

## MIRA INFORM REPORT

<b>Report No. :</b>	522531
<b>Report Date :</b>	03.08.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	GRAFF GMBH
<b>Registered Office :</b>	Bonner Str. 54, D-53842 Troisdorf
<b>Country :</b>	Germany
<b>Financials (as on) :</b>	31.12.2016
<b>Date of Incorporation :</b>	15.06.1976
<b>Com. Reg. No.:</b>	HRB 793
<b>Legal Form :</b>	Private Limited Company
<b>Line of Business :</b>	<ul style="list-style-type: none"> <li>• Manufacturer of Other Electronic Components.</li> <li>• Manufacturer of Instruments and Appliances for measuring, Testing and Navigation.</li> </ul>
<b>No. of Employees :</b>	100

**RATING & COMMENTS**

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

**MIRA's Rating :**

A+

Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

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

**NOTES:**

Any query related to this report can be made on e-mail: [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Germany	A1	A1

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

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**GERMANY - ECONOMIC OVERVIEW**

The German economy - the fifth largest economy in the world in PPP terms and Europe's largest - is a leading exporter of machinery, vehicles, chemicals, and household equipment and benefits from a highly skilled labor force. Like its Western European neighbors, Germany faces significant demographic challenges to sustained long-term growth. Low fertility rates and a large increase in net immigration are increasing pressure on the country's social welfare system and necessitate structural reforms.

Reforms launched by the government of Chancellor Gerhard SCHROEDER (1998-2005), deemed necessary to address chronically high unemployment and low average growth, contributed to strong economic growth and falling unemployment. These advances, as well as a government subsidized, reduced working hour scheme, help explain the relatively modest increase in unemployment during the 2008-09 recession - the deepest since World War II. The German Government introduced a minimum wage in 2015 that increased to \$9.79 (8.84 euros) in January 2017.

Stimulus and stabilization efforts initiated in 2008 and 2009 and tax cuts introduced in Chancellor Angela MERKEL's second term increased Germany's total budget deficit - including federal, state, and municipal - to 4.1% in 2010, but slower spending and higher tax revenues reduced the deficit to 0.8% in 2011 and in 2017 Germany reached a budget surplus of 0.7%. A constitutional amendment approved in 2009 limits the federal government to structural deficits of no more than 0.35% of GDP per annum as of 2016, though the target was already reached in 2012.

The German economy suffers from low levels of investment, and a government plan to invest 15 billion euros during 2016-18, largely in infrastructure, is intended to spur needed private investment. Following the March 2011 Fukushima nuclear disaster, Chancellor Angela MERKEL announced in May 2011 that eight of the country's 17 nuclear reactors would be shut down immediately and the remaining plants would close by 2022. Germany plans to replace nuclear power largely with renewable energy, which accounted for 29.5% of gross electricity consumption in 2016, up from 9% in 2000. Before the shutdown of the eight reactors, Germany relied on nuclear power for 23% of its electricity generating capacity and 46% of its base-load electricity production. Domestic consumption, investment, and exports are likely to drive German GDP growth in 2018, and the country's budget and trade surpluses are likely to remain high.

Source : CIA

## **COMPANY NAME AND ADDRESS**

### **GRÄFF GMBH**

Company Status: Active  
Bonner Str. 54  
D 53842 Troisdorf  
Telephone: 02241/49070  
Telefax: 02241/490766  
Homepage: www.graeff-gmbh.com  
E-mail: info@graeff-gmbh.com

VAT no.: DE123099748  
Tax ID number: 220/5734/0041

## **COMPANY SUMMARY**

LEGAL FORM: Private Limited Company  
Date of foundation: 1946  
Shareholders'  
agreement: 15.06.1976  
Registered on: 24.08.1976  
Commercial Register: Local court 53721 Siegburg  
under: HRB 793

## **SHARE CAPITAL**

EUR 155,000.00

### Shareholder:

Marion Hupperich  
Bonner Str. 54  
D 53842 Troisdorf  
born: 30.01.1961  
née: Lehmacher  
Share: EUR 114,700.00

### Shareholder:

Marie-Luise Lehmacher  
Franziskastr. 15  
D 53842 Troisdorf  
born: 05.07.1936  
née: Gräff  
Share: EUR 40,300.00

Manager:

Marion Hupperich  
Bonner Str. 54  
D 53842 Troisdorf  
having sole power of representation  
born: 30.01.1961  
née: Lehmacher  
Profession: Businessman  
Marital status: married

Further functions/participations of Marion Hupperich (Manager)

General partner:

Marie-Luise Lehmacher und Marion Hupperich  
Bonner Str. 54  
D 53842 Troisdorf  
Legal form: Partnership under the Civil Code

## **BUSINESS ACTIVITIES**

Main industrial sector

26119 Manufacture of other electronic components

26511 Manufacture of instruments and appliances for measuring, testing and navigation

## **FINANCIAL INFORMATION**

Payment experience: Regular

Negative information: We have no negative information at hand.

Balance sheet year: 2016

## **REAL ESTATE**

Type of ownership: Tenant  
Address: Bonner Str. 54  
D 53842 Troisdorf

Real Estate of: Marion Hupperich  
Type of ownership: Tenant  
Address: Bonner Str. 54  
D 53842 Troisdorf

Land register documents were not available.

## **BANKERS**

KREISSPARKASSE KÖLN, 50461 KÖLN  
Sort. code: 37050299  
BIC: COKSDE33XXX  
COMMERZBANK VORMALS DRESDNER BANK, 50450 KÖLN  
Sort. code: 37080040  
BIC: DRESDEFF370  
VR-BANK RHEIN-SIEG, 53721 SIEGBURG  
Sort. code: 37069520  
BIC: GENODED1RST

## **FINANCIAL FIGURES**

Turnover:	2016	*EUR	10,500,000.00
	2017	*EUR	15,000,000.00
further business figures:			
Ac/ts receivable:		EUR	733,565.00
Liabilities:		EUR	253,938.00
Employees:			100

The business figures marked with an asterisk are estimates based on average values in the line of business.

## **BALANCE SHEETS**

Balance sheet ratios 01.01.2016 - 31.12.2016  
Equity ratio [%]: 58.42  
Liquidity ratio: 10.00  
Return on total capital [%]: 14.13

Balance sheet ratios 01.01.2015 - 31.12.2015  
Equity ratio [%]: 54.68  
Liquidity ratio: 10.00  
Return on total capital [%]: 0.65

Balance sheet ratios 01.01.2014 - 31.12.2014  
Equity ratio [%]: 48.86  
Liquidity ratio: 10.00  
Return on total capital [%]: 12.68

Balance sheet ratios 01.01.2013 - 31.12.2013

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

Equity ratio [%]:	43.30
Liquidity ratio:	10.00
Return on total capital [%]:	9.43

#### Equity ratio

The equity ratio indicates the portion of the equity as compared to the total capital. The higher the equity ratio, the better the economic stability (solvency) and thus the financial autonomy of a company.

#### Liquidity ratio

The liquidity ratio shows the proportion between adjusted receivables and net liabilities. The higher the ratio, the lower the company's financial dependency from external creditors.

#### Return on total capital

The return on total capital shows the efficiency and return on the total capital employed in the company. The higher the return on total capital, the more economically does the company work with the invested capital.

Type of balancesheet:	Company balance sheet
Origin of the present balance sheet:	electronic German Federal Gazette
Financial year:	01.01.2016 - 31.12.2016

<b>ASSETS</b>	EUR	2,578,836.64
Fixed assets	EUR	159,318.00
Intangible assets	EUR	2,444.50
Tangible assets	EUR	156,373.50
Financial assets	EUR	500.00
Current assets	EUR	2,413,329.22
Stocks	EUR	705,690.75
Accounts receivable	EUR	733,565.05
Investments in current assets	EUR	246,380.38
Liquid means	EUR	727,693.04
Remaining other assets	EUR	6,189.42
Accruals (assets)	EUR	6,189.42
<b>LIABILITIES</b>	EUR	2,578,836.64
Shareholders' equity	EUR	1,489,479.73
Capital	EUR	155,000.00
Subscribed capital (share capital)	EUR	155,000.00
Balance sheet profit/loss (+/-)	EUR	1,334,479.73
Balance sheet profit / loss	EUR	1,334,479.73
Provisions	EUR	835,419.27
Liabilities	EUR	253,937.64

Type of balance sheet:	Company balance sheet
Origin of the present	

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

balance sheet: electronic German Federal Gazette

Financial year: 01.01.2015 - 31.12.2015

ASSETS	EUR	2,245,828.77
Fixed assets	EUR	172,724.00
Intangible assets	EUR	3,839.00
Tangible assets	EUR	168,385.00
Financial assets	EUR	500.00
Other / unspecified financial assets	EUR	500.00
Current assets	EUR	2,068,024.53
Stocks	EUR	713,573.37
Accounts receivable	EUR	660,084.12
Investments in current assets	EUR	234,290.87
Liquid means	EUR	460,076.17
Remaining other assets	EUR	5,080.24
Accruals (assets)	EUR	5,080.24
LIABILITIES	EUR	2,245,828.77
Shareholders' equity	EUR	1,125,373.47
Capital	EUR	155,000.00
Subscribed capital (share capital)	EUR	155,000.00
Balance sheet profit/loss (+/-)	EUR	970,373.47
Balance sheet profit / loss	EUR	970,373.47
Provisions	EUR	875,047.64
Liabilities	EUR	245,407.66

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.36
UK Pound	1	INR 89.52
Euro	1	INR 79.57
EUR	1	INR 79.69

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	VIVR
<b>Report Prepared by :</b>	NIT

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**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)