

ORDERED:	Sample
DELIVERY SPEED:	Sample
NS.COD.:	Sample
LANGUAGE:	English



## COMPANY KEY INFORMATION

Full name of the company:

**MACEDONIA Skopje**

TRADE NAME:	MACEDONIA Skopje
OFFICIAL ADDRESS:	Skopje Skopje 129 (Kacanicki pat) 1000 Skopje North Macedonia
MAIN ACTIVITY:	<b>NACE G46.7.3</b> - Wholesale of wood, construction materials and sanitary equipment  Classifications: :tiles - dealers, bathroom fixtures & accessories retail, bathroom - equipment, fixtures & accessories <b>*Codes given are based on the most recent NACE Revision 2..</b>
ESTABLISHED:	15/04/1995 Skopje, North Macedonia
LEGAL STATUS:	Limited Liability Company
COMPANY SIZE:	SMALL
NOMINAL CAPITAL:	MKD 2,083,700 100 Number of Ordinary Shares MKD Value per Share of Ordinary Share
NATIONAL ID:	5017530
VAT NUMBER:	MK4007995105216
BANK ACCOUNT/NAME:	380109141300184 Pro Credit Bank AD Skopje
TELEPHONE:	+389 2 1234 123; +389 75 123 123; +389 47 123 123
FAX:	+389 2 1230 123; +389 47 123 123
E-MAIL:	ceramica@MACEDONIA.com.mk
WEB:	www.MACEDONIA.com.mk
STATUS:	<b>A C T I V E</b>

# COMPANY KEY PEOPLE AND RELATED COMPANIES

---

## OWNERSHIP

---

NAME/SURNAME	TITLE	ADDRESS	SHARES
BILL BODEN	PARTNER	SKOPJE NR. 35, SKOPJE-KARPOSH, NORTH MACEDONIA,	57.45%
BILL BODEN	PARTNER	SKOPJE NR. 35, SKOPJE-KARPOSH, NORTH MACEDONIA,	42.55%

Shareholders with less than 5% shares are not mentioned

## MANAGEMENT

---

NAME/SURNAME	TITLE	ADDRESS
BILL BODEN	DIRECTOR	SKOPJE NR. 35, SKOPJE-KARPOSH, NORTH MACEDONIA

## FORMER OWNERSHIP

---

NAME/SURNAME	TITLE	ADDRESS
--------------	-------	---------

## FORMER MANAGEMENT

---

NAME/SURNAME	TITLE	ADDRESS
--------------	-------	---------

## RELATED COMPANIES

---

OWNER	COMPANY NAME	NATIONAL ID	SHARES %
-------	--------------	-------------	----------

## PERSONNEL

	2016	2017	2018	2019
TOTAL EMPLOYEES: (Approximately)	16	18	18	18

## CREDIT INFORMATION ABSTRACT

METHOD OF PAYMENT:	
CREDIT OPINION:	
CREDIT LIMIT RECOMMENDED:	***EUR 80,000 ***
CREDIT RATING:	Medium Risk
PAYMENT PRACTICES:	No payment experience of any importance is available.
DEBT COLLECTION:	There is no record of any debt collection action against this company exceeding
INSOLVENCY INFORMATION:	According to available information sources the company is not in an insolvency/preliminary/debt regulation proceeding.

## ADDITIONAL INFORMATION

OWNERSHIP STRUCTURE:	Owned by private individuals
MARKET ATTRACTIVENESS:	Average Margins
MARKET POSITION OF THE COMPANY:	Known company where market share without importance
NUMBER OF DIRECT COMPETITORS:	More than 50
AUDITOR:	
AUDITOR'S OPINION:	
IMPORTS:	
EXPORTS:	
MAJOR COSTUMERS:	
MAJOR SUPPLIERS:	GRESPANIA, MARAZZI Group, KEROS, DURAVIT, VILLEROY & BOCH, HANSGROHE, HUEPPE, AQUAESTIL, TECE and Schell-armaturen.
REAL ESTATE:	

BRANCHES:	1. A KRKLINO, BITOLA, NORTH MACEDONIA (G46.7.3 - Wholesale of wood, construction materials and sanitary equipment)
-----------	--

# KEY FINANCIAL INFORMATION

## BALANCE SHEET

Data are shown in 1 MKD (1 EUR = 61.47 MKD +/- 0.2 ) see <a href="http://www.nbrm.mk">www.nbrm.mk</a> for exact exchange rates	2016	2017	2018	2019	Horizontal Analysis 2018/19
<b>ASSETS</b>					
<b>Fixed assets</b>	<b>4,988,807</b>	<b>4,009,597</b>	<b>6,535,294</b>	<b>5,384,993</b>	<b>-17.60%</b>
Intangible assets					
Tangible fixed assets	4,988,807	4,009,597	6,535,294	5,384,993	-17.60%
<b>Deferred Income Tax Assets</b>					
<b>Current assets</b>	<b>130,673,343</b>	<b>124,014,753</b>	<b>137,765,231</b>	<b>145,204,987</b>	<b>5.40%</b>
Inventory	111,446,399	106,724,944	109,940,617	115,534,952	5.09%
<b>Non-current assets (disposal groups intended for sale)</b>					
Prepaid expenses, deferred income					
<b>TOTAL ASSETS</b>	<b>135,662,150</b>	<b>128,024,350</b>	<b>144,300,525</b>	<b>150,589,980</b>	<b>4.36%</b>
<b>LIABILITIES</b>					
Long-term provisions for risks and costs					
Long-term liabilities					
Short-term liabilities	17,699,971	5,665,099	15,662,097	13,097,860	-16.37%
<b>Deferred tax liabilities</b>					
<b>Subsidies</b>					
<b>Liabilities related to non-current assets (disposal groups) held for sale</b>					
<b>TOTAL LIABILITES</b>	<b>17,699,971</b>	<b>5,665,099</b>	<b>15,662,097</b>	<b>13,097,860</b>	<b>-16.37%</b>
<b>EQUITY CAPITAL</b>					
Revaluation reserves and differences from valuation of components of other					
Reserves					
Retained Profit					
Retained Loss (-)					
Profit for the period	8,563,322	4,397,072	6,279,177	8,853,692	41.00%
Loss for the period (-)					
<b>TOTAL EQUITY</b>	<b>117,9-62,179</b>	<b>122,359,251</b>	<b>128,638,428</b>	<b>137,492,120</b>	<b>6.88%</b>
<b>TOTAL LIABILITES AND FUNDS</b>	<b>135,662,150</b>	<b>128,024,350</b>	<b>144,300,525</b>	<b>150,589,980</b>	<b>4.36%</b>

# PROFIT AND LOSS

Data are shown in 1 MKD (1 EUR = 61.47 MKD +/-0.2 ) see  
www.nbrm.mk for exact exchange rates

Horizontal  
Analysis  
2018/19

	2016	2017	2018	2019	
Operating Income					
Income from financial transactions					
<b>TOTAL INCOME</b>	<b>112,233,009</b>	<b>102,005,973</b>	<b>116,557,224</b>	<b>121,146,337</b>	<b>3.94%</b>
<b>Operating Expenses</b>	-	-	-	-	
Expenses From Main Activity					
Other Operating Costs					
<b>TOTAL EXPENSES</b>	<b>102,875,791</b>	<b>97,131,514</b>	<b>109,855,684</b>	<b>111,202,334</b>	<b>1.23%</b>
Profit/(Loss) before taxation	9,357,218	4,874,459	6,701,540	9,944,003	48.38%
Taxes, duties and similar expenses	793,896	477,387	422,363	1,090,311	158.15%
<b>PROFIT/(LOSS) AFTER TAXATION</b>	<b>8,563,322</b>	<b>4,397,072</b>	<b>6,279,177</b>	<b>8,853,692</b>	<b>41.00%</b>

## KEY DATA

	2016	2017	2018	2019
TOTAL ASSETS	135,662,150	128,024,350	144,300,525	150,589,980
FIXED ASSETS	4,988,807	4,009,597	6,535,294	5,384,993
CURRENT ASSETS	130,673,343	124,014,753	137,765,231	145,204,987
INVENTORY	111,446,399	106,724,944	109,940,617	115,534,952
LIABILITIES	17,699,971	5,665,099	15,662,097	13,097,860
CAPITAL	117,962,179	122,359,251	128,638,428	137,492,120
TURNOVER	112,233,009	102,005,973	116,557,224	121,146,337
PROFIT/(LOSS) AFTER TAXATION	8,563,322	4,397,072	6,279,177	8,853,692

# RATIOS

---

<b>LIQUIDITY RATIOS</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
NET WORKING CAPITAL	112,973,372	118,349,654	122,103,134	132,107,127
WORKING CAPITAL TURNOVER RATIO	0.99	0.86	0.95	0.92
CURRENT RATIO	7.38	21.89	8.80	11.09
QUICK RATIO	1.09	3.05	1.78	2.27

**Note:**

\*Current Ratio reveals your business's ability to meet its current obligation.

\*A high ratio of Working Capital Turnover also indicates that your business requires additional funds to support its financial structure, top heavy with fixed investments.

---

<b>BANKRUPTCY RATIOS</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
WORKING CAPITAL TO TOTAL ASSETS RATIO	0.83	0.92	0.85	0.88
EBIT TO TOTAL ASSETS RATIO	0.07	0.04	0.05	0.07
SALES TO TOTAL ASSETS	0.83	0.80	0.81	0.80

**Note:**

\*Working Capital to Total Assets Ratio, if negative, resulting from negative net working capital, presages serious problems.

---

<b>LEVERAGE RATIOS</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
EQUITY RATIO	0.87	0.96	0.89	0.91
DEBT TO EQUITY RATIO	0.15	0.05	0.12	0.10
DEBT RATIO	0.13	0.04	0.11	0.09
FINANCIAL LEVERAGE INDEX	1.15	1.05	1.12	1.10

**Note:**

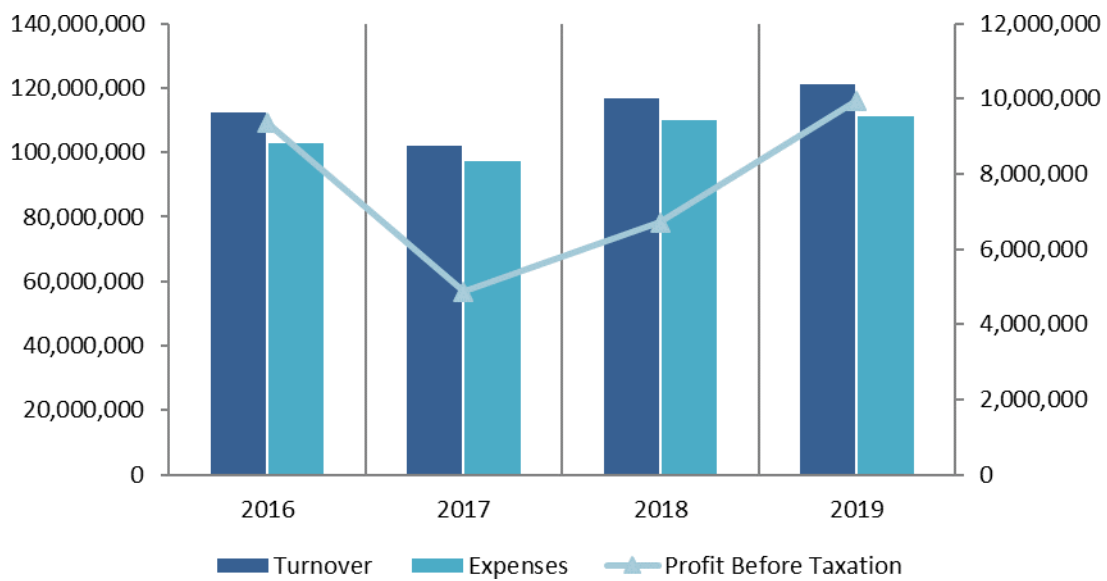
\*A high of Debt to Equity Ratio means less protection for creditors. A low ratio indicates a wider safety cushion.

---

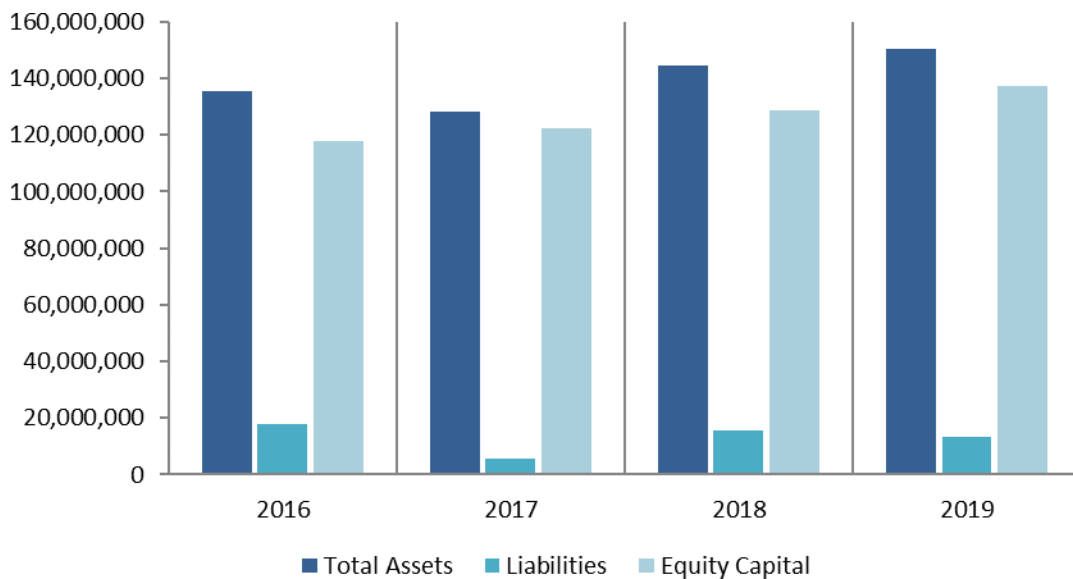
<b>PROFITABILITY RATIOS</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
RETURN ON ASSETS - ROA	6.31	3.43	4.35	5.88
RETURN ON EQUITY - ROE	7.26	3.59	4.88	6.44
NET PROFIT MARGIN	7.63	4.31	5.39	7.31
INVENTORY TURNOVER	1.01	0.96	1.06	1.05

# CHARTS

## Profit & Loss Summary Chart



## Balance Sheet Summary Chart



# COMPANY HISTORY

---

**CHANGES:**

---

---

---

---

**SANCTIONS AND CHARGES:**

**CONTACT WITH COMPANY:**

On **02/04/2020**, all information in this report are confirmed in official sources by us.

**ADDITIONAL INFORMATION:**

---

*All the data and information provided in this report are subject to a general terms and conditions or individual contract terms.  
They may be used only for the purpose they have been requested for. For any additional questions please contact us by email or phone.  
Thank you for using our services.*

---

\*\*\*End of Document\*\*\*

---