

## MIRA INFORM REPORT

Report No. :	522918
Report Date :	31.07.2018

### IDENTIFICATION DETAILS

Name :	ITALPROGRAM PLUS - S.R.L.
Registered Office :	Via Eugenio Bertini 43/A 47122 Forli
Country :	Italy
Financials (as on) :	31.122017
Date of Incorporation :	22.06.1998
Com. Reg. No.:	FO0281911
Legal Form :	Limited Liability Company - SRL
Line of Business :	The Subject is Engaged in the Wholesale of Furniture, Carpets and Lighting Equipment.
No. of Employees :	17 (2017)

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

<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but Correct
<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)
Italy	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

### ITALY - ECONOMIC OVERVIEW

Italy's economy comprises a developed industrial north, dominated by private companies, and a less-developed, highly subsidized, agricultural south, with a legacy of unemployment and underdevelopment. The Italian economy is driven in large part by the manufacture of high-quality consumer goods produced by small and medium-sized enterprises, many of them family-owned. Italy also has a sizable underground economy, which by some estimates accounts for as much as 17% of GDP. These activities are most common within the agriculture, construction, and service sectors.

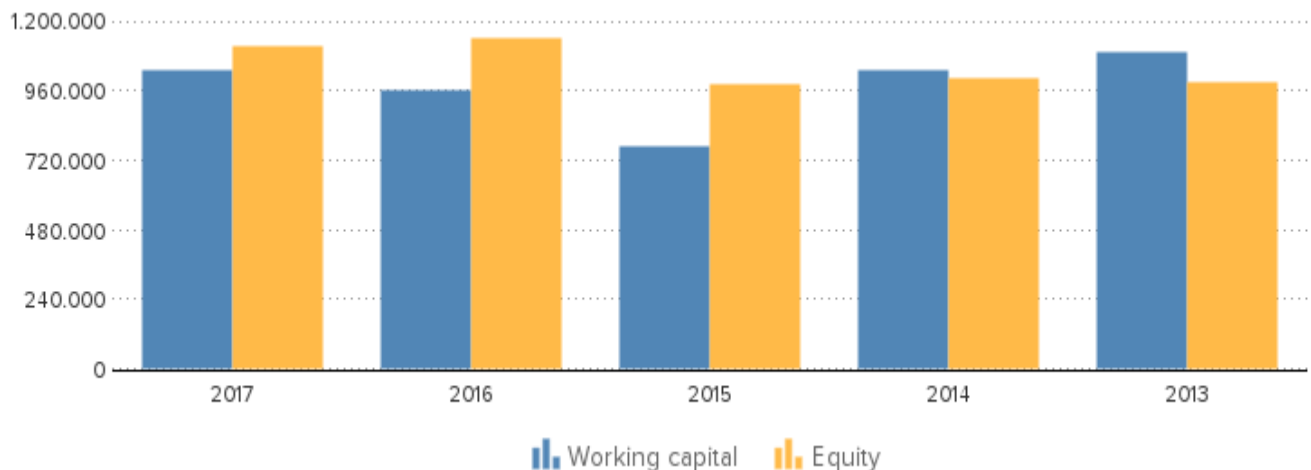
Italy is the third-largest economy in the euro zone, but its exceptionally high public debt and structural impediments to growth have rendered it vulnerable to scrutiny by financial markets. Public debt has increased steadily since 2007, reaching 131% of GDP in 2017. Investor concerns about Italy and the broader euro-zone crisis eased in 2013, bringing down Italy's borrowing costs on sovereign government debt from euro-era records. The government still faces pressure from investors and European partners to sustain its efforts to address Italy's longstanding structural economic problems, including labor market inefficiencies, a sluggish judicial system, and a weak banking sector. Italy's economy returned to modest growth in late 2014 for the first time since 2011. In 2015-16, Italy's economy grew at about 1% each year, and in 2017 growth accelerated to 1.5% of GDP. In 2017, overall unemployment was 11.4%, but youth unemployment remained high at 37.1%. GDP growth is projected to slow slightly in 2018.

Source : CIA

## COMPANY SUMMARY

**Company name** Italprogram Plus - S.R.L.  
**Operative address** Via Eugenio Bertini 43/A  
47122 Forli  
Italy  
**Legal form** Limited liability company - SRL  
**Registration number** Trade register number: FO0281911  
**VAT-number** IT02619620400

Year	2017	Mutation	2016	Mutation	2015
Fixed assets	489.994	-8,04	532.839	1,19	526.549
Total receivables	329.489	-14,74	386.461	-41,13	656.504
Total equity	1.116.278	-2,33	1.142.858	16,24	983.214
Short term liabilities	3.910.350	44,97	2.697.345	8,16	2.493.854
Net result	473.421	-22,34	609.644	27,79	477.066
Working capital	1.033.137	7,29	962.947	25,23	768.918
Quick ratio	0,72	-16,28	0,86		0,86



## CONTACT INFORMATION

**Company name** Italprogram Plus - S.R.L.  
**Operative address** Via Eugenio Bertini 43/A  
47122 Forli  
Italy  
**Correspondence address** Via Eugenio Bertini 43/A  
47122 Forli  
Italy  
**Telephone number** +39 0543724377

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Website [www.italprogramplus.it](http://www.italprogramplus.it)

## **REGISTRATION**

Registration number	Trade register number: FO0281911
VAT-number	IT02619620400
Status	Active
Establishment date	1998-06-22
Legal form	Limited liability company - SRL
Subscribed share capital	EUR 101.490

## **ACTIVITIES**

NACE	4647: Wholesale of furniture, carpets and lighting equipment
Goal	Engaged in the wholesale of furniture, carpets and lighting equipment

## **RELATIONS**

Shareholders	ULTIMATE GLOBAL SHAREHOLDER Name: MR WILMER MORGAGNI Address: VIA ORIANA FALLACI 20/A City: CASTROCARO TERME E TERRA DEL S Country: IT Type: One or more named individuals or families Share direct: 45.00%
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SHAREHOLDERS	Name: MR WILMER MORGAGNI Address: VIA ORIANA FALLACI 20/A City: CASTROCARO TERME E TERRA DEL S Country: IT Type: One or more named individuals or families Share direct: 45.00%
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	Name: MR PIETRO TURRONI Address: VIA REDEFOSI 2/D City: FORLI' Country: IT Type: One or more named individuals or families Share direct: 18.00%
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	Name: MR MOHAMAD CHAHADE
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Address: VIA ANGELO CICOGNANI 4  
City: RAVENNA  
Country: IT  
Type: One or more named individuals or families  
Share direct: 10.00%

Name: MR NICOLA SALVATORI  
Address: VIA DE SANCTIS FRANCESCO 15  
City: RAVENNA  
Country: IT  
Type: One or more named individuals or families  
Share direct: 10.00%

Name: MR ZELJKO MEHINAGIC  
Address: PIA ZALE DELLA VITTORIA 17  
City: FORLI'  
Country: IT  
Type: One or more named individuals or families  
Share direct: 8.00%

Name: MRS LAURA TORRICELLI  
Address: VIA ANGELO CICOGNANI 4  
City: RAVENNA  
Country: IT  
Type: One or more named individuals or families  
Share direct: 5.00%

Name: MR ANGELO FRANCESCO PAOLO ZAGRA  
Address: VIA BRANDO BRANDI 18/A  
City: FORLI'  
Country: IT  
Type: One or more named individuals or families  
Share direct: 4.00%

## **MANAGEMENT**

### **Management**

Fullname: Mr Wilmer Morgagni  
Type: Individual  
Gender: Male  
date of birth: 1947/06/09  
Age: 71  
Country: Italy  
Number of involvements: 1  
Function: Chairman of the Board of Directors  
Level of responsibility: President / Chairman  
Appointment date: 1998/06/22

Fullname: Mr Wilmer Morgagni  
Type: Individual  
Gender: Male  
date of birth: 1947/06/09  
Age: 71  
Country: Italy  
Number of involvements: 1  
Function: Person in Charge (of)  
Level of responsibility: Unspecified executive  
Appointment date: 2013/04/30

Fullname: Mr Mohamad Chahade  
Type: Individual  
Gender: Male  
date of birth: 1970/04/27  
Age: 48  
Country: Italy  
Number of involvements: 1  
Function: Vice-Chairman of the Board of Directors  
Level of responsibility: Vice President / Vice Chairman  
Appointment date: 2014/12/09

Fullname: Mr Mohamad Chahade  
Type: Individual  
Gender: Male  
date of birth: 1970/04/27  
Age: 48  
Country: Italy  
Number of involvements: 1  
Function: Preposto Agenti Rappresentanti di Commercio  
Level of responsibility: Representative  
Appointment date: 2014/12/09

Fullname: Mr Mohamad Chahade  
Type: Individual  
Gender: Male  
date of birth: 1970/04/27  
Age: 48  
Country: Italy  
Number of involvements: 1  
Function: Adviser  
Level of responsibility: Senior Management employee  
Appointment date: 2010/04/07

Fullname: Mr Zeljko Mehinagic  
Type: Individual  
Gender: Male  
date of birth: 1953/02/13  
Age: 65

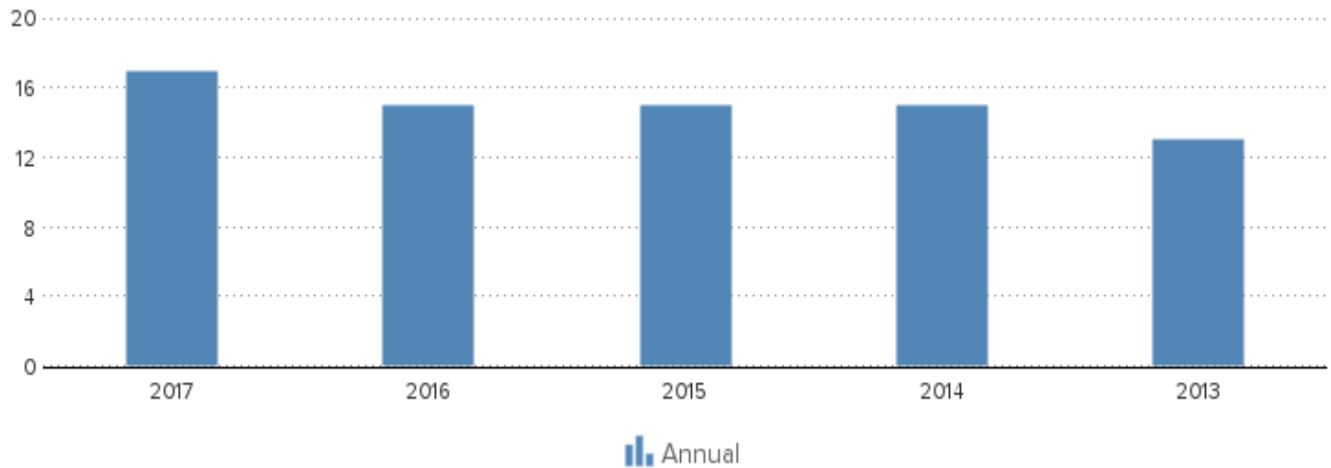
Country: Bosnia and Herzegovina  
Number of involvements: 1  
Function: Vice-Chairman of the Board of Directors  
Level of responsibility: Vice President / Vice Chairman  
Appointment date: 2007/11/02

Fullname: Mr Zeljko Mehinagic  
Type: Individual  
Gender: Male  
date of birth: 1953/02/13  
Age: 65  
Country: Bosnia and Herzegovina  
Number of involvements: 1  
Function: Person in Charge (of)  
Level of responsibility: Unspecified executive  
Appointment date: 2013/04/30

Fullname: Mr Zeljko Mehinagic  
Type: Individual  
Gender: Male  
date of birth: 1953/02/13  
Age: 65  
Country: Bosnia and Herzegovina  
Number of involvements: 1  
Function: Adviser  
Level of responsibility: Senior Management employee  
Appointment date: 1998/07/30

## **EMPLOYEES**

Year	2017	2016	2015	2014	2013
Annual	17	15	15	15	13



## **FINANCIAL ANALYSIS**

Trend	Fluctuating
Profitability	Positive
Solvability	Limited
Liquidity	Sufficient
Show amount in	Euro

## **KEY FIGURES**

Year	2017	2016	2015	2014	2013
Quick ratio	0,72	0,86	0,86	0,83	0,67
Current ratio	1,26	1,36	1,31	1,45	1,31
Working capital/ balance total	0,19	0,23	0,20	0,27	0,22
Equity / balance total	0,21	0,27	0,26	0,26	0,20
Equity / Fixed assets	2,28	2,14	1,87	1,93	2,12
Working capital	1.033.137	962.947	768.918	1.031.949	1.092.422
Equity	1.116.278	1.142.858	983.214	1.006.147	985.822
Mutation equity	-2,33	16,24	-2,28	2,06	
Mutation short term liabilities	44,97	8,16	8,83	-34,01	
Return on total assets (ROA)	12,33	21,42	18,29	21,78	17,07
Return on equity (ROE)	60,02	78,57	70,49	83,23	87,11
Gross profit margin	7,62	9,27	7,25	7,54	9,28
Net profit margin	5,36	6,32	5,01	5,24	6,36
Average collection ratio	2,26	3,58	3,82	4,75	2,62
Average payment ratio	26,79	24,97	14,50	34,49	25,85
Equity turnover ratio	7,91	8,45	9,68	10,82	9,22

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Total assets turnover ratio	1,62	2,30	2,51	2,83	1,81
Fixed assets turnover ratio	18,01	18,11	18,07	20,90	19,55
Inventory conversion ratio	4,14	7,14	8,60	7,62	4,07
Turnover	8.827.035	9.651.633	9.516.653	10.883.460	9.090.769
Operating result	672.553	894.352	689.683	820.232	843.640
Net result after taxes	473.421	609.644	477.066	570.325	578.626
Cashflow	531.896	659.136	519.943	602.702	600.115
Gross profit	1.526.084	1.652.798	1.410.158	1.508.635	1.435.942
EBITDA	731.028	943.844	732.560	852.609	865.129

**Summary**

The 2017 financial result structure is a positive working capital of 1.033.137 euro, which is in agreement with 19 % of the total assets of the company.

The working capital has increase with 7.29 % compared to previous year. The ratio with respect to the total assets of the company has however, declined.

The improvement between 2016 and 2017 has mainly been caused by a change of the current liabilities.

The current ratio of the company in 2017 was 1.26. When the current ratio is below 1.5, the company may have problems meeting its short-term obligations.

The quick ratio in 2017 of the company was 0.72. A company with a Quick Ratio of less than 1 cannot currently pay back its current liabilities.

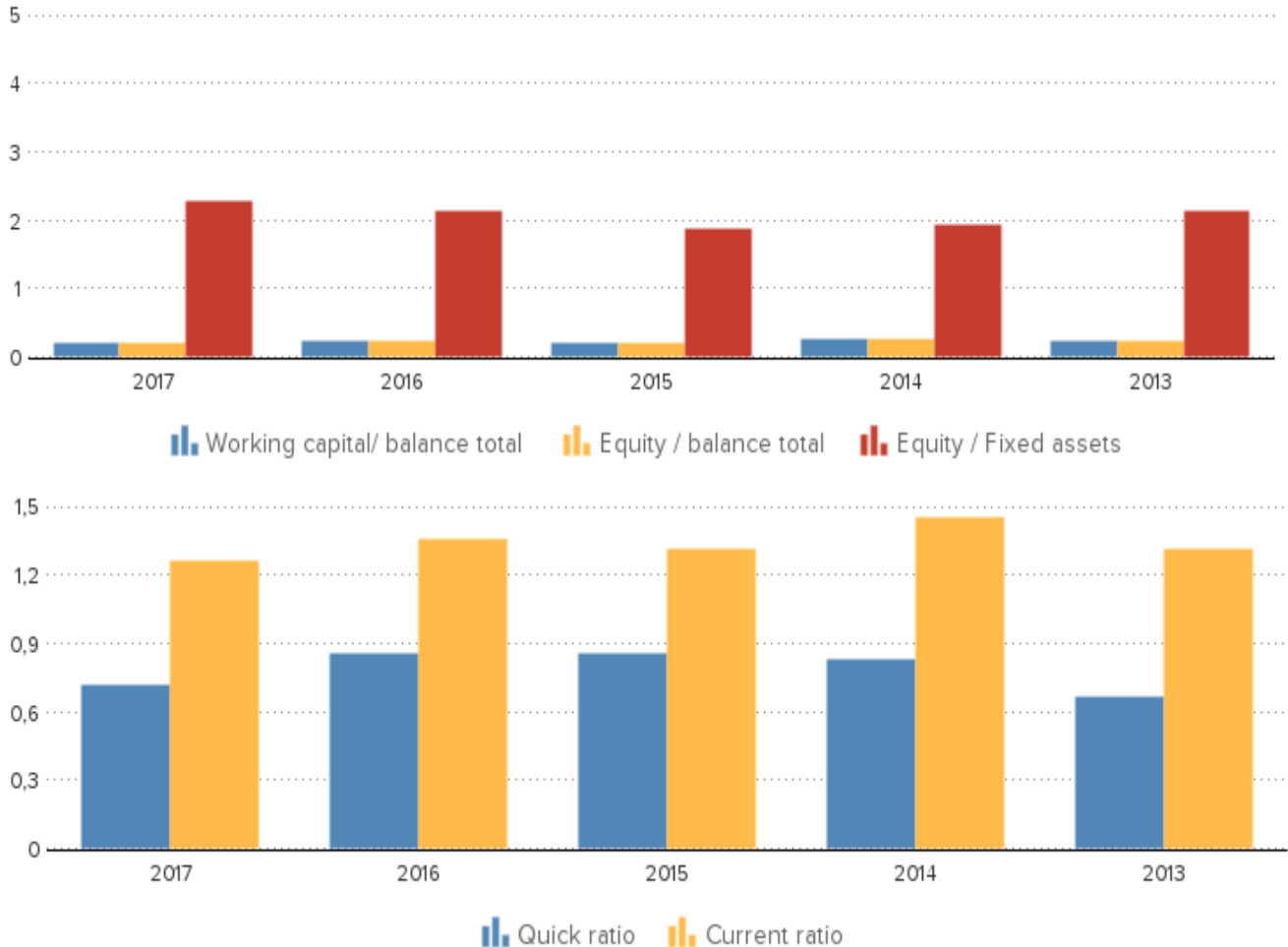
The 2016 financial result structure is a positive working capital of 962.947 euro, which is in agreement with 23 % of the total assets of the company.

The working capital has increased with 25.23 % 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 1.36. When the current ratio is below 1.5, the company may have problems meeting its short-term obligations.

The quick ratio in 2016 of the company was 0.86. A company with a Quick Ratio of less than 1 cannot currently pay back its current liabilities.



## **FINANCIAL STATEMENT**

Last annual account  
Remark annual account  
Type of annual account  
Annual account

2017  
The company is obliged to file its financial statements.  
Corporate  
**Italprogram Plus - S.R.L.**  
Via Eugenio Bertini 43/A  
47122 Forli  
Italy

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## **FINANCIALS**

Balance Year	2017	2016	2015	2014	2013
End date	2017-12-31	2016-12-31	2015-12-31	2014-12-31	2013-12-31
Type of annual account	Corporate	Corporate	Corporate	Corporate	Corporate
<b>Intangible fixed assets</b>	<b>30.244</b>	<b>41.413</b>	<b>47.734</b>	<b>28.834</b>	
<b>Tangible fixed assets</b>	<b>459.750</b>	<b>491.426</b>	<b>478.815</b>	<b>491.874</b>	<b>465.077</b>
<b>Fixed assets</b>	<b>489.994</b>	<b>532.839</b>	<b>526.549</b>	<b>520.708</b>	<b>465.077</b>
<b>Total stock</b>	<b>2.131.638</b>	<b>1.352.695</b>	<b>1.106.369</b>	<b>1.428.836</b>	<b>2.233.952</b>
<b>Total receivables</b>	<b>329.489</b>	<b>386.461</b>	<b>656.504</b>	<b>315.510</b>	<b>351.634</b>
Liquid funds	1.909.867	1.456.526	1.038.041	1.072.043	1.434.263
Other current assets	572.493	464.610	461.858	507.075	544.905
<b>Current assets</b>	<b>4.943.487</b>	<b>3.660.292</b>	<b>3.262.772</b>	<b>3.323.464</b>	<b>4.564.754</b>
<b>Total assets</b>	<b>5.433.481</b>	<b>4.193.131</b>	<b>3.789.321</b>	<b>3.844.172</b>	<b>5.029.831</b>
<b>Total equity</b>	<b>1.116.278</b>	<b>1.142.858</b>	<b>983.214</b>	<b>1.006.147</b>	<b>985.822</b>
Provisions	81.082	69.061	66.774	335.387	365.145
<b>Long term liabilities</b>	<b>325.771</b>	<b>283.867</b>	<b>245.479</b>	<b>211.123</b>	<b>206.532</b>
Accounts payable	990.088	586.224	647.644	474.086	1.167.314
Other short term liabilities	2.920.262	2.111.121	1.846.210	1.817.429	2.305.018
<b>Short term liabilities</b>	<b>3.910.350</b>	<b>2.697.345</b>	<b>2.493.854</b>	<b>2.291.515</b>	<b>3.472.332</b>
<b>Total liabilities</b>	<b>5.433.481</b>	<b>4.193.131</b>	<b>3.789.321</b>	<b>3.844.172</b>	<b>5.029.831</b>

### **Summary**

The total assets of the company increased with 29.58 % between 2016 and 2017.

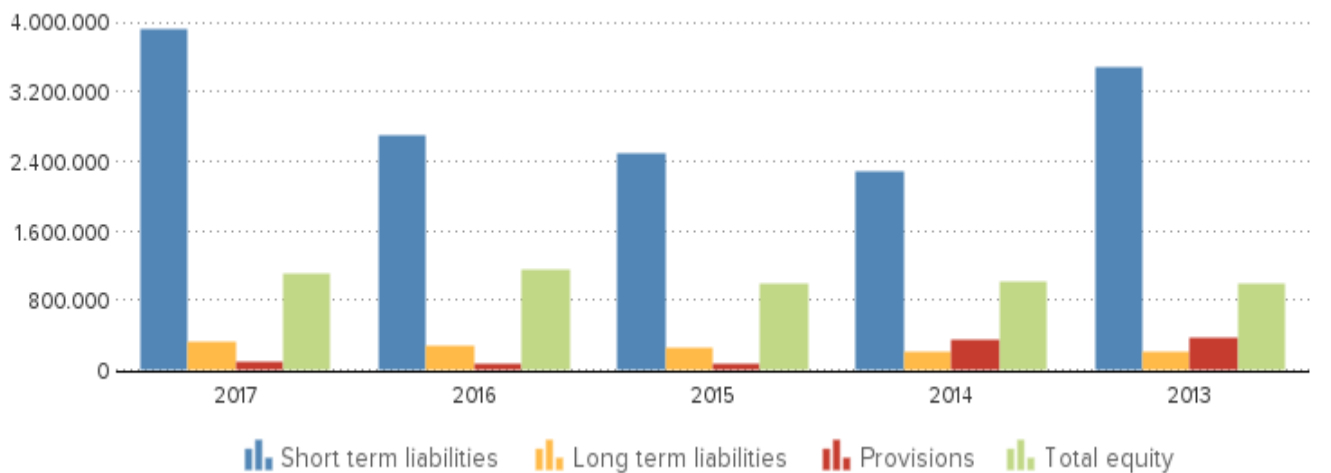
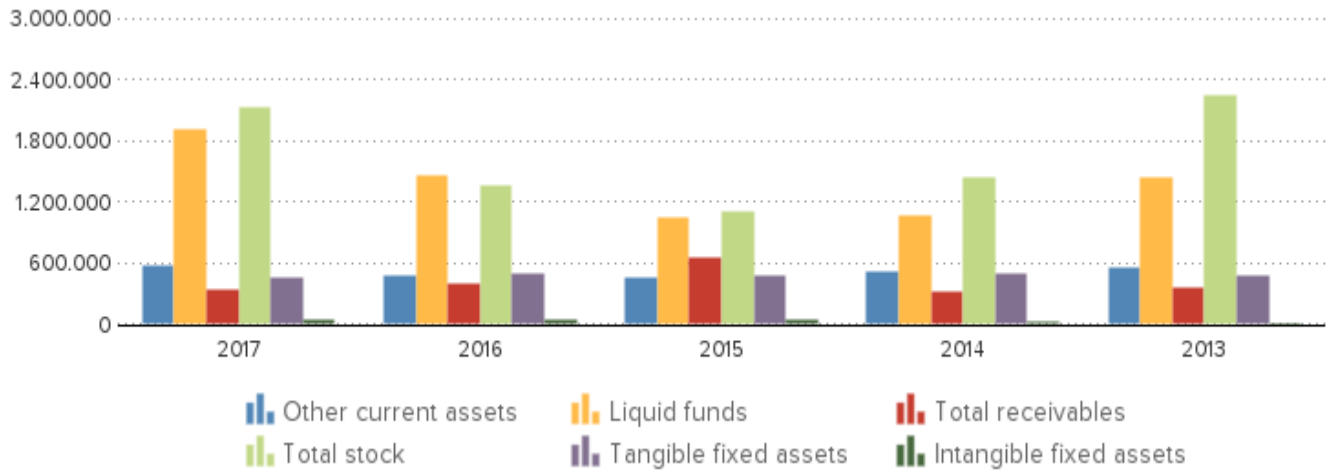
Despite the assets growth, the non current assets decreased with - 8.04 %.

In 2017 the assets of the company were 9.02 % composed of fixed assets and 90.98 % by current assets. The assets are being financed by an equity of 20.54 %, and total debt of 79.46 %.

The total assets of the company increased with 10.66 % between 2015 and 2016.

The fixed asset growth of 1.19 % is lower than the total asset growth.

In 2016 the assets of the company were 12.71 % composed of fixed assets and 87.29 % by current assets. The assets are being financed by an equity of 27.26 %, and total debt of 72.74 %.



**Profit and loss**

Year	2017	2016	2015	2014	2013
Revenues	8.794.971	9.642.606	9.508.580	10.877.549	9.076.816
<b>Net turnover</b>	<b>8.827.035</b>	<b>9.651.633</b>	<b>9.516.653</b>	<b>10.883.460</b>	<b>9.090.769</b>
Wages and salaries	789.267	694.686	651.041	613.140	541.437
Amorization and depreciation	58.475	49.492	42.877	32.377	21.489
Production costs	6.759.272	7.399.388	7.414.122	8.632.039	7.039.574
<b>Operating result</b>	<b>672.553</b>	<b>894.352</b>	<b>689.683</b>	<b>820.232</b>	<b>843.640</b>
Financial income	11.698	12.254	14.463	20.412	25.837
Financial expenses	14.236	8.644	11.127	3.239	10.717
Financial result	-2.538	3.610	3.336	17.173	15.120
<b>Result on ordinary operations before taxes</b>	<b>670.015</b>	<b>897.962</b>	<b>693.019</b>	<b>837.405</b>	<b>858.760</b>
Taxation on the result of ordinary activities	196.594	288.318	228.785	282.767	282.786
<b>Result of ordinary activities after taxes</b>	<b>473.421</b>	<b>609.644</b>	<b>464.234</b>	<b>554.638</b>	<b>575.974</b>

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Extraordinary income			14.790	17.944	18.503
Extraordinary expense			1.958	2.257	15.851
Extraordinary result before taxation			12.832	15.687	2.652
<b>Net result</b>	<b>473.421</b>	<b>609.644</b>	<b>477.066</b>	<b>570.325</b>	<b>578.626</b>
<b>Summary</b>					

The turnover of the company decreased by -8.54 % between 2016 and 2017.

The operating result of the company declined with -24.8 % between 2016 and 2017. 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 -42.44 % of the analysed period, being equal to 12.33 in the year 2017.

This fall has contributed to a asset turnover decrease, whose index evolved from -29.57 to a level of 1.62.

The Net Result of the company decreased by -22.34 % between 2016 and 2017.

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 -23.61 % of the analysed period, being 60.02 in the year 2017.

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

The turnover of the company grew with 1.42 % between 2015 and 2016.

The operating result of the company grew with 29.68 % between 2015 and 2016. 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 17.11 % of the analysed period, being equal to 21.42 in the year 2016.

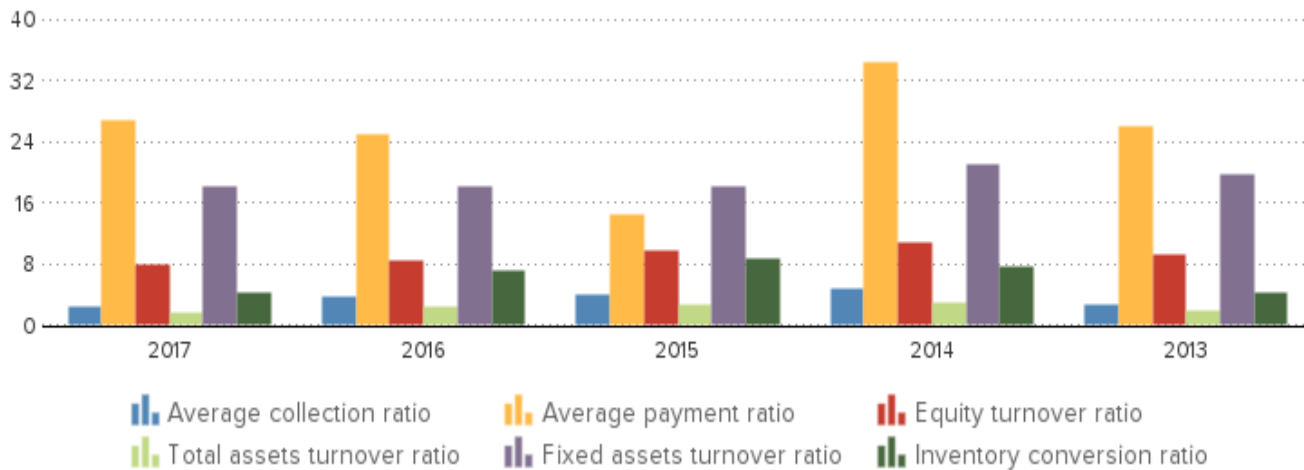
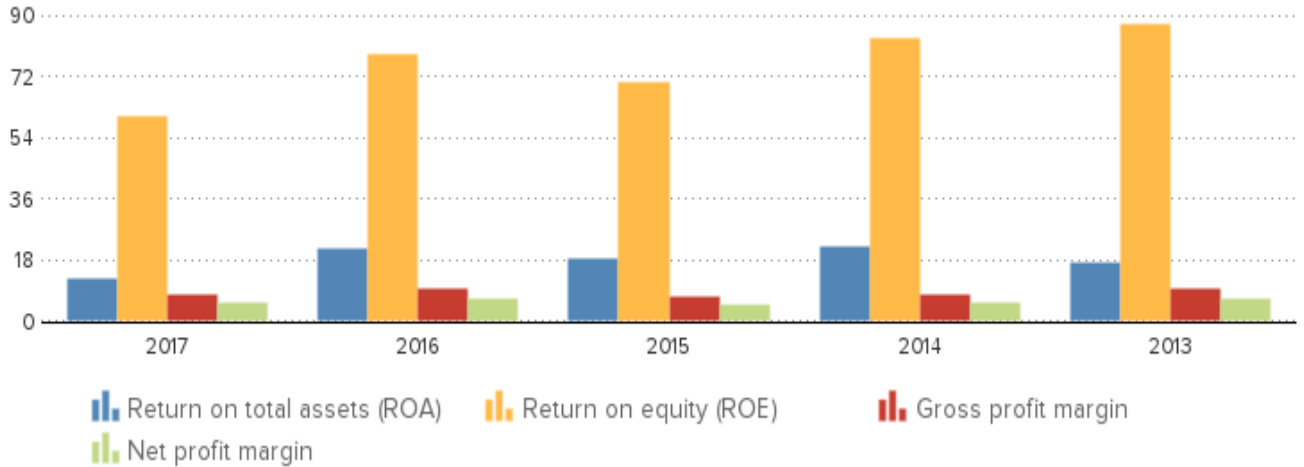
Despite the growth the assets turnover decreased, whose index evolved with -8.37 % to a level of 2.3.

The Net Result of the company increased by 27.79 % between 2015 and 2016.

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

The result of these variations is a profitability reduction of 11.46 % of the analysed period, being 78.57 in the year 2016.

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



## **COUNTRY INFORMATION**

Population	60.7 million
GDP per capita	30507 USD
Country risk	Below average
Company risk	Low

## **PUBLICATIONS**

Remarks	Status: Active Category: Medium sized company
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Last year: 2017  
Turnover last year: 8.827.035 EUR  
Result last year: 473.421 EUR  
TOTAL assets last year: 5.433.481 EUR  
Number of employees: 17  
Number of shareholders: 7  
Number of subsidiaries: 0  
Number of branches: 0

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.75
UK Pound	1	INR 90.15
Euro	1	INR 80.16
ITL	1	INR 80.36

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

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	PRI
<b>Report Prepared by :</b>	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)