

## MIRA INFORM REPORT

<b>Report No. :</b>	530218
<b>Report Date :</b>	19.09.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	ABDULLAH SHAMSAN INDUSTRIAL GROUP
<b>Registered Office :</b>	New Industrial Area, PO Box 52812, Riyadh 11573
<b>Country :</b>	Saudi Arabia
<b>Financials (as on) :</b>	31.12.2017
<b>Date of Incorporation :</b>	18.04.1984
<b>Com. Reg. No.:</b>	1010052201, Riyadh
<b>Legal Form :</b>	Limited Liability Company
<b>Line of Business :</b>	Subject is engaged in the manufacture of hygienic paper of all kinds and a producer of Georgia Pacific (Lotus, Okay, and Moltonel). The product range includes Facial Tissues, Kitchen Rolls, Pocket Tissues, Maxi Rolls and Hospital Examination Rolls.
<b>No. of Employees :</b>	550

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	<b>A</b>
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

### NOTES :

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**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	: ABDULLAH SHAMSAN INDUSTRIAL GROUP
Country of Origin	: Saudi Arabia
Legal Form	: Limited Liability Company
Registration Date	: 18 <sup>th</sup> April 1984
Commercial Registration Number	: 1010052201, Riyadh
Chamber Membership Number	: 28154
Issued Capital	: SR 44,000,000
Paid up Capital	: SR 44,000,000
Total Workforce	: 550
Activities	: Manufacturers of personal hygiene and paper products and aluminium foils
Financial Condition	: Fair
Payments	: Regular
Operating Trend	: Steady

## **COMPANY NAME**

ABDULLAH SHAMSAN INDUSTRIAL GROUP

## **ADDRESS**

### **Registered & Physical Address**

Location : New Industrial Area  
PO Box : 52812  
Town : Riyadh 11573  
Country : Saudi Arabia  
Telephone : (966-11) 2651600 / 4981600 / 2652460  
Facsimile : (966-11) 2650952  
Mobile : (966-50) 5420484 / (966-55) 9594604  
Email : [info@shamsangroup.com](mailto:info@shamsangroup.com)

### Premises

Subject operates from a large suite of offices that are rented and located in the Industrial Area of Riyadh.

## **KEY PRINCIPALS**

### Name

### Position

Abdullah Abdo Shamsan	Managing Director
Mohand Abdullah Abdo Shamsan	Director
Marwan Abdullah Abdo Shamsan	Director
Mohamed Abdullah Abdo Shamsan	Director
Mohamed Dawood	General Manager
Mohamed Nasser	Accounts Manager
Zeyad Al Tamimi	Financial Controller
Mohamed Shawqi	Accountant

## **LEGAL FORM & OWNERS**

**Date of Establishment** : 18<sup>th</sup> April 1984

**History** : Subject changed from a Sole Proprietorship to Limited Liability Company during 2001.

**Legal Form** : Limited Liability Company

**Commercial Reg. No.** : 1010052201, Riyadh

**Chamber Member No.** : 28154

**Issued Capital** : SR 44,000,000

**Paid up Capital** : SR 44,000,000

### **Name of Shareholder (s)**

Abdullah Abdo Shamsan

Mohand Abdullah Abdo Shamsan

Marwan Abdullah Abdo Shamsan

Mohamed Abdullah Abdo Shamsan

## **OPERATIONS**

**Activities:** Engaged in the manufacture of hygienic paper of all kinds and a producer of Georgia Pacific (Lotus, Okay, and Moltonel). The product range includes Facial Tissues, Kitchen Rolls, Pocket Tissues, Maxi Rolls and Hospital Examination Rolls.

### **Product range includes:**

Paper Products  
Facial Tissues  
Kitchen Towel  
Toilet Tissue  
Maxi Roll  
Hand Kerchiefs  
Table Napkin  
C-Fold Hand towel  
Hygienic Products  
Baby Diapers  
Adult Diaper

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Maternity Pads  
Female Sanitary Napkins  
Underpads  
Consumer Products  
Aluminium Foil  
Cling film

**Import Countries:** United States of America, Europe and GCC countries

**International Suppliers:**

SCA United States of America

**Local Clients:**

Al Othaim  
Banda Supermarket  
Al Fanar Co  
Al Humaidan & Al Khuwaiter Co

Subject has a workforce of approximately 550 employees.

## **FINANCIAL DATA**

**Financial highlights provided by local sources are given below:**

**Currency: Saudi Riyals (SR)**

**Year Ending 31/12/17:**

Total Sales SR 190,000,000

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

The above financial figures were provided by Mohamed Nasser, Accounts Manager

## **BANKERS**

Arab National Bank (ANB)  
King Faisal Street  
PO Box: 56921  
Riyadh 11564  
Tel: (966-11) 4029000  
Fax: (966-11) 4027747

## **PAYMENT HISTORY**

Regular

## **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 72.37
UK Pound	1	INR 95.29
Euro	1	INR 84.77
SAR	1	INR 19.41

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIV
<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)