

## MIRA INFORM REPORT

Report No. :	529283
Report Date :	12.09.2018

### IDENTIFICATION DETAILS

Name :	AL FAJER TRADING LLC
Formerly Known As :	AL FAJER ESTABLISHMENT
Registered Office :	Warehouse No.16, Ras Al Khor Area No. 2, PO Box 1600, Dubai
Country :	United Arab Emirates
Financials (as on) :	31.12.2017
Date of Incorporation :	26.05.1973
Com. Reg. No.:	3129, Dubai
Legal Form :	Limited Liability Company – LLC
Line of Business :	<b>Subject's operations are performed through the following divisions:</b> <ul style="list-style-type: none"> <li>• Building Materials Division</li> <li>• Door Division</li> <li>• Painting Division</li> <li>• Consumer Products Division</li> <li>• Printing Division</li> <li>• Scientific Division</li> <li>• Home Tech Division</li> </ul>
No. of Employees :	325

### 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

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<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	No Complaints
<b>Litigation :</b>	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**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
United Arab Emirates	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

**UNITED ARAB EMIRATES - ECONOMIC OVERVIEW**

The UAE has an open economy with a high per capita income and a sizable annual trade surplus. Successful efforts at economic diversification have reduced the portion of GDP from the oil and gas sector to 30%.

Since the discovery of oil in the UAE nearly 60 years ago, the country has undergone a profound transformation from an impoverished region of small desert principalities to a modern state with a high standard of living. The government has increased spending on job creation and infrastructure expansion and is opening up utilities to greater private sector involvement. The country's free trade zones - offering 100% foreign ownership and zero taxes - are helping to attract foreign investors.

The global financial crisis of 2008-09, tight international credit, and deflated asset prices constricted the economy in 2009. UAE authorities tried to blunt the crisis by increasing spending and boosting liquidity in the banking sector. The crisis hit Dubai hardest, as it was heavily exposed to depressed real estate prices. Dubai lacked sufficient cash to meet its debt obligations, prompting global concern about its solvency and ultimately a \$20 billion bailout from the UAE Central Bank and Abu Dhabi Government that was refinanced in March 2014.

The UAE's dependence on oil is a significant long-term challenge, although the UAE is one of the most diversified countries in the Gulf Cooperation Council. Low oil prices have prompted the UAE to cut expenditures, including on some social programs, but the UAE has sufficient assets in its sovereign investment funds to cover its deficits. The government reduced fuel subsidies in August 2015, and introduced excise taxes (50% on sweetened carbonated beverages and 100% on energy drinks and tobacco) in October 2017. A five-percent value-added tax was introduced in January 2018. The UAE's strategic plan for the next few years focuses on economic diversification, promoting the UAE as a global trade and tourism hub, developing industry, and creating more job opportunities for nationals through improved education and increased private sector employment.

Source : CIA

## **SUMMARY**

Company Name	: AL FAJER TRADING LLC
Previously Known As	: AL FAJER ESTABLISHMENT
Country of Origin	: Dubai, United Arab Emirates
Legal Form	: Limited Liability Company – LLC
Registration Date	: 26 <sup>th</sup> May 1973
Commercial Registration Number	: 3129, Dubai
Trade Licence Number	: 205092
Chamber Membership Number	: 1079
Issued Capital	: UAE Dh 3,000,000
Paid up Capital	: UAE Dh 3,000,000
Total Workforce	: 325
Activities	: Subject operates several divisions (see below for details)
Financial Condition	: Fair
Payments	: No Complaints
Person Interviewed	: Vivek Vallera, Finance Manager

## **COMPANY NAME**

AL FAJER TRADING LLC

## **ADDRESS**

### **Registered & Physical Address**

Building : Warehouse No.16  
Area : Ras Al Khor Area No. 2  
PO Box : 1600  
Town : Dubai  
Country : United Arab Emirates  
Telephone : (971-4) 3331095 / 3332985 / 2823145  
Facsimile : (971-4) 3331548 / 3303015 / 3981607  
Mobile : (971-50) 7646526  
Email : [info@fajerest.ae](mailto:info@fajerest.ae) / [fajerest@emirates.net.ae](mailto:fajerest@emirates.net.ae)

Please note that subject's previous address was, Sheikh Hasher Maktoum Juma Al Maktoum Building, Airport Road, Al Garhoud, Dubai.

### **Premises**

Subject operates from a large suite of offices and a warehouse that are owned and located in the Central Business Area of Dubai.

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

<u>Location</u>	<u>Description</u>
Mussafah Industrial Area PO Box: 2752 Abu Dhabi Tel: (971-2) 5520007 Fax: (971-2) 5513544	Sales office & warehouse

## **KEY PRINCIPALS**

<u>Name</u>	<u>Nationality</u>	<u>Position</u>
Sheikh Hasher Bin Maktoum Bin Juma Al Maktoum	Emirati	Managing Director
Sheikh Said Hasher Bin Maktoum Bin Juma Al Maktoum	Emirati	Director

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Amjad Abou Farah	-	Commercial Manager
Vivek Vallera	-	Finance Manager
Venod Kumar	-	Purchasing Manager
Ashok Menon	-	Sales Manager
Nazeer Mohamed (Consumer)	-	Sales Manager
Carole Dizon	-	Sales Manager (Building Materials)

## **LEGAL FORM & OWNERS**

**Date of Establishment** : 26<sup>th</sup> May 1973

**History** : Subject began in 1973 under the name "Al Fajer Establishment". However on 23<sup>rd</sup> February 2017 the subject changed its name to "Al Fajer Trading LLC".

**Legal Form** : Limited Liability Company – LLC

**Commercial Reg. No.** : 3129, Dubai

**Trade Licence No.** : 205092 (Expires 24/02/2019)

**Chamber Member No.** : 1079

**Issued Capital** : UAE Dh 3,000,000

**Paid up Capital** : UAE Dh 3,000,000

<b>Name of Shareholder (s)</b>	<b>Percentage</b>
Sheikh Hasher Bin Maktoum Bin Juma Al Maktoum	99%
Sheikh Said Hasher Bin Maktoum Bin Juma Al Maktoum	1%

**Notes to the legal Form** The LLC requires a minimum of two and a maximum of 50 members. The minimum share capital required is UAE Dh 300,000. Shareholders are only liable up to the extent of the value of their shares. This type of company may engage in any form of legitimate business, with the exception of insurance, banking and investment of funds. The company is not obliged to publish its accounts. The participation of non-Emirati in a trade or business in the United Arab Emirates is governed by the Foreign Business Investment Law, which sets capital requirements and requires 51 percent Emirati participation in capital and profits. It is

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common for the 51 percent to be held by the UAE national on paper only with the foreign partner(s) providing all the capital requirements for the company and paying an annual fee to the local partner.

## ***AFFILIATED COMPANIES***

Al Ahmadiyah Contracting & Trading  
Al Fajer Information Services  
Al Fajer Travel  
Al Ahmadiyah Aktor LLC  
Balmer Lawrie (UAE) LLC  
Emirates Chemical LLC  
Al Fajer Marine LLC  
Al Fajer SM Services LLC  
Al Fajer Bunkering Services  
Al Fajer Department Store  
Al Fajer Display & Shop Fittings  
Al Fajer Emergency Medical Services  
Al Fajer Investment & Development  
Al Fajer Medical Supplies  
Al Fajer Properties  
Al Fajer Real Estate  
Al Fajer Security & Maintenance Services  
Al Fajer Travel, Tourism & Cargo  
Engineering Works Foundation Infrastructure (EWFI)  
Lunar Electro

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## **OPERATIONS**

**Activities:** Subject's operations are performed through the following divisions:

### **Building Materials Division**

Engaged in the import and distribution of drainage systems, roofing materials, flooring materials, bricks and sun breakers, and landscaping products.

### **Door Division**

Engaged in the manufacture, supply and installation of doors and gates.

### **Painting Division**

Engaged as general painting and decorating contractors.

### **Consumer Products Division**

This division specializes in the import and distribution of cosmetics and hygiene products, foodstuff, cleaning and rubber products, hardware, tools and safety equipment.

### **Printing Division**

Engaged in the import and distribution of printing inks, mounting sheets, and flexographic and grevure inks.

### **Scientific Division**

This division in engaged in the import and distribution of survey instruments, material testing and laboratory equipment, measuring tapes, and metal thermometers.

### **Home Tech Division**

This division is engaged as traders of intelligent domestic security and safety systems, including CCTV and intercom systems.

**Import Countries:** Japan, Sweden, Italy, Germany, United Kingdom, Sri Lanka, India, Singapore, Thailand and South Korea.

### **International Suppliers:**

Ceipo Ceramiche	Italy
CIAM	Italy

**Brand Names:** TOPCON, GEODIMETER, RBA, LANSTAR, PICA, JONITE, MARIPOSA, AQUART and SANDESH

Subject has a workforce of approximately 325 employees.

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## **FINANCIAL DATA**

Financial highlights provided by local sources are given below:

Currency: United Arab Emirates Dirham (UAE Dh)

Year	Sales
Year Ending 31/12/17:	UAE Dh 60,000,000

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

**Note:** According to local Commercial Law, only publicly listed companies are required to publish their financial information. Financial information on other legal forms can only be obtained from the companies / businesses directly

## **BANKERS**

United Arab Bank  
Deira Branch  
Dubai  
Tel: (971-4) 2220181

HSBC Bank Middle East  
Deira Souk Branch  
PO Box: 66  
Dubai  
Tel: (971-4) 2535000

## **PAYMENT HISTORY**

No complaints regarding subject's payments have been reported.

## **GENERAL COMMENTS**

During the course of this investigation the following sources were consulted:

- Internal database
- Journals, directories, media & web searches
- Local Registry office
- Interview with Vivek Vallera, Finance Manager

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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.

## **COUNTRY OUTLOOK**

The economy continues to experience a slowdown in economic growth as a result of low oil prices. Real GDP achieved sustained growth of over 6 % per year in recent decades, with oil surpluses invested into the non-oil economy. In particular, the country has managed to develop the Dubai financial and real-estate centres, international airline hubs in Dubai and Abu Dhabi, and sports-tourism in a number of Emirates as well as light manufacturing and transport and retail trade services. However, since June 2014, it has been affected by the plummeting of global oil prices which has resulted in a drop-in hydrocarbon exports and revenues. While it managed to sustain growth rates of 4.6% in 2014, growth in 2015 is estimated to have declined to 3.4%.

Fiscal and external balances are deteriorating and macro-financial risks are increasing. A drop-in hydrocarbon revenues coupled with expansionary fiscal policy has pushed the fiscal balance down from a surplus of 10.4% of GDP in 2013 to a 5% surplus in 2014 and to an estimated deficit of -4.3% of GDP by end-2015. The fiscal deficit of 2015 is the first since the financial crisis of 2009 when the real estate bubble in Dubai burst. The current account surplus fell from 18.4% of GDP in 2013 to 13.7% of GDP in 2014 and to a mere 0.2% of GDP by end-2015.

Monetary policy is tightening, as is liquidity in the banking system. The Central Bank raised the interest rate on its certificates of deposit by 25 basis points in December 2015 in response to the United States' Federal Reserve rate increase. It is expected to continue mirroring the Fed's interest rate hikes. At the same time, reduced government deposits are resulting in reduced liquidity in the banking sector.

The growth outlook is one of slow recovery, averaging 2.5 % between 2016 and 2018. Oil production will increase as a result of investment in oilfield development. Non-hydrocarbon growth will rise as megaproject implementation ramps up ahead of Dubai's hosting of Expo 2020, and as the lifting of sanctions on Iran translates into increased commerce, trade, and investment between Iran and the UAE (particularly Dubai). These developments will jointly help to narrow the current account deficit from an estimated deficit of -1.7% of GDP in 2016 to a forecasted deficit of -0.2% of GDP in 2018.

Fiscal policy will continue to tighten, but ensuring fiscal sustainability will require additional policy measures to cut spending, develop new revenue streams, and manage fiscal risks. The UAE government has reported that it will be implementing a value-added tax (VAT) at the latest by 2018, along with other GCC countries. It is also considering the introduction of a corporate tax. This will help improve the fiscal balance. Other consolidation measures are needed, including a reduction in electricity and water subsidies and a gradual slowdown in the implementation of GRE's (Government Related Entities) megaprojects.

Key Economic Indicators	2014	2015	2016*	2017*
Real GDP Growth (%)	4.6	3.4	2.0	2.4
Inflation Rate (%)	2.3	4.1	3.1	3.4
Fiscal Balance (% of GDP)	5.0	-4.3	-5.2	-2.1
Current Account Balance (% of GDP)	13.7	0.2	-1.7	-0.4

\* Forecast

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.57
UK Pound	1	INR 93.74
Euro	1	INR 83.81
UAE Dh	1	INR 19.83

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	PRA
<b>Report Prepared by :</b>	TPT

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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)