



## International Comprehensive Report

### REGISTERED NAME & COMPANY SUMMARY

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#### IDENTIFICATION DETAILS

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Company Name	Obschestvo s ogranichennoy otvetstvennostyu "Terra Impeks"
IGK-Number	027-016-202
Company name in Russian	Общество с ограниченной ответственностью "Терра Импэкс"
Office Address	Prospekt Akademika Kaptyuga 4, Novosibirsk, Novosibirsk region, 630090, Russian Federation
Registered Address	Prospekt Akademika Kaptyuga 4, Novosibirsk, Novosibirsk region, 630090, Russian Federation
Telephone	(+7 383) 3308543
Email	info@terra-nsk.ru
Website	www.terra-nsk.ru

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#### SUMMARY

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Company Status	Active
Legal Form	OOO (Limited liability company by Russian Law)
Date of Incorporation / Formation	2003
Incorporation #	1035403657398
Sales Tax #	5408222633
Revenues/Sales (As on December 31, 2010)	RUB 99 398 000.00
Revenues/Sales (As on December 31, 2009)	RUB 57 637 000.00
Business Activity	Wholesale trade in industrial electrical equipment, machinery and



materials

No. of Employees

Not available

## CREDIT RECOMENDATION

Current Credit Rating: B

Current Credit Limit: EUR 15000

Credit Rating / Limit additional comments:

Rating Explanation	
A	Very Good Creditworthiness (Lowest Risk)
B	Good Creditworthiness (Low Risk)
C	Satisfactory Creditworthiness (Moderate Risk)
D	Not credit worthy
E	Rating suspended

## DIRECTORS/MANAGEMENT

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### DIRECTORS / PRINCIPALS

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General director	Mr Persidskiy, Oleg Viktorovich	(Russian Federation)
Authorized signatory	Mr Persidskiy, Oleg Viktorovich	(Russian Federation)

## NEGATIVE INFORMATION

No records on the subject company have been found in RF bankruptcy/insolvency/receivership data base.



## SHARE & SHARE CAPITAL INFORMATION

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### FINANCIAL INFORMATION

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### CAPITAL STRUCTURE / OWNERSHIP

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Share Capital 10 600 000 RUB (registered) as at October12, 2011

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### MAJOR SHAREHOLDER(S)

As given below

Name	No. of Shares	Holding(%)
Mr Persidskiy, Oleg Viktorovich (Russian Federation)	---	50.00
Mr Sutula, Sergey Viktorovich (Russian Federation)	---	50.00

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## PAYMENT INFORMATION

Remarks on payments None

Sources: IGK Service Debt collection Database

## GROUP STRUCTURE & AFFILIATED COMPANIES

NA



## FINANCIAL INFORMATION

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### FINANCIAL SUMMARY

#### Financial Elements

Period, months	12	12	12
Ended	31.12.2010	31.12.2009	31.12.2008
Currency	RUB 000	RUB 000	RUB 000

#### ===== BALANCE SHEET =====

#### --- A S S E T S -----

#### NON-CURRENT ASSETS

- Intangible assets

- Fixed assets 1 512.00 1 119.00 1 908.00

- Investments in tangible assets

- Financial assets

- Other non-current assets

Non-current assets total 1 512.00 1 119.00 1 908.00

#### CURRENT ASSETS

- Stock 27 046.00 17 442.00 15 551.00

- Debtors 18 955.00 8 435.00 7 716.00

- Other receivables

- Short-term financial investments 674.00 823.00 2 071.00

- Cash 55.00 657.00 70.00

- Other current assets 3.00

Current assets total 46 730.00 27 360.00 25 408.00

Assets total 48 242.00 28 479.00 27 316.00

\* Information provided in this report has been compiled by a third party vendor, not by Status Credit. Status Credit is not responsible for the accuracy of information provided.



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--- EQUITY AND LIABILITIES -----

CAPITAL AND RESERVES

- Share capital	10.00	10.00	10.00
- Additional capital			
- Other capital			
- Reserve capital			
- Retained earnings (Non-covered loss)	1 756.00	669.00	560.00
Capital and reserves total	1 766.00	679.00	570.00

Provisions

LONG-TERM LIABILITIES

- Loans and credits	13 485.00	8 600.00	11 500.00
- long-term amounts owed to banks			
- Other long-term liabilities			
Long-term liabilities total	13 485.00	8 600.00	11 500.00

SHORT-TERM LIABILITIES

- Loans and credits		3 372.00	5 502.00
- short-term amounts owed to banks			
- Creditors	32 792.00	15 481.00	9 744.00
- trade debts	12 766.00	9 519.00	6 146.00
- accrued payroll	100.00	68.00	88.00
- tax liabilities	528.00	242.00	174.00
- other creditors	19 398.00	5 652.00	3 336.00
- advances received			
- Dividends in arrears			

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International Business Reports

- Accrued income, deferred charges	199.00	347.00	
- Other short-term liabilities			
Short-term liabilities total	32 991.00	19 200.00	15 246.00
Liabilities total	46 476.00	27 800.00	26 746.00
Equity and liabilities total	48 242.00	28 479.00	27 316.00

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# Status Credit

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===== PROFIT AND LOSS ACCOUNT =====

ORDINARY ACTIVITY INCOME AND CHARGES

Net sales	99 398.00	57 637.00	91 673.00
Cost of goods sold	79 431.00	46 106.00	74 774.00
Gross profit	19 967.00	11 531.00	16 899.00
Distribution costs	16 868.00	9 037.00	13 706.00

Administrative and management costs

Profit on sales

OPERATING INCOME AND CHARGES

Interest receivable	63.00	159.00	177.00
Interest payable	1 719.00	2 481.00	2 848.00
Income from participating interests			
Other operating income	153.00	6.00	9.00
Other operating charges	278.00	24.00	247.00

Operating profit

INVESTMENT INCOME AND CHARGES

Investment income less charges

Profit before taxation	1 318.00	154.00	284.00
Income-tax and other similar payments			181.00

Profit (loss) from ordinary activity

Extraordinary income less charges

Net profit	1 087.00	109.00	103.00
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----- KEY RATIOS -----

Return on sales, %	1.33	0.27	0.31
Profit before taxation / Net sales			
Operating margin of profit, %			
Operating profit / Net sales			
Return on investment, %	74.63	22.68	49.82
Profit before taxation / Equity			
Current assets turnover	2.13	2.11	3.61
Net sales / Current assets			
Working capital	13 739.00	8 160.00	10 162.00
Current assets - Short-term liabilities			
Leverage	0.04	0.02	0.02
Equity / Total assets			
Current ratio	1.42	1.43	1.67
Current assets / Short-term liabilities			
Quick ratio	0.60	0.52	0.65
(Current assets - Stock) / Short-term liabilities			
Debt-to-equity ratio	26.32	40.94	46.92
Total liabilities / Equity			





## Financial Statements

Period, months	12	12	12
Ended	31.12.2010	31.12.2009	31.12.2008
Currency	RUB 000	RUB 000	RUB 000

### PROFIT AND LOSS ACCOUNT

#### I. ORDINARY ACTIVITY INCOME AND CHARGES

010 Sales revenue (Income from sales of goods, work, services less VAT tax, excise tax and similar compulsory payments)	99 398.00	57 637.00	91 673.00
020 Cost of goods, work, services	79 431.00	46 106.00	74 774.00
029 Gross profit	19 967.00	11 531.00	16 899.00
030 Distribution costs	16 868.00	9 037.00	13 706.00
040 Administrative and management costs			
050 Profit on sales	3 099.00	2 494.00	3 193.00

#### II. OPERATING INCOME AND CHARGES

060 Interest receivable	63.00	159.00	177.00
070 Interest payable	1 719.00	2 481.00	2 848.00
080 Income from participating interests			
090 Other operating income	153.00	6.00	9.00
100 Other operating charges	278.00	24.00	247.00

#### III. INVESTMENT INCOME AND CHARGES

120 Investment income			
130 Investment charges			
140 Profit (loss) before taxation	1 318.00	154.00	284.00

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# Status Credit

International Business Reports

(050+060-070+080+090-100+120-130)

141 Deferred tax assets

142 Deferred tax liabilities

150 Income-tax and other similar compulsory payments 181.00

160 Profit (loss) from ordinary activity

#### IV. EXTRAORDINARY INCOME AND CHARGES

170 Extraordinary income

180 Extraordinary charges

190 Net profit (undistributed profit/loss for fiscal period) 1 087.00 109.00 103.00

(160+170-180)



## BALANCE SHEET

### ASSETS

#### I. NON-CURRENT ASSETS

110 Intangible assets

111 concessions, patents, licences, trade marks, etc.

112 organization costs

113 goodwill

120 Fixed assets 1 512.00 1 119.00 1 908.00

121 land

122 buildings, constructions, plant and equipment

130 Construction in progress

135 Gainful investments in tangible assets

136 property to be leased out

137 property allocated by hiring-out contracts

140 Long-term financial investments

141 investments in subsidiaries

142 investments in associated companies

143 investments in other companies

144 long-term loans to other companies

145 Deferred tax assets

150 Other non-current assets

190 NON-CURRENT ASSETS TOTAL 1 512.00 1 119.00 1 908.00

#### II. CURRENT ASSETS

210 Stock 27 046.00 17 442.00 15 551.00

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# Status Credit

## International Business Reports

211	raw materials and consumables	55.00	141.00	972.00
212	working and productive animals			
213	work in progress	190.00	275.00	433.00
214	finished goods and goods for resale	26 658.00	16 841.00	13 871.00
215	shipped goods			
216	deferred charges	143.00	185.00	275.00
217	other supplies and expenditures			
220	VAT Tax on valuables acquired		3.00	
230	Long-term debtors			
231	trade debtors			
232	bills receivable			
233	amounts owed by subsidiaries and related companies			
234	payments in advance			
235	other debtors			
240	Short-term debtors	18 955.00	8 435.00	7 716.00
241	trade debtors	3 477.00	1 543.00	3 519.00
242	bills receivable			
243	amounts owed by subsidiaries and related companies			
244	subscribed capital called but not paid			
245	payments in advance			
246	other debtors			
250	Short-term financial investments	674.00	823.00	2 071.00
251	short-term credits extended to organizations			
252	own shares and parts redeemed from shareholders			

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# Status Credit

International Business Reports

253	other short-term financial investments			
260	Cash at bank and in hand (total)	55.00	657.00	70.00
261	cash in hand			
262	cash at settlement account			
263	cash at currency account			
264	other cash			
270	Other current assets			
290	CURRENT ASSETS TOTAL	46 730.00	27 360.00	25 408.00
300	TOTAL ASSETS	48 242.00	28 479.00	27 316.00



## EQUITY AND LIABILITIES

### III. CAPITAL AND RESERVES

410	Share capital	10.00	10.00	10.00
411	Own shares repurchased from shareholders			
420	Additional capital			
430	Reserve capital			
431	legally prescribed reserves			
432	reserves provided by the articles of association			
470	Retained earnings (Non-covered loss)	1 756.00	669.00	560.00
490	CAPITAL AND RESERVES TOTAL	1 766.00	679.00	570.00

### IV. LONG-TERM LIABILITIES

510	Loans and credits	13 485.00	8 600.00	11 500.00
511	long-term amounts owed to credit institutions			
512	long-term loans			
515	Deferred tax liabilities			
520	Other long-term liabilities			
590	LONG-TERM LIABILITIES TOTAL	13 485.00	8 600.00	11 500.00

### V. SHORT-TERM LIABILITIES

610	Loans and credits		3 372.00	5 502.00
611	short-term amounts owed to credit institutions			
612	short-term loans			
620	Creditors	32 792.00	15 481.00	9 744.00
621	trade debts	12 766.00	9 519.00	6 146.00
622	accrued payroll	100.00	68.00	88.00

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# Status Credit

## International Business Reports

623	amounts owed to the state non-budget funds	51.00	37.00	46.00
624	tax liabilities	477.00	205.00	128.00
625	other creditors	19 398.00	5 652.00	3 336.00
626	advances received			
630	Dividends in arrears			
640	Deferred income	199.00	347.00	
650	Deferred charges reserve			
660	Other short-term liabilities			
690	SHORT-TERM LIABILITIES TOTAL	32 991.00	19 200.00	15 246.00
700	EQUITY AND LIABILITIES TOTAL	48 242.00	28 479.00	27 316.00

### FOREIGN EXCHANGE RATES

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FOREX RATES (APPROX.)

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USD = RUB 32.0235                      EUR = USD 1.23218

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# Status Credit

International Business Reports

## ADDITIONAL INFORMATION

Incorporation	2003
Date of registration	December 16,.2003
Registration number	1035403657398
Registr. Authority	Ministry for Taxes and Duties (Russian Federation)
VAT number	5408222633
Registr. Authority	Ministry for Taxes and Duties (Russian Federation)
Statistics number	71502834
Registr. Authority	Statistics Board (Russian Federation)
Legal Form	OOO (Limited liability company by Russian Law) since 16.12.2003

Activities 5084 Industrial machinery and equipment  
(NACE 5181: Wholesale of machine tools)

Business line Wholesale trade in industrial electrical equipment, machinery and materials  
Staff employed N/A

## NOTES & COMMENTS

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### COMMENTS

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None

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