

## MIRA INFORM REPORT

Report No. :	536993
Report Date :	27.10.2018

### IDENTIFICATION DETAILS

Name :	MERSACO SAL
Registered Office :	Jamil Kfoury Building, Sami Solh Avenue, Parc Sector, P O Box: 119073, Beirut 1107 2280
Country :	Lebanon
Date of Incorporation :	29.12.1959
Com. Reg. No.:	8732, Beirut
Legal Form :	Lebanese Joint Stock Company
Line of Business :	Import and distribution of pharmaceuticals, medicines and cosmetics.
No. of Employees :	500

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> 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: while quoting report number, name and date.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Lebanon	C1	C1

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

**LEBANON - ECONOMIC OVERVIEW**

Lebanon has a free-market economy and a strong laissez-faire commercial tradition. The government does not restrict foreign investment; however, the investment climate suffers from red tape, corruption, arbitrary licensing decisions, complex customs procedures, high taxes, tariffs, and fees, archaic legislation, and inadequate intellectual property rights protection. The Lebanese economy is service-oriented; main growth sectors include banking and tourism.

The 1975-90 civil war seriously damaged Lebanon's economic infrastructure, cut national output by half, and derailed Lebanon's position as a Middle Eastern banking hub. Following the civil war, Lebanon rebuilt much of its war-torn physical and financial infrastructure by borrowing heavily, mostly from domestic banks, which saddled the government with a huge debt burden. Pledges of economic and financial reforms made at separate international donor conferences during the 2000s have mostly gone unfulfilled, including those made during the Paris III Donor Conference in 2007, following the July 2006 war. The "CEDRE" investment event hosted by France in April 2018 again rallied the international community to assist Lebanon with concessional financing and some grants for capital infrastructure improvements, conditioned upon long-delayed structural economic reforms in fiscal management, electricity tariffs, and transparent public procurement, among many others.

The Syria conflict cut off one of Lebanon's major markets and a transport corridor through the Levant. The influx of nearly one million registered and an estimated 300,000 unregistered Syrian refugees has increased social tensions and heightened competition for low-skill jobs and public services. Lebanon continues to face several long-term structural weaknesses that predate the Syria crisis, notably, weak infrastructure, poor service delivery, institutionalized corruption, and bureaucratic over-regulation. Chronic fiscal deficits have increased Lebanon's debt-to-GDP ratio, the third highest in the world; most of the debt is held internally by Lebanese banks. These factors combined to slow economic growth to the 1-2% range in 2011-17, after four years of averaging 8% growth. Weak economic growth limits tax revenues, while the largest government expenditures remain debt servicing, salaries for government workers, and transfers to the electricity sector. These limitations constrain other government spending, limiting its ability to invest in necessary infrastructure improvements, such as water, electricity, and transportation. In early 2018, the Lebanese government signed long-awaited contract agreements with an international consortium for petroleum exploration and production as part of the country's first offshore licensing round. Exploration is expected to begin in 2019.

Source : CIA

## **SUMMARY**

Company Name	: MERSACO SAL
Country of Origin	: Lebanon
Legal Form	: Lebanese Joint Stock Company
Registration Date	: 29 <sup>th</sup> December 1959
Commercial Registration Number	: 8732, Beirut
Issued Capital	: LP 10,000,000,000
Paid up Capital	: LP 10,000,000,000
Total Workforce	: 500
Activities	: Distributors of pharmaceuticals, medicines and cosmetics
Financial Condition	: Undetermined
Payments	: Regular

## **COMPANY NAME**

MERSACO SAL

## **ADDRESS**

### **REGISTERED & PHYSICAL ADDRESS**

Building : Jamil Kfoury Building  
Street : Sami Solh Avenue  
Area : Parc Sector  
  
PO Box : 119073  
  
Town : Beirut 1107 2280  
Country : Lebanon  
  
Telephone : (961-1) 396000 / 380999 / 396405  
Facsimile : (961-1) 396363  
Mobile : (961-3) 932133  
Email : [mersaco@dm.net.lb](mailto:mersaco@dm.net.lb)

### **Premises**

Subject operates from a large suite of offices that are rented and located in the Central Business Area of Beirut.

### **Branch Office (s)**

<u>Location</u>	<u>Description</u>
<ul style="list-style-type: none"><li>Chmayssani Center Wadih Naim Street Ain El Remmaneh Area Chiyah Tel: (961-1) 543354 / 541190 Fax: (961-1) 550331 / 546655</li></ul>	Rented showroom premises
<ul style="list-style-type: none"><li>Basement, Ikariyat El Mkalles Building, Main Street Mkalles Tel: (961-1) 690689</li></ul>	Rented showroom premises

## **KEY PRINCIPALS**

<u>Name</u>	<u>Nationality</u>	<u>Position</u>
• Ghassan Ahmed Fouad El Mahasny	Lebanese	Chairman
• Walid Ali Marwa	Lebanese	Managing Director
• Nada George Masud	Lebanese	Director
• Nazirih Himadah	Lebanese	Director
• Ali Mohamed Marwa	Lebanese	Director
• Rola Ali Marwa	Lebanese	Director
• Wissam Haddad	-	Chief Financial Officer
• Paul Jad	-	Administration Manager
• Khalil Khairallah	-	Finance Manager
• Nadine Ghousoub	-	Human Resources Manager
• Imad Moubarak	-	IT Manager
• Alain Jarawan	-	Trade Manager
• Wissam Ataba	-	Purchasing Manager
• Nada Massoud	-	Quality Manager
• Nazira Hamadeh	-	Safety Manager
• Fadi Badr	-	Warehousing Manager
• Georges Aoun	-	Sales Manager
• Hanadi Nahas	-	Health Policy Manager

## **LEGAL FORM & OWNERS**

**Date of Establishment : 29<sup>th</sup> December 1959**

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**Legal Form** : Lebanese Joint Stock Company

**Commercial Reg. No.** : 8732, Beirut

**Issued Capital** : LP 10,000,000,000

**Paid up Capital** : LP 10,000,000,000

<b>Name of Shareholder (s)</b>	<b>Percentage</b>
• Masel Sal (Holding)	99.904%
• Walid Ali Marwa	0.016%
• Nada George Masud	0.016%
• Nazirih Himadah	0.016%
• Ali Mohamed Marwa	0.016%
• Ghassan Ahmed Fouad El Mahasny	0.016%
• Rola Ali Marwa	0.016%

## **OPERATIONS**

**Activities:** Engaged in the import and distribution of pharmaceuticals, medicines and cosmetics.

**Import Countries :** France, Denmark, Belgium, Germany, Switzerland and the United Kingdom.

**Brand Names :** AVENTIS PHARMA, ABBOTT, BOOTS, BOEHRINGER, CILAG, GRUNENTHAL, JANSSEN, IREX, NOVARTIS, PHARMATON, PIERRE FABRE, ROBAPHARM, SANOFI, SCHWARZ PHARMA, SOLVAY, SANTE and YAMANOUCHI

Subject has a workforce of approximately 500 employees.

## **FINANCIAL DATA**

Companies registered in Lebanon are not legally required to make their accounts public and no financial information was released by the company or submitted by outside sources.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

## **BANKERS**

- Banque Audi Sal  
Ashrafieh Branch  
PO Box: 112560  
Beirut  
Tel: (961-1) 200250 / 200251  
Fax: (961-1) 200955
- Byblos Bank  
Byblos Tower Building  
Elias Sarkis Avenue  
Ashrafieh  
PO Box: 115605  
Beirut  
Tel: (961-1) 335200  
Fax: (961-1) 339436
- Credit Bank Sal  
Ibrahim Abed Aal Street  
Beirut  
Tel: (961-1) 342954
- HSBC Bank Middle East  
PO Box: 111380  
Beirut  
Tel: (961-1) 425296  
Fax: (961-1) 425295

## **PAYMENT HISTORY**

Regular

## **GENERAL COMMENTS**

During the course of this investigation nothing detrimental was uncovered regarding subject's operating history or the manner in which payments are fulfilled. As such the company is considered to be a fair trade risk.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.37
UK Pound	1	INR 94.05
Euro	1	INR 83.41
LBP	1	INR 0.048

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIV
<b>Report Prepared by :</b>	NIT

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**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)