

Business Information Report

Al Lenjy General Trading (L.L.C)

UAE

AL LENJY GENERAL TRADING (L.L.C)

Previous Name(s)	Al Lenjy Trading Establishment
Regd./Business Address	PO Box: 9169, Shop No. 16, Ground Floor, Al Ahmadiya Building, Deira, Ayal Nasir, Next Al Ras Post Office, Dubai, UAE
Phone	+971 4 2263257 / 556455494
Fax	+971 4 2263304
Email	lenjy@eim.ae / lenjy@emirates.net.ae
Website	www.lenjy.com
Location	Commercial
Status	Rented

Executive Summary

Report ID	521901
Company Name	Al Lenjy General Trading (L.L.C)
Company Status	Active
Legal Form	Limited Liability Company
Regd./Formation Date	14-Nov-1989
Trade Name Authority	Department of Economic Development
Trade License No.	221313 (Expiry Date : 13-Nov-2018)
Trade Name No.	212762
License Status	Active
Register No.	70392
Field Visit Outcome	Positive
Business Type	Traders
Registration Town	Dubai, UAE
Chamber of Commerce No.	17666
No. of Employees	9.
Business Activity	Trader of home appliances & building material products
Shareholding Details	Emirati Nationals (51.00%); Pakistani Nationals (49.00%)

Financial Summary

Capital	AED	300 000
Turnover/Sales	AED	22 000 000
FY Ended		31-Dec-2017

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SIC Code(s) 5143 - Wholesale of electrical household appliances and radio and television goods
5113 - Agents involved in the sale of timber and building materials


NACE Code(s) 4643 - Wholesale of electrical household appliances
4613 - Agents involved in the sale of timber and building materials

Notes

- * We interviewed Mr. Murtaza Anwar Ali Mohammed Jaafar, Managing Director on +971-556455494. He has shared the relevant company information with us.
- * The correct and complete registered name and address of the subject is mentioned as above.
- * License details were procured from the copy of Trade License.
- * Mr. Murtaza Anwar informed that he has been using the registered name Al Lenjy Trading Establishment since 1988. Around 15 years back they changed the legal form from establishment to LLC. However they still keep the sign board with the erstwhile name for maintaining their trade name in the market.
- * We conducted a field visit at the inquired address; details of which are mentioned under the head "visit details".

Credit Recommendation

Credit Rating **B**

Credit Score  **44**

Credit Limit USD 85000

Comments Recommendation is largely based upon subject's overall operational base, claimed turnover, license details, positive field visit outcome and longevity.

Credit Rating Guide

Credit Rating	Credit Score	Explanation
A+	81 - 100	Low Risk
A	61 - 80	Moderate Risk
B	40 - 60	Medium Risk
C	21 - 39	Medium High Risk
D	1 - 20	High Risk
NR	--	No Rating

Capital Structure

Paid up Capital AED 300 000

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Shareholding Structure

Name	Nationality	Holding (%)
Mr. Mohamed Ghulam Abbas Alali	Emirati	51.00
Mr. Anwar Ali Mohammed Jaafar	Pakistani	13.00
Mr. Murtaza Anwar Ali Mohammed Jaafar	Pakistani	12.00
Ms. Nasreen Anwar Ali Mohammed Jaafar	Pakistani	12.00
Mr. Mustafa Anwar Ali Mohammed Jaafar	Pakistani	12.00
TOTAL		100.00

Comments:

Under the provisions of Federal Law No. 8 of 1984 (as amended by Law No. 13 of 1988), all forms of business in the UAE must have one or more members who are UAE nationals and whose total share is not less than 51% of its capital. In view of this the local sponsor of this concern and may not have any active involvement in the running of the business. Reportedly a separate legal agreement exists assigning control of the business to other than local sponsor.

Directors / Principals

1	Name	Mr. Mustafa Anwar Ali Mohammed Jaafar
	Designation	Manager
	Nationality	Pakistani
2	Name	Mr. Murtaza Anwar Ali Mohammed Jaafar
	Designation	Managing Director
	Nationality	Pakistani
	Mobile No	+971-556455494

Business Operations

The subject is engaged in trading of electronics and building material products.

Registered Business Activity Other Activity
General Trading

Payment Records Un-determined

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Imports From Far - East Region

Exports To African countries

Payment Terms Credit Period of 90 - 120 days (Purchase)
Credit Period of 90 - 120 days (Sale)

Trade References Mohammed Enterprises Tanzania Ltd (Buyer)
Black & Decker (Supplier)

Listing on Stock Exchange No

Affiliates/Associates

Affiliates

Name Al Lenjy Computers

Name Expo Pakistan Agencies
Address Pakistan

Banker

Name Habib Bank Ag Zurich
Address Dubai, UAE

Auditor

Name Zenith Certified Chartered Accountants
Address Dubai, UAE

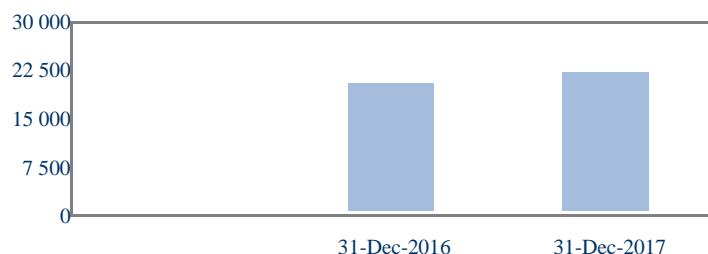
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FINANCIAL SUMMARY

OPERATING REVENUE

AED in '000'

Year Ended	Amount	Change
31-Dec-2017	22 000	10.00%
31-Dec-2016	20 000	



COMMENTS

Latest financial information (as procured from Mr. Murtaza Anwar Ali Mohammed Jaafar, Managing Director of the subject)

Turnover (AED in '000)

AED 18 000.- (Projected) for the FY ending 31-Dec-2018

AED 22 000.- (Approx.) for the FY ended 31-Dec-2017

AED 20 000.- (Approx.) for the FY ended 31-Dec-2016

Note(s)

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* All legal forms (except Free zone entities) in Dubai are obliged by law to be registered with the local "Economic Department".

* According to the local Commercial Law, only the listed companies are obliged to publish their financial accounts. Financial information on other legal forms can only be obtained from the Companies directly.

* Businesses may choose to register themselves with the Chamber of Commerce but it is not mandatory. Our subject was found to be registered with the Dubai Chamber of Commerce.

* Whilst interviewed the subject's Managing Director, Mr. Murtaza Anwar Ali Mohammed Jaafar provided us the overview of the subject's operational and financial state-of-affairs. He cited slow market conditions for the downturn in projections.

* Please be advised that the information provided in the report is largely procured from license copy, Mr. Murtaza Anwar Ali Mohammed Jaafar and internet searches. Therefore these should be used as point of reference.

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FIELD VISIT REPORT

Visited at	PO Box: 9169, Shop No. 16, Ground Floor, Al Ahmadiya Building, Deira, Ayal Nasir, Next Al Ras Post Office, Dubai, UAE
Field Visit Outcome	Positive
Area	Semi Commercial
Status	Office
Building Profile	It is an old and well maintained, ground+ 4 storey commercial building.
Floor Profile	Subject is situated on the ground floor and there are many shops on the ground floor.
Quality of Infrastructure	Good
Security Arrangement(s)	Several CCTV's were installed & Fire alarm system was observed in the building
Sign Board	Office sign board was sighted under the name "Al Lenjy Trading Est."
Person Contacted	Salesman
Employees	Around 2 employees seen at the time of visit.
No. of Workstations	Around 4 - 5 workstations observed
Comments	The visited address is correct & the subject was found to be operating from this address at the time of visit.

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PHOTOGRAPHS

The front view of the building



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Corridor view of the subject's office



ECONOMIC OUTLOOK

(UAE)

The UAE economy is set to accelerate growth this year and in 2019 after a difficult 2017 when growth slowed to a seven-year low of 1.5 percent. According to the The Institute of Chartered Accountants in England and Wales (ICAEW), the UAE's GDP is expected to accelerate to 2.6 percent growth in 2018 and to around 3.8 percent in 2019. But the accountancy and finance body warned that general prices are expected to increase as inflation will rise to 4 percent this year.

Its Economic Insight: Middle East Q2 2018 report, produced by Oxford Economics, ICAEW's partner and economic forecaster, said the UAE's growth will be primarily driven by recovering oil prices, an expansionary fiscal stance at the federal and emirate levels, a buoyant trade and tourism environment and a pick-up in investment ahead of Expo 2020 in Dubai. The oil sector contracted by 1.6 percent last year, mainly because of the OPEC+ mandate that saw the UAE cut its oil production by 150,000 barrels per day.

Given the extension of the OPEC agreement to the end of 2018, oil sector growth is expected to be limited this year, especially given the UAE's increasing compliance with the production cuts, ICAEW said. It added that the non-oil sector proved to be resilient last year despite the unfavourable macroeconomic environment and regional economic slowdown, growing by 3 percent.

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The non-oil sector is expected to grow 3.7 percent in 2018, supported by improving business sentiments, a buoyant trade and tourism environment and higher public spending.

ICAEW said the outlook for the UAE's tourism industry is "highly positive" while the UAE federal government is expected to increase spending by 5.6 percent year-on-year.

Dubai, which traditionally accounts for 25-30 percent of the UAE's GDP, is also expected to lift spending by 20 percent in preparation for Expo 2020.

Michael Armstrong, ICAEW regional director for the Middle East, Africa and South Asia (MEASA), said: "The UAE is on the right track to economic diversification and is implementing the necessary fiscal reforms to support these efforts. The introduction of VAT is an important step toward diversifying government revenue and building tax capacity.

"We're also encouraged by the recent announcements to reform business ownership laws and residency visa rules. This will definitely help in attracting more foreign direct investment and in creating more stability in the market." According to the report, general price levels are expected to increase in 2018, as the introduction of VAT is expected to lift inflation to 4 percent this year.

The report added that the GCC's economic prospects are promising this year thanks to rising oil prices, higher government spending and steady progress of economic reform. Overall, the GCC's GDP is expected to grow 2.3 percent this year, up from 0.1 percent last year, and as OPEC increases oil production, GDP growth is expected to accelerate further for oil exporters this year and in 2019.

Source: ICAEW

Credit Rating Explanation

Credit Rating	Credit Score	Explanation	Rating Comments
A+	81 - 100	Low Risk	Business dealings permissible with low risk of default.
A	61 - 80	Moderate Risk	Business dealings permissible with moderate risk of default.
B	40 - 60	Medium Risk	Business dealings permissible on a regular monitoring basis.
C	21 - 39	Medium High Risk	Business dealings permissible preferably on secured terms.
D	1 - 20	High Risk	Business dealing not recommended or on secured terms only.
NR	--	No Rating	No recommendations can be made at this stage due to lack of sufficient information.

The credit appraisal provides an assessment of the creditworthiness of a company. It takes into account significant elements of credit including history, business performance, management, background, financial position, payment history, overall market conditions, market trends and the reputation of the company.

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NR is stated where there is insufficient information to facilitate rating. However, it is not to be construed as unfavorable.

FOREX RATES (APPROX.)

USD	= AED	3.67	GBP	= AED	4.78
EUR	= AED	4.26	INR	= AED	0.05
AUD	= AED	2.65	CHF	= AED	3.74
CAD	= AED	2.86	SGD	= AED	2.68
HKD	= AED	0.47	JPY	= AED	0.03

1 Crore = 10 Million = 100 Lac = 10000 Thousand

This report is based on information from sources believed to be true. Any advice or recommendation in this report has been given without specific investment objectives and the particular needs of any specific addressee. It must be distinctly understood that though utmost care has been exercised to obtain reports of a reliable character but we accept no liability whatsoever for any direct or consequential loss arising from any use of this document.

END OF REPORT