# Comprehensive Report (South Africa)



### ATTENTION: MS XXXXXXXXXXX KI-JHB - CONSULTANT

Kim Number: 422nnn Your Reference: Updated on: 09/07/20YY Enquiry No: 11639XXX/

We have pleasure in providing you with our **COMPREHENSIVE** report on:

# SAMPLE REPORT (SOUTH AFRICA) (PTY) LTD - GOLD TEST REPORT!!!

Trading As:	S.P.I
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Name change: SP INTERNATIONAL (PTY) LTD on: 5/05/1995

- **Registration Number:** 1994/099999/07
- Address: 123 Fairway Ave Randpark Ridge 2156 Gauteng South Africa
- Postal address: P O Box 555 Randpark Ridge 2156

# ASSESSMENT:

Your enquiry of: 2 000 000 Terms: 30 Days Date: 2008/08/27

The subject is well established.

There are judgments in the name of the principal(s). No judgements are recorded in the name of the subject on the Experian database. Difficulties have been experienced in obtaining payment. The subject is on "stop supply" due to a poor payment trend. Outside financial sources consider the amount too high. We cannot recommend unsecured credit dealings.

# **SUMMARY**

**Adverse Summary** 

0 Judgements recorded

**Principal Summary** 

6 Active Principals recorded

**3** Principals with Judgements

**Bank Codes Summary** 

Latest Bank Code:E - Figure too high.Bank Code Date:26/08/20080 RD's reported

# **Trade Reference Summary**

Total References over Last 24 Months: 8			
	Avg Monthly Purchases	Terms Given	Terms Taken
Highest:	235 000	30	45
Lowest:	10 000	60	120

# **CONTACT DETAILS**

Telephone:	((011)) 222 2222
Fax:	((011)) 222 2222
Cell Phone:	082222222

E-Mail Address: conway@spi.co.za info@spi.co.za Internet Address: www.spi.co.za

Registered address:	123 Fairway Ave
-	Randpark Ridge
	2156
	Gauteng
	South Africa

### VAT Registration Number: 4999999999

Auditors:

JOHNSON SMYTHE & TURNER

# **COMPANY ADDRESSES**

Cape Town Branch:

Street Address:	987 Long Street
	Newlands
	Cape Town
	7700

Postal address: As per street address

Telephone:	(021) 333 3333
Fax:	(021) 444 4444

### **HISTORY**

Incorporated on:	28/09/1994
Trading Commenced:	1994

The subject was started as new in 1994 styled SP International (Pty) Ltd. In 1995 the subject had a name change to Sawgrass Projects (International)(Pty) Ltd.

### **HOLDING COMPANY**

Name:	BC 17 (PTY) LTD
Share %:	80.00

# **ASSOCIATE COMPANIES**

Name: SAMPLE REPORT (PTY) LTD

### **SUBSIDIARY COMPANIES**

Name:	ARL PROJECTS (PTY) LTD
Activity:	Supplier of building materials

### **BUSINESSES ASSOCIATED THROUGH COMMON PRINCIPALS**

Name: SAWGRASS BUILDING (PTY) LTD

### **ACTIVE PRINCIPALS**

Name:	CONWAY, MR		
Initials:	JC		
ID Number:	5005055000000	Date of Birth:	05/05/1950
ID Verified:	No		
Status:	ACTIVE		
<b>Appointment Date:</b>	28/09/1994		
<b>Director Indicator:</b>	Director		
Share%:	20.00		

August 2008:

A consumer scan revealed no personal judgements against Mr JC Conway.

Other business interests scanned on the Kreditinform data base for Mr JC Conway indicated the following:

Sample Projects (Pty) Ltd Sample Building (Pty) Ltd Foxtrot 49 C C

Property and bond searches conducted at the Johannesburg and Pretoria deeds offices revealed seven registered in the name of Mr JC Conway, two of which are detailed below. Further details can however be made available on request.

### **Court Records**

A consumer scan revealed no personal judgements.

### **Current Business Interests**

No other business interests were identified.

NWAY, MR		
06065000000	Date of Birth:	06/06/19yy
TIVE		
05/20YY		
ector		
	06065000000 TIVE 05/20YY	D6065000000 Date of Birth: TIVE 05/20YY

August 20YY

A consumer scan revealed no personal judgements against Mr CJ Conway.

A scan for other business interests on the Kreditinform data base for Mr CJ Conway indicated numerous business interests, five of which are detailed below. Further details can however be made available on request.

SAMPLE Projects (Pty) Ltd SAMPLE Building (Pty) Ltd SAMPLE C C Sample Paint Contractors C C Sample Industrial C C

Property and bond searches conducted at the Johannesburg and Pretoria deeds offices revealed no properties or bonds registered in the name of Mr CJ Conway.

### **Court Records**

A consumer scan revealed no personal judgements.

### **Current Business Interests**

No other business interests were identified.

Name:	AFGANISTAN, MR
Initials:	Κ
ID Number:	2702022002983
Status:	ACTIVE
<b>Appointment Date:</b>	05/05/2007
<b>Director Indicator:</b>	Director

Date of Birth:

02/02/1927

August 2008

A consumer scan revealed the following judgements against Mr K Afganistan.

Other business interests scanned on the Kreditinform data base for Mr K Afganistan indicated the following:

Sawgrass Painters C C Sawgrass Industrial C C

Property and bond searches conducted at the Johannesburg and Pretoria deeds offices revealed no properties or bonds registered in the name of Mr K Afganistan.

### **Court Records**

A consumer scan revealed no personal judgements.

# **Current Business Interests**

Current Business I							
Name	Kim No. Registr		Status		Liquidation		
J BLOGGS - SOLE PROPRIETOR - 2702022002983 - TEST REPORT!!!!!!!!! 3450886 Active No							
SAMPLE PROJECT	S (PTY) LTD - BRONZE						
	3532707		Active	No			
Name: Initials:	ALBANIA, MR T						
ID Number: Status: Appointment Date: Director Indicator:	2703033003986 ACTIVE 05/05/2007		Date of B	irth:	03/03/1927		
	August 2008						
	A consumer scan revealed the following judgements against Mr T Albania.						
	Other business interests scanned on the Kreditinform data base for Mr T Albania indicated the following:						
	Sawgrass Industrial C C						
	Property and bond searches conducted at the Johannesburg and Pretoria deeds offices revealed no properties or bonds registered in the name of Mr T Albania.						
Court Records							
	A consumer scan reve	aled the foll	lowing judgem	ents:			
Plaintiff:	EXPERIAN TEST CAS Court Date: Court Name: Case Number: Amount: Reason:	SES 01/11/200 CT/SUP 0006/2011 1 200 MONIES					
Plaintiff:	EXPERIAN TEST CAS Court Date: Court Name:	SES 01/11/200 CT/SUP	6				

0005/2010

Case Number:

	Amount: Reason:	1 200 MONIES			
<b>Current Business I</b> <b>Name</b> SAWGRASS PROJE	nterests Kim No. Registr ECTS (PTY) LTD - BRO 3532707	NZE TEST RE	<b>atus</b> EPORT !!!! tive	Judgements No	Liquidation
Name: Initials: ID Number: Status: Appointment Date: Director Indicator:			Date of Bi	rth:	04/04/1927
	August 2008				
	A consumer scan reve Mr A Algeria.	aled the follow	ing judgeme	ents against	
	Other business interes Mr A Algeria indicated		the Kreditin	form data base	for
	Sawgrass Industrial C	С			
	Property and bond sea deeds offices revealed Mr A Algeria				
Court Records	A consumer scan reve	aled the follow	ing judgeme	ents:	
Plaintiff:	EXPERIAN TEST CAS Court Date: Court Name: Case Number: Amount: Reason:	SES 01/11/2006 CT/SUP 0010/2015 1 200 MONIES			
Plaintiff:	EXPERIAN TEST CAS Court Date: Court Name: Case Number: Amount: Reason:	SES 01/11/2006 CT/SUP 0009/2014 1 200 MONIES			
<b>Current Business I</b> <b>Name</b> SAWGRASS PROJE	nterests Kim No. Registr ECTS (PTY) LTD - BRC 3532707	NZE TEST RE	<b>atus</b> EPORT !!!! tive	Judgements No	Liquidation
Name: Initials: ID Number: Status: Appointment Date: Director Indicator:			Date of Bi	rth:	05/05/1927

A consumer scan revealed the following judgements against Mr A Andorra.

No other business interests were identified on the Kreditinform data base for Mr A Andorra.

Property and bond searches conducted at the Johannesburg and Pretoria deeds offices revealed no properties or bonds registered in the name of Mr A Andorra.

# **Court Records**

A consumer scan revealed the following judgements:

EXPERIAN TEST CAS	ES
Court Date:	01/11/2006
Court Name:	CT/SUP
Case Number:	0014/2019
Amount:	1 200
Reason:	MONIES
	Court Name: Case Number: Amount:

Plaintiff:	EXPERIAN TEST (	CASES
	Court Date:	01/11/2006
	Court Name:	CT/SUP
	Case Number:	0013/2018
	Amount:	1 200
	Reason:	MONIES

# **Current Business Interests**

No other business interests were identified.

# **NON-ACTIVE PRINCIPALS**

# PROPERTIES AND BONDS IN THE NAME OF THE PRINCIPALS

Bond(s) in the name of MR JC CONWAY:

Bond Type	Mortgage / Property Bond
Bond Number	SB55555/1999
Bond Holder	STANDARD BANK
Bond Amount(s)	(1) R100 000
Asset	Unit 48, SS Athena

The above property, measuring 28 square metres was purchased on 22 March 1999 for a purchase price of R60 000 and is held under Title Deed number ST45455/1999.

Bond Type	Mortgage / Property Bond
Bond Number	SB55556/1999
Bond Holder	STANDARD BANK
Bond Amount(s)	(1) R100 000
Asset	Unit 49, SS Athena

The above property, measuring 28 square metres was purchased on 22 March 1999 for a purchase price of R60 000 and is held under Title Deed number ST45456/1999.

# MANAGEMENT OF THE BUSINESS

### Name

### Responsibility

MR J WATSON MR R SMITH

Financial General

# **OPERATIONS**

THIS IS A TEST REPORT FOR DEMONSTRATION PURPOSES ONLY!!!!!

The subject is involved in construction work. Projects include the construction of factories, shops and warehouses, as well as private dwellings.

The subject has one branch.

# Additional Comment:

This report represents a live interview conducted by us which indicates the extent of research undertaken. The information contained herein is for demonstration purposes only and any resemblance to actual company information is purely coincidental.

# Major SIC Code: 50490

Construction and building completion or finishing: Other activies n.e.c. related to the completion and finishing of buildings

### **CONTRACTS**

Description:	Construction of Upmarket Townhouses
Value:	2 000 000 Rand
Start Date:	1/07/2008
End Date:	29/11/2008
Retention %:	10.00%
Retention Value:	200 000
Payment Terms:	Progress payments
Obtained By:	Tender
Description:	Building of Warehouse

Description:	Building of warehouse
Value:	1 000 000 Rand
Start Date:	1/11/2007
End Date:	15/03/2008
Retention %:	5.00%
<b>Retention Value:</b>	50 000
Payment Terms:	Progress payments
Obtained By:	Tender

# **SA Sector Macro – Construction**

# (Major Division 5)

# **INTRODUCTION**

Construction is the process of building or assembling infrastructure. It includes the design of the project, the drawing of detailed plans and the establishment of a detailed budget. The legal requirements to be met cover zoning, environmental impact assessments and safety criteria amongst others, and these can hold up the process. It must adhere to building codes in terms of existing electrical, water, sewage, phone and cable layouts. The inputs comprise building materials such as cement, stone, steel, sand, electrical and plumbing equipment etc.

The quantity surveyor or cost engineer is a key person who prepares the bill of quantities and often acts as the project manager. The timeline for the undertaking is an important aspect of the work as over-runs can be costly. Safety precautions are essential as construction can be dangerous.

# <u>SWOT</u>

S	Construction, which is part of the secondary sector, comprises 3,8% of GDP and has been the fastest growing
	sector of the economy over the past five years.
	The infrastructure spend increased 61% from R230bn to R372bn.
W	The current status of the sector is assessed by the FNB Civil Construction Confidence Index, compiled by the
	Bureau For Economic Research (BER), which dropped from 76 in the first quarter of 2008 to 71 in the second
	quarter.
	A key risk to the sector is the skills shortage which has arisen due to the prior stagnation of the Industry and its
	subsequent strong growth. There is a shortage of high level skills that require long periods of time to develop
	the requisite competence levels, but can be sourced on the international market at a price.
0	Customers of building comprise all sectors of the economy, whether they be residential, business or
	government. All sectors need shelter and infrastructure and this is provided by construction.
	• The big contract eagerly awaited in Installation and Maintenance of Elevators sector is that of the Gautrain
	where 60 escalators and 40 lifts are to be installed.
	• The strong growth in emerging economies has brought with it a need for investment in infrastructure: roads,
	ports, airports, pipelines require upgrades and new facilities in these areas.
Т	Sharp slowdown in residential township development.
	Cash flow problems with contractors.
	• The prices of inputs into the Construction Industry have been escalating at a rapid rate as global demand for
	commodities increases and our domestic reserves diminish.
	• New levels of consumption are being achieved and they are here to stay. Supply will need to expand or prices
	will simply keep going up.

#### For more detail see Who Owns Whom's reports on:

Description	=<3 Digit Level	4 Digit Level	5>= Digit Level		Historical Reports
Construction of Other Buildings and Civil Engineering Structures			50219 50220	01 Mar 2007	<ul> <li>August 2005 Report</li> </ul>
Construction of Other Structures - a: Erection and Dismantling of Scaffolding and Cranes			50230a	30 Nov 2007	

used in Construction				
Other Building Installation nec. a: Installation and Maintenance of Elevators		50390a	11 May 2007	

# **IMPORT / EXPORT**

The subject imports

Country:	USA
Product:	Building materials
Value:	R100 000

# **STAFF**

The following staff are employed at the Company Address:

55 Employees in total

5 Salaried staff

50 Wages staff

35 Contract staff A number of contract workers are employed when necessary.

# **FLEET**

The following fleet is operated from the Company Address:

8 Vehicle(s) in total

2 Car(s)

6 Light Delivery Vehicle(s)

# **COMPANY PREMISES**

Company Address: The premises comprise an office :-

Location:An Office Complex.Status:Leased

Lease/Rental Details -Owner/Landlord: H.U.T Properties

August 2008:

Property and bond searches conducted at the Johannesburg and Pretoria deeds offices revealed no properties registered in the name of the subject.

Further property and bond searches for the principals and the subject can be carried out at other deeds offices if specifically required.

# **FINANCIAL INFORMATION**

**Date Obtained:** 26/08/2008

Sales terms are by way of progress payments at 30 days.

The subject has an overdraft facility which is occasionally utilised and which is unsecured. The principals have not signed personal sureties. The debtors have not been ceded nor has the debtors book been factored. The subject does not insure its debtors ledger. There are no mortgage or notarial bonds registered over the fixed or moveable assets of this business.

Fi nanci al	Estimates i	R'	000 <b>s</b> :		
Asset s				Liabilities	
Cash			900	Cr edi t or s	800
Debt or s		1	500		
St ock			850		

### Annual Turnover:

The following figures were given for the Company Address

Туре:	Previous Annual Turnover
Dated:	2008/08/26

The subject's range of turnover for the last financial year was between R2 000 000 and R5 000 000.

Туре:	Projected Annual Turnover
Dated:	2008/08/26

The subject's anticipated range of turnover for the current financial year is between R5 000 000 and R8 000 000.

### **BANKERS DETAILS AND COMMENTS:**

Bankers:	Nedbank
Branch:	Randburg
Account Number:	00000000
Opened on:	05/05/1995
Date Obtained:	26/08/2008
Enquiry Amount:	R 2 000 000
Bank Code:	
	F

Terms:

30 Days

# **HISTORICAL BANKERS**

Bank Branch	Date Code Obtained	Amount Terms	No. of R/D's
Nedbank Randburg B Outside sources consider the subject good t your enquiry.	14/01/2008 for the amount of	R 40 000 30 Days	
Nedbank Randburg E	07/03/2007	R 2 500 000 30 Days	

Outside sources consider your figure as being too high.

# **PREVIOUS ENQUIRIES**

Year	Highest Enquiry Amount	Lowest Enquiry Amount	Total Enquiries
2007			7
2008			19
2009			8

# PAYMENT ANALYSIS REPORT

# **Trade References**

Ref No.	Date Checked	Years Trading	Amount Outstanding	Amount Overdue	Ave Monthly Purchases	Terms Given	Terms Taken
14		4 s are regula er stated th	arly taken. nat the subject's	credit limit is	235 000 R300 000.	30	45
	The Refer	ee has insı	ured this accoun	t.			
3			on due date. nat the subject's	credit limit is	15 000 R25 000.	30	30
	The Refer	ee has not	secured this acc	count.			
4	the accour available. The Refer	er stated th nt. The acc ee has not		no further in count.	10 000 nount of R27 500 formation was m		60
16	•••	er stated th		•	10 000 . The account is an outstanding a		120

	of R175 000. The Referee has not secured this account. The Referee has not insured this account.			
10	08/2008 6 The account is paid on due date. Supplier Comment: The supplier declined to state purchases amount, but they are not as high as the enquiry amount. The Referee has not secured this account. The Referee has not insured this account.	commented	30 that	30
15	08/2008 2 The account is paid on due date. The Referee has secured this account.	100 000	60	60
14	01/2008 4 The account is paid on due date.	50 000	30	30
4	01/2008 3 The subject pays slightly over terms. Supplier Comment: The supplier stated that the subject's credit limit is R4	26 000 0 000.	30	38
13	03/2007 3 The account is paid on due date. The Referee has not secured this account. The Referee has not insured this account.	23 000	30	30
4	03/2007 2 The subject pays slightly over terms. Supplier Comment: The supplier stated that the subject's payment trend h that all outstanding monies have been paid.	15 000 nas improved	30 and	45
3	03/2007 2 Terms 30 days, pays at 60 days.	10 000	30	60
2	03/2007 2 The account is paid on due date. Supplier Comment: The Referee has secured this account.	10 000	30	30
12	03/2007 4 The subject pays slightly over terms.	5 000	30	36
11	03/2007 2 The account is paid on due date. Supplier Comment: The supplier stated that the subject's credit limit is R8 The Referee has secured this account.	70 000 0 000.	60	60
10	03/2007 5 The account is paid on due date. Supplier Comment: The supplier declined the subject's monthly purchases The supplier stated that the subject's credit limit is R1 The Referee has insured this account.		30	30

# Note : Ref No. - all references obtained from the same company will have the same referee number.

TRADE REFERENCE SUMMARY										
Size	Range Start	Range End	No. of References	Average Years Known	Average Terms Given	Average Terms Taken				
Minor	R 0	R 100,000	6	2 - 4	40	56				
Small	R 100,001	R 250,000	1	4 - 4	30	45				
Medium	R 250,001	R 500,000								
Large	R 500,001	R 1,000,000								
Strategic	R 1,000,001	above								

The table above represents a consolidation of trade references on file for this company. Averages are calculated on bands depending on account size. This establishes an overview of how accounts are handled dependant on size of account and terms offered. These factors should be taken into consideration when deciding on a Credit Limit and / or terms.

The majority of this company's references are within the 0 to 100000 size, and are handled above the agreed upon terms. However it is also important to note that long standing accounts valued at 0 to 100000 exist and are handled above the agreed upon terms.

	Nbr	Nbr	Outstanding	Overdue		Current Aged Amounts				
Period	Sup	Over	Amount	Amount	%	Amount	30 days	60 days	90 days	120 & over
2008 07	4		R 117,000	R 67.000	57	R 30,000	R 20,000	R 12,000	R 30,000	R 25,00
2008 06	3		R 102,000	R 70,000	69	R 20,000	R 12,000	R 30,000	R 25,000	R 15,00
2008 05	2		R 82,000	R 40,000	49	R 12,000	R 30,000	R 25,000	R 15,000	
2008 04	4		R 75,000	R 20,000	27	R 30,000	R 25,000	R 15,000	R 5,000	
2008 03	3		R 65,000	R 20,000	31	R 25,000	R 20,000	R 5,000	R 15,000	
2008 02	2		R 65,000	R 40,000	62	R 20,000	R 5,000	R 15,000	R 10,000	R 15,00
DEBT DISTRIBUTION % FOR CURRENT PERIOD						TERMINOLOGY				
Current: 25.64% 90 days: 25.64%						Period:	Year and Month - n	naximum displayed	is 6 months.	
		-				Nbr Sup / Over:	over: Number of Suppliers in the Period with the subject as an active debte			
30 days:	17.09%		120 days:	21.37%		Outstanding:	Total value the Suppliers were exposed to at the Period end.			
		-				Overdue:	Amount reported or calculated as Overdue.			
60 days:	10.26%	ļ				Current:	Current month outstanding amount.			
Aged Amounts: Aged balances of all amounts "30" "60" "90" and "120 & over" days.										

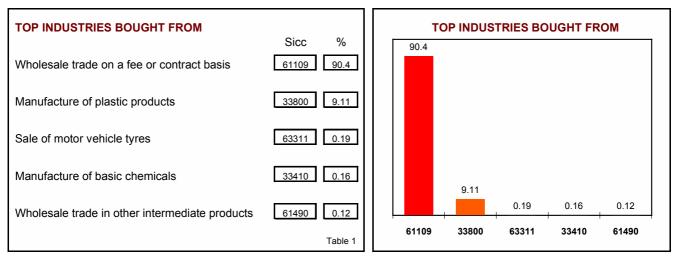
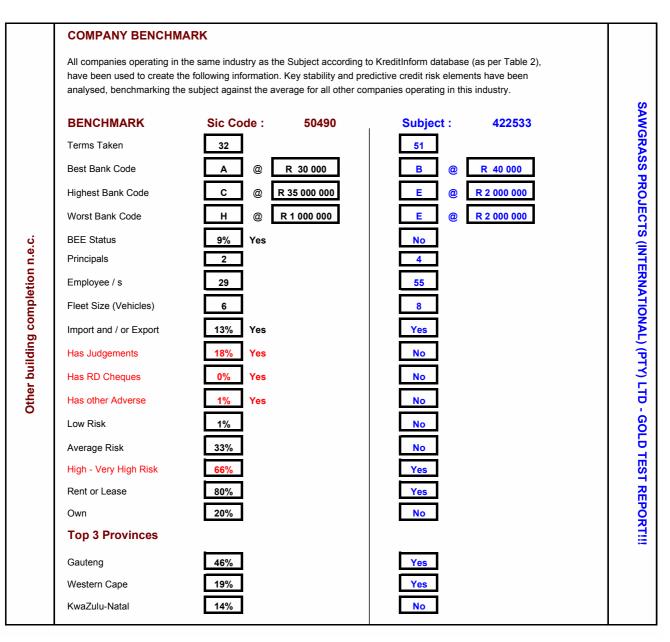
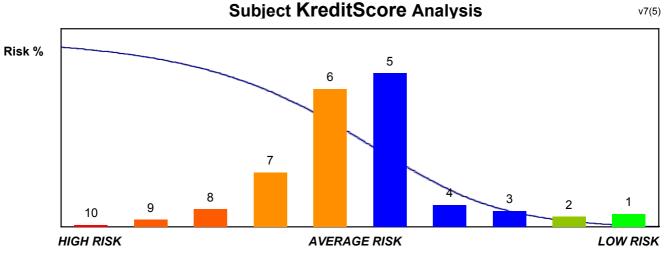


Table 1 above represents the Top 5 Industries that the subject buys from, at the full five digit Standard Industrial Classification (SIC) Code. The percentage is calculated based on Total rand value outstanding over a period of 24 months.

SUBJECT INDUSTRY OVERVIEW	Sicc Amount	SUBJECT EXPOS	URE LEVELS		
Companies within Sic Code	50490 4152	Highest Credit Limit	R 235,000	@	45 days
With Kiss	154	Lowest Credit Limit	R 10,000	@	120 days
Total No. of accounts on file	3	Average Credit Limit	R 63,714	@	55 days
Largest month on file (min. of 3 Suppliers)	R 59,929				
Smallest month on file (min of 3 Suppliers)	R 9,019	Subject's total outstandi	ng represents a total	l of	12.13%
		of this industry's total ex	posure.		
		Total purchases for indu	stry for current perio	d	R 10,440,247
	Table 2				Table 3
Table 2 Above provides an indication as to the Subject's Industry. All companies operating in as the subject (based on the 5 digit SIC Code) here. The number with KISS information will hi which a payment trend has been established. I subject's highest and lowest months on file (ba value outstanding) is shown.	Table 3 above will compa with KISS, providing an o the Subject, along with co information can be used t limits. In addition the subj against that of the industr	verview of existing c prresponding overdue o assist with forecas ect's purchasing pov	redit l e perc sting/s ver is	imits granted to centages. This setting credit benchmarked	

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# Subject KreditScore: 8

### A high probability of negative change or default in the next 6 to 12 months.

The above KreditScore awarded to the subject is generic and measures the subject against the KreditInform database. There are many measured elements within each business entity which have proven to provide a sound predictive capacity and, where applicable to this subject, such elements have been identified within the body of this report. All KreditScores are influenced by the **trading** history, **activities** of, and **research** into the subject and will change accordingly.

As this score is generic, KreditInform clients are advised to apply their own Risk Policy to their interpretation of this score.

#### **RISK %**

The Risk % curve shown above has been calculated using the KreditInform KreditScore product, a Knowledge-Based Multiple Score Card that dynamically measures the probability of negative change and potential for default in the next 6 to 12 months.

### **DISTRIBUTION COLUMNS**

These columns reflect the current distribution of all scored business entities on the KreditInform corporate database at the time of completion of this report on the subject. As the KreditScore system is dynamic and entity risk levels change constantly, so the distribution across the KreditInform database also changes. The column numbers show the relevant Risk, where 1 indicates a very low risk and 10 indicates a very high risk.

Entities with a KreditScore of 8 comprise 4.1% of the total KreditInform scored database.

### SUMMARY

### **PAYMENT TREND**

This company takes longer than other companies within this industry to pay their debt. This may be as a result of slower cash flow. However, it can be noted from the payments trend analysis for the last 24 months that the company can be expected to stay within the offered terms of 60 days.

### **COMPANY STRUCTURE**

This company is outside of the 9% of BEE for companies within this industry. Consideration should be given to this based on your company policies as BEE companies may be given preference to orders and / or tenders. It is also important to note that this company has more principals than other companies within this industry. However, pay particular attention to the percentages held by each principal, where applicable.

### CAPACITY

Employees, size of fleet and branches determine capacity of a company. This company has more than the norm for companies within this industry. This company operates within the same province as 46% of the companies within this industry. The average account size this company requires is lower than the norm for companies in this industry.

### HISTORICAL

Counting in favour of this company is that there is no adverse, judgements or refer to drawer cheques within the last 5 years, showing that this debt can be maintained if managed correctly.

### SCORE

This company's score reflects that the risk incurred would be similar to dealing with another company within this industry as 66% score within the high to very high risk category.

Should any information come to hand in the next 12 months that would change the status of the Company, you will be notified via our "Constant Update Service".

**Authorised Signatory** 

Assessor