

## MIRA INFORM REPORT

Report No. :	529322
Report Date :	14.09.2018

### IDENTIFICATION DETAILS

Name :	NEW WORLD LOGISTICS CO., LTD.
Registered Office :	17 Moo 10, T. Thungsukhla, A. Sriracha, Chonburi 20230
Country :	Thailand
Financials (as on) :	31.12.2017
Date of Incorporation :	10.03.2009
Reg. No.:	0205552004025
Legal Form :	Private Limited Company
Line of Business :	The subject's core business is engaged in importing and distributing various kinds of fresh fruits and vegetables such as orange, apple, pear, plum, peach, shallot, garlic.
No. of Employees :	15

**RATING & COMMENTS**

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

**MIRA's Rating :**

B

Credit Rating	Explanation	Rating Comments
B	Medium Risk	Business dealings permissible on a regular monitoring basis

<b>Status :</b>	Moderate
<b>Payment Behaviour :</b>	Slow but Correct
<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)
Thailand	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

**THAILAND - ECONOMIC OVERVIEW**

With a relatively well-developed infrastructure, a free-enterprise economy, and generally pro-investment policies, Thailand is highly dependent on international trade, with exports accounting for about two-thirds of GDP. Thailand's exports include electronics, agricultural commodities, automobiles and parts, and processed foods. The industry and service sectors produce about 90% of GDP. The agricultural sector, comprised mostly of small-scale farms, contributes only 10% of GDP but employs about one-third of the labor force. Thailand has attracted an estimated 3.0-4.5 million migrant workers, mostly from neighboring countries.

Over the last few decades, Thailand has reduced poverty substantially. In 2013, the Thai Government implemented a nationwide 300 baht (roughly \$10) per day minimum wage policy and deployed new tax reforms designed to lower rates on middle-income earners.

Thailand's economy is recovering from slow growth during the years since the 2014 coup. Thailand's economic fundamentals are sound, with low inflation, low unemployment, and reasonable public and external debt levels. Tourism and government spending - mostly on infrastructure and short-term stimulus measures – have helped to boost the economy, and The Bank of Thailand has been supportive, with several interest rate reductions. Over the longer-term, household debt levels, political uncertainty, and an aging population pose risks to growth.

Source : CIA

## **COMPANY NAME**

NEW WORLD LOGISTICS CO., LTD.

## **SUMMARY**

**BUSINESS ADDRESS** : 17 MOO 10, T. THUNGSUKHLA, A. SRIRACHA,  
CHONBURI 20230, THAILAND  
**TELEPHONE** : [66] 38 494-393, 089 939-3307  
**FAX** : [66] 38 401-231  
**E-MAIL ADDRESS** : -  
**REGISTRATION ADDRESS** : SAME AS BUSINESS ADDRESS

**ESTABLISHED** : 2009  
**REGISTRATION / TAX ID NO.** : 0205552004025  
**CAPITAL REGISTERED** : BHT. 2,000,000  
**CAPITAL PAID-UP** : BHT. 2,000,000  
**SHAREHOLDER'S PROPORTION** : THAI : 100%  
**FISCAL YEAR CLOSING DATE** : DECEMBER 31  
**LEGAL STATUS** : PRIVATE LIMITED COMPANY  
**EXECUTIVE** : MR. CHAIYA POONPANANG, THAI  
MANAGING DIRECTOR

**NO. OF STAFF** : 15  
**LINES OF BUSINESS** : FRESH FRUITS AND VEEGETABLES  
IMPORTER AND DISTRIBUTOR

## **CORPORATE PROFILE**

**OPERATING TREND** : STABLE  
**PRESENT SITUATION** : OPERATING NORMALLY  
**REPUTATION** : FAIR WITH NORMAL BUSINESS ENGAGEMENT  
**MANAGEMENT STANDARD** : MANAGEMENT WITH FAIR PERFORMANCE

## **HISTORY**

The subject was established on March 10, 2009 as a private limited company under the registered name NEW WORLD LOGISTICS CO., LTD., by Thai groups, with the business objective to import and distribute fresh fruits and vegetables, as well as providing transportation service. It currently employs 15 staff.

The subject's registered address is 17 Moo 10, T. Thungsukhla, A. Sriracha, Chonburi 20230, and this is the subject's current operation address.

## **THE BOARD OF DIRECTOR**

<u>Name</u>	<u>Nationality</u>	<u>Age</u>
Mr. Chaiya Poonpanang	Thai	52
Mrs. Saengthien Poonpanang	Thai	48

## **AUTHORIZED PERSON**

One of the above directors can sign on behalf of the subject with company's affixed.

## **MANAGEMENT**

**Mr. Chaiya Poonpanang** is the Managing Director.  
He is Thai nationality with the age of 52 years old.

**Mrs. Saengthien Poonpanang** is the General Manager.  
She is Thai nationality with the age of 48 years old.

## **BUSINESS OPERATIONS**

The subject's core business is engaged in importing and distributing various kinds of fresh fruits and vegetables such as orange, apple, pear, plum, peach, shallot, garlic.

The subject also provides transportation service for fresh fruits and vegetables via 6 trailers and trucks.

## ***PURCHASE***

The products are purchased from both local and overseas suppliers in Cambodia, Republic of China, Vietnam, Australia and India.

## ***SALES***

100% of the products is sold locally to wholesalers and end-users.

## ***SUBSIDIARY AND AFFILIATED COMPANY***

The subject is not found to have any subsidiary or affiliated company here in Thailand.

## ***LITIGATION***

### **Bankruptcy and Receivership**

There are no litigation on bankruptcy and receivership cases filed against the subject found at Legal Execution Department for the past five years.

### **Others**

There are no legal suits filed against the subject for the past two years.

## ***CREDIT***

Sales are by cash or on the credits term of 30-60 days.  
Local bills are paid by cash or on the credits term of 30-60 days.  
Imports are by T/T.

## ***BANKING***

Kasikornbank Public Company Limited

## **EMPLOYMENT**

The subject currently employs 15 staff.

## **LOCATION DETAILS**

The premise is rented for administrative office at the heading address. Premise is located in provincial.

## **COMMENT**

Despite a sharp increase in sales or service income in 2017 comparing to the previous year, it obtained a net loss mainly caused by higher expenses relatively which eroded the profit margin. If the subject can manage cost efficiently, it would be able to make a profit with no difficulty.

## **FINANCIAL INFORMATION**

The capital was registered at Bht. 1,000,000 divided into 10,000 shares of Bht. 100 each with fully paid.

On February 2, 2011, the capital was increased to Bht. 2,000,000 divided into 20,000 shares of Bht. 100 each with fully paid.

## **THE SHAREHOLDERS LISTED WERE**

[as at April 30, 2018]

<b><u>NAME</u></b>	<b><u>HOLDING</u></b>	<b><u>%</u></b>
<b>Mr. Chaiya Poonpanang</b> Nationality: Thai Address : 17 Moo 10, T. Thungsukhla, A. Sriracha, Chonburi	10,000	50.00
<b>Mrs. Saengthien Poonpanang</b> Nationality: Thai Address : 17 Moo 10, T. Thungsukhla, A. Sriracha, Chonburi	9,600	48.00
<b>Mr. Chaiwat Poonpanang</b> Nationality: Thai Address : 17 Moo 10, T. Thungsukhla, A. Sriracha,	400	2.00

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Chonburi

**Total Shareholders : 3**

**Share Structure** [as at April 30, 2018]

<b>Nationality</b>	<b>Shareholders</b>	<b>No. of Share</b>	<b>% Shares</b>
Thai	3	20,000	100.00
Foreign	-	-	-
<b>Total</b>	<b>3</b>	<b>20,000</b>	<b>100.00</b>

**NAME OF AUDITOR & CERTIFIED PUBLIC ACCOUNTANT NO.**

Ms. Warnarajit Pinyojit No. 10098

**BALANCE SHEET [BAHT]**

The latest financial figures published for December 31, 2017, 2016 and 2015 were:

**ASSETS**

<b>Current Assets</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
Cash and Cash Equivalents	280,992.27	68,206.80	66,767.90
Short-term Loans	-	-	500,000.00
Other Current Assets	81,930.75	57,930.75	18,929.23
<b>Total Current Assets</b>	<b>362,923.02</b>	<b>126,137.55</b>	<b>585,697.13</b>
Long-term Loans	1,200,000.00	1,950,000.00	-
Property, Plant and Equipment	5.00	5.00	1,364,245.70
<b>Total Assets</b>	<b>1,562,928.02</b>	<b>2,076,142.55</b>	<b>1,949,942.83</b>

**LIABILITIES & SHAREHOLDERS' EQUITY [BAHT]**

<b>Current Liabilities</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
Accrued Income Tax	18,203.70	147,334.45	111,362.64
Other Current Liabilities	740,774.05	824,264.32	803,994.14

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<b>Total Current Liabilities</b>	758,977.75	971,598.77	915,356.78
<b>Total Liabilities</b>	758,977.75	971,598.77	915,356.78
<b>Shareholders' Equity</b>			
Share capital : Baht 100 par value authorized, and issued share capital 20,000 shares	2,000,000.00	2,000,000.00	2,000,000.00
Capital Paid	2,000,000.00	2,000,000.00	2,000,000.00
Retained Earning -Unappropriated [Deficit]	[1,196,049.73]	[895,456.22]	[965,413.95]
<b>Total Shareholders' Equity</b>	803,950.27	1,104,543.78	1,034,586.05
<b>Total Liabilities and Shareholders' Equity</b>	<b>1,562,928.02</b>	<b>2,076,142.55</b>	<b>1,949,942.83</b>

## **PROFIT & LOSS ACCOUNT**

<b>Revenue</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
Sales or Services Income	605,672,413.85	270,231,684.24	439,309,228.62
Interest Income	24,173.33	39,151.16	231.99
<b>Total Revenues</b>	605,696,587.18	270,270,835.40	439,309,460.61
<b>Expenses</b>			
Other Expenses	605,912,782.72	270,164,905.86	439,196,377.10
<b>Total Expenses</b>	605,912,782.72	270,164,905.86	439,196,377.10
Profit /[Loss] before Financial Cost and Income Tax	[216,195.54]	105,929.54	113,083.51
Financial Cost	-	-	[52,245.12]
Profit /[Loss] before Income Tax Income Tax	[216,195.54] [84,397.97]	105,929.54 [35,971.81]	60,838.39 [39,873.77]
<b>Net Profit / [Loss]</b>	<b>[300,593.51]</b>	<b>69,957.73</b>	<b>20,964.62</b>

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## **FINANCIAL ANALYSIS**

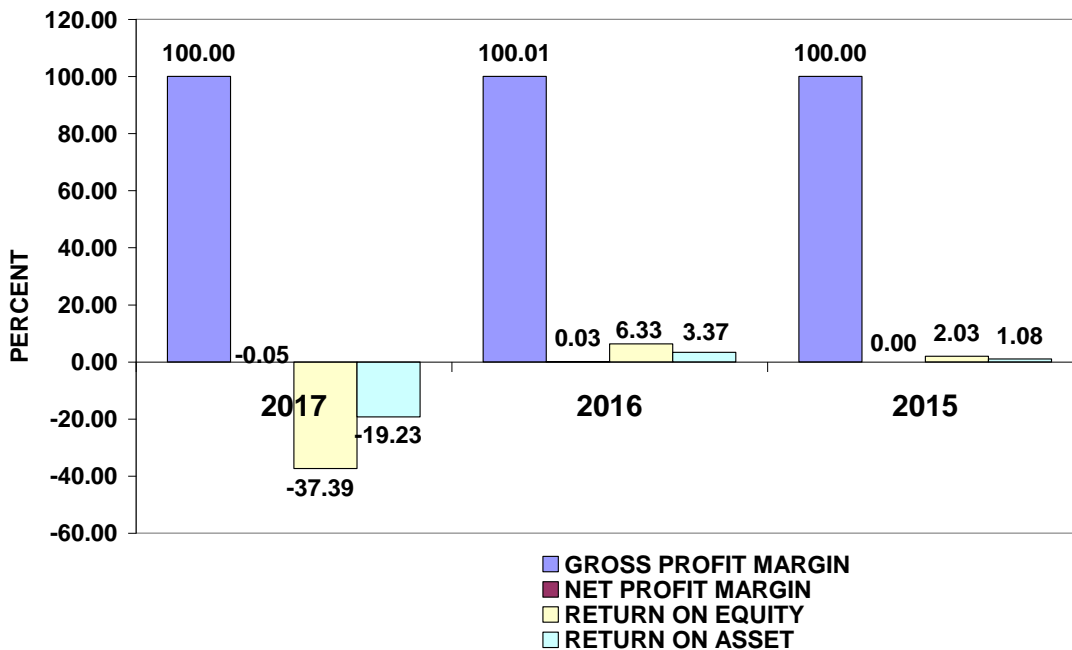
ITEM	UNIT	2017	2016	2015
<b>LIQUIDITY RATIO</b>				
CURRENT RATIO	TIMES	0.48	0.13	0.64
QUICK RATIO	TIMES	0.37	0.07	0.62
<b>ACTIVITY RATIO</b>				
FIXED ASSETS TURNOVER	TIMES	121,134,482.77	54,046,336.85	322.02
TOTAL ASSETS TURNOVER	TIMES	387.52	130.16	225.29
INVENTORY CONVERSION PERIOD	DAYS	-	-	-
INVENTORY TURNOVER	TIMES	-	-	-
RECEIVABLES CONVERSION PERIOD	DAYS	-	-	-
RECEIVABLES TURNOVER	TIMES	-	-	-
PAYABLES CONVERSION PERIOD	DAYS	-	-	-
CASH CONVERSION CYCLE	DAYS	-	-	-
<b>PROFITABILITY RATIO</b>				
COST OF GOODS SOLD	%	-	-	-
SELLING & ADMINISTRATION	%	-	-	-
INTEREST	%	-	-	0.01
GROSS PROFIT MARGIN	%	100.00	100.01	100.00
NET PROFIT MARGIN BEFORE EX. ITEM	%	(0.04)	0.04	0.03
NET PROFIT MARGIN	%	(0.05)	0.03	0.00
RETURN ON EQUITY	%	(37.39)	6.33	2.03
RETURN ON ASSET	%	(19.23)	3.37	1.08
EARNING PER SHARE	BAHT	(15.03)	3.50	1.05
<b>LEVERAGE RATIO</b>				
DEBT RATIO	TIMES	0.49	0.47	0.47
DEBT TO EQUITY RATIO	TIMES	0.94	0.88	0.88
TIME INTEREST EARNED	TIMES	-	-	2.16
<b>ANNUAL GROWTH</b>				
SALES GROWTH	%	124.13	(38.49)	
OPERATING PROFIT	%	(304.09)	(6.33)	
NET PROFIT	%	(529.68)	233.69	
FIXED ASSETS	%	-	(100.00)	
TOTAL ASSETS	%	(24.72)	6.47	

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**ANNUAL GROWTH : RISKY**

An annual sales growth is 124.13%. Sales Income has increased from THB 270,231,684.24 in 2016 to THB 605,672,413.85 in 2017. While net profit has decreased from THB 69,957.73 in 2016 to THB -300,593.51 in 2017. And total assets has decreased from THB 2,076,142.55 in 2016 to THB 1,562,928.02 in 2017.

**PROFITABILITY : ACCEPTABLE**



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**PROFITABILITY RATIO**

Gross Profit Margin	100.00	Impressive	Industrial Average	26.91
Net Profit Margin	(0.05)	Deteriorated	Industrial Average	16.38
Return on Assets	(19.23)	Deteriorated	Industrial Average	74.50
Return on Equity	(37.39)	Deteriorated	Industrial Average	237.67

Gross Profit Margin used to assess a firm's financial health by revealing the proportion of money left over from revenues after accounting for the cost of goods sold. Gross profit margin serves as the source for paying additional expenses and future savings. Gross Profit Margin is 100%. When compared with the industry average, the ratio of the company was higher, indicated that company was more profitable than the same industry.

Net Profit Margin is the indicator of the company's efficiency in that net profit takes into consideration all expenses of the company. A low profit margin indicates a low margin of safety, higher risk that a decline in sales will erase profits and result in a net loss. The company's figure is -0.05%. When compared with the industry average, the ratio of the company was lower.

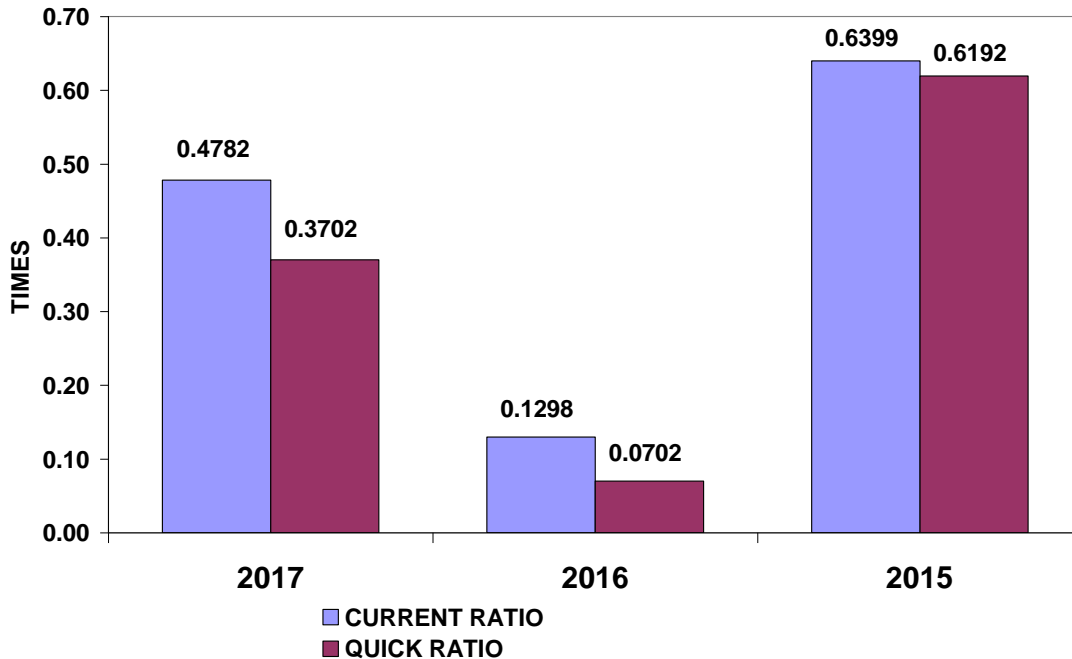
Return on Assets measures how efficiently profits are being generated from the assets employed in the business when compared with the ratios of firms in a similar business. A low ratio in comparison with industry averages indicates an inefficient use of business assets. When compared with the industry average, it was lower, the company's figure is -19.23%.

Return on Equity indicates how profitable a company is by comparing its net income to its average shareholders' equity, ROE measures how much the shareholders earned for their investment in the company. When compared with the industry average, it was lower, the company's figure is -37.39%.

**Trend of the average competitors in the same industry for last 5 years**

Return on Assets	Uptrend
Return on Equity	Uptrend

**LIQUIDITY : RISKY**



**LIQUIDITY RATIO**

Current Ratio	0.48	Risky	Industrial Average	1.39
Quick Ratio	0.37			
Cash Conversion Cycle	-			

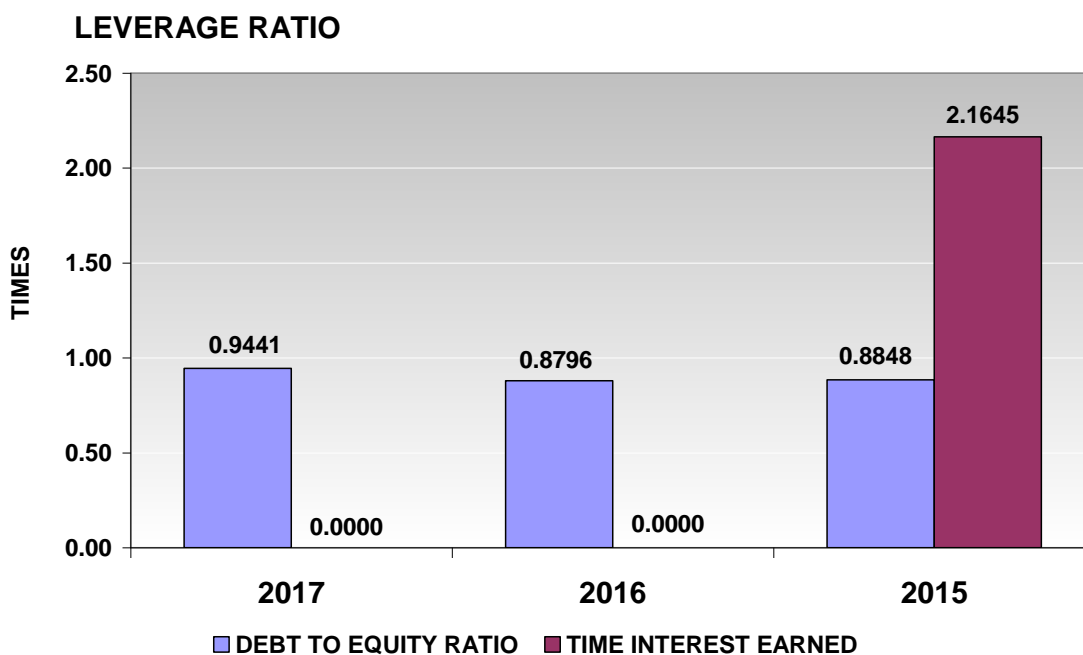
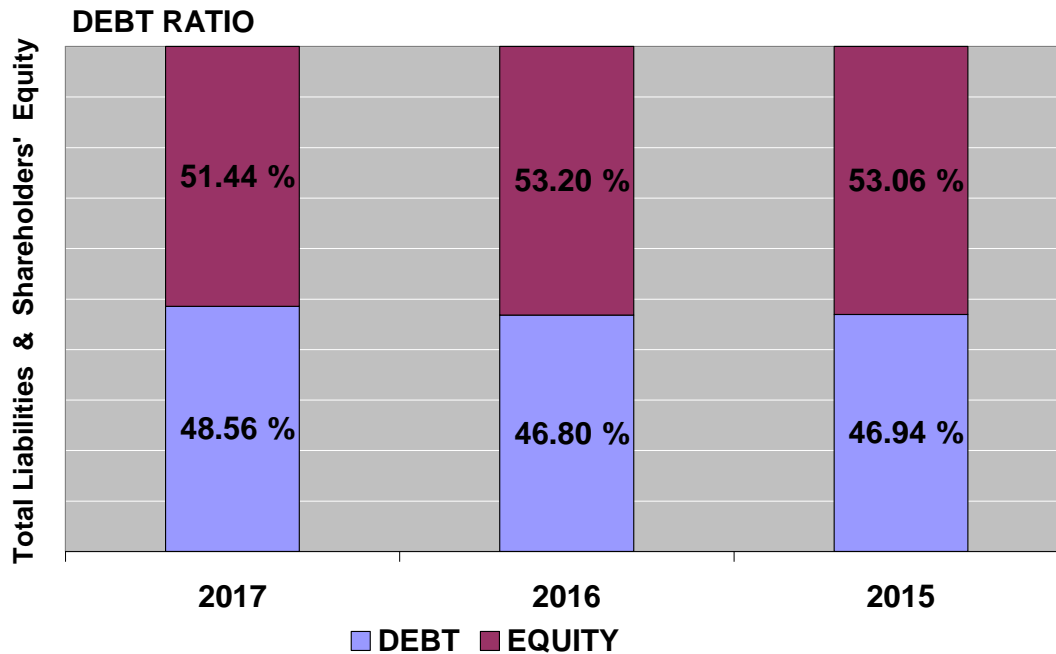
The Current Ratio is to ascertain whether a company's short-term assets are readily available to pay off its short-term liabilities. The company's figure is 0.48 times in 2017, increase from 0.13 times, then the company may not be efficiently using its current assets. When compared with the industry average, the ratio of the company was lower.

The Quick Ratio is a liquidity indicator that further refines the current ratio by measuring the amount of the most liquid current assets there are to cover current liabilities. The company's figure is 0.37 times in 2017, increase from 0.07 times, then the company has not enough current assets that presumably can be quickly converted to cash for pay financial obligations.

**Trend of the average competitors in the same industry for last 5 years**

Current Ratio                      Downtrend

**LEVERAGE : EXCELLENT**



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**LEVERAGE RATIO**

Debt Ratio	0.49	Impressive	Industrial Average	0.66
Debt to Equity Ratio	0.94	Impressive	Industrial Average	1.95
Times Interest Earned	-		Industrial Average	-

Debt to Equity Ratio a measurement of how much suppliers, lenders, creditors and obligors have committed to the company versus what the shareholders have committed. A lower the percentage means that the company is using less leverage and has a stronger equity position.

Debt Ratio shows the proportion of a company's assets which are financed through debt. The company's figure is 0.49 less than 0.5, most of the company's assets are financed through equity.

**Trend of the average competitors in the same industry for last 5 years**

Debt Ratio	Downtrend
Times Interest Earned	Stable

**ACTIVITY : EXCELLENT**

**ACTIVITY RATIO**

Fixed Assets Turnover	121,134,482.77	Impressive	Industrial Average	-
Total Assets Turnover	387.52	Impressive	Industrial Average	4.55
Inventory Conversion Period	-			
Inventory Turnover	-		Industrial Average	15.79
Receivables Conversion Period	-			
Receivables Turnover	-		Industrial Average	8.89
Payables Conversion Period	-			

The company's Total Asset Turnover is calculated as 387.52 times and 130.16 times in 2017 and 2016 respectively. This ratio is determined by dividing total assets into total sales turnover. The ratio measures the activity of the assets and the ability of the firm to generate sales through the use of the assets.

**Trend of the average competitors in the same industry for last 5 years**

Fixed Assets Turnover	Stable
Total Assets Turnover	Uptrend
Inventory Turnover	Uptrend
Receivables Turnover	Uptrend

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.75
UK Pound	1	INR 94.62
Euro	1	INR 84.32
Thai Baht	1	INR 2.20

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

**INFORMATION DETAILS**

Analysis Done by :	PRIY
Report Prepared by :	SDA

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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)