

“Global Consulting” OOD

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	Initial Rating 09.2004	Update 05.2005	Update 09.2006	Update 08.2007	Update 10.2008	Update 05.2009
CREDIT RATING						
Long-term rating :	BB+	BBB	BBB	BBB	BBB+	BBB+
Outlook :	Stable	Stable	Negative	Stable	Stable	Stable
Short-term rating :	B	A-3	A-3	A-3	A-2	A-2

	Update 18.10.2010	Update 31.10.2011	Update 06.11.2012	Update 23.10.2013	Update 22.01.2015
CREDIT RATING					
Long-term rating :	BBB+	A-	A-	A-	A-
Outlook :	Stable	Stable	Stable	Stable	Stable
Short-term rating :	A-2	A-1	A-1	A-1	A-1

BCRA - Credit Rating Agency (BCRA) is the third qualified rating agency in EU, registered under Regulation 1060/2009 of the European Parliament and of the European Council. The credit ratings, assigned by BCRA, are recognized in the whole EU and are entirely equal with the other ratings, recognized by European Securities and Markets Authority (ESMA), without any territorial or other restrictions.

BCRA retains the long-term credit rating A- (outlook: stable) and short-term rating A-1 to Global Consulting OOD. The officially adopted by BCRA methodology for assignment of corporate credit rating is used (http://www.bcra-bg.com/files/file_103.pdf).

To elaborate the credit report and to assign the credit rating, the information, provided by the rated company, NSI, BNB, BCRA’s database, consultants and other sources of public information is used.

The main macroeconomic factors which determine the functional environment in which the companies operate in Bulgaria for the period 09.2013 - 09.2014, are: poor growth of GDP in 2013 and the nine-month period of 2014, deflation and a slight decline of the unemployment rate, poor growth of FDI in 2013, and a decline during the nine-month period of 2014 year on year. The companies continue to follow the cost-cutting strategies as one of the affected items is the investments in IT. Despite that, by data of the experts in the sector, the turnovers related to the software products increased in 2013, as the hardware market remains under the influence of the negative consequences of the crisis.

During the period of observation, there were changes in the ownership structure of the rated company. As of 9.2014 it was re-registered

as OOD with capital of 5000 leva. 50% of the capital are owned by Dimitar Savov Dzhendov, and the other 50% are owned by Diana Georgieva Dzhendova.

The main scope of activity of „Global Consulting“ was not changed during the analyzed period and continues to be related to selling of software and hardware solutions, and services accompanying the delivery – installation, introduction, training, guarantee and out-of-guarantee maintenance, professional consultations in the IT sector. The company continues to develop its business relationships with the worldwide suppliers such as EMC, Informatica, Sybase, SAS, Unisys, Sterci SA, Omikron. The company sells goods and services in Bulgaria, in other countries which are EU members, as well as in third countries.

During 2013, and the nine-month period of 2014 the turnovers for clients increased considerably. Long-term relationships are built with a bigger part of the company’s clients. As of the time of assignment of the rating certain concentration of the receivables from clients.

The company maintain long-term relationships with the main suppliers. The turnovers with them move in an identical way with these of the clients. Both in 2013 and the nine-month period of 2014 there was a growth reported. The company continues to maintain good diversification of the suppliers in 2013, as of the end of the nine-month period there was a high concentration in 2014. The payables to suppliers are low during the entire analyzed period.

During 2013, sales income of the analyzed company increased. The growth is in line of service income, whereas the goods income become smaller. As of the nine-month period of

the current year the income of the company continued to grow even though with a lower pace. During the period of the update, the company reported a forestalling increase of the expenses to income resulting in a lower net financial result, which keeps its positive value. The profitability of the company decreased but remains high in a comparative aspect. The leverage increased as the values of the indicators remain favourable. The company continues to be characterized with high liquidity.

In case the company develops in a similar manner with the forecast, and if no long-term borrowing, BCRA foresees that the company shall continue to realize a positive net financial result during the entire forecast period and shall be characterized with very good solvency in a short-term and long-term aspect.

Main Financial Indicators:

indicator (thousand leva)	9.2012	2013	2012
Assets	7816	8192	8 883
Sales Income	4 631	4 705	3 115
Net Financial Result	535	554	2 018
Net Profitability	11.55%	11.77%	64.78%
Current Liquidity	19.59	31.83	21.66
Quick Liquidity	13.01	23.30	19.38
Leverage	0.08	0.14	0.04