

Report Date: 23.01.2024

COMPANY PROFILE	
Company Name	АКЦИОНЕРНОЕ ОБЩЕСТВО "Р7"
Company Name in transliteration	AKTSIONERNOE OBSHESTVO "R7"
State Registration Number	1025202837615
Tax number	5259019343
Statistics number	48324255
Main Activity	Computer programming activities
Legal Address	Office 29, Building 22D, Larina Street, Nizhny Novgorod, Nizhny Novgorod Region, 603152, Russia
Tel/Fax	T: +7 831 422 48 30, +7 495 120 46 77
Website	www.r7-office.ru
E-mail	info@r7-office.ru

CREDIT RECOMMENDATION	
CREDIT RATING	A- Low Credit Risk. The company has strong creditworthiness and is able to meet financial commitments in full.
CREDIT LIMIT	820 000 EUR
COMMENTS	Credit line over the Credit Limit is advised to be secured with the proper guarantees until the complete most recent financial figures are obtained.

KEY FINANCIALS	
Total Revenue	1 509 952 (thousand) RUB
Gross Profit	1 302 287 (thousand) RUB
Net Profit	1 002 323 (thousand) RUB
Total Assets	1 841 996 (thousand) RUB
Equity Capital	1 297 795 (thousand) RUB
Net Working Capital	1 044 592 (thousand) RUB

IDENTIFICATION DATA	
Company Name in English	“R7” JOINT STOCK COMPANY
Local Name in Register	АКЦИОНЕРНОЕ ОБЩЕСТВО “Р7”
Legal Form and Responsibility	JSC, Joint-Stock Company. The company is liable for its obligations with all belonging actives. The company is not responsible for the shareholders' obligations. Shareholders are not liable for the company's obligations and keep the risk of losses within the value of their stocks.
Trading Names, Brands	 Р7-ОФИС
Activities	State code-classifier of economic activity – 62.01. Computer programming activities. State code-classifier of economic activity – 62.02. Computer consultancy activities.
Products and Services	The company is a developer of office software with advanced functionality for collaboration and communication. The key product of the company is the office package "R7-Office", which is included in the Register of Domestic Software.
Active Licenses and Certificates	No active licenses
Legal Address	Office 29, Building 22D, Larina Street, Nizhny Novgorod, Nizhny Novgorod Region, 603152, Russia
Office Address	Office 29, Building 22D, Larina Street, Nizhny Novgorod, Nizhny Novgorod Region, 603152, Russia
Tel/Fax	T: +7 831 422 48 30, +7 495 120 46 77
Website	www.r7-office.ru
E-mail	info@r7-office.ru

REGISTRATION DATA	
Date of Registration	18.02.1998
State Registration Number	1025202837615
Registration Authority	Interdistrict Inspection of the Federal Tax Service #15 in the Nizhny Novgorod region
Tax Number	5259019343
Tax Authority	Interdistrict Inspection of the Federal Tax Service #22 in the Nizhny Novgorod region
Statistic Number	48324255

Share Capital	84 000 RUB
Registration Changes	No data available

MANAGEMENT AND RELATED PARTIES

Shareholders	Bannov Lev Yevgenievich / Баннов Лев Евгеньевич - share 50% Individual tax number – 526002154050
	Ryazanov Aleksey Viktorovich / Рязанов Алексей Викторович - share 50% Individual tax number – 526200704058
Management	General Director – Agafonova Natalia Viktorovna / Агафонова Наталия Викторовна Individual tax number – 773305021195
Senior Staff	No data available
Workforce	Average number of employees according to the Federal Tax Service: 01.01.2023 – 49 employees 01.01.2022 – 32 employees 01.01.2021 – 25 employees 01.01.2020 – 92 employees 01.01.2019 – 71 employees
Subsidiaries and Participation	No subsidiaries and participation
Branches	No branches
Other Related Companies	“INTERMAIND” LLC / ООО “ИНТЕРМАЙНД” State Registration Number – 1107746323530 Relation: Participant - Agafonova Natalia Viktorovna
	“TEKHNOLOGII RASPREDELENNYKH KOMMUNIKATSYI” LLC / ООО “ТЕХНОЛОГИИ РАСПРЕДЕЛЕННЫХ КОММУНИКАЦИЙ” State Registration Number – 1195275008719 Relation: Participant - Bannov Lev Yevgenievich
Facilities	No data available

CLIENTS AND SUPPLIERS

Clients	Distributors: – Marvel-Distribution – Axoft – Lad Group of Companies (“Native Soft” LLC) – MERLION – 1C Distribution – Treolan Distribution Solutions
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	– MONT Group of Companies – OCS Distribution
Suppliers	No data available
Export	No data available
Import	No data available
Procurement	No state procurement
Leasing	No leasing
Pledge Contracts	No pledge contracts
Bank Details	VOLGA-VYATKA BANK OF SBERBANK PJSC Bank account: 40702810142050009712 Bank Identifier Code: 042202603

LITIGATION	
Litigation	No litigation
Enforcement Proceedings	No enforcement proceedings
Status According to Tax Authorities	The legal entity is recognized as active according to the tax legislation of the Russian Federation.

RESULTS OF INVESTIGATION	
Result of Contact	February 20, 2022, we sent an official request and questionnaire form via email - info@r7-office.ru. We repeatedly tried to contact the company by phone numbers +7 831 422 48 30, and +7 495 120 46 77, but no one answered. The credit report will be updated if the company provides additional data.
Important Notes	-
Public Information	04.08.2023 Revenue from retail sales of Russian software "R7-office" has increased tenfold Revenue from sales of domestic software "R7-office" in retail in the first half of 2023 increased year-on-year by 4 386%, or almost 45 times. The demand for "R7-office" is primarily due to the lack of sales of a Microsoft Office software package. R7, along with "MyOffice" are the most famous domestic analogs of MS Office. ... In the first five months of 2023, sales of Russian software in the consumer segment turned out to be 2,5–6 times higher compared to the

same period a year earlier, “Vedomosti” reported in June. The “Red OS” and “Uncom OS” operating systems, the “R7-office” of office applications, as well as Kaspersky and Dr.Web antiviruses, turned out to be the sales leaders.

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<https://www.vedomosti.ru/technology/articles/2023/08/04/988452-viruchka-ot-prodazh-softa-r7-ofis-virosa-v-desyatki-raz>

19.08.2023

The developer of office software "R7" intends to occupy 80% of the market of graphic editors in the Russian Federation.

The company expects to replace Microsoft Visio.

Russian office software developer R7 JSC plans to occupy up to 80% of the Russian market of graphic editors with a volume of 9 billion rubles through the release of its new product “R7 Graphics”, - the company reported.

“The volume of this market is estimated at 15% of the editors' market or 9 billion rubles,” the company reported to Interfax. “The potential market capacity by 2028 is 49 billion, including commercial software, free software, shareware services, non-updated, outdated or unlicensed software.”

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<https://www.interfax.ru/russia/921415>

08.12.2023

The developer of R7-Office summed up the preliminary results of 2023

In the first 11 months, the company showed revenue growth of more than 100% compared to 2022 and predicts a further multiple increase in the number of users and licenses delivered.

By the end of 2023, the staff of in-house developers of the R7-Office product line has more than 150 people.

This year, the number of large clients of R7 JSC with a staff of 50 000 people has increased by 17%. In particular, in 2023, Gazprom PJSC, Sberbank PJSC, Rosseti PJSC, Rosselkhozbank JSC, Bank Dom.RF JSC, PJSC Inter RAO, SO UES JSC purchased R7-Office licenses. Most of the purchases were re-implemented, based on the results of operations during previous years. In 2023, the Russian office package was most often chosen by enterprises in the oil and gas, energy, banking and education sectors.

Currently, editors of documents, spreadsheets and presentations are embedded in Yandex 360 cloud services, Mail.ru for business, Bitrix24, Mont Cloud are actively used by users of these digital platforms.

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In general, the company's partner network has grown 3 times over the year. An example of such a development is the signing in 2023 of cooperation agreements with MTS PJSC, Sberbank-Service, TS Integration and OCS Distribution LLC.

In 2023, R7-Office entered in Belarusian market in cooperation with

	Russian distributors. ... https://plus.rbc.ru/pressrelease/65733d617a8aa9bcce4a296e?from=newsfeed
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FINANCIAL AND TAX ELEMENTS	
Tax Debts	No data available
Tax Payments	Fiscal period 2022 – 15 550 818 RUB
Currency	All monetary amounts quoted in this report are shown in Russian Rubles (RUB) unless otherwise stated.
Exchange Rate	The currency exchange rate is 88,5896 RUB per 1 US dollar and 96,3835 RUB per 1 Euro according to the Central Bank of Russia as of January 20, 2024.
Financial Statements	Unaudited.
Financial Elements	Financial statements received from the Federal Tax Service of the Russian Federation.

FINANCIAL RATIOS		
Quick Ratio	2,92	(Current assets- Inventories/Current liabilities)
Current Ratio	2,92	(Current assets/Current liabilities)
Debt-to-Equity Ratio	0,42	(Total liabilities/Equity Capital)
Return on Equity, ROE	77,23%	(Net profit after tax/ Sales revenue)*(Sales revenue/Total assets)*(Sales revenue/Equity Capital)
Return on Sales, ROS	66,38%	(Net profit after tax/ Sales revenue)
Receivable Turnover Ratio	200 days	((Accounts receivable“average” + Payment in Advance“average”)/ Sales revenue)*365
Accounts Payable Turnover	582 days	Trade creditors “average”/(Cost of goods sold+ (Inventories “current” – Inventories “previous”))*365
Interest Coverage Ratio	949,68	(EBIT/Interest Expenses)
Net Working Capital	1 044 592 (thousand) RUB	(Current assets - Current liabilities)

SCORE MODELS	
Z-Score Model (Altman)	4,62 Financial Stability Zone. Low probability of bankruptcy.
M-Score Model (adapted to local conditions)	-0,82 The financial statements are probably manipulated if the result turns

	out to be more than -1,802. <i>This model allows us to determine the possibility of manipulation of financial statements with an accuracy of 68%.</i>
Score Model of Falsification of Financial Statement	0,07 The financial statements are probably manipulated if the result turns out to be more than 0,3. <i>This model allows us to determine the possibility of manipulation of financial statements with an accuracy of 76%.</i>

BALANCE SHEET:

(thousand) RUB

	2022	2021	2020
ASSETS			
1. Current assets	1 588 794	524 389	312 842
Cash & cash equivalents	392 247	64 178	105 680
Accounts receivable	1 195 104	459 595	206 914
Payment in Advance	0	0	0
Inventories	61	112	105
Other assets	1 383	504	143
2. Non-current assets	253 202	78 993	43 195
Fixed assets (PP&E)	3 134	1 628	1 039
Intangible assets	250 061	76 893	40 671
Long-term unfinished assets	0	0	0
Long- term investments	0	0	0
Other non-current assets	7	472	1 485
TOTAL ASSETS	1 841 996	603 383	356 037
LIABILITIES			
3. Current liabilities	544 202	190 438	96 972
Short-term loans and credits	6 157	0	0
Trade creditors	487 577	175 014	89 599
Advances received	0	0	0
Tax liabilities	0	0	0
Other short-term liabilities	50 467	15 424	7 373
4. Non-Current liabilities	0	32	0
Loans and credits	0	0	0
Other non-current liabilities	0	32	0
EQUITY			
5. Capital and reserves	1 297 795	412 914	259 065
Share capital	84	84	84
Additional capital	0	0	0
Other capital	0	0	0
Reserve Capital	17	17	17
Retained earnings	1 297 694	412 813	258 964
TOTAL LIABILITIES & EQUITY	1 841 996	603 383	356 037

INCOME STATEMENT:

(thousand) RUB

	2022	2021	2020
Sales revenue	1 509 952	503 920	314 654
Cost of goods sold	207 665	90 774	66 066
Gross profit	1 302 287	413 146	248 588
Distribution costs	148 951	97 141	12 396
Administrative costs	88 960	82 440	71 058
Other operating costs	0	0	0
Other operating income	0	0	0
Financing income	0	746	1 392
Financing costs	1 057	0	27
Other non-operating income	1 392	294	6 506
Other non-operating costs	61 956	2 502	1 387
Profit before income tax	1 002 755	232 103	171 618
Income tax benefits/(costs)	-432	-8 473	-33 914
Net profit after tax	1 002 323	223 630	137 704
Total other comprehensive income not subject to reclassification to income or expenses	0	221	0
Total comprehensive income	1 002 323	223 851	137 704

CASH FLOW:

(thousand) RUB

	2022	2021	2020
OPERATING ACTIVITIES			
Cash receipts	1 246 619	445 330	393 387
Customers	1 226 692	387 961	391 948
Others	19 927	57 369	1 439
Cash paid	608 402	280 949	240 826
Payments to Suppliers	378 074	152 216	148 510
Wage Expenses	214 790	88 455	57 782
Interest	831	0	0
Taxes	7 208	35 113	29 871
Others	7 499	5 165	4 663
Net Cash Flow from Operating Activities	638 217	164 381	152 561
INVESTING ACTIVITIES			
Cash receipts	0	0	0
Loans Collection and Sale of Investment Securities	0	0	0
Interest and Dividend Received	0	0	0
Others	0	0	0
Cash paid	210 359	54 336	47 015
Purchase of Fixed Assets	210 359	54 336	47 015
Investment Securities and Loans to other Entities	0	0	0
Others	0	0	0
Net Cash Flow from Investing Activities	-210 359	-54 336	-47 015
FINANCING ACTIVITIES			
Cash receipts	26 143	0	0
Credits and Borrowings	26 143	0	0
Others	0	0	0
Cash paid	125 921	51 550	5 000
Dividends	125 921	51 550	0
Repayment of Loans	0	0	5 000
Others	0	0	0
Net Cash Flow from Financing Activities	-99 778	-51 550	-5 000
Net Cash Flow	328 080	58 495	100 546
Balance of cash and cash equivalents at the beginning of the reporting period	64 177	5 680	5 133
Balance of cash and cash equivalents at the end of the reporting period	392 247	64 177	105 679
Value of the impact of changes in the exchange rate of foreign currency against local currency	-11	2	0

CREDIT RATING DEFINITION	
A	Lowest Credit Risk. The company has the best creditworthiness and is able to meet financial commitments in full.
A-	Low Credit Risk. The company has strong creditworthiness and is able to meet financial commitments in full.
B+	Medium-Low Credit Risk. The company has stable creditworthiness and is able to meet financial commitments in full. But creditworthiness is sensitive to external economic conditions.
B	Medium Credit Risk. The company has good creditworthiness and is able to meet financial commitments in full. But creditworthiness is highly sensitive to external economic conditions.
B-	Above Medium Credit Risk. The company has average creditworthiness and is still able to meet financial commitments in full. There is a negligible risk of default.
C	High Credit Risk. The company has below average creditworthiness. There is a significant risk of default.
D	Very High Credit Risk. The company has weak creditworthiness. There is a high probability of default.
NR	Not Rated. No sufficient rating information Not Rated. New established business with operating history less than 2 years. Not Rated. The company ceased operations. Not Rated. The company is declared bankrupt. Not Rated. The company is liquidated. Not Rated. The company is not traced. Not Rated. Financial Institution, Bank or State-owned company.

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