

## CREDIT ANALYSIS REPORT

© Coface Croatia Credit Management Services limited liability company  
 email: office@coface.hr  
 08.05.2009 11:33

**Order Details:** Customer: COFACE Central Europe Holding AG  
 Order number: 252668  
 Delivery speed: Immediate  
 Language: English

### COMPANY REPORTED

**EUROPAPIER CROATIA, VELETRGOVINA, D.O.O.**

**Principal Address:**  
 Rimski odvojak 3  
 10360 Sesvete  
 Croatia  
 Tel: +385-1-2050 333  
 Fax: +385-1-2050 350  
 Email: office@europapier.hr  
 Internet: www.europapier.hr

Registered office:  
 III Rimski odvojak bb  
 10360 Sesvete  
 Croatia  
 Zagrebacka županija

**ICON number:** 4191120  
**National ID:** 1207776

**Date of Last Research:** 17.03.2009

### CREDIT INFORMATION SUMMARY

**Insolvency Information:** According to available information sources the company is not in a insolvency/preliminary/debt regulation proceeding.

**Maximum Credit:** EUR 0,00

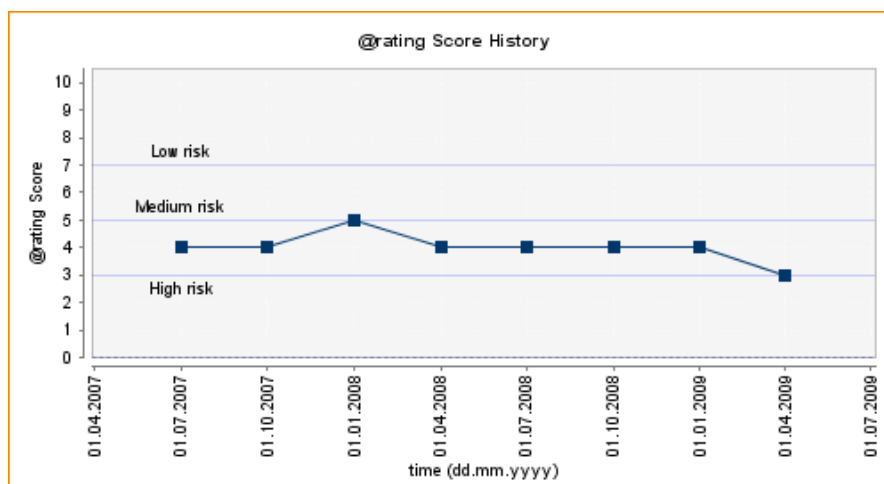
**Credit Rating:** @rating score: 4 - Above medium risk

High Risk			Medium Risk			Low Risk			
1	2	3	4	5	6	7	8	9	10



The Credit Rating is expressed as an @rating score with values from 0 (insolvency) to 10 (no risk). The @rating score denominates the probability of default for the company within 12 months from the date the @rating score was set.

**Credit Rating History:**



**Payment Practices:** Payments are made slowly.

**Further Rating Information:** Researched company is categorized as a big company. Turnover volume of HRK 101.482.287 in the year 2007 increased by 7,78% compared with 2006. In the previous period this change was -3,33%. Fixed assets increased by HRK 105.259 and are 1,38% of total assets.

Equity of HRK 4.193.109 compared with total assets indicates a low level of self-financing.

**Debt Collection:** There is no record of any debt collection action by Coface Croatia Credit Management Services limited liability company against this company exceeding a single case volume of EUR 500.

**COMPANY DETAILS**

**Established:** 19.06.1996

**Registration:** No. 080079671  
24.06.1996  
Trgovački sud u Zagrebu, Croatia

**Legal Form:** Limited Liability Company

**Capital:** **Nominal capital:** HRK 1.523.500,00 since 16.12.1996  
**Changed from:** HRK 1.223.500,00 since

Shareholders:	Full Name	Function	Equity capital
	Europapier Aktiengesellschaft Registration: Austria	Partner	

Management:	Full Name	Function
	Hrabar Vjekoslav	Chairman of the executive board
	Celestina Nataša	Member of the executive board

**Related Companies:** incorporated by merger  
[PAPIROGRAFIKA ZAGREB d.o.o. za unutarnju i vanjsku trgovinu i zastupanje , Croatia , National ID: 3838838](#)

**KEY DATA ON OPERATIONS**

**Subject of Operation:** NACE  
4640 Wholesale of household goods

Wholesale of paper products - packaging materials and office paper stationary and accessories.  
NACE codes given are based on the most recent NACE Revision 2.

The company is active in the Coface sector 'Textiles, leather and clothing'.

**Key Data:**

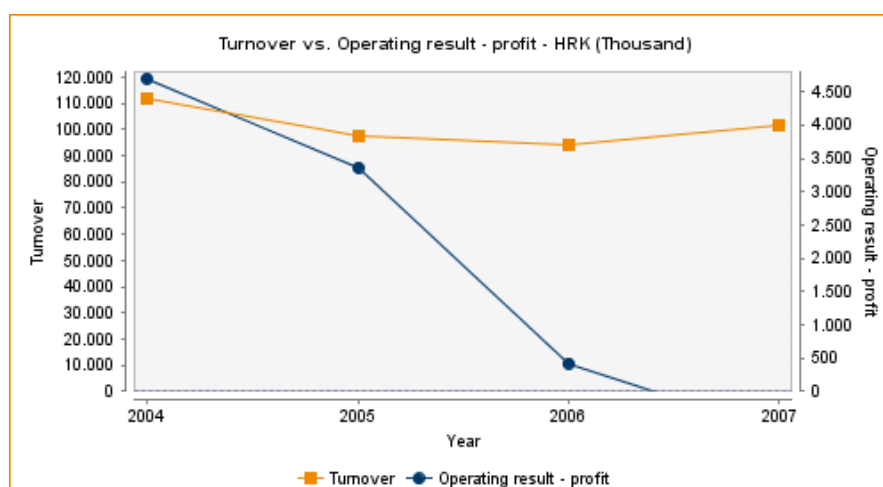
Amounts shown in Croatian Kuna (HRK)

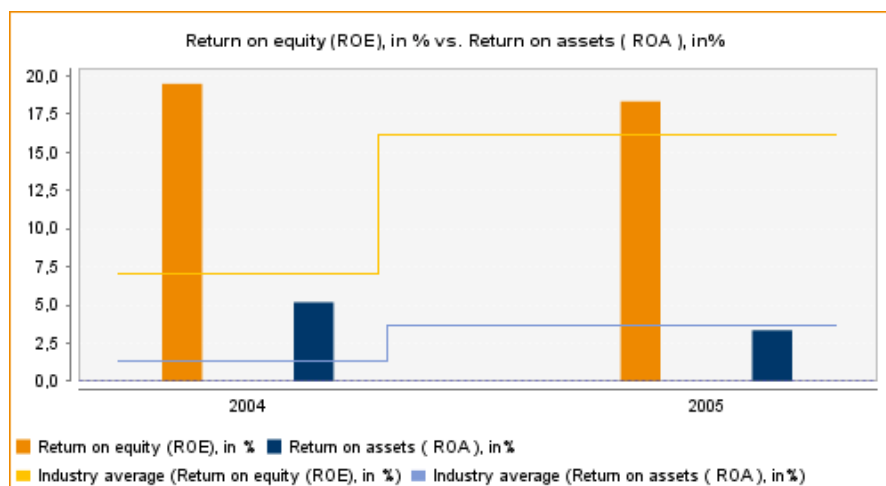
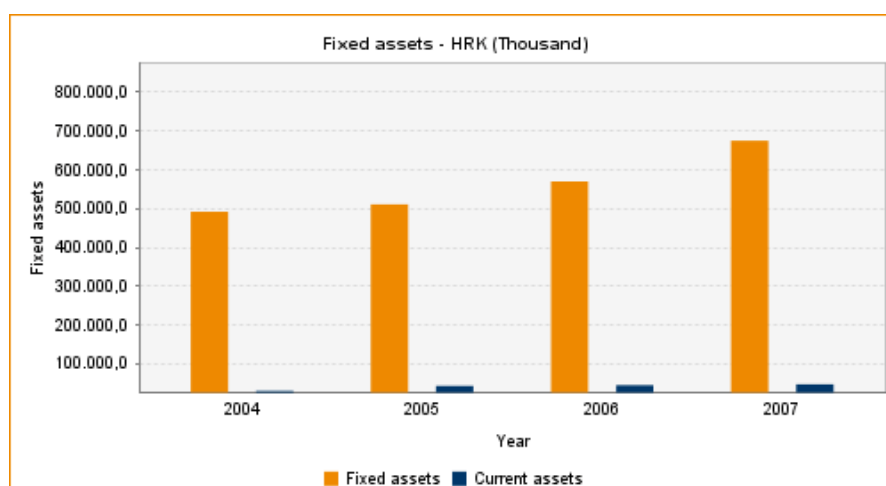
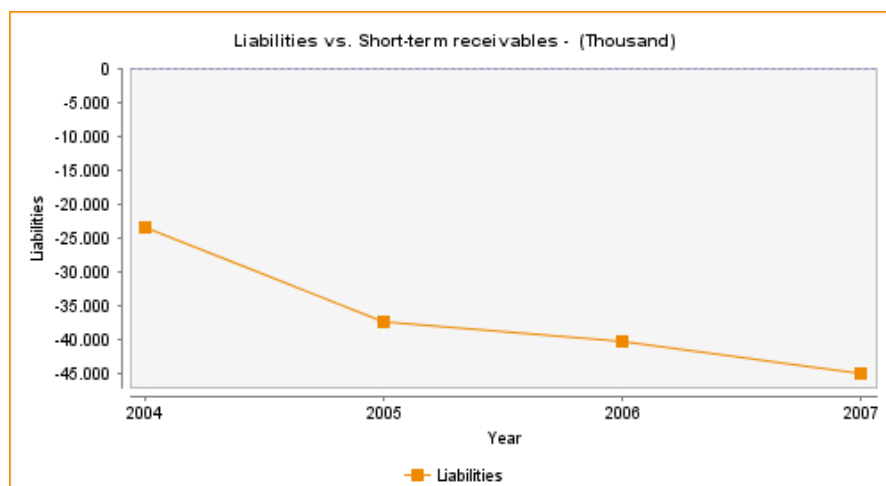
	2007	2006	2005	2004
Turnover	101.482.287 ▲	94.158.327 ►	97.400.770 ▼	111.994.171
Fixed assets	675.126 ▲	569.867 ▲	510.804 ►	491.802
Equity capital	4.193.109 ▼	6.349.274 ▼	8.334.082 ►	8.453.128
Liabilities	44.901.928 ▼	40.119.894 ▼	37.356.683 ▼	23.317.709
Profit after taxation			1.528.940 ▼	1.647.986
Loss after taxation	2.156.165 ▼	1.877.481		
Operating result - profit	0	423.290 ▼	3.360.120 ▼	4.697.179
Operating result - loss	593.367 ▼	0	0	0

	Industry average							
	2007	2006	2005	2004	2007	2006	2005	2004
<b>Return on sales ( ROS ), in%</b> <i>(Profit after taxation / Sales)*100</i>	-	-	1,57	1,47	2,91	2,73	2,45	0,90
<b>Return on assets ( ROA ), in%</b> <i>(Profit after taxation / Total assets)*100</i>	-	-	3,35	5,19	4,26	4,04	3,70	1,31

Industry average values are listed for the NACE branch: 46 - Wholesale trade, except of motor vehicles and motorcycles

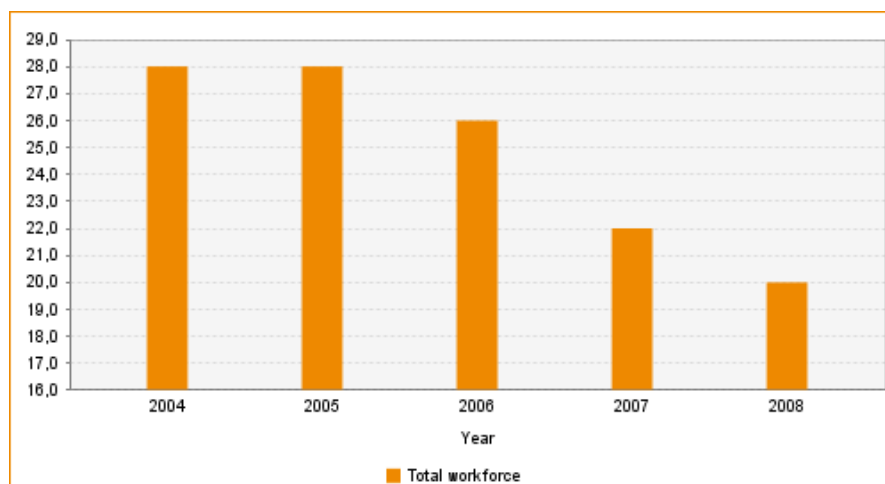
▲ strong positive trend	► stable trend	▼ strong negative trend
▲ positive trend		▼ negative trend





**Workforce:**

	2008	2007	2006	2005
Total workforce	20	22	26	28



Imports:	2007	2006	2005	2004
	in total for all countries: HRK 77.197.685	in total for all countries: HRK 78.943.776	in total for all countries: HRK 73.544.325	in total for all countries: HRK 80.838.610

Exports:	2007	2006	2005	2004
	in total for all countries: HRK 345.198	in total for all countries: HRK 660.033	in total for all countries: HRK 942.226	in total for all countries: HRK 1.272.880

## FINANCIAL INFORMATION

### Financials:

Amounts shown in Croatian Kuna (HRK)

	2007	2006	2005	2004
<b>BALANCE SHEET</b>				
<b>ASSETS</b>				
<b>FIXED ASSETS</b>	<b>675.126,00</b> +18,47%	<b>569.867,00</b> +11,56%	<b>510.804,00</b> +3,86%	<b>491.802,00</b>
Tangible fixed assets	675.126,00 +18,47%	569.867,00 +11,56%	510.804,00 +3,86%	491.802,00
<b>SHORT TERM ASSETS</b>	<b>46.959.104,00</b> +4,68%	<b>44.857.996,00</b> +3,97%	<b>43.143.190,00</b> +45,05%	<b>29.743.826,00</b>
Inventory	7.752.927,00 -17,65%	9.415.065,00 +12,79%	8.347.397,00 +25,98%	6.625.837,00
Short-term financial assets	36.972.266,00 +5,32%	35.104.599,00 +3,04%	34.069.458,00 +50,81%	22.591.225,00
Trade receivables from foreign companies	125.495,00 -66,38%	373.284,00 -40,93%	631.935,00 +21,19%	521.454,00
Trade receivables from domestic companies	35.638.866,00 +9,86%	32.441.147,00 +2,92%	31.521.924,00 +51,78%	20.767.790,00
Cash	2.233.911,00 +560,27%	338.332,00 -53,42%	726.335,00 +37,89%	526.764,00
Prepayments and accrued income	1.460.807,00 +40,29%	1.041.305,00 -48,87%	2.036.771,00 +32,67%	1.535.209,00
Prepaid expenses	17.407,00 +120,20%	7.905,00 +732,11%	950,00 -97,27%	34.836,00
Income of future periods	1.443.400,00 +39,67%	1.033.400,00 -49,24%	2.035.821,00 +35,69%	1.500.373,00
<b>TOTAL ASSETS</b>	<b>49.095.037,00</b> +5,65%	<b>46.469.168,00</b> +1,70%	<b>45.690.765,00</b> +43,81%	<b>31.770.837,00</b>
<b>LIABILITIES</b>				
<b>EQUITY CAPITAL</b>	<b>4.193.109,00</b>	<b>6.349.274,00</b>	<b>8.334.082,00</b>	<b>8.453.128,00</b>

	-33,96%	-23,82%	-1,41%	
<b>Long-term liabilities</b>	<b>23.177.353,00</b>	<b>22.149.559,00</b>		
	+4,64%			
<b>Short-term liabilities</b>	<b>20.708.125,00</b>	<b>17.552.009,00</b>	<b>36.951.952,00</b>	<b>22.909.894,00</b>
	+17,98%	-52,50%	+61,29%	
Short-term trade liabilities to foreign companies	18.647.503,00	14.256.384,00	13.469.219,00	6.627.534,00
	+30,80%	+5,84%	+103,23%	
Short-term trade liabilities to domestic companies	1.567.350,00	1.755.874,00	1.783.082,00	991.164,00
	-10,74%	-1,53%	+79,90%	
<b>Accruals and deferred income</b>	<b>1.016.450,00</b>	<b>418.326,00</b>	<b>404.731,00</b>	<b>407.815,00</b>
	+142,98%	+3,36%	-0,76%	
<b>TOTAL LIABILITIES AND FUNDS</b>	<b>49.095.037,00</b>	<b>46.469.168,00</b>	<b>45.690.765,00</b>	<b>31.770.837,00</b>
	+5,65%	+1,70%	+43,81%	

## PROFIT AND LOSS

<b>TOTAL INCOME</b>	<b>103.667.564,00</b>	<b>95.733.408,00</b>	<b>100.285.673,00</b>	<b>113.639.510,00</b>
	+8,29%	-4,54%	-11,75%	
Turnover, sales revenue	101.482.287,00	94.158.327,00	97.400.770,00	111.994.171,00
	+7,78%	-3,33%	-13,03%	
Extraordinary income (extraordinary benefit)	863.018,00	781.459,00	968.404,00	595.672,00
	+10,44%	-19,30%	+62,57%	
Income from financial transactions (financial income)	1.322.259,00	793.622,00	1.916.499,00	1.049.667,00
	+66,61%	-58,59%	+82,58%	
<b>TOTAL EXPENSES</b>	<b>105.823.729,00</b>	<b>97.610.889,00</b>	<b>98.187.959,00</b>	<b>111.536.602,00</b>
	+8,41%	-0,59%	-11,97%	
Operating expenses	102.075.654,00	93.735.037,00	94.040.650,00	107.296.992,00
	+8,90%	0%	-12,35%	
Extraordinary expenses	1.410.431,00	1.161.075,00	150.754,00	91.208,00
	+21,48%	+670,18%	+65,29%	
Financial costs	2.337.644,00	2.714.777,00	3.996.555,00	4.148.402,00
	-13,89%	-32,07%	-3,66%	
<b>Profit before taxation</b>			<b>2.097.714,00</b>	<b>2.102.908,00</b>
			0%	
Loss before taxation	2.156.165,00	1.877.481,00		
	+14,84%			
Profit tax			568.774,00	454.922,00
			+25,03%	
<b>Profit after taxation</b>			<b>1.528.940,00</b>	<b>1.647.986,00</b>
			-7,22%	
Loss after taxation	2.156.165,00	1.877.481,00		
	+14,84%			

### Partial Financials:

Amounts shown in Croatian Kuna (HRK)

30.09.2008

<b>ASSETS</b>	
Inventory	11.053.856,00
Cash	1.554.842,00
<b>PROFIT AND LOSS</b>	
<b>TOTAL INCOME</b>	<b>87.580.936,00</b>
<b>TOTAL EXPENSES</b>	<b>86.052.704,00</b>

**Rates:**

2007:	7,336019 HRK = 1 EUR
2006:	7,322849 HRK = 1 EUR
2005:	7,3756 HRK = 1 EUR
2004:	7,6599 HRK = 1 EUR
2008:	5,1555 HRK = 1 USD
2007:	5,365993 HRK = 1 USD
2006:	5,83917 HRK = 1 USD
2005:	6,2336 HRK = 1 USD
2004:	6,1272 HRK = 1 USD

**Bankers:**

SOCIETE GENERALE-SPLITSKA BANKA dioničko društvo - Account no. 2330003-1100204273 (Main account)
21000 Split, Ruđera Boškovića 16

**Ratios:**

**Current ratios for the year 2007**

		Industry average			
		All companies total	Companies of the same size		
			Q1	Q2	Q3
<b>Current ratio</b> <i>(Short term assets / Short term liabilities)</i>	2,27	1,17	0,99	1,24	1,82
<b>Quick ratio</b> <i>[(Short term assets - Inventory) / Short term liabilities]</i>	1,89	0,72	0,60	0,90	1,20
<b>Equity ratio, in %</b> <i>(Equity capital / Total Liabilities and Funds) *100</i>	8,54	30,70	16,09	28,36	44,70
<b>Average collection period, in days</b> <i>Trade Receivables *365 / Turnover</i>	128,63	58,97	33,71	71,32	110,09
<b>Sales to Total assets</b> <i>Turnover / Total Assets</i>	2,07	1,39	1,15	1,63	2,27
<b>Staff costs / Operating expenses, in %</b> <i>(Staff costs / Operating expenses) *100</i>	4,79	13,01	3,16	5,41	8,33
<b>Increase/Decrease of Sales, in %</b>	7,78	4,59	-1,62	9,64	19,86
<b>Sales per employee in thousands (000)</b>	4.612,83	447,64	1.040,83	1.863,87	4.535,97
<b>Cash flow from results in thousands (000)</b>	-1.894,65	62,68	2.675,13	7.853,74	14.325

**Historical ratios:**

	2006	2005	2004	Industry average		
				2006	2005	2004
<b>Current ratio</b> <i>(Short term assets / Short term liabilities)</i>	2,56	1,17	1,30	1,16	1,13	0,88
<b>Quick ratio</b> <i>[(Short term assets - Inventory) / Short term liabilities]</i>	2,02	0,94	1,01	0,71	0,70	0,43
<b>Return on equity (ROE), in %</b> <i>(Profit after taxation / Equity capital)*100</i>	-	18,35	19,50	17,29	16,11	7,06
<b>Return on sales ( ROS ), in%</b> <i>(Profit after taxation / Sales)*100</i>	-	1,57	1,47	2,73	2,45	0,90
<b>Return on assets ( ROA ), in%</b> <i>(Profit after taxation / Total assets)*100</i>	-	3,35	5,19	4,04	3,70	1,31
<b>Equity ratio, in %</b> <i>(Equity capital / Total Liabilities and Funds) *100</i>	13,66	18,24	26,61	29,11	27,42	13,63
<b>Average collection period, in days</b> <i>Trade Receivables *365 / Turnover</i>	127,20	120,49	69,38	60,62	60,25	27,07
<b>Sales to Total assets</b> <i>Turnover / Total Assets</i>	2,03	2,13	3,53	1,40	1,39	0,94
<b>Staff costs / Operating expenses, in %</b> <i>(Staff costs / Operating expenses) *100</i>	5,83	5,80	5,56	12,95	13,06	7,71
<b>Increase/Decrease of Sales, in %</b>	-3,33	-13,03	-	4,83	1,63	-14,76
<b>Sales per employee in thousands (000)</b>	3.621,47	3.478,60	3.999,79	432,74	373,83	176,82
<b>Cash flow from results in thousands (000)</b>	-1.620,84	1.778,17	2.187,89	54,67	35,76	0

Industry average values are listed for the NACE branch: 46 - Wholesale trade, except of motor vehicles and motorcycles

If available industry average values are: 1.Quantile (Q1), Median (Q2) and 3.Quantile (Q3).

## BUSINESS ENVIRONMENT

### Country Indicators:

#### Coface Country Rating:

01.03.2009	01.12.2008	01.09.2008
A4	A4	A4

## CODES AND DEFINITIONS

Maximum Credit is to be understood as the highest possible engagement for a supplier delivering goods or rendering services on open terms with an average respite of 60 days. (It is assumed that, on the average, the company in question has 5 suppliers, who deliver goods or render services at the same time.)

### Credit Rating

- 10 No risk
- 9 Excellent/almost no risk
- 8 Very low risk
- 7 Low risk
- 6 Less than medium risk
- 5 Medium risk
- 4 Above medium risk
- 3 High risk
- 2 Very high risk
- 1 Risk of insolvency
- 0 Insolvency/preliminary/debt regulation proceedings

### Payment Practices

Payments are made very correctly. - Payments are made regularly. - Payments are made according to terms - Payments are made irregularly. - Payments are made slowly. - Payments are made very slowly. - Payments are extremely slow, constantly legal actions occur. - Payments stopped.

### Coface Country Rating

- A1 The political and economic situation is very good as is business environment quality. This has a positive influence on corporate payment behaviour. Average corporate default probability is very low.
- A2 The political and economic situation is good. The business environment though has a number of shortcomings. Average corporate default probability is low.
- A3 Changes in a generally good but somewhat volatile political and economic environment can affect corporate payment behaviour. The business environment has some shortcomings. Average corporate default probability is at a quite acceptable level.
- A4 The political and economic outlook is somewhat shaky. A relatively volatile business environment can affect corporate payment behaviour, although average corporate default probability remains acceptable.
- B Economic and financial uncertainties and an occasionally difficult business environment can affect corporate payment behaviour. Average corporate default probability is appreciable.
- C A very uncertain political and economic outlook and a business environment with many shortcomings can have a significant impact on corporate payment behaviour. Average corporate default probability is high.
- D A high-risk political and economic situation and an often highly difficult business environment can have a very significant impact on corporate payment behaviour. Average corporate default probability is very high.

The information and/or data provided are subject to the general terms and conditions or individual contract terms and may be used only for the purpose they have been requested for.

Thank you for using our services.

In case of any additional questions please contact our Credit Information Department:

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 Prilaz Gjüre Dezelica 23  
 10 000 Zagreb  
 Tel.: +385 1 4697 570  
 Fax : +385 1 4697 585

E-mail: [office@coface.hr](mailto:office@coface.hr)

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