

MIRA INFORM REPORT

Report No. :	528193
Report Date :	07.09.2018

IDENTIFICATION DETAILS

Name :	SAOUD & NASSER AL HAZMI CO LTD
Registered Office :	Bin Yaqoob Complex Palestine Street Al Nakheel District 2449 Jeddah 21451
Country :	Saudi Arabia
Financials (as on) :	31.12.2017
Date of Incorporation :	03.11.1995
Com. Reg. No.:	4030117260, Jeddah
Legal Form :	Limited Liability Partnership
Line of Business :	Subject is engaged in the wholesale and retail of sanitary ware, ceramics, glass and steel products.
No. of Employees :	65

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.

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 (31.12.2017)	Current Rating (01.04.2018)
Saudi Arabia	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

SAUDI ARABIA - ECONOMIC OVERVIEW

Saudi Arabia has an oil-based economy with strong government controls over major economic activities. It possesses about 16% of the world's proven petroleum reserves, ranks as the largest exporter of petroleum, and plays a leading role in OPEC. The petroleum sector accounts for roughly 87% of budget revenues, 42% of GDP, and 90% of export earnings.

Saudi Arabia is encouraging the growth of the private sector in order to diversify its economy and to employ more Saudi nationals. Approximately 6 million foreign workers play an important role in the Saudi economy, particularly in the oil and service sectors; at the same time, however, Riyadh is struggling to reduce unemployment among its own nationals. Saudi officials are particularly focused on employing its large youth population.

In 2017, the Kingdom incurred a budget deficit estimated at 8.3% of GDP, which was financed by bond sales and drawing down reserves. Although the Kingdom can finance high deficits for several years by drawing down its considerable foreign assets or by borrowing, it has cut capital spending and reduced subsidies on electricity, water, and petroleum products and recently introduced a value-added tax of 5%. In January 2016, Crown Prince and Deputy Prime Minister MUHAMMAD BIN SALMAN announced that Saudi Arabia intends to list shares of its state-owned petroleum company, ARAMCO - another move to increase revenue and outside investment. The government has also looked at privatization and diversification of the economy more closely in the wake of a diminished oil market. Historically, Saudi Arabia has focused diversification efforts on power generation, telecommunications, natural gas exploration, and petrochemical sectors. More recently, the government has approached investors about expanding the role of the private sector in the health care, education and tourism industries. While Saudi Arabia has emphasized their goals of diversification for some time, current low oil prices may force the government to make more drastic changes ahead of their long-run timeline.

Source : CIA

SUMMARY

Company Name	: SAOUD & NASSER AL HAZMI CO LTD
Country of Origin	: Saudi Arabia
Legal Form	: Limited Liability Partnership
Registration Date	: 3 rd November 1995
Commercial Registration Number	: 4030117260, Jeddah
Chamber Membership Number	: 59057
Issued Capital	: SR 5,000,000
Paid up Capital	: SR 5,000,000
Total Workforce	: 65
Activities	: Wholesalers and retailers of sanitary ware, ceramics, glass and steel products
Financial Condition	: Fair
Payments	: No Complaints
Operating Trend	: Steady
Person Interviewed	: Ahmed Abdo, Accountant

COMPANY NAME

SAOUD & NASSER AL HAZMI CO LTD

ADDRESS

Registered & Physical Address

Building : Bin Yaqoob Complex
Street : Palestine Street
Area : Al Nakheel District
PO Box : 2449
Town : Jeddah 21451
Country : Saudi Arabia
Telephone : (966-12) 6293333 / 6293577
Facsimile : (966-12) 6293588 / 6293833
Mobile : (966-56) 3318484
Email : snhazmi@yahoo.com

Premises

Subject operates from a medium sized suite of offices and a showroom that are rented and located in the Central Business Area of Jeddah.

Branch Offices

<u>Location</u>	<u>Description</u>
Riyadh Tel: (966-11) 4774480	Showroom premises
Dammam Tel: (966-13) 8146333	Showroom premises
Madinah Tel: (966-14) 8697693	Showroom premises
Jizan Tel: (966-17) 3263333	Showroom premises
Qassim Tel: (966-16) 3232367	Showroom premises
Khamis Mushait Tel: (966-17) 2351818	Showroom premises

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.

KEY PRINCIPALS

<u>Name</u>	<u>Nationality</u>	<u>Position</u>
Saoud Abdulrahman Saad Al Hazmi Al Habri	Saudi	Managing Partner
Nasser Abdulrahman Saad Al Hazmi Al Habri	Saudi	Partner
Bassem Saoud Abdulrahman Al Hazmi	-	General Manager
Abdulaziz Mohamed Eid	-	Public Relations Officer
Ibrahim Sulaiman	-	Financial Manager
Khalid Saoud Abdulrahman Al Hazmi	-	Commercial Manager
Mahmoud Thabit	-	Senior Accountant
Ahmed Abdo	-	Accountant

LEGAL FORM & OWNERS

Date of Establishment : 09/06/1416 Hijri (corresponding to 3rd November 1995)

Legal Form : Limited Liability Partnership

Commercial Reg. No. : 4030117260, Jeddah

Chamber Member No. : 59057

Issued Capital : SR 5,000,000

Paid up Capital : SR 5,000,000

Name of Partner (s)

Saoud Abdulrahman Saad Al Hazmi Al Habri

Nasser Abdulrahman Saad Al Hazmi Al Habri

OPERATIONS

Activities: Engaged in the wholesale and retail of sanitary ware, ceramics, glass and steel products.

Import Countries: Europe, China, Egypt and India

International Suppliers:

Duri	Italy
GS	Italy
OM	Italy
Bosini	Italy
Saudi Italian Factory	Saudi Arabia
Al Bader Factory	Saudi Arabia
Saudi Kazaf	Saudi Arabia
LESCO	Egypt
Grohe	Germany
Hezant	Germany
Domas	United Kingdom
ARCO	Spain
Idrospania	Spain
K&B	China
Aramix	China
Bharat Impex	China
Yara	China
Smruti Pottery Work	India

Operating Trend: Steady

Subject has a workforce of 65 employees.

FINANCIAL DATA

Financial highlights provided by local sources are given below:

Currency: Saudi Riyals (SR)

	Year Ending 31/12/16:	Year Ending 31/12/17:
Total Sales	SR 47,000,000	SR 48,600,000

Local sources consider subject's financial condition to be Fair.

The above financial figures are based on estimations by our local 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

National Commercial Bank
King Abdul Aziz Street
PO Box: 3555
Jeddah 21481
Tel: (966-12) 6446644
Fax: (966-12) 6446644

PAYMENT HISTORY

No complaints regarding subject's payments have been reported.

GENERAL COMMENTS

The subject and its shareholders/owners have been searched in the following databases; Office of Foreign Assets Control (OFAC), United Nations Security Council Sanctions, Australian Sanctions List, US Consolidated Sanctions List, EU Financial Sanctions List and UK Financial Sanctions List and nothing adverse could be found on the exact names listed within the report.

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 71.92
UK Pound	1	INR 92.80
Euro	1	INR 83.60
SAR	1	INR 19.16

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

INFORMATION DETAILS

Analysis Done by :	VIVR
Report Prepared by :	POJ

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)