

TRAILMYCAR SOLUTIONS LIMITED

VALUATION SERVICES

Head Office:
Rehema Place, along Ngong Road,
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Opposite Naivas Prestige Plaza,
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Nairobi, Kenya.
Tel: 020-2323730
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About Us

Trailmycar Solutions Limited is a prominent player in the vehicle tracking and fleet management industry. Established with the mission of enhancing vehicle security, optimizing fleet operations, and providing comprehensive solutions for vehicle owners. Trailmycar Solutions has rapidly grown to become a trusted name in the market. With a strong focus on cutting-edge technology and customer satisfaction, the company has consistently delivered innovative tracking and monitoring solutions to its clients.

TRAILMYCAR VALUATION SERVICES

Trailmycar Solutions Limited is a professional Automobile Valuation company specializing in commercial and private motor vehicle, industrial valuations, assessments and consultancy services for a broad client base comprising of Banks, Microfinance companies, Sacco's, Insurance companies, Law firms, Courts of Justice, among others.

Our team of experienced automotive assessors and advisors are able to provide accurate price valuation service for all kinds of new and used Automobiles including Buses, Trucks, Cars (Modern / Vintage), as well as service vehicles such as Tractors, Trailers, Bulldozers, Compactors and other motoring vehicles in Kenya.

Competency

The company is approved as a certified Professional Valuer by the Insurance Regulatory Authority (IRA). Our automotive consultants are experts in all types of motor vehicle valuations. All automobiles, new as well as used are evaluated by our consultants and therefore receive the best and highest standard of service. We issue a comprehensive, legal and professional Valuation Certificate and Report as the final document.

We provide a comprehensive and professional valuation service, from taking instructions, inspecting the vehicle, verifying the logbook, insurance and any other documentation, through to completing and submitting to the client a detailed Valuation Report.

Core Values

- Timely and quality service
- Extensive knowledge of current market rates and conditions
- Highly experienced and academically qualified staff
- Honestly and uncompromised integrity

INSURANCE VALUATIONS, ASSESSMENT

Our core competence is to offer valuation services to the insurance industry. Our long standing experience, professional expertise (IRA certified Valuers) and deep knowledge in the field of insurance valuations makes us ideally suited to provide this specialized service that is a key requirement of most insurance companies. Inaccurate valuation of assets for insurance purposes, results in either insufficient coverage or over insurance and excessive premiums. Both situations are unwarranted and can be avoided by providing accurate and more relevant valuation analysis. Unprofessional assessments may prove inadequate to replace equipment currently in use, especially for older firms who may have been indexing their figures up on a yearly basis assuming that this will cover any increase in new equipment cost prices or specialized bespoke equipment. Many insurance companies ask for proof of the value of assets before underwriting the coverage policy. Our insurance valuations state the replacement and indemnity values of your vehicle, machinery, equipment and other relevant assets providing you adequate coverage and peace of mind without extra costs and at the same time satisfying the requirements of the insurance companies. Insurance Valuations also confirm casualty insurance coverage is adequate in an event of a casualty. It may be worth considering a valuation when machinery is older to ensure the correct level of cover and as part of your due diligence process when renewing the policy. The valuation can avoid averages being applied in the event of a claim and can speed up the negotiations with loss adjusters which may accelerate the settlement and reduce the business interruption claim. Our valuers will inspect the assets, consider all the relevant factors which govern the insurance values and write up a comprehensive and professional valuation report.

LENDING ORIENTED VALUATIONS

Trailmycar Solutions Limited is recognized by Kenyan lenders i.e. Banks, Microfinance Institutions, Saccos etc. as a reliable and competent valuation company for purposes of lending-oriented valuations

We have grown to become one of the best and most widespread providers of independent valuation services in the region. Our team of consultants provides unrivaled market knowledge and expertise. We believe in sector specialization and therefore dedicated departments in commercial, industrial, automotive and business valuation.

Property valuations are provided on all asset classes and in accordance with the Insurance Regulatory Authority (IRA) and other regional requirements. Furthermore, we are proud to be an IRA Regulated firm, a reflection of the role technology plays in our company and the proprietary solutions that we offer.

We provide valuations for all purposes, including:

1. Audit
2. Secured finance
3. Transaction
4. IPO
5. NAV
6. Internal management
7. Legal
8. Mergers & acquisitions
9. Company re-structuring
10. Taxation

SCOPE OF WORK

TRAILMYCAR SOLUTIONS LIMITED is approved, as a Professional Valuer by Insurance Regulatory Authority (IRA) for valuation and assessment of:

1. Automotive and Motoring Vehicles (Car • Truck • Bus • Tractor • Bulldozer)
2. Plant and Machinery Equipment

In addition, the company offers industrial, marine, motor and machinery breakdown surveys, and loss adjustments throughout Kenya. Any undertaken valuation is detailed in a report and certificate as per the Insurance Regulatory Authority (IRA) required document format and standard for certification.

Automobile & Heavy Equipment Valuations

With an increase in demand from banks and leasing companies for the independent valuation of automobiles (cars, LTV, HTV), construction equipment, trucks, trailers and other logistics related vehicles, we have an expert team of surveyors who specialize in this line of work. These experts have precise knowledge of specifications, engine types, chassis, make, model etc. and the technical know-how to develop the correct automobile valuation reports for any requirement. Our range of automobile valuations include:

1. Car valuations
2. LTV and HTV valuations
3. Heavy equipment valuations
4. Construction equipment valuations
5. Truck and trailer valuations
6. Other logistics related vehicle valuations

Our automobile and heavy equipment valuation reports are based on physical inspections carried out first-hand by our surveyors and facts collected during the survey. Through our proprietary software and technology system, detailed valuation reports including photographs are provided as quickly as 3 hours from survey. The valuations are accurately based on the factors governing the present day market value.

USE OF CAR DIAGNOSIS MACHINE IN OUR VALUATIONS/ ASSESSMENT

We use a computerized car component (Diagnosis Machine) that can detect problems long before they cause a breakdown. This is because the heart of a Motor Vehicle is in the Engine and as such we use this technology to determine any possible malfunctions in the engine at the time of valuing or assessment. Diagnostic tools can also check a car's computer system for manufacturer notifications and stored information about the car's history, giving our Assessors a complete picture in order to give the client an accurate value of the car.

COMPETITIVE ADVANTAGE

We strive to stay ahead of the competition in the below ways:-

Turn Around Time (TAT) – Our turn-around time is an impressive 3hrs

Presence all over the country

Portal – Our system ensures that the client's data is protected from any un-authorized persons

CREDIBILITY

Expertise- We engage qualified experienced staff.

Our team of valuers are professional

Steps of Valuation:-

Instructions received from the client in the portal

Valuer/Assessor is dispatched

The Assessor/Valuer examines the vehicle

The Data is sent to the office through the portal

The Report is compiled

Verification of the Report

Report Submitted

The above steps ensure that the Valuers/Assessors cannot be compromised

Plant, Machinery & Equipment Valuations:

Trailmycar Solutions Limited is one of the few companies to provide a specialist service in the valuation of plant, machinery & equipment, covering the entire spectrum of manufacturing sectors undertaken by IRA certified valuer. Our industrial consulting division brings in a wealth of expertise, knowledge and understanding of the market. We provide valuation reports that are widely accepted by banks, insurance companies and private clients throughout East Africa. Clients engage us for plant, machinery & equipment appraisals for:

Secured Lending	Audit / Accounting Compliance	Disposal / Divestment
Insurance	Due diligence	Sale advice, Insolvency
IFRS (International Financial Reporting Standards) Implementation	Merger & Acquisition	Accounting compliance
Litigation	Purchase price allocation	

Undertaking evaluation of Market Value, Fair Value, Residual Value, Reinstatement Value, Distress Sale Value, and Liquidation Value along with assessment of Residual Life for the assets under consideration.

Our industrial asset valuers undertake industrial asset valuations for all types of industries / sectors including:

Petrochemical, Oil and gas	Healthcare & Hospitals	Construction
Mining	FMCG including Food & Dairy, Sugar & Oil	Logistics and transportation
Power	Marine	Plastics & Paper
Telecoms	Utilities	Packaging
Hospitality & Hygiene		Electronics

Stock and Inventory Valuation

This is a **unique niche** designed Particularly for Banks and Micro finance Organizations and Saccos, which is a one of a kind provided only by us. Under this product we are able to take stock and inventory of a particular Company or Individual(s) and give the client a timely and accurate current market value of the Stock and its depreciation curve.

Inventory valuation can play an important role as collateral for a loan finance.

Moreover, the financier can use the inventory valuation to determine the profits of the succeeding years. For example, if the closing **stock** is overvalued, it enhances the profit of the current year and as an opening **stock** of next year it reduces the profit shown in the profit and loss account of that year.

CONTACTS AND OFFICES

1	Nairobi Head Office:
	Rehema Place, along Ngong Road, Block C, Opposite Naivas Prestige Plaza,
	P.O. Box 57522-00200, Nairobi, Kenya.
	Tel: 020-2323730
	Mobile: 0723752381,0722363005
	Email: info@trailmycar.com
	URL: www.trailmycar.com

2	Mombasa Office:
	Shazmeer Building, 1st Floor, Moi Avenue. (Opposite Fontanela)
	Tel: 041-2220140
	Mobile: 0722363005

3	Thika Office:
	Marks Plaza, 2nd Floor, Suite 203. Commercial Street, Behind Rafiki Bank.
	Tel: 020-2323730
	Mobile: 0723752381

4	Kisumu Office:
	KCB Bank Building, Oginga Odinga Street, 1st Floor, Office Suite 2
	Tel: 0723752381
	Mobile: 0722363005

5	Kisii Office:
	Equity Bank Building, 2nd Floor, Office Suite E, next to CK Advocates, Ouru Street
	Tel: 0723752381
	Mobile: 0722363005

6	Machakos Office:
	UKWELI MOTORS- Makutano Rd Next to TMD ISUZU
	Tel: 0723752381
	Mobile: 0722363005

7	Nakuru Office:
	KCB Bank Building, Kenyatta Avenue 2nd Floor, Office Suite 1.
	Tel: 020-2323730
	Mobile: 0723752381
	Mobile: 0722363005

8	Eldoret Office:
	KCB Bank Building, 2nd Floor. Kenyatta Street.
	Tel: 020-2323730
	Mobile: 0722363005

9	Meru Office:
	KCB Bank Building. Njuri Ncheke Street, 2nd Floor Office Suite 14.
	Mobile: 0722363005

10	Embu Office:
	Emco House, 4th Floor, Room 406.
	Tel: 0723752381
	Mobile: 0722363005

11	Nyeri Office:
	Peak Centre, 1st Floor. Next to Co- op Bank
	Tel: 0723752381
	Mobile: 0722363005

PROFESSIONAL TEAM

Our executive team is led by the Chairman and the Managing Director with over 25 years' experience in the motor and engineering industry. There are 7 professionals in top management who bring on board a unique mix of expertise with specialties in Business Management, Engineering, Marketing, Law and Finance

THE TEAM

James Muriuki Mburu

Chairman

Bsc. Computer Technology

Diana Murage

Managing Director

Bachelors in education

Diploma in Human Resource

Leah Wacera

Operations Manager

Francis Ng'ang'a

Finance Manager

Bachelor of commerce

James Wachira

System Administrator

Bsc Applied Statistics with Computing

Vincent Maina

Principal Valuer

Certificate of Proficiency (Motor vehicle Insurance)

4 Years experience in Motor Vehicle valuation, Research and Consultancy.

Venuck Mochama

Sales and Marketing Manager

Bachelors of Economics



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ORGANIZATIONAL CHART



Assets and Technological Capacity

Our firm currently has 18 qualified and experienced assessors and valuers, adequate administration staff, equipment and technology to enable us to effectively and efficiently handle valuation work of any magnitude.

We pride ourselves in having the logistical prowess in contacting and organizing the client to get his or her vehicle valued in the shortest time possible at their convenience.

We also have a management system in which the financier such as yourselves can contact us safely and robustly and we also send reports that are safe within your portal in the shortest time possible and can be kept there indefinitely for future reference. In our reports we also ensure that a real-time GPRS coordinates of the location where the valuation was done.

Second hand Automobiles are valued by taking into account multiple operational factors, including the present state of the vehicle and determination of current market prices for similar road vehicles from authoritative automotive trading sources within Kenya.