



Snapshot : FAIT SRL

D-U-N-S® Number: 43-773-9964

Trade Names: Refer to D&B Report.

Endorsement/Billing Reference: ELIO.DEBLASI@GRACE.COM

D&B Address	
Address	STRADA STATALE 114 54 SIRACUSA, IT
Country	ITALY

Report Snapshot Date:	02/18/2015
Endorsement :	ELIO.DEBLASI@GRACE.COM

D&B REPORT

D&B Report - Company Details



Decide with Confidence

European Comprehensive Report

Report viewed

18 Feb 2015

Subscriber Number

263-948294

Identification & Summary

FAIT SRL

Risk Indicators Overview

D&B Rating	2A 1
Risk Indicator	1 2 3 4 -
D&B Failure Score	97
D&B Delinquency Score	76
D&B Maximum Credit	€900,000
Days Beyond Terms	1
Protested Bills indicator	No
Legal Events Indicator	No
Special Events Indicator	No

Financial Data

Latest Accounts Date	31 Dec 2013
Net Worth	€2,159,999
Turnover	€7,439,680

Identification

Main Trading Address	STRADA STATALE 114 54 TARGIA SIRACUSA (SIRACUSA)
	ITALY 96100
Telephone Number	+(39) 0931492244
Fax Number	+(39) 0931492255
D-U-N-S® Number	43-773-9964
Registration Number (CCIAA)	SR 83685
VAT Number	00922390893
Fiscal code	00922390893
Website	www.faitweb.it
e-mail Address	siracusa@faitweb.it
Line of Business (SIC)	METAL DEALERS (5051) CONSTRUCTION & MINING EQUIPMENT WHOLESALERS (5082) PAINT & VARNISH WHOLESALERS (5198)

Over the last 12 months information on this company had been requested 7 time(s) by our domestic and Worldwide customers.

Risk Evaluation

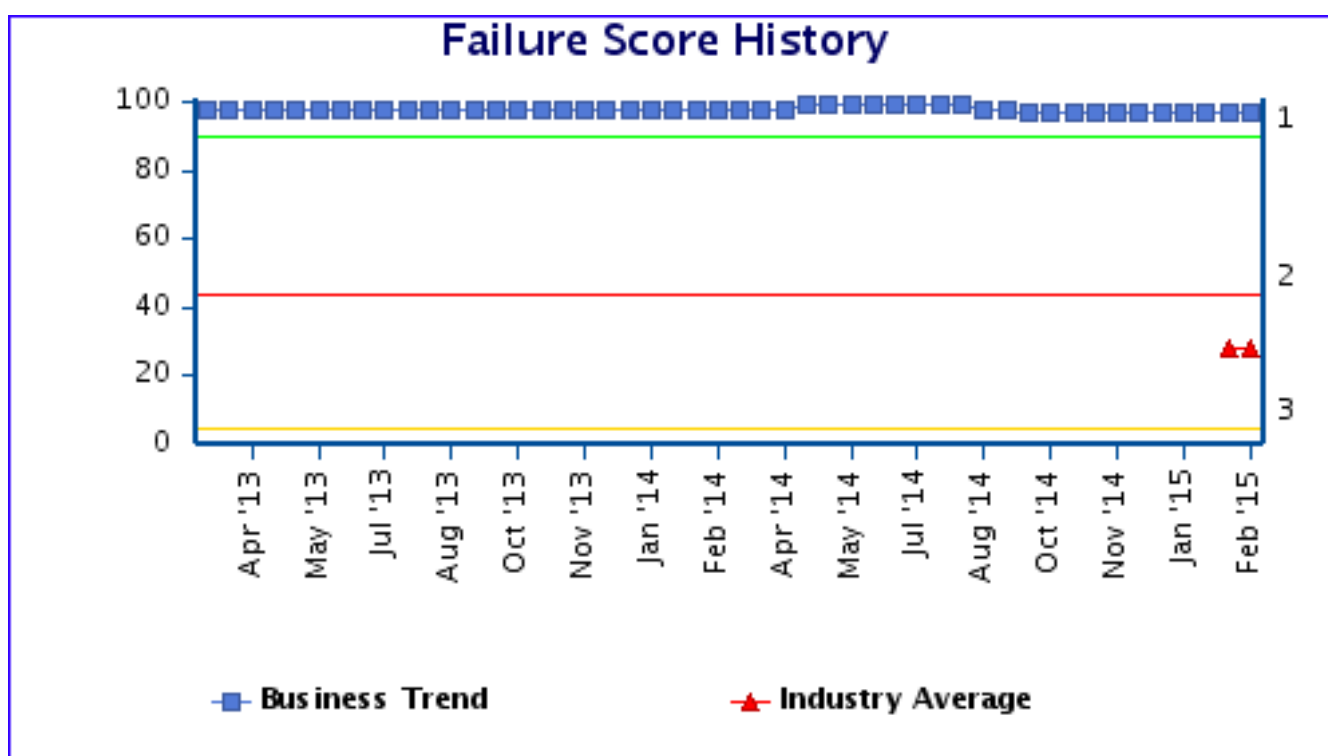
MINIMUM Risk Of Business Failure

D&B Rating	2A	1
Financial Strength	2A	Based on net worth of € 2,159,999
Risk Indicator(1-4)	1	Represents a minimum risk of business failure.

D&B Rating & Score - Industry Sector Comparison

History and Industry Comparison of D&B Failure Score

The graph below shows the history of the D&B Failure Score for FAIT SRL over the last 24 months compared to the average for its industry group.



Comparison of Financial Strength

Financial Strength of FAIT SRL : **2A**

Number of businesses in the same industry with determined net worth: **6,179** , of these

93 (1.5%) have a higher Financial Strength.

343 (5.6%) have the same Financial Strength.

5,743 (92.9%) have a lower Financial Strength.

Commentary

Today's Failure Score of **97** indicates that FAIT SRL is less likely to fail than industry average.

Total number of businesses in the same industry group as FAIT SRL : **6,701**

Average Industry Score : **28**

Payment Information

D&B collects in excess of 100 million payment experiences on European businesses each year. The information shown below indicates how **FAIT SRL** has been paying its bills.

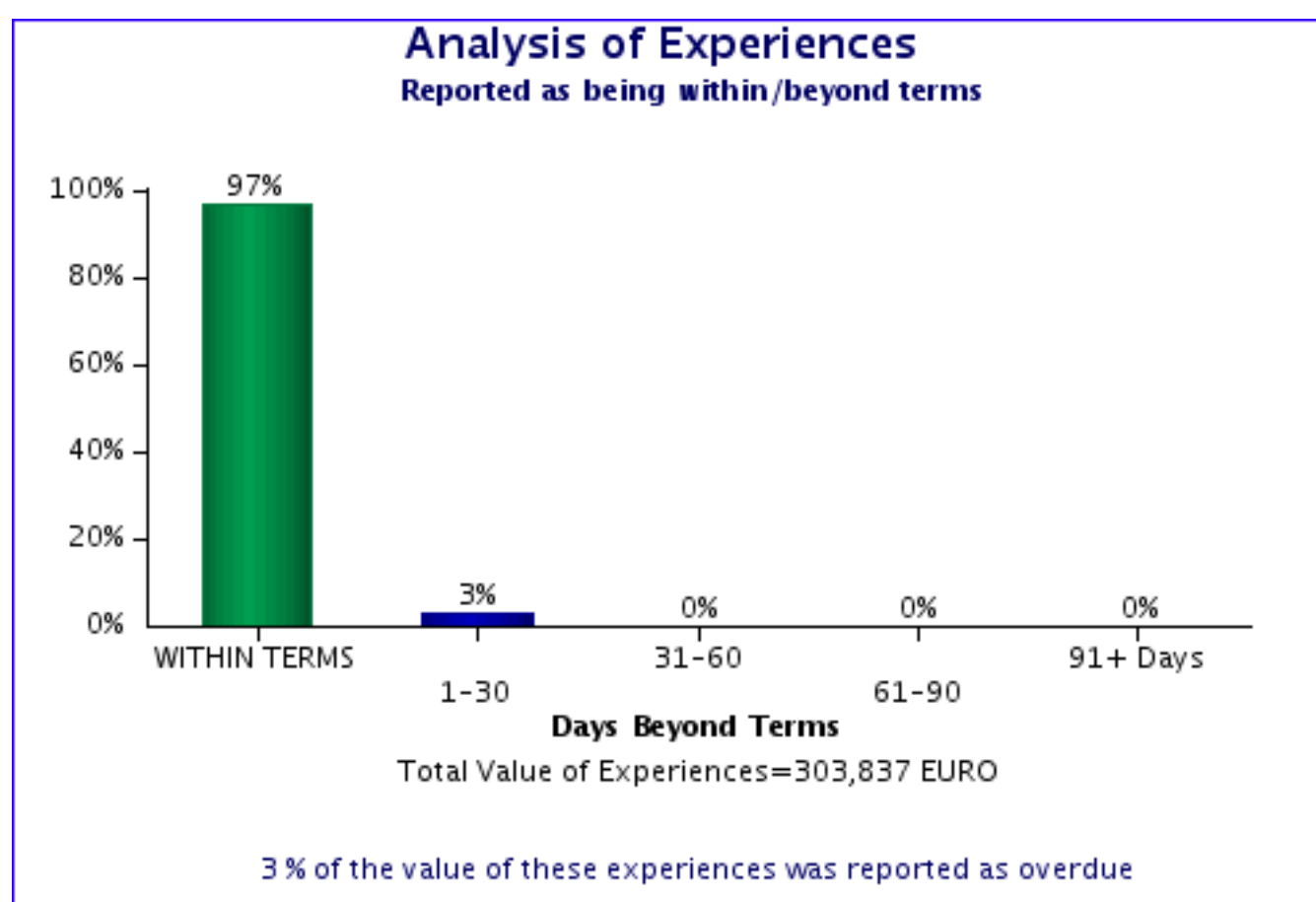
Average Days Beyond Terms	1
Paydex	79

Number of payment experiences (last 12 months)	56
Total value of experiences (Euros)	303,837
Average Value of Experiences	5,426

Summary of payment experiences:

Value Bands in Euros	Number of Experiences	Total Value	% paid within terms	1-30 days	31-60 days	61-90 days	91+ days
> 100,000	-	-	-	-	-	-	-
75,000 - 99,999	-	-	-	-	-	-	-
50,000 - 74,999	2	103,291	100	-	-	-	-
25,000 - 49,999	-	-	-	-	-	-	-
10,000 - 24,999	7	77,469	93	7	-	-	-
< 10,000	47	123,077	96	4	-	-	-
Total	56	303,837					

In some instances, payment beyond terms can be the result of overlooked or disputed invoices.

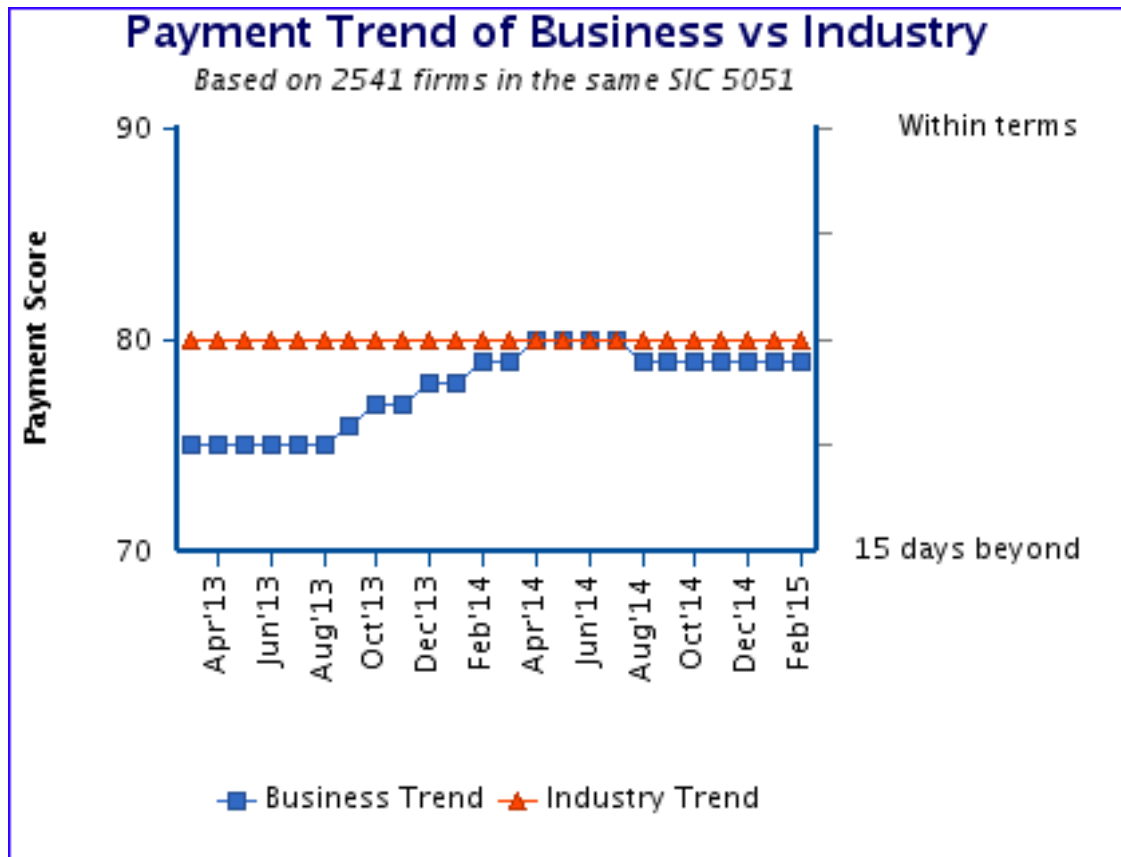


Payment Information - Industry Sector Comparison

History and Industry Comparison of the Payment Behaviour.

Shown below is an industry comparison based on the 2,541 other businesses in same industry group as **FAIT SRL** where D&B has

payment experiences.

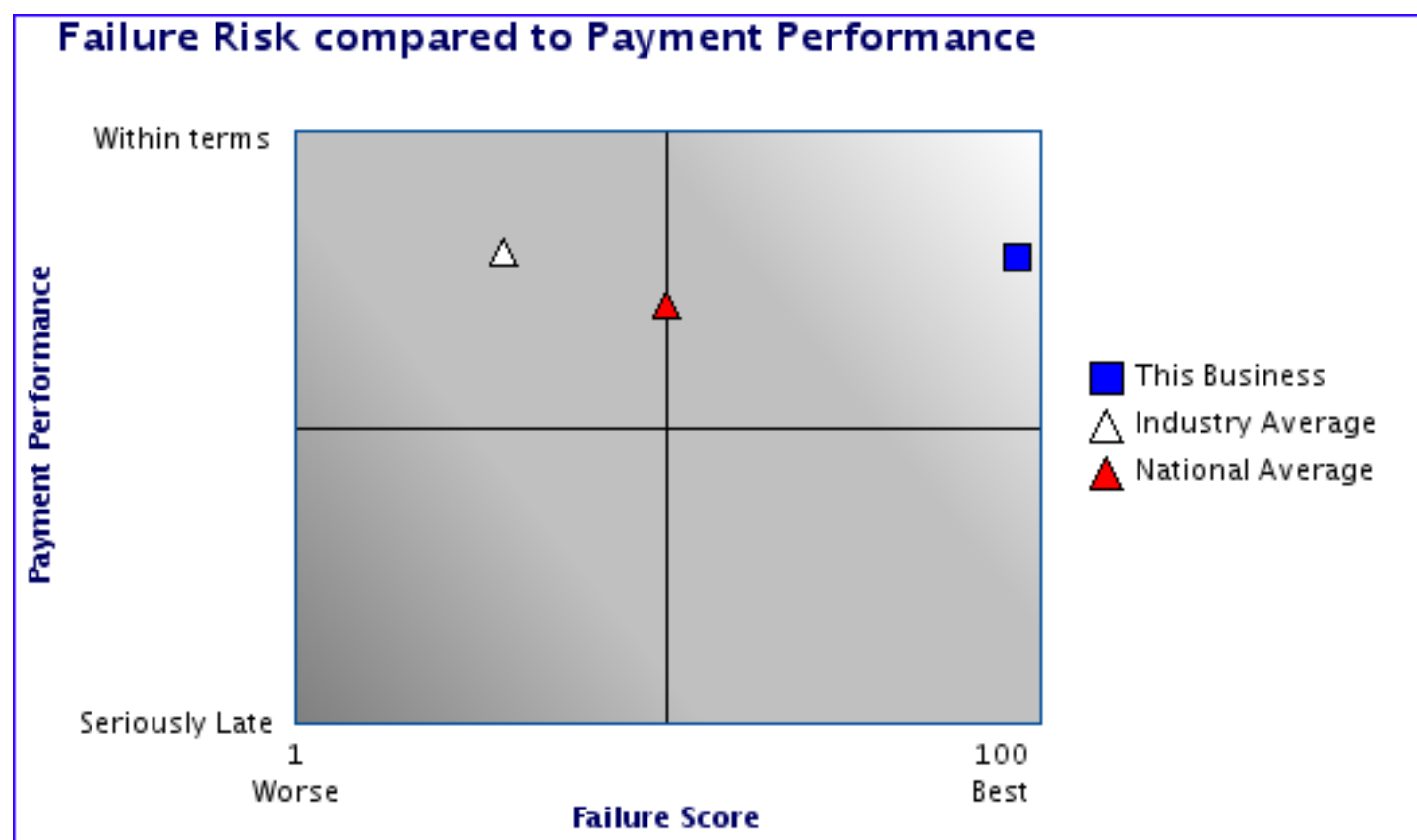


Comparison of Days Beyond Terms and Payment Score

FAIT SRL	pays 1 days beyond terms.	Payment Score of 79
Upper quartile (top 25%)	pays within terms	Payment Score of 80
Median (middle 50%)	pays within terms	Payment Score of 80
Lower quartile (bottom 25%)	pays 14 days beyond terms	Payment Score of 71

Risk of Failure and Payment Performance - Industry Sector Comparison

This section compares the D&B Failure Score and the D&B Delinquency Score of the subject to the averages of the industry sector and the country.



Commentary

FAIT SRL pays its bills on average 1 days beyond terms.

This is 13 days better than the national average of 14 days beyond terms.

When compared to similar businesses FAIT SRL pays slower than the industry average of 0 days beyond terms.

The D&B failure score of 97 predicts that the risk of failure within the next 12 months for FAIT SRL is minimal.

This compares to an industry average D&B Failure Score this month of 28 and a national average of 50.

Protested Bills

In this section are included protested bills registered in public sources and already processed by our systems.

A check is done on:

company on headquarters addresses (previous, current) and branches included in our database;

principals on headquarters addresses (previous, current), branches included in our database and their registered home address;

shareholders with more than 50% of shares, check based on fiscal code.

Protested bills check is negative.

Principals

ALEXANDER MIRRA : Sole Administrator

Born	05 Aug 1974
City of Birth	MUTLANGEN
Country of Birth	GERMANIA
Home Address	VIA DEL GAROFANO 31
Town	MODENA
County	MODENA
Appointment Date	22 Feb 2007
Fiscal Code	MRRLND74M05Z112E

STEFANO NIGRO : Procurator

Born	16 Aug 1979
City of Birth	SIRACUSA
County of Birth	SIRACUSA
Home Address	VIALE SCALA GRECA 386/A
Town	SIRACUSA
County	SIRACUSA
Appointment Date	26 Aug 2010
Fiscal Code	NGRSFN79M16I754V

Shareholders

Shareholder Name	Percentage
NIGRO ANTONIO, CF NGRNTN50T05B237K	37.50%
MIRRA SALVATORE, CF MRRSVT50S11G267U	22.50%
MIRRA ALEXANDER, CF MRRLND74M05Z112E	20.00%
MIRRA MARCUS, CF MRRMCS81E18Z112C	20.00%

Branches

Main Branches

Type	Address	Post Code-Town-Province	Opening Date
DEPOSITO	VIA OFANTO SNC	04100-LATINA-LATINA	09 May 1994
DEPOSITO	STRADA CURTATONA 5/V	41126-MODENA-MODENA	08 Jun 2000

Legal Structure

Legal Form	Private Limited Liability Company
Date Started	23 Jan 1989
Date of Registration	10 Mar 1989
Date of Incorporation	23 Jan 1989
Business activity start date	23 Jan 1989
Duration Date	31 Dec 50
Nominal capital	€ 1,250,000
Paid Up Capital	€ 1,250,000
Issued capital	€ 1,250,000

History

Started on 23 Jan 1989

Operations

Operates As	SIC Code	ATECO 2002	NACE Code	RAE
METAL DEALERS	5051	511203	51.52	630
CONSTRUCTION & MINING EQUIPMENT WHOLESALE	5082	5182	51.82	614
PAINT & VARNISH WHOLESALE	5198	51534	51.44	619

Operations

COMMERCIO ALL'INGROSSO DI FERRAMENTA, COLORI, VERNICI, PRODOTTI SIDERURGICI E METALLURGICI, MACCHINE, ATTREZZATURE E ARTICOLI TECNICI PER L'AGRICOLTURA, L'INDUSTRIA, IL COMMERCIO E L'ARTIGIANATO, ARTICOLI ED IMPIANTI IDRAULICI ED IGIENICI, MATERIALE DA COSTRUZIONE.

Notes E' distributore dei seguenti marchi: USAG, BETA, RUREDIL, 3M, FISCHER, HITACHI, ESAB, MAKITA, ELEMATIC

Markets

Imports from Europa (saltuariamente)

Exports 8% to Germania, Romania, Sud America, Etiopia

Employees

Employees 22

In the past number of employees 21 was

Premises

Offices / Premises dispone di office, warehouse
The registered office is at heading address.

Area available 2,000 sq. metres of which 500 sq. metres are built on

Pay terms

Sales terms Incassa a 180 gg con ricevuta bancaria e bonifico bancario

Direct clients or sales channels without agents

Description of Customers La clientela e' composta da rivenditori e utilizzatori finali

Banks

Bankers
Credito Siciliano Ag. di Siracusa
Intesa Sanpaolo Ag. 1 di Siracusa

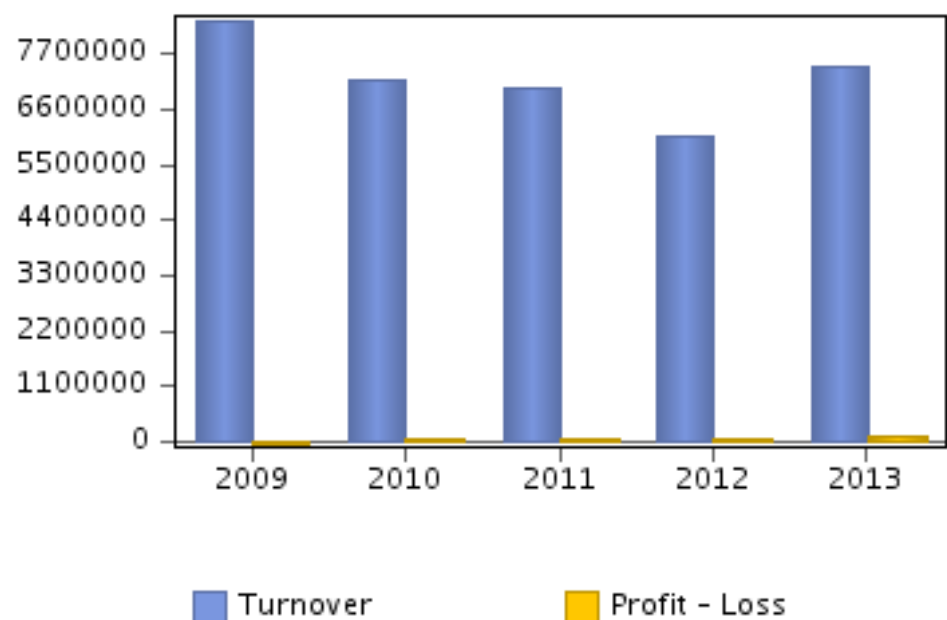
Management Comments

All amounts are in local currency unless specified.

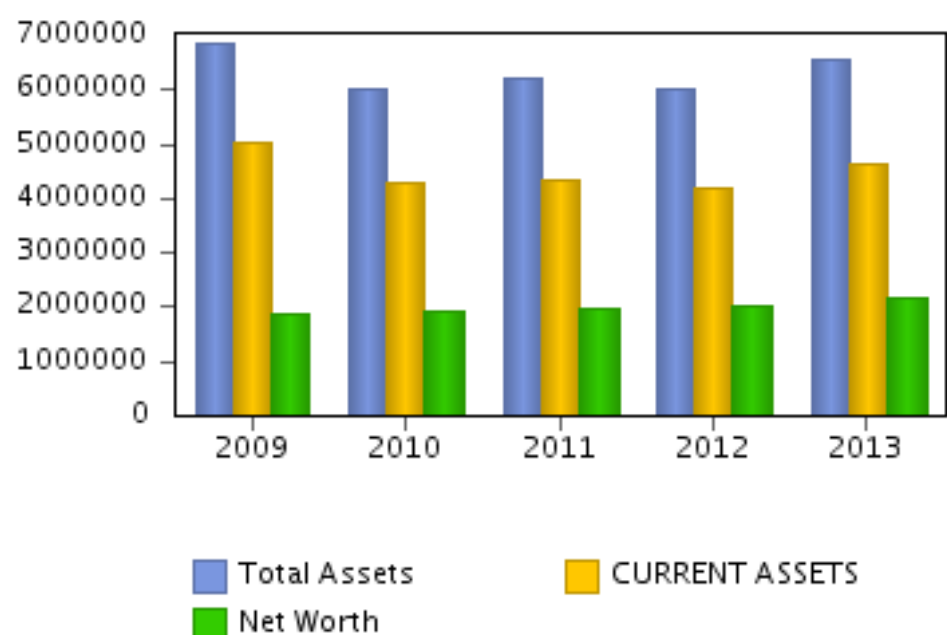
Financial Summary

	Non consolidated Euro 31 Dec 2013	Non consolidated Euro 31 Dec 2012	Non consolidated Euro 31 Dec 2011	Non consolidated Euro 31 Dec 2010	Non consolidated Euro 31 Dec 2009
Net Sales	7,439,680	6,036,249	6,998,390	7,198,343	8,357,572
Profit(Loss)	131,852	71,423	53,373	51,299	(33,033)
Net worth	2,159,999	2,028,147	1,956,724	1,903,352	1,852,053
Fixed Assets	1,884,333	1,780,589	1,849,592	1,725,713	1,784,260
Liquid Assets	4,313,404	3,718,220	3,761,836	3,553,122	4,299,384
Inventory	332,600	486,378	600,002	729,233	740,500
CURRENT ASSETS	4,646,004	4,204,598	4,361,838	4,282,355	5,039,884
Current Liabilities	3,460,135	3,065,578	3,176,236	2,941,801	3,825,882
Total Assets	6,573,938	6,032,286	6,227,120	6,018,627	6,836,021

Profit and Loss Summary Chart



Balance Sheet Summary Chart



BalanceSheet

Assets	Fiscal Non consolidated Euro 31 Dec 2013	Fiscal Non consolidated Euro 31 Dec 2012	Fiscal Non consolidated Euro 31 Dec 2011	Fiscal Non consolidated Euro 31 Dec 2010	Fiscal Non consolidated Euro 31 Dec 2009
SUBSCRIBED CAPITAL UNPAID	0	0	0	0	0
INTANGIBLE ASSETS	4,699	8,197	11,695	7,201	8,342
TANGIBLE ASSETS	1,884,333	1,780,589	1,849,592	1,725,713	1,784,260
- Land & Buildings	-	-	-	-	1,687,956
FINANCIAL ASSETS	250	250	250	250	250
- AMOUNTS OWED BY ASSOC./AFFILIATED CO.S	-	-	-	-	0
- Including: EQUITY INVESTMENTS	-	-	-	-	250
- Own Shares	-	-	-	-	0
CURRENT ASSETS	4,663,326	4,223,724	4,341,197	4,261,882	-
STOCKS	332,600	486,378	600,002	729,233	740,500
- FINISHED GOODS & WORK IN PROGRESS	-	-	-	-	740,500
DEBTORS	4,169,174	3,699,403	3,701,360	3,529,174	4,173,148
- SHORT-TERM DEBTORS	4,130,522	3,660,751	3,697,615	3,526,066	4,169,863
- TRADE DEBTORS	-	3,506,187	3,563,749	3,478,672	4,162,120
- SHORT-TERM TRADE	-	3,506,187	3,563,749	3,478,672	4,162,120

DEBTORS					
FINANCIAL ASSETS	0	0	0	0	0
- Own Shares	0	0	0	0	0
CASH AND BANK	161,552	37,943	39,835	3,475	95,308
PREPAYMENTS & ACCRUED INCOME	21,330	19,526	24,386	23,581	34,213
TOTAL ASSETS	6,573,938	6,032,286	6,227,120	6,018,627	6,836,021

Liabilities	Fiscal Non consolidated Euro 31 Dec 2013	Fiscal Non consolidated Euro 31 Dec 2012	Fiscal Non consolidated Euro 31 Dec 2011	Fiscal Non consolidated Euro 31 Dec 2010	Fiscal Non consolidated Euro 31 Dec 2009
SHAREHOLDERS' EQUITY	2,159,999	2,028,147	1,956,724	1,903,352	1,852,053
- SHARE CAPITAL	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
- SHARE PREMIUM RESERVE	0	0	0	0	0
- Revaluation reserve	313,014	313,014	313,014	313,014	313,014
PROVISIONS FOR RISKS AND CHARGES	0	0	0	0	0
- Provisions for taxation	0	0	0	0	0
Provision for severance indemnity	322,869	289,144	264,799	295,699	262,165
CREDITORS	4,087,657	3,711,378	4,004,311	3,816,991	4,718,102
SHORT-TERM CREDITORS	3,456,722	3,061,961	3,174,950	2,939,216	3,822,181
- TRADE CREDITORS	-	2,182,324	2,476,315	2,336,537	3,316,796
- AMOUNTS DUE TO BANKS - SHORT-TERM	-	789,003	583,467	469,377	327,600
AMOUNTS DUE TO BANKS - MEDIUM/LONG-TERM	-	649,417	829,361	877,775	886,139
ACCRUED EXPENSES AND DEFERRED INCOME	3,413	3,617	1,286	2,585	3,701
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	6,573,938	6,032,286	6,227,120	6,018,627	6,836,021
MEMORANDUM ACCOUNTS	137,145	0	0	198,212	201,216
- Accumulated depreciation of tangible assets	683,617	602,913	544,735	-	-

Profit & Loss Account

Profit & Loss Account	Fiscal Non consolidated Euro 31 Dec 2013	Fiscal Non consolidated Euro 31 Dec 2012	Fiscal Non consolidated Euro 31 Dec 2011	Fiscal Non consolidated Euro 31 Dec 2010	Fiscal Non consolidated Euro 31 Dec 2009
Value Of Production	7,831,959	6,234,680	7,134,264	7,359,830	8,617,117
- Revenues	7,439,680	6,036,249	6,998,390	7,198,343	8,357,572
- Change in stocks of finished goods & work in progress	0	0	0	0	0
- Total changes	0	0	0	0	0
- Other revenues	392,279	198,431	135,874	161,487	259,545
Production Costs	7,476,145	6,090,374	6,959,479	7,180,694	8,504,185
- Purchase Of Raw Materials & Goods	5,836,760	4,715,683	5,476,194	5,691,157	6,550,540
- Change In Materials	153,778	113,624	129,231	11,267	52,700
- Consumption Of Materials	5,990,538	4,829,307	5,605,425	5,702,424	-

- Overheads	388,746	309,805	381,042	345,742	722,803
Provisions for risks & other	0	0	0	0	0
- Value Added	1,452,675	1,095,568	1,147,797	1,311,664	-
- staff costs	728,185	759,827	688,816	835,078	821,026
Provision for severance indemnity	40,198	42,389	42,674	47,676	44,983
- G.O.M.	332,211	137,310	323,107	315,099	-
- Amort./Deprec/Writed. of fixed assets	86,310	85,033	84,541	93,717	100,817
- Amortisation/depreciation/writedowns	104,895	102,652	105,837	111,198	126,802
- Amortisation of intangible assets	3,498	3,498	3,498	7,558	9,357
Depreciation of tangible assets	82,812	81,535	81,043	86,159	91,460
Profit / (Loss) From Ordinary Operating Activities	227,316	34,658	217,270	203,901	83,701
- Other Income / Charges	129,485	113,548	(38,712)	(23,758)	31,069
Interest receivable & similar income	987	3,900	3,770	1,007	1,838
Operating Profit / (Loss)	356,801	148,206	178,558	180,143	-
Financial Charges	75,136	60,663	66,372	56,952	86,762
Profit / (Loss) Before Extraordinary Op.S	281,665	87,543	112,186	123,191	-
Adjustments To Value Of Financial Assets (+/-)	0	0	0	0	0
Extraordinary Income/Charges (+/-)	(13,798)	56,401	33,475	16,403	23,312
Profit / (Loss) Before Taxation	267,867	143,944	145,661	139,594	51,320
TAXATION	136,015	72,521	92,288	88,295	84,353
PROFIT (LOSS) FOR THE PERIOD (+/-)	131,852	71,423	53,373	51,299	(33,033)
Cash Flow	236,747	174,075	159,210	162,497	93,769

Key Ratios

	31 Dec 2013	31 Dec 2012	31 Dec 2011	31 Dec 2010	31 Dec 2009
Returns Ratios					
ROE %	6.10	3.52	2.73	2.70	(1.78)
Return on Sales %	1.77	1.18	0.76	0.71	(0.40)
ROI %	3.46	0.57	3.49	3.39	1.22
ROA	0.04	0.01	0.02	0.02	-
M.O.L	0.04	0.02	0.05	0.04	-
Turnover					
Invested Capital Turnover	1.13	1.00	1.12	1.20	1.22
Current Assets Turnover	1.60	1.43	1.61	1.69	-
Warehouse Turnover	22.37	12.41	11.66	9.87	11.29
Equity and Financial Ratios					
Net Assets Cover	0.33	0.34	0.31	0.32	0.27
Fixed Assets Cover	1.14	1.13	1.05	1.10	-
Short-term Banks on Current Assets	0.00	0.34	0.33	0.32	-
Gearing	3.04	2.97	3.18	3.16	3.69
Liquid Ratio					
Current Ratio	1.34	1.37	1.37	1.46	1.32

Acid-Test Ratio	1.25	1.21	1.18	1.21	1.12
Productivity Ratios					
Turnover per Employee	371,984.00	287,440.43	349,919.50	327,197.41	334,302.88
Operating Value Added per Employee	72,633.75	52,169.90	57,389.85	59,621.09	-
Labour Cost per Employee	36,409.25	36,182.24	34,440.80	37,958.09	32,841.04
Labour Cost on Turnover	0.10	0.13	0.10	0.12	0.10
Operating Value Added on Sales	0.20	0.18	0.16	0.18	-
Days of Credit to Customers or Duration of Amounts owed by Customers	-	209.11	183.32	173.97	179.28
Incidence Ratios for Costs					
Labour Costs on Costs	0.10	0.12	0.10	0.12	0.10
Depreciation and Devaluation on Costs	0.01	0.02	0.02	0.02	0.01
General Expenses on Cost	0.05	0.05	0.05	0.05	0.08
Development Ratios					
Revenues Variations	0.23	(0.14)	(0.03)	(0.14)	(0.10)
Variations in Production Costs	0.23	(0.12)	(0.03)	(0.16)	(0.08)
Variations in Shareholders' Equity	0.07	0.04	0.03	0.03	0.29
Variations in Total Assets	0.09	(0.03)	0.03	(0.12)	(0.02)

Comments

Analysis on 2013 balance sheet shows the following financial scenario(s)

Quick test ratio good, improving when compared to last year

Current test ratio fair, worse than last year

Short terms Liabilities ratio very low compared to net worth and increased if compared to previous balance sheet

Return on Equity sufficient, improving when compared to last year

Return on Sales trend increasing

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