

## MIRA INFORM REPORT

|               |            |
|---------------|------------|
| Report No. :  | 528509     |
| Report Date : | 06.09.2018 |

### IDENTIFICATION DETAILS

|                         |   |
|-------------------------|---|
| Name :                  | COFRA S.R.L.  |
| Registered Office :     | Via Dell'euro, 53-57-59 76121 - Barletta(BA) -IT-   |
| Country :               | Italy   |
| Financials (as on) :    | 31.12.2016  |
| Date of Incorporation : | 04.03.1983  |
| Legal Form :            | Limited liability company   |
| Line of Business :      | <ul style="list-style-type: none"> <li>• Manufacture of footwear</li> <li>• Wholesale of clothing and footwear</li> </ul> |
| No. of Employees :      | From 251 to 500   |

### 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 |

|                     |           |
|---------------------|-----------|
| Status :            | Excellent |
| Payment Behaviour : | Regular   |
| Litigation :        | 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<br>(31.12.2017) | Current Rating<br>(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 NAME AND ADDRESS**

**Cofra S.r.l.**  
Via Dell'euro, 53-57-59  
76121 - Barletta (BA) -IT-

## **SUMMARY**

Fiscal Code : 02850580727  
Legal Form : Limited liability company  
start of Activities : 03/05/1983  
Equity : Over 2.582.254  
Turnover Range : 100.000.000/150.000.000  
Number of Employees : from 251 to 500

## **ACTIVITY**

Manufacture of footwear  
Wholesale of clothing and footwear

## **LEGAL DATA**

Legal Form : Limited liability company  
Fiscal Code : 02850580727  
Foreign Trade Reg. no. : BA003357 since 07/01/1992  
Foreign Trade Reg. no. : 003357 of Bari since 07/01/1992  
Foreign Trade Reg. no. : BA3357 of Bari since 07/01/1992  
Chamber of Commerce no. : 235934 of Bari since 12/05/1983  
Firms' Register : BA045-5491 of Bari since 19/02/1996  
V.A.T. Code : 02850580727  
Tribunal Co. Register : 5491 of  
Foundation date : 04/03/1983  
Establishment date : 04/03/1983  
Start of Activities : 03/05/1983  
Legal duration : 31/12/2050  
Nominal Capital : 15.000.000  
Subscribed Capital : 15.000.000  
Paid up Capital : 15.000.000

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Legal mail : COFRASRL@LEGALMAIL.COFRA.IT

## **MEMBERS**

### **Cortellino Giuseppe**

Born in Barletta (BA) on 31/07/1957 - Fiscal Code : CRTGPP57L31A669Z  
Residence: Ten. Col.domenico Senatore , 15 - 70051 Barletta (BA) - IT -

| Position      | Since      | Shares Amount | % Ownership |
|---------------|------------|---------------|-------------|
| Sole Director | 11/07/2003 |               |             |

**No Prejudicial events are reported**  
**No Protests registered**

### **Bafunno Lucia**

| Position | Since | Shares Amount | % Ownership |
|----------|-------|---------------|-------------|
| Partner  |       |               |             |

**No Prejudicial events are reported**  
**No Protests registered**

## **COMPANIES CONNECTED TO MEMBERS \***

\*checkings have been performed on a national scale.

In this module are listed the companies in which members hold or have holded positions.

### **Cortellino Giuseppe**

| Firm's Style           | Seat                 | Fiscal Code | Position      | Position Status | Firm's Status |
|------------------------|----------------------|-------------|---------------|-----------------|---------------|
| Cofra S.r.l.           | Barletta (BA) - IT - | 01239380726 | Sole Director | Withdrawn       | Ceased        |
| Leader S.r.l.          | Barletta (BA) - IT - | 04244620722 | Sole Director | Withdrawn       | Ceased        |
| Leader S.r.l.          | Barletta (BA) - IT - | 04244620722 | Liquidator    | Withdrawn       | Ceased        |
| Monilar S.r.l.         | Barletta (BA) - IT - | 04262710728 | Sole Director | Active          | Registered    |
| Consorzio Enertech     | Barletta (BA) - IT - | 05832720725 | Director      | Active          | Registered    |
| Edilizia Capiro S.r.l. | Trani (BA) - IT -    | 06485390725 | Sole          | Withdrawn       | Registered    |

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Director

The indication "REGISTERED" as Firm Status could refer to Firms in Liquidation, Active, Inactive, etc.  
For more information, in this case, we advise to request further investigations.

## **CAPITAL SHAREHOLDERS**

Shareholders' list as at date of data collection:

| Firm's Style / Name | Seat / Residence | Fiscal Code       | Owned Shares    | % Ownership |
|---------------------|------------------|-------------------|-----------------|-------------|
| Cortellino Giuseppe | Barletta - IT -  | CRTGPP57L31A669Z  | 10.500.000 .Eur | 70,00       |
| Bafunno Lucia       |                  | BFNLUCU64E70A669J | 4.500.000 .Eur  | 30,00       |

## **DIRECT PARTICIPATIONS**

The Company under review has participations in the following Companies:

| Firm's Style          | Seat               | Fiscal Code | Owned Shares<br>Amount | %<br>Ownership | since | until | Share<br>Status |
|-----------------------|--------------------|-------------|------------------------|----------------|-------|-------|-----------------|
| Consorzio<br>Enertech | Barletta - IT<br>- | 05832720725 | 1.000 .Eur             |                |       |       | Active          |

## **FIRM'S LOCATION AND STRUCTURE**

In order to carry out its activities the firm uses the following locations:

**- Legal and operative seat** since 21/12/1989  
Dell'euro , 53-57-59 - 70051 - Barletta (BA) - IT -  
PHONE : 0883341411  
Legal mail : COFRASRL@LEGALMAIL.COFRA.IT

**- Branch (Warehouse)** since 28/07/2017  
Dell'unione Europea , 1 - 70051 - Barletta (BA) - IT -

**- Branch (Warehouse)** since 15/07/2017  
Dell'euro , 65 - 70051 - Barletta (BA) - IT -

Employees : 388

Fittings and Equipment for a value of 4.520.000 Eur  
Stocks for a value of 21.860.000 Eur

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Furniture and fittings for a value of 100.000 Eur  
Work in progress for a value of 14.250.000 Eur

Trade organization: direct or by agents.  
The company sells in Italy and abroad.  
The firm operates abroad as importer / exporter..  
Export trade is the 75 % of the global turnover.  
Products abroad are placed by :

- national or foreign important buyers
- its own agents
- direct orders from foreign companies

Financial means used for sale: bank transfers and bank orders.  
Main used payment modalities are by cash orders and bank transfers.

Import comes generally from the following nations:  
- India

Export is mainly towards:  
- Europa  
- Stati Uniti  
- Canada

The subject firm uses the following own selling brands:  
- COFRA

## **TRADED BRANDS / SUPPLIERS**

- Punto Sicurezza Srl

## **HISTORICAL INFORMATION AND/OR FIRM'S STATUS**

### **COMPANY STYLE MODIFICATIONS:**

| Former Style  | New Style | Changement Date |
|---------------|-----------|-----------------|
| Rogers S.r.l. |           | 21/12/1989      |

## **PROTESTS**

Protests checking on the subject firm has given a negative result.

## **DATA BASE PREJUDICIAL EVENTS SEARCH**

Search performed on a National Scale

● **Prejudicial Events Search Result: NEGATIVE**

Search performed on a specialized data base.

## **LEGAL PROCEDURES**

None reported, standing to the latest received edition of the Official Publications.

## **BANKERS**

The firm operates with:

| Bank Name                        | Agency Name       | Address            | ZIP Code | City             | ABI Code | CAB Code |
|----------------------------------|-------------------|--------------------|----------|------------------|----------|----------|
| BANCO DI NAPOLI S.P.A.           | BARLETTA AG.<br>3 | VIA CHIEFFI,<br>64 | 70051    | Barletta<br>(BA) | 1010     | 41355    |
| MONTE DEI PASCHI DI<br>SIENA SPA |                   |                    |          |                  | 1030     | 0        |
| INTESA SANPAOLO SPA              |                   |                    |          |                  | 3069     | 0        |

## **NATIONAL REAL ESTATES SURVEY**

The firm under review, by the reported percentages, owns the following real estates:

| Town          | Cadastre  | No. Immovables | Up to Date |
|---------------|-----------|----------------|------------|
| BARLETTA (BA) | Buildings | 23             | 03/09/2018 |
| BARLETTA (BA) | Land      | 12             | 03/09/2018 |

### **Buildings Details**

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**COFRA S.R.L. - 528509**

**PAGE NO. : 9**

| Cadastr<br>e | Title                     | Location  | Shee<br>t No. | Particl<br>e No. | Su<br>b<br>No. | Categori<br>e | Class<br>e | Consistenc<br>e | Cadastral<br>Rent  | Par<br>t<br>No. |
|--------------|---------------------------|---|---------------|------------------|----------------|---------------|------------|-----------------|--------------------|-----------------|
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 43 Piano<br>T-S1       | 105           | 1383             | 3              | cat. D/8      |            |                 | Euro:<br>12.880,00 |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 57 Piano<br>T          | 105           | 267              | 2              | cat. D/8      |            |                 | Euro: 657,50       |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 57 Piano<br>T-1 - 2-S1 | 105           | 267              | 5              | cat. D/1      |            |                 | Euro:<br>59.356,00 |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DEL<br>LAVORO,<br>Piano S1 -<br>T     | 105           | 339              | 3              | cat. D/1      |            |                 | Euro:<br>8.455,85  |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DEL<br>LAVORO,<br>Piano S1 -<br>T     | 105           | 339              | 4              | cat. D/1      |            |                 | Euro:<br>8.341,11  |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 47 Piano<br>1          | 105           | 522              | 4              | cat. A/2      | 3          | 7 vani          | Euro:885,72        |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 47 Piano<br>1          | 105           | 522              | 5              | cat. A/2      | 3          | 7 vani          | Euro:885,72        |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 47 Piano<br>T-S1       | 105           | 522              | 6              | cat. D/1      |            |                 | Euro:<br>23.658,00 |                 |
| B            | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano               | 105           | 524              | 11             | cat. D/1      |            |                 | Euro:<br>11.811,60 |                 |

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|   |                           |   |     |     |    |           |   |           |  |                   |
|---|---------------------------|---|-----|-----|----|-----------|---|-----------|--|-------------------|
| B | Propriet<br>a' per<br>1/1 | T<br>BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>T | 105 | 524 | 12 | cat. D/1  |   |           |  | Euro:<br>8.055,80 |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>1      | 105 | 524 | 14 | cat. A/2  | 2 | 6 vani    |  | Euro:650,74       |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>1      | 105 | 524 | 15 | cat. A/2  | 2 | 6,5 vani  |  | Euro:704,96       |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>1      | 105 | 524 | 16 | cat. D/1  |   |           |  | Euro: 334,00      |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>T-1    | 105 | 524 | 2  | cat. A/2  | 2 | 7 vani    |  | Euro:759,19       |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>T      | 105 | 524 | 3  | cat. D/1  |   |           |  | Euro:<br>6.115,00 |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>T      | 105 | 524 | 5  | cat. A/10 | 1 | 13,5 vani |  | Euro:4.566,7<br>7 |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>S1     | 105 | 524 | 7  | cat. D/1  |   |           |  | Euro:<br>6.422,50 |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 25 Piano<br>T      | 105 | 524 | 8  | cat. C/2  | 9 | 17 mq     |  | Euro:115,89       |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR                          | 105 | 583 | 3  | cat. A/2  | 4 | 7 vani    |  | Euro:1.048,4<br>1 |

|   |                           |   |     |     |    |          |   |        |  |                    |
|---|---------------------------|---|-----|-----|----|----------|---|--------|--|--------------------|
| B | Propriet<br>a' per<br>1/1 | O, 47 Piano<br>1<br>BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 51 Piano<br>T-1 - S1 | 105 | 583 | 5  | cat. D/1 |   |        |  | Euro:<br>29.648,00 |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 43 Piano<br>1                            | 105 | 859 | 3  | cat. A/2 | 4 | 6 vani |  | Euro:898,64        |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'EUR<br>O, 43 Piano<br>1                            | 105 | 859 | 4  | cat. A/2 | 4 | 4 vani |  | Euro:599,09        |
| B | Propriet<br>a' per<br>1/1 | BARLETTA<br>(BA) VIA<br>DELL'<br>UNIONE<br>EUROPEA,<br>3 Piano T-1              | 108 | 68  | 15 | cat. D/1 |   |        |  | Euro:<br>4.144,20  |

**Land Details**

| Cadastr<br>e | Title                               | Location          | She<br>et<br>No. | Particl<br>e No. | Su<br>b<br>No | Category       | Clas<br>s | Consisten<br>ce | Cadastral<br>Rent                    | Part<br>No. |
|--------------|-------------------------------------|-------------------|------------------|------------------|---------------|----------------|-----------|-----------------|--------------------------------------|-------------|
| L            | Proprieta<br>' per<br>1000/10<br>00 | BARLET<br>TA (BA) | 105              | 1467             |               | SEMINATI<br>VO | 2         | 2 are 3 ca      | R.D.Euro:1,<br>10 R.A.<br>Euro: 0,68 |             |
| L            | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105              | 1469             |               | SEMINATI<br>VO | 2         | 20 ca           | R.D.Euro:0,<br>11 R.A.<br>Euro: 0,07 |             |
| L            | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105              | 1471             |               | SEMINATI<br>VO | 2         | 27 ca           | R.D.Euro:0,<br>15 R.A.<br>Euro: 0,09 |             |
| L            | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105              | 1473             |               | ULIVETO        | 2         | 88 ca           | R.D.Euro:0,<br>48 R.A.<br>Euro: 0,39 |             |
| L            | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105              | 1475             |               | SEMINATI<br>VO | 2         | 15 ca           | R.D.Euro:0,<br>08 R.A.<br>Euro: 0,05 |             |
| L            | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105              | 1477             |               | SEMINATI<br>VO | 2         | 13 ca           | R.D.Euro:0,<br>07 R.A.<br>Euro: 0,04 |             |

**COFRA S.R.L. - 528509**

**PAGE NO. : 12**

|   |                                     |                   |     |      |                |   |                |                                      |            |
|---|-------------------------------------|-------------------|-----|------|----------------|---|----------------|--------------------------------------|------------|
| L | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105 | 1479 | VIGNETO        | 2 | 28 ca          | R.D.Euro:0,<br>33 R.A.<br>Euro: 0,21 |            |
| L | Proprieta<br>' per<br>1000/10<br>00 | BARLET<br>TA (BA) | 105 | 268  | SEMINATI<br>VO | 2 | 22 ca          | R.D.Euro:0,<br>12 R.A.<br>Euro: 0,07 | 20265<br>4 |
| L | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105 | 877  | VIGNETO        | 3 | 1 are 50<br>ca | R.D.Euro:1,<br>59 R.A.<br>Euro: 1,01 | 63120      |
| L | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105 | 923  | VIGNETO        | 3 | 72 ca          | R.D.Euro:0,<br>76 R.A.<br>Euro: 0,48 | 63120      |
| L | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105 | 924  | VIGNETO        | 3 | 3 are 46<br>ca | R.D.Euro:3,<br>66 R.A.<br>Euro: 2,32 | 63120      |
| L | Proprieta<br>' per 1/1              | BARLET<br>TA (BA) | 105 | 925  | VIGNETO        | 3 | 6 are 54<br>ca | R.D.Euro:6,<br>92 R.A.<br>Euro: 4,39 | 63120      |

All responsibilities are declined regarding any possible omissions concerning the given results. Therefore, we advise to request for "Hypothecating Survey Inspection" c/o the locally competent RR.II. Immovables Registry, as this service doesn't fully guarantees the actual title of the Real Estates of the requested Subject.

## **FINANCIAL AND ECONOMICAL ANALYSIS**

Subject is active since 1983

The economic-financial analysis has been made on the base of the b/s of the latests three years.

During the last years, it achieved profits (r.o.e. 24,1% on 2016) with a remarkable upward trend (+10,75% on 2016 compared to 2015 and +2,7% on 2015 compared to 2014).

The operating result was positive in the last financial year (20,95%) and is higher than the sector's average.

An operating result of Eur. 21.563.905 has been registered. increasing if compared to the year 2015.

During the latest financial year the gross operating margin amounted to Eur. 23.467.237 with a 40,3% growth.

The company has an excellent net worth if compared to its debts, with a low indebtedness (0,38) but slightly increasing.

Subject can manage an equity capital funds for an amount of Eur. 68.991.442 , with an upward trend.

Total indebtedness amounts to Eur. 29.021.765, showing a stable trend as opposed to 2015 (Eur. 25.640.470).

The company does not exceed in bank borrowings; the recourse to suppliers' credit is also limited below the sector's average.

The management determines a good range of liquidity.

As far as the collection of credit goes, the average is high (104,8 days). within the standard level of the average of the sector.

Eur. 18.493.253 is the value of cash flow during the year 2016

In the last financial year labour cost was of Eur. 15.040.357, with a 15,46% incidence on total costs of production. and a 14,12% incidence on sales volumes.

The financial charges are lower than the financial incomes.

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## **FINANCIAL DATA**

|   |                                     |               |              |
|---|-------------------------------------|---------------|--------------|
| ● | Complete balance-sheet for the year | al 31/12/2016 | (in Eur x 1) |
|   | Item Type                           |               | Value        |
|   | Sales                               |               | 106.544.053  |
|   | Profit (Loss) for the period        |               | 16.630.201   |
| ● | Complete balance-sheet for the year | al 31/12/2015 | (in Eur x 1) |
|   | Item Type                           |               | Value        |
|   | Sales                               |               | 96.197.426   |
|   | Profit (Loss) for the period        |               | 13.970.420   |
| ● | Complete balance-sheet for the year | al 31/12/2014 | (in Eur x 1) |
|   | Item Type                           |               | Value        |
|   | Sales                               |               | 93.662.654   |
|   | Profit (Loss) for the period        |               | 6.022.725    |
| ● | Complete balance-sheet for the year | al 31/12/2013 | (in Eur x 1) |
|   | Item Type                           |               | Value        |
|   | Sales                               |               | 83.805.729   |
|   | Profit (Loss) for the period        |               | 4.832.876    |
| ● | Complete balance-sheet for the year | al 31/12/2012 | (in Eur x 1) |
|   | Item Type                           |               | Value        |
|   | Sales                               |               | 76.700.091   |
|   | Profit (Loss) for the period        |               | 4.255.330    |

## **BALANCE SHEETS**

From our constant monitoring of the relevant Public Administration offices, no more recent balance sheets result to have been filed.

- Balance Sheet as at 31/12/2016 - 12 Mesi - Currency: - Amounts x 1
- Balance Sheet as at 31/12/2015 - 12 Mesi - Currency: - Amounts x 1
- Balance Sheet as at 31/12/2014 - 12 Mesi - Currency: - Amounts x 1

| Years                            | 2016 | 2015 | 2014 |
|----------------------------------|------|------|------|
| <b>BALANCE SHEET ACCOUNTS</b>    |      |      |      |
| <b>ASSETS</b>                    |      |      |      |
| <b>CREDITS VS PARTNERS</b>       |      |      |      |
| . Deposits not yet withdrawn     |      |      |      |
| . Deposits already withdrawn     |      |      |      |
| <b>Total credits vs partners</b> |      |      |      |
| <b>FIXED ASSETS</b>              |      |      |      |
| . INTANGIBLE FIXED ASSETS        |      |      |      |

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|   |                   |                   |                   |
|---|-------------------|-------------------|-------------------|
| .. Start-up and expansion expenses            |                   |                   |                   |
| .. Research,develop. and advert.expens.       |                   |                   |                   |
| .. Industrial patent rights                   |                   |                   |                   |
| .. Concessions,licenses,trademarks,etc.       | 321.295           | 304.977           | 341.704           |
| .. Goodwill                                   |                   |                   |                   |
| .. Assets in formation and advance paymen.    |                   |                   |                   |
| .. Other intangible fixed assets              | 194.257           | 160.166           | 173.958           |
| <b>. Total Intangible Fixed Assets</b>        | <b>515.552</b>    | <b>465.143</b>    | <b>515.662</b>    |
| <b>. TANGIBLE FIXED ASSETS</b>                |                   |                   |                   |
| .. Real estate                                | 10.113.261        | 10.079.429        | 10.295.954        |
| .. Plant and machinery                        | 3.575.660         | 4.466.416         | 4.627.630         |
| .. Industrial and commercial equipment        | 942.949           | 1.453.980         | 1.766.703         |
| .. Other assets                               |                   |                   |                   |
| .. Assets under construction and advances     | 351.641           | 151.630           | 89.736            |
| <b>. Total Tangible fixed assets</b>          | <b>14.983.511</b> | <b>16.151.455</b> | <b>16.780.023</b> |
| <b>. FINANCIAL FIXED ASSETS</b>               |                   |                   |                   |
| .. <b>Equity investments</b>                  | 5.000.000         | 5.000.000         | 5.000.000         |
| ... Equity invest. in subsidiary companies    | 5.000.000         | 5.000.000         | 5.000.000         |
| ... Equity invest. in associated companies    |                   |                   |                   |
| ... Equity invest. in holding companies       |                   |                   |                   |
| ... Equity invest. in other companies         |                   |                   |                   |
| .. <b>Financial receivables</b>               | 4.500.000         | 3.200.000         |                   |
| ... Within 12 months                          |                   |                   |                   |
| ... Beyond 12 months                          | 4.500.000         | 3.200.000         |                   |
| ... <b>Receivab due from subsidiaries</b>     | 4.500.000         | 3.200.000         |                   |
| ... Within 12 months                          |                   |                   |                   |
| ... Beyond 12 months                          | 4.500.000         | 3.200.000         |                   |
| ... <b>Receivables due from assoc.comp.</b>   |                   |                   |                   |
| ... Within 12 months                          |                   |                   |                   |
| ... Beyond 12 months                          |                   |                   |                   |
| ... <b>Receivables due from holding comp.</b> |                   |                   |                   |
| ... Within 12 months                          |                   |                   |                   |
| ... Beyond 12 months                          |                   |                   |                   |
| ... <b>Receivables due from third parties</b> |                   |                   |                   |
| ... Within 12 months                          |                   |                   |                   |
| ... Beyond 12 months                          |                   |                   |                   |
| .. <b>Other securities</b>                    | 605.120           | 1.000             | 1.000             |
| .. <b>Own shares</b>                          |                   |                   |                   |
| ... Total nominal value                       |                   |                   |                   |
| <b>. Total financial fixed assets</b>         | <b>10.105.120</b> | <b>8.201.000</b>  | <b>5.001.000</b>  |
| <b>Total fixed assets</b>                     | <b>25.604.183</b> | <b>24.817.598</b> | <b>22.296.685</b> |
| <b>CURRENT ASSETS</b>                         |                   |                   |                   |
| <b>. INVENTORIES</b>                          |                   |                   |                   |
| .. Raw materials and other consumables        | 3.936.429         | 3.211.382         | 4.647.093         |
| .. Work in progress and semimanufactured      | 55.644            | 90.564            | 45.669            |
| .. Work in progress on order                  |                   |                   |                   |
| .. Finished goods                             | 17.868.459        | 7.020.856         | 15.664.176        |
| .. Advance payments                           |                   |                   |                   |
| <b>. Total Inventories</b>                    | <b>21.860.532</b> | <b>10.322.802</b> | <b>20.356.938</b> |

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|   |             |            |            |
|---|-------------|------------|------------|
| <b>. CREDITS NOT HELD AS FIXED ASSETS</b>       |             |            |            |
| . . Within 12 months                            | 39.420.628  | 32.206.204 | 30.329.245 |
| . . Beyond 12 months                            |             |            |            |
| <b>. . Trade receivables</b>                    | 29.879.154  | 26.715.747 | 25.178.329 |
| . . . . Within 12 months                        | 29.879.154  | 26.715.747 | 25.178.329 |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. . Receivables due from subsid. comp.</b>   | 1.136.247   | 864.351    | 1.018.104  |
| . . . . Within 12 months                        | 1.136.247   | 864.351    | 1.018.104  |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. . Receivables due from assoc. comp.</b>    |             |            |            |
| . . . . Within 12 months                        |             |            |            |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. . Receivables due from holding comp.</b>   |             |            |            |
| . . . . Within 12 months                        |             |            |            |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. . Fiscal Receivables</b>                   | 6.304.692   | 2.774.852  | 2.362.666  |
| . . . . Within 12 months                        | 6.304.692   | 2.774.852  | 2.362.666  |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. . Receivables for anticipated taxes</b>    | 332.835     | 413.394    | 420.144    |
| . . . . Within 12 months                        | 332.835     | 413.394    | 420.144    |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. . Receivables due from third parties</b>   | 1.767.700   | 1.437.860  | 1.350.002  |
| . . . . Within 12 months                        | 1.767.700   | 1.437.860  | 1.350.002  |
| . . . . Beyond 12 months                        |             |            |            |
| <b>. Total Credits not held as fixed assets</b> | 39.420.628  | 32.206.204 | 30.329.245 |
| <b>. FINANCIAL ASSETS</b>                       |             |            |            |
| . . Equity invest. in subsidiary comp.          |             |            |            |
| . . Equity invest. in associated companies      |             |            |            |
| . . Equity invest. in holding companies         |             |            |            |
| . . Other equity investments                    |             |            |            |
| . . Own shares                                  |             |            |            |
| . . . Total nominale value                      |             |            |            |
| . . Other securities                            | 13.157.721  | 8.000.000  |            |
| <b>. Total Financial Assets</b>                 | 13.157.721  | 8.000.000  |            |
| <b>. LIQUID FUNDS</b>                           |             |            |            |
| . . Bank and post office deposits               | 2.773.478   | 6.142.248  | 447.497    |
| . . Checks                                      |             |            |            |
| . . Banknotes and coins                         | 12.647      | 12.494     | 8.501      |
| <b>. Total Liquid funds</b>                     | 2.786.125   | 6.154.742  | 455.998    |
| <b>Total current assets</b>                     | 77.225.006  | 56.683.748 | 51.142.181 |
| <b>ADJUSTMENT ACCOUNTS</b>                      |             |            |            |
| . Discount on loans                             |             | 49.561     | 37.557     |
| . Other adjustment accounts                     | 91.707      |            |            |
| <b>Total adjustments accounts</b>               | 91.707      | 49.561     | 37.557     |
| <b>TOTAL ASSETS</b>                             | 102.920.896 | 81.550.907 | 73.476.423 |
| <b>LIABILITIES</b>                              |             |            |            |
| <b>STOCKHOLDERS' EQUITY</b>                     |             |            |            |
| . Capital stock                                 | 5.000.000   | 5.000.000  | 5.000.000  |
| . Additional paid-in capital                    |             |            |            |

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**COFRA S.R.L. - 528509**

**PAGE NO. : 16**

|  |                   |                   |                   |
|--|-------------------|-------------------|-------------------|
| . Revaluation reserves                       | 4.850.000         | 4.850.000         | 4.850.000         |
| . Legal reserve                              | 1.000.000         | 1.000.000         | 1.000.000         |
| . Reserve for Own shares                     |                   |                   |                   |
| . Statute reserves                           |                   |                   |                   |
| . Other reserves                             | 41.511.241        | 25.866.424        | 20.876.365        |
| . Accumulated Profits (Losses)               |                   |                   |                   |
| . Profit( loss) of the year                  | 16.630.201        | 13.970.420        | 6.022.725         |
| . Advances on dividends                      |                   |                   |                   |
| . Partial loss of the year Coverage          |                   |                   |                   |
| <b>Total Stockholders'Equity</b>             | <b>68.991.442</b> | <b>50.686.844</b> | <b>37.749.090</b> |
| <b>RESERVES FOR RISKS AND CHARGES</b>        |                   |                   |                   |
| . . Reserve for employee termination indem.  |                   |                   |                   |
| . . Taxation fund, also differed             | 8.383             | 10.057            | 14.280            |
| . . Other funds                              | 2.354.309         | 2.566.030         | 2.480.477         |
| <b>Total Reserves for Risks and Charges</b>  | <b>2.362.692</b>  | <b>2.576.087</b>  | <b>2.494.757</b>  |
| <b>Employee termination indemnities</b>      | <b>2.397.525</b>  | <b>2.486.823</b>  | <b>2.836.090</b>  |
| <b>ACCOUNTS PAYABLE</b>                      |                   |                   |                   |
| . . . . Within 12 months                     | 29.021.765        | 22.424.957        | 25.865.191        |
| . . . . Beyond 12 months                     |                   | 3.215.513         | 4.529.701         |
| <b>. . Bonds</b>                             |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |
| <b>. . Convertible bonds repayable</b>       |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |
| <b>. . Due to shareholders for financing</b> |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |
| <b>. . Due to banks</b>                      |                   |                   |                   |
| . . . . Within 12 months                     | 1.229.786         | 1.825.525         | 7.730.132         |
| . . . . Beyond 12 months                     | 1.229.786         | 1.610.012         | 7.200.431         |
| . . . . Beyond 12 months                     |                   | 215.513           | 529.701           |
| <b>. . Due to other providers of finance</b> |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |
| <b>. . Advances from customers</b>           |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |
| <b>. . Trade payables</b>                    |                   |                   |                   |
| . . . . Within 12 months                     | 12.150.473        | 8.901.760         | 10.044.989        |
| . . . . Beyond 12 months                     | 12.150.473        | 8.901.760         | 10.044.989        |
| <b>. . Securities issued</b>                 |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |
| <b>. . Due to subsidiary companies</b>       |                   |                   |                   |
| . . . . Within 12 months                     | 2.033.994         | 1.178.949         | 1.289.346         |
| . . . . Beyond 12 months                     | 2.033.994         | 1.178.949         | 1.289.346         |
| <b>. . Due to associated companies</b>       |                   |                   |                   |
| . . . . Within 12 months                     |                   |                   |                   |
| . . . . Beyond 12 months                     |                   |                   |                   |

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|   |             |            |            |
|---|-------------|------------|------------|
| <b>. . Due to holding companies</b>                 |             |            |            |
| . . . . Within 12 months                            |             |            |            |
| . . . . Beyond 12 months                            |             |            |            |
| <b>. . Due to the tax authorities</b>               | 8.014.075   | 7.122.069  | 3.572.601  |
| . . . . Within 12 months                            | 8.014.075   | 7.122.069  | 3.572.601  |
| . . . . Beyond 12 months                            |             |            |            |
| <b>. . Due to social security and welfare inst.</b> | 732.722     | 1.064.647  | 1.017.352  |
| . . . . Within 12 months                            | 732.722     | 1.064.647  | 1.017.352  |
| . . . . Beyond 12 months                            |             |            |            |
| <b>. . Other payables</b>                           | 4.860.715   | 5.547.520  | 6.740.472  |
| . . . . Within 12 months                            | 4.860.715   | 2.547.520  | 2.740.472  |
| . . . . Beyond 12 months                            |             | 3.000.000  | 4.000.000  |
| <b>Total accounts payable</b>                       | 29.021.765  | 25.640.470 | 30.394.892 |
| <b>ADJUSTMENT ACCOUNTS</b>                          |             |            |            |
| . Agio on loans                                     |             |            |            |
| . Other adjustment accounts                         | 147.472     | 160.683    | 1.594      |
| <b>Total adjustment accounts</b>                    | 147.472     | 160.683    | 1.594      |
| <b>TOTAL LIABILITIES</b>                            | 102.920.896 | 81.550.907 | 73.476.423 |

## **MEMORANDUM ACCOUNTS**

|                                 |  |         |           |
|---------------------------------|--|---------|-----------|
| Third party goods               |  |         |           |
| Investment accounts             |  |         | 3.000.000 |
| Risk accounts                   |  | 256.400 | 204.400   |
| Civil and fiscal norms relation |  |         |           |

## **PROFIT AND LOSS ACCOUNTS**

|   |             |            |            |
|---|-------------|------------|------------|
| <b>VALUE OF PRODUCTION</b>                  |             |            |            |
| . Revenues from sales and services          | 106.544.053 | 96.197.425 | 93.662.654 |
| . Changes in work in progress               | 10.812.683  | -8.598.425 | 1.342.059  |
| . Changes in semi-manufact. products        |             |            |            |
| . Capitalization of internal work           |             |            |            |
| <b>. Other income and revenues</b>          | 1.498.589   | 1.400.222  | 1.061.531  |
| . . Contributions for operating expenses    | 406.869     | 740.180    | 360.831    |
| . . Different income and revenues           | 1.091.720   | 660.042    | 700.700    |
| <b>Total value of production</b>            | 118.855.325 | 88.999.222 | 96.066.244 |
| <b>PRODUCTION COSTS</b>                     |             |            |            |
| . Raw material, other materials and consum. | 57.322.905  | 38.557.819 | 50.831.578 |
| . Services received                         | 20.044.621  | 15.650.866 |            |
| . Leases and rentals                        | 16.617      | 60.206     | 18.679.697 |
| <b>. Payroll and related costs</b>          | 15.040.357  | 14.500.344 | 14.208.200 |
| . . Wages and salaries                      | 11.154.702  | 10.780.677 | 10.560.144 |
| . . Social security contributions           | 3.139.348   | 2.997.312  | 2.952.746  |

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|   |                   |                   |                   |
|---|-------------------|-------------------|-------------------|
| . . Employee termination indemnities            | 726.162           | 702.356           | 673.684           |
| . . Pension and similar                         |                   |                   |                   |
| . . Other costs                                 | 20.145            | 19.999            | 21.626            |
| <b>. Amortization and depreciation</b>          | <b>1.863.052</b>  | <b>1.737.090</b>  | <b>1.686.850</b>  |
| . . Amortization of intangible fixed assets     | 145.601           | 121.995           | 106.762           |
| . . Amortization of tangible fixed assets       | 1.559.197         | 1.474.309         | 1.445.758         |
| . . Depreciation of tangible fixed assets       |                   |                   |                   |
| . . Writedown of current receiv.and of liquid   | 158.254           | 140.786           | 134.330           |
| <b>. Changes in raw materials</b>               | <b>-725.047</b>   | <b>1.435.711</b>  | <b>162.209</b>    |
| <b>. Provisions to risk reserves</b>            |                   |                   |                   |
| <b>. Other provisions</b>                       | <b>40.280</b>     | <b>37.552</b>     | <b>36.542</b>     |
| <b>. Other operating costs</b>                  | <b>3.688.635</b>  | <b>2.068.171</b>  | <b>2.729.698</b>  |
| <b>Total production costs</b>                   | <b>97.291.420</b> | <b>74.047.759</b> | <b>88.334.774</b> |
| <b>Diff. between value and cost of product.</b> | <b>21.563.905</b> | <b>14.951.463</b> | <b>7.731.470</b>  |
| <b>FINANCIAL INCOME AND EXPENSE</b>             |                   |                   |                   |
| <b>. Income from equity investments</b>         |                   |                   |                   |
| . . In subsidiary companies                     |                   |                   |                   |
| . . In associated companies                     |                   |                   |                   |
| . . In other companies                          |                   |                   |                   |
| <b>. Other financial income</b>                 | <b>2.981.309</b>  | <b>5.813.089</b>  | <b>1.250.885</b>  |
| <b>. . Financ.income from receivables</b>       | <b>42.575</b>     | <b>28.998</b>     |                   |
| . . . Towards subsidiary companies              | 42.575            | 28.998            |                   |
| . . . Towards associated companies              |                   |                   |                   |
| . . . Towards holding companies                 |                   |                   |                   |
| . . . Towards other companies                   |                   |                   |                   |
| <b>. . Financ.income from secur. t.f.assets</b> |                   |                   |                   |
| <b>. . Financ.income from secur. cur.assets</b> |                   |                   |                   |
| <b>. . Financ.income other than the above</b>   | <b>2.938.734</b>  | <b>5.784.091</b>  | <b>1.250.885</b>  |
| . . . - Subsidiary companies                    |                   |                   |                   |
| . . . - Associated companies                    |                   |                   |                   |
| . . . - Holding companies                       |                   |                   |                   |
| . . . - Other companies                         | 2.938.734         | 5.784.091         | 1.250.885         |
| <b>. Interest and other financial expense</b>   | <b>-358.935</b>   | <b>-661.976</b>   | <b>-1.181.656</b> |
| . . Towards subsidiary companies                |                   |                   |                   |
| . . Towards associated companies                |                   |                   |                   |
| . . Towards holding companies                   |                   |                   |                   |
| . . Towards other companies                     |                   | -661.976          | -1.181.656        |
| <b>Total financial income and expense</b>       | <b>2.622.374</b>  | <b>5.151.113</b>  | <b>69.229</b>     |
| <b>ADJUSTMENTS TO FINANCIAL ASSETS</b>          |                   |                   |                   |
| <b>. Revaluations</b>                           |                   |                   |                   |
| . . Of equity investments                       |                   |                   |                   |
| . . Of financ.fixed assets not repres.E.I.      |                   |                   |                   |
| . . Of securities incl.among current assets     |                   |                   |                   |
| <b>. Devaluation</b>                            |                   |                   |                   |
| . . Of equity investments                       |                   |                   |                   |
| . . Of financial fixed assets (no equity inv)   |                   |                   |                   |
| . . Of securities included among current ass    |                   |                   |                   |
| <b>Total adjustments to financial assets</b>    |                   |                   |                   |
| <b>EXTRAORDINARY INCOME AND EXPENSE</b>         |                   |                   |                   |

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|   |            |            |           |
|---|------------|------------|-----------|
| . <b>Extraordinary income</b>                 |            | 67.053     | 1.074.950 |
| . . Gains on disposals                        |            |            |           |
| . . Other extraordinary income                |            | 67.053     | 1.074.950 |
| . <b>Extraordinary expense</b>                |            | -86.956    | -26.473   |
| . . Losses on disposals                       |            |            |           |
| . . Taxes relating to prior years             |            |            |           |
| . . Other extraordinary expense               |            | -86.956    | -26.473   |
| <b>Total extraordinary income and expense</b> |            | -19.903    | 1.048.477 |
| <b>Results before income taxes</b>            | 24.186.279 | 20.082.673 | 8.849.176 |
| . <b>Taxes on current income</b>              | 7.556.078  | 6.112.253  | 2.826.451 |
| . . current taxes                             | 7.477.193  | 6.109.726  | 2.690.623 |
| . . differed taxes(anticip.)                  | 78.885     | -10.973    | -155.748  |
| . Net income for the period                   | 16.630.201 | 13.970.420 | 6.022.725 |
| . Adjustments in tax regulations pursuance    |            |            |           |
| . Provisions in tax regulations pursuance     |            |            |           |
| . <b>Profit (loss) of the year</b>            | 16.630.201 | 13.970.420 | 6.022.725 |

## **RATIOS**

| <b>RATIOS</b>                      | <b>Value Type</b> | <b>as at 31/12/2016</b> | <b>as at 31/12/2015</b> | <b>as at 31/12/2014</b> | <b>Sector Average</b> |
|------------------------------------|-------------------|-------------------------|-------------------------|-------------------------|-----------------------|
| <b>COMPOSITION ON INVESTMENT</b>   |                   |                         |                         |                         |                       |
| Rigidity Ratio                     | Units             | 0,25                    | 0,30                    | 0,30                    | 0,19                  |
| Elasticity Ratio                   | Units             | 0,75                    | 0,70                    | 0,70                    | 0,80                  |
| Availability of stock              | Units             | 0,21                    | 0,13                    | 0,28                    | 0,24                  |
| Total Liquidity Ratio              | Units             | 0,54                    | 0,57                    | 0,42                    | 0,50                  |
| Quick Ratio                        | Units             | 0,15                    | 0,17                    | 0,01                    | 0,04                  |
| <b>COMPOSITION ON SOURCE</b>       |                   |                         |                         |                         |                       |
| Net Short-term indebtedness        | Units             | 0,38                    | 0,32                    | 0,67                    | 3,49                  |
| Self Financing Ratio               | Units             | 0,67                    | 0,62                    | 0,51                    | 0,18                  |
| Capital protection Ratio           | Units             | 0,69                    | 0,63                    | 0,71                    | 0,70                  |
| Liabilities consolidation quotient | Units             | 0,08                    | 0,25                    | 0,28                    | 0,18                  |
| Financing                          | Units             | 0,42                    | 0,51                    | 0,81                    | 4,27                  |
| Permanent Indebtedness Ratio       | Units             | 0,69                    | 0,69                    | 0,61                    | 0,33                  |
| M/L term Debts Ratio               | Units             | 0,02                    | 0,07                    | 0,10                    | 0,11                  |
| Net Financial Indebtedness Ratio   | Units             | 0,00                    | 0,00                    | 0,19                    | 1,13                  |
| <b>CORRELATION</b>                 |                   |                         |                         |                         |                       |
| Fixed assets ratio                 | Units             | 2,79                    | 2,27                    | 2,02                    | 1,55                  |
| Current ratio                      | Units             | 2,66                    | 2,53                    | 1,98                    | 1,17                  |
| Acid Test Ratio-Liquidity Ratio    | Units             | 1,91                    | 2,07                    | 1,19                    | 0,78                  |
| Structure's primary quotient       | Units             | 2,69                    | 2,04                    | 1,69                    | 0,92                  |
| Treasury's primary quotient        | Units             | 0,55                    | 0,63                    | 0,02                    | 0,05                  |
| Rate of indebtedness ( Leverage )  | %                 | 149,18                  | 160,89                  | 194,64                  | 550,20                |
| Current Capital ( net )            | Value             | 48.203.241              | 34.258.788              | 25.276.990              | 287.582               |
| <b>RETURN</b>                      |                   |                         |                         |                         |                       |

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**COFRA S.R.L. - 528509**

**PAGE NO. : 20**

|  |       |            |            |           |         |
|--|-------|------------|------------|-----------|---------|
| Return on Sales                              | %     | 17,36      | 16,33      | 8,23      | 2,35    |
| Return on Equity - Net- ( R.O.E. )           | %     | 24,10      | 27,56      | 15,95     | 4,20    |
| Return on Equity - Gross - ( R.O.E. )        | %     | 35,06      | 39,62      | 23,44     | 12,89   |
| Return on Investment ( R.O.I. )              | %     | 20,95      | 18,33      | 10,52     | 4,43    |
| Return/ Sales                                | %     | 20,24      | 15,54      | 8,25      | 3,15    |
| Extra Management revenues/charges incid.     | %     | 77,12      | 93,44      | 77,90     | 20,02   |
| Cash Flow                                    | Value | 18.493.253 | 15.707.510 | 7.709.575 | 101.373 |
| Operating Profit                             | Value | 21.563.905 | 14.951.463 | 7.731.470 | 119.132 |
| Gross Operating Margin                       | Value | 23.467.237 | 16.726.105 | 9.454.862 | 246.882 |
| <b>MANAGEMENT</b>                            |       |            |            |           |         |
| Credits to clients average term              | Days  | 104,80     | 99,98      | 96,77     | 88,11   |
| Debts to suppliers average term              | Days  | 65,99      | 66,87      | 58,70     | 98,41   |
| Average stock waiting period                 | Days  | 73,86      | 38,63      | 78,24     | 59,58   |
| Rate of capital employed return ( Turnover ) | Units | 1,04       | 1,18       | 1,27      | 1,40    |
| Rate of stock return                         | Units | 4,87       | 9,32       | 4,60      | 6,04    |
| Labour cost incidence                        | %     | 14,12      | 15,07      | 15,17     | 15,38   |
| Net financial revenues/ charges incidence    | %     | 2,46       | 5,35       | 0,07      | -1,52   |
| Labour cost on purchasing expenses           | %     | 15,46      | 19,58      | 16,08     | 15,21   |
| Short-term financing charges                 | %     | 1,24       | 2,58       | 3,89      | 3,16    |
| Capital on hand                              | %     | 96,60      | 84,77      | 78,45     | 71,49   |
| Sales pro employee                           | Value | 226.689    | 212.356    | 210.951   | 195.712 |
| Labour cost pro employee                     | Value | 32.001     | 32.009     | 32.000    | 29.600  |

## **REMARKS**

- 1) Protests checking (relative to the last five years) performed by crossing and matching the members names and the Firm's Style with the reported addresses, is supplied by the Informatic Registry managed by the Italian Chamber of Commerce. If the fiscal code is not indicated, the eventual homonymous cases are submitted to expert staff evaluation in order to limit wrong matching risks.
- 2) The Legal Data, supplied and retrived from the Firm's Registry of the Italian Chamber of Commerce, are in line with the last registered modifications.
- 3) Risk evaluation and Credit Opinion have been performed on the base of the actual data at the moment of their availability.

## **MARKET / TERRITORY DATA**

Population living in the province : 1.594.109

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Population living in the region : 4.068.167  
Number of families in the region : 1.407.246

Monthly family expences average in the region (in Eur..) :

- per food products : 476
- per non food products : 1.433
- per energy consume : 85

## **SECTOR DATA**

The values are calculated on a base of 1.066 significant companies.

The companies cash their credits on an average of 88 dd.  
The average duration of suppliers debts is about 98 dd.  
The sector's profitability is on an average of 2,35%.  
The labour cost affects the turnover in the measure of 15,38%.  
Goods are held in stock in a range of 60 dd.  
The difference between the sales volume and the resources used to realize it is about 1,40.  
The employees costs represent the 15,21% of the production costs.

## **STATISTICAL DETRIMENTAL DATA**

Statistically the trade activity passes through serious crises.  
The area is statistically considered remarkably risky.  
In the region 41.341 protested subjects are found; in the province they count to 14.510.  
The insolvency index for the region is 1,02, , while for the province it is 0,92.  
Total Bankrupt companies in the province : 8.292.  
Total Bankrupt companies in the region : 15.496.

**FOREIGN EXCHANGE RATES**

| Currency  | Unit | Indian Rupees |
|-----------|------|---------------|
| US Dollar | 1    | INR 71.75     |
| UK Pound  | 1    | INR 92.23     |
| Euro      | 1    | INR 83.13     |
| Euro      | 1    | INR 83.60     |

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

**INFORMATION DETAILS**

|                      |     |
|----------------------|-----|
| Analysis Done by :   | VIV |
| Report Prepared by : | TRU |

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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)