

## MIRA INFORM REPORT

<b>Report No. :</b>	529012
<b>Report Date :</b>	17.09.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	HIRUT TIUMELIASAN KASSA EXPORT OF AGRICULTURAL PRODUCTS
<b>Registered Office :</b>	Gulele Subcity, Beakea Building 3rd Floor, Office # 8 Addis Ababa,
<b>Country :</b>	Ethiopia
<b>Financials (as on) :</b>	2017 (Summarized)
<b>Date of Incorporation :</b>	05.06.2011
<b>Com. Reg. No.:</b>	MT/AA/2/0008554 Ethiopia
<b>Legal Form :</b>	Sole Propreitorship
<b>Line of Business :</b>	Subject operate as exporters of agricultural food products such as pulses, oilseeds, spices and other related products
<b>No. of Employees :</b>	25 employees.

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**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)
Ethiopia	B2	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

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### **ETHIOPIA - ECONOMIC OVERVIEW**

Ethiopia - the second most populous country in Africa - is a one-party state with a planned economy. For more than a decade before 2016, Ethiopia grew at a rate between 8% and 11% annually – one of the fastest growing states among the 188 IMF member countries. This growth was driven by government investment in infrastructure, as well as sustained progress in the agricultural and service sectors. More than 70% of Ethiopia's population is still employed in the agricultural sector, but services have surpassed agriculture as the principal source of GDP.

Ethiopia has the lowest level of income-inequality in Africa and one of the lowest in the world, with a Gini coefficient comparable to that of the Scandinavian countries. Yet despite progress toward eliminating extreme poverty, Ethiopia remains one of the poorest countries in the world, due both to rapid population growth and a low starting base. Changes in rainfall associated with world-wide weather patterns resulted in the worst drought in 30 years in 2015-16, creating food insecurity for millions of Ethiopians.

The state is heavily engaged in the economy. Ongoing infrastructure projects include power production and distribution, roads, rails, airports and industrial parks. Key sectors are state-owned, including telecommunications, banking and insurance, and power distribution. Under Ethiopia's constitution, the state owns all land and provides long-term leases to tenants. Title rights in urban areas, particularly Addis Ababa, are poorly regulated, and subject to corruption.

Ethiopia's foreign exchange earnings are led by the services sector - primarily the state-run Ethiopian Airlines - followed by exports of several commodities. While coffee remains the largest foreign exchange earner, Ethiopia is diversifying exports, and commodities such as gold, sesame, khat, livestock and horticulture products are becoming increasingly important. Manufacturing represented less than 8% of total exports in 2016, but manufacturing exports should increase in future years due to a growing international presence.

The banking, insurance, telecommunications, and micro-credit industries are restricted to domestic investors, but Ethiopia has attracted roughly \$8.5 billion in foreign direct investment, mostly from China, Turkey, India and the EU; US FDI is \$567 million. Investment has been primarily in infrastructure, construction, agriculture/horticulture, agricultural processing, textiles, leather and leather products.

In the fall of 2015, the government finalized and published the current 2016-20 five-year plan, known as the Growth and Transformation Plan II, which emphasizes developing manufacturing in sectors where Ethiopia has a comparative advantage, such as textiles and garments, leather goods, and processed agricultural products. To support industrialization, Ethiopia plans to increase installed power generation capacity by 8,320 MW, up from a capacity of 2,000 MW, by building three more major dams and expanding to other sources of renewable energy. In 2017, the government devalued the birr by 15% to increase exports and alleviate a chronic foreign currency shortage in the country.

Source : CIA

## **SUBJECT'S NAME**

Registered Name: **HIRUT TIUMELIASAN KASSA EXPORT OF AGRICULTURAL PRODUCTS**  
Requested Name: **HIRUT TIUMELIASAN KASSA EXPORT OF AGRICULTURAL PRO**  
Other Names: **None**

## **ADDRESS AND TELECOMMUNICATION**

Physical Address: **Gulele Subcity, Beakea Building 3rd Floor, Office # 8  
Addis Ababa,**  
Country: **Ethiopia**  
Phone: **251-912343333**  
Fax: **251-11-8109886**  
Email: **None**  
Website: **None**

## **CREDIT OPINION**

Financial Index as of December 2017 shows subject firm with a medium risk of credit.

## **LEGAL**

Legal Form: **Sole Propreitorship**  
Date Incorporated: **05-June-2011**  
Reg. Number: **MT/AA/2/0008554 Ethiopia**  
Nominal Capital: **ETB. 1,000,000**  
Subscribed Capital: **ETB. 1,000,000**  
Subscribed Capital is Subscribed in the following form:

	<b>Position</b>	<b>Shares</b>	
Ephrem Fikru	MD		100%

## **RELATED COMPANIES**

None **Parent company.**  
None **Subsidiary company.**

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None	Affiliated company.
Ephrem Fikru	Shareholder of subject firm.
None	Branches of the firm

## ***OPERATIONS***

Registered to operate as exporters of agricultural food products such as pulses, oilseeds, spices and other related products

Imports:	None
Exports:	Europe, Asia
Trademarks:	None
Terms of sale:	Cash (30%) and 25-90 days (70%), invoices.

Main Customers:	firms and organizations
Employees:	25 employees.
Vehicles:	Several motor vehicles.
Territory of sales:	Ethiopia
Location:	Leased premises, 5,000 square feet,

## ***AUDITORS AND INSURANCE***

Auditors:	Information not available.
Insurance Brokers:	Information not available.

## ***FINANCE***

Currency Reported:	Ethiopian Birr (ETB.)
Approx. Ex. Rate:	1 US Dollar = 27.51 Ethiopian Birr
Fiscal Year End:	December 31, 2017
Inflation:	According to information given by independent sources, the inflation at December 31st, 2017 was of 13%.

Financial Information not Submitted

Profit and Loss (expressed in ETB.)

Sales

**2017**  
85,000,000

## **BANK**

Bank Name:	Bank of Abyssinia
Branch:	Ethiopia
Comments:	None

## **COMMENTS / ADDITIONAL INFORMATION**

This information was obtained from outside sources other than the subject company itself and confirmed the above subject.

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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 71.81
UK Pound	1	INR 94.15
Euro	1	INR 83.97
ETB	1	INR 2.61

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIVR
<b>Report Prepared by :</b>	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)