

### Freshly Investigated Credit Report

## Company Details

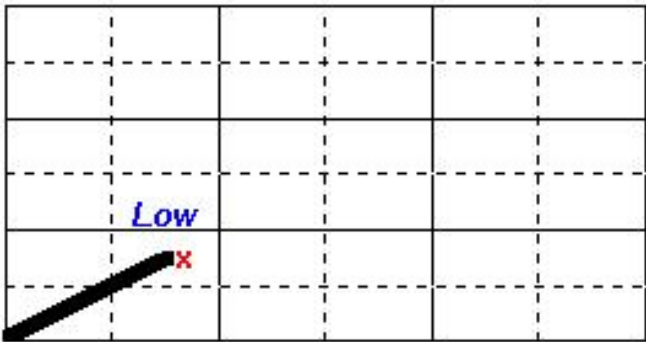
<b>I.D. Number</b>	P0301911
<b>Company Name</b>	RB HILTON LTD
<b>Country</b>	Bahrain
<b>Tel</b>	17731881
<b>Fax</b>	17730640
<b>E-Mail</b>	caperbh@batelco.com.bh
<b>Type</b>	Manufacturer
<b>Industry</b>	Construction & Construction Materials

## Key Facts

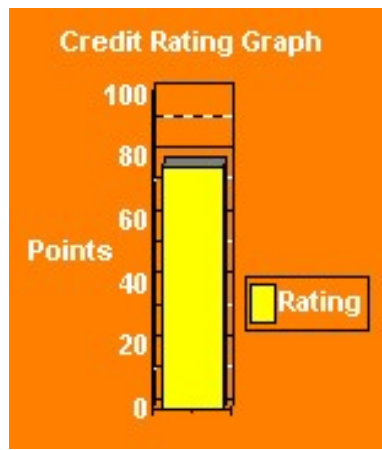
<b>Established Year</b>	1977
<b>License number/s</b>	7838-1
<b>Formation</b>	Private
<b>Employees</b>	200
<b>Capital</b>	US\$ 33,962,264

## Credit Rating & Risk Analysis

**Risk Index:** Low



**Rating:** Good



**Points Allocated:** 77

**Credit Opinion:**

Consulted sources within the industry have reported that the company has been settling its payments regularly and on time.

### Adverse Data

**Results** : Total of 0 record found.

### Financial Summary

Currency: U.S. \$'s

Year	Sales	Assets	Net Income
2004	\$441,509,433.96	\$264,150,943.40	\$11,320,754.72

### Recommended Credit Limit

**Maximum credit limit** USD 10,000,000  
**Period** 90 days

### Management & Products

**Management**  
 Nigel Andrew Hughes, Regional Director  
 Prince Chandy, Chief Accountant  
 John Chrichton, Finance Manager

**Products**  
 Insulation materials  
 Mastics  
 Mastics sealants  
 Putties & adhesives  
 Sealing compound

## Commercial Credit Inquiries

Date	Industry	Credit Amount
10 Jun, 2005	Financial Services	Max. Recommended Credit

## Fullcheck Report Details

Access Number	N/A
Country	Bahrain
Company Name	RB HILTON LTD
Company Address	Rd 115 Yard 971 Block 601 Sitra
Company City	Manama
Company Tel	17731881
Company Fax	17730640
Company E-Mail	caperbh@batelco.com.bh
Company Type	Manufacturer
Industry	Construction & Construction Materials
Established Year	1977
P.O. Box	26208

## Detailed Product Classification & Activity

Activity	Product/Service Description
Manufacturing	Refractory materials, shaped
Manufacturing	High alumina refractory bricks
Manufacturing	Corundum
Manufacturing	Firebrick, jade disthene
Manufacturing	Chromite sands
Manufacturing	Chromite
Manufacturing	Serpentine
Manufacturing	Olivine sand
Manufacturing	Bauxite
Manufacturing	Andalusite

## Ownership

Chairman	Mr. Nigel Andrew Hughes
Nationality	United Kingdom
Capital(U.S. \$'s)	\$33,962,264
Employees	200
Company Formation	Private

<b>Direct Parent</b>	CAPE INDUSTRIAL SERVICES
<b>ACP I.D. Number</b>	P0744238
<b>Country</b>	United Kingdom

## Company Management

Name	Job Description	Nationality
Mr. Bernard O'Neil	Operations Manager	USA
Mr. Sanjay Ganguly	Operations Manager	India

## Financial & Legal Status

### \*Capital Details\*

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Registered capital : GBP 18,000,000 divided into 18,000,000 at GBP 1.00/-each, fully paid

### \*Financials\*

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#### BALANCE SHEET

Currency : GBP

Denomination : in millions

	2004
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Fixed Assets	
Land & buildings	24
Total Fixed Assets	24
Financial Assets	
Shares in related companies	30
Deposits	5
Total Financial Assets	35
Current Assets	
Stock	10
Trade debtors & receivables	63
Cash	8
Total Current Assets	81
Total Assets	140
Owner's Equity & Liabilities	
Issued & paid up capital	18
Share premium account	2
Retained earnings	2
Net profit/Loss for the year	9
Net Worth	31
Due to group of companies	26
Minority interest	5
Total Long Term Liabilities	31

Current Liabilities

Creditors	6
Accruals	16
Owing to related companies	5
Long term-due 1 year	51
Total Current Liabilities	78
Owner's Equity & Liabilities	140

## PROFIT & LOSS STATEMENT

Currency : GBP

Denomination : in millions

	2004
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Total Income/Turnover	234
Gross Profit/(Loss)	234
Admin/selling expenses	234
Misc. Operating Income	6
Net Operating Profit/(Loss)	6
Total Financial Income	0
Total Financial Expenses	0
Profit/(Loss) before taxes	6
Profit/(Loss) after taxes	6
Net Profit/(Loss)	6
Current years net income	6
Retained earnings at the end of financial period	6

### \*Reputation\*

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Reference checking for the purpose of establishing the firm's reputation within the respective industry failed to reveal any negative information.

### \*Payment Terms\*

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Sales

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Local : Cash or Credit

Purchases

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Local : Cash or Credit

### \*Company Registration\*

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License number : 7838-1

Date issued : 14 July, 1977

Issuing authority : Ministry of Commerce

### \*Financial Ratios\*

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	2004
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Liquidity Ratios	
Current Ratio	1.04

Acid Test Ratio	0.91
<b>Profitability Ratios</b>	
Gross Profit Ratio (%)	100.00
Return on Capital Employed	0.19
Asset Turnover (%)	7.55
Solvency /Gearing Ratio	1.00
<b>Miscellaneous Ratios</b>	
Sales/Working Capital	78.00
Assets/Sales (%)	59.83
Shareholders Return (%)	19.35
Return on Assets (%)	4.29
Debt Ratio	0.78

**Adverse Data Monitoring**

<b>Dishonored Checks</b>	<b>0 Records Found</b>
<b>Debt</b>	<b>0 Records Found</b>
<b>Litigation</b>	<b>0 Records Found</b>
<b>Performance Defaults</b>	<b>0 Records Found</b>
<b>Adverse Press Coverage</b>	<b>0 Records Found</b>
<b>Former Company Relationships</b>	<b>0 Records Found</b>

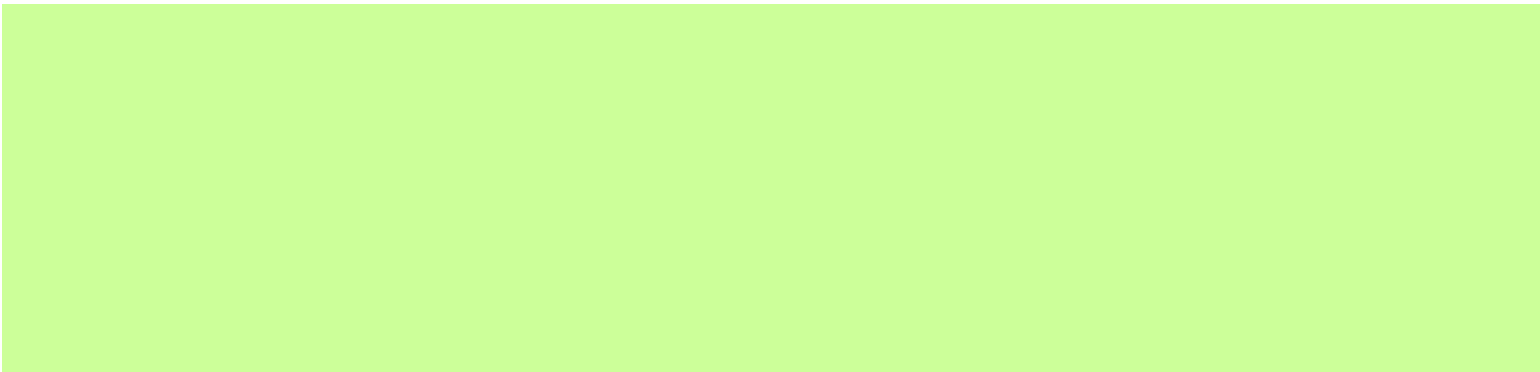
**Product, Technology, Services Description**

\*Main Products & Services\*

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- Specializes in the following areas of work :
1. Manufacturing and supply of refractory products
  2. Also provides engineering, installation & contracting services

**Organisation Structure**



**\*Key Personnel\***

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(1)  
Nigel Andrew Hughes  
Responsibility : Overall management of the firm

(2)  
Sanjay Ganguly  
Place of birth : India

(3)  
Prince Chandy  
Place of birth : India

**\*Office & Facilities\***

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Location : Industrial area  
Property status : Leased

## Trade References

**\*Exhibition Participation\***

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Exhibition fair : 14th Middle East Oil & Gas Show and Conference  
Location : Bahrain International Exhibition Conference  
Dates attended : 12-15 March, 2005

**\*Associations\***

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Member of:  
- Bahrain Chamber of Commerce & Industry (BCCI)

**\*Projects\***

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Project for : ALUMINIUM BAHRAIN  
Specification : Has undertaken the sub-contract of ALUMINIUM BAHRAIN's line 5 expansion work comprising of refractory, painting, insulation, fire protection and followed by scaffolding  
Amount : USD 2.5 million

## Related Parties Description

**\*Major Shareholders\***

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Total number of shareholders: 1  
Total number of shares : 18,000,000

Shareholders' Name	No of Shares	Amount (GBP)	% of Shares
CAPE INDUSTRIAL SERVICES	18,000,000	18,000,000.00	100.00

## Local Distribution & Warehousing

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**\*Local Distribution Network\***

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100% of the annual turnover is attributed to local sales

**International Trade Activity Description**

**\*Export Markets\***

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There is no record of export since the prime focus of the firm's activity is concentrated on local sales only.

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Report created on Fri, 10 Jun 2005 at 11:07:59

Dept.: 00

Invoice Ref.:INT839118  
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