

**Name & Address:**

**Correct Registered Name:** SAMPLE CORPORATION LIMITED  
**Other Trading name:** SAMPLE CORPORATION  
**Address:** H.O: SAMPLE CORPORATION Building Intersection of Zayed, Rashid Bin Saeed Al Maktoum Street  
 ABU DHABI  
 Abu Dhabi UNITED ARAB EMIRATES  
**P.O.Box:** 1234  
**Telephone:** +971-2-1234567  
 +971-2-1234567  
**Fax:** +971-2-1234567  
**Email:** sample@samplecorporation.ae  
**Web:** www.samplecorporation.ae

Business address: H.O: SAMPLE CORPORATION Building Intersection of Zayed, The Sample Street  
 ABU DHABI  
 Abu Dhabi UNITED ARAB EMIRATES

**Summary of Ratings:**

**Maximum Credit:** EUR 2,500,000.00

**Payment Records:**

**PAYMENT HABITS:** No Complaints  
**Comment:** A check against all available information sources of Infocredit revealed that no late payment incidents against subject company exist.

**Credit Rating:**

Without Rating			Credit Rating				
Nil Rating	N Rating	X Rating	Low Risk	Normal Risk	Average Risk	Above Average Risk	High Risk

**Average Risk**

Indicates average risk of credit defaulting and is assigned to companies of moderate credit quality.

**Commercial Morality:** Good

**Financial Strength:** Good

**Credit Rating:** Low Risk

**Legal Status:**

**Legal Form:** Public Shareholding Company

The Public Shareholding - Joint Stock Company requires a minimum of 10 shareholders and a minimum share Capital of 10.000.000 UAE Dirhams. The company issues bearer shares and it is obliged to publish its accounts. The shareholders are liable to the extent of the value of their

shares.

**Date of foundation:** SAMPLE DATE: 01.01.1970

**Registration number and city:** 123456 Abu Dhabi

**Registration date:** SAMPLE DATE: 01.01.1970

**Present Style Adopted on:** SAMPLE DATE: 01.01.2000

**Trading License No.:** 123456

### Company Status:

Registration status: SAMPLE DATE: 01.01.1970- registered company

Activity status: SAMPLE DATE: 01.01.1970- Company is active

### Principals:

#### Shareholders

Full Name	Function	Nationality	Equity	Address
Sample Investment Company Registration: UNITED ARAB EMIRATES	Shareholder		60.03%	
Mr. Sample Surname UNITED ARAB EMIRATES	Shareholder		39.97%	

#### Management

Full Name	Age	Function	Nationality	Qualification	Experience	Address
Mr. Sample Surname	57	Chairman	UNITED ARAB EMIRATES	Not Disclosed.	Not Disclosed.	UNITED ARAB EMIRATES
Mr. Sample Surname		Vice-Chairman	UNITED ARAB EMIRATES	Not Disclosed.	Not Disclosed.	UNITED ARAB EMIRATES
Mr. Sample Surname	50	Chief Executive Officer	UNITED ARAB EMIRATES	Not Disclosed.	Not Disclosed.	UNITED ARAB EMIRATES
Mr. Sample Surname		Chief Financial Officer		Not disclosed	Not disclosed	UNITED ARAB EMIRATES
Mr. Sample Surname		Chief Executive Officer (International Investment)		Not disclosed	Not disclosed	UNITED ARAB EMIRATES

### Activities:

**Activities:** Importers & Local Purchasers & Local Sellers & Exporters

#### Operations:

NACE  
6420 Telecommunications

SIC  
main activity  
1731 Electrical Work

4822 Telegraph and Other Message Communications  
8322 Individual and Family Social Services (child and youth services)  
5045 Computers and Computer Peripherals Equipment and Software (except computers, equipment, and software sold via retail method)

Analysis: Provides telecommunication services and equipments, Installation, Cable Lines underwater & Related Services, Onshore & Offshore Gas & Oil Installations & Fields Services.

Business Activities  
Telecommunication

Industry Classifications - NAICS  
» Telecommunications

Telecommunications (NAICS # 517)

Industries in the Telecommunications subsector include establishments providing telecommunications and the services related to that activity. The Telecommunications subsector is primarily engaged in operating, maintaining, and/or providing access to facilities for the transmission of voice, data, text, sound, and video. A transmission facility may be based on a single technology or a combination of technologies. Establishments primarily engaged as independent contractors in the maintenance and installation of broadcasting and telecommunications systems are classified in Sector 23, Construction.

Brands:

- Sample brand name 1
- Sample brand name 2

#### Motor Vehicles:

	2012
Number of Vehicles	owned: 200
Total number of vehicles	200

Appx.

#### Imports:

EUROPE, JAPAN, UNITED KINGDOM, GERMANY

Payment terms:

C.O.D. (Cash On Delivery) 30 days

EUROPE, JAPAN, UNITED KINGDOM, GERMANY, UNITED STATES, CHINA, MALAYSIA, HONG KONG

Payment terms:

C.O.D. (Cash On Delivery) 30 days

L/C Base (Letter of Credit) 30 - 90 days

T.T. (Telegraphic Transfer)

Bank Transfer

75% Importers / 25% Local Purchaser

Monthly account (payable within 30 days of receipt and acceptance of goods).

#### Exports:

GULF COOPERATION COUNCIL STATES, AFRICA, MIDDLE EAST, INDONESIA, INDIA, PAKISTAN, SRI LANKA, LIBYAN ARAB JAMAHIRIYA

Payment terms:

O/A (Open Account) 30 - 60 days

T.T. (Telegraphic Transfer)

Bank Transfer

40% Exporters / 60% Local Sales

#### Trade Suppliers:

Name	Country	Product
SAMPLE CABLES LTD	UNITED KINGDOM	Cables

SAMPLE P.T	UNITED KINGDOM	Various telecommunication equipments
SAMPLE CORP.	JAPAN	Various telecommunication equipments
SAMPLE Tech	SINGAPORE, UNITED STATES, CHINA	Routers
SAMPLE A.G	GERMANY	Routers

**MAJOR CUSTOMERS:** Type and Number of Customers: End Users

**Workforce:**

**Number Of Employees:** 11,000

**Description Of Premises:**

**Address:** H.O: SAMPLE CORPORATION Building Intersection of Zayed, Rashid Bin Saeed Al Maktoum Street  
 ABU DHABI  
 Abu Dhabi UNITED ARAB EMIRATES

**Type of premises:** Main Offices

**Type of ownership:** owned

**Area:** Business / Commercial Area

**Condition:** Good

**Headquarters:** The subject operates from their own premises and has owned buildings as offices in each Emirate and other countries too.

**Branches:** Maintains branches in:

Al Ain  
 Tel. +971-2-1234567  
 Ras Al Khaimah  
 Tel. +971-2-1234567  
 Sharjah  
 Tel. +971-2-1234567

**Related Companies:**

Subsidiary Company  
 E - SAMPLE CORPORATION - Abu Dhabi Branch - , UNITED ARAB EMIRATES

Sister Company  
 E- SAMPLE CORPORATION, UNITED ARAB EMIRATES

Sister Company  
 SAMPLE Multimedia L.L.C. , UNITED ARAB EMIRATES

Associated Company  
 SAMPLE Multimedia, UNITED ARAB EMIRATES

**Bankers:**

Abu Dhabi Commercial Bank  
 Po Box - 123 , ADCB , Al Salam Street , Abu Dhabi , UAE Tel No 00971 1234567

Emirates NBD Bank  
 P O Box: 123, Abu Dhabi, UAE Tel: 00971 1234567

The subject did not wish to disclose any information more on the accounts and facilities of the bank and other banks and relation.

**Press:**

22.06.2009, <http://www.ameinfo.com/html>  
SAMPLE CORPORATION launches online SIM replacement  
United Arab Emirates: Monday, June 22 - 2009 at 11:17

UAE telecom provider SAMPLE CORPORATION has launched its online SIM card replacement service, through SAMPLE CORPORATION online services portal, [www.SAMPLE CORPORATION.ae/online](http://www.SAMPLE CORPORATION.ae/online), which features home delivery of the replacement SIM card, through an authorized delivery agent, free of charge. The new service is available for prepaid (Wasel) and post paid (GSM) accounts at a cost of Dhs25.

02.08.2010, <http://www.SAMPLE CORPORATION.ae/>  
E-Sample Corporation Signs Major Maintenance Agreement to Cover East African SubSample Corporation Network (EASSy)

Dubai, 02 August 2010, E-Sample Corporation today announced a maintenance and storage agreement with the East African SubSample Corporation System (EASSy), a fiber-optic cable that will greatly improve access to high-performance Internet, business and mobile-phone data services in twenty-one African nations.

#### Auditors / Accountants:

Date: 20.02.2012  
Financials have been audited  
Company: DELOITTE & TOUCHE (M.E.), Abu Dhabi / UAE

Date: 20.02.2012  
Financials have been audited  
Company: PricewaterhouseCoopers, Abu Dhabi / UAE.

DELOITTE & TOUCHE (M.E.)

Address:  
Po Box 909  
10th Floor  
Bin Ghanim Tower  
Hamdan Street  
Abu Dhabi  
United Arab Emirates  
Telephone: +971(2)6760606  
Fax: +971(2)6786431

PricewaterhouseCoopers  
Address :  
PO Box 45263  
9th Floor, East Tower  
Abu Dhabi Trade Centre  
(Abu Dhabi Mall)  
Abu Dhabi  
United Arab Emirates  
Telephone: [971] (2) 694 6800  
Fax: [971] (2) 645 6610

#### Share Capital:

**Registered capital:** AED 8,000,000,000.00 since 2007

**Issued capital:** AED 4,991,250,000.00

**Paid-up capital:** AED 4,991,250,000.00

#### Finance:

Amounts shown in UAE Dirham (AED)	2011	2010	2009	2008

**PROFIT & LOSS**

Sales Turnover	32,241,873,000.00	31,929,488,000.00	30,831,390,000.00	29,359,666,000.00
Selling / Distribution / Promotional Expenses			-8,836,346,000.00	-8,664,984,000.00
Other Operating Expenses	-19,964,444,000.00	-18,545,525,000.00	-13,862,132,000.00	-14,615,414,000.00
Operational Profit	4,602,818,000.00	6,996,442,000.00	8,814,963,000.00	6,551,962,000.00
Finance Costs	-663,375,000.00	-384,836,000.00	-571,493,000.00	-563,786,000.00
Financial Income			583,055,000.00	415,340,000.00
Profit Before Taxation	4,635,500,000.00	7,529,184,000.00	8,826,525,000.00	8,187,202,000.00
Corporate Income Tax	-25,352,000.00	-100,406,000.00	-243,792,000.00	-187,007,000.00
Net Profit	4,610,148,000.00	7,428,778,000.00	8,582,733,000.00	8,000,195,000.00
Profit on Sales Of Investments				1,783,686,000.00
Other (Expenses) / Income	-3,044,064,000.00			
Share of Profit in Joint Venture & Associate Companies	1,208,472,000.00	1,243,229,000.00	682,051,000.00	472,694,000.00
Earnings per share	0.74	0.97		

**BALANCE SHEET**

Property, Plant & Equipment	20,613,995,000.00	20,675,359,000.00	17,585,386,000.00	13,100,969,000.00
Goodwill	1,872,893,000.00	3,120,704,000.00	3,127,914,000.00	2,915,190,000.00
Intangible Assets	10,277,623,000.00	12,429,597,000.00	13,650,474,000.00	13,288,528,000.00
Investment in Affiliated and Associated Units	16,999,448,000.00	16,165,069,000.00	15,722,411,000.00	15,264,092,000.00
Tangible Assets	2,953,472,000.00	2,963,422,000.00	912,275,000.00	10,287,000.00
Investment Property	42,775,000.00	47,910,000.00	162,800,000.00	175,700,000.00
Investments Available for Sales	364,806,000.00	517,140,000.00	493,507,000.00	602,338,000.00
Other Financial Fixed Assets			24,753,000.00	36,268,000.00
Total Fixed Assets	53,428,826,000.00	56,293,339,000.00	51,816,011,000.00	45,494,728,000.00
Inventory / Stock	345,219,000.00	316,261,000.00	272,410,000.00	183,273,000.00
Trade Debtors (receivables from customer)	8,732,715,000.00	8,448,082,000.00	7,638,302,000.00	5,438,708,000.00
Prepayments and Accrued Income	12,673,000.00	12,080,000.00		
Cash in Hand & at Bank	9,971,647,000.00	10,276,744,000.00	11,309,185,000.00	11,294,868,000.00
Claims towards associated companies	308,712,000.00	260,624,000.00	331,173,000.00	495,380,000.00
Other Current Assets			11,515,000.00	10,977,000.00
Short - Term Investments	91,850,000.00			
Total Current Assets	19,462,816,000.00	19,313,791,000.00	19,562,585,000.00	17,423,206,000.00
Deferred Taxation	303,814,000.00	361,465,000.00	136,491,000.00	101,356,000.00
Total Assets	72,891,642,000.00	75,607,130,000.00	71,378,596,000.00	62,917,934,000.00
Reserves	28,686,726,000.00	28,036,163,000.00	26,636,679,000.00	22,887,502,000.00
Retained Profit / Earnings) for the year	2,786,813,000.00	2,773,622,000.00	2,567,530,000.00	2,554,971,000.00

Total Shareholders' Equity	39,379,679,000.00	38,715,925,000.00	36,391,609,000.00	31,431,973,000.00
Minority's Interest	2,324,172,000.00	3,849,400,000.00	3,997,689,000.00	4,187,789,000.00
Total Equity	41,703,851,000.00	42,565,325,000.00	40,389,298,000.00	35,619,762,000.00
Non-Current Liabilities	7,003,107,000.00	8,563,817,000.00	7,500,918,000.00	5,881,774,000.00
Provisions	778,494,000.00	181,961,000.00	60,086,000.00	6,815,000.00
Trade Creditors (accounts payable)	17,944,597,000.00	20,078,214,000.00	19,389,237,000.00	18,684,813,000.00
Short - Term Borrowings, Loans	2,435,092,000.00	1,195,071,000.00	1,079,387,000.00	722,305,000.00
Total Current Liabilities	24,184,684,000.00	24,477,988,000.00	23,488,380,000.00	21,416,398,000.00
SHARE CAPITAL	7,906,140,000.00	7,906,140,000.00	7,187,400,000.00	5,989,500,000.00
Creditors & Accruals	59,261,000.00	66,725,000.00	56,709,000.00	
Other Creditors	2,967,240,000.00	2,956,017,000.00	2,902,961,000.00	2,002,465,000.00
Total Liabilities	31,187,791,000.00	33,041,805,000.00	30,989,298,000.00	27,298,172,000.00

### Charges:

This information is not available.

### GENERAL COMMENTS:

Sample Corporation company was established in 01.01.1970 and is also known as SAMPLE CORPORATION. The company is headquartered in UAE, and it is one of the largest telecommunications companies in the world and the leading operator in the Middle East and Africa.

The company currently operating in 18 countries across Asia, the Middle East and Africa. As of February 2012, SAMPLE CORPORATION is the 15th largest Mobile network operator in the world, with a total customer base of more than 135 million. SAMPLE CORPORATION was named one of the most powerful companies in the UAE by Forbes Middle East in 2011.

SAMPLE CORPORATION Group recorded first quarter revenue of Dhs8.205bn, an increase of 2% over the same period of the previous year. Revenue earned from international operations grew 21% on the same period last year. Operating margins also remained resilient, with operating profit before federal royalty of Dhs3.43bn, representing a margin of 42%.

Expansion Plan: SAMPLE CORPORATION is set to roll out tablets and smartphones running on the 4G LTE network in the third quarter of this year.

The market trend is good.

### TELECOM INDUSTRY ANALYSIS

The UAE's telecommunication market has shown tremendous growth over the recent past, mainly propelled by the government initiatives aimed at the deregulation of the market and introduction of competition. The TRA (Telecommunication Regulatory Authority) remains at the forefront of the success of the country's telecom sector. It is continuously considering and evaluating ways to further intensify competition in the UAE telecom market.

Penetration in the mobile market surpassed 166% in 2007, leaving less room for operators to further take advantage of the market. But this is not the end of growth; future growth in mobile subscriptions will come from growing population and increasing number of expatriates, says RNCOS in its new research report, "Booming UAE Telecom Sector". Moreover, operators are now looking at Value Added Services (VAS) to derive revenues from saturated mobile market.

However, the fixed-line sector remains underdeveloped, with fixed-line penetration standing at just over 30% in 2007. Various factors, such as high tariffs and absence of fixed-line networks, have been hindering the growth of the country's fixed-line market. But the recent announcement by the TRA to allow Carrier Pre-Selection (CPS) in the country could bring fruitful results in this sector.

In line with the increasing education and business in the region, the demand for Internet services has also increased in recent years. Although dial-up subscriptions currently dominates the Internet market, we project broadband subscribers to account for nearly 65% of Internet subscribers in coming few years.

Developments in all the sectors of ICT industry has heated up the competition in the region. So operators are seeking new sources of growth to capitalize on their share of the market. This is resulting into introduction of new technologies such as IPTV, VoIP, Mobile TV, etc. Operators in the region are aggressively pushing the deployment of network infrastructure suitable for

these technologies.

#### Contact Person:

Mr. Sample Surname Public Relations Manager

#### **CREDIT RISK EVALUATION**

A credit rating assesses the credit worthiness of a company. A poor credit rating indicates a high risk of defaulting on a loan. A Credit rating is estimated based on an analysis of commercial, financial and trading data.

#### **MAXIMUM CREDIT RECOMMENDED**

The amount advised is a recommended maximum credit exposure at any one time.

#### **SCALES**

##### **Low Risk Rating**

Indicates specifically low risk of credit defaulting and is assigned to companies of exceptional credit quality.

##### **Normal Risk Rating**

Indicates normal credit risk of default and is assigned to companies of particularly good credit quality.

##### **Average Risk Rating**

Indicates average risk of credit defaulting and is assigned to companies of moderate credit quality.

##### **Above Average Risk Rating**

Indicates increased risk of credit defaulting and is assigned to companies of low credit quality.

##### **High Risk Rating**

Indicates possibility of very high risk of credit defaulting and is assigned to companies of very low credit quality.

##### **N Risk Rating**

This is a recently established company.

Unable to provide credit risk rating due to lack of historical data.

##### **X Risk Rating**

Indicates the highest risk of credit defaulting and is assigned to companies of extremely low credit quality. (adverse press information, dissolved, bankruptcy procedures, termination of activities, detrimental information)

##### **Nil Risk Rating**

Lack of sufficient data. (financial statements overdue or dormant).

#### **GETTING CREDIT (Source Doing Business – The World Bank Group DATE UPDATED: JULY 2009)**

Getting Credit DB09 rank: 68  
Getting Credit DB08 rank: 116  
Change in rank: +48

Measures on credit information sharing and the legal rights of borrowers and lenders are shown below. The Legal Rights Index ranges from 0-10, with higher scores indicating that those laws are better designed to expand access to credit. The Credit Information Index measures the scope, access and quality of credit information available through public registries or private bureaus. It ranges from 0-6, with higher values indicating that more credit information is available from a public registry or private bureau.

Legal Rights Index United Arab Emirates	4
Legal Rights Index Region	3.3
Legal Rights Index OECD	6.8
Credit Information Index United Arab Emirates	5
Credit Information Index Region	2.9
Credit Information Index OECD	4.8
Public registry coverage (% adults) United Arab Emirates	6.5
Public registry coverage (% adults) Region	4.8
Public registry coverage (% adults) OECD	8.4
Private bureau coverage (% adults) United Arab Emirates	7.7

Private bureau coverage (% adults) Region	9.7
Private bureau coverage (% adults) OECD	58.4

### **PROTECTING INVESTORS (Source Doing Business – The World Bank Group)**

Protecting Investors DB09 rank: 113  
Protecting Investors DB08 rank: 110  
Change in rank: -3

The indicators below describe three dimensions of investor protection: transparency of transactions (Extent of Disclosure Index), liability for self-dealing (Extent of Director Liability Index), shareholders' ability to sue officers and directors for misconduct (Ease of Shareholder Suits Index) and Strength of Investor Protection Index. The indexes vary between 0 and 10, with higher values indicating greater disclosure, greater liability of directors, greater powers of shareholders to challenge the transaction, and better investor protection.

Disclosure Index United Arab Emirates	4
Disclosure Index Region	5.9
Disclosure Index OECD	5.9
Director Liability Index United Arab Emirates	7
Director Liability Index Region	4.8
Director Liability Index OECD	5
Shareholder Suits Index United Arab Emirates	2
Shareholder Suits Index Region	3.7
Shareholder Suits Index OECD	6.6
Investor Protection Index United Arab Emirates	4.3
Investor Protection Index Region	4.8
Investor Protection Index OECD	5.8

#### **DISCLAIMER**

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