

Credit report

SAMPLE OÜ

Reg. code: 10000000
Pärnu mnt 5 10148 Tallinn
Tel: 6000000
sample@sample.ee, www.sample.ee

> Commercial Register Info

Status: **Registered**
Registered in comm. registry (age): 00/00/2008 (6 y)
Registered fixed capital: 2 556 EUR

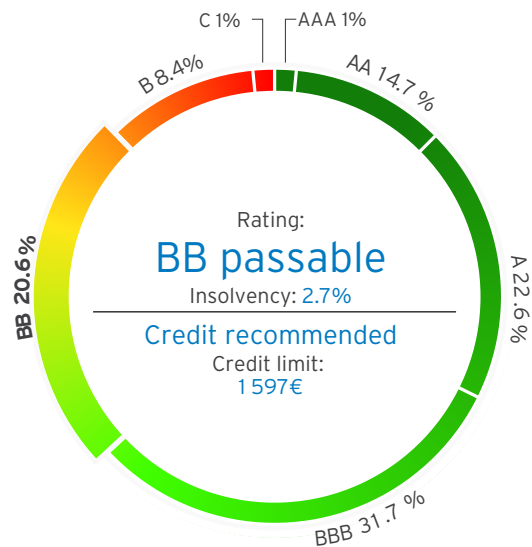
Management Board:
Juhan Juhataja (30000000000)

Shareholders:
Ott Osanik

Regular representation right:
Member of the board represent private limited company alone unless noted otherwise in the commercial register.

Sphere of business:
Freight transport by road

> Credit Opinion



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> Economic Indicators 2012

Net sales:	79 312 896 EUR	↓
incl. export sale:		
Profit/loss:	1 319 749 EUR	↑
Number of employees:		
Assets:	100 365 468 EUR	↓
Equity:	46 878 523 EUR	↑

> Payment Defaults and Tax Debts

Period: 24/03/2013-24/03/2014

	04/13	05/13	06/13	07/13	08/13	09/13	10/13	11/13	12/13	01/14	02/14	03/14
Payment defaults (actual)	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Tax debts	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	YES

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> Conclusion

The company maybe credited in the amount of the recommended credit limit. Company's rating is passable (BB) and there is medium probability of insolvency.

Economical situation: Net sales have increased during the last years. The level of sales is average. Profitability is low. Amount of equity is low. Registered capital has maintained the same level if compared to the last annual statement.

Financial situation: current ratio - satisfactory, quick ratio - good, cash ratio - very weak, collections - relatively fast. Debt ratio is satisfactory, the company is relatively dependent on debt capital. Return ratios: profit margin - low, return on assets - relatively good.

> Credit Rating

Krediidiinfo AS recommends a credit valuation to help you decide whether to sell on credit and how much. The credit valuation consists of the following components: credit limit, rating and insolvency probability. The credit limit is the recommended limit amount for selling on credit. The insolvency probability shows the likeliness of the risk of the company falling into arrears: if it is less than 5%, the risk is low; the probability between 5 and 12% is considered moderate; and the risk is considered high at 12% or higher. The Krediidiinfo rating is the consolidated rating of the company's economic and financial standing of the company and its payment habits. The rating is expressed in letter combinations: AAA stands for excellent; AA, for very good; A, for good; BBB, for satisfactory; BB, for passable; B, for weak; C, for unsatisfactory; and U, O and N are not rated. The illustration to the rating shows the comparative distribution of Estonian companies on the basis of rating classes (see p 1).

Rating:	BB passable
Insolvency:	2.7%
Credit rating:	Credit recommended
Credit limit:	1 597 €

> Commercial Register Records

>> Commercial Register Records

Business name:	SAMPLE OÜ
Register code:	10000000
Registered:	00/00/2008, Harju Maakohtu Registriosakond (*)
Address:	Pärnu mnt 5
City/county:	Tallinna linn 10148
Business type:	osaühing
Capital:	2 556 EUR
Statutes:	00/00/2008
Financial year:	01/01-31/12

(*) - Registered in Enterprises Registry 00/00/2008 (official companies' register in Estonia until 1997)

>> Management Board

Juhan Juhataja

ID code (date of birth):	300000000000
In board since:	00/00/2008
no negative information on payments	

Regular representation right

Member of the board represent private limited company alone unless noted otherwise in the commercial register.

>> Shareholders

Ott Osanik

ID code (date of birth):	30000010000
location	Eesti
	aktsionär (2 556 EUR)
since	00/00/2008

>> Related companies

Tütreste OÜ

Register code:	1000000
since	00.00.2009

>> Other

Anu Audiitor

ID code (date of birth):	40000000000
location	Eesti
	audiitor

Puu ja Maa osaühing

reg.code:	1000000
location	Eesti
	asutaja

>> Previous business name(s)

OSAÜHING OSAVKÄPP (00/00/2008 - 00/00/2010)

>> Persons Previously Connected to the Company

Juta Juhataja

ID code (date of birth):	40000000000
location:	Eesti
	juhatuse liige
since	00/00/2008
until	00/00/2010

>> Balance Sheet (EUR)

	31/12/12 (Percentage, %)	12/11 Trend, %	31/12/11 (Percentage, %)	11/10 Trend, %	31/12/10 (Percentage, %)			
ASSETS								
CURRENT ASSETS								
Cash and investments	2103418	(2.1)	+75.4	1199027	(1.1)	+2484.1	46400	(0.1)
Receivables and prepayments, including:	9586829	(9.6)	-40.0	15989057	(15.1)	+45.6	10981044	(12.1)
<i>Trade receivables</i>	-	-	-	-	-	-	-	-
<i>Tax prepayments</i>	-	-	-	-	-	-	-	-
<i>Other receivables and prepayments</i>	9586829	(9.6)	-40.0	15989057	(15.1)	+45.6	10981044	(12.1)
Inventories	2393535	(2.4)	-24.9	3186535	(3.0)	-21.7	4069127	(4.5)
Other current assets	-	-	-	-	-	-	-	-
CURRENT ASSETS TOTAL	14083782	(14.0)	-30.9	20374619	(19.3)	+35.0	15096571	(16.7)
NON-CURRENT ASSETS								
Financial investments	677076	(0.7)	-0.2	678659	(0.6)	-0.4	681426	(0.8)
Property investments	8544000	(8.5)	-0.3	8572000	(8.1)	+1086.9	722202	(0.8)
Tangible assets, including:	25994332	(25.9)	+4.5	24871271	(23.6)	+40.4	17714392	(19.6)
<i>Depreciation(-)</i>	-	-	-	-	-	-	-	-
Other non-current assets	51066278	(50.9)	-0.1	51098109	(48.4)	-9.1	56236435	(62.2)
NON-CURRENT ASSETS TOTAL	86281686	(86.0)	+1.2	85220039	(80.7)	+13.1	75354454	(83.3)
ASSETS TOTAL	100365468	(100.0)	-5.0	105594658	(100.0)	+16.7	90451025	(100.0)
LIABILITIES & EQUITY								
CURRENT LIABILITIES								
Loan liabilities	13697752	(13.6)	-5.6	14504904	(13.7)	+60.0	9064078	(10.0)
Payables and prepayments, including:	12678499	(12.6)	-38.9	20752471	(19.7)	+20.8	17172613	(19.0)
<i>Trade payables</i>	-	-	-	-	-	-	-	-
<i>Employee payables</i>	-	-	-	-	-	-	-	-
<i>Tax payables</i>	-	-	-	-	-	-	-	-
<i>Other payables & prepayments</i>	12678499	(12.6)	-38.9	20752471	(19.7)	+20.8	17172613	(19.0)
Other provisions & grants	-	-	-	-	-	-	-	-
CURRENT LIABILITIES TOTAL	26376251	(26.3)	-25.2	35257375	(33.4)	+34.4	26236690	(29.0)
NON-CURRENT LIABILITIES								
Loan liabilities	27110694	(27.0)	-2.2	27715525	(26.2)	-19.1	34267764	(37.9)
Payables & prepayments	-	-	-	-	-	-	-	-
Other provisions & grants	-	-	-	-	-	-	-	-
NON-CURRENT LIABILITIES TOTAL	27110694	(27.0)	-2.2	27715525	(26.2)	-19.1	34267764	(37.9)
LIABILITIES TOTAL	53486945	(53.3)	-15.1	62972900	(59.6)	+4.1	60504455	(66.9)
EQUITY								
Registered capital	5112932	(5.1)	0.0	5112932	(4.8)	0.0	5112932	(5.7)
Unregistered capital	-	-	-	-	-	-	-	-
Reserves	8400094	(8.4)	+35.0	6220671	(5.9)	+1116.7	511293	(0.6)
Other capital	-	-	-	-	-	-	-	-
Retained earnings/loss	32045748	(31.9)	-19.8	39939398	(37.8)	+75.4	22772232	(25.2)
Annual profit/loss	1319749	(1.3)	-	-8651243	(8.2)	-658.1	1550113	(1.7)
EQUITY TOTAL	46878523	(46.7)	+10.0	42621758	(40.4)	+42.3	29946570	(33.1)
LIABILITIES & EQUITY TOTAL	100365468	(100.0)	-5.0	105594658	(100.0)	+16.7	90451025	(100.0)

>> Income Statement (EUR)

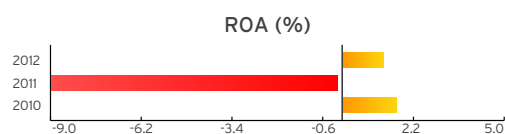
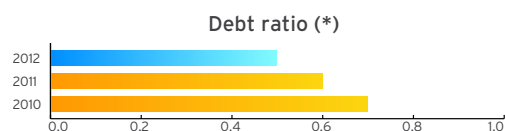
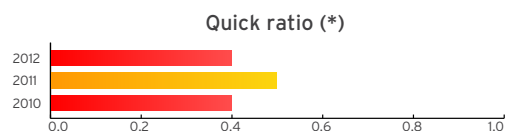
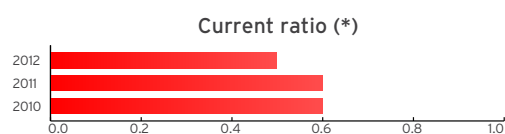
	01/01/2012 -31/12/2012	12/11 Trend, %	01/01/2011 -31/12/2011	11/10 Trend, %	01/01/2010 -31/12/2010
NET SALES	79312896	-27.4	109185775	+10.5	98841537
Scheme 1					
Other income	-	-	-	-	-
Other adjustments	-	-	-	-	-
Raw materials and consumables used	-	-	-	-	-
Other operating expenses	-	-	-	-	-
Employee expenses	-	-	-	-	-
Depreciation	-	-	-	-	-
Other expenses	-	-	-	-	-
Scheme 2					
Cost of sales	65989149	-31.2	95853930	+12.7	85081615
GROSS PROFIT/LOSS	13323747	-0.1	13331845	-3.1	13759922
Distribution costs	8008348	-28.2	11147891	+29.0	8640663
Administrative expenses	2062336	-27.9	2861215	+30.3	2196260
Other income	910412	+224.5	280539	-49.2	552069
Other expenses	508387	-91.0	5622271	+1270.7	410185
Profit/loss from biological assets	-	-	-	-	-
Scheme 1+ Scheme 2					
TOTAL PROFIT/LOSS	3655088	-	-6018993	-296.4	3064883
Financial income/expenses	-2335339	-	-2632250	-	-1514770
TOTAL PROFIT/LOSS BEFORE TAXES	1319749	-	-8651243	-658.1	1550113
Income tax	-	-	-	-	-
ANNUAL PROFIT/LOSS	1319749	-	-8651243	-658.1	1550113

>> Cash flow statement (EUR)

	01/01/2012 31/12/2012	01/01/2011 31/12/2011	01/01/2010 31/12/2010
CASH FLOWS FROM OPERATING			
Indirect Method			
Operating profit (loss)	1319749	-8651243	3064883
Depr. and impairment of fixed assets	4333878	10017974	3909539
Profit (loss) sale from fixed assets	135256	188174	-
Changes in receivables and prepayment	3949652	-822796	-3126110
Changes in inventories	689020	882588	-
Changes in payables and prepayment	-7609468	2789603	3414608
Other operating cash flows	1960512	2977250	-
Direct Method			
Receipts from sales	-	-	-
Other income from operating activities	-	-	-
Payments to suppliers	-	-	-
Payments to employees	-	-	-
CASH FLOWS FROM OPERATING, TOTAL	4778599	7381550	7262920
CASH FLOWS FROM INVESTING			
Purchase and sale of assets	-1219699	119322	-434280
Purchase and sale of finance investments	-250000	-	-
Other cash and inflows from investments	2540300	-4176998	-204645
CASH FLOWS FROM INVESTING, TOTAL	1070601	-4057676	-638925
CASH FLOWS FROM FINANCING			
Loans received	1008702	1203000	4841946
Repayments of loans received	-3466427	-5253133	-9733744
Proceeds from overdraft	144936	4682074	399767
Repayments of finance lease	-547250	-533383	-626909
Interest paid	-1582451	-1769715	-1633582
Dividends paid	-	-	-
Income tax paid	-	-	-
Other cash and flows from finance activities	-502319	-500079	-
CASH FLOWS FROM FINANCING, TOTAL	-4944809	-2171236	-6752521
CASH FLOWS, TOTAL	904391	1152638	-128526
Cash and equiv. beginning of period	1199027	46389	174926
Change	904391	1152638	-128526
Effect on exchange rate changes	-	-	-
Cash and cash equiv. at end of period	2103418	1199027	46400

>> Ratios

Ratio	01/01/2012 31/12/2012	01/01/2011 31/12/2011	01/01/2010 31/12/2010
Liquidity and solvency			
Working capital (th EUR)	-12292.5	-14882.8	-11140.1
Current ratio (*)	0.5	0.6	0.6
Quick ratio (*)	0.4	0.5	0.4
Cash ratio (*)	0.1	0.0	0.0
Collection period (days)	-	-	-
Capital circulation			
Assets turnover (*)	0.8	1.1	1.1
Capital structure			
Debt ratio (*)	0.5	0.6	0.7
Efficiency			
Operating margin (%)	4.6	-5.5	3.1
Profit margin (%)	1.7	-7.9	1.6
ROA (%)	1.3	-8.8	1.7
Cash flow (th EUR)	904.4	1152.6	-128.5



> Payment Habits

>> Tax Debts

Tax arrears to Estonian Tax and Customs Board are updated monthly. Arrears below EUR 640 are not presented. Staggered schedule and challenged debts are pointed out separately.

Month	2014 (EUR)	Scheduled	Protested	2013 (EUR)	Scheduled	Protested	2012 (EUR)	Scheduled	Protested	2011 (EUR)	Scheduled	Protested
January	-			-			-			-		
February	-			-			-			-		
March	444 444		√	-			-			-		
April				-			-			-		
May				-			-			-		
June				-			-			-		
July				-			-			-		
August				-			-			-		
September				-			-			-		
October				-			-			-		
November				-			-			-		
December				-			-			-		

>> Credit Register Information

Payment default is the borrower's failure to comply with its contractual financial obligation for more than 45 days from the day following the due date and when the sum of an arrear together with interests and penalties is at least EUR 30. Information on payment defaults derives from the members or other contractual parties of the Credit Register. The given data includes the default's appearing and termination dates or the status, the sum's magnitude and origin. Ranges are distributed as follows: EUR 30.00 - 64.99, EUR 65.00 - 319.99, EUR 320.00 - 639.99, EUR 640.00 - 3 199.99, EUR 3 200.00 - 12 799.99, EUR 12 800.00 - 63 999.99, EUR 64 000.00 and more. Payment default displayed in the register is inputted either by the creditor or by a person acting on creditor's behalf.

Valid Payment Defaults

No information on payment defaults.

Settled Payment Defaults

Appearing	Ending	Latest size group	Maximum size group	Creditor	Creditor's Sphere of Business
15/02/2012	22/07/2012	-	3 200 - 12 800	ALEXELA OIL AS	Mootorikütuse jaemüük, sh tanklate tegevus

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