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## Business Information Report

### Reference

Victor Vaitkevichius

02/Nov/2009 09:29 GMT

### Business Information Report

UKRAINIAN SAUCE COMPANY LIMITED LIABILITY COMPANY

DUNS: 64-533-4780

D&B RATING	C2
FORMER RATING	HH-
CONDITION	GOOD
TREND	UP
AVG CREDIT (USD)	48,410
PAYMENTS	NO COMPLAINTS

ADDRESS: 21 PEREMOGY STREET  
KYIV, 01001  
UKRAINE

TELEPHONE: 38044 2121212  
TELEFAX: 38044 2121213  
E-MAIL ADDRESS: www.ukrsauce.com.ua  
WEB ADDRESS: info@ukrsauce.com.ua

ANY AMOUNTS HEREAFTER ARE IN LOCAL CURRENCY UNLESS OTHERWISE STATED

### SUMMARY

STARTED: 1998	SALES:	3,948,600
YEAR INC: 1998	PROFIT:	277,600
LEGAL FORM: PRIVATE LIMITED CO	NET WORTH:	1,637,300
REG NO: 124R	NOM CAPITAL:	2,000,000
GOVT GAZ NO:24998511	PAID CAPITAL	ALL
EMPLOYS: 30		
SIC: 2033 5149 5149		
ACTIVITY: MANUFACTURES CANNED FRUITS AND SPECIALTIES		

### PRINCIPALS

Dmytro Petrovych Imanov, general director  
Sergiy Vasylyovych Pavlov, commercial director  
Olena Olexiiivna Yarosh, chief accountant

### BANKERS

Aval,, 6 Kirova street, Kiev, Ukraine.  
Telephone: 38044 2010025  
Account No: 20124236  
Privatbank, Kiev branch., 50 Pobedy avenue, Kiev 03062, Ukraine.  
Telephone: 38044 4572021  
Account No: 204523431042

### PAYMENTS REPORTED

No complaints concerning subject's payments have been reported.

### PUBLIC RECORD INFORMATION

No protested bills have been reported.

### HISTORY

PRINCIPALS ANTECEDENTS

NAME: Dmytro Petrovych Imanov  
Born: Aug 19, 1960  
Nationality: Ukrainian

NAME: Sergiy Vasylyovych Pavlov  
Born: Oct 15, 1965  
Nationality: Ukrainian

NAME: Olena Olexiiivna Yarosh  
Born: Jan 16, 1969  
Nationality: Ukrainian

#### BACKGROUND

Business started Feb 12, 1998.

#### LEGAL FORM

Private limited co registered on Feb 12, 1998.  
Registration Number: 124R  
Government Gazette Number: 24998511  
Tax Registration Number: 2499852371

Local informants report that the latest annual return on file is dated Dec 31, 2005.

#### CAPITAL

Nominal capital: 2,000,000. Paid-up capital: All.

Dmytro Petrovych Imanov, Kiev, Ukraine holds 33.33% of the voting capital.  
Sergiy Vasylyovych Pavlov, Kiev, Ukraine holds 33.33% of the voting capital.  
Borys Maxymovych Kuznetsov, Kharkov, Ukraine holds 33.33% of the voting capital.

#### AFFILIATES

The following are related through principal(s) and/or financial interest(s):

Sadko Limited Liability Company, Kiev, Ukraine  
Year started: 2002.  
Subject has a 49% share interest.  
Tana Limited Liability Company, Kharkov, Ukraine  
Year started: 2000.  
Subject has a 30% share interest.  
Sauce House Limited Liability Company, Kiev, Ukraine  
Year started: 2001.  
This concern is related through common shareholders.

#### BRANCHES/DIVISIONS

Subject has 1 branches/divisions  
'SIMFEROPOL' 5 Sevastopolskaya street, Simferopol, Crimea, Ukraine. These are office premises.

#### OPERATIONS

Manufactures canned fruits and specialties  
Wholesales groceries and related products  
Wholesales groceries and related products  
Import in 2005 - UAH 7938500, in 2004 - UAH 4761300, in 2003 - UAH 529100.  
In Ukraine subject is considered to be a medium concern in this field.  
Annual capacity: 6000 tonnes  
Sells to the general public, group companies, on a regular basis.  
Territory: 100% National  
Subject does not export.

Imports 70% of products from Germany, Poland, Czech Republic

Subject produces the following brand(s):  
SADKO, tomato sauce

EMPLOYS: 30 (approx) as at Mar 31, 2006.

Subject has 3 vehicles including: 3 cars; which are used in the running of the business.

Operates from owned office, warehouse, covering approximately 1,000 square metres at heading address.

Subject is located in an industrial area.

REGISTERED OFFICE: 5 Kosmonavtiv street Kyiv.

## FINANCES

	Fiscal Dec 31, 2005	Fiscal Dec 31, 2006	Fiscal Dec 31, 2007
Turnover	4,894,400	7,254,700	11,725,400
Pre-Tax Profit	-36,500	932,600	1,293,260
Net Worth	199,600	1,100,200	1,200,500
Fixed Assets	23,200	204,700	150,700
Total Assets	4,755,100	6,603,000	7,302,300
Current Assets	4,655,300	6,305,500	7,050,500
Current Liabilities	4,555,500	5,502,800	6,000,800
Working Capital	99,800	802,700	1,049,700
Long Term Debt	0		101,000
Financial Assets	76,600	92,800	100,800
Intangibles			300
Employees	15	17	20

Net Worth and Total Assets are tangible figures shown after the deduction of intangible assets.

## RATIOS

	Dec 31, 2005	Dec 31, 2006	Dec 31, 2007
Current Ratio (X)	1.02	1.14	1.17
Solvency Ratio (%)	2,382.31	600.16	608.27
Fixed Assets/Net Worth (%)	11.62	18.60	12.55
Current Liabs/Net Worth (%)	2,282.31	500.16	499.85
Asset Turnover (%)	102.92	109.87	160.57
Sales / Net Working Cap (X)	49.04	9.03	11.17
Assets / Sales (%)	97.15	91.01	62.27
Profit Margin (%)	-0.74	12.85	11.03
S/holders Return (%)	-18.28	84.76	107.72
Return On Assets (%)	-0.76	14.12	17.71
Sales / Employees	326,293.33	426,747.05	586,270.00
Profit / Employees	-2,433.33	54,858.82	64,663.00

Abstract from fiscal balance sheet as at Mar 31, 2008

LIABILITIES		ASSETS	
Capital	2,000,000	Misc Fixed Ass	91,200
Share Premium	4,000	Total Fixed Ass	91,200
Retained Profits	-366,700	Shares in Group	7,300
Net Worth	1,637,300	Misc Fin'cl Ass	117,700
Mortgages/Loans	1,772,300	Total Fin'cl Ass	125,000
Misc Def Liabs	1,575,100	Misc Intangible	300
		Total Intangible	300
CURRENT LIABILITIES:		CURRENT ASSETS:	
Trade Creditors	7,956,900	Stock	12,098,100
Misc Creditors	250,000	Trade Debtors	1,297,600
Accruals	1,015,400	Misc Debtors	681,100
Bank Overdraft	173,900	Prepaid Expenses	331,300
Hire Purchase Inst	22,900	Cash	458,000
Taxation	13,500	Tax recoverable	876,000
Advances Received	90,100	Misc Current Asset	2,066,200
Misc Current Liabs	3,517,400		
TOTAL CURRENT	13,040,100	TOTAL CURRENT	17,808,300
TOTAL LIABS & NW	18,024,800	TOTAL ASSETS	18,024,800

Profit & Loss Account from Jan 1, 2008 to Mar 31, 2008

Net Sales	3,948,600
Cost of Goods Sold	3,361,500
Gross Profit	587,100
Selling/Admin Expenses	220,300
Misc Operating Charges	66,000
Misc Operating Income	36,800
Net Operating Income	337,600
Misc Financial Income	10,400
Total Financial Income	10,400
Misc Financial Expenses	70,400
Total Financial Expenses	70,400
Profit Before Taxes	277,600
Income Tax	30,300
Profit After Tax	247,300

Net Profit 247,300

According to the balance sheet as of Dec 31, 2007.

The above figures have been abstracted from accounts prepared by subject's accountant: Olena Olexiivna Yarosh

Financial statement obtained from outside sources on Aug 19, 2008.

On Aug 19, 2006 subject confirmed general details in this report.

On Jan 5, 2009 local informants stated that:  
Please note that the contents of this Business Information Report do not relate to a live company. This report has been compiled as an example of the product a customer may expect in this market.

On Aug 19, 2006, Interfax Ukraine reported that: Subject has won tenders to supply tomato sauces and juices for the 'Chicken House', Ukraine's fast food restaurant network.

The Dun & Bradstreet Rating of C2 indicates:

A Financial Strength of USD 175,000 - 345,000 (based on Net Worth)  
and an Overall Condition which is Good (low risk).

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