

MIRA INFORM REPORT

Report No. :	529786
Report Date :	12.09.2018

IDENTIFICATION DETAILS

Name :	SIPCHEM MARKETING & SERVICES CO (SMSC)
Registered Office :	Saudi International Petrochemical Company Building, 3 rd Floor King Saud Street Al Sammam Area, Al Sharqiyah PO Box 130 Al Khobar 31952
Country :	Saudi Arabia
Date of Incorporation :	26.10.2007
Com. Reg. No.:	2051037430
Legal Form :	Limited Liability Company
Line of Business :	Subject engaged in the marketing of petrochemical products including Methanol Butanediol (BDO), Maleic Anhydride (MAN), Tetrahydrofuran (THF), Acetic Acid (AA) and Vinyl Acetate Monomer (VAM).
No. of Employees :	60

RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23rd 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

Status :	Satisfactory
Payment Behaviour :	No Complaints
Litigation :	Clear

NOTES :

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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 (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	: SIPCHEM MARKETING & SERVICES CO (SMSC)
Country of Origin	: Saudi Arabia
Legal Form	: Limited Liability Company
Registration Date	: 26 th October 2007
Commercial Registration Number	: 2051037430, Al Khobar
Membership Number	: 160747
Issued Capital	: SR 2,000,000
Paid up Capital	: SR 2,000,000
Total Workforce	: 60
Activities	: Marketing of petrochemical products
Financial Condition	: Undetermined
Payments	: No Complaints
Person Interviewed	: Hussain Al Saif, Financial Controller

COMPANY NAME

SIPCHEM MARKETING & SERVICES CO (SMSC)

ADDRESS

REGISTERED & PHYSICAL ADDRESS

Building : Saudi International Petrochemical Company Building, 3rd Floor
Street : King Saud Street
Area : Al Sammam Area, Al Sharqiyah
PO Box : 130
Town : Al Khobar 31952
Country : Saudi Arabia
Telephone : (966-13) 8019208 / 8010111 / 3599999 / 8019392 / 3599640 / 8079392
Facsimile : (966-13) 8019208 / 8010222 / 3588182
Email : info@sipchem.com / marketingsecretary@sipchem.com / marketing@sipchem.com

Premises

Subject operates from a medium sized suite of offices that are owned and located in the Central Business Area of Al Khobar.

Branch Offices

<u>Location</u>	<u>Description</u>
• Jubail Industrial City Jubail Tel: (966-13) 3599999	Office premises
• Al Manar Area Jubail Tel: (966-13) 3599640 / 3599608	Office premises

KEY PRINCIPALS

<u>Name</u>	<u>Position</u>
• Abdulaziz Al Zamil	Chairman
• Ahmed Bin Abdulaziz Al Ouhali	Managing Director

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- | | |
|-----------------------|------------------------------|
| • Abdulaziz Al Zahran | Commercial Manager |
| • Kevin Hayes | Finance Manager |
| • Salah Naji | Chief Financial Officer |
| • Samir Al Jishy | Business Development Manager |
| • Ibrahim Al Roushod | Project Manager |
| • Matar Dhufair | Marketing Manager |
| • Hussain Al Saif | Financial Controller |

LEGAL FORM & OWNERS

Date of Establishment : 15/10/1428 Hijri (corresponding to 26th October 2007)

Legal Form : Limited Liability Company

Commercial Reg. No. : 2051037430, Al Khobar

Membership No. : 160747

Issued Capital : SR 2,000,000

Paid up Capital : SR 2,000,000

Name of Shareholder (s)	Percentage
• Saudi International Petrochemical Co Jubail Industrial City PO Box: 12021 Jubail 31961 Tel: (966-13) 3599999 Fax: (966-13) 3599888	95%
• Sipchem Chemical Co Jubail	5%

AFFILIATED COMPANIES

- International Methanol Company (IMC)

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- Gulf Advanced Chemical Industries Company (GACIC)
- International Vinyl Acetate Company (IVAC)
- International Acetyl Company (IAC)
- United Industrial Gasses Company (UIGC)
- Sipchem Asia Pte Ltd
36 Armenian Street, 03-06
Singapore 179934
Tel: (65) 68846958
Fax: (65) 68846956

OPERATIONS

Activities: Engaged in the marketing of petrochemical products including Methanol Butanediol (BDO), Maleic Anhydride (MAN), Tetrahydrofuran (THF), Acetic Acid (AA) and Vinyl Acetate Monomer (VAM).

Subject has a workforce of 60 employees.

FINANCIAL DATA

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

BANKERS

- National Commercial Bank
PO Box: 58
Jubail 51951
Tel: (966-13) 3612896
Fax: (966-13) 3611750

PAYMENT HISTORY

No complaints regarding subject's payments have been reported.



MIRA INFORM PRIVATE LIMITED
605, Palmspring, Near D'Mart, Link Road,
Malad (West), Mumbai - 400 064. INDIA
Tel : 91-22-40448000 (44 lines)
Fax : 91-22-40448045 / 40448046
E-mail : mira@mirainform.com
info@mirainform.com
Website : <http://www.mirainform.com>
<http://www.miraglobalcheck.com>
<http://www.miraglobalcollections.com>

GENERAL COMMENTS

Please note that the correct name of the subject is "Sipchem Marketing & Services Co (SMSC)" and not "Spichem Marketing Company".

Local correspondents spoke to Mr Hussain Al Saif, Financial Controller who refused to divulge any further information concerning the subject's bankers.

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.

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FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.32
UK Pound	1	INR 94.42
Euro	1	INR 84.08
SAR	1	INR 19.24

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

INFORMATION DETAILS

Analysis Done by :	NIS
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)