

“Global Consulting” EOOD

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

	Update 05.2009	Update 18.10.2010	Update 31.10.2011	Update 06.11.2012
CREDIT RATING	BBB+ Stable A-2	BBB+ Stable A-2	A- Stable A-1	A- Stable A-1
Long-term rating :				
Outlook :				
Short-term rating :				

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. The rating scale of BCRA coincides with the scale of Standard & Poor's.

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

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

The basic macroeconomic factors, defining the functional environment in which the companies operate in Bulgaria for the period 06.2011 – 06.2012, are as follows: low increase of GDP, increase of inflation and unemployment levels, gradual increase of direct foreign investments. The companies continue following the strategies for reducing the costs, as one of the affected by economies items are investments in information technologies. Although by data of the experts in the field, the sales of software products increased in 2011 and 2012, as the main increase is in line of the export to EU and the USA.

During the period under review there were no changes in the participations of the rated

company or of their sole owner in other companies.

The main activity did not undergo any changes during the analyzed period and continue to be related to the sales of software and hardware solutions and corresponding services of the delivery – installation, introduction, training, guarantee and out-of-guarantee maintenance, implementation of professional consultations in the field of the information technologies. The company continues developing its partnership with the world famous suppliers EMC, Informatica, Sybase, Unisys, Sterci SA, Omikron. Except on the territory of Bulgaria the company realizes sales of goods and services in other countries which are members of EU, as well as in third countries.

During the update period the turnovers of clients increased considerably compared to the past year, as the number of the clients also registered an increase. Long lasting relations are established with bigger part of the clients of the company. The clients' portfolio is maintained well diversified considerably, as traditionally the financial institutions are among the largest clients – over 44.3% participation of the turnover of the company for 2011.

The company maintains long-term relations with its main suppliers. In 2011 with the increase of the turnover of clients, though with slower rates, the turnover of suppliers also increased. The company continues maintaining good diversification of the suppliers.

Currently the efforts of the management are focused to overcome the negative effects of the economic crisis. In case of favourable development the management is prepared to

expand actively the team and investments in qualification of new employees. The company maintains the trend of regular participation of the staff in training to enhance their professional skills. The company continues maintaining the certificates it has obtained – Information Security Management Systems ISO 27001:2005 and Quality Management System ISO 9001:2008.

In 2011 the sales income of the company under the review interrupts the downtrend over the past few years and registered an increase of 50.8% year on year. As of the nine-month period of the current year the company registered a slight decline (10.9%) in net income compared to the same period of the past year. The expenses of operating activity also interrupted its downtrend and increased in 2011 – 22.3% compared to the past year, as all items registered an increase (except the amortization costs). As of the nine-month period of 2012 the operating expenses registered a decline of 0.5% compared to the same period of the past year. Due to the described dynamics in income and expense items the operating profit of the company increased in 2011 and decreased in the nine-month period of 2012 compared to the same period of the past year. The profitability indicators registered an analogical movement. The rated company continues maintaining high liquidity and extremely low leverage. The period of collection of receivables from clients decreased in 2011, while the redemption period for paying the debts increased.

In case the company develops in a similar way with the forecasted one, and in case of shortage of long-term borrowings BCRA foresees that the company shall keep implementing a positive net financial result throughout the whole forecasted period and shall be characterized with very fair creditworthiness in short-term and middle-term aspect.

Main Financial Indicators:

Indicator (BGN thousand)	9.2012	2011	2010
Assets	7 759	7 983	6 018
Sales revenue	2 014	4 959	3 289
Net Financial Result	595	1 795	856
Net Profitability	29.54%	36.20%	26.03%
Current Liquidity	12.42	7.17	12.54
Quick Liquidity	10.51	6.10	9.67
Leverage	0.08	0.14	0.10
Net Cash Flow	-318	2 064	430