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Reference: sample report

SRR ZAO

ACTIVE SINGLE LOCATION

Tradestyle(s) RollPet

RollPet

Address: 9, Moskovskaya ul. Moscow, 111000, RUSSIAN FEDERATION

Telephone(s): 7495 96516 D-U-N-S: 68-353-2975

IDENTIFICATION & SUMMARY

IDENTIFICATION

E-mail Address: D-U-N-S: Telefax:

68-353-2975 7495 96517 info@sampl_co.ru

Trading Style(s): Telephone(s): Web Address:

7495 96516 RollPet www.sample_co.ru

RollPet

SUMMARY

Year Started: Local Legal Form: SIC:

1998 Zakrytoe Aktsionernoe Obshchestvo 5099

Year Incorporated: Reg No: **Employs:**

1998 55555 10

Legal Form: Govt Gaz No:

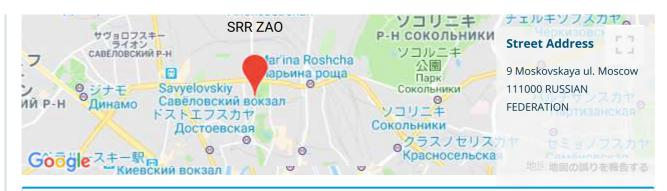
Private joint stock co 5555555

Activity:

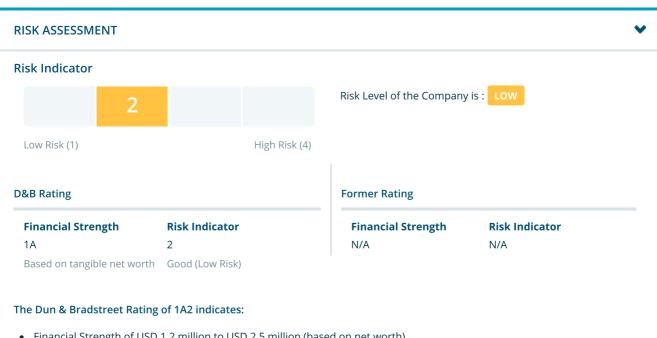
Wholesales durable goods

Currency

All monetary amounts quoted in this report are shown in Russian Rouble unless otherwise stated.



ISK EVALUATION		SUMMARY	
Risk Indicator	2	Registered Capital	10,000 ROU
D&B Rating	1A2	Sales/Turnover	183,863,000 ROU
Trend	EVEN	Pre-Tax Profit	5,000 ROU
Average Credit	27,704 USD	Tangible Net Worth	134,950,000 ROU
		Total Assets	180,861,000 ROU
		Principal(s)	3
		Payments	VARIABLE



- Financial Strength of USD 1.2 million to USD 2.5 million (based on net worth).
- A Risk Indicator which is Good (Low Risk).

TREND ANALYSIS Key Trends Risk Indicator Current Ratio Statutory Debt No. of **Solvency Ratio Employees**

Static	Improving	Static	Static	Improving

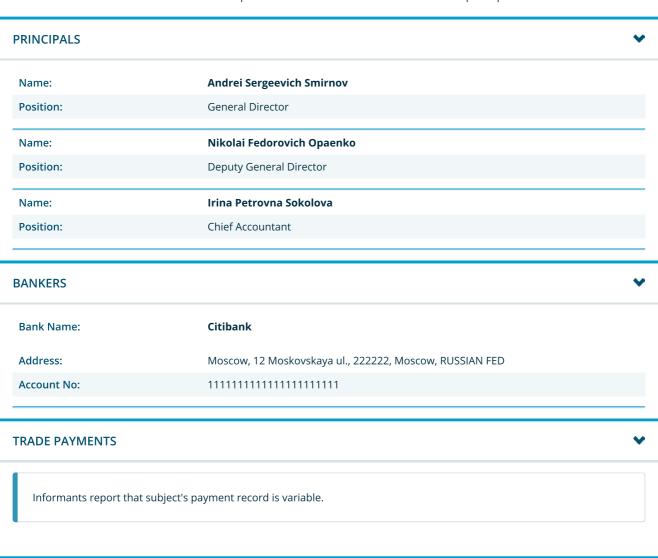
Understanding Key trends:

PUBLIC RECORD INFORMATION

Using historical archive data we are able to plot the movement of key data elements.

Methodology:

Where data availability allows we are monitoring six elements for key trends: solvency ratio, current ratio, statutory debts, employee figure, scores or rating. Financial trends are based year over year using latest available financial statements or figures, whereas statutory debt comparisons are made quarterly as fresh information is released. Comparative employee data, typically collected directly from the subject company is therefore triggered by latest to last date of update. As our scores are recalculated on the basis of all fresh information these comparisons will also reflect latest to last date of update position.



Defendant Name: SRR ZAO Court: Arbitration court of Moscow region Cause of Action: Not Available Date of Action: Sep 05, 2018 Court Reference: A123-18

Related Amount:	587,302 Leone Sierra Leone
Costs Of:	10,000 Leone Sierra Leone
Status of Action:	Not Available

This section of the report was compiled after a search was conducted on the D&B Court Database which contains commercial cases filed in courts and tribunals of the country of the report subject within the previous seven years. It is for information purposes only. Certified copies can only be obtained from the official source.

The public record items contained in this report may have been paid, terminated, vacated, settled or relased prior to the date this report was printed with status on certain cases confirmed during current investigation as stated.

HISTORY



BACKGROUND

• Business started in 1998 as a Limited Liability Company under the name 'Rolling Petrol'.

Business continued from Aug 15, 2000 under the name Rolling Petrol as a Private Joint Stock Company.

LEGAL FORM

• Private Joint Stock Company registered on Mar 05, 1998 in Moscow.

Registration No: 55555

Government Gazette No: 55555555

REFERENCES

Tax Registration No:

Audit company LLC, 15, Novomoskovskaya ul., Moscow 111111

555555555

CAPITAL

Nominal capital: 10,000 Russian Roubles

Paid-Up capital: Al

Starting capital is 8,000 Russian Roubles.

LINKAGE



OWNERSHIP

Name:	Semenov Petr Semenovich	
Ownership:	Holds 50% of the voting capital.	
Name:	Vlasov Igor Nikolaevich	
Ownership:	Holds 50% of the voting capital.	

AFFILIATES

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

Name:	Darus 000
Location:	Moscow, Russian Fed
Affiliate DUNS:	53-457-5236
Details:	Subject has a 30% share interest.

BRANCHES/DIVISIONS



Subject has 1 branches/divisions .

Location: Astana, Kazakhstan.

Details: These are office premises.

OPERATIONS



LINE OF BUSINESS

Wholesales durable goods (5099)

Wholesales nondurable goods (5199)

In Russian Federation subject is considered to be a medium business in this field.

SALES AND PURCHASING

Sells to group companies, on a regular basis.

PURCHASE TERRITORY/EXPORT/IMPORT

Area	Percent	Region/Country
Domestic Sales	100%	
Imports		France, Italy, U K

EXPORTS

Subject does not export.

EMPLOYEES

Employs: 10

CONTRACTS

Current Contract Value	Current Contract With	Current Contract For	Project Location	Project Completion Date
125,000 Russian Roubles	Ammando OOO	Sales home furniture	Moscow, Russian Fed	Dec 31, 2019

LOCATION

Operates from office at heading address.

Subject is located in a central business area.

Registered office: At heading address.

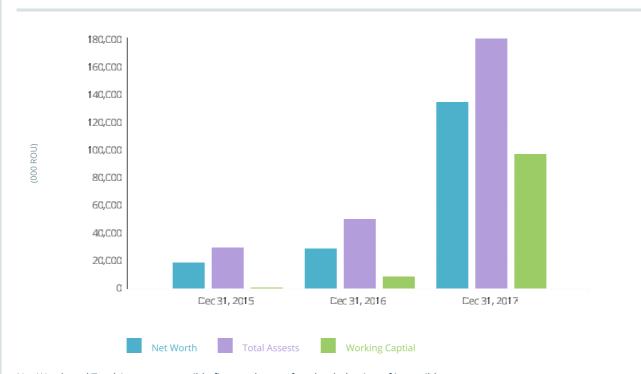
FINANCIAL INFORMATION

**

TREND OF TURNOVER & PRE-TAX PROFIT



TREND OF KEY BALANCE SHEET ITEMS



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

COMPARATIVES

	Fiscal Dec 31, 2015 (000 Russian Roubles)	Fiscal Dec 31, 2016 (000 Russian Roubles)	Fiscal Dec 31, 2017 (000 Russian Roubles)
Turnover	39,140	88,492	183,863
Pre-tax Profit	1,884	2,870	5
Net Worth	18,638	28,943	134,950

Fixed Assets	17,937	20,448	38,911
Total Assets	29,457	50,131	180,861
Current Assets	11,510	29,548	141,895
Current Liabilities	10,819	21,188	44,557
Working Capital	691	8,360	97,338
Long Term Debt			1,354
Financial Assets	10	135	55

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

RATIOS

	Dec 31, 2015	Dec 31, 2016	Dec 31, 2017
Current Ratio	1.06	1.39	3.18
Solvency Ratio (%)	58.05	73.21	34.02
Fixed Assets / Net Worth (%)	96.24	70.65	28.83
Current Liabs / Net Worth (%)	58.05	73.21	33.02
Asset Turnover (%)	132.87	176.52	101.66
Sales / Net Working Capital	56.64	10.59	1.89
Assets / Sales (%)	75.26	56.65	98.37
Profit Margin (%)	4.81	3.24	0.00
Shareholders Return (%)	10.11	9.92	0.00
Return on Assets (%)	6.40	5.73	0.00

BALANCE SHEET

Abstract from individual fiscal balance sheet.

Assets	As at Dec 31, 2015 (000 Russian Roubles)	As at Dec 31, 2016 (000 Russian Roubles)	As at Dec 31, 2017 (000 Russian Roubles)
Fixtures/Eqpt	17,000	20,000	38,911
Misc Fixed Assets	937	448	
Total Fixed Assets	17,937	20,448	38,911
Investments	10	135	55
Total Fin'cl Assets	10	135	55
CURRENT ASSETS			
Stock & WIP	560	7,560	34,478
Trade Debtors	5,810	11,280	58,833
Misc Debtors	4,800		
Cash	200	5,600	2,336
Tax Recoverable	140	2,100	1,235
Misc Current Assets		3,008	45,013
TOTAL CURRENT	11,510	29,548	141,895
TOTAL ASSETS	29,457	50,131	180,861

Liabilities	As at Dec 31, 2015 (000 Russian Roubles)	As at Dec 31, 2016 (000 Russian Roubles)	As at Dec 31, 201 (000 Russian Roubles
Capital	10	10	1
Legal Reserves	1,500	7,690	
Retained Profits	15,680	8,980	134,94
Misc Reserves	1,448	12,263	
Net Worth	18,638	28,943	134,95
Misc Def Liabilities			1,35
CURRENT LIABILITIES			
Trade Creditors	6,500	16,230	38,51
Misc Creditors	2,810	980	
Bank Overdraft			6,04
Owed to Members	180	1,000	
Taxation	560	350	
Advances Received	700	268	
Misc Current Liabilities	69	2,360	
TOTAL CURRENT	10,819	21,188	44,55
	20.457	FO 424	180,86
TOTAL LIABS & NET WORTH ROFIT & LOSS	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles)	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles)	to Dec 31, 201
	Jan 01, 2015 to Dec 31, 2015	Jan 01, 2016 to Dec 31, 2016	to Dec 31, 201
ROFIT & LOSS Net Sales	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles)	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles)	to Dec 31, 201 (000 Russian Roubles 183,86
ROFIT & LOSS Net Sales Cost of Goods Sold	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200	to Dec 31, 201 (000 Russian Roubles 183,86 167,35
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292	to Dec 31, 201 (000 Russian Roubles 183,86 167,35
Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50
Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24 62,37 -3,81
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24 62,37 -3,81
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256 510	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income Total Financial Income	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256 510 766	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income Total Financial Income Interest Payable	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164 164 4,100	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256 510 766 380	to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income Total Financial Income Interest Payable Misc Financial Expenses	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164 164 4,100 6,500	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 1,500 22,092 256 510 766 380 19,608	to Dec 31, 201 (000 Russian Roubles) 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26 4,26
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income Total Financial Income Interest Payable Misc Financial Expenses Total Financial Expenses	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164 164 4,100 6,500 10,600	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256 510 766 380 19,608 19,988	to Dec 31, 201 (000 Russian Roubles) 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26 4,46
Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income Total Financial Income Interest Payable Misc Financial Expenses Total Financial Expenses Profit Before Taxes	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164 4,100 6,500 10,600 1,884	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256 510 766 380 19,608 19,988 2,870	to Dec 31, 201 (000 Russian Roubles) 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26 444
ROFIT & LOSS Net Sales Cost of Goods Sold Gross Profit Selling/Admin Expenses Misc Operating Charges Misc Operating Income Net Operating Income Interest Receivable Group Related Income Total Financial Income Interest Payable Misc Financial Expenses Total Financial Expenses Profit Before Taxes Income Tax	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164 164 4,100 6,500 10,600 1,884 150	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 1,500 22,092 256 510 766 380 19,608 19,988 2,870 250	to Dec 31, 201 (000 Russian Roubles) 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26 444
	Jan 01, 2015 to Dec 31, 2015 (000 Russian Roubles) 39,140 20,000 19,140 1,500 6,500 1,180 12,320 164 4,100 6,500 10,600 1,884	Jan 01, 2016 to Dec 31, 2016 (000 Russian Roubles) 88,492 65,200 23,292 12,500 1,500 12,800 22,092 256 510 766 380 19,608 19,988 2,870	Jan 01, 201 to Dec 31, 201 (000 Russian Roubles 183,86 167,35 16,50 24,46 58,24 62,37 -3,81 4,26

Financial statement obtained from outside sources on Sep 05, 2018.

INVESTIGATION INFORMATION

On Sep 05, 2018 local informants stated that:

Please note that the details contained in this report do not refer to a live company. The report has been provided as an example of the type of BIR a customer could expect to receive in this market.

APPENDICES

COUNTRY INSIGHT

Stretching over 11 time zones from the Baltic Sea in the west to the Pacific Ocean in the east, Russia is the world's largest country by area. The country's 84 geographic sub-entities have varying degrees of autonomy, as well as vast political and socioeconomic discrepancies. The dissolution in 1991 of the Soviet Union (which nominally consisted of Russia and 14 constituent republics) was followed by the erratic presidency of Boris Yeltsin. In 1994, armed conflict broke out over the status of the Caucasian republic of Chechnya, whose authorities sought independence from Russia. Political stability increased under Yeltsin's successor, Vladimir Putin, but has partly been achieved at the expense of a liberal democratic order. Russia is among the world's biggest oil producers and has the largest proven reserves of natural gas. A poor business environment and a lack of economic reform have inhibited foreign investment, and the diversification of exports away from their dependence on hydrocarbons is vital.

Should you require further information relating to D&B's Country Insight Products & Services please contact countryinsight@dnb.com.

CUSTOMER SERVICE

Speed of service:	Typically 4 working days
SCN:	201902275006430011
Order Date:	Feb 27, 2019

Should you require any further information or have any questions, please contact your local Customer Service Centre.

Enquiries should **always** contain the below minimum details please:

- Full Company Name
- Full Headquarters Address (street, town, country)
- Telephone Number
- Business Identification Number (registration number, chamber of commerce number, VAT number, Government Gazette number)
- Contact Name
- SCN
- Order Date

The information in this report was last updated on Jan 29, 2019.

D&B RATING GLOSSARY

D&B Rating - The D&B Rating consists of two parts, the Financial Strength Indicator and the Risk Indicator.

For example: in the case of a **2A 4** rating, **2A** means the financial strength of the business and **4** is the risk indicator.

The **Risk Indicator** is used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from expert rules systems, the Risk Indicator is refreshed whenever data is loaded onto our databases. Please see the table below for the Risk Indicators and their corresponding values.

Risk Indicators

4	Significant level of risk	Take suitable assurances before extending credit
3	Greater than average risk	Proceed with transaction but monitor closely
2	Low risk	Proceed with transaction
1	Minimal risk	Proceed with transaction - offer terms required
-	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to indicate trading activity

The **Financial Strength Indicator** is based on either Net Worth or Issued Capital. The table below contains the possible values.

Financial Strength Indicator		Range	
Net Worth	Capital	FROM	то
5A	5AA	\$60 million	And above
4A	4AA	\$25 million	\$60 million
3A	ЗАА	\$12 million	\$25 million
2A	2AA	\$2.5 million	\$12 million
1A	1AA	\$1.2 million	\$2.5 million
Α	AA	\$600,000	\$1.2 million
В	ВВ	\$345,000	\$600,000
С	СС	\$175,000	\$345,000
D	DD	\$120,000	\$175,000
Е	EE	\$60,000	\$120,000
F	FF	\$35,000	\$60,000
G	GG	\$15,000	\$35,000
н	нн	0	\$15,000
Alternate Ratings Used			
N	Financial Strength is negative		
0	Financial Strength is undisclosed		
NB	New Business: Less than 24 months		
NQ	Out of Business: Business has ceased to trade		

FINANCIAL RATIO GLOSSARY

 $\label{thm:company:equality:equal} \text{Key Business Ratios are used to identify irregularities in the status and future potential of a company.}$

Name	Formula	Explanation
Current Ratio (x)	Total Current Assets / Total Current Liabilities	This ratio shows the cover by current assets of short term creditors, and the higher the ratio the more assurance there is that payment of creditors can be met.

Solvency Ratio %	((Current Liabilities + Long Term Liabilities) / Tangible Net Worth) x 100	From this can be seen the extent to which the company is financed by creditors and debt rather than permanent finance. The higher the ratio the more likely it is that debt (either short term or long term) will be a burden to the company. The effect is higher interest charges, lower profits and a squeeze on liquidity to the disadvantage of creditors.
Fixed Assets to Net Worth (%)	(Total Fixed Assets / Tangible Net Worth)x 100	The proportion of net worth that consists of fixed assets will vary greatly from industry to industry, but in general terms a company is under capitalised if fixed assets exceed net worth. In this case it is possible that the company has too much debt, and it should therefore be examined with care. If on the other hand fixed assets are much lower than net worth the company is over capitalised and is either extremely cautious or in a position to expand. thus a ratio either well in excess of the median, or well below it, means that the company should be looked at with care.
Current Liabilities to Net Worth (%)	(Total Current Liabilities / Tangible Net Worth) x100	This contrasts the funds that creditors are temporarily risking with a company with the funds permanently invested by the owners. The higher the ratio the less security for creditors. Care should be exercised when selling to any company with creditors of less than one year exceeding two thirds of net worth.
Asset Turnover (%)	(Turnover / Total Assets(including Intangibles)) x 100	This ratio measures how efficient the company's management has been in generating sales from the assets at its disposal. The measure can vary considerably from industry to industry and should therefore be judged according to the industry norm.
Sales to net working capital (x)	Turnover / Net working capital *	This ratio indicates whether a company is overtrading (handling an excessive volume of sales in relation to working capital). Companies with substantial sales gains often reach a level where their working capital becomes strained. Even if they maintain an adequate total investment for the volume being generated (assets to sales) that investment may be so centred in fixed assets or other non-current items that it will be difficult to continue meeting all current obligations. A ratio falling into either an extremely high or low position may indicate potential problems.
Assets to Sales (%)	(Total Assets(including Intagibles) / Turnover) x 100	This correlates sales with the total investment that is used to generate those sales. By comparing a company's ratio with industry norms it can be be determined whether the business is overtrading or conversely, carrying more assets than needed for its sales volume. Abnormally low ratios can indicate overtrading which may lead to financial difficulties if not corrected. Extremely high ratios can be the result of a too conservative management or too low a level of turnover.

Profit Margin (%) (Profit before Tax / Turnover) x 100 (Profit before Tax / Turnover) x 100 This reveals the profits earned per pound of sales and therefore measures the efficiency of the operation. This ratio is an indicator of the business'ability to withstand adverse conditions such as falling prices, rising costs or declining sales Shareholders' Return (%) (Profit before Tax / Tangible Net Worth*)			
the company's management to realise an adequate return on the capital invested by the owners of the business. There is a tendency to look increasingly to this ratio as a final measure of profitability. Generally, a relationship of at least 10% is regarded as desirable for providing dividends plus funds for future growth. Return on assets (%) (Profit before Tax / Total Assets) x 100 This is the key indicator of profitability for a company it matches operational profits with the assets available to earn a return. Companies using their assets efficiently will have a relative high return while less well run businesses will have a relatively low return Sales per Employee (000) Turnover / Employees This gives an indication of the efficiency of the labour force. This ratio will vary considerable from industry to industry Profit per Employee (000) Profit before Tax / Employees This ratio gives a guide as to how effectively the labour force is utilised, and is the best way to measure	Profit Margin (%)	(Profit before Tax / Turnover) x 100	pound of sales and therefore measures the efficiency of the operation. This ratio is an indicator of the business'ability to withstand adverse conditions such as falling prices, rising
for a company it matches operational profits with the assets available to earn a return. Companies using their assets efficiently will have a relative high return while less well run businesses will have a relatively low return Sales per Employee (000) Turnover / Employees This gives an indication of the efficiency of the labour force. This ratio will vary considerable from industry to industry Profit per Employee (000) Profit before Tax / Employees This ratio gives a guide as to how effectively the labour force is utilised, and is the best way to measure	Shareholders' Return (%)		the company's management to realise an adequate return on the capital invested by the owners of the business. There is a tendency to look increasingly to this ratio as a final measure of profitability. Generally, a relationship of at least 10% is regarded as desirable for providing
of the labour force. This ratio will vary considerable from industry to industry Profit per Employee (000) Profit before Tax / Employees This ratio gives a guide as to how effectively the labour force is utilised, and is the best way to measure	Return on assets (%)	(Profit before Tax / Total Assets) x 100	for a company it matches operational profits with the assets available to earn a return. Companies using their assets efficiently will have a relative high return while less well run businesses will have a relatively
effectively the labour force is utilised, and is the best way to measure	Sales per Employee (000)	Turnover / Employees	of the labour force. This ratio will vary
	Profit per Employee (000)	Profit before Tax / Employees	effectively the labour force is utilised, and is the best way to measure

GLOSSARY OF LEGAL FORMS

Legal Form	Legal Form (local)
State Owned Concern	Unitarnye Predpriyatiya
State Owned Concern	Unitarnye Predpriyatiya Osnovannye Na Prave Operativnogo Upravleniya
State Owned Concern	Unitarnye Predpriyatiya Osnovannye Na Prave Khozyaistvennogo Vedeniya
Public Joint Stock Company	Otkrytye Aktsionernye Obshchestva/Publichnye Aktsionernye Obshchestva
Partnership	Khozyaistvennye Tovarishchestva/Obshchestva
General Partnership	Polnye Tovarishchestva
Co operative co	Proizvodstvennye kooperativy
Co operative co	Krestiyanskie (fermerskie) khozyaistva
Joint Stock Company	Aktsionernye obshchestva
Partnership	Tovarishchestva na vere
Limited Liability Company	Obshchestva s Ogranichennoi Otvetstvennostiyu
Unlimited company	Obshchestva s Dopolnitelnoi Otvetstvennostiyu
Private Joint Stock Company	Zakrytye Aktsionernye Obshchestva
State Owned Concern	Dochernie Unitarnye Predpriyatiya
Social enterprise	Yuridicheskie Litsa Yavlyayushchiesya Nekommercheskimi Organizatsiyami
Partnership	Sadovodcheskie ogorodnicheskie ili Dachnye Nekommercheskie Tovarishchestva
Cooperative	Assotsiatsii Krestiyanskikh (Fermerskikh) Khozyaistv
Social organization	Organy Obshchestvennoi Samodeyatelnosti

Syndicate	Finansovo-Promyshlennye Gruppy
Social organization	Territorialnye Obshchestvennye Samoupravleniya
Social organization	Uchrezhdeniya
State Owned Concern	Gosudarstvennye Korporatsii
Social organization	Obshchestvennye i Religioznye Organizatsii
Social organization	Obshchestvennye Dvizheniya
Co operative co	Potrebitelskie Kooperativy
Partnership	Prostye Tovarishchestva
General Partnership	Fondy
Social organization	Prochie Nekommercheskie Organizatsii
Foreign company	Predstavitelstva/Filialy
Proprietorship	Individualnye Predprinimateli
Syndicate	Paevye Investitsionnye Fondy
General partnership	Obiedineniya Yuridicheskikh Lits (Assotsiatsii I Soyuzy)
Partnership	Tovarishchestva Sobstvennikov Zhiliya
Partnership	Nekommercheskie partnerstva
Social organization	Avtonomnye Nekommercheskie Organizatsii
Legal Structure not ascertained	Pravovaya Forma Ne Ustanovlena/Inye Neyuridicheskie Litsa
Proprietorship	Organizatsii Bez Prav Yuridicheskogo Litsa/Individualnye Predprinimateli

GLOSSARY OF CURRENCIES

Abbrevation	Currency Name
ILS	Israeli Sheqel
USD	U S Dollars
EUR	Euro
JOD	Jordanian Dinar

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