

MIRA INFORM REPORT

| | |
|---------------|------------|
| Report No. : | 521974 |
| Report Date : | 26.07.2018 |

IDENTIFICATION DETAILS

| | |
|-------------------------|--|
| Name : | SALCO BVBA |
| Registered Office : | Delften 6, 2390 Malle |
| Country : | Belgium |
| Financials (as on) : | 31.12.2016 |
| Date of Incorporation : | 27.05.1986 |
| Com. Reg. No.: | 428971810 |
| Legal Form : | Private limited liability company |
| Line of Business : | Wholesale of tools, construction materials, general assortment |
| No. of Employees : | 26 |

RATING & COMMENTS

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

MIRA's Rating : A

| Credit Rating | Explanation | Rating Comments |
|---------------|-----------------|---|
| A | Acceptable Risk | Business dealings permissible with moderate risk of default |

| | |
|---------------------|---------------|
| Status : | Satisfactory |
| Payment Behaviour : | No Complaints |
| Litigation : | Clear |

NOTES :

Any query related to this report can be made on e-mail : 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) |
|--------------|---------------------------------|--------------------------------|
| Belgium | 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 |

BELGIUM - ECONOMIC OVERVIEW

Belgium's central geographic location and highly developed transport network have helped develop a well-diversified economy, with a broad mix of transport, services, manufacturing, and high tech. Service and high-tech industries are concentrated in the northern Flanders region while the southern region of Wallonia is home to industries like coal and steel manufacturing. Belgium is completely reliant on foreign sources of fossil fuels, and the planned closure of its seven nuclear plants by 2025 should increase its dependence on foreign energy. Its role as a regional logistical hub makes its economy vulnerable to shifts in foreign demand, particularly with EU trading partners. Roughly three-quarters of Belgium's trade is with other EU countries, and the port of Zeebrugge conducts almost half its trade with the United Kingdom alone, leaving Belgium's economy vulnerable to the outcome of negotiations on the UK's exit from the EU.

Belgium's GDP grew by 1.7% in 2017 and the budget deficit was 1.5% of GDP. Unemployment stood at 7.3%, however the unemployment rate is lower in Flanders than Wallonia, 4.4% compared to 9.4%, because of industrial differences between the regions. The economy largely recovered from the March 2016 terrorist attacks that mainly impacted the Brussels region tourist and hospitality industry. Prime Minister Charles MICHEL's center-right government has pledged to further reduce the deficit in response to EU pressure to decrease Belgium's high public debt of about 104% of GDP, but such efforts could also dampen economic growth. In addition to restrained public spending, low wage growth and higher inflation promise to curtail a more robust recovery in private consumption.

The government has pledged to pursue a reform program to improve Belgium's competitiveness, including changes to labor market rules and welfare benefits. These changes have generally made Belgian wages more competitive regionally, but risk worsening tensions with trade unions and triggering extended strikes. In 2017, Belgium approved a tax reform plan to ease corporate rates from 33% to 29% by 2018 and down to 25% by 2020. The tax plan also included benefits for innovation and SMEs, intended to spur competitiveness and private investment.

Source : CIA

COMPANY INFORMATION

| | |
|------------------------|-------------------------|
| Company name | SALCO BVBA |
| Trading name | SALCO |
| Registered address | DELFTEN 6 2390 MALLE |
| Correspondence address | DELFTEN 6 2390 MALLE |
| Telephone number | +3233404700 |
| Email address | +3233117957 |
| Website | www.salco.eu |

REGISTRATION

| | |
|--------------------------|-----------------------------------|
| Registration number | 428971810 |
| VAT-number | BE.0428.971.810 |
| Status | active |
| Establishment date | 27/05/1986 |
| Legal form | Private limited liability company |
| Subscribed share capital | € 20,000 |

ACTIVITIES

Wholesale of tools, construction materials, general assortment.

RELATIONS

| | |
|--------------|-------------------------------|
| Shareholders | VEDEHA BV |
| Structure | Participation: ROWICO BVBA |

MANAGEMENT

| | |
|------------|---------------------------------------|
| Name | Jan Caers |
| Position | Permanent representative legal entity |
| Start Date | 01/10/2012 |
| | |

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| | |
|------------|--|
| Name | Luc Van himbeeck |
| Position | Person responsible for day-to-day management |
| Start Date | 05/01/2015 |
| Name | WILLY VAN DOORNE INTERNATIONAL NV |
| Position | Manager |
| Start Date | 03/11/2017 |
| Name | Vincentius van Doorne |
| Position | Manager |
| Start Date | 03/11/2017 |
| Position | Manager |
| Start Date | 27/06/2002 |
| Name | VAN DOORNE IMMOBILIEN NV |

EMPLOYEES

| | |
|------|------------|
| Date | 31/12/2016 |
| | 26 |

BANK

Unknown

PAYMENTS

| | |
|--|----|
| Total number of Invoices available | 11 |
| Total number of Invoices paid within or up to 30 days after the due date | 11 |
| Total number of Invoices paid more than 30 days after the due date | 0 |
| Total number of Invoices currently outstanding where the due date has not yet been reached | 0 |
| Total number of Invoices currently outstanding beyond the due date | 0 |

| |
|------------------------|
| Remarks |
| Auditor: Ernst & Young |

FINANCIALS

| Assets | | | | | | | | | |
|--------------------------------|------------------|-------------|------------------|--------------|------------------|--------------|------------------|---------------|------------------|
| Annual accounts | 31-12-2016 | % | 31-12-2015 | % | 31-12-2014 | % | 31-12-2013 | % | 31-12-2012 |
| Weeks | 52 | | 52 | | 52 | | 52 | | 52 |
| Currency | EUR | | EUR | | EUR | | EUR | | EUR |
| Total fixed assets | 186,589 | -38.05 | 301,178 | -34.36 | 458,836 | -17.62 | 556,963 | -25.73 | 749,890 |
| Intangible fixed assets | 132,382 | -47.57 | 252,482 | -31.81 | 370,277 | -25.97 | 500,140 | -20.61 | 630,004 |
| Tangible fixed assets | 54,207 | 11.32 | 48,696 | -45.01 | 88,559 | 55.85 | 56,822 | -52.60 | 119,886 |
| Land & building | 5,635 | -40.25 | 9,431 | -28.70 | 13,228 | -22.36 | 17,038 | -20.0 | 21,297 |
| Plant & machinery | 15,770 | 277 | 4,176 | 109 | 1,998 | -76.85 | 8,630 | -51.68 | 17,861 |
| Furniture & Vehicles | 32,801 | -6.52 | 35,088 | -52.15 | 73,333 | 135 | 31,154 | -51.18 | 63,816 |
| Leasing & Other Similar Rights | 0 | - | 0 | - | 0 | - | 0 | -100 | 16,913 |
| Other tangible assets | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Financial fixed assets | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Total current assets | 3,631,548 | 5.58 | 3,439,734 | 4.33 | 3,296,972 | 2.20 | 3,225,926 | -9.32 | 3,557,503 |
| Inventories | 2,377,904 | 2.30 | 2,324,362 | -2.36 | 2,380,604 | 4.77 | 2,272,243 | -2.59 | 2,332,690 |
| Raw materials & consumables | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Work in progress | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Finished goods | 2,377,904 | 2.30 | 2,324,362 | -2.36 | 2,380,604 | 4.77 | 2,272,243 | -2.59 | 2,332,690 |
| Other stocks | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Trade debtors | 862,017 | 11.45 | 773,428 | -4.13 | 806,743 | -5.67 | 855,278 | -10.33 | 953,795 |
| Other amounts receivable | 109,806 | 13.84 | 96,460 | 50.13 | 64,253 | 76.63 | 36,378 | -79.43 | 176,848 |
| Cash | 269,466 | 11.69 | 241,260 | 766 | 27,838 | -48.16 | 53,699 | -30.56 | 77,329 |
| Miscellaneous current assets | 12,356 | 192 | 4,224 | -75.91 | 17,534 | 110 | 8,328 | -50.55 | 16,841 |
| Total Assets | 3,818,137 | 2.06 | 3,740,912 | -0.40 | 3,755,807 | -0.72 | 3,782,889 | -12.18 | 4,307,393 |

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| Liabilities | | | | | | | | | |
|---|-----------|--------|-----------|--------|-----------|--------|-----------|--------|-----------|
| Total shareholders equity | 2,409,683 | 8.95 | 2,211,687 | -0.86 | 2,230,933 | 8.91 | 2,048,451 | 7.58 | 1,904,140 |
| Issued share capital | 20,000 | 0 | 20,000 | 0 | 20,000 | 0 | 20,000 | 0 | 20,000 |
| Share premium account | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Revaluation reserve | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Reserves | 2,389,683 | 9.03 | 2,191,687 | -0.87 | 2,210,933 | 9.00 | 2,028,451 | 7.66 | 1,884,140 |
| Provisions for Liabilities & Charges | 0 | -100 | 187,555 | - | 0 | - | 0 | - | 0 |
| Deffered taxes | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Creditors | 1,408,454 | 4.98 | 1,341,670 | -12.01 | 1,524,874 | -12.08 | 1,734,438 | -27.83 | 2,403,253 |
| Other long term loans | 0 | - | 0 | - | 0 | - | 0 | -100 | 25,681 |
| Other long term liabilities | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| Total long term debts | 0 | -100 | 187,555 | - | 0 | - | 0 | -100 | 25,681 |
| Current portion of long term debt | 0 | - | 0 | - | 0 | -100 | 25,681 | -7.27 | 27,695 |
| Financial debts | 144,761 | 6.74 | 135,624 | 1221 | 10,262 | -97.76 | 457,408 | -26.25 | 620,207 |
| Trade creditors | 664,571 | 9.88 | 604,798 | -2.91 | 622,954 | 101 | 309,076 | -8.34 | 337,207 |
| Amounts Payable for Taxes, Remuneration & Social Security | 265,351 | 25.52 | 211,398 | -31.40 | 308,141 | -4.71 | 323,383 | -14.63 | 378,820 |
| Miscellaneous current liabilities | 333,770 | -14.38 | 389,850 | -33.19 | 583,517 | -5.72 | 618,890 | -38.94 | 1,013,644 |
| Total current liabilities | 1,408,454 | 4.98 | 1,341,670 | -12.01 | 1,524,874 | -12.08 | 1,734,438 | -27.05 | 2,377,573 |
| Total Liabilities | 3,818,137 | 2.06 | 3,740,912 | -0.40 | 3,755,807 | -0.72 | 3,782,889 | -12.18 | 4,307,393 |

| Ratio analysis | | | | | | | | | |
|---------------------|------|-----|------|--------|------|-----|------|--------|------|
| TRADING PERFORMANCE | | | | | | | | | |
| Profit | 3.84 | 233 | 1.15 | -60.48 | 2.91 | 127 | 1.28 | -43.36 | 2.26 |

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| | | | | | | | | | |
|---------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|--------|-----------|
| Before Tax | | | | | | | | | |
| Return on capital employed | 26.65 | 237 | 7.89 | -63.32 | 21.51 | 108 | 10.31 | -49.53 | 20.43 |
| Return on total assets employed | 16.82 | 232 | 5.06 | -60.41 | 12.78 | 129 | 5.58 | -39.02 | 9.15 |
| Return on net assets employed | 26.65 | 211 | 8.56 | -60.20 | 21.51 | 108 | 10.31 | -50.22 | 20.71 |
| Sales / net working capital | 7.52 | -4.45 | 7.87 | -15.29 | 9.29 | -15.78 | 11.03 | -25.47 | 14.80 |
| Stock turnover ratio | 14.23 | 1.07 | 14.08 | -2.63 | 14.46 | 4.71 | 13.81 | 3.37 | 13.36 |
| Creditor days | 15.29 | 11.77 | 13.68 | -4.87 | 14.38 | 104 | 7.03 | -3.30 | 7.27 |
| Debtor days | 18.83 | 10.12 | 17.10 | -4.36 | 17.88 | -5.75 | 18.97 | -4.82 | 19.93 |
| SHORT TERM STABILITY | | | | | | | | | |
| Current ratio | 2.58 | 0.78 | 2.56 | 18.52 | 2.16 | 16.13 | 1.86 | 24.00 | 1.50 |
| Liquidity ratio / acid ratio | 0.89 | 7.23 | 0.83 | 38.33 | 0.60 | 9.09 | 0.55 | 5.77 | 0.52 |
| Current debt ratio | 0.58 | -4.92 | 0.61 | -10.29 | 0.68 | -20.0 | 0.85 | -32.00 | 1.25 |
| Cashflow | 592,857 | 101 | 293,626 | -40.41 | 492,756 | 42.57 | 345,625 | -14.53 | 404,382 |
| Net worth | 2,277,301 | 16.24 | 1,959,205 | 5.30 | 1,860,656 | 20.17 | 1,548,311 | 21.52 | 1,274,136 |
| LONG TERM STABILITY | | | | | | | | | |
| Gearing | 6.01 | -1.96 | 6.13 | 1232 | 0.46 | -98.05 | 23.58 | -33.33 | 35.37 |
| Equity in percentage | 65.38 | 3.12 | 63.40 | -3.79 | 65.90 | 5.61 | 62.40 | 20.51 | 51.78 |
| Total debt ratio | 0.58 | -15.94 | 0.69 | 1.47 | 0.68 | -20.0 | 0.85 | -32.54 | 1.26 |
| Working capital | 2,223,095 | 5.96 | 2,098,064 | 18.39 | 1,772,098 | 18.81 | 1,491,488 | 26.40 | 1,179,931 |

| Profit & loss | | | | | | | | | |
|--------------------------|------------|-------|------------|------|------------|-------|------------|-------|------------|
| Operating Income | 16,813,847 | 1.58 | 16,551,782 | 0.39 | 16,488,118 | 0.06 | 16,478,400 | -5.75 | 17,483,647 |
| Turnover | 16,713,115 | 1.24 | 16,508,206 | 0.27 | 16,464,409 | 0.05 | 16,455,911 | -5.77 | 17,463,663 |
| Total operating expenses | 15,862,803 | -1.72 | 16,140,574 | 2.10 | 15,808,210 | -1.55 | 16,056,758 | -5.10 | 16,919,737 |

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| | | | | | | | | | |
|--|------------|-------|------------|-------|------------|-------|------------|-------|------------|
| Gross Operating Margin | - | - | - | - | - | - | - | - | - |
| Operating Charges | 16,841,974 | 4.06 | 16,184,150 | 2.22 | 15,831,920 | -1.54 | 16,079,247 | -5.08 | 16,939,721 |
| Employee costs | 1,492,151 | 5.46 | 1,414,846 | -0.44 | 1,421,085 | 11.35 | 1,603,028 | -1.98 | 1,635,490 |
| Wages and salary | 1,106,649 | 7.78 | 1,026,778 | -2.46 | 1,052,700 | -9.89 | 1,168,208 | -0.55 | 1,174,704 |
| Employee pension costs | - | - | - | - | - | - | - | - | - |
| Social security contributions | 320,913 | -4.10 | 334,620 | -4.58 | 350,676 | 11.34 | 395,536 | -4.94 | 416,086 |
| Other employee costs | 64,589 | 20.84 | 53,448 | 201 | 17,710 | 54.92 | 39,283 | 12.12 | 44,700 |
| Director remuneration | - | - | - | - | - | - | - | - | - |
| Amortization and depreciation | 154,860 | -4.92 | 162,873 | 1.62 | 160,273 | 20.39 | 201,313 | 78.18 | 112,985 |
| Operating result | 850,312 | 131 | 367,632 | 43.98 | 656,198 | 64.40 | 399,153 | 26.62 | 543,925 |
| Total financial income | 249,195 | -3.53 | 258,322 | -3.30 | 267,133 | 5.35 | 253,564 | -8.86 | 278,214 |
| Total financial expenses | 429,154 | -1.70 | 436,585 | -1.56 | 443,501 | 0.45 | 441,527 | 3.19 | 427,882 |
| Results on ordinary operations before taxation | 642,226 | 239 | 189,369 | 60.53 | 479,830 | 127 | 211,191 | 46.43 | 394,257 |
| Extraordinary Income | 28,127 | 144 | 11,486 | 60.00 | 28,718 | 239 | 8,466 | 80.22 | 42,805 |
| Extraordinary Charges | - | - | - | - | 10,547 | - | - | - | 11,048 |
| Extraordinary items | 28,127 | 144 | 11,486 | 36.79 | 18,171 | 114 | 8,466 | 73.34 | 31,757 |
| Results for | 670,353 | 233 | 200,855 | - | 498,002 | 126 | 219,657 | - | 426,014 |

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| | | | | | | | | | |
|---|---------|------|---------|----------------|---------|-----|---------|----------------|-----------|
| the Year Before Taxation | | | | 59.6 7 | | | | 48.4 4 | |
| Taxation | 232,356 | 231 | 70,102 | - 57.6 5 | 165,519 | 119 | 75,346 | - 44.0 3 | 134,617 |
| Results on ordinary operations after taxation | 409,869 | 243 | 119,267 | - 62.0 5 | 314,311 | 131 | 135,845 | - 47.6 8 | 259,640 |
| Net result | 437,997 | 234 | 130,753 | - 60.6 7 | 332,482 | 130 | 144,311 | - 50.4 8 | 291,397 |
| Profit (Loss) for the Year to be appropriated | 437,997 | 234 | 130,753 | - 60.6 7 | 332,482 | 130 | 144,311 | - 50.4 8 | 291,397 |
| Dividends | 240,000 | 60.0 | 150,000 | 0 | 150,000 | - | - | - | 1,000,000 |

FOREIGN EXCHANGE RATES

| Currency | Unit | Indian Rupees |
|-----------|------|---------------|
| US Dollar | 1 | INR 68.80 |
| UK Pound | 1 | INR 90.58 |
| Euro | 1 | INR 80.45 |
| Euro | 1 | INR 80.58 |

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

INFORMATION DETAILS

| | |
|----------------------|-----|
| Analysis Done by : | NIS |
| Report Prepared by : | 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)