

## MIRA INFORM REPORT

<b>Report No. :</b>	525681
<b>Report Date :</b>	17.08.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	NEUMO - POLSKA SP. Z.O.O.
<b>Registered Office :</b>	Strobow 2 D 96-100 Skierniewice
<b>Country :</b>	Poland
<b>Financials (as on) :</b>	31.12.2016
<b>Date of Incorporation :</b>	01.01.1998
<b>Com. Reg. No.:</b>	0000039580
<b>Legal Form :</b>	Limited Liability Company - Sp. z.o.o.
<b>Line of Business :</b>	Wholesale of Hardware, Plumbing and Heating Equipment and Supplies.
<b>No. of Employees :</b>	Not Available

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A+
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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.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Poland	A2	A2

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

## **POLAND - ECONOMIC OVERVIEW**

Poland has the sixth-largest economy in the EU and has long had a reputation as a business-friendly country with largely sound macroeconomic policies. Since 1990, Poland has pursued a policy of economic liberalization. During the 2008-09 economic slowdown Poland was the only EU country to avoid a recession, in part because of the government's loose fiscal policy combined with a commitment to rein in spending in the medium-term Poland is the largest recipient of EU development funds and their cyclical allocation can significantly impact the rate of economic growth.

The Polish economy performed well during the 2014-17 period, with the real GDP growth rate generally exceeding 3%, in part because of increases in government social spending that have helped to accelerate consumer-driven growth. However, since 2015, Poland has implemented new business restrictions and taxes on foreign-dominated economic sectors, including banking and insurance, energy, and healthcare, that have dampened investor sentiment and has increased the government's ownership of some firms. The government reduced the retirement age in 2016 and has had mixed success in introducing new taxes and boosting tax compliance to offset the increased costs of social spending programs and relieve upward pressure on the budget deficit. Some credit ratings agencies estimate that Poland during the next few years is at risk of exceeding the EU's 3%-of-GDP limit on budget deficits, possibly impacting its access to future EU funds. Poland's economy is projected to perform well in the next few years in part because of an anticipated cyclical increase in the use of its EU development funds and continued, robust household spending.

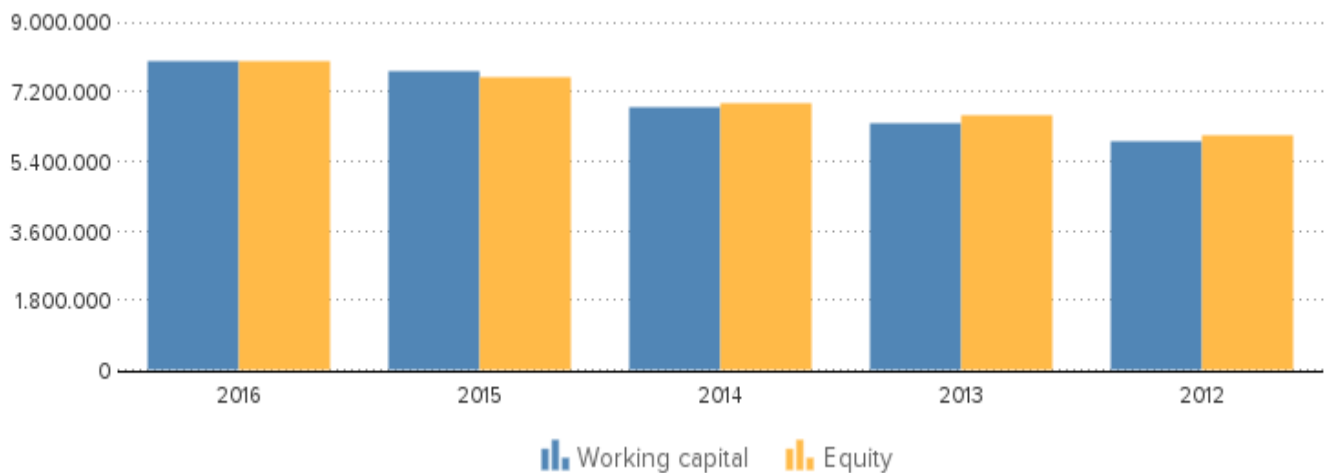
Poland faces several systemic challenges, which include addressing some of the remaining deficiencies in its road and rail infrastructure, business environment, rigid labor code, commercial court system, government red tape, and burdensome tax system, especially for entrepreneurs. Additional long-term challenges include diversifying Poland's energy mix, strengthening investments in innovation, research, and development, as well as stemming the outflow of educated young Poles to other EU member states, especially in light of a coming demographic contraction due to emigration, persistently low fertility rates, and the aging of the Solidarity-era baby boom generation.

Source : CIA

## COMPANY SUMMARY

<b>Company name</b>	<b>NEUMO - POLSKA Sp. z o.o.</b>
<b>Operative address</b>	Strobow 2 D 96-100 Skierniewice Poland
<b>Status</b>	Active
<b>Specification</b>	This company can meet all its obligations.
<b>Legal form</b>	Limited liability company - Sp. z.o.o.
<b>Registration number</b>	Trade register number: 0000039580
<b>VAT-number</b>	PL8361527589

Year	2016	Mutation	2015	Mutation	2014
Fixed assets	338.221	10,50	306.089	-19,74	381.391
Total receivables	3.016.526	13,66	2.654.029	-0,79	2.675.141
Total equity	8.006.540	5,67	7.576.887	9,42	6.924.460
Short term liabilities	1.889.273	-6,94	2.030.078	-5,87	2.156.599
Net result	1.069.597	8,03	990.081	20,63	820.790
Working capital	7.981.798	3,54	7.709.211	13,34	6.802.105
Quick ratio	2,18	21,79	1,79		1,79



## CONTACT INFORMATION

<b>Company name</b>	<b>NEUMO - POLSKA Sp. z o.o.</b>
<b>Operative address</b>	Strobow 2 D 96-100 Skierniewice Poland
<b>Correspondence address</b>	Strobow 2 D 96-100 Skierniewice

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Telephone number Poland  
Fax number +48 46 8334306  
Email address +48 46 8325626  
Website neumo@neumo.pl  
www.neumo.pl

## **REGISTRATION**

Registration number Trade register number: 0000039580  
VAT-number PL8361527589  
Status Active  
Establishment date 1998-01-01  
Legal form Limited liability company - Sp. z.o.o.  
Subscribed share capital PLN 2.000.000

## **ACTIVITIES**

NACE 4674: Wholesale of hardware, plumbing and heating equipment  
and supplies  
Goal Trade: acid-resistant steel products

## **RELATIONS**

Shareholders  
ULTIMATE GLOBAL SHAREHOLDER  
Name: NEUMO GMBH + CO. KG  
City: KNITTLINGEN  
Country: DE  
Type: Corporate  
ULTIMATE DOMESTIC SHAREHOLDER  
Name: NEUMO - POLSKA SP. Z O.O.  
National id number: 0000039580  
Address: Strobow 2 D  
City: SKIERNIEWICE  
Country: PL  
Phone: +48 46 8334306  
Fax: +48 46 8325626  
Website: www.neumo.pl  
Type: Corporate  
Share direct: 100.00%  
Share total: 100.00%  
Turnover: 27.55906663 mil. PLN

Total assets: 10.20776444 mil. PLN  
Profit loss before tax: 5.86899942 mil. PLN  
Profit loss after tax net income: 4.71200199 mil. PLN  
Shareholders funds: 35.27200103 mil. PLN

**SHAREHOLDERS**

Name: SNEL AG  
National id number: CH-170.3.003.060-4  
Address: Knonauerstrasse 56  
City: CHAM  
Country: CH  
Phone: +41 41 7842121  
Fax: +41 41 7842139  
Website: [www.vargus.ch](http://www.vargus.ch)  
Type: Corporate  
Share direct: 50.00%  
Number of employees: 35

Name: ARMATURENWERK GMBH  
Country: DE  
Type: Corporate  
Share direct: 25.00%

Name: DAMSTAHL A/S  
National id number: 23256118  
Address: Danmarksvej 28  
City: SKANDERBORG  
Country: DK  
Phone: +45 87 944000  
Fax: +45 87 944156  
Website: [www.damstahl.com](http://www.damstahl.com)  
Type: Corporate  
Turnover: 252.6141146 mil. PLN  
Total assets: 126.4654831 mil. PLN  
Profit loss before tax: 41.71368326 mil. PLN  
Profit loss after tax net income: 31.1621663 mil. PLN  
Shareholders funds: 354.62183621 mil. PLN  
Number of employees: 293

Name: DAMSTAHL GMBH  
National id number: HRB 45003 (D)  
Address: Raiffeisenstr. 6 -8  
City: LANGENFELD  
Country: DE  
Phone: +49 2173 797 0  
Fax: +49 2173 797 270  
Website: [www.damstahl.de](http://www.damstahl.de)  
Type: Corporate  
Share direct: 25.00%

Turnover: 89.0511671 mil. PLN  
Total assets: 37.70552253 mil. PLN  
Profit loss before tax: -0.6771529 mil. PLN  
Profit loss after tax net income: -1.26803298 mil. PLN  
Shareholders funds: 106.00430341 mil. PLN  
Number of employees: 112

## **BANK DETAILS**

### **Accounts**

Bank Polska Kasa Opieki S.A. (PeKaO S.A.)

## **MANAGEMENT**

### **Management**

Fullname: Mr Thomas Harry Otto Erhorn  
Type: Individual  
Gender: Male  
date of birth: 1958/05/21  
Age: 60  
Country: GERMANY  
Number of involvements: 6  
Function: President  
Level of responsibility: Highest executive

Fullname: Mr Jacek Gumulka  
Type: Individual  
Gender: Male  
Number of involvements: 1  
Function: Director  
Level of responsibility: Unspecified executive

## **FINANCIAL ANALYSIS**

<b>Trend</b>	Constant
<b>Profitability</b>	More than sufficient
<b>Solvability</b>	More than sufficient
<b>Liquidity</b>	More than sufficient
<b>Show amount in</b>	Euro

## KEY FIGURES

Year	2016	2015	2014	2013	2012
Quick ratio	2,18	1,79	1,79	1,98	1,91
Current ratio	5,22	4,80	4,15	3,61	3,53
Working capital/ balance total	0,78	0,77	0,73	0,70	0,70
Equity / balance total	0,78	0,75	0,74	0,72	0,71
Equity / Fixed assets	23,67	24,75	18,16	27,06	26,19
Working capital	7.981.798	7.709.211	6.802.105	6.404.903	5.919.388
Equity	8.006.540	7.576.887	6.924.460	6.578.477	6.071.236
Mutation equity	5,67	9,42	5,26	8,35	
Mutation short term liabilities	-6,94	-5,87	-12,04	4,69	
Return on total assets (ROA)	13,05	13,34	12,12	8,87	9,23
Return on equity (ROE)	16,64	17,68	16,35	12,27	12,91
Gross profit margin	4,62	4,58	4,40	3,10	3,44
Net profit margin	3,88	3,45	3,07	2,44	2,68
Average collection ratio	14,59	14,15	12,38	10,04	9,75
Average payment ratio	9,14	10,83	9,98	7,63	8,14
Equity turnover ratio	3,44	3,79	3,86	3,74	3,76
Total assets turnover ratio	2,70	2,86	2,86	2,71	2,69
Fixed assets turnover ratio	81,49	93,86	70,02	101,25	98,47
Inventory conversion ratio	4,80	4,70	5,24	6,13	6,01
Turnover	27.562.774	28.730.716	26.706.082	24.618.372	22.826.615
Operating result	1.274.346	1.315.713	1.176.113	762.425	784.182
Net result after taxes	1.069.597	990.081	820.790	601.129	611.305
Cashflow	1.174.241	1.108.985	927.410	693.333	704.468
Gross profit	3.231.717	3.251.610	2.883.920	2.455.795	2.393.136
EBITDA	1.378.990	1.434.617	1.282.734	854.629	877.345

### Summary

The 2016 financial result structure is a positive working capital of 7.981.798 euro, which is in agreement with 78 % of the total assets of the company.

The working capital has increased with 3.54 % compared to previous year. The ratio, with respect to the total assets of the company has however, increased.

The improvement between 2015 and 2016 has mainly been caused by a change of the current assets.

The current ratio of the company in 2016 was 5.22. If the current ratio exceeds 3.0, the company may not be using its current assets or its short-term financing facilities efficiently .

The quick ratio in 2016 of the company was 2.18. A company with a Quick Ratio of more than 1 can currently pay back its current liabilities.

The 2015 financial result structure is a positive working capital of 7.709.211 euro, which is in agreement with 77 % of the total assets of the company.

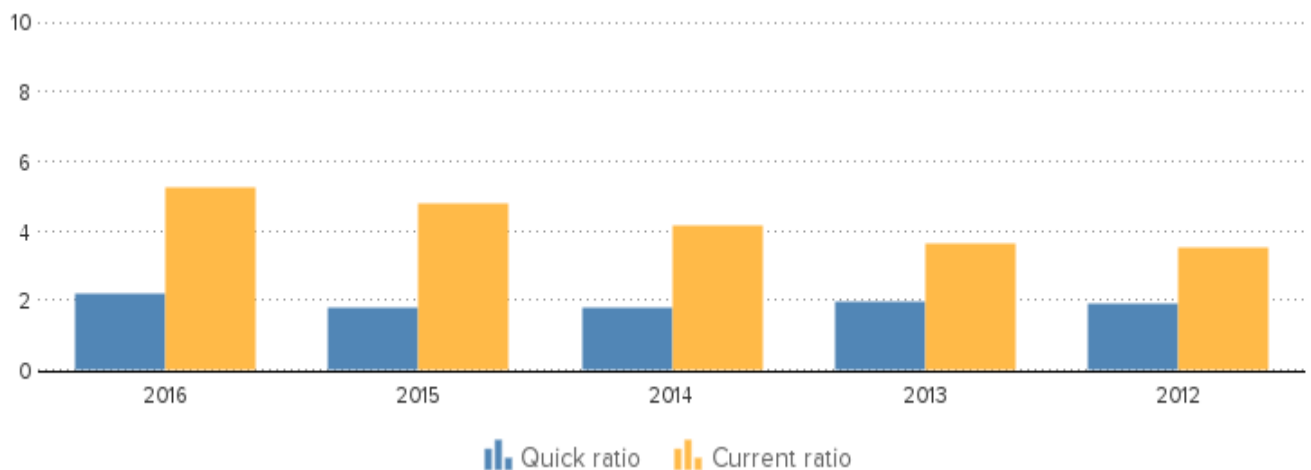
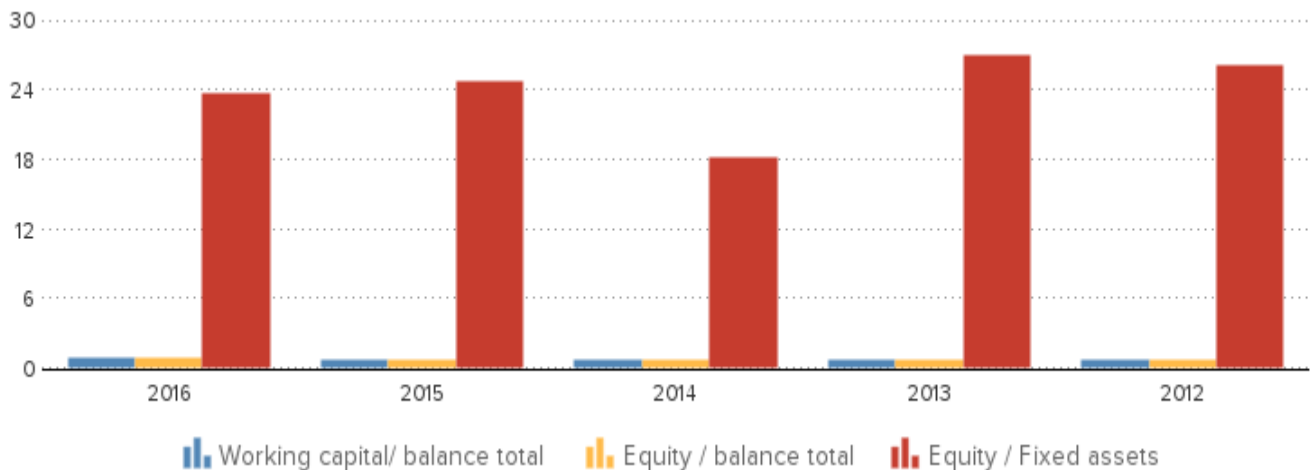
The working capital has increased with 13.34 % compared to previous year. The ratio, with respect to the total assets of the

company has however, increased.

The improvement between 2014 and 2015 has mainly been caused by a change of the current assets.

The current ratio of the company in 2015 was 4.8. If the current ratio exceeds 3.0, the company may not be using its current assets or its short-term financing facilities efficiently .

The quick ratio in 2015 of the company was 1.79. A company with a Quick Ratio of more than 1 can currently pay back its current liabilities.



## **FINANCIAL STATEMENT**

<b>Auditor</b>	Name: Maciej Kolodziejczak ( ZBR Widok II Sp. z o.o. )
<b>Last annual account</b>	2016
<b>Remark annual account</b>	The company is obliged to file its financial statements.
<b>Type of annual account</b>	Corporate
<b>Annual account</b>	<b>NEUMO - POLSKA Sp. z o.o.</b> Strobow 2 D 96-100 Skierniewice Poland

## **FINANCIALS**

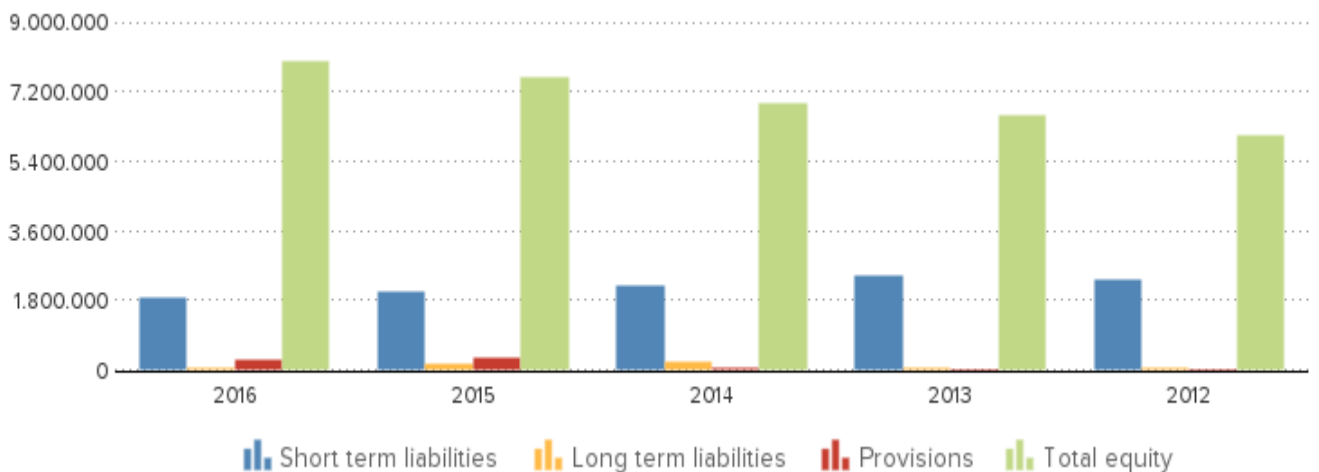
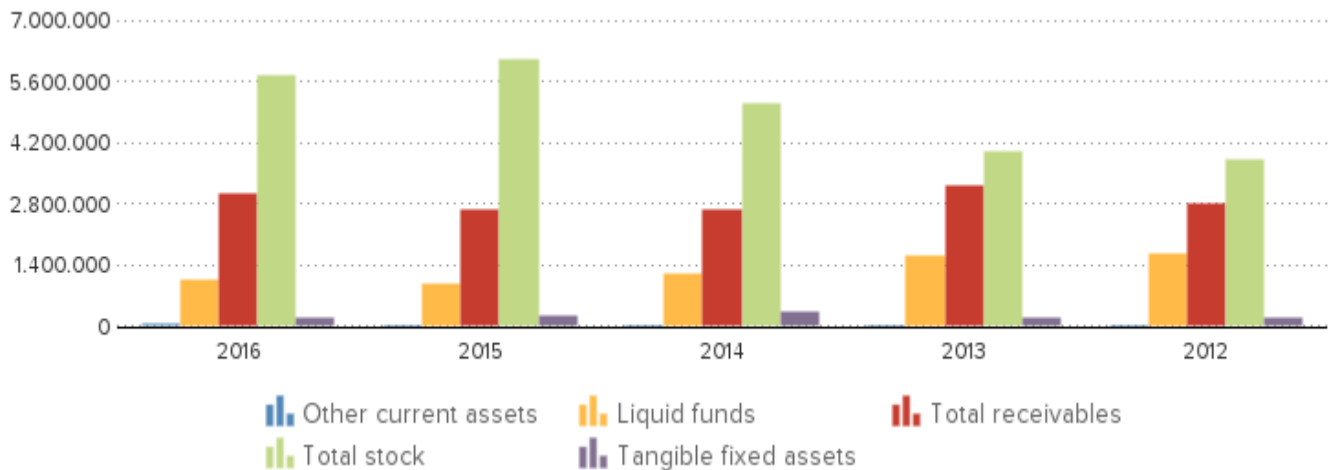
### **Balance**

<b>Year</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
End date	2016-12-31	2015-12-31	2014-12-31	2013-12-31	2012-12-31
Type of annual account	Corporate	Corporate	Corporate	Corporate	Corporate
<b>Tangible fixed assets</b>	<b>163.663</b>	<b>232.157</b>	<b>301.074</b>	<b>196.685</b>	<b>198.307</b>
Other fixed assets	174.559	73.932	80.318	46.463	33.500
<b>Fixed assets</b>	<b>338.221</b>	<b>306.089</b>	<b>381.391</b>	<b>243.148</b>	<b>231.807</b>
<b>Total stock</b>	<b>5.747.948</b>	<b>6.110.719</b>	<b>5.091.950</b>	<b>4.012.905</b>	<b>3.797.426</b>
<b>Total receivables</b>	<b>3.016.526</b>	<b>2.654.029</b>	<b>2.675.141</b>	<b>3.228.331</b>	<b>2.803.444</b>
Liquid funds	1.041.677	961.827	1.180.340	1.606.221	1.647.344
Other current assets	64.920	12.714	11.273	9.148	12.960
<b>Current assets</b>	<b>9.871.071</b>	<b>9.739.289</b>	<b>8.958.704</b>	<b>8.856.605</b>	<b>8.261.175</b>
<b>Total assets</b>	<b>10.209.292</b>	<b>10.045.379</b>	<b>9.340.095</b>	<b>9.099.753</b>	<b>8.492.981</b>
<b>Total equity</b>	<b>8.006.540</b>	<b>7.576.887</b>	<b>6.924.460</b>	<b>6.578.477</b>	<b>6.071.236</b>
Provisions	260.816	290.549	39.689		8.314
<b>Long term liabilities</b>	<b>52.890</b>	<b>147.865</b>	<b>219.347</b>	<b>69.574</b>	<b>71.645</b>
Accounts payable	1.273.211	1.256.614	1.097.674	1.826.980	1.911.428
Other short term liabilities	616.062	773.464	1.058.925	624.722	430.359
<b>Short term liabilities</b>	<b>1.889.273</b>	<b>2.030.078</b>	<b>2.156.599</b>	<b>2.451.702</b>	<b>2.341.787</b>
<b>Total liabilities</b>	<b>10.209.292</b>	<b>10.045.379</b>	<b>9.340.095</b>	<b>9.099.753</b>	<b>8.492.981</b>
<b>Summary</b>	The total assets of the company increased with 1.63 % between 2015 and 2016.				
	The total asset increase is retrievable in the fixed asset growth of 10.5 %.				
	In 2016 the assets of the company were 3.31 % composed of fixed assets and 96.69 % by current assets. The assets are being financed by an equity of 78.42 %, and total debt of 21.58 %.				
	The total assets of the company increased with 7.55 % between 2014 and 2015.				

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Despite the assets growth, the non current assets decreased with - 19.74 %.

In 2015 the assets of the company were 3.05 % composed of fixed assets and 96.95 % by current assets. The assets are being financed by an equity of 75.43 %, and total debt of 24.57 %.



**Profit and loss**

Year	2016	2015	2014	2013	2012
Revenues	26.340.410	27.492.702	25.720.195	23.898.317	22.077.155
<b>Net turnover</b>	<b>27.562.774</b>	<b>28.730.716</b>	<b>26.706.082</b>	<b>24.618.372</b>	<b>22.826.614</b>
Wages and salaries	1.794.616	1.792.506	1.644.633	1.553.980	1.514.814
Amorization and depreciation	104.644	118.904	106.620	92.204	93.163
Production costs	20.947.481	22.026.890	20.261.414	19.169.931	17.766.966
<b>Operating result</b>	<b>1.274.346</b>	<b>1.315.713</b>	<b>1.176.113</b>	<b>762.425</b>	<b>784.182</b>

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Financial income	59.926	55.332	41.333	52.241	57.463
Financial expenses	2.043	31.315	85.249	7.704	57.707
Financial result	57.884	24.016	-43.916	44.537	-245
<b>Result on ordinary operations before taxes</b>	<b>1.332.229</b>	<b>1.339.729</b>	<b>1.132.197</b>	<b>806.962</b>	<b>783.937</b>
Taxation on the result of ordinary activities	262.632	349.648	311.407	205.833	172.633
<b>Result of ordinary activities after taxes</b>	<b>1.069.597</b>	<b>990.081</b>	<b>820.790</b>	<b>601.129</b>	<b>611.305</b>
<b>Net result</b>	<b>1.069.597</b>	<b>990.081</b>	<b>820.790</b>	<b>601.129</b>	<b>611.305</b>
<b>Summary</b>					

The turnover of the company decreased by -4.07 % between 2015 and 2016.

The operating result of the company declined with -3.14 % between 2015 and 2016. This evolution implies an decrease of the company's economic profitability.

The result of these changes is a reduction of the company's Economic Profitability of -2.17 % of the analysed period, being equal to 13.05 in the year 2016.

This fall has contributed to a asset turnover decrease, whose index evolved from -5.59 to a level of 2.7.

The Net Result of the company increased by 8.03 % between 2015 and 2016.

The company's Financial Profitability has been positively affected by the financial activities in comparison to the EBITs behaviour.

The result of these variations is a profitability increase of -5.88 % of the analysed period, being 16.64 in the year 2016.

The company's financial profitability has been positively affected by its financial structure.

The turnover of the company grew with 7.58 % between 2014 and 2015.

The operating result of the company grew with 11.87 % between 2014 and 2015. This evolution implies an increase of the company's economic profitability.

The result of these changes is an increase of the company's Economic Profitability of 10.07 % of the analysed period, being equal to 13.34 in the year 2015.

Despite the growth the asset turnover remained the same at 2.86.

The Net Result of the company increased by 20.63 % between 2014 and 2015.

The company's Financial Profitability has been positively affected by the financial activities in comparison to the EBITs behaviour.

The result of these variations is a profitability increase of 8.13 % of the analysed period, being 17.68 in the year 2015.

The company's financial structure has slowed down its financial profitability.



## **COUNTRY INFORMATION**

<b>Population</b>	38.0 million
<b>Country risk</b>	Low
<b>Company risk</b>	Low

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## **PUBLICATIONS**

### Remarks

Status: Active  
Category: Large company  
Last year: 2016  
Turnover last year: 27.562.774 EUR  
Result last year: 1.069.597 EUR  
TOTAL assets last year: 10.209.292 EUR  
Number of shareholders: 4  
Number of subsidiaries: 0  
Number of branches: 0

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.23
UK Pound	1	INR 89.37
Euro	1	INR 79.97
PLN	1	INR 18.53

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

**INFORMATION DETAILS**

Analysis Done by :	VIVR
Report Prepared by :	PRN

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**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)