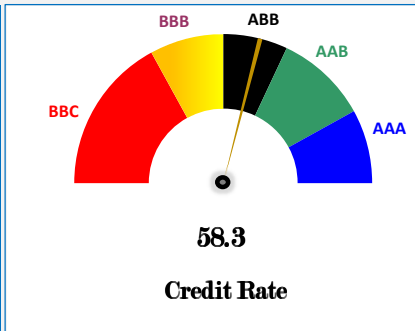


IBD Ltd.

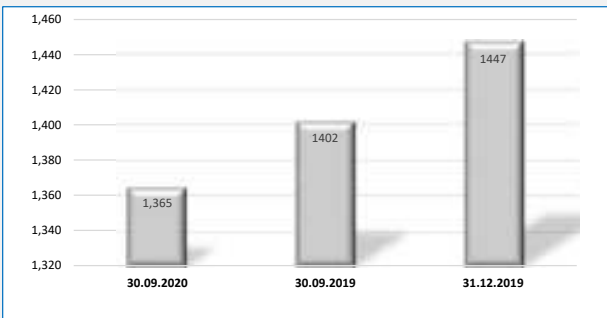
Profile

Reg. Name:	OIL REFINERIES LTD.		
Reg. No:	520036658		
Buyer Code No. - Applicant:	123456789		
Buyer code No. - Replier:	123456789		
Firm Address:	Hahistadrut ave., PO Box 4, Haifa 3100001, IL.		
Telephone:	972 4 8788111		
Amount of Credit	€ 10,000,000	\$ 12,254,551	39,717,000
Currency:	€	\$	ILS
Credit Rating	ABB		
Credit Limit	As requested.		
Terms of Payment:	NM.		

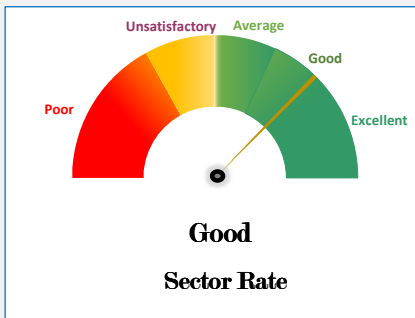
Credit Rate



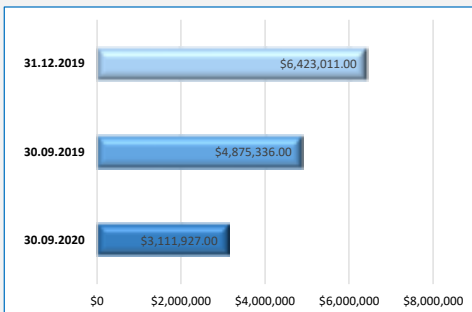
Number of Employees



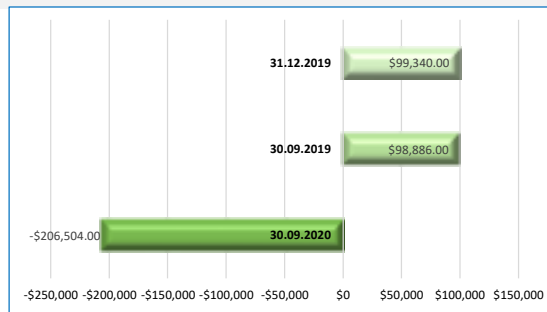
Sector Rate



Income (in thousands).

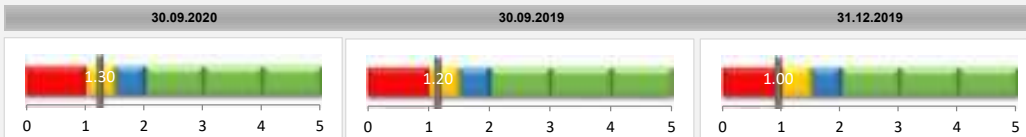


Net Profit (in thousands).

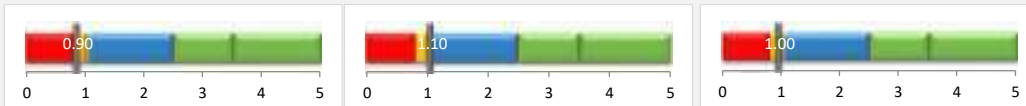


Line of Business Scale

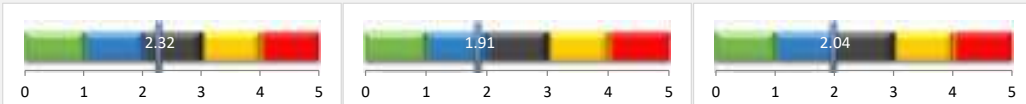
Current Ratio:



Quick Ratio:



Debt to Equity Ratio:



To : **XXXXXXX**

Date: 03.01.2021
 Reg. name: **OIL REFINERIES LTD.**
 Buyer code No.-Applicant: 123456789
 Buyer code No. - Replier: 123456789
 Amount of credit: 10,000,000 12,254,551 39,717,000
 Currency: € \$ ILS
 Type of inquiry: Normal.

Credit rating:	ABB
Credit limit:	As requested.
Term of payment:	NM.

Firm address: Hahistadrut ave., PO Box 4, Haifa 3100001, IL.
 Telephone: + 972 4 8788111 + 972 4 8788114
 Fax: + 972 4 8788850
 Email: bazan@orl.co.il info@bazan.co.il
 Web Site: www.orl.co.il

Registration data

Firm number: 520036658
 Status: Active.
 Type of firm: Public company, stock limited.
 Established: 11.08.1959
 Share capital (NIS): Issued: 3 Bn.
 Value: 1 Registered: 4 Bn.
 Partners - Shareholders: The Israel Corporation Ltd. 33%.
 Israeli Petrochemicals Works Ltd. 15.49%.

Registration notes: Changes since registration:
 29.11.90 Became a public company.
 01.03.06 Became a private company.
 25.06.07 Became a non-governments public company.
 78 - 07 Changing articles and shares structure. Issuing shares.
 Registration fees are paid on time.
 Last report submitted to the Registrar was on Via TASE.
 Subject to EU financial sanctions: No.
 Directors: Mr. Ovadia Ali - Chairman.
 Mr. Moshe Kaplinski Peleg - General Manager.
 Mr. Shai Abramovitz - Head of Accounting Dep.



Activities

Nature of business: Mfg., Export, Import, Wholesale, Marketing.
Holdings. Oil refinery. Propylene. Paraxylene. Polyethylene and others.

Persons employed: 1,365 1,402 1,447 in 2019,8,7 respectively.

Group / Associates: Gadiv Petrochemicals Ind. Ltd. Tankers Services Ltd.
Carmel Olefins Ltd. Coluns Ltd.
Basic Oil Haifa Ltd.(Merged). Carmel Olefins U.K. Ltd.
Unified Company for Oil Export Ltd. Ducor Petrochemicals B.V.
O.R.L. Shipping Ltd. O.R.L. Trading Ltd.
Colland Polymers B.V.

Balance Sheet data at glance:

Date:		30.09.2020	30.09.2019	31.12.2019
Currency:		ILS	ILS	ILS
Turnover:	Thousands	10,085,755	15,800,964	20,816,979
Capital issued:	Thousands	2,617,445	2,617,347	2,617,445

Liquidity: Sufficient.
Results: Bad.
Payments: Prompt.
Trend: Unknown.

Credit limit: As requested.
Term of payment: NM.

		30.09.20	30.09.19	31.12.19
Current ratio:		1.30	1.20	1.00
Quick ratio:		0.90	1.10	1.00
Debt to equity ratio:		2.32	1.91	2.04
Equity / Balance:		30.13%	34.37%	32.91%
EBITDA:	Thousands	ILS (407,124)	ILS 781,463	ILS 900,534
EBITDA / Turnover:		-4%	5%	4%
Debt / EBITDA:		-11.50	6.31	4.96
Income/employee:	Thousands	ILS 7,389	ILS 11,576	ILS 15,251
Inventory / turnover: (days)		30	31	44

Notes: 03.12.20 The company issued new bonds for ILS 144M (\$45M).
The COVID-19 and the OPEC struggle between the Russia and the Saudi Arabia forces decreasing oil prices as low as \$18/ barrel.



Risks

Credit rating:

ABB

Evaluation indicators:	<u>Weight:</u>	<u>Earned:</u>	<u>Credit:</u>	<u>Rating:</u>
Financial:	30	55%	17	Average
Business:	15	65%	10	Good
Managements:	10	65%	7	Good
Industry rating:	7	75%	5	Good
Payments:	30	65%	20	Good
Liens:	8	10%	1	Poor
		Total:	58	

Scale:	85 - 100	Excellent	AAA
	65 - 84	Good	AAB
	51 - 64	Average	ABB
	35 - 50	Unsatisfactory	BBB
	1 - 34	Poor	BBC

Balance Sheet data.

Date:	30.09.2020	30.09.2019	31.12.2019
Currency:	ILS	ILS	ILS
	9 months	9 months	12 months

Statements of income

	Thousands	Thousands	Thousands
Turnover:	10,085,755	15,800,964	20,816,979
Cost of sale:	10,271,267	14,760,454	19,545,667
Gross profit:	(185,512)	1,040,510	1,271,311
Administrative costs:	375,570	394,854	553,816
Trading profit / loss:	(561,082)	645,656	717,496
Financial Expenses:	227,217	277,277	304,226
Other income:	-	-	-
Income (loss) before tax:	(788,299)	368,379	413,270
Tax:	(119,019)	47,889	91,309
Net profit (loss):	(669,279)	320,490	321,961



<u>Assets</u>	30.09.2020	30.09.2019	31.12.2019
	ILS	ILS	ILS
	Thousands	Thousands	Thousands
<u>Current Assets</u>			
Cash and cash equivalents:	2,084,867	2,085,392	1,708,551
Customers / Debtors	1,545,776	1,639,978	1,493,832
Inventory:	1,115,734	1,804,116	2,529,464
Total Current Assets:	<u>4,746,376</u>	<u>5,529,486</u>	<u>5,731,848</u>
<u>Other Asset:</u>	<u>250,202</u>	<u>260,372</u>	<u>265,827</u>
<u>Non-Current Assets</u>			
Fixed assets - net:	6,775,868	7,023,545	7,018,194
Intangible assets:	553,482	533,530	582,330
Total non-current assets:	<u>7,329,350</u>	<u>7,557,075</u>	<u>7,600,524</u>
<u>Balance:</u>	<u><u>12,325,928</u></u>	<u><u>13,346,934</u></u>	<u><u>13,598,199</u></u>

Liabilities and Shareholders' Equity

Equity

Options:	-	-	-
Capital (deficit):	963,384	1,786,857	1,625,015
Capital fund:	26,463	77,243	126,344
Issued:	2,617,445	2,617,347	2,617,445
Premium on shares:	106,178	106,104	106,178
Shares held by an associated Co.:	-	-	-
Loans:	-	-	-
Net worth :	<u>3,713,470</u>	<u>4,587,551</u>	<u>4,474,982</u>



<u>Current Liabilities</u>	30.09.2020	30.09.2019	31.12.2019
	ILS	ILS	ILS
	Thousands	Thousands	Thousands
Short - term loans from banks and others:	634,692	1,035,412	789,702
Trade payables:	2,449,020	2,171,418	2,949,991
Others payables and accrued expenses:	389,134	512,914	474,194
Total current liabilities:	<u>3,472,845</u>	<u>3,719,744</u>	<u>4,213,887</u>
<u>Long-Term Liabilities</u>			
Long - term loans from banks and others:	4,047,873	3,897,228	3,675,563
Accrued severance pay and retirement obligations:	191,689	198,126	199,944
Others:	900,052	944,285	1,033,824
Total long-Term Liabilities:	<u>5,139,613</u>	<u>5,039,638</u>	<u>4,909,331</u>
<u>Minority interest:</u>	<u>-</u>	<u>-</u>	<u>-</u>
<u>Balance:</u>	<u>12,325,928</u>	<u>13,346,934</u>	<u>13,598,199</u>

Notes:

Balance sheet: Seen - Consolidated - IFRS.
1 ILS = \$0.309

Please note, ILS and NIS are the same local Israeli Currency.
ILS: Israeli Shekel.
NIS: New Israeli Shekel.

US\$= 1.000



Financial Reports in USD

Date:	30.09.2020	43830	30.09.2019	31.12.2019
Currency:	US\$		US\$	
	9 months		9 months	12 months
Statements of income	Thousands		Thousands	Thousands
Turnover :	3,111,927		4,875,336	6,423,011
Cost of sale:	3,169,166		4,554,290	6,030,752
Gross profit:	(57,239)		321,046	392,259
Administrative costs:	115,881		121,831	170,878
Trading profit / loss:	(173,120)		199,215	221,381
Financial Expenses:	70,107		85,553	93,868
Other income:	-		-	-
Income (loss) before tax:	(243,227)		113,662	127,513
Tax:	(36,723)		14,776	28,173
Net profit (loss):	(206,504)		98,886	99,340

Asset	30.09.2020		30.09.2019	31.12.2019
	US\$		US\$	
	Thousands		Thousands	Thousands
Current Assets				
Cash and cash equivalents:	643,279		643,441	527,168
Customers / Debtors:	476,944		506,010	460,917
Inventory:	344,256		556,654	780,458
Total Current Assets:	1,464,479		1,706,105	1,768,543
Other assets:	77,199		80,337	82,020
Non - Current Assets				
Fixed assets - net:	2,090,672		2,167,092	2,165,441
Intangible assets:	170,775		164,619	179,676
Total non-current assets:	2,261,447		2,331,711	2,345,117
Balance:	3,803,125		4,118,153	4,195,680



<u>Liabilities and Shareholders' Equity</u>	30.09.2020 US\$ Thousands	30.09.2019 US\$ Thousands	31.12.2019 US\$ Thousands
<u>Equity</u>			
Options:	-	-	-
Capital (deficit):	297,249	551,329	501,393
Capital fund:	8,165	23,833	38,983
Issued :	807,604	807,574	807,604
Premium on shares:	32,761	32,738	32,761
Shares held by an associated Co.:	-	-	-
Loans:	-	-	-
Net worth :	<u>1,145,779</u>	<u>1,415,474</u>	<u>1,380,741</u>
	30.09.2020 US\$ Thousands	30.09.2019 US\$ Thousands	31.12.2019 US\$ Thousands
<u>Current Liabilities</u>			
Short - term loans from banks and others:	195,832	319,473	243,660
Trade payables:	755,637	669,984	910,210
Others payables and accrued expenses:	120,066	158,258	146,311
Total Current Liabilities:	<u>1,071,535</u>	<u>1,147,715</u>	<u>1,300,181</u>
<u>Long-Term Liabilities</u>			
Long - term loans from banks and others:	1,248,958	1,202,477	1,134,083
Accrued severance pay and retirement obligations:	59,145	61,131	61,692
Others:	277,708	291,356	318,983
Total long-term liabilities:	<u>1,585,811</u>	<u>1,554,964</u>	<u>1,514,758</u>
<u>Minority interest:</u>	<u>-</u>	<u>-</u>	<u>-</u>
<u>Balance:</u>	<u><u>3,803,125</u></u>	<u><u>4,118,153</u></u>	<u><u>4,195,680</u></u>


Balance Sheet data in percentages. %

	<u>30.09.20</u>	<u>30.09.19</u>	<u>31.12.19</u>	<u>% change</u>
Turnover:	100.00%	100.00%	100.00%	-36.17%
Cost of sale:	101.84%	93.41%	93.89%	-30.41%
Gross profit:	-1.84%	6.59%	6.11%	-117.83%
Administrative costs:	3.72%	2.50%	2.66%	-4.88%
Trading profit / loss:	-5.56%	4.09%	3.45%	-186.90%
Financial Expenses:	2.25%	1.75%	1.46%	-18.05%
Other income:	0.00%	0.00%	0.00%	-
Income (loss) before tax:	-7.82%	2.33%	1.99%	-313.99%
Tax:	-1.18%	0.30%	0.44%	-348.53%
Net profit (loss):	<u>-6.64%</u>	<u>2.03%</u>	<u>1.55%</u>	<u>-308.83%</u>

Assets.
Current Assets

Cash and cash equivalents:	43.93%	37.71%	29.81%	-0.03%
Customers / Debtors	32.57%	29.66%	26.06%	-5.74%
Inventory:	23.51%	32.63%	44.13%	-38.16%
Total current assets:	<u>38.51%</u>	<u>41.43%</u>	<u>42.15%</u>	<u>-14.16%</u>

Other assets:	<u>2.03%</u>	<u>1.95%</u>	<u>1.95%</u>	<u>-3.91%</u>
Total non-current assets:	<u>59.46%</u>	<u>56.62%</u>	<u>55.89%</u>	<u>-3.01%</u>

Balance:	<u><u>100.00%</u></u>	<u><u>100.00%</u></u>	<u><u>100.00%</u></u>	<u>-7.65%</u>
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Equity

Options:	0.00%	0.00%	0.00%	-
Capital (deficit):	25.94%	38.95%	36.31%	-46.09%
Capital fund:	0.71%	1.68%	2.82%	-65.74%
Issued:	70.49%	57.05%	58.49%	0.00%
Premium on shares:	2.86%	2.31%	2.37%	0.07%
Shares held by an associated Co.:	0.00%	0.00%	0.00%	-
Loans:	0.00%	0.00%	0.00%	-
Net worth :	<u>30.13%</u>	<u>34.37%</u>	<u>32.91%</u>	<u>-19.05%</u>



Liabilities.	<u>30.09.20</u>	<u>30.09.19</u>	<u>31.12.19</u>	% change
Short - term loans from banks and others:	18.28%	27.84%	18.74%	-38.70%
Trade payables:	70.52%	58.38%	70.01%	12.78%
Others payables and accrued expenses:	11.21%	13.79%	11.25%	-24.13%
Total Current Liabilities:	<u>28.18%</u>	<u>27.87%</u>	<u>30.99%</u>	<u>-6.64%</u>
Total Long-Term Liabilities:	<u>41.70%</u>	<u>37.76%</u>	<u>36.10%</u>	<u>1.98%</u>
Minority interest:	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	-
Balance:	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>-7.65%</u>

Indicators:	30.09.2020	30.09.2019	Trend
Current ratio:	1.37	1.49	Downward
Quick ratio:	1.05	1.00	Upward
Debt to equity ratio:	2.32	1.91	Downward
Equity / Balance:	30.13%	34.37%	Downward
Return on equity:	-18.02%	6.99%	Downward
EBITDA: Thousands ILS	(407,124)	781,463	Downward
EBITDA / Turnover:	-4%	5%	Downward
Debt / EBITDA:	-11.50	6.31	Downward
Working capital: Thousands ILS	1,273,532	1,809,742	Downward
Cash position:	0.67	0.63	Upward

Notes:

Cash Flow highlights:	9 months					
	Thousands <u>30.09.20</u>			Thousands <u>30.09.19</u>		
Net cash from current activity:	\$ 232,931	ILS 754,929	ILS 884,705	\$ 272,973		
Net cash from (for) investments activities:	\$ 16,238	ILS 52,627	ILS (450,794)	\$ -139,091		
Net cash from (for) financial activities - loans:	\$ -39,505	ILS (128,036)	ILS 61,754	\$ 19,054		
Increase (Decrease) in cash & equivalent:	\$ 209,664	ILS 679,521	ILS 495,666	\$ 152,936		
Cache for the beginning of the period:	\$ 425,367	ILS 1,378,614	ILS 1,245,753	\$ 384,373		
Cash & equivalent for the end of the period:	\$ 635,929	ILS 2,061,046	ILS 1,733,099	\$ 534,742		

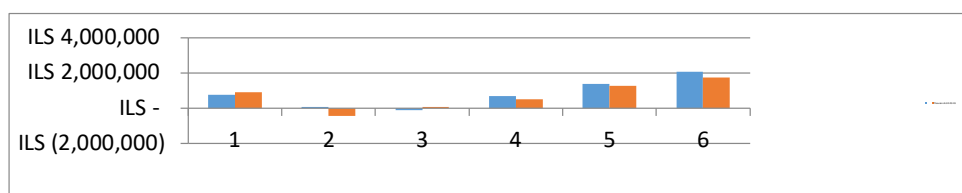




ABB	As requested.	NM.
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Business environment

General:	<p>There are two local oil refineries operating in Israel.</p> <p>There are also international firms selling imported products: Reliance Vitol and others.</p> <p>The COVID-19 and the OPEC struggle between the Russia and the Saudi Arabia, forces decreasing oil prices as low as \$18/ barrel. (during 2020).</p> <p>The decreasing refinery gap forces decreasing in debtor's profitability. (Average Refinery gap: 1-9/20: \$2. 1-9/19: \$6).</p> <p>During the first 9 months of 2020 debtor's refinery utilization was down to 81% from the first 9 months of 2019 96%.</p> <p>At this time, it is too early to estimate the effect of the COVID-19 in the 1Q2021.</p> <p>Debtor's manufacturing capability 9.8 million tons / year. (Crude Oil).</p> <p>450 thousands tons of Polypropylene, 180 thousands tons of Polyethylene, 580 thousands tons of aromatics products and 80 thousands tons of oils and vexes.</p>
Suppliers:	<p>Eilat Ashkelon Pipe Line Ltd.</p> <p>Oil Pipe Lines Ltd.</p> <p>O.P.C. Rotem Ltd.</p> <p>Tamar Gas Ltd.</p>
Customers:	<p>Delek Ltd.</p> <p>Sonol Ltd.</p> <p>Carmel Olefins Ltd.</p> <p>Israel Electric Corp.</p> <p>(Some of debtor's customers are covered by a credit insurance).</p> <p>Average terms of payment 45 days.</p>
Import:	<p>Import from the EU.</p>
Export:	<p>Export to the EU, USA. Cyprus and Turkey.</p>
Banks:	<p>Hapoalim Bank (12-170).</p> <p>Leumi Bank (10-800).</p> <p>HSBC (23-101).</p> <p>Israel Discount Bank (11-010).</p> <p>Mizrahi Tfahut Bank (20-461).</p> <p>First International Bank (31-046).</p>
Liens:	<p>(Based on agreements with banks and creditors. The company will not register any liens on its assets.).</p>

**Notes:****Note about debtor's liabilities:**Bonds (Issued to the public): in thousands

2021	\$	184,895
2022	\$	267,496
2023	\$	244,604
2024	\$	193,343
2025 and on:	\$	326,323
Total:		\$ 1,216,661

Loans and Bonds (Issued to the non banks and others then public): in thousands

2021	\$	-
2022	\$	-
2023	\$	-
2024	\$	-
2025 and on:	\$	-
Total:		\$ -

Credit from Israeli Banks in thousands

	Payments on loan	Interest Payments	Total
2021	\$ 56,474	\$ 15,953	\$ 72,427
2022	\$ 73,372	\$ 12,256	\$ 85,628
2023	\$ 84,856	\$ 9,939	\$ 94,795
2024	\$ 81,380	\$ 8,055	\$ 89,436
2025 and on:	\$ 220,471	\$ 13,208	\$ 233,678
Total:	\$ 516,554	Total: \$ 59,411	\$ 575,965

Credit from Non Israeli Banks in thousands

	Payments on loan	Interest Payments	Total
2021	\$ 18,909	\$ 717	\$ 19,625
2022	\$ 18,908	\$ 307	\$ 19,215
2023	\$ -	\$ -	\$ -
2024	\$ -	\$ -	\$ -
2025 and on:	\$ -	\$ -	\$ -
Total:	\$ 37,817	Total: \$ 1,024	\$ 38,841

Total payments: in thousands

	Payments on loan	Interest Payments	Total
2021	\$ 191,817	\$ 69,177	\$ 260,994
2022	\$ 302,133	\$ 57,950	\$ 360,083
2023	\$ 291,080	\$ 38,381	\$ 329,461
2024	\$ 245,389	\$ 29,335	\$ 274,724
2025 and on:	\$ 512,418	\$ 34,376	\$ 546,794
Total:	\$ 1,542,836	Total: \$ 229,219	\$ 1,772,056

The above report as submitted by debtor on 30.09.2020

Confidential and without responsibility.

WE'RE THE ANSWERING COMPANY. ANY QUESTIONS ?

www.ibdco.com