dun 🗞 bradstreet **Business Information Report** 1.1.1 1 Confidential, this information is provided by D & B to :425000004 Subject to the terms and conditions of your contract. KRAS d.d. Report compiled Nov 11,2020 REFERENCE 11/Nov/2020 08:45 GMT HGK Θ **BUSINESS SUMMARY** Delivery Date: Nov 11, 2020 Subscriber No: 425000004 Reference: HGK KRAS d.d. Address: Ravnice 48 10000,Zagreb ,CROATIA Telephone(s): 385 12396111 D-U-N-S: 36-471-9430 Official Name: KRAS prehrambena industrija d.d. Identification & Summary Identification D-U-N-S: Telefax: E-mail Address: 36-471-9430 385 12329907 uprava@kras.hr Official Name: Telephone(s): Web Address: KRAS prehrambena 385 12396111 www.kras.hr industrija d d _____ industrija d.d. Trading Style(s): KRAS Food Industry, Plc Summary _____ Year Started:Local Legal Form:SIC:1911Reg No:2066Year Incorporated:03269043Employ Employs: 1995 1.527 Legal Form: Joint stock co Activity: Manufactures chocolate and cocoa products Currency _____ All monetary amounts quoted in this report are shown in Croatian Kuna unless otherwise stated. Risk Evaluation SUMMARY ------Sales/Turnover 876,721,000 HRK Pre-Tax Profit 10,045,000 HRK Risk Indicator 1 D&B Rating 5A1 Former Rating 5A2 Tangible Net 660,077,000 HRK Trend EVEN Worth Total Assets 1,011,235,000 HRK Principal(s) 12 Payments PROMPT Average Credit 2,658,392 USD Payments Paydex 80 Avg Payments Payments received within terms granted

D&B Rating

D&B Rating		Former Rating		
Financial Strength 5A Based on tangible net worth	Risk Indicator 1 Strong (Minimal Risk)	Financial Strength 5A Based on tangible net worth	Risk Indicator 2 Good (Low Risk)	

The Dun & Bradstreet Rating of 5A1 indicates:

- Financial Strength of USD 60 million and above (based on net worth). - A Risk Indicator which is Strong (Minimal Risk). FAILURE SCORE Failure Score for this business. _____ - The D&B Failure Score: 100

	- Risk i	.s Low
Relative Risk	Risk Class	Average Probability of
		Failure
Lower Risk	1	0.11%
	Highest Risk:4, Lowest	Highest Risk:100%, Lowest
	Risk:1	Risk:0%

Interpreting the Failure Score:

_____ 1. The D&B Failure Score predicts the likelihood that a business will fail within the next 12 months. 2. The D&B Failure Score is a relative measure of risk, where 1 represents

businesses that have the highest probability of failure and 100 the lowest.

TREND ANALYSIS

Kev Trends

Understanding Key trends: _____

Using historical archive data we are able to plot the movement of key data elements.

Methodology:

_____ Where data availability allows we are monitoring six elements for key trends: solvency ratio, current ratio, statutory debts, employee figure, scores or rating. Financial trends are based year over year using latest available financial statements or figures, whereas statutory debt comparisons are made quarterly as fresh information is released. Comparative employee data, typically collected directly from the subject company is therefore triggered by latest to last date of update. As our scores are recalculated on the basis of all fresh information these comparisons will also reflect latest to last date of update position.

Parent Details

Parent: MESNA INDUSTRIJA BRACA PIVAC d.o.o. Location: Vrgorac, Croatia DUNS: 55-230-3539 Ownership: 52.92% _____ _____

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PRINCIPALS

Name:	Slavko Ledic
Position:	President of the board

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Name:	Alen Varenina
Position:	Member of the board
Name:	Damir Bulic
Position:	Member of the board
Name:	Dinko Klepo
Position:	Member of the board
Name:	Zoran Parac
Position:	President of the supervisory board
Name:	Ivan Dropulic
Position:	Deputy President of the supervisory board
Name:	Aleksandar Seratlic
Position:	Member of the supervisory board
Name:	Ante Salinovic
Position:	Member of the supervisory board
Name:	Darko DJenes
Position:	Member of the supervisory board
Name:	Nevena Pivac
Position:	Member of the supervisory board
Name:	Vedran Tolic
Position:	Member of the supervisory board
Name:	Marica Vidakovic
Position:	Legal Representative
Bankers Bank Name: Address: Telephone: Account No:	Addiko Bank d.d. Slavonska avenija 6, Zagreb, CROATIA 385 16030000 HR4425000091101012415
Bank Name:	ERSTE&STEIERMARKISCHE BANK d. d.
Address:	Jadranski trg 3a, Rijeka, CROATIA
Telephone:	385 72371531
Account No:	HR2024020061100830261
Bank Name:	HPB d.d.
Address:	Nikole Jurisica 4, Zagreb, CROATIA
Telephone:	385 14805057
Account No:	HR9523900011100327167
Address: Telephone: Account No:	OTP banka d.d. Domovinskog rata 61, Split, CROATIA 385 21201957 HR8124070001100440024
Bank Name:	Privredna banka Zagreb d.d.
Address:	Radnicka cesta 50, Zagreb, CROATIA
Telephone:	385 16360000
Account No:	HR0523400091100010694
Bank Name:	RAIFFEISENBANK AUSTRIA d.d.
Address:	Magazinska cesta 69, Zagreb, CROATIA
Telephone:	385 14566466
Account No:	HR2024840081102119421
Bank Name: Address: Telephone:	Zagrebacka banka d.d. Trg bana Josipa Jelacica 10, Zagreb, CROATIA 385 16104146 HR9623600001102805901
Trade Payments	
Paydex Paydex for this Bus	incee
Paydex for this Bus	1ness. 1. On average, this business pays its

bills: Payments received within terms granted

Risk of Slow Payment Paydex Moderate risk 80 Payment Behaviour Payments received within terms granted

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payments beyond terms can be the result of disputes over merchandise, skipped invoices, invoice misunderstandings or administrative errors. Each experience shown represents a separate account reported by a supplier. Updated payment experiences replace those previously reported. Amounts may be rounded to nearest figure in prescribed ranges.

Informants report that subject's payments are prompt.

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Trade Payment Summary
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Value Bands HRK	No. of Exp	Total Value HRK	Within Terms	1-30 Days	31-60 Days	61-90 Days	91+ Days
> 2,000,0 0	0	0	0%	0%	0%	0%	0%
200,000 - 1,999,9		0	0%	0%	0%	0%	0%
9 100,000 -	0	0	0%	0%	0%	0%	0%
199,999 20,000 99,999		0	0%	0%	0%	0%	0%
10,000 19,999	-0	0	0%	0%	0%	0%	0%
< 10,00 Total	022 22	26,850 26,850	100% 100%	0% 0%	0% 0%	0% 0%	0% 0%

Trade Payment Experiences

Any amounts hereafter are in Croatian Kuna unless otherwise stated. Amountsmay be rounded to nearest figure in prescribed ranges.Maximum of 200 tradeexperiences within 12 months are displayed.DatePayingRecordOverdueRecordTermsSep, 2020Prompt1,000Aug, 2020Prompt1,000Aug, 2020Prompt250Aug, 2020Prompt250Jul, 2020Prompt1,000Jul, 2020Prompt250Jul, 2020Prompt1,000Jul, 2020Prompt1,000Jul, 2020Prompt1,000Jun, 2020Prompt1,000Jun, 2020Prompt1,000Jun, 2020Prompt1,000Jun, 2020Prompt1,000Jun, 2020Prompt1,000Jun, 2020Prompt1,000May, 2020Prompt1,000May, 2020Prompt1,000Aug, 2020Prompt1,000Jun, 2020Prompt1,000Jun, 2020Prompt1,000May, 2020Prompt1,000May, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000Apr, 2020Prompt1,000 <tr< th=""></tr<>
experiences within 12 months are displayed. Date Paying High Credit Amount Owed Amount Payment Record Overdue Terms Sep, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 250 0 0 Aug, 2020 Prompt 250 0 0 Jul, 2020 Prompt 250 0 0 Jul, 2020 Prompt 1,000 0 0 Jul, 2020 Prompt 1,000 0 0 Jul, 2020 Prompt 1,000 0 0 Jun, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,000 0 0 May, 2020 Prompt
Date Paying High Credit Amount Owendue Payment Record 0 0 Terms Sep, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 250 0 0 Aug, 2020 Prompt 250 0 0 Jul, 2020 Prompt 250 0 0 Jul, 2020 Prompt 1,000 0 0 Jul, 2020 Prompt 1,000 0 0 Jun, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,0
Record Overdue Terms Sep, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 250 0 0 Aug, 2020 Prompt 250 0 0 Jul, 2020 Prompt 250 0 0 Jul, 2020 Prompt 1,000 0 0 Jul, 2020 Prompt 1,000 0 0 Jun, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,000 0 0 Apr, 2020 Prompt 1,000 0 0
Sep, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 1,000 0 0 Aug, 2020 Prompt 250 0 0 Aug, 2020 Prompt 250 0 0 Jul, 2020 Prompt 250 0 0 Jul, 2020 Prompt 1,000 0 0 Jul, 2020 Prompt 1,000 0 0 Jun, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,000 0 0 May, 2020 Prompt 1,000 0 0 Apr, 2020 Prompt 1,000 0 0
Aug, 2020Prompt1,00000Aug, 2020Prompt25000Aug, 2020Prompt25000Jul, 2020Prompt25000Jul, 2020Prompt1,00000Jul, 2020Prompt1,00000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Aug, 2020Prompt25000Aug, 2020Prompt25000Jul, 2020Prompt25000Jul, 2020Prompt1,00000Jul, 2020Prompt1,00000Jun, 2020Prompt25000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Aug, 2020Prompt25000Jul, 2020Prompt25000Jul, 2020Prompt1,00000Jul, 2020Prompt1,00000Jun, 2020Prompt25000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Jul, 2020Prompt25000Jul, 2020Prompt1,00000Jul, 2020Prompt1,00000Jun, 2020Prompt25000Jun, 2020Prompt1,00000Jun, 2020Prompt75000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Jul, 2020Prompt1,00000Jul, 2020Prompt1,00000Jun, 2020Prompt25000Jun, 2020Prompt1,00000Jun, 2020Prompt75000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Jul, 2020Prompt1,00000Jun, 2020Prompt25000Jun, 2020Prompt1,00000Jun, 2020Prompt75000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Jun, 2020Prompt25000Jun, 2020Prompt1,00000Jun, 2020Prompt75000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Jun, 2020Prompt1,00000Jun, 2020Prompt75000Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
Jun, 2020Prompt75000Jun, 2020Prompt1,0000May, 2020Prompt1,0000May, 2020Prompt1,0000Apr, 2020Prompt1,0000
Jun, 2020Prompt1,00000May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
May, 2020Prompt1,00000May, 2020Prompt1,00000Apr, 2020Prompt1,00000
May, 2020 Prompt 1,000 0 0 Apr, 2020 Prompt 1,000 0 0
Apr, 2020 Prompt 1,000 0 0
Feb, 2020 Prompt 1,000 0 0 Feb, 2020 Prompt 5,000 0 0
Feb, 2020 Prompt 1,000 0 0 Dec, 2019 Prompt 50 0 0
Dec, 2019 Prompt 500 0 0
Dec, 2019 Prompt 1,000 0 0
Dec, 2019 Prompt 7,500 0 0
Dec, 2019 Prompt 50 0 0
Dec, 2019 Flompt S0 0 0
History
Background
- Business started in Jan 01, 1911 as a Joint Stock Company under the name 'Tvornica Cokolade I Bombona Union'.
Legal Form

- Joint Stock Company registered on Aug 12, 1995. Registration No: 03269043 Tax Registration No:94989605030 Linkage Parent _____ The company is a subsidiary of MESNA INDUSTRIJA BRACA PIVAC d.o.o., Vrgorac, Croatia (DUNS: 55-230-3539), which holds 52.92% interest. Ownership _____ Name: Skrb. rac.-RAIFFEISENBANK AUST Ownership: Holds 30.32% of the voting capital. _____ Name: Own share Ownership: Holds 5.29% of the voting capital. _____ _____ -------VIDAKOVIC MARICA Name: Holds 0.53% of the voting capital. Ownership: _____ _____ Name: LISICA ZLATAN Ownership: Holds 0.32% of the voting capital. _____ BULIC DAMIR Name: Ownership: Holds 0.19% of the voting capital. _____ ZORIC MARIJA Name: Ownership: Holds 0.15% of the voting capital. _____ HZTM Name: HZTM Ownership: Holds 0.13% of the voting capital. Name: Shareholder DUNS: 50-064-0716 ------_____ Name: JUKIC BORIS Holds 0.11% of the voting capital. Ownership: _____ _____ Skrb. rac.-PRIVREDNA BANKA ZAG Name: Ownership: Holds 0.1% of the voting capital. Subsidiaries _____ Name: KRAS COMMERCE DOO BEOGRAD Location: Beograd (Novi Beograd), Serbia Subsidiary DUNS: 36-029-8229 Details: Subject owns 100% of the capital. _____ KRAShKOMERC KRASh D.O.O.E.E. Short SKOPJE-CENTAR, Former Yugoslav Rep of Macedonia Name: Location: Subsidiary DUNS: 49-940-2463 Details: Subject owns 100% of the capital. _____ _____ KRASCOMMERCE d.o.o., Ljubljana Name: Ljubljana, Slovenia Location: Subsidiary DUNS: 55-280-2076 Subject owns 100% of the capital. Details: _____ _____ Name:KRAS trgovina d.o.o. Siroki BrijegLocation:Siroki Brijeg, Bosnia HerzegovinaSubsidiary DUNS:67-278-7905Details:Subject owns 100% of the capital. _____ _____ KAROLINA d.o.o. Name: Location: Osijek, Croatia Subsidiary DUNS: 36-619-9052 Subject owns 99.68% of the capital. Details: _____ Name: MIRA a.d. clanica KRAS grupe Location: Prijedor, Bosnia Herzegovina MIRA a.d. clanica KRAS grupe Subsidiary DUNS: 64-339-4187 Details: Subject owns 96.69% of the capital. Affiliates _____ The following are related through principal(s) and/or financial interest(s):

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		htt	ps:
Name: Location: Affiliate DUNS: Details:	KRASCOMMERCE d.o. Ljubljana, Sloven 55-280-2076 Subject has a 100	ia	
Location: Affiliate DUNS:	Subject has a 96.		
Name: Location: Affiliate DUNS: Details:	CROATIA OSIGURANJ Zagreb, Croatia	E d.d.	
OPERATIONS			
Local Activity Code			
Local Activity Code : Local Activity Code Type :			
Line of Business			
Manufactures chocol		ucts (2066)	
Sales and Purchasin	-		
Sells to general pu		a regular basis.	
Purchase Territory/	Export/Import		
Area International Expor	ts	Region/Country European Community, Australia, Bosnia Herzegovina, Serbia, Saudi Arabia, U S A, Former Yugoslav Rep of Macedonia	
Agencies and Brands			
DORA, DORINA, DORIN KISS, KOLUMBO, KRAS DOMACICA, NAPOLIT,	A - UVIJEK TA, FON EXPRES, GRIOTTE, LEDENE KOCKE, LILL	s): BILO KUDA KIKI SVUDA, DOMACICA, FANA, GOLDI, GUMELINI, INTERMEZZO, DORINA COKOLADE, ZIVOTINJSKO CARSTVO, Y, NOVELA, OPERA, POLKA, RONDO, SARENE , KRASOTICE, KRASOPISI, BAJADERA - C.	
Employees			
Employs: 1,527 as a			
Location			
Operates from owned Registered office:		warehouse at heading address.	
News and alerts			

Press Clippings

Date: Reported by: Detail:	contract on the	a Braca Pivac and purchase and tra	Kras-ESOP concluded the nsfer of shares, whereby uired a controlling stake
Financial Informa	tion		
Comparatives			
	Fiscal Dec 31, 2017	Fiscal Dec 31, 2018	Fiscal Dec 31, 2019

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	(000 Croatian Kuna)	(000 Croatian Kuna)	(000 Croatian Kuna)
Turnover	852,686	847,704	876,721
Pre-tax Profit	29,759	50,205	10,045
Net Worth	587,162	659,429	660,077
Fixed Assets	356,616	344,248	377,359
Total Assets	1,042,898	1,070,140	1,011,235
Current Assets	500,082	557 , 924	505,371
Current	321,573	326,605	206,676
Liabilities			
Working Capital	178,509	231,319	298,695
Long Term Debt	134,163	84,106	144,482
Financial Assets	186,200	167,968	128,505
Intangibles	1,005	1,190	7,623
Employees	1,499	1,499	1,527
Net Worth and Tot	al Assets are tang	ible figures shown	after the deduction of
intangible assets			

Ratios

	Dec 31, 2017	Dec 31, 2018	Dec 31, 2019
Current Ratio	1.56	1.71	2.45
Solvency Ratio (%	5)77.62	62.28	53.20
Fixed Assets / Ne Worth (%)	et60.74	52.20	57.17
Current Liabs / Net Worth (%)	54.77	49.53	31.31
Asset Turnover (%	3)81.76	79.21	86.70
Sales / Net	4.78	3.66	2.94
Working Capital			
Assets / Sales (%)122.31	126.24	115.34
Profit Margin (%)	3.49	5.92	1.15
Shareholders	5.07	7.61	1.52
Return (%)			
Return on Assets (%)	2.85	4.69	0.99
Sales / Employees *	568.84	565.51	574.15
Profit / Employee	es19.85	33.49	6.58

* The ratios are in thousands.

Balance Sheet

Abstract from individual fiscal balance sheet.

Assets	As at Dec 31, 2019 (000 Croatian Kuna)
Misc Fixed Assets Total Fixed Assets Misc Fin'cl Assets Total Fin'cl Assets Misc Intangible Assets Total Intangible Assets	377,359 377,359 128,505 128,505 7,623 7,623
CURRENT ASSETS Stock Trade Debtors Misc Debtors Cash Misc Current Assets TOTAL CURRENT TOTAL ASSETS	115,154 301,238 1,446 70,586 16,947 505,371 1,018,858
Liabilities	As at Dec 31, 2019 (000 Croatian Kuna)
Capital Share Premium Retained Profits Profit for Year	613,862 -16,382 33,259 7,532

	<u></u>
Misc Reserves Net Worth	29,429 667,700
Misc Provisions	6,392
Mortgages/Loans	137,290
Misc Def Liabilities	800
CURRENT LIABILITIES	
Trade Creditors	89,540
Accruals	1,932
Bank Overdraft	115,204
TOTAL CURRENT	206,676
TOTAL LIABS & NET WORTH	1,018,858
Profit & Loss	
	Jan 01, 2019
	to Dec 31, 2019
	(000 Croatian Kuna)
Net Sales	876,721
Cost of Goods Sold	558,957
Gross Profit	317,764
Selling/Admin Expenses	218,028
Depreciation/Amortisation	60,313
Misc Operating Charges	39,059
Misc Operating Income	8,822
Net Operating Income	9,186
Interest Receivable	5,095
Group Related Income	91
Misc Financial Income	0
Total Financial Income Interest Payable	5,186 4,327
Misc Financial Expenses	4, 527 0
Total Financial Expenses	4,327
Profit Before Taxes	10,045
Income Tax	2,513
Profit After Tax	7,532
Net Profit	7,532
Notes on Financials	
According to the balance sheet as of	Dec 31, 2019
Financial statement obtained from out	
Accountant's Opinion	
Subject to the foregoing, the financi	ial statements give a true and fair view
of the company's affairs.	
Financial Interviews	
On Nov 10, 2020 KRAS d.d., , could no	ot supply any information.
Investigation Information	
On Nov 10, 2020 local informants stat	red that.
Shareholder structure and Financial s	
sources. All other information in the	
sources.	
Conclusion	
Informants consider subject trustwort	thy for normal credit requirements.
Appendices	
Customer Service	
Speed of service: Typically 4 works	
CON. 202011111E00001005	59
SCN: 20201111500801093	
SCN: 20201111500801095 Order Date: Nov 11, 2020	
SCN: 2020111130080109. Order Date: Nov 11, 2020 Should you require any further inform	

Enquiries should always contain the below minimum details please: - Full Company Name - Full Headquarters Address (street, town, country) - Telephone Number - Business Identification Number (registration number, chamber of commerce number, VAT number, Government Gazette number) - Contact Name - SCN - Order Date The information in this report was last updated on Nov 11, 2020. D&B Rating Glossary _____ D&B Rating - The D&B Rating consists of two parts, the Financial Strength Indicator and the Risk Indicator. For example: in the case of a 2A 4 rating, 2A means the financial strength of the business and 4 is the risk indicator. The Risk Indicator is used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from expert rules systems, the Risk Indicator is refreshed whenever data is loaded onto our databases. Please see the table below for the Risk Indicators and their corresponding values. Risk Indicators 4 Significant level of riskTake suitable assurances before extending credit 3 Greater than average riskProceed with transaction but monitor closely 2 Low risk Proceed with transaction Minimal risk Proceed with transaction 1 - offer terms required Insufficient information No public information or to assign a risk D&B proprietary indicator information available to indicate trading activity The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values. Financial Strength Range Indicator ТО FROM Net Worth Capital FROM10\$60 millionAnd above\$25 million\$60 million\$12 million\$25 million\$2.5 million\$12 million\$1.2 million\$2.5 million 5A 5AA 4 A 4AA ЗA 3AA 2A 2AA 1A 1AA \$600,000 \$1.2 million AA А \$345,000 \$600,000 \$345,000 BB В С CC \$175,000 \$175,000 \$120,000 DD D \$60,000 Е ΕE \$120,000 \$35,000 \$15,000 \$60,000 F FF G GG \$35,000 \$15,000 Н ΗH 0 Alternate Ratings Used Financial Strength Ν is negative 0 Financial Strength is undisclosed NB New Business: Less than 24 months NO Out of Business: Business has ceased to trade Financial Ratio Glossary _____ Key Business Ratios are used to identify irregularities in the status and future potential of a company.

contact your local Customer Service Centre.

Name Current Ratio (x)	Formula Total Current Assets /	Explanation This ratio shows the
Solvency Ratio %	Total Current Liabilities ((Current Liabilities + Long Term Liabilities) / Tangible Net Worth) x 100	of short term creditors, and the higher the ratio the more assurance there is that payment of creditors can be met. From this can be seen the extent to which the
Fixed Assets to Net Worth (%)	n(Total Fixed Assets / Tangible Net Worth)x 100	The higher the ratio the more likely it is that debt (either short term or long term) will be a burden to the company. The effect is higher interest charges, lower profits and a squeeze on liquidity to the disadvantage of creditors. The proportion of net worth that consists of fixed assets will vary greatly from industry to industry, but in general terms a company is under capitalised if fixed assets exceed net worth. In this case it is possible that the company has too much debt, and it should therefore be examined with care.
Current Liabilities to Net Worth (%)	(Total Current Liabilities / Tangible Net Worth) x100	If on the other hand fixed assets are much lower than net worth the company is over capitalised and is either extremely cautious or in a position to expand. thus a ratio either well in excess of the median, or well below it, means that the company should be looked at with care. This contrasts the funds that creditors are temporarily risking with a company with the funds permanently invested by the owners.
Asset Turnover (%)	(Turnover / Total Assets(including Intangibles)) x 100	The higher the ratio the less security for creditors. Care should be exercised when selling to any company with creditors of less than one year exceeding two thirds of net worth. This ratio measures how efficient the company's management has been in generating sales from the assets at its disposal. The measure can vary considerably from industry to industry and should therefore be

should therefore be

Sales to net working capital (x)	Turnover / Net working capital *	judged according to the industry norm. This ratio indicates whether a company is overtrading (handling an excessive volume of sales in relation to working capital). Companies with substantial sales gains often reach a level where their working capital becomes strained.
Assets to Sales (%)	(Total Assets(including Intagibles) / Turnover) 100	<pre>xwith the total investment that is used to generate those sales. By comparing a company's ratio with industry norms it can be be determined whether the business is overtrading or conversely, carrying more assets than needed for its sales volume. Abnormally low ratios can indicate overtrading which may lead to</pre>
Profit Margin (%)	(Profit before Tax / Turnover) x 100	financial difficulties if not corrected. Extremely high ratios can be the result of a too conservative management or too low a level of turnover. This reveals the profits earned per pound of sales and therefore measures the efficiency of the operation.
Shareholders' Return (%)	(Profit before Tax / Tangible Net Worth*) x 100	This ratio is an indicator of the business'ability to withstand adverse conditions such as falling prices, rising costs or declining sales This ratio is used to analyse the ability of the company's management to realise an adequate return on the capital invested by the owners of the business. There is a tendency to look increasingly to this ratio as a final measure of profitability. Generally, a relationship of at least 10% is

Return on assets	., .	fit before l Assets) >		regarded as desirable for providing dividends plus funds for future growth. This is the key indicator of profitability for a company it matches operational profits with the assets available to earn a return.
Sales per Employ	7ee (000) Turno	over / Empl	Loyees	Companies using their assets efficiently will have a relative high return while less well run businesses will have a relatively low return This gives an indication of the efficiency of the labour force. This ratio will vary considerable
Profit per Emplo	-	it before I byees	Cax /	from industry to industry This ratio gives a guide as to how effectively the labour force is utilised, and is the best way to measure productivity of labour investment
Glossary of Loca	al Activity Cod	le		
Country		Lc	cal Activ	ity Code Type
Bosnia			ACE Rev 2	
Bulgaria		NÆ	ACE Rev 2	
Croatia		NA	ACE Reve 2	
Estonia			ITAK	
Greece			ACE Rev 2	
Iceland			SAT 2008	
Romania			ACE Rev 2	
Serbia Slovenia			ACE Rev 2 ACE Rev 2	
Glossary of Lega	al Forms			
Legal Form		Le	egal Form	(local)
Public Ltd Co		Di	lonicko dr	ustvo (d.d.)
Private Ltd Co				granicenom odgovornoscu
			1.0.0.)	
Proprietorship			ort	odinos (t. n.)
Sole Proprietor Commandite				edinac (t.p.) drustvo (k.d.)
Trade associatio	on			interesno udruzenje (GIU)
Glossary of Curi	cencies			
Abbrevation	4			-
AMD	Armenian Dra			Latvian Lats
AZM	Azerbaijani (Old)	Manat LEI		Romanian Lei (Old)
AZN	Azerbaijani (New)			Albanian Lek
BAM	Bosnia-Herze Convertible	2		Bulgarian Levs
BLR	Belarusian 1			Lithuanian Litas
RSD	Serbian Dina			Maltese Lira
CYL	Cypriot Pour	nds MLL		Moldovan Leu
DRA	Greek Drach			Romanian Lei (New)
EUR	Euro	ROU		Russian Roubles
EEK	Estonian Kro			Tajik Somoni
GBL	Gibraltan Po			Turkmen Manat
GEL	Georgian La			Turkish Lira (old)
HRD	Croatian Di			Pounds Sterling UK
HRK	Croatian Ku			U S Dollars Uzbekistani Sum
HRY IKR	Ukrainian H: Icelandic K:	-		Uzbekistani Sum Turkish Lira (new)
T1/1/	ICELANUIC K	Jua IIL		IUINISII LIIA (NEW)

ILS KYS KZT	Israeli Sheqel Kyrgyzstani Som Kazakhstani Tenge	ZWD	Yugoslavian Dinar Zimbabwe Dollars Jordanian Dinar					
Glossary of Key E	•							
National Revenue	Agency		ecuring and collecting les and certain					
Tax Debts Court Debt Settlement Procedure Frozen Bank Accounts		Debt associated with the failure to pay taxes to the federal or state government Legal process of reorganization of the debtor in financial difficulties Unpaid receivables can file to the court of justice for payment, the debtor's has a legal time period to settle debts or their bank accounts are and remain frozen until the debt is covered						
					SODRA		Delays in payin Security Tax (L	g mandatory Social ithuania)
					Confidentiality			
CONFIDENTIAL TERMS AND CONDITI	THIS INFORMATION IS LONS OF YOUR SUBSCR	S PROVIDED BY D&B IPTION CONTRACT AN	EUROPE LTD SUBJECT TO THE D IS NOT TO BE DISCLOSED.					

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