

Company's Name	LLC Company XXX
Company's Name (Cyrillic)	ТОВ КОМПАНІЯ XXX
Reference Number	12345-SMPL
Registration Number (EDRPOU)	12345678
Date of the Report	01-Jan-2018
Credit Score	uaK3+
Maximum Credit	UAH 50 000 ths. (USD 2 000 ths.)
Term of validity	3 months

CREDIT OPINION

CREDIT SCORE FACTORS

Positive factors

General sales growth

High profitability

Low Legal Risks

Negative factors

Significant debt burden

Despite being volatile the Company's revenues increased from UAH 100 000 ths. in 2014 to UAH 150 000 ths. in 2017. The Company's Net Profit Margin exceeded 12% in every analyzed period.
See Legal Analysis Section for details

Over 80% of the Company's assets were financed by short-term bank loans

Conclusion

The Company XXX has demonstrated significant sales growth and, therefore, managed to improve its market position during the analyzed periods. The high level of the Company's indebtedness may negatively affect its creditworthiness in future.

Considering all the abovementioned we consider that the borrower is characterized by sufficient creditworthiness comparing to other Ukrainian borrowers or obligations. The borrower's financial position is satisfactory to prevent foreseeable risks in the short-term period.

The maximum short-term credit of UAH 50 000 ths. (USD 2 000 ths.) is recommended.

** For more information on CREDIT SCORE and ST CREDIT LIMIT please refer to Disclaimer in Additional Data Section of this credit report*

CREDIT SCORE

Credit Score	uaK3+
ST Credit Limit	UAH 50 000 ths. (USD 2 000 ths.)
Validity	90 days

GENERAL INFORMATION

REGISTRATION DATA	
Legal Form	Limited Liability Company
Date of Registration	01-Jan-2000
History of Incorporation	As Company XXX (2010) As Company XXY (2008) As Company XYY (2000)
Registration Authority	State Registration Division in Pecherskyi District Registration Service of Main Department of Justice in Kyiv
Individual Taxpayer's Number	01234567890
Number of Employees	75 (01-Jan-2018)
Main Activities	NACE 01.12 - Growing of rice NACE 10.91 - Manufacture of prepared feeds for farm animals
STATUTORY DATA	
Statutory Fund	UAH 100,000 ths.
Shareholder 1	Mr. Shareholder
Share	50%
Origin	Netherlands
Type	Individual
Shareholder 2	LLC Shareholder Company
Share	50%
Origin	Ukraine
Type	Business Entity
Registration number	12345678
Director	Mr. Director
Chief Accountant	Ms. Accountant
RELATED COMPANIES	
Group of Companies	Sample Group of Companies
Group of Companies Description	Sample Group of Companies was established in 1997 and conducts its activities in the spheres of agriculture, mining and animal feeds manufacturing
Related Company 1	LLC Related Company 1
Type of affiliation	Shareholder 1
Share	25%
Registration number	12345678
Main activities	NACE 01.12 - Growing of rice
Related Company 2	LLC Related Company 2
Type of affiliation	Shareholder 2
Share	33%
Registration number	12345678
Main activities	NACE 01.12 - Growing of rice
SUBSIDIARIES	
Subsidiary 1	LLC Subsidiary 1
Share	75%
Registration number	12345678
Main activities	NACE 01.12 - Growing of rice
Branches	The Company has nationwide network of branches that involves 20 representative offices and 10 warehouses.
EXPORT/IMPORT OPERATIONS	
Export Period 1	January-December 2017
Export Total Volume (UAH ths.)	1,000,000

Country 1	700,000 (70%)
Country 2	300,000 (30%)
Export Period 2	January-December 2015
Export Total Volume (UAH ths.)	3,000,000
Country 1	700,000 (23%)
Country 2	300,000 (10%)
Country 3	2,000,000 (67%)
Import Period 1	January-December 2017
Import Total Volume (UAH ths.)	1,000,000
Country 1	700,000 (70%)
Country 2	300,000 (30%)
Import Period 2	January-December 2016
Import Total Volume (UAH ths.)	3,000,000
Country 1	700,000 (23%)
Country 2	300,000 (10%)
Country 3	2,000,000 (67%)
Bank Details	Bank 1 Name (MFO) Account Number Bank 2 Name (MFO) Account Number
Main Suppliers	LLC Supplier 1 (Ukraine) LLC Supplier 2 (Russian Federation) Supplier 3 GmbH (Germany)
Main Buyers	LLC Buyer 1 (Ukraine) LLC Buyer 2 (Russian Federation) Buyer 3 GmbH (Germany)
PAYMENT DISCIPLINE	
Overdue Accounts Receivable	Contragent 1 UAH 100 ths. 60 days
Overdue Accounts Payable	Contragent 1 UAH 250 ths. 15 days
ADDRESS & CONTACTS	
Legal Address	01001 Ukraine, Kyiv region. Kyiv 1 Volodymyrska Str., Office 1
Actual Address	01001 Ukraine, Kyiv region. Kyiv 1 Volodymyrska Str., Office 1
Telephone	+380(44)1234567
E-mail	sampleemail@sampleemail.com
Webpage	www.samplewebpage.com

FINANCIAL DATA

Type of Financial Reporting	Ukrainian GAAP
Complete periods	2014, 2015, 2016, 2017
Incomplete periods	None

EXCHANGE RATES

Closing date	Average
31.12.2017: 1 USD = 28,07 UAH	2017: 1 USD = 26,60 UAH
31.12.2016: 1 USD = 27,19 UAH	2016: 1 USD = 25,55 UAH
31.12.2015: 1 USD = 24,00 UAH	2015: 1 USD = 21,84 UAH
31.12.2014: 1 USD = 15,77 UAH	2014: 1 USD = 11,89 UAH

INCOME STATEMENT

UAH ths.

For the period ended	31-Dec-2014	31-Dec-2015	31-Dec-2016	31-Dec-2017
Revenues	200,000	200,000	200,000	200,000
Cost of sales	(130,000)	(130,000)	(130,000)	(130,000)
Gross profit	70,000	70,000	70,000	70,000
Other operating income	10,000	10,000	10,000	10,000
Administrative expenses	(10,000)	(10,000)	(10,000)	(10,000)
Selling expenses	(10,000)	(10,000)	(10,000)	(10,000)
Other operating expenses	(10,000)	(10,000)	(10,000)	(10,000)
Operating profit	50,000	50,000	50,000	50,000
Financial and other income	-	-	-	-
Financial and other expenses	(10,000)	(10,000)	(10,000)	(10,000)
Profit / Loss from ordinary activity	40,000	40,000	40,000	40,000
Extraordinary income	-	-	-	-
Extraordinary expenses	(-)	(-)	(-)	(-)
Profit before taxation	40,000	40,000	40,000	40,000
Income tax expense	(10,000)	(10,000)	(10,000)	(10,000)
NET PROFIT / LOSS	30,000	30,000	30,000	30,000

BALANCE SHEET

UAH ths.

As of the date	31-Dec-2014	31-Dec-2015	31-Dec-2016	31-Dec-2017
ASSETS				
Non-current assets				
Property, plant and equipment	10,000	10,000	10,000	10,000
Investment properties	10,000	10,000	10,000	10,000
Construction in progress	10,000	10,000	10,000	10,000
Intangible assets	10,000	10,000	10,000	10,000
Investments	10,000	10,000	10,000	10,000
Deferred Tax assets	10,000	10,000	10,000	10,000
Non-current accounts receivable	10,000	10,000	10,000	10,000
Other non-current assets	10,000	10,000	10,000	10,000
Total non-current assets	80,000	80,000	80,000	80,000
Current assets				
Cash and cash equivalents	10,000	10,000	10,000	10,000
Trade receivables	10,000	10,000	10,000	10,000
Intragroup receivables	10,000	10,000	10,000	10,000
Advances to suppliers	10,000	10,000	10,000	10,000
Notes receivable	10,000	10,000	10,000	10,000
Receivables against Tax authority	10,000	10,000	10,000	10,000
Other receivables	10,000	10,000	10,000	10,000
Inventories	10,000	10,000	10,000	10,000
Other current assets	10,000	10,000	10,000	10,000
Total current assets	90,000	90,000	90,000	90,000
Deferred expense	10,000	10,000	10,000	10,000
Non-current assets held for sale and disposal groups	10,000	10,000	10,000	10,000
TOTAL ASSETS	190,000	190,000	190,000	190,000
EQUITY AND LIABILITIES				
Equity				
Share capital	10,000	10,000	10,000	10,000
Capital not paid-up	10,000	10,000	10,000	10,000
Capital withdrawn	-	-	-	-
Additional paid-in capital	10,000	10,000	10,000	10,000
Reserves	10,000	10,000	10,000	10,000
Retained earnings	10,000	10,000	10,000	10,000
Total equity	50,000	50,000	50,000	50,000
Non-current liabilities				
Bank loans	10,000	10,000	10,000	10,000
Other non-current loans	10,000	10,000	10,000	10,000
Deferred Taxes	10,000	10,000	10,000	10,000
Other non-current liabilities	10,000	10,000	10,000	10,000
Total non-current liabilities	40,000	40,000	40,000	40,000
Current liabilities				
Bank loans	10,000	10,000	10,000	10,000
Other non-bank loans	10,000	10,000	10,000	10,000
Current portion of non-current debt	10,000	10,000	10,000	10,000
Trade payables	10,000	10,000	10,000	10,000
Intragroup payables	10,000	10,000	10,000	10,000
Advances from customers	10,000	10,000	10,000	10,000
Notes payable	10,000	10,000	10,000	10,000
Payables to Tax authorities	10,000	10,000	10,000	10,000
Other current liabilities	10,000	10,000	10,000	10,000
Total current liabilities	90,000	90,000	90,000	90,000
Deferred income	10,000	10,000	10,000	10,000
TOTAL EQUITY AND LIABILITIES	190,000	190,000	190,000	190,000

ANALYSIS**KPIs**

Period	2014	2015	2016	2017
Profitability Indices				
Gross Profit Margin, %	10.0%	10.0%	10.0%	10.0%
Net Profit Margin, %	10.0%	10.0%	10.0%	10.0%
Return on Assets, %	10.0%	10.0%	10.0%	10.0%
Return on Equity, %	10.0%	10.0%	10.0%	10.0%
EBITDA, ths. UAH	50,000	50,000	50,000	50,000
EBITDA margin, %	10.0%	10.0%	10.0%	10.0%
Depreciation and Amortization, ths. UAH	10,000	10,000	10,000	10,000
Solvency				
Equity to Total Assets	0.25	0.25	0.25	0.25
Interest Coverage	2.5	2.5	2.5	2.5
Debt to EBITDA	1.25	1.25	1.25	1.25
Liquidity Indices				
Current Ratio	1.5	1.5	1.5	1.5
Quick Ratio	1.1	1.1	1.1	1.1
Net Working Capital, ths. UAH	50,000	50,000	50,000	50,000
Efficiency Indices				
Inventory Period, days	10	10	10	10
Accounts Receivable Period, days	10	10	10	10
Accounts Payable Period, days	15	15	15	15
Operating Cycle, days	20	20	20	20
Financial Gap, days	5	5	5	5
Assets Turnover	1.5	1.5	1.5	1.5
Current Assets Turnover	2.25	2.25	2.25	2.25

INCOME STATEMENT – VERTICAL ANALYSIS

%

For the period ended	31-Dec-2014	31-Dec-2015	31-Dec-2016	31-Dec-2017
Revenues	100%	100%	100%	100%
Cost of sales	70%	70%	70%	70%
Gross profit	30%	30%	30%	30%
Other operating income	10%	10%	10%	10%
Administrative expenses	10%	10%	10%	10%
Selling expenses	10%	10%	10%	10%
Other operating expenses	5%	5%	5%	5%
Operating profit	15%	15%	15%	15%
Financial and other income	-	-	-	-
Financial and other expenses	5%	5%	5%	5%
Profit / Loss from ordinary activity	10%	10%	10%	10%
Extraordinary income	-	-	-	-
Extraordinary expenses	-	-	-	-
Profit before Taxation	10%	10%	10%	10%
Income Tax expense	3%	3%	3%	3%
NET PROFIT / LOSS	7%	7%	7%	7%

INCOME STATEMENT – HORIZONTAL ANALYSIS

%

Periods	2015/2014	2016/2015	2017/2016
Revenues	10%	10%	10%
Cost of sales	10%	10%	10%
Gross profit	10%	10%	10%
Other operating income	10%	10%	10%
Administrative expenses	10%	10%	10%
Selling expenses	10%	10%	10%
Other operating expenses	10%	10%	10%
Operating profit	10%	10%	10%
Financial and other income	10%	10%	10%
Financial and other expenses	10%	10%	10%
Profit / Loss from ordinary activity	10%	10%	10%
Extraordinary income	-	-	-
Extraordinary expenses	-	-	-
Profit before Taxation	10%	10%	10%
Income Tax expense	10%	10%	10%
NET PROFIT / LOSS	10%	10%	10%

BALANCE SHEET – VERTICAL ANALYSIS

%

As of the date	31-Dec-2014	31-Dec-2015	31-Dec-2016	31-Dec-2017
ASSETS				
Non-current assets				
Property, plant and equipment	5%	5%	5%	5%
Investment properties	5%	5%	5%	5%
Construction in progress	5%	5%	5%	5%
Intangible assets	5%	5%	5%	5%
Investments	5%	5%	5%	5%
Deferred Tax assets	5%	5%	5%	5%
Non-current accounts receivable	5%	5%	5%	5%
Other non-current assets	5%	5%	5%	5%
Total non-current assets	40%	40%	40%	40%
Current assets				
Cash and cash equivalents	10%	10%	10%	10%
Trade receivables	5%	5%	5%	5%
Intragroup receivables	5%	5%	5%	5%
Advances to suppliers	5%	5%	5%	5%
Notes receivable	5%	5%	5%	5%
Receivables against Tax authority	5%	5%	5%	5%
Other receivables	5%	5%	5%	5%
Inventories	5%	5%	5%	5%
Other current assets	5%	5%	5%	5%
Total current assets	50%	50%	50%	50%
Deferred expense	5%	5%	5%	5%
Non-current assets held for sale and disposal groups	5%	5%	5%	5%
TOTAL ASSETS	100%	100%	100%	100%
EQUITY AND LIABILITIES				
Equity				
Share capital	10%	10%	10%	10%
Capital not paid-up	5%	5%	5%	5%
Capital withdrawn	-	-	-	-
Additional paid-in capital	5%	5%	5%	5%
Reserves	5%	5%	5%	5%
Retained earnings	5%	5%	5%	5%
Total equity	30%	30%	30%	30%
Non-current liabilities				
Bank loans	5%	5%	5%	5%
Other non-current loans	5%	5%	5%	5%
Deferred Taxes	5%	5%	5%	5%
Other non-current liabilities	5%	5%	5%	5%
Total non-current liabilities	20%	20%	20%	20%
Current liabilities				
Bank loans	5%	5%	5%	5%
Other non-bank loans	5%	5%	5%	5%
Current portion of non-current debt	5%	5%	5%	5%
Trade payables	5%	5%	5%	5%
Intragroup payables	5%	5%	5%	5%
Advances from customers	5%	5%	5%	5%
Notes payable	5%	5%	5%	5%
Payables to Tax authorities	5%	5%	5%	5%
Other current liabilities	5%	5%	5%	5%
Total current liabilities	45%	45%	45%	45%
Deferred income	5%	5%	5%	5%
TOTAL EQUITY AND LIABILITIES	100%	100%	100%	100%

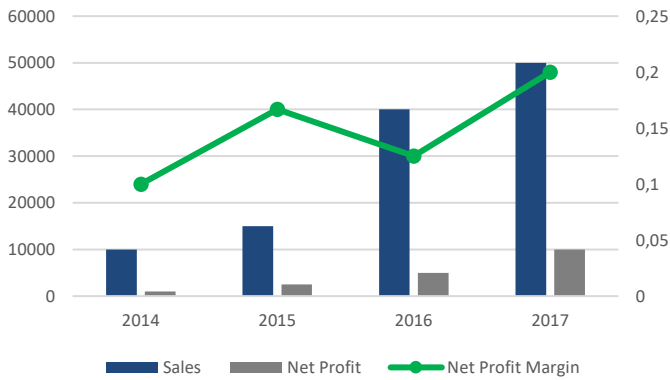
BALANCE SHEET – HORIZONTAL ANALYSIS

%

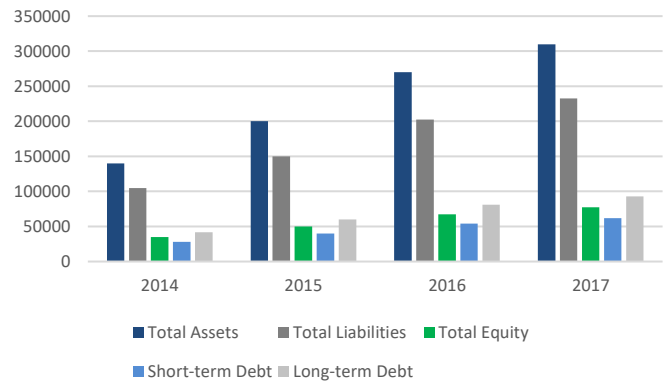
As of the date	2015/2014	2016/2015	2017/2016
ASSETS			
Non-current assets			
Property, plant and equipment	10%	10%	10%
Investment properties	10%	10%	10%
Construction in progress	10%	10%	10%
Intangible assets	10%	10%	10%
Investments	10%	10%	10%
Deferred Tax assets	-10%	-10%	-10%
Non-current accounts receivable	-10%	-10%	-10%
Other non-current assets	-10%	-10%	-10%
Total non-current assets	20%	20%	20%
Current assets			
Cash and cash equivalents	10%	10%	10%
Trade receivables	10%	10%	10%
Intragroup receivables	-10%	-10%	-10%
Advances to suppliers	-10%	-10%	-10%
Notes receivable	10%	10%	10%
Receivables against Tax authority	-10%	-10%	-10%
Other receivables	-10%	-10%	-10%
Inventories	-10%	-10%	-10%
Other current assets	-10%	-10%	-10%
Total current assets	-30%	-30%	-30%
Deferred expense	10%	10%	10%
Non-current assets held for sale and disposal groups	10%	10%	10%
TOTAL ASSETS	10%	10%	10%
EQUITY AND LIABILITIES			
Equity			
Share capital	10%	10%	10%
Capital not paid-up	10%	10%	10%
Capital withdrawn	-	-	-
Additional paid-in capital	10%	10%	10%
Reserves	10%	10%	10%
Retained earnings	-10%	-10%	-10%
Total equity	30%	30%	30%
Non-current liabilities			
Bank loans	10%	10%	10%
Other non-current loans	10%	10%	10%
Deferred Taxes	10%	10%	10%
Other non-current liabilities	-10%	-10%	-10%
Total non-current liabilities	20%	20%	20%
Current liabilities			
Bank loans	-10%	-10%	-10%
Other non-bank loans	-10%	-10%	-10%
Current portion of non-current debt	-10%	-10%	-10%
Trade payables	-10%	-10%	-10%
Intragroup payables	-10%	-10%	-10%
Advances from customers	-10%	-10%	-10%
Notes payable	10%	10%	10%
Payables to Tax authorities	10%	10%	10%
Other current liabilities	10%	10%	10%
Total current liabilities	-30%	-30%	-30%
Deferred income	-10%	-10%	-10%
TOTAL EQUITY AND LIABILITIES	10%	10%	10%

GRAPHS

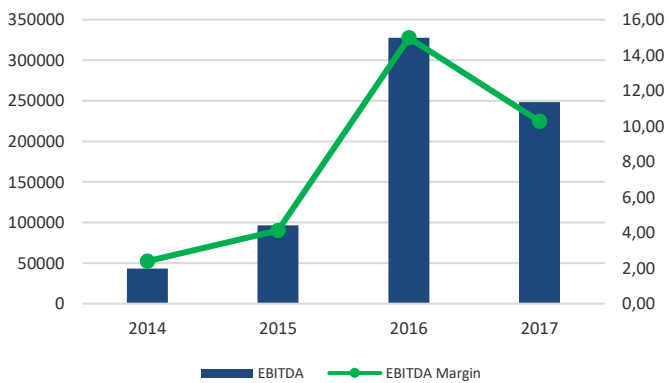
Profit & Revenue (in UAH thousands / %)



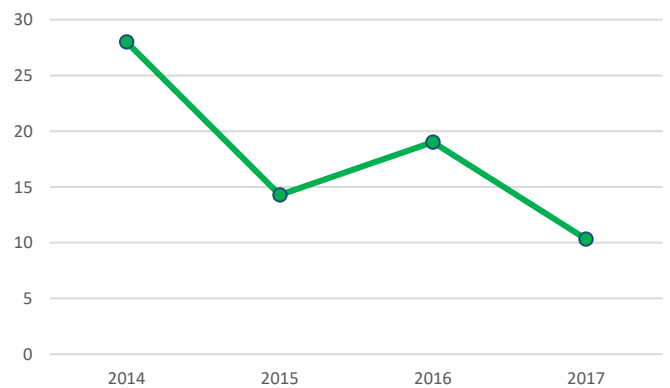
Balance Sheet (in UAH thousands)



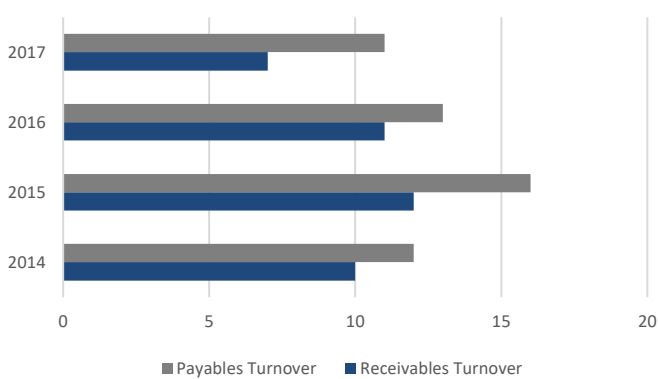
EBITDA (in UAH thousands / %)



Debt to EBITDA



Turnover periods (in days)



MARKET ANALYSIS

Demand in Ukrainian market of XXX is growing rapidly every year due to catastrophic deficit. Currently, 60% of all XXX is out of date. Ukrainian market of XXX is represented by the following product groups: XXX machines, XXX, XXX, XXX, XXX, XXX, etc. Despite existing problems (low modernization rates, time-to-time limitations of foreign trade, and complicated access to financial resources), Ukraine retains its position among the world leading net exporters of XXX products. UN experts forecast Ukrainian XXX production to grow by XX% to 2019, given efficient state support. Potentially, Ukrainian manufacturers of XXX could increase the sales up to UAH XX billion per year. Herewith, in 2017 sales of XXX and XXX equaled to UAH XX billion, having increased by XX% year-over-year. In 2016 this figure constituted UAH X billion (-XX% year-over-year). During 2017 sales constituted UAH X,X billion (-XX% year-over-year).

Despite the modest position in the domestic market, Ukrainian XXX is in demand in foreign markets. According to the State Statistics Service of Ukraine, as of today, there are 128 producers of XXX in Ukraine; however, only 10 of those producers are competitive. The main domestic producers are: Producer XXX, Producer XXX, and Producer XXX.

Despite sizeable domestic production capacities, Ukrainian market remains strongly import-dependent. In 2017 the major part of imported XXX was originated from: the Country XXX (XX%), Country XXX (XX%), Country XXX (X%) and Country XXX (X%). The main international brands, represented in Ukrainian market, are: Brand XXX, Brand XXX, Brand XXX, Brand XXX, Brand XXX, Brand XXX, Brand XXX, and Brand XXX. In 2017 the volume of import of XXX amounted to UAH X,X billion (-X% year-over-year in monetary terms) or XXX,X thousand units (-X% year-over-year in natural units). In 2017 the volume of XXX export amounted to UAH X,XX billion (-X,X% year-over-year in monetary terms) or XX,X thousand units (-XX% year-over-year in natural units). The main buyers of Ukrainian XXX were the CIS countries, including: Country XXX (XX%), Country XXX (XX%), and Country XXX (X%).

The main trends, observed in Ukrainian market of XXX, are: increase of imported XXX (upsurge by XX% year-over-year), XXX and XXX (upsurge by XX%) in 2017; decline of XXX XXX import by 30% year-over-year.

One of the main negative trends, observed in Ukrainian market of XXX, is high share of used and depreciated equipment. As of today, XX% of all Ukrainian XXX and XX% of all XXX are older than 20 years.

COMPANY XXX operates in Ukrainian market of XXX. The Company specializes in wholesale of XXX, XXX, XXX etc. The corporate portfolio includes XXX under the following brands Brand XXX, Brand XXX, Brand XXX, Brand XXX. The Company is part of a Group of Companies XXX that is a national leader in XXX production. Company XXX imports goods from Country XXX, Country XXX, Country XXX, Country XXX and exports products to Country XXX, Country XXX, Country XXX and Country XXX.

LEGAL CONCLUSION

Registration issues	According to the results of our inquiry, the Company was duly registered with all state authorities needed for Ukrainian companies, which are as follows: local tax inspection, pension fund, social security funds, and statistic authority.
Court disputes	Pursuant to the public information from the Single State Register of Judicial Decrees of Ukraine during the analyzed period, the Company had no commercial court disputes.
Bankruptcy Procedures	There is no litigation regarding the Company's bankruptcy as of the date of this Report.
Conclusion	Thus, taking into consideration the abovementioned information available for analysis, we evaluate the risks that may affect the Company's normal business activity as low.

MANAGEMENT INTERVIEW

Contact Person	Mr. XXX, Financial Director Tel.: +380(44)1234567 Email: sampleemail@sampleemail.com
Answer	After our phone negotiations with Mr. XXX, the official request has been sent to his email. Later, Mr. XXX provided all the requested data.
Additional data	The abovementioned underlines transparency of the Company's business activities.

ADDITIONAL DATA

CREDIT SCORE SCALE

Score	Description
	Investment grade
uaK1	A borrower or an obligation is characterized by the highest creditworthiness comparing to other Ukrainian borrowers or obligations. The financial position enables the borrower to prevent foreseeable risks in the short-term period.
uaK2	A borrower or an obligation is characterized by high creditworthiness comparing to other Ukrainian borrowers or obligations. The borrower's financial position is robust enough to prevent foreseeable risks in the short-term period.
uaK3	A borrower or an obligation is characterized by sufficient creditworthiness comparing to other Ukrainian borrowers or obligations. The borrower's financial position is satisfactory to prevent foreseeable risks in the short-term period.
	Speculative grade
uaK4	A borrower or an obligation is characterized by low creditworthiness comparing to other Ukrainian borrowers or obligations. The borrower's financial position is insufficient to prevent foreseeable risks in the short-term period.
uaK5	A borrower or an obligation is characterized by very low creditworthiness comparing to other Ukrainian borrowers or obligations. The financial position does not enable the borrower to prevent foreseeable risks in the short-term period.
uaKD	A borrower declared default on its obligations.
NR	Not rated
	Additional symbols
“+” / “-“	Used to point at the in-between level of the particular credit score.
“pi”	Used for credit scores assigned on the basis of public information only

DISCLAIMER

CREDIT SCORE calculations are performed for short-term period prediction and are based on quantitative indicators: the Company's historical financial data implemented in statistical analysis and qualitative indicators: legal issues, management experience, market/industry, customer account management, and other significant information regarding the Company's activities. We recommend reviewing the Company's financial and business positions at least twice a year in order to keep the score updated.

ST CREDIT LIMIT represents the recommended amount of additional short-term credit that may be provided to the Company by a creditor with the respect to the Company's current financial position.

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RESPONSIBLE SPECIALISTS

In case of any questions, comments and/or suggestions regarding this credit report, the analyzed company, credit ratings and methodologies, and/or CRA ANTARES LLC, please contact the responsible specialist stated below

Name	Position	Contacts
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