



Silver Excellence

CREDITWORTHINESS RATING REPORT

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Part of the Dun & Bradstreet group

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

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DUN & BRADSTREET CREDIT EXCELLENCE CERTIFICATE

In business world, the Dun & Bradstreet Certificate of Credit Rating Excellence is recognised as a proof of above-average quality of the company's business operation. Based on the real-time information on business operation and the data from previous years, the Certificate is awarded for a period of the next 12 months from the date of the issue. Dozens of statistically significant variables, verified formulas that are based on the financial data, blockings, payment habits, and lawsuits prove security, competitiveness, constancy, stability, exemplary attitude, and reliability of business entities. The higher the Credit Excellence Certificate, the higher the trust and reputation in the market.

Credit rating excellence = safety, excellence and effectiveness

With the internationally established practice of certification, business entities strengthen their reputation and additional trust in both domestic and foreign business environment. Dun & Bradstreet Certificate of Credit Excellence does not only reflect more than a year old company's financial image, 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

Dun & Bradstreet has a long tradition in awarding certificates of credit excellence in the European market. 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

Company name:	POBIS društvo s ograničenom odgovornošću za proizvodnju, usluge i trgovinu
Address:	Dravska 16, 48000 KOPRIVNICA
Activity:	C 23.91 PRODUCTION OF ABRASIVE PRODUCTS
Legal status:	LIMITED LIABILITY COMPANY
Co. reg. no.:	02422107
Tax no.:	86536126262
Registration body:	Trgovački sud u Bjelovaru
Date of entry:	8/29/2008
Size:	Small
Region:	Koprivničko-križevačka Županija

Management

Shown 1 of 1

Name
Boris Poljak Board of Directors

Owners and branches

Owners

Shown 1 of 1

 BORIS POLJAK

Branches/Divisions

Shown 0 of 0

There are no data for selected subject.

Balance sheet, blocks, credit limit

Data in HRK	2018	2019	2020
ASSETS			
Long-term assets	58,400	218,400	1,293,500
Short-term assets	1,856,800	2,665,800	5,052,900
Inventories	429,600	460,400	605,600
Short-term operating receivables	942,900	1,661,100	2,286,700
Cash deposits on account and cash in hand	484,300	534,200	2,150,600
LIABILITIES & EQUITY			
Capital	1,733,400	2,427,600	3,643,800
Provisions	0	0	0
Financial liabilities	0	136,300	1,906,000
Operating liabilities	177,600	320,200	796,800
Liabilities	1,915,100	2,884,100	6,346,500
Number of employees	4	6	6

Blocks

Period: 12/2/2020 - 12/2/2021

Current Number of Blocks:
0 / 1 bank accounts

Blocks:
0 / 365 days

Credit limit

Credit limit:
80,659

Credit margin:
1.58 %

Income Statement

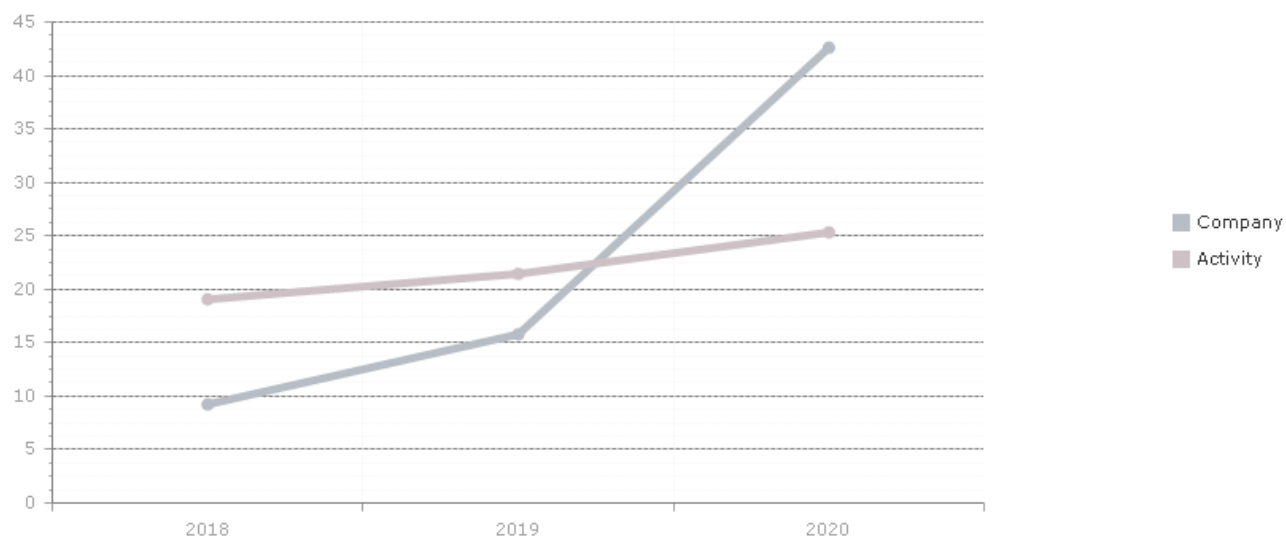
Data in HRK	2018	2019	2020
Net sales	4,483,000	5,551,500	7,774,800
Cost of goods, materials and services	3,318,800	4,210,800	5,695,100
Labour cost	321,700	433,200	482,600
Depreciation and revaluation	94,900	43,000	66,100
EBIT	741,200	856,500	1,482,300
EBITDA	836,100	899,500	1,548,400
Financial revenues	6,500	900	6,500
Financial expenses	8,500	6,700	22,200
Total revenues	4,663,700	5,750,500	7,912,300
Total costs	3,924,500	4,899,800	6,445,700
Net business result for the accounting period	603,700	694,200	1,216,100

Indicators

	2018	2019	2020
Participation rate of capital	90.51	84.17	57.41
Current ratio	10.46	8.33	6.34
Debt servicing	0.20	0.18	0.24
Credit exposure from operations	0.20	0.29	0.29
Current assets turnover	0.22	0.22	0.14
Operating margin	15.89	14.89	18.73
Net return on assets	35.50	28.93	26.35
Return on equity	42.17	33.37	40.06
Net profit margin	12.95	12.07	15.37
Share of fixed assets in assets	3.04	7.57	20.38
Share of current assets in assets	96.95	92.43	79.61

Graphic analysis

Participation rate of liabilities

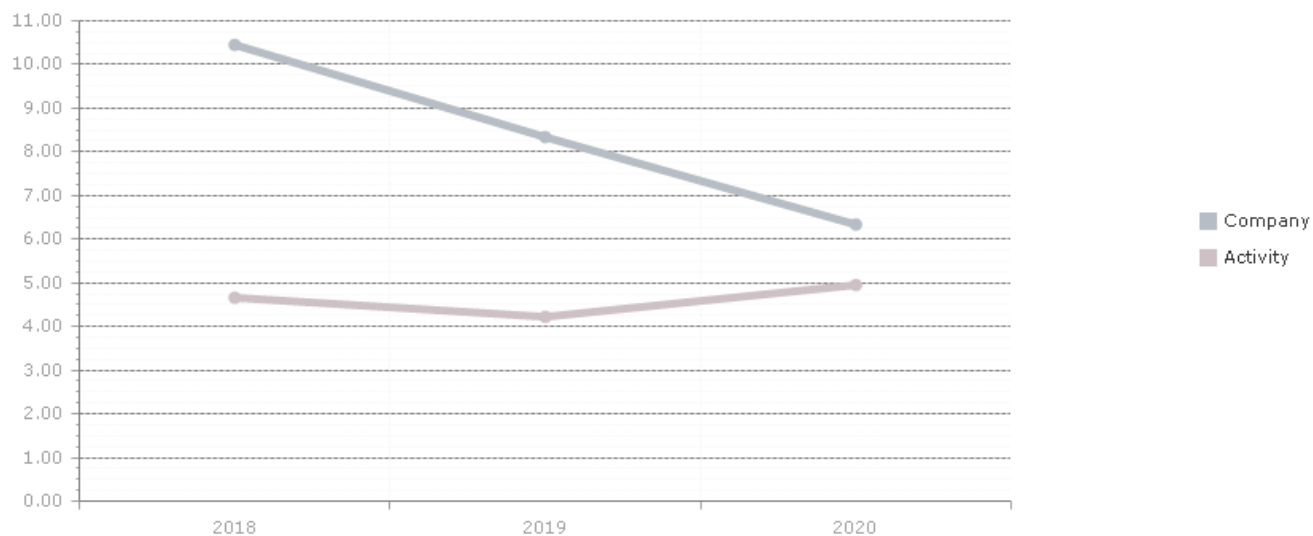


The participation rate of liabilities tells us the amount of assets financed by foreign capital. The higher the ratio, the better the company uses foreign sources for its financing (current and non-current liabilities). As a rule, foreign financing is cheaper than financing from own resources.

Calculation ratios

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

Liquidity ratio

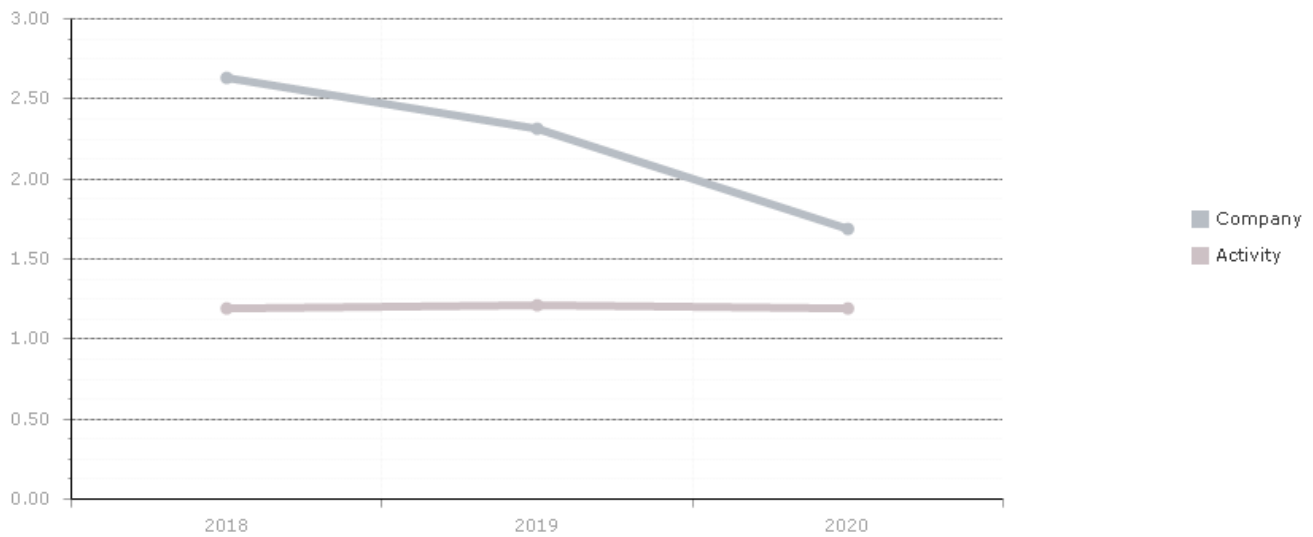


The liquidity ratio tells us the coverage of current liabilities by current assets. The higher the value of the ratio, the easier it is for the company to settle its current liabilities. Liquidity is the company's ability to have at its disposal, within a short period of time, adequate liquid assets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

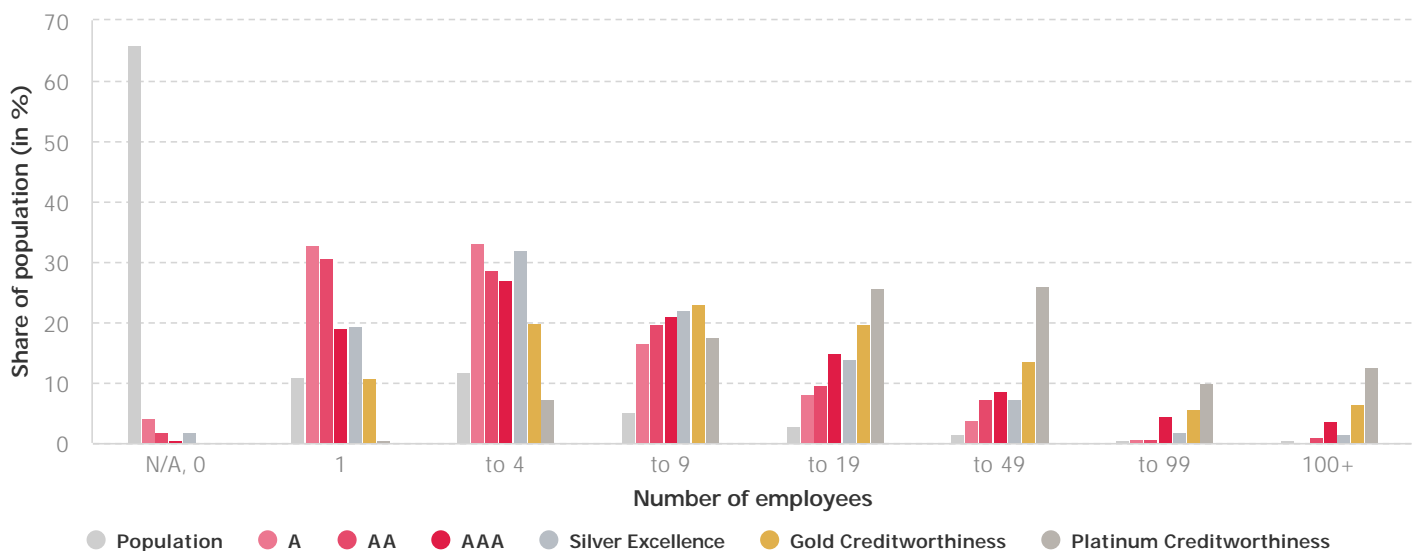
Comparison of the distribution of business entities according to their age reveals that the majority of them achieve Silver creditworthiness rating after the 15th year of business performance.

Distribution by age



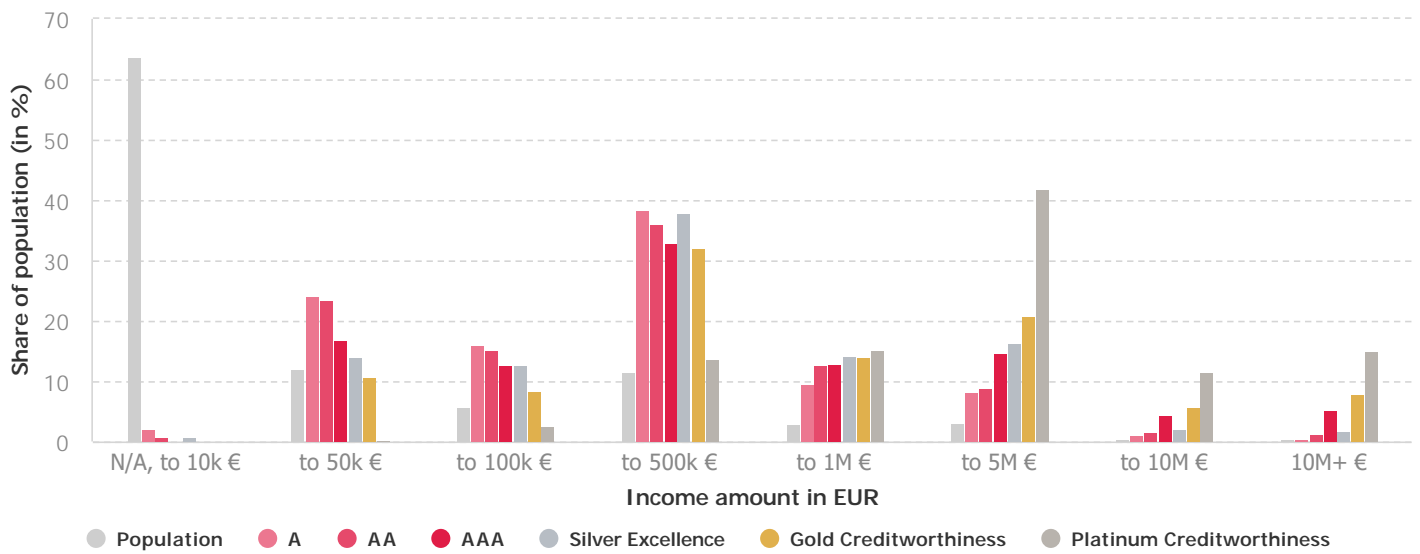
Comparison of the distribution of business entities with the Silver creditworthiness rating according to their size reveals that the majority of them are among organizations with up to 4 employees.

Distribution by number of employees



Comparison of the distribution of business entities with the Silver creditworthiness rating according to their revenues reveals that the majority of them achieve revenues up to half a million EUR.

Distribution by income



Comparison of median population of receivers of the Silver creditworthiness rating with other companies reveals that recipients of the Silver creditworthiness rating achieve a very high solvency and short-term liquidity coefficient, and have a favourable debt-to-assets ratio. In sale per employee, they achieve an above-average result, and an average result in debt service quotient.

Population	Short-term liquidity coefficient	Sales per employee	Debt-to-equity ratio	Solvency	Debt service quotient
Without certificate	1.09	29,011	79.96	1.08	0.03
Others	2.67	46,708	36.86	2.56	0.15
Silver Excellence	3.17	56,710	30.33	3.05	0.13
Gold Creditworthiness	3.20	49,968	28.46	3.03	0.13
Platinum Creditworthiness	3.76	79,326	23.71	3.50	0.18



About Dun & Bradstreet

Be even more successful and competitive with us

At the beginning of 2021, Bisnode was taken over by Dun & Bradstreet, so we continue as one company with joint local and global professional knowledge and skills. We offer a wide variety of global data and analytical insights to our clients and business partners, in order to give them the ability of making smart decisions and gain an even greater competitive advantage. Dun & Bradstreet, a leading global provider of business data and analytics, enables companies all over the world to make better decisions and improve business success. Dun & Bradstreet's Data Cloud is a foundation for faster solution finding. At the same time, it brings insights that enable the clients to increase their income, lower the costs, reduce risk, and transform their companies. Since 1841, companies of all sizes rely on Dun & Bradstreet in risk management and detection of business opportunities.

Our Data

Advanced organizations all over the world trust Dun & Bradstreet regarding the data that define categories of analytical insights and business solutions for use of winning strategies and innovative ideas. We are in the heart of key planning of these organizations, as we represent the difference that helps them to achieve higher income and profit, reduce the risks and maintain compliance. In the global market, Dun & Bradstreet stands out regarding the diversity, accuracy, and compliance of own business data the amount of which has been constantly increasing.

Our Analytics

Based on rich proprietary data, such as the volume of historical data from our global trade program, and a top team of skilled data experts, Dun & Bradstreet can give you unique insights that you need with regard to clients, suppliers, and other business partners. We take advantage of machine learning and artificial intelligence (AI) and we use the latest statistical technologies and methodologies for creating highly efficient predictors, evaluations, scoring, and advanced analytical and predictive models.

D-U-N-S® Number

D-U-N-S Number is Dun & Bradstreet's unique 9-digit identifier for companies. The number is assigned when our patented identity resolution process, that is a part of the DUNSRight methodology, recognizes that a company is unique in comparison with other companies in the Dun & Bradstreet Data Cloud. The identifier D-U-N-S® Number is often used as a reference by creditors and potential business partners as it helps them predict the company's reliability or financial stability. The identifier D-U-N-S® Number also enables identification of relations among business entities all over the world (hierarchies and connections).

Our Worldwide Network

The global nature of our Data Cloud service is our unique point of sale. Even if you presently conduct business in one geographical area, you will most probably outgrow borders or start cooperating with entities from other regions and continents. As a result, access to global data and analytics becomes a key component for high-performance and profitable companies of all sizes.

During our search of global data we recognized the value of local professional knowledge. Therefore, we established the Dun & Bradstreet's Worldwide Network which represents an unparalleled partnership with leading global providers of business information in various countries all over the world that enables the clients to grow and succeed. Global data, analytical insights and digital platforms powered by artificial intelligence enable clients to perform more innovative actions that ensure higher competitiveness. The data are obtained directly from partners who are a part of our data supply chain and are included in the excellence network because they apply the highest standards.

Our clients

In the present-day market, companies must be more data-versed than ever before. Therefore, almost 90% of the companies in the Fortune 500™ list and companies of all sizes all over the world rely on Dun & Bradstreet.

Dun & Bradstreet helps clients of all sizes to grow and achieve exceptional results in local and global markets.