

## MIRA INFORM REPORT

<b>Report No. :</b>	517915
<b>Report Date :</b>	06.07.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	ESAB INDUSTRIA E COMERCIO LTDA
<b>Registered Office :</b>	Rua Zezé Camargos, 117 - Cidade Industrial, 32210-080 - Contagem/Mg
<b>Country :</b>	Brazil
<b>Financials (as on) :</b>	31.12.2017
<b>Date of Incorporation :</b>	12.01.1955
<b>Legal Form :</b>	Limited liability company
<b>Line of Business :</b>	Manufacture, sale, purchase, import, export, representation, consignment and rental of products (welding industry) and machines, equipment, tools, raw material, components, parts and similar products.
<b>No. of Employees :</b>	572

### 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	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	No Complaints
<b>Litigation :</b>	--

#### 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)
Brazil	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

**BRAZIL - ECONOMIC OVERVIEW**

Tourism is the number one foreign exchange earner in this small economy, followed by exports of sugar, bananas, citrus, marine products, and crude oil.

The government's expansionary monetary and fiscal policies, initiated in September 1998, led to GDP growth averaging nearly 4% in 1999-2007, but GDP growth has averaged only 2.1% from 2007-2016, with 2.5% growth estimated for 2017. Belize's dependence on energy imports makes it susceptible to energy price shocks.

Although Belize has the third highest per capita income in Central America, the average income figure masks a huge income disparity between rich and poor, and a key government objective remains reducing poverty and inequality with the help of international donors. High unemployment, a growing trade deficit and heavy foreign debt burden continue to be major concerns. Belize faces continued pressure from rising sovereign debt, and a growing trade imbalance.

Source : CIA

## **COMPANY NAME**

ESAB INDUSTRIA E COMERCIO LTDA

## **ADDRESSES**

**MAIN ADDRESS:**  
**ZIP CODE/CITY:**

RUA ZEZE CAMARGOS, 117 - CIDADE INDUSTRIAL  
32210-080 - CONTAGEM/MG

PHONE:

31 2191-4324

E-MAIL:

joaobosco.oliveira@esab.com.br

WEB SITE:

www.esab.com.br

**BRANCHES:**

**ADDRESS:**  
**ZIP CODE/CITY:**

AVENIDA GENERAL DAVID SARNOFF, 3335 - CIDADE INDUSTRIAL  
32210-110 BELO HORIZONTE/MG

PHONE:

31 2191-4370

FAX:

31 2191-4376

CNPJ:

29.799.921/0004-90

**ADDRESS:**

RUA ARTHUR BARBARINI, 967 - CENTRO EMPRESARIAL DE  
INDAIATUBA

**ZIP CODE/CITY:**

13347-436 INDAIATUBA/SP

**CNPJ:**

29.799.921/0003-00

**ADDRESS:**  
**ZIP CODE/CITY:**

AVENIDA PEDRO II, 302 - SÃO CRISTOVÃO  
20941-070 RIO DE JANEIRO/RJ

PHONE:

21 2141-4333

FAX:

21 2141-4320

CNPJ:

29.799.921/0002-29

STATE REGISTER:

80.593.104

**ADDRESS:**  
**ZIP CODE/CITY:**

RUA ANCHIETA, 128 SALA 01 - BAIRRO KURASHIKI  
93212-730 SAPUCAIA DO SUL/RS

**CNPJ:**

29.799.921/0005-71

**ADDRESS:**  
**ZIP CODE/CITY:**

RUA ANTONIO DOS SANTOS GOUVEIA, 324 - PORTOSECO PIRAJÁ  
41233-020 SALVADOR/BA

PHONE:

71 2106-4300

FAX:

71 2106-4320

CNPJ:

29.799.921/0006-52

STATE REGISTER:

00.298.894

**ADDRESS:**

AVENIDA COLUMBIA, 999 - RIACHO DAS PEDRAS

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ZIP CODE/CITY: 32242-140 CONTAGEM/MG  
PHONE: 31 3503-4500  
CNPJ: 29.799.921/0008-14  
STATE REGISTER: 184.426.581.02-8

ADDRESS: RUA JORNALISTA EDSON RÉGIS, 456 GALPÃO 04 - BAIRRO IBURÁ  
ZIP CODE/CITY: 51220-000 RECIFE/PE  
PHONE: 81 9904-3961  
CNPJ: 29.799.921/0009-03  
STATE REGISTER: 036.711.519

ADDRESS: AVENIDA WILSON TAVARES RIBEIRO, 1651 CHÁCARAS REUNIDAS  
SANTA TEREZINHA  
ZIP CODE/CITY: 32183-680 CONTAGEM/MG

## **LEGAL DATA**

### **MAIN ACTIVITIES:**

MANUFACTURE, SALE, PURCHASE, IMPORT, EXPORT, REPRESENTATION, CONSIGNMENT AND RENTAL OF PRODUCTS (WELDING INDUSTRY) AND MACHINES, EQUIPMENT, TOOLS, RAW MATERIAL, COMPONENTS, PARTS AND SIMILAR PRODUCTS.

### **LEGAL FORM:**

### **LIMITED LIABILITY COMPANY**

INCORPORATION DATE: 12/01/1955  
REGISTER DATE: 12/01/1955  
BALANCE SHEET FILING DATE: 31/12  
TAX CONTRIBUTOR NUMBER(CNPJ): 29.799.921/0001-48  
STATE REGISTER: 186425581.00-20

SHARE CAPITAL: R\$ 408.628.492,00

### **BOARD OF DIRECTORS:**

TIAGO BRAZ RODRIGUES	MANAGER
WALTER MAURICIO FERREIRA DE FREITAS	MANAGER
JOSE ROBERTO DOMINGUES	MANAGER

## **AUTHORIZED USE OF SIGNATURE**

THE MANAGERS ARE AUTHORIZED TO SIGN ON BEHALF OF THE COMPANY.

### **SHAREHOLDERS / PARTNERS:**

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CHARTER FINANCE S.AR.L.	R\$ 369.247.457,00
EXELVIA HOLDINGS B.V.	R\$ 39.380.026,00
EXELVIA INTERNATIONAL.HOLDINGS B.V.	R\$ 1.009,00

**AFFILIATES / SUBSIDIARIES:**

A SCAN THROUGH OUTSIDE SOURCES SHOWED THE SUBJECT AND/OR DIRECTORS HAS/HAVE THE FOLLOWING UNCONFIRMED HOLDINGS:

EUTECTIC DO BRASIL LTDA  
NKDV ADMINISTRACAO LTDA  
ESAB COMERCIO SERVIÇOS DE SOLDAGEM LTDA  
ESAB PARTICIPAÇÕES LTDA  
EXELVIA HOLDING LTDA  
CONDOR EQUIPAMENTOS INDUSTRIAIS LTDA  
THERMADYNE VICTOR LTDA

**COMPANY'S BACKGROUND**

HEADQUARTERED IN CONTAGEM-MG, ESAB OPENED ITS PLANT IN SEPTEMBER 24, 1955, INITIALLY PRODUCING COATED ELECTRODES AND IN 1976 AND 1978, RESPECTIVELY, EQUIPMENTS AND FLUXES FOR SUBMERGED ARC WELDING. IN NOVEMBER 2008 IT WAS TRANSFORMED INTO LIMITED LIABILITY COMPANY AND ALTERED ITS NAME FROM ESAB S/A INDUSTRIA E COMERCIO TO THE ABOVE MENTIONED NAME.

NEVERTHELESS, ESAB IS IN BRAZIL SINCE THE 40'S, WHEN CARLO PARETO S/A BEGAN TO SELL ELECTRODES, IMPORTING FROM ESAB - SWEDEN.

THEREFORE, ESAB PRODUCTS ARE PRESENT IN THE BRAZILIAN MARKET FOR MORE THAN 50 YEARS, GROWING TOGETHER WITH THE TECHNOLOGICAL DEVELOPMENT IN WELDING AND CUTTING AREAS AND TRANSFERRING ALL ITS EXPERIENCE AND QUALITY TO CONSUMER COMPANIES.

IN 1998, BRAZILIAN ESAB ACQUIRED EUTECTIC BRASIL IND. COM. LTDA. CONTROL AND BECAME THE LEADER ALSO IN THE SPECIAL PROCESSES WELDING MARKET.

IN APRIL 2009 THE COMPANY TOOK OVER MERCOWELD DO BRASIL IMPORTAÇÃO E EXPORTAÇÃO LTDA, CNPJ 02.787.035-48.

**PARTNERS:**

EXELVIA HOLDING B.V. COMPANY ESTABLISHED ACCORDING TO THE LAWS OF THE HOLLAND, HEADQUARTERED AT CITY OF HENGEL, HOLLAND, LANSINKESWEG 4, 7553 AE, TAXPAYER'S REGISTRATION UNDER 05.707.210/0001-38, REPRESENTED BY ITS ATTORNEYS, MR. JUNEY EUSTÁQUIO DE OLIVEIRA BARROS, BRAZILIAN, MARRIED, ACCOUNTANT, RESIDENTIAL ADDRESS AT RUA AIURUOCA, 109, APTO 106, BAIRRO FERNÃO DIAS, ZIP CODE 31910-444, BELO HORIZONTE/MG, HOLDER OF DOCUMENTS RG M-6.430.231 AND CPF 829.580.686-68 AND MR. MARCELO DE OLIVEIRA MELO,

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BRAZILIAN, MARRIED, ACCOUNTANT, RESIDENTIAL ADDRESS AT RUA CELSO FERREIRA PINTO, 15, BAIRRO CENTRAL PARK, CONTAGEM/MG, HOLDER OF DOCUMENTS RG M-4.325.508 AND CPF 651.757.006-34;

CHARTER FINANCE S.A.R.L: REGISTRATION # CNPJ 18.470.326/0001-48, HEADQUARTERED AT 99, GRAND-RUE NA L-1660 LUXEMBOURG, GRAO DUCATO, LUXEMBOURG; AND

EXELVIA INTERNATIONAL HOLDING B.V.: REGISTRATION # CNPJ 05.801.737/0001-27, HEADQUARTERED AT 4, 7553 AE, HENGEL0, LANSINKESWEG, HOLLAND..

FURTHER DETAILS ARE SO FAR NOT KNOWN.

**PUBLIC RECORDS INFORMATION:**

**PROTESTS:**

23 PROTESTS,TOTAL AMOUNT R\$ 69.798,13  
DATE OF FIRST PROTEST: JANUARY/2014 R\$ 1.964,38  
DATE OF HIGHEST PROTEST: JANUARY/2018 R\$ 12.844,00

**DETAILS OF LATEST PROTESTS:**

NOTARY OFFICE:	DATE:	VALUE:
1º CARTORIO DE MG-CONTAGEM	19/03/2018	R\$ 130,76
1º CARTÓRIO DE SP-INDAIATUBA	28/05/2018	R\$ 872,17
1º CARTORIO DE SP-INDAIATUBA	23/03/2018	R\$ 913,92
1ºCARTORIO DE MG-CONTAGEM	19/03/2018	R\$ 2.536,58
1º CARTORIO DE SP-INDAIATUBA	28/05/2018	R\$ 4.622,78

**LAWSUITS:**

	DATE:	COURT OF LAW:
10 FEDERAL LAWSUITS	25/01/17	3º VARA DE MG-CONTAGEM
3 STATE LAWSUITS	11/04/17	1ª VARA DE MG-CONTAGEM
2 EXECUTIVE LAWSUITS	27/10/16	23ª VARA DE SP-SP-CENTRAL

***FINANCIAL INFORMATION***

GENERAL BALANCE SHEETS AS OF 31/12/2017, 31/12/2016 AND 31/12/2015.  
(FIGURES ARE IN REAIS ).

**ASSETS**

<b>CURRENT:</b>	31/12/2017	31/12/2016	31/12/2015
CASH AND BANKS	17.371.980,95	11.277.786,72	8.157.569,58
CLIENTS	70.327.586,58	69.421.061,20	62.604.266,71
DOUBTFUL DEBTORS	-11.622.063,98	-11.206.000,00	-6.471.000,00

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INVENTORY	53.956.457,61	40.866.958,15	46.085.349,69
RECOVERABLE TAXES	25.407.740,61	11.960.776,97	5.307.119,70
ASSETS HELD FOR SALE	16.375.034,45	5.560.969,26	
DEFERRED TAXES			3.293.868,55
PREPAID EXPENSES	350.426,58	295.498,79	359.617,98
OTHER CREDITS	2.201.310,55	3.976.893,55	4.975.265,92
	-----	-----	-----
TOTAL CURRENT ASSETS	174.368.473,35	132.153.944,64	124.312.058,13

**LONG-TERM RECEIVABLES:**

COMPULSORY DEPOSITS	6.266.087,67	5.350.492,22	4.223.589,14
DEFERRED TAXES	8.130.289,50		14.065.223,29
RECOVERABLE TAXES	270.605,72	257.757,59	299.434,93
OTHER CREDITS	539.032,99	531.064,81	636.280,53
INTERCOMPANY CREDITS	3.851.020,62	2.971.911,03	1.440.954,76
	-----	-----	-----
TOTAL LONG-TERM RECEIVABLES	19.057.036,50	9.111.225,65	20.665.482,65

**FIXED ASSETS:**

INVESTMENTS	665.455.783,97	674.032.218,21	759.178.882,59
FIXED ASSETS	57.940.741,71	74.570.538,64	81.534.446,55
	-----	-----	-----
TOTAL FIXED ASSETS	723.396.525,68	748.602.756,85	840.713.329,14
	=====	=====	=====
TOTAL ASSETS	916.822.035,53	889.867.927,14	985.690.869,92

**LIABILITIES:**

<b>CURRENT:</b>	31/12/2017	31/12/2016	31/12/2015
SUPPLIERS	55.745.637,13	61.964.920,99	54.365.749,12
LOANS AND FINANCING	34.078.679,08	8.792.767,87	8.786.263,80
SOCIAL / LABOR OBLIGATIONS	11.635.823,53	8.765.429,92	9.381.076,74
TRIBUTARY OBLIGATIONS	8.967.914,86	2.570.465,43	2.366.929,70
DIVIDENDS	38.710.825,89	35.133.696,20	35.133.696,20
INTERESTS ON OWN CAPITAL	29.246.485,66	20,30	4.911.598,42
OTHER DEBTS	10.779.531,56	11.577.528,42	32.211.094,71
	-----	-----	-----
TOTAL CURRENT LIABILITIES	189.164.897,71	128.804.829,13	147.156.408,69

**LONG TERM LIABILITIES:**

LOANS AND FINANCING	116.475.546,82	127.234.735,96	146.452.032,59
DEFERRED TAXES	692.556,62	1.595.177,71	-4.107.059,14
PROVISION FOR CONTINGENCIES	8.491.019,51	8.787.331,18	8.122.170,07
INTERCOMPANY DEBTS	311.188,41	257.692,62	139.333,11
OTHER	424.190,32	661.591,65	438.798,40
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TOTAL LONG TERM LIABILITIES	126.394.501,68	138.536.529,12	151.045.275,03
<b>NET EQUITY:</b>			
SHARE CAPITAL	408.628.492,00	408.628.492,00	408.628.492,00
LEGAL RESERVES	9.662.240,91	8.901.992,25	8.901.992,25
OTHER COMPREHENSIVE INCOME	114.561.236,53	114.561.236,53	241.296.095,83
REVALUATION RESERVES	2.269.340,72	2.444.658,42	2.308.452,65
ACCRUED PROFIT (LOSS)	37.260.860,08	26.217.947,59	74.178.472,33
PROFIT (LOSS) OF PERIOD	28.880.465,90	61.772.242,10	-47.824.318,86
	-----	-----	-----
TOTAL NET EQUITY	601.262.636,14	622.526.568,89	687.489.186,20
	=====	=====	=====
TOTAL LIABILITIES	916.822.035,53	889.867.927,14	985.690.869,92

PROFIT AND LOSS ACCOUNTS AS OF 31/12/2017, 31/12/2016 AND 31/12/2015.  
(FIGURES ARE IN REAIS ).

	31/12/2017	31/12/2016	31/12/2015
GROSS SALES	484.156.160,30	445.838.473,06	483.819.943,56
(-) TAXES ON SALES	113.661.566,75	107.183.640,46	118.052.744,30
	-----	-----	-----
NET SALES	370.494.593,55	338.654.832,60	365.767.199,26
(-) COST OF SOLD GOODS	265.247.348,07	254.456.560,60	286.967.316,55
	-----	-----	-----
GROSS PROFIT	105.247.245,48	84.198.272,00	78.799.882,71
OPERATING REVENUE (EXPENSE)	-77.135.051,91	-13.873.757,68	-78.497.997,18
FINANCIAL REVENUE(EXPENSE)	-16.112.048,49	15.057.207,67	-60.152.976,40
	-----	-----	-----
OPERATIONAL PROFIT (LOSS)	12.000.145,08	85.381.721,99	-59.851.090,87
NON-OPERATING RESULT	2.120.958,42	-4.397.003,17	-7.928.302,28
CONTRIBUTION/INCOME TAX	14.759.362,40	-19.212.476,72	19.955.074,29
	-----	-----	-----
NET PROFIT (LOSS)	28.880.465,90	61.772.242,10	-47.824.318,86

<b>RATIOS:</b>	31/12/2017	31/12/2016	31/12/2015
QUICK RATIO	,64	,71	,53
CURRENT RATIO	,92	1,03	,84
ACCOUNTS RECEIVABLE TURNOVER	5,27 TIME	4,88 TIME	5,84 TIME
	S	S	S
DAYS' SALES IN RECEIVABLES	68,34 DAYS	73,80 DAYS	61,62 DAYS
INVENTORY TURNOVER	4,92 TIME	6,23 TIME	6,23 TIME
	S	S	S
ACCOUNTS PAYABLE PERIOD	75,66 DAYS	87,67 DAYS	68,20 DAYS
RETURN ON ASSETS	,40 TIME	,38 TIME	,37 TIME
	S	S	S
SALES TURNOVER ON NET EQUITY	,62 TIME	,54 TIME	,53 TIME

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	S	S	S
NET WORTH TIE-UP	,10	,12	,12
INDEBTEDNESS	,52	,43	,43
EQUITY RATIO	65,58 %	69,96 %	69,75 %
WORKING CAPITAL RATIO	-7,82 %	2,60 %	-15,52 %
GENERAL SOLVENCY	2,91	3,33	3,31
RETURN ON NET EQUITY	4,80 %	9,92 %	-6,96 %
RETURN ON SALES (PROFIT MARGIN)	7,80 %	18,24 %	-13,08 %
GROSS PROFIT MARGIN	28,41 %	24,86 %	21,54 %
OPERATIONAL RESULT	3,24 %	25,21 %	-16,36 %
SALES TURNOVER ON LIABILITIES	1,96 TIME	2,63 TIME	2,49 TIME
	S	S	S
FOREIGN CURRENCY ON ASSETS			
FOREIGN CURRENCY ON LIABILITIES			

**COMMENTS ON THE FINANCIAL INFORMATION:**

FOLLOWS ATTACHED WORKSHEET WITH MAIN FINANCIAL RATIOS.

THE ANNUAL FIGURES AVAILABLE SHOW A SATISFACTORY FINANCIAL STANDING. IT HAS LOW LIQUIDITY BUT THE LEVEL OF INDEBTEDNESS IS ALSO LOW. IN ADDITION, IT SHOWS SALES RECOVER AND POSTED POSITIVE RESULTS.

**REAL ESTATE:**

NOT AVAILABLE

**VEHICLES:**

NOT AVAILABLE

**MACHINES:**

NOT AVAILABLE

**INSURANCE**

NOT AVAILABLE.

**BANKING REFERENCES**

	<b>BRANCH/PHONE:</b>	<b>CITY:</b>
BANCO DO BRASIL S/A	3398-7 / 31 3369-7700	CONTAGEM/MG
ITAU UNIBANCO S/A	634 / 31 3249-3697	CONTAGEM/MG
BANCO BRADESCO S/A	2011-7 / 31 3217-5986	BELO HORIZONTE/MG

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REMARKS: IN BRAZIL THE BANKS ARE PROHIBITED BY LAW TO PROVIDE INFORMATION OR ANY KIND OF COMMENTS ABOUT THEIR CLIENTS. DUE TO THIS LAW PROHIBITION WE ARE UNABLE TO PROVIDE ANY BANKING DETAILS.

ACCORDING TO THE CENTRAL BANK OF BRAZIL OFFICIAL REPORT, THE COMPANY HAS NO RETURNED CHECKS UP TO DATE. (IN THE TERMS OF "CIRCULAR 1682 BRAZILIAN CENTRAL BANK"). DATE RESEARCHED: JULY 04, 2018.

## **ACTIVITIES COMMENTS**

MANUFACTURE, SALE, PURCHASE, IMPORT, EXPORT, REPRESENTATION, CONSIGNMENT AND RENTAL OF PRODUCTS (WELDING INDUSTRY) AND MACHINES, EQUIPMENT, TOOLS, RAW MATERIAL, COMPONENTS, PARTS AND SIMILAR PRODUCTS.

### **IMPORT AND EXPORT:**

#### **IMPORTS FROM:**

ARGENTINA, UNITED STATES, SWEDEN, AUSTRIA AND ITALY

#### **EXPORTS TO:**

ARGENTINA, UNITED STATES, PARAGUAY, CHILE AND PANAMA.

### **MAIN CLIENTS:**

#### **DOMESTIC CLIENTS:**

BRASFELS S/A  
ESTALEIRO ATLANTICO SUL S/A  
FERRAGENS NEGRÃO COMERCIAL LTDA  
FERRAMENTAS GERAIS COM IMP LTDA  
JAUSOLDA COMERCIAL LTDA  
MERCOSOLDA  
O.V.D. IMP E DISTRIBUIDORA LTDA  
USIMINAS MECÂNICA S/A

#### **CITY:**

ANGRA DOS REIS/RJ  
IPOJUCA/PE  
CURITIBA/PR  
PORTO ALEGRE/RS  
PIRACICABA/SP  
SERTÃOZINHO/SP  
CURITIBA/PR  
IPATINGA/MG

#### **PHONE:**

24 3361-6128  
21 2505-2680  
41 2109-8000  
51 3358-1017  
19 3411-2303  
16 3946-2800  
41 3316-2500  
31 3829-3665

#### **FOREIGN CLIENTS:**

CONARCO ALAMBRES Y SOLDADURAS S.A.  
ESAB CENTRO AMERICA SA  
ESAB CHILE S.A.  
PETERSEN INDUSTRIA & HONGAR S/A  
THE ESAB GROUP, INC.

#### **COUNTRY:**

BUENOS AIRES, ARGENTINA  
ELDORADO, PANAMÁ  
CONCHALI, SANTIAGO, CHILE  
ASSUNCION, PARAGUAY  
UNITED STATES

### **STAFF:**

THE COMPANY HAS: 572 EMPLOYEE(S)

**CONCEPT AND FULFILMENT:**

THE SUBJECT IS A WELL-ESTABLISHED COMPANY, OPERATING SINCE 1955. SO FAR IT HAS A CLEAR TRADE HISTORY AND NO PAYMENT PROBLEMS ARE NOTED.

THE COMPANY HAS TRADE RELATIONS WITH SEVERAL SUPPLIERS IN BRAZIL. THE SUPPLIERS EXTEND CREDIT FACILITIES TO THE SUBJECT IN TERMS AND AMOUNTS ACCORDING TO THE COMPANY'S NEEDS AND SO FAR NO PAYMENT PROBLEMS ARE NOTED.

THE LAWSUITS REPORTED ARE NOT RELATED WITH TRADE DEBTS. THEY ARE RELATED TO TAX DEBTS THAT FOR ANY REASON THE COMPANY HAS NOT YET PAID. NEVERTHELESS WE POINT OUT THAT THE SAID LAWSUITS DO NOT AFFECT THE COMPANY'S TRADE REPUTATION.

OUR INVESTIGATION THROUGH THE PUBLIC RECORDS SHOWED SOME DETRIMENTAL FILES REGISTERED AGAINST THE SUBJECT BUT DUE TO THE SUBJECT'S HIGH FINANCIAL STRENGTH AND HIGH SCALE OF OPERATIONS THE DETRIMENTAL FILES DO NOT AFFECT ITS TRADE REPUTATION.

**MAIN SUPPLIERS:**

**DOMESTIC SUPPLIERS:**

ARCELORMITTAL BRASIL S/A  
BELGO BEKAERT ARAMES S/A  
BRASMETAL WAELZHOLZ S/A  
HOGANAS BRASIL LTDA  
IND NAC DE AÇOS LAMINADOS INAL S/A  
MIC SUPORTE LTDA  
NOVAMETAL DO BRASIL LTDA  
PPE INVEX PRODS PADRON. E ESPECIAIS  
UNIAÇÃO S/A

**CITY:**

CONTAGEM/MG  
CONTAGEM/MG  
DIADEMA/SP  
MOGI DAS CRUZES/SP  
CONTAGEM/MG  
BELO HORIZONTE/MG  
PINDAMONHANGABA/SP  
CERQUILHO/SP  
BETIM/MG

**PHONE:**

31 3219-1715  
31 3329-2562  
31 3444-0199  
11 4793-7776  
31 2191-8600  
31 3361-0358  
12 3644-4525  
11 5018-5028  
31 3597-0417

**FOREIGN SUPPLIERS:**

CONARCO ALAMBRES Y SOLDADURAS S/A  
ESAB WELDING & CUTTING PRODUCTS  
GEBAUER & GRILLER  
MSE MANUFACTUREING UNIT SWEDEN  
S.CO.M.E.S. S.R.L.

**COUNTRY:**

BUENOS AIRES, ARGENTINA  
USA  
AUSTRIA  
SWEDEN  
ITALY

**PAYMENT HISTORY:**

20 SUPPLIERS REPORTED PAYMENTS:  
TOTAL AMOUNT: R\$ 6.948.436,00

AMOUNT OF INVOICES PAID: 205  
TOTAL OF PROMPT PAYMENTS: 99,9%  
TOTAL OF DELAYED PAYMENTS: 0,1%

HIGHEST INVOICE: R\$ 194.250,00  
HIGHEST CREDIT: R\$ 969.340,00

**OUTSTANDING INVOICES DUE WITHIN THE NEXT 60 DAYS:**

-----	<b>SUPPLIERS:</b>	<b>INVOICES:</b>	<b>TOTAL AMOUNT:</b>
DUE WITHIN 30 DAYS	2	5	R\$ 6.901,26
DUE WITHIN 60 DAYS	1	3	R\$ 6.027,79
ALL	2	8	R\$ 12.929,05

**FINAL OPINION**

THE SUBJECT IS A WELL-ESTABLISHED COMPANY IN BUSINESS FOR SEVERAL YEARS. UP TO DATE IT HAS A SATISFACTORY FINANCIAL STANDING, CLEAR TRADE HISTORY AND GOOD PAYMENT PERFORMANCE.

BASED ON THE GENERAL INFORMATION AVAILABLE IT IS BELIEVED THAT GOOD TRADE RELATIONS MAY BE ESTABLISHED. CREDIT FACILITIES MAY BE EXTENDED WITHIN TERMS AND AMOUNTS ADEQUATE TO THE COMPANY'S FINANCIAL STRENGTH.

DESPITE SOME NEGATIVE RESULTS EVEN HIGHER AMOUNTS MAY BE CONSIDERED DEPENDING ON THE BUSINESS BEING ESTABLISHED WITH THE SUBJECT.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.75
UK Pound	1	INR 91.07
Euro	1	INR 80.48
BRL	1	INR 17.52

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	NIY
<b>Report Prepared by :</b>	KET

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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)