

⊖ In This Report

Payment experiences data updated on 01 Jun 2018  
Chamber of commerce data updated on 26 Jun 2018

⊖ Identification & Summary

**ADVISE SRL**

**Risk Indicators Overview**

<b>D&amp;B Rating</b>					1A 1
<b>Risk Indicator</b>	1	2	3	4	-
<b>D&amp;B Failure Score</b>					93
<b>D&amp;B Delinquency Score</b>					80
<b>D&amp;B Maximum Credit</b>					€550.000
<b>Days Beyond Terms</b>					0
<b>Protested Bills indicator</b>					No
<b>Legal Events Indicator</b>					No
<b>Special Events Indicator</b>					No

**Financial Data**

<b>Latest Accounts Date</b>	31 Dec 2017
<b>Net Worth</b>	€1.190.158
<b>Turnover</b>	€117.756.636

**Identification**

<b>Main Trading Address</b>	VIA TRIESTE ANG. PZZA VERGINE 34 FUCECCHIO (FIRENZE) ITALY 50054
<b>Telephone Number</b>	057121247
<b>Fax Number</b>	057121247
<b>D-U-N-S® Number</b>	43-462-9935
<b>Registration Number (CCIAA)</b>	RM 1479495
<b>VAT Number</b>	02333430466
<b>Fiscal code</b>	02333430466
<b>Website</b>	www.advisesrl.it
<b>Registered Address</b>	VIALE LUCA GAURICO 9/11 ROMA (ROMA) ITALY 00143
<b>Line of Business (SIC)</b>	MISCELLANEOUS BUSINESS SERVICES (7399) MANAGEMENT & PUBLIC RELATIONS CONSULTANTS (7392) PERSONAL SERVICES PROVIDERS (7299)
<b>Parent Company</b>	TRUNK HOLDING SRL

Over the last 12 months information on this company had been requested 6 time(s) by our domestic and Worldwide customers.


# Risk Evaluation

## MINIMUM Risk Of Business Failure

<b>D&amp;B Rating</b>	<b>1A 1</b>	
<b>Financial Strength</b>	<b>1A</b>	Based on net worth of € 1.190.158
<b>Risk Indicator(1-4)</b>	<b>1</b>	Represents a minimum risk of business failure.

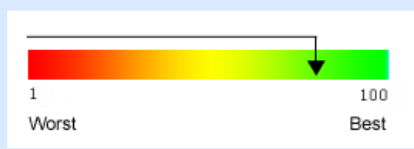
<b>D&amp;B Credit Advice</b>	<b>€550.000</b>
Maximum recommended credit amount, based on subject's information, level of risk, and the industry sector it operates within.	

**D&B Failure Score**      **93 out of 100**



7% of companies in Italy have a lower risk of failure and 93% of companies in Italy have a higher risk of failure.

**D&B Delinquency Score**      **80 out of 100**



20% of companies in Italy have a lower risk of paying significantly late and 80% of companies in Italy have a higher risk of paying significantly late.

## Main Influencing Factors for Risk Evaluation

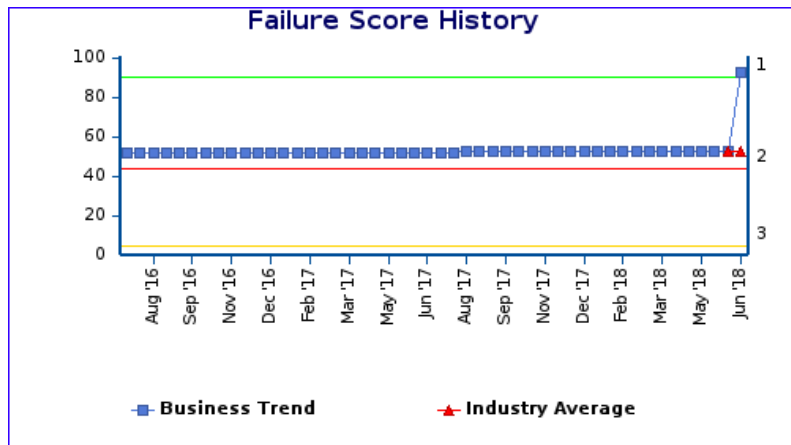
- This business has a satisfactory cash flow
- This business has a medium degree of indebtedness
- The current ratio tends towards equilibrium.
- Our records show this business meets its commitments on time.
- Payment of accounts shows a positive trend
- Our records show this business is in a medium risk industry sector

- The D&B Failure Score predicts the likelihood that a company will obtain legal relief from its creditors or cease operations with unpaid obligations over the next 12 months. It is calculated on the basis of continuous monitoring of demographic, financial variables as well as payment performance and negative information.
- The D&B Rating, based on the financial strength of a business and the D&B Failure Score, predicts the likelihood of a business failing within the next 12 months. Financial strength is calculated referring to the net worth or capital. The risk indicator is determined from the D&B Failure Score.
- The D&B Delinquency Score predicts the likelihood that a business will pay its obligations late within the next 12 months. It is calculated on the basis of continuous monitoring of demographic, financial variables as well as payment performance and negative information.

## ⊖ D&B Rating & Score - Trend & Industry Sector Comparison

### History and Industry Comparison of D&B Failure Score

The graph below shows the history of the D&B Failure Score for ADVISE SRL over the last 24 months compared to the average for its industry group.



#### Comparison of Financial Strength

Financial Strength of ADVISE SRL: **1A**

Number of businesses in the same industry with determined net worth: **85.684**, of these

- **1.417 (1,7%)** have a higher Financial Strength.
- **951 (1,1%)** have the same Financial Strength.
- **83.316 (97,2%)** have a lower Financial Strength.

#### Commentary

- Today's Failure Score of **93** indicates that ADVISE SRL is less likely to fail than industry average.
- Total number of businesses in the same industry group as ADVISE SRL : **362.582**
- Average Industry Score : **53**

## ⊖ Payment Information

D&B collects in excess of 100 million payment experiences on European businesses each year. The information shown below indicates how ADVISE SRL has been paying its bills.

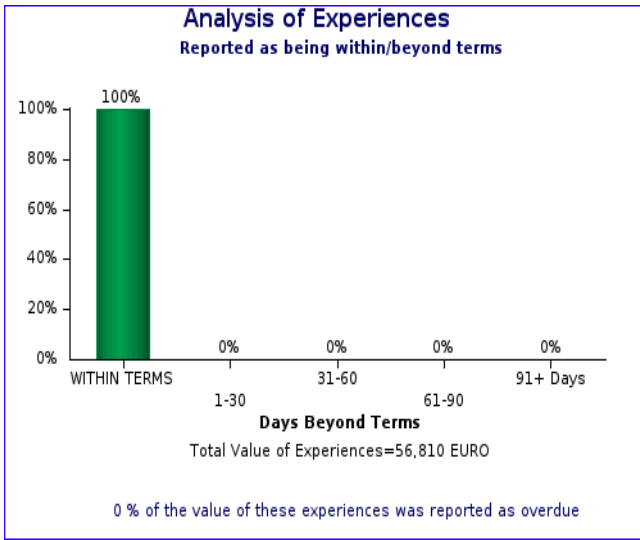
Average Days Beyond Terms Paydex	Within terms 80
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Number of payment experiences (last 12 months)	<b>4</b>
Total value of experiences (Euros)	<b>56.810</b>
Average Value of Experiences	<b>14.203</b>

#### Summary of payment experiences:

Value Bands in Euros	Number of Experiences	Total Value	% paid within terms	1-30 days	31-60 days	61-90 days	91+ days
> 100.000	-	-	-	-	-	-	-
75.000 - 99.999	-	-	-	-	-	-	-
50.000 - 74.999	-	-	-	-	-	-	-
25.000 - 49.999	-	-	-	-	-	-	-
10.000 - 24.999	4	56.810	100	-	-	-	-
< 10.000	-	-	-	-	-	-	-
<b>Total</b>	<b>4</b>	<b>56.810</b>					

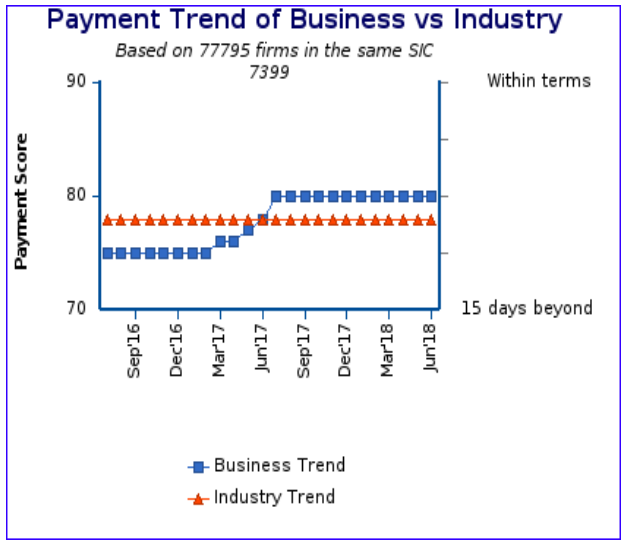
In some instances, payment beyond terms can be the result of overlooked or disputed invoices.



## ⊖ Payment Information - Industry Sector Comparison

### History and Industry Comparison of the Payment Behaviour.

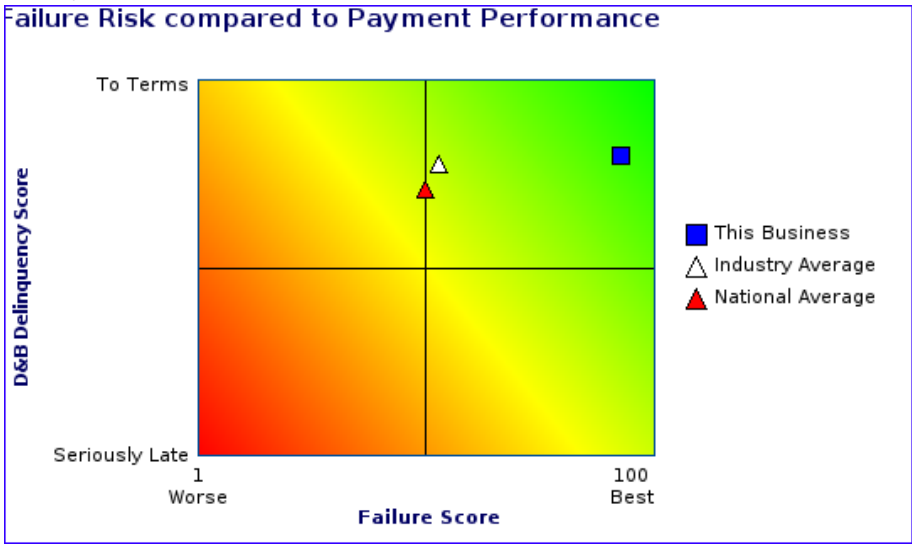
Shown below is an industry comparison based on the 77.795 other businesses in same industry group as ADVISE SRL where D&B has payment experiences.



Comparison of Days Beyond Terms and Payment Score		
<b>ADVISE SRL</b>	<b>pays to terms</b>	<b>Payment Score of 80</b>
Upper quartile (top 25%)	pays within terms	Payment Score of 80
Median (middle 50%)	pays 3 days beyond terms	Payment Score of 78
Lower quartile (bottom 25%)	pays 19 days beyond terms	Payment Score of 66

## ⊖ Risk of Failure and Payment Performance - Industry Sector Comparison

This section compares the D&B Failure Score and the D&B Delinquency Score of the subject to the averages of the industry sector and the country.



### Commentary

ADVISE SRL pays within terms

This is 14 days better than the national average of 14 days beyond terms.

When compared to similar businesses ADVISE SRL pays faster than the industry average of 3 days beyond terms.

The D&B failure score of 93 predicts that the risk of failure within the next 12 months for ADVISE SRL is minimal.

This compares to an industry average D&B Failure Score this month of 53 and a national average of 50.

## ⊖ Protested Bills

In this section are included protested bills registered in public sources and already processed by our systems.

A check is done on:

- company on headquarters addresses (previous, current) and branches included in our database;
- principals on headquarters addresses (previous, current), branches included in our database and their registered home address;
- shareholders with more than 50% of shares, check based on fiscal code.

Protested bills check is negative.

## ⊖ Principals

### MASSIMO BAGNOLI : Sole Administrator

Born 25 Apr 1982  
 City of Birth EMPOLI  
 County of Birth FIRENZE  
 Country of Birth ITALIA  
 Home Address VIA DELLA CHIESA 22/A  
 Town CASTELFRANCO DI SOTTO  
 County PISA  
 Appointment Date 10 Oct 2013  
 Fiscal Code BGNMSM82D25D403U

### Associations

Name	Office	Province
TRUNK HOLDING SRL	Sole Administrator	ALTOPASCIO (LUCCA)

**TRUNK HOLDING SRL : Partner**

Home Address VIA CAVOUR 5  
Town ALTOPASCIO  
County LUCCA  
Appointment Date 20 Jan 2016  
Fiscal Code 02401610460

**FRANCESCO CAPPABIANCA : Procurator**

Born 10 Jun 1981  
City of Birth IVREA  
County of Birth TORINO  
Country of Birth ITALIA  
Home Address VIA CARLO CASINI 328  
Town ROMA  
County ROMA  
Appointment Date 18 Nov 2014  
Fiscal Code CPPFNC81H10E379Y

## Shareholders

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Shareholder Name	Percentage
TRUNK HOLDING SRL , CF 02401610460	100.00%

## Parent Company

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**Immediate Parent**

Company Name TRUNK HOLDING SRL  
Company Address VIA CAVOUR 5 55011  
ALTOPASCIO IT  
Interest 100.00%  
D&B Rating C 2

## Legal Structure

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Legal Form Private Limited Liability Company  
Date Started 10 Oct 2013  
Date of Registration 19 May 2016  
Date of Incorporation 10 Oct 2013  
Business activity start date 01 May 2015  
Duration Date 31 Dec 50  
Nominal capital € 100.000  
Paid Up Capital € 100.000  
Issued capital € 100.000

## History

### Started on 10 Oct 2013

- Registered office was located in ALTOPASCIO (LUCCA) ,VIA CAVOUR 5 - Changed on 19 May 2016
- Trading office was located in ALTOPASCIO (LUCCA) ,VIA CAVOUR 5 - Changed on 01 May 2015

## Operations

Operates As	SIC Code	ATECO 2002	NACE Code	RAE
MISCELLANEOUS BUSINESS SERVICES	7399	511	74.87	630
MANAGEMENT & PUBLIC RELATIONS CONSULTANTS	7392	74142	74.14	630
PERSONAL SERVICES PROVIDERS	7299	71401	93.05	840

### Operations

ACQUISTO E VENDITA TRAFFICO TELEFONICO VOIP. CONSULENZA NEL SETTORE DELLE TECNOLOGIE DELL'INFORMATICA.

### Employees

Employees	12
In the past number of employees was	2

### Premises

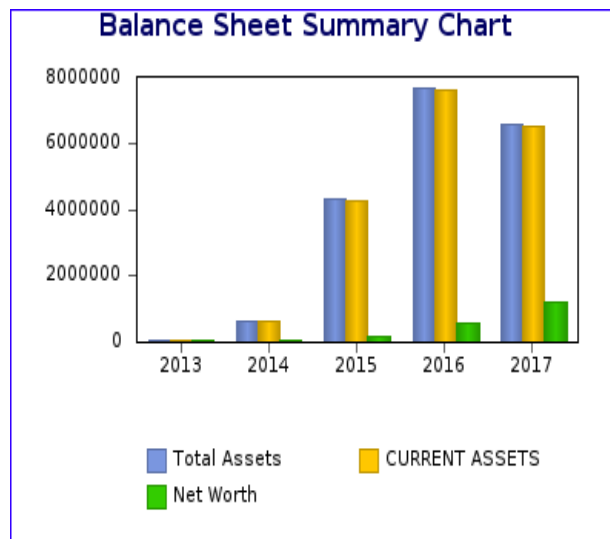
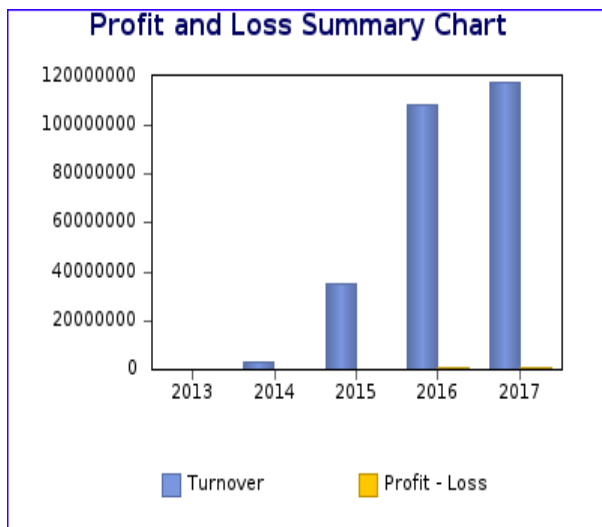
Offices / Premises	Dispone di office
Registered Address	VIALE LUCA GAURICO 9/11,ROMA,ROMA,00143,ITALY

## Banks

Bankers
Banca Popolare Commercio e Industria
Credito Cooperativo di Cambiano

## Financial Summary

	Non consolidated Euro 31 Dec 2017	Non consolidated Euro 31 Dec 2016	Non consolidated Euro 31 Dec 2015	Non consolidated Euro 31 Dec 2014	Non consolidated Euro 31 Dec 2013
Net Sales	117.756.636	108.908.824	34.843.843	2.764.995	75.447
Profit(Loss)	694.328	484.149	110.877	18.699	24.281
Net worth	1.190.158	605.832	150.930	40.058	34.280
Fixed Assets	19.080	15.350	4.353	0	0
Liquid Assets	6.533.221	7.663.863	4.308.520	658.216	67.654
Inventory	0	0	0	0	0
CURRENT ASSETS	6.533.221	7.663.863	4.308.520	658.216	67.654
Current Liabilities	5.412.843	7.125.952	4.215.131	621.007	34.918
Total Assets	6.622.624	7.738.131	4.366.599	661.065	69.198



## BalanceSheet

Assets	Fiscal Non consolidated Euro 31 Dec 2017	Fiscal Non consolidated Euro 31 Dec 2016	Fiscal Non consolidated Euro 31 Dec 2015	Fiscal Non consolidated Euro 31 Dec 2014	Fiscal Non consolidated Euro 31 Dec 2013
<b>SUBSCRIBED CAPITAL UNPAID</b>	0	0	0	0	5.000
<b>TOTAL TANGIBLE INTANGIBLE AND FINANCIAL ASSETS</b>	89.083	74.241	58.052	2.849	1.423
<b>INTANGIBLE ASSETS</b>	10.666	1.765	2.714	2.849	1.423
<b>TANGIBLE ASSETS</b>	19.080	15.350	4.353	0	0
- Land & Buildings	0	0	-	0	0
<b>FINANCIAL ASSETS</b>	59.337	57.126	50.985	0	0
- AMOUNTS OWED BY ASSOC./AFFILIATED CO.S	0	0	0	0	0
- Including: EQUITY INVESTMENTS	0	0	0	0	0
- Own Shares	-	-	0	0	0
<b>CURRENT ASSETS</b>	6.505.795	6.802.336	4.301.653	657.681	62.762
<b>STOCKS</b>	0	0	0	0	0
- FINISHED GOODS & WORK IN PROGRESS	0	0	0	0	0
<b>DEBTORS</b>	6.267.946	6.727.365	4.254.637	644.635	27.206
- SHORT-TERM DEBTORS	6.267.626	6.727.338	4.254.610	644.635	27.085
- TRADE DEBTORS	4.591.781	5.932.152	-	0	-
- SHORT-TERM TRADE DEBTORS	4.591.781	5.932.152	-	-	-
<b>FINANCIAL ASSETS</b>	0	0	0	0	0
- Own Shares	-	-	0	0	0
<b>CASH AND BANK</b>	237.849	74.971	47.016	13.046	35.556
<b>PREPAYMENTS &amp; ACCRUED INCOME</b>	27.746	861.554	6.894	535	13
<b>TOTAL ASSETS</b>	6.622.624	7.738.131	4.366.599	661.065	69.198

Liabilities	Fiscal Non consolidated Euro 31 Dec 2017	Fiscal Non consolidated Euro 31 Dec 2016	Fiscal Non consolidated Euro 31 Dec 2015	Fiscal Non consolidated Euro 31 Dec 2014	Fiscal Non consolidated Euro 31 Dec 2013
<b>SHAREHOLDERS' EQUITY</b>	1.190.158	605.832	150.930	40.058	34.280
- SHARE CAPITAL	100.000	100.000	19.608	19.608	10.000
- SHARE PREMIUM RESERVE	0	0	0	0	0



- Revaluation reserve	0	0	0	0	0
<b>PROVISIONS FOR RISKS AND CHARGES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
- Provisions for taxation	0	0	0	0	0
<b>Provision for severance indemnity</b>	<b>19.623</b>	<b>6.347</b>	<b>538</b>	<b>0</b>	<b>0</b>
<b>CREDITORS</b>	<b>5.231.346</b>	<b>5.472.056</b>	<b>4.199.999</b>	<b>578.685</b>	<b>34.896</b>
<b>SHORT-TERM CREDITORS</b>	<b>5.231.346</b>	<b>5.472.056</b>	<b>4.199.999</b>	<b>578.685</b>	<b>34.896</b>
- TRADE CREDITORS	3.216.562	4.852.913	0	0	0
- AMOUNTS DUE TO BANKS - SHORT-TERM	1.611.979	227.607	-	-	-
<b>AMOUNTS DUE TO BANKS - MEDIUM/LONG-TERM</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>ACCRUED EXPENSES AND DEFERRED INCOME</b>	<b>181.497</b>	<b>1.653.896</b>	<b>15.132</b>	<b>42.322</b>	<b>22</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>6.622.624</b>	<b>7.738.131</b>	<b>4.366.599</b>	<b>661.065</b>	<b>69.198</b>
<b>MEMORANDUM ACCOUNTS</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>0</b>
- Accumulated depreciation of tangible assets	-	-	1.538	-	-

## Profit & Loss Account

Profit & Loss Account	Fiscal Non consolidated Euro 31 Dec 2017	Fiscal Non consolidated Euro 31 Dec 2016	Fiscal Non consolidated Euro 31 Dec 2015	Fiscal Non consolidated Euro 31 Dec 2014	Fiscal Non consolidated Euro 31 Dec 2013
<b>Value Of Production</b>	<b>117.795.639</b>	<b>108.909.497</b>	<b>34.844.147</b>	<b>2.765.203</b>	<b>75.447</b>
<b>- Revenues</b>	<b>117.756.636</b>	<b>108.908.824</b>	<b>34.843.843</b>	<b>2.764.995</b>	<b>75.447</b>
- Change in stocks of finished goods & work in progress	0	0	0	0	0
- Total changes	0	0	0	0	0
- Other revenues	39.003	673	304	208	0
<b>Production Costs</b>	<b>116.721.375</b>	<b>108.114.691</b>	<b>34.633.459</b>	<b>2.737.899</b>	<b>36.580</b>
- Purchase Of Raw Materials & Goods	114.805.463	106.607.960	33.711.834	2.522.726	154
- Change In Materials	0	0	0	0	0
- Consumption Of Materials	114.805.463	106.607.960	33.711.834	2.522.726	154
- Overheads	1.451.765	1.309.118	880.383	199.526	34.747
<b>Provisions for risks &amp; other</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.271</b>	<b>0</b>
- Value Added	1.538.411	992.419	251.930	44.222	40.546
- staff costs	330.246	107.838	10.265	162	1.252
<b>Provision for severance indemnity</b>	<b>16.076</b>	<b>5.811</b>	<b>538</b>	<b>0</b>	<b>0</b>
- G.O.M.	1.169.162	883.908	241.361	42.581	39.294
- Amort./Deprec/Writed. of fixed assets	7.220	4.024	2.413	801	356
- Amortisation/depreciation/writed owns	30.459	33.913	17.458	801	356
- Amortisation of intangible assets	3.412	949	875	801	356
<b>Depreciation of tangible assets</b>	<b>3.808</b>	<b>3.075</b>	<b>1.538</b>	<b>0</b>	<b>0</b>
<b>Profit / (Loss) From Ordinary Operating Activities</b>	<b>1.138.703</b>	<b>849.995</b>	<b>223.903</b>	<b>41.780</b>	<b>38.938</b>
- Other Income / Charges	(74.759)	(76.206)	(17.997)	(12.498)	(373)
<b>Interest receivable &amp; similar income</b>	<b>36</b>	<b>28</b>	<b>49</b>	<b>19</b>	<b>3</b>
<b>Operating Profit / (Loss)</b>	<b>1.063.944</b>	<b>773.789</b>	<b>205.906</b>	<b>29.282</b>	<b>38.565</b>
Financial Charges	26.876	217	805	369	0
Profit / (Loss) Before Extraordinary Op.S	1.037.068	773.572	205.101	28.913	38.565
Adjustments To Value Of Financial Assets (+/-)	0	0	0	0	0
Extraordinary Income/Charges (+/-)	-	-	0	0	(1)
Profit / (Loss) Before Taxation	1.037.068	773.572	205.101	28.913	38.564
TAXATION	342.740	289.423	94.224	10.214	14.283
<b>PROFIT (LOSS) FOR THE PERIOD (+/-)</b>	<b>694.328</b>	<b>484.149</b>	<b>110.877</b>	<b>18.699</b>	<b>24.281</b>
Cash Flow	724.787	518.062	128.335	19.500	24.637

## Key Ratios

	31 Dec 2017	31 Dec 2016	31 Dec 2015	31 Dec 2014	31 Dec 2013
<b>Returns Ratios</b>					
ROE %	58,34	79,91	73,46	46,68	70,83
Return on Sales %	0,59	0,44	0,32	0,68	32,18
ROI %	17,19	10,98	5,13	6,32	56,27
ROA	0,16	0,10	0,05	0,04	0,56
M.O.L	0,01	0,01	0,01	0,02	0,52
<b>Turnover</b>					
Invested Capital Turnover	17,78	14,07	7,98	4,18	1,09
Current Assets Turnover	18,10	16,01	8,10	4,20	1,20
<b>Equity and Financial Ratios</b>					
Net Assets Cover	0,18	0,08	0,03	0,06	0,50
Fixed Assets Cover	13,36	8,16	2,60	14,06	24,09
Short-term Banks on Current Assets	0,25	0,03	0,00	0,00	0,00
Gearing	5,56	12,77	28,93	16,50	2,02
<b>Liquid Ratio</b>					
Current Ratio	1,21	1,08	1,02	1,06	1,94
Acid-Test Ratio	1,21	1,08	1,02	1,06	1,94
<b>Productivity Ratios</b>					
Turnover per Employee	10.705.148,73	-	-	-	-
Operating Value Added per Employee	139.855,55	-	-	-	-
Labour Cost per Employee	30.022,36	-	-	-	-
Labour Cost on Turnover	-	-	-	-	0,02
Operating Value Added on Sales	0,01	0,01	0,01	0,02	0,54
Days of Credit to Customers or Duration of Amounts owed by Customers	14,04	19,61	-	-	-
<b>Incidence Ratios for Costs</b>					
Labour Costs on Costs	0,00	0,00	0,00	0,00	0,03
Depreciation and Devaluation on Costs	0,00	0,00	0,00	0,00	0,01
General Expenses on Cost	0,01	0,01	0,03	0,07	0,95
<b>Development Ratios</b>					
Revenues Variations	0,08	2,13	11,60	35,65	-
Variations in Production Costs	0,08	2,12	11,65	73,85	-
Variations in Shareholders' Equity	0,96	3,01	2,77	0,17	-
Variations in Total Assets	(0,14)	0,77	5,61	8,55	-

### Comments

Analysis on 2017 balance sheet shows the following financial scenario(s)

- Quick test ratio good, improving when compared to last year
- Current test ratio fair, improving when compared to last year
- Short terms Liabilities ratio average compared to net worth and decreased if compared to previous balance sheet
- Return on Equity good, worse than last year
- Return on Sales trend increasing

## Customer Service and Support

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### Contact Information

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Telephone Number 800 821058

Please quote your subscriber number **878-153133** for any query or support.

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