**COMPANY REPORT**

Date: 04.06.20123

Company name: Sample & Co GmbH (requested)

Sample u. Co GmbH (correct)

**IDENTIFICATION DETAILS**

Company: Sample u. Co GmbH (correct)

Street: Sample Str. 12, 123456 Sample

Town: Sample -Westfalen

Country: GERMANY

Tel.: +49 1234 5678

Fax: +49 1234 5678

Web-site: www.Samplegas.com

Email: www.Samplecommunications.de

**SENIOR COMPANY PERSONNEL**

There is currently 1 principal. There have been 0 appointment(s) in the last 12 months and 0 resignations.

Name: Georg Potthast

Position: Managing Director

Address: 12345 Samples, Sample -Westfalen, GERMANY

Date of Birth: 24 Aug 1953

Other Current Associations

|  |  |  |
| --- | --- | --- |
| **Company Name** | **Appointed** | **Function** |
| Flüssiggas Verwaltungs GmbH | 02 May 2000 | Managing Director |
| Georg Sample GmbH & Co. KG | 02 May 2000 | DE KG Partner |

**EMPLOYEES**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **2010** | **2009** | **2008** |
| Number of Employees | 112 | 115 | unknown |

**PAYMENTS**

|  |  |
| --- | --- |
| Average Payment Behaviour | 3 Days Before Terms |
| Paydex | 81 |

Number of payment experiences: 13

Current amount of debits (in EUR): 4,400

Payment Experiences Summary

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Value Bands | Number of Experiences | Total Value | Paid within terms (%) | Paid late (%) | | | |
| 1-30 days | 31-60 days | 61-90 days | 91+ days |
| 100,000 - 99,999,999 | 0 | 0 | - | - | - | - | - |
| 50,000 - 99,999 | 0 | 0 | - | - | - | - | - |
| 15,000 - 49,999 | 0 | 0 | - | - | - | - | - |
| 5,000 - 14,999 | 0 | 0 | - | - | - | - | - |
| 1,000 - 4,999 | 1 | 1,100 | 100 | - | - | - | - |
| < 1,000 | 12 | 3,300 | 100 | - | - | - | - |
| Total | 13 | 4,400 |  |  |  |  |  |

**ASSESSMENT**

Risk assessment: Normal Risk

**BANKERS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Bank Name** | **ZIP Code / Postcode** | **Town** | **Bank Sort Code** |
| Commerzbank vormals Dresdner Bank | 59524 | Lippstadt | 41280043 |
| Postbank | 44131 | Dortmund | 44010046 |
| Volksbank Benninghausen | 59556 | Lippstadt | 41661504 |
| Deutsche Bank | 59524 | Lippstadt | 41670027 |

**FINANCIALS**

|  |  |
| --- | --- |
| **Capital** | |
| Ordinary Share Capital (GmbH) | EUR 102,258 |

**Financials - based on investigation**

|  |  |  |
| --- | --- | --- |
|  | **Non Consolidated Based on averages customary within an industry  EUR 2012** | **Non Consolidated Based on averages customary within an industry  EUR 2011** |
| Fixtures, fittings and other equipment | 25,000 | 30,000 |
| Stocks | 3,600,000 | 3,700,000 |
| Accounts receivable from trade | 4,900,000 | 5,000,000 |
| Liabilities falling due within one year | 5,000,000 | 6,000,000 |
| Sales Revenue | 136,000,000 | 142,500,000 |

|  |  |  |
| --- | --- | --- |
|  | **Non Consolidated Based on investigation 2012** | **Non Consolidated Based on investigation 2011** |
| Number of Employees | 110 | 120 |

Note: the number of employees is not shown in thousands

**Financials - based on balance sheet**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Fiscal Non Consolidated Based on Balance Sheet EUR 31 Dec 2010** | **Fiscal Non Consolidated Based on Balance Sheet EUR 31 Dec 2009** | **Fiscal Non Consolidated Based on Balance Sheet EUR 31 Dec 2008** |
| **ASSETS** | | | |
| fixed assets | 23,523,722 | 26,052,812 | - |
| fixed tangible assets/ intangible assets | 14,557 | 91,204 | - |
| financial fixed assets | 23,509,165 | 25,961,608 | - |
| current assets | 14,306,789 | 9,863,178 | 189,156 |
| inventories (net value) | 3,301,418 | 3,208,480 | - |
| receivables and other current assets | 7,400,846 | 5,457,615 | 111,958 |
| liquid funds | 3,604,525 | 545,017 | 77,198 |
| Other assets | 34,665 | 36,871 | - |
| **LIABILITIES AND SHAREHOLDERS EQUITY** | | | |
| equity (capital and reserves) | 14,622,707 | 15,570,209 | 49,715 |
| capital | 89,476 | 102,258 | 25,000 |
| reserves | 5,360,718 | 6,652,065 | - |
| equity related funds | 9,172,513 | 8,815,885 | 24,715 |
| outside/borrowed capital | 21,597,704 | 18,812,147 | 139,442 |
| provisions | 12,579,429 | 11,952,563 | 10,631 |
| Liabilities | 9,018,275 | 6,859,584 | 128,811 |
| other equity and liabilities | 1,644,765 | 1,570,505 | - |
| balance sheet total | 37,865,175 | 35,952,861 | 189,156 |
| **PROFIT + LOSS** | | | |
| Net sales or gross result | 13,581,870 | 14,978,991 | - |
| other operating expenses | 11,415,831 | 11,485,309 | - |
| thereof personnel costs | 5,427,239 | 5,728,388 | - |
| thereof consumption of fixed capital (business year) | 94,810 | 12,153 | - |
| financial result | 720,022 | 528,062 | - |
| taxes/taxation rebates | (1,181,498) | (1,512,182) | - |
| annual result | 1,704,563 | 2,534,276 | - |

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Non Consolidated Based on Balance Sheet 31 Dec 2010** | **Non Consolidated Based on Balance Sheet 31 Dec 2009** | **Non Consolidated Based on Balance Sheet 31 Dec 2008** |
| Number of Employees | 112 | 115 | unknown |

Note: the number of employees is not shown in thousands

**Profit & Loss Account**

Profit & Loss Account is displayed according to HGB accounting standard.

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Fiscal Non Consolidated EUR 31 Dec 2010** | **Fiscal Non Consolidated EUR 31 Dec 2009** | **Fiscal Non Consolidated EUR 31 Dec 2008** |
| Crude result | 13,581,870 | 14,978,991 | - |
| Staff costs | 5,427,239 | 5,728,388 | - |
| Wages and salaries | 4,231,516 | 4,200,090 | - |
| Social security expenses | 1,195,724 | 1,528,298 | - |
| Of which expenditures for retirement benefits | 379,777 | 759,092 | - |
| Depreciation on intangible and tangible assets | 94,810 | 12,153 | - |
| Other operating expenses | 5,893,781 | 5,744,768 | - |
| Total Operating Income | 2,166,039 | 3,493,682 | - |
| Net interest result | 720,022 | 542,531 | - |
| Income from securities and loans | 782,671 | 307,972 | - |
| Other interest and similar income | - | 288,905 | - |
| Interest and similar expenses | 62,649 | 54,347 | - |
| Write-offs of financial assets and marketable securities | 0 | 14,469 | - |
| Result from ordinary operations before taxes | 2,886,061 | 4,021,744 | - |
| Extraordinary result | - | 24,715 | - |
| Extraordinary income | - | 24,715 | - |
| Taxes | 1,181,498 | 1,512,182 | - |
| Taxes on income | 1,159,518 | 1,490,115 | - |
| Other taxes | 21,979 | 22,068 | - |
| Net profit/loss | 1,704,563 | 2,534,276 | - |
| Accumulated profit/loss | 6,815,885 | - | - |
| Transfer from reserves | 652,065 | - | - |
| From retained earnings | 652,065 | - | - |
| Retained profit/loss | 9,172,513 | - | - |

**Balance Sheet**

Balance Sheet is according to German HGB accounting standard.

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Fiscal Non Consolidated EUR 31 Dec 2010** | **Fiscal Non Consolidated EUR 31 Dec 2009** | **Fiscal Non Consolidated EUR 31 Dec 2008** |
| Assets | | | |
| Goodwill | - | 70,402 | - |
| Intangibles | 0 | 70,402 | - |
| Plant, machinery & equipment | 1 | 1 | - |
| Fixtures, fittings and other equipment | 14,556 | 20,801 | - |
| Total Fixed Assets | 14,557 | 20,802 | - |
| Shares, investments | 609,290 | 609,290 | - |
| Long term investments | 16,500,357 | 10,315,663 | - |
| Other loans | 5,827,529 | 14,508,037 | - |
| Other financial assets | 571,989 | 528,618 | - |
| Financial assets | 23,509,165 | 25,961,608 | - |
| Total Long Term Assets | 23,523,722 | 26,052,812 | 0 |
| Raw materials & supplies | 126,183 | 125,562 | - |
| Work in progress | 87,945 | 170,878 | - |
| Finished goods and merchandise | 3,087,290 | 2,912,040 | - |
| Stocks | 3,301,418 | 3,208,480 | 0 |
| Accounts receivable from trade | 6,718,292 | 4,295,889 | - |
| Accounts due from affiliated companies | 56,558 | 319,611 | - |
| Accounts due from shareholders | - | 24,250 | - |
| Other assets | 625,996 | 817,865 | - |
| Accounts receivable and other assets | 7,400,846 | 5,457,615 | 111,958 |
| Own shares | - | 652,065 | - |
| Securities | 0 | 652,065 | - |
| Liquid assets | 3,604,525 | 545,017 | 77,198 |
| Total Current Assets | 14,306,789 | 9,863,178 | 189,156 |
| Deferred charges and prepaid expenses | 34,665 | 36,871 | - |
| Total Assets | 37,865,175 | 35,952,861 | 189,156 |
| Liabilities | | | |
| Issued capital | 89,476 | 102,258 | 25,000 |
| Capital surplus | 5,360,718 | 6,000,000 | - |
| Retained income reserves | 0 | 652,065 | - |
| Accumulated profit/loss | - | 6,281,609 | (30,700) |
| Net profit/loss | - | 2,534,276 | 55,415 |
| Retained profit / loss (-) | 9,172,513 | 8,815,885 | 24,715 |
| Net Worth | 14,622,707 | 15,570,209 | 49,715 |
| Provisions for pensions | 8,493,791 | 8,493,791 | - |
| Provisions for taxes | 52,834 | 481,388 | - |
| Other provisions | 4,032,804 | 2,977,384 | - |
| Provisions | 12,579,429 | 11,952,563 | 10,631 |
| Trade accounts payable | 4,252,070 | 2,396,703 | - |
| Liabilities due to affiliated companies | 2,491,863 | 2,239,052 | - |
| Other liabilities | 2,274,342 | 2,223,830 | - |
| Liabilities falling due within one year | 9,018,275 | 6,859,584 | 128,811 |
| Deferred income | 1,644,765 | 1,570,505 | - |
| Total Liabilities & Net Worth | 37,865,175 | 35,952,861 | 189,156 |

**Key Financial Ratios**

|  |  |  |  |
| --- | --- | --- | --- |
| **STATEMENT DATE** | **31 Dec 2010** | **31 Dec 2009** | **31 Dec 2008** |
| **Financial Situation:** | | | |
| Equity ratio (%) | 38.6 | 43.3 | 26.3 |
| **Result Situation:** | | | |
| Non-operating to operating income (%) | - | 0.6 | - |
| Return on Equity (after-tax) (%) | 11.7 | 16.3 | - |
| Return On Assets (%) | 4.7 | 7.2 | - |
| Operative Cash Flow (EUR) | 2,245,437.01 | 8,345,395.97 | - |
| **Financial State:** | | | |
| Liquidity ratio of assets A (%) | 62.2 | 59.8 | - |
| Liquidity ratio of assets B (%) | 98.3 | 92.4 | - |
| Liquidity ratio 1 (%) | 40.0 | 7.9 | 59.9 |
| Liquidity ratio 2 (%) | 122.0 | 97.0 | 146.8 |
| Liquidity ratio 3 (%) | 158.6 | 143.8 | 146.8 |
| EBIT- Interest-coverage (%) | 4,706.7 | 7,545.6 | - |

**Growth Rates**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **2010 vs 2009** | **2009 vs 2008** |
|  | Net Operating Profit | (38)% | - |
|  | Profit Before Tax | (28.2)% | - |
|  | Profit After Tax | (32.1)% | - |
|  | Net Profit for the year | (32.7)% | - |
|  | Number of Employees | (2.6)% | 0% |
|  | Profit / Employee | (30.9)% | - |
|  | Total Intangible Assets | (100)% | - |
|  | Total Tangible Fixed Assets | (30)% | - |
|  | Current Assets | 45.1% | 5,114.3% |
|  | Total Assets | 5.3% | 18,906.9% |
|  | Current Liabilities | 31.5% | 5,225.3% |
|  | Net Current Assets (Liabilities) | 76.1% | 4,877.3% |
|  | Total Assets less Current Liabilities | (0.8)% | 48,111.1% |
|  | Net Assets | (0.8)% | 48,111.1% |
|  | Net Worth / Shareholders Funds | (6.1)% | 31,219.1% |

**LEGAL STATUS AND HISTORY**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| |  |  | | --- | --- | | **Legal Structure** | | | Legal Form | Private Limited Liability Company | | Date Started | 09 Mar 1978 | | Date of Registration | 09 Mar 1978 | | Registered in | Paderborn 12345 | | Registration Number | HRB5256 | | VAT Number | DE123456789 | | **Registered office** | Sample Str. 12, 12345 Sample, Sample -Westfalen,  GERMANY | |  | |  | | --- | |  | |
|  |  |  |
|  |  |  |

**Events**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Date** | **Event** | **To / Between** | **From / And** | **Details** |
| 26 Aug 2009 | Merger | Sample u. Co GmbH | Sample Gasservice GmbH | - |

|  |  |  |
| --- | --- | --- |
| **Date** | **Event** | **Details** |
| 31 Dec 2006 | Previous registration number | HRB1222, Lippstadt 59555 |

**SHAREHOLDERS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Share Holder Name** | **Interest** | **Type of Interest** | **Birth date / Year of foundation** | **Address** |
| G. + H. Sample GmbH & Co. | 50.0% | Partner / Shareholder | 1982 | 59556 Lippstadt, GERMANY |
| Burghard Sample | 12.5% | Partner / Shareholder | - | 59555 Lippstadt, GERMANY |
| Georg Potthast | 37.5% | Partner / Shareholder | 24 Aug 1953 | 59227 Ahlen, GERMANY |

**SUBSIDARIES & AFFILIATED COMPANIES**

The following are related through financial interest(s):

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Company Name** | **Address** | **Operates As** | **Interest Started** | **% Shares owned** |
| FVG - Sample -GmbH | Kranichborner Str. 11 13, 99195, Großrudestedt, GERMANY | 67190000 Holding company | 10 May 2011 | 50.0 |
| Sample Tankstellen GmbH | Ünninghauser Str. 70, 59556, Lippstadt, GERMANY | 51720000 Whol petroleum products | 03 Dec 2009 | 5.77 |

**BRANCHES**

Sample u. Co GmbH has 3 branch(es) or division(s)

|  |  |  |  |
| --- | --- | --- | --- |
| **Business Name** | **Address** | **Operates as** | **Registration no. and town** |
| Sample u. Co GmbH | Kranichborner Str. 11 - 13, 99195, Großrudestedt, GERMANY | 51720102 Gases liquefied petroleum (propane) | - |
| Sample u. Co GmbH | Im Triesch 1, 34576, Homberg (Efze), GERMANY | 51720102 Gases liquefied petroleum (propane) | - |
| Sample u. Co GmbH | Wackenbergstr. 84 - 88, 13156, Berlin, GERMANY | 51720102 Gases liquefied petroleum (propane) | - |

**ACTIVITIES**

Line of Business (SIC): Gases liquefied petroleum (propane) (51720102)

Details: Wholesale of liquefied industrial gases, cylinder gases, carbon dioxide and LPG.

|  |  |
| --- | --- |
| **Activity description** | **SIC Code** |
| **Gases liquefied petroleum (propane)** | **51720102** |
| Industrial gases | 51690207 |
| Acids | 51699901 |
| Gas equipment parts and supplies | 50859905 |

**GENERAL COMMENT**

Our investigation did not retrieve any further information concerning the subject company.

**END OF REPORT**