



## International Comprehensive Report

### REGISTERED NAME & COMPANY SUMMARY

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|                    |  |
|--------------------|--|
| COMPANY REPORTED:  | CREST CHEMICALS  |
| Principal Address: | P.o Box 4280, 1685 Midrand, Johannesburg,<br>Gauteng, South Africa   |
| Telephone:         | +27-11-3142370/3142318   |
| Fax:               | +27-11-3142222/3141129   |
| Email:             | <a href="mailto:machil.vijverberg@crestchemicals.co.za">machil.vijverberg@crestchemicals.co.za</a> /<br>sramlaul@crestchem.co.za |
| Website:           | www.crestchem.co.za  |
| Established:       | 30/05/1952   |
| Registration:      | 1952/001517/07 Johannesburg, South Africa  |
| VAT number:        | 9450217717   |
| Legal Form:        | Limited Liability Company, Limited by shares   |
| Stock Listing:     | Not Listed   |
| Workforce:         | 380 (2011)   |
| Head office        | 247 15th Road Midrand, Randjespark,<br>Johannesburg, Gauteng, South Africa   |
| Branches           | Durban, Cape Town, Port Elizabeth and East<br>London in South Africa   |



## CREDIT RECOMENDATION

Current Credit Rating: C

Current Credit Limit: USD 100,000

**Credit Rating / Limit additional comments:** An above average credit rating, given to a company which is managing to fulfill its obligations but has negative factors that make it vulnerable to risk.

| 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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#### President/ CEO (1)

|                           |                         |
|---------------------------|-------------------------|
| Name                      | Mr. Trevor Alan Street  |
| Active in daily business: | Active                  |
| Current Title:            | Chief Executive Officer |
| Country of residence      | South Africa            |
| Remarks                   | Top Decision Maker      |

#### Director (2)

|                           |                        |
|---------------------------|------------------------|
| Name                      | Mr. Michiel Vijverberg |
| Active in daily business: | Active                 |

\* 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.



# Status Credit

## International Business Reports

Current Title: Director

Country of residence South Africa

\* Top decision maker is the person who has the ultimate authority or power to make important managerial decisions. He/She may or may not be officially registered as a president or an executive director.

### NEGATIVE INFORMATION

No negative information found.

### SHARE & SHARE CAPITAL INFORMATION

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Company Profile:

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|                 |             |
|-----------------|-------------|
| Nominal Capital | ZAR. 10,000 |
|-----------------|-------------|

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|                 |             |
|-----------------|-------------|
| Paid in Capital | ZAR. 10,000 |
|-----------------|-------------|

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|                    |             |
|--------------------|-------------|
| Subscribed Capital | ZAR. 10,000 |
|--------------------|-------------|

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Shareholders

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| Name                        | Position    | Amount | Ratio   |
|-----------------------------|-------------|--------|---------|
| Mr. Trevor Alan Street      | CEO         |        |         |
| Mr. Michiel Vijverberg      | Director    |        |         |
| Mr. Yvonne Raath            | Director    |        |         |
| Mr. Juergen Buchsteiner     | Director    |        |         |
| Mr. Steven Edward Holland   | Director    |        |         |
| Mr. Nick Judd               | Director    |        |         |
| Brenntag                    | Shareholder |        | 50.00%  |
| The Chemical Services Group | Shareholder |        | 50.00%  |
| Total                       |             |        | 100.00% |

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## PAYMENT INFORMATION

### Terms of payment

|                       |                                   |
|-----------------------|-----------------------------------|
| Buying terms          | 30% in cash, 70% on credit        |
| Selling terms         | 50% in cash, 50% on credit        |
| Recent Sales          | ZAR. 263,000,000 (Estimated 2011) |
| Exports               | None                              |
| Export Ratio          | 10.0%                             |
| Import Ratio          | 20.0%                             |
| Domestic Market Share | 25.0%                             |

## GROUP STRUCTURE & AFFILIATED COMPANIES

Affiliated Companies      none

## FINANCIAL INFORMATION

NA

## FOREIGN EXCHANGE RATES

NA



## ADDITIONAL INFORMATION

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|                     |   |
|---------------------|---|
| Business Activities | Distribution of industrial, commercial, pharmaceutical and domestic chemical based products |
| Suppliers           | SASOL,  |
| Customers           | Local agencies , Distrbutor and outlets   |

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|                    |  |
|--------------------|--|
| Business Premises  | 2000 Sft   |
| Type of occupation | Owned  |
| Location           | The subject is located close to a major road network |
| Premises used as   | Offices  |

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### Banking relationship

|            |  |
|------------|--|
| Main Banks | NEDCOR Ltd, South Africa<br>FIRSTRAND BANK LTD, Oxford Park Branch, 2146 Sandton |
|------------|--|

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### Auditors

|        |                            |
|--------|----------------------------|
| Name   | PRICEWATERHOUSECOOPERS INC |
| Status | Active                     |

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### Credit Check of Subject, President & CEO (as of report date)

Payment Morale: 300: In the documents at our disposal nothing adverse has been shown so far.

CREDIT RATING: 300: Financial situation is average.

|         | PAYMENT MORALE                    | CREDIT RATING                     |
|---------|-----------------------------------|-----------------------------------|
| 100-149 | Payments are made very correctly. | Financial situation is excellent. |
| 150-199 | Payments are made correctly.      | Financial situation is very good. |

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# Status Credit

## International Business Reports

|         |   |  |
|---------|---|--|
| 200-249 | Payments are sometimes made using cash discounts or according to conditions.                                      | Financial situation is good.                                       |
| 250-299 | Payments are made within net agreements.  | Financial situation is satisfactory.                               |
| 300-349 | As a rule payments are made on time according to conditions, in some cases there have been delays and reminders.  | Financial situation is average.                                    |
| 340-399 | Payments are made irregularly, sometimes according to agreements. In several cases reminders have been necessary. | Financial situation is average, increased use of external capital. |
| 400-449 | Payments are made very slowly.  | Overall financial situation is still average.                      |
| 450-499 | Payments are made very slowly. Collection procedures cannot be ruled out.   | Financial situation is temporarily critical.                       |
| 500-549 | Payments are made very slowly, reminders are often necessary. There have also been collection procedures.         | Financial situation is critical.                                   |
| 550-599 | Payments are made very slowly. There have been frequent collection procedures.                                    | Financial situation is very critical.                              |
| 600-699 | Payments are made extremely slowly. There have been frequent collection procedures.                               | High risk of bankruptcy.   |

### NOTES & COMMENTS

NA