



**Silver Excellence**

# CREDITWORTHINESS RATING REPORT

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Part of the BISNODE group, Stockholm, Sweden

**POBIS društvo s ograničenom odgovornošću za  
proizvodnju, usluge i trgovinu**

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# Table of contents

01. BISNODE CERTIFICATE OF CREDIT RATING EXCELLENCE

02. Profile

03. Owners and branches

04. Balance sheet, blocks, credit limit

05. Income statement

06. Indicators

07. Graphic analysis

08. Statistics

09. About Bisnode

# BISNODE CERTIFICATE OF CREDIT RATING EXCELLENCE

The Bisnode credit rating certificate of excellence has been a widely recognised proof of an above-average company in the world of business. The certificate is valid for 12 months after the date of issue and is based on current information on business operations and the financial results from previous years. Tens of statistically significant variables, tested formulas on the basis of financial data, blockades, payment habits and lawsuits demonstrate safety, competitiveness, sustainability, stability, excellence and reliability of business entities. The better the certificate of business excellence, the greater the trust and reputation on the market.

## Credit rating excellence = safety, excellence and effectiveness

Business entities can consolidate their reputation and gain additional trust in local and foreign business environment with internationally recognised certification practices. The Bisnode credit rating certificate of excellence is not just an illustration of the company's financial status in the **past year**, but also includes a wide range of **statistically relevant** and **current data on trends**, which use advanced analytical algorithms to reflect the probability of company's success/failure.

Certificates for the following 12 months predict **protection** against deletions or insolvency, compulsory settlement or liquidation, deletion from the business register and blocking of the entity's transaction accounts. Business excellence is also a message for business environment on **good** financial results, **sustainability** and **stability**, since it is a proof of continuous flawless operations, as well as **excellence** and **reliability** due to good payment discipline.

# Tradition and professionalism: four modules

The Bisnode Group, a partner of the international Dun & Bradstreet network, has a long tradition of awarding certificates of business excellence in twelve European countries. The evaluation module consists of four modules:

**Demographics module.** It includes profile data, such as age, region, municipality, type and activity of the subject (LLC, PLC, sole proprietorship or cooperative), number of employees, lawsuits and the number of opened and closed accounts in the past year.

**Financial module.** It covers the items of the balance sheet, profit and loss account and selected indicators and their trends as variables, which are statistically significant for company's operations and predictions of losses.

**Payment habits.** It takes into account and detects the time-weighted payment discipline, share of advance payments and share of longer payment delays according to the information supplied by the partners of the company.

**Blocking.** This module includes the data on blocking for the past 365 days and automatically eliminates business entities upon detection.

## Balance sheet: optimality

These indicators represent the central part of the credit rating system, which is the basis for the **rating classes** (A, AA, AAA). The key factors also include the trends during the year, as the model detects **fluctuations**, which are alleviated with increased efficiency and reduced risk by the best business entities. Accordingly, the certificate of business excellence also guarantees **optimality of business**.

# Profile

<b>Company name:</b>	POBIS društvo s ograničenom odgovornošću za proizvodnju, usluge i trgovinu
<b>Address:</b>	Dravska 17, 48000 KOPRIVNICA
<b>Activity:</b>	C 23.91 PRODUCTION OF ABRASIVE PRODUCTS
<b>Legal status:</b>	LIMITED LIABILITY COMPANY
<b>Co. reg. no.:</b>	02422107
<b>Tax no.:</b>	86536126262
<b>Registration body:</b>	Trgovački sud u Bjelovaru
<b>Date of entry:</b>	8/29/2008
<b>Size:</b>	Micro
<b>Region:</b>	Koprivničko-križevačka Županija

## Management

Shown 1 of 1

Name
Boris Poljak

Board of Directors

# Owners and branches

## Owners

Shown 1 of 1

 BORIS POLJAK

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## Branches/Divisions

Shown 0 of 0

*There are no data for selected subject.*

# Balance sheet, blocks, credit limit

Data in HRK	2017	2018	2019
<b>ASSETS</b>			
<b>Long-term assets</b>	39,900	58,400	218,400
<b>Short-term assets</b>	1,446,500	1,856,800	2,665,800
<b>Inventories</b>	257,400	429,600	460,400
<b>Short-term operating receivables</b>	783,800	942,900	1,661,100
<b>Cash deposits on account and cash in hand</b>	405,300	484,300	534,200
<b>LIABILITIES &amp; EQUITY</b>			
<b>Capital</b>	1,129,600	1,733,400	2,427,600
<b>Provisions</b>	0	0	0
<b>Financial liabilities</b>	0	0	136,300
<b>Operating liabilities</b>	356,800	177,600	320,200
<b>Liabilities</b>	1,486,400	1,915,100	2,884,100
<b>Number of employees</b>	2	4	6

## Blocks

Period: 11/18/2019 - 11/17/2020

Current Number of Blocks:

0 / 1 bank accounts

Blocks:

0 / 365 days

Credit limit:

84,195

Credit margin:

132%

## Credit limit

# Income Statement

Data in HRK	2017	2018	2019
<b>Net sales</b>	3,493,400	4,483,000	5,551,500
<b>Cost of goods, materials and services</b>	2,358,900	3,318,800	4,210,800
<b>Labour cost</b>	182,700	321,700	433,200
<b>Depreciation and revaluation</b>	25,400	94,900	43,000
<b>EBIT</b>	791,000	741,200	856,500
<b>EBITDA</b>	816,300	836,100	899,500
<b>Financial revenues</b>	3,400	6,500	900
<b>Financial expenses</b>	22,600	8,500	6,700
<b>Total revenues</b>	3,496,800	4,663,700	5,750,500
<b>Total costs</b>	2,725,000	3,924,500	4,899,800
<b>Net business result for the accounting period</b>	631,600	603,700	694,200

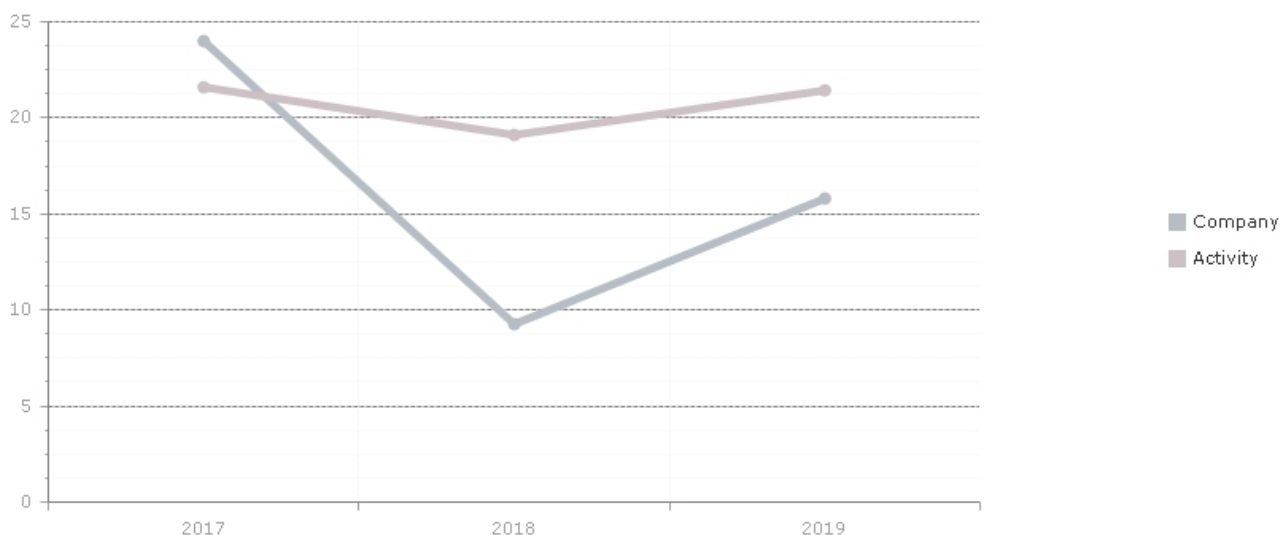


# Indicators

	2017	2018	2019
<b>Participation rate of capital</b>	75.99	90.51	84.17
<b>Current ratio</b>	4.05	10.46	8.33
<b>Debt servicing</b>	0.29	0.20	0.18
<b>Credit exposure from operations</b>	0.22	0.20	0.29
<b>Current assets turnover</b>	0.22	0.22	0.22
<b>Operating margin</b>	22.62	15.89	14.89
<b>Net return on assets</b>	53.56	35.50	28.93
<b>Return on equity</b>	77.61	42.17	33.37
<b>Net profit margin</b>	18.06	12.95	12.07
<b>Share of fixed assets in assets</b>	2.68	3.04	7.57
<b>Share of current assets in assets</b>	97.31	96.95	92.43

# Graphic analysis

## Participation rate of liabilities

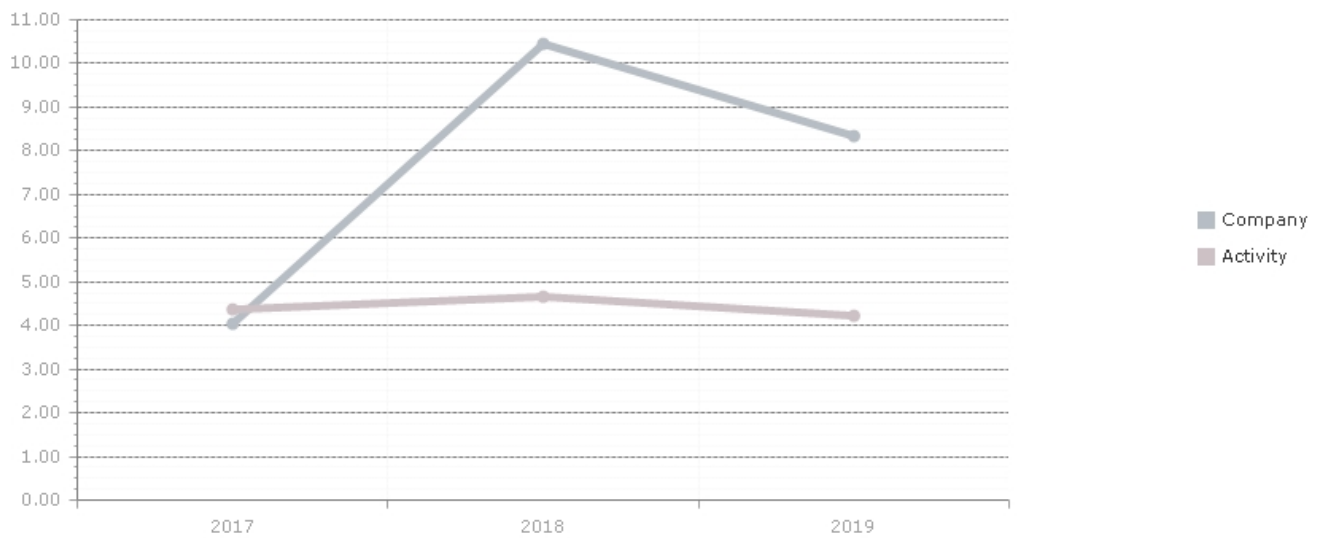


The participation rate of liabilities tells us the amount of assets financed by foreign capital. The higher the ratio, the better the company uses foreign sources for its financing (current and non-current liabilities). As a rule, foreign financing is cheaper than financing from own resources.

### Calculation ratios

$$\text{Participation rate of liabilities} = \frac{\text{Financial and operating liabilities}}{\text{Liabilities}} \times 100$$

# Liquidity ratio

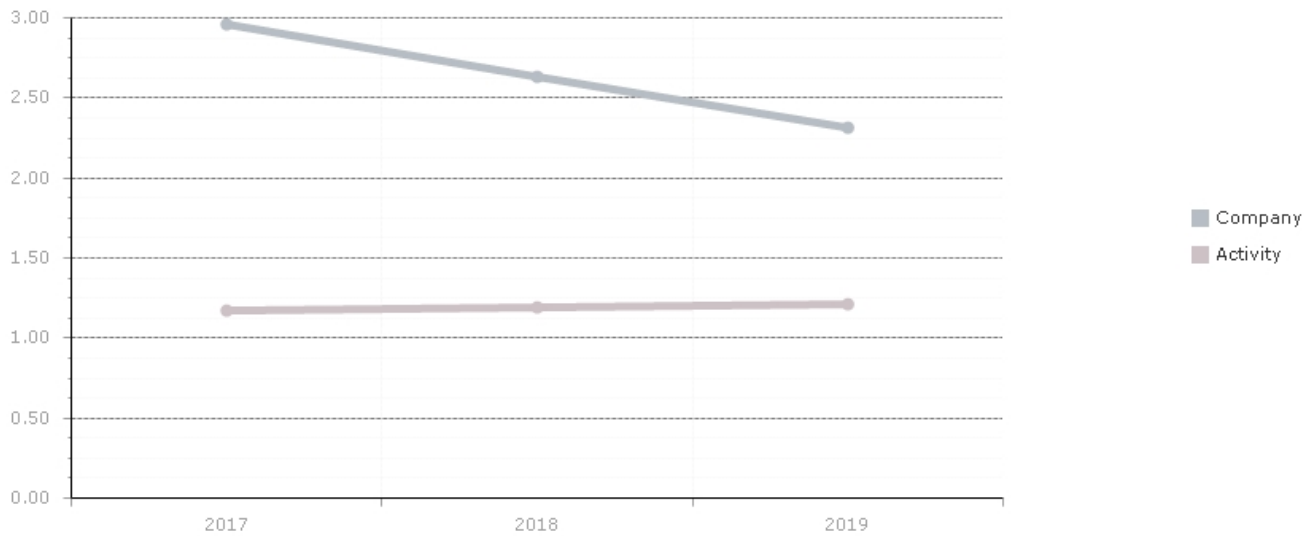


The liquidity ratio tells us the coverage of current liabilities by current assets. The higher the value of the ratio, the easier it is for the company to settle its current liabilities. Liquidity is the company's ability to have at its disposal, within a short period of time, adequate liquid assets for timely payment of due liabilities.

## Calculation ratios

$$\text{Liquidity ratio (Quick ratio)} = \frac{\text{Current assets}}{\text{Current liabilities}}$$

# Assets turnover ratio



The ratio measures the share of total revenues in assets and tells us the amount of total revenues generated by the company with the available assets. The higher the value of the ratio, the better the performance of the company and the shorter its turnover. The shorter the turnover, the better the liquidity of the company and the smaller the probability that it would experience liquidity problems. A shorter turnover means that assets require less time to be converted from non-liquid to liquid state.

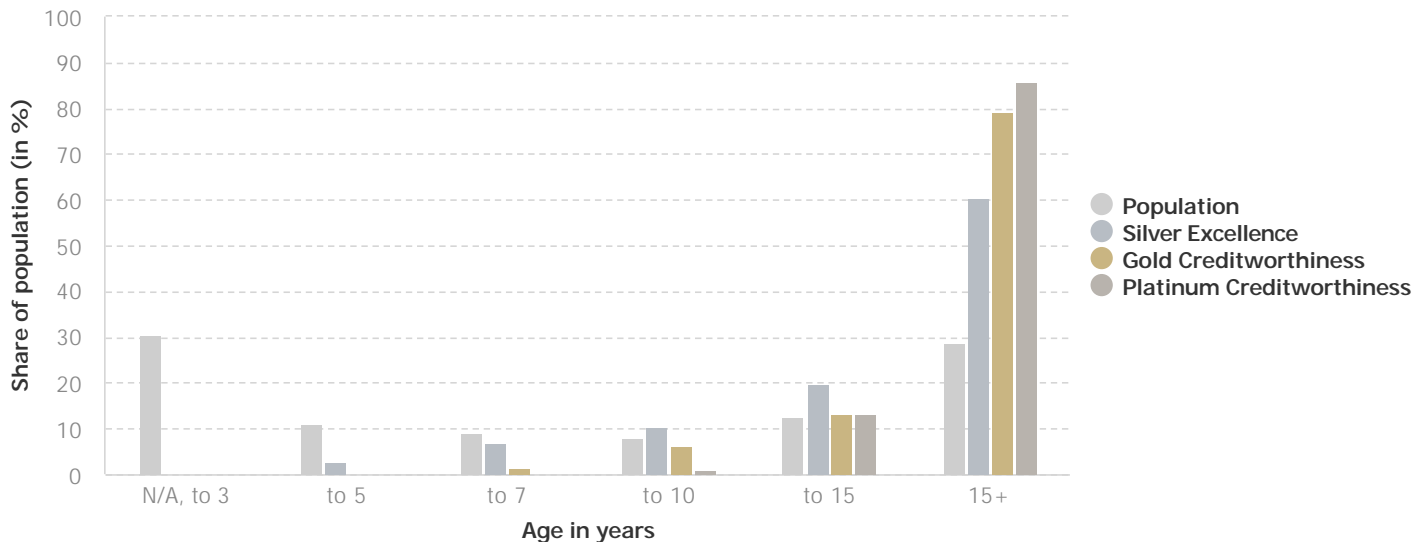
## Calculation ratios

$$\text{Assets turnover ratio} = \frac{\text{Total revenues (Sales)}}{(\text{Assets last year} + \text{Assets previous year}) / 2}$$

# Statistics

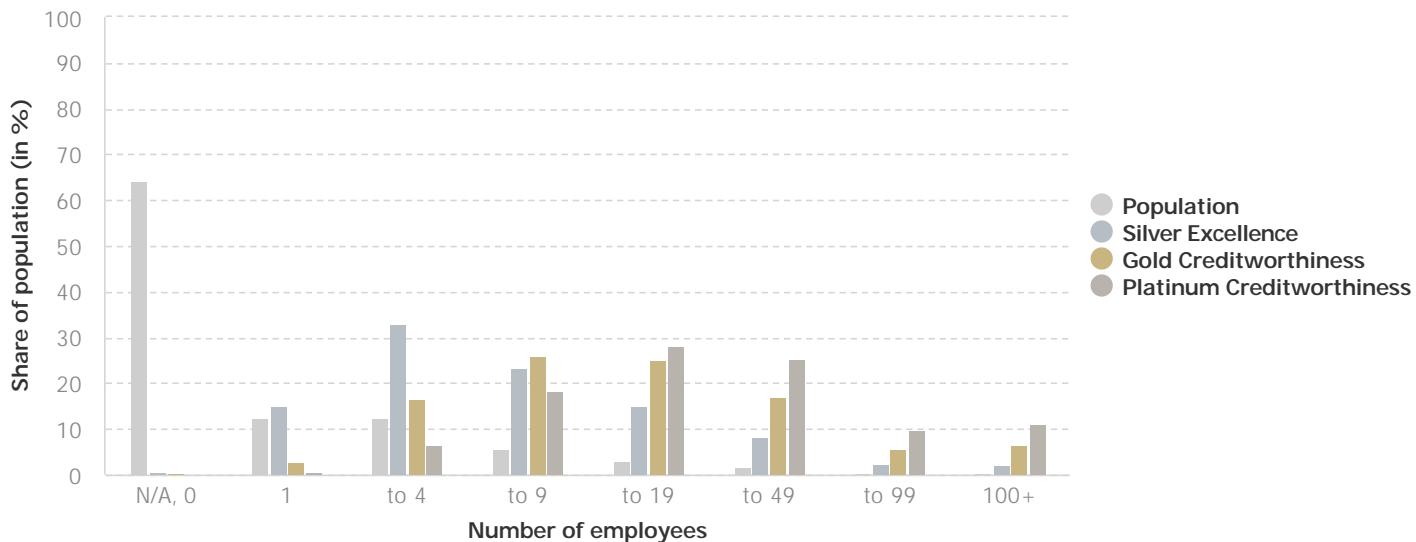
The distribution comparison of business entities according to their age showed that in Credit Excellence Silver older business entities prevail:

### Distribution by age



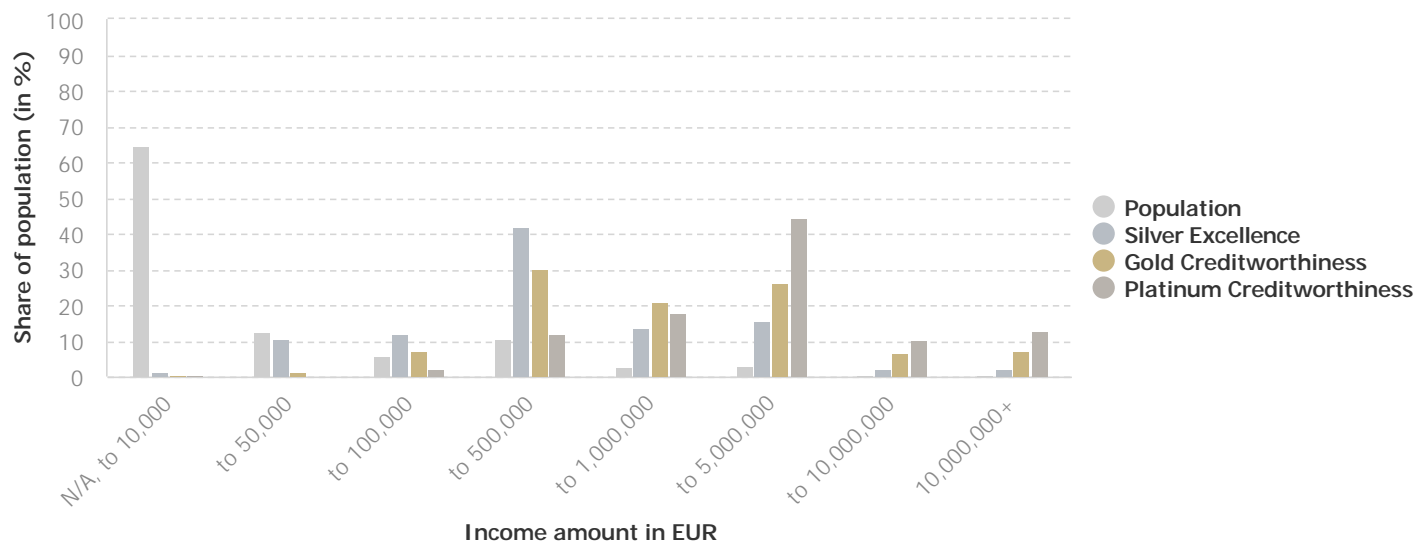
The breakdown by number of employees showed that business entities with up to 20 employees more easily reach the Credit Excellence Silver:

### Distribution by number of employees



In Credit Excellence Silver AAA business entities with revenues up to half a million Euro prevail:

### Distribution by income



# About Bisnode

Bisnode Croatia is a part of the international group Bisnode AB, the largest European provider of business and credit rating information established in Stockholm. Bisnode AB has been present on the European market of business information since 1981 and employs more than 3,000 experts from 19 European countries.

Bisnode is a leading European company which is active in the field of business information and data analytics with operations in 19 countries, and is a strategic partner of the largest global provider of business information, the company Dun & Bradstreet. Bisnode Southern Market has branches in the countries of former Yugoslavia: Slovenia, Croatia, Serbia, Bosnia and Herzegovina and North Macedonia.

With optimisation of smart data management, Bisnode offers solutions for best/better decision making with regard to operations and customer relationship management. Together with our certificate holders, we have been perfecting the automation and digitalisation of vision, in order to provide market transparency and cooperate with companies that are exceptionally successful and significantly contribute to the excellence of business environment. Bisnode offers numerous, tested, efficient and complete solutions, including:

- Big data management and analytics
- Risk and decision making on automation for B2B / B2C
- Marketing and financial marketing
- Bisnode business contacts
- Smart global maintenance
- Smart data B2B / B2C
- Predictive indicators for potential purchase
- Predictive indicators for non-payment
- Bisnode business events
- Special data (B2C credit rating, cameo)
- Compliance
- Data master management B2B / B2C for EU / Global