
KES	1	INR 0.68

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)