

Credit report

KNOOBUS OÜ

Reg. code: 11548304
Liinivälja tee 1, Kumna küla 76614 Harku vald, Harju maakond
Tel: 51918666
knoobus@knoobus.ee, www.knoobus.ee

> Commercial Register Info

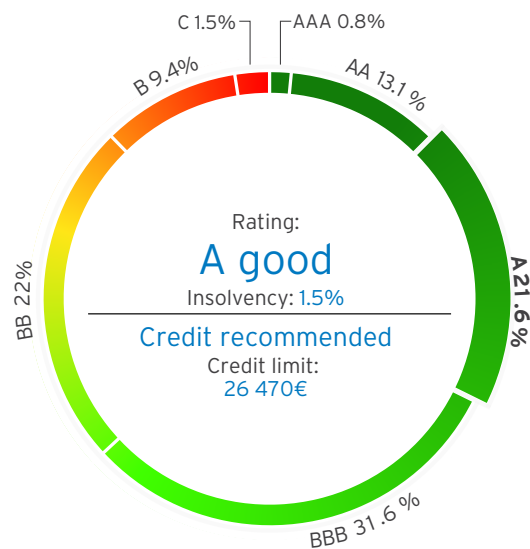
Status: **Registered**
Registered in comm. registry (age): 22/10/2008 (4 y)
Registered fixed capital: 2 556 EUR

Management Board:
Rainer Ottis (38403200210)

Shareholders:
Rainer Ottis

Sphere of business:
Roofing activities

> Credit Opinion



> Find more on page 2

> Economic Indicators 2012

Net sales:	626 136 EUR	↑
incl. export sale:	172 156 EUR	↑
Profit/loss:	16 403 EUR	↓
Number of employees:	12	→
Assets:	128 264 EUR	↑
Equity:	66 176 EUR	↑

> Payment Defaults and Tax Debts

Period: 31/07/2012-31/07/2013

	08/12	09/12	10/12	11/12	12/12	01/13	02/13	03/13	04/13	05/13	06/13	07/13
Payment defaults (actual)	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Tax debts	YES	YES	NO	NO	YES	NO	NO	YES	NO	NO	NO	NO

Find more on page 9

> Conclusion

The company may be credited in the amount of the recommended credit limit. Company's rating is good (A) and there is low probability of insolvency.

Economical situation: Net sales have increased during the last years. The level of sales is average. Profitability is fair. Amount of equity is average. Registered capital has been on a minimum level during last periods.

Financial situation: current ratio - fair, quick ratio - very good, cash ratio - very good, collections - fast. Debt ratio is good, the company is relatively independent of debt capital. Return ratios: profit margin - fair, return on assets - good.

> Credit Rating

Krediidiinfo AS recommends a credit valuation to help you decide whether to sell on credit and how much. The credit valuation consists of the following components: credit limit, rating and insolvency probability. The credit limit is the recommended limit amount for selling on credit. The insolvency probability shows the likeliness of the risk of the company falling into arrears: if it is less than 5%, the risk is low; the probability between 5 and 12% is considered moderate; and the risk is considered high at 12% or higher. The Krediidiinfo rating is the consolidated rating of the company's economic and financial standing of the company and its payment habits. The rating is expressed in letter combinations: AAA stands for excellent; AA, for very good; A, for good; BBB, for satisfactory; BB, for passable; B, for weak; C, for unsatisfactory; and U, O and N are not rated. The illustration to the rating shows the comparative distribution of Estonian companies on the basis of rating classes (see p 1).

Rating:	A good
Insolvency:	1.5%
Credit rating:	Credit recommended
Credit limit:	26 470 €

> Commercial Register Records

>> Commercial Register Records

Business name:	Knoobus OÜ
Register code:	11548304
Registered:	22/10/2008, Harju Maakohtu Registriosakond
Address:	Liinivälja tee 1, Kumna küla
City/county:	Harku vald 76614
Business type:	private limited company
Capital:	2 556 EUR
Statutes:	22/10/2008
Financial year:	01/01-31/12

>> Management Board

Rainer Ottis	
ID code (date of birth):	38403200210
In board since:	30/10/2008
no negative information on payments	

>> Shareholders

Rainer Ottis	
ID code (date of birth):	38403200210
	Shareholder (2 556 EUR)
since	09/12/2011

>> Other

Comdirect Consult OÜ

reg.code: 11095185
 location: Estonia
 Founder

>> Persons Previously Connected to the Company

Comdirect Consult OÜ

reg.code: 11095185
 location: Estonia
 Shareholder
 since: 22/10/2008
 until: 22/10/2008

Ülar Nellis

ID code (date of birth): 38312050022
 location: Estonia
 Member of the Board
 since: 22/10/2008
 until: 30/10/2008

Rainer Ottis

ID code (date of birth): 38403200210
 Shareholder
 since: 22/10/2008
 until: 09/12/2011

>> Registered Capital

Private Limited Company (Ltd) is a company with a share capital divided into shares. The company is liable for the performance of its obligations with all its assets. Shareholders are not personally liable for the obligations. The minimum share capital is EUR 2 500.

Capital	Currency	Beginning date	Ending date
2 556	EUR		
40 000	EEK	22/10/2008	09/12/2011

> Economic Information

>> Sphere of Business

Firm's sphere of business is determined on the basis of international business activity classification system of NACE.

43.91 **Roofing activities**
 46.13 Agents involved in the sale of timber and building materials

>> VAT liability

VAT payer since: 03/11/2008
 VAT number: EE101262271

>> Number of Employees

Number of employees	Date
12	31/12/2012
12	31/12/2011
5	31/12/2010

>> Export (euro)

Information about export is reported in company's annual report

Country	2012	Revenue percentage	2011	Revenue percentage	2010	Revenue percentage
Finland	172 156	27.5	39 528	8.4	6 722	3.8

> Financial Information

>> Financial Statements

2012. annual report submitted
 2011. annual report submitted
 2010. annual report submitted

>> Balance Sheet (EUR)

	31/12/12 (Percentage, %)	12/11 Trend, %	31/12/11 (Percentage, %)	11/10 Trend, %	31/12/10 (Percentage, %)
ASSETS					
CURRENT ASSETS					
Cash and investments	29115 (22.7)	-50.5	58836 (61.9)	+30072.3	195 (0.8)
Receivables and prepayments, including:	30717 (23.9)	+59.2	19296 (20.3)	+542.1	3005 (12.4)
<i>Trade receivables</i>	24953 (19.5)	-	-	-100.0	3005 (12.4)
<i>Tax prepayments</i>	461 (0.4)	+121.6	208 (0.2)	-	-
<i>Other receivables and prepayments</i>	5303 (4.1)	-72.2	19088 (20.1)	-	0 (0.0)
Inventories	-	-	-	-	-
Other current assets	-	-	-	-	-
CURRENT ASSETS TOTAL	59832 (46.6)	-23.4	78132 (82.2)	+2341.6	3200 (13.2)
NON-CURRENT ASSETS					
Financial investments	-	-	-	-	-
Property investments	-	-	-	-	-
Tangible assets, including:	68432 (53.4)	+305.5	16877 (17.8)	-19.7	21005 (86.8)
<i>Depreciation(-)</i>	20271 (15.8)	-	-	-100.0	1661 (6.9)
Other non-current assets	-	-	-	-	-
NON-CURRENT ASSETS TOTAL	68432 (53.4)	+305.5	16877 (17.8)	-19.7	21005 (86.8)
ASSETS TOTAL	128264(100.0)	+35.0	95009(100.0)	+292.5	24205(100.0)
LIABILITIES & EQUITY					
CURRENT LIABILITIES					
Loan liabilities	12069 (9.4)	+212.3	3864 (4.1)	+5.2	3672 (15.2)
Payables and prepayments, including:	33838 (26.4)	-14.6	39619 (41.7)	+297.2	9975 (41.2)
<i>Trade payables</i>	6631 (5.2)	+2674.5	239 (0.3)	-71.6	842 (3.5)
<i>Employee payables</i>	10576 (8.2)	-20.6	13318 (14.0)	+607.7	1882 (7.8)
<i>Tax payables</i>	8208 (6.4)	-55.9	18612 (19.6)	+201.7	6170 (25.5)
<i>Other payables & prepayments</i>	8423 (6.6)	+13.1	7450 (7.8)	+589.2	1081 (4.5)
Other provisions & grants	-	-	-	-	-
CURRENT LIABILITIES TOTAL	45907 (35.8)	+5.6	43483 (45.8)	+218.6	13647 (56.4)
NON-CURRENT LIABILITIES					
Loan liabilities	16181 (12.6)	+823.0	1753 (1.8)	-58.4	4210 (17.4)
Payables & prepayments	-	-	-	-	-
Other provisions & grants	-	-	-	-	-
NON-CURRENT LIABILITIES TOTAL	16181 (12.6)	+823.0	1753 (1.8)	-58.4	4210 (17.4)
LIABILITIES TOTAL	62088 (48.4)	+37.3	45236 (47.6)	+153.3	17858 (73.8)
EQUITY					
Registered capital	2556 (2.0)	0.0	2556 (2.7)	0.0	2556 (10.6)
Unregistered capital	-	-	-	-	-
Reserves	256 (0.2)	0.0	256 (0.3)	-	-
Other capital	-	-	-	-	-
Retained earnings/loss	46961 (36.6)	+1229.2	3533 (3.7)	+16723.8	21 (0.1)
Annual profit/loss	16403 (12.8)	-62.2	43428 (45.7)	+1051.6	3771 (15.6)
EQUITY TOTAL	66176 (51.6)	+33.0	49773 (52.4)	+684.1	6348 (26.2)
LIABILITIES & EQUITY TOTAL	128264(100.0)	+35.0	95009(100.0)	+292.5	24205(100.0)

>> Income Statement (EUR)

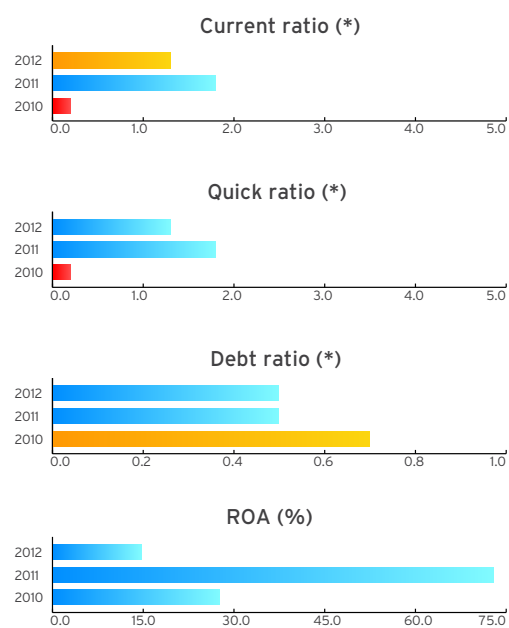
	01/01/2012 -31/12/2012	12/11 Trend, %	01/01/2011 -31/12/2011	11/10 Trend, %	01/01/2010 -31/12/2010
NET SALES	626136	+32.9	471130	+165.6	177400
Scheme 1					
Other income	0	-	0	-	0
Other adjustments	-	-	-	-	-
Raw materials and consumables used	164327	+47.5	111416	+53.8	72442
Other operating expenses	97086	+27.0	76469	+15.5	66212
Employee expenses	332693	+43.8	231345	+612.4	32472
Depreciation	12483	+103.7	6128	+268.9	1661
Other expenses	2337	+21.5	1923	+217.3	606
Scheme 2					
Cost of sales	-	-	-	-	-
GROSS PROFIT/LOSS	-	-	-	-	-
Distribution costs	-	-	-	-	-
Administrative expenses	-	-	-	-	-
Other income	-	-	-	-	-
Other expenses	-	-	-	-	-
Profit/loss from biological assets	-	-	-	-	-
Scheme 1+ Scheme 2					
TOTAL PROFIT/LOSS	17210	-60.8	43849	+994.3	4007
Financial income/expenses	-807	-	-421	-	-236
TOTAL PROFIT/LOSS BEFORE TAXES	16403	-62.2	43428	+1051.6	3771
Income tax	-	-	-	-	-
ANNUAL PROFIT/LOSS	16403	-62.2	43428	+1051.6	3771

>> Cash flow statement (EUR)

	01/01/2012 31/12/2012	01/01/2011 31/12/2011	01/01/2010 31/12/2010
CASH FLOWS FROM OPERATING			
Indirect Method			
Operating profit (loss)	17210	43849	4007
Depr. and impairment of fixed assets	12483	6128	1661
Profit (loss) sale from fixed assets	-	-	-
Changes in receivables and prepayment	-11421	-16292	-1428
Changes in inventories	-	-	-
Changes in payables and prepayment	-5781	29644	9537
Other operating cash flows	0	0	-
Direct Method			
Receipts from sales	-	-	-
Other income from operating activities	-	-	-
Payments to suppliers	-	-	-
Payments to employees	-	-	-
CASH FLOWS FROM OPERATING, TOTAL	12491	63329	13777
CASH FLOWS FROM INVESTING			
Purchase and sale of assets	-64038	-2000	-22666
Purchase and sale of finance investments	-	-	-
Other cash and inflows from investments	8	7	1
CASH FLOWS FROM INVESTING, TOTAL	-64030	-1993	-22665
CASH FLOWS FROM FINANCING			
Loans received	31500	0	10395
Repayments of loans received	-6409	-	-
Proceeds from overdraft	-	-	-
Repayments of finance lease	-2457	-2265	-2513
Interest paid	-816	-428	-238
Dividends paid	-	-	-
Income tax paid	-	-	-
Other cash and flows from finance activities	-	-	0
CASH FLOWS FROM FINANCING, TOTAL	21818	-2693	7645
CASH FLOWS, TOTAL	-29721	58643	-1244
Cash and equiv. beginning of period	58836	193	1439
Change	-29721	58643	-1244
Effect on exchange rate changes	-	-	-
Cash and cash equiv. at end of period	29115	58836	195

>> Ratios

Ratio	01/01/2012 31/12/2012	01/01/2011 31/12/2011	01/01/2010 31/12/2010
Liquidity and solvency			
Working capital (th EUR)	13.9	34.7	-10.5
Current ratio (*)	1.3	1.8	0.2
Quick ratio (*)	1.3	1.8	0.2
Cash ratio (*)	0.6	1.4	0.0
Collection period (days)	12	-	3
Capital circulation			
Assets turnover (*)	5.6	7.9	13.0
Capital structure			
Debt ratio (*)	0.5	0.5	0.7
Efficiency			
Operating margin (%)	2.7	9.3	2.3
Profit margin (%)	2.6	9.2	2.1
ROA (%)	14.7	72.9	27.7
Cash flow (th EUR)	-29.7	58.6	-1.2



> Payment Habits

>> Tax Debts

Tax arrears to Estonian Tax and Customs Board are updated monthly. Arrears below EUR 640 are not presented. Staggered schedule and challenged debts are pointed out separately.

01.07.2013 no tax debts recorded

Month	2013 (EUR)		2012 (EUR)		2011 (EUR)		2010 (EUR)	
	Scheduled	Protested	Scheduled	Protested	Scheduled	Protested	Scheduled	Protested
January	-		-		5 040		-	
February	-		-		3 082	✓	-	
March	2 706		-		-		-	
April	-		-		-		-	
May	-		-		-		-	
June	-		-		-		-	
July	-		-		-		-	
August			7 540		-		-	
September			1 242		-		-	
October			-		-		-	
November			-		-		-	
December			2 622		-		-	

>> Credit Register Information

Payment default is the borrower's failure to comply with its contractual financial obligation for more than 45 days from the day following the due date and when the sum of an arrear together with interests and penalties is at least EUR 30. Information on payment defaults derives from the members or other contractual parties of the Credit Register. The given data includes the default's appearing and termination dates or the status, the sum's magnitude and origin. Ranges are distributed as follows: EUR 30.00 - 64.99, EUR 65.00 - 319.99, EUR 320.00 - 639.99, EUR 640.00 - 3 199.99, EUR 3 200.00 - 12 799.99, EUR 12 800.00 - 63 999.99, EUR 64 000.00 and more.

Data from the Register Members

No information on payment defaults.

Data from Other Creditors

No information on payment defaults.

Information given in this report has been gathered from public sources. AS Krediidiinfo does not guarantee the reliability or the accuracy of the sources or the sufficiency and adequacy of the report. AS Krediidiinfo is not liable for any direct or indirect loss or damage caused by use of this report