



Gold Creditworthiness

CREDITWORTHINESS RATING REPORT

Publisher: Bisnode, družba za medije ter poslovne in bonitetne informacije d.o.o.
Part of the BISNODE group, Stockholm, Sweden

**FARMTECH, Proizvodnja kmetijskih strojev, okoljske
tehnike in opreme ter trgovina d.o.o.**

Published 10/23/2020

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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

Company name:	FARMTECH, Proizvodnja kmetijskih strojev, okoljske tehnike in opreme ter trgovina d.o.o.
Address:	Industrijska ulica 7, 9240 LJUTOMER
Activity:	C 28.300 MANUFACTURE OF AGRICULTURAL AND FORESTRY MACHINERY
Legal status:	LIMITED LIABILITY COMPANY (D.O.O.)
Co. reg. no.:	5893607
Tax no.:	SI52791823
Registration body:	Okrožno sodišče Murska Sobota
Date of entry:	3/9/1995
Size:	Large
Region:	Pomurska

Representatives

Shown 4 of 4

Name	
JANETTE ILOVIČNÁ	Procurator
KONRAD NIDERL	Director
CHRISTIAN PETER OBERWINKLER	Manager
GÜNTHER PIRKER	Manager

Owners and branches

Owners

Shown 1 of 1

 KOMPTECH GMBH (100.00%)

Branches/Divisions

Shown 0 of 0

There are no data for selected subject.

Shareholdings

Shown 0 of 0

There are no data for selected subject.

Balance sheet, blocks, credit limit

Data in €	2017	2018	2019
ASSETS			
Non-current assets	12,677,470	17,034,951	20,863,389
Current assets	11,775,410	13,139,502	15,375,457
Inventories	9,467,485	11,174,805	13,103,430
Short-term operating receivables	1,952,282	1,204,290	1,899,436
Cash and cash equivalents	355,643	760,407	372,591
LIABILITIES			
Equity	6,979,905	7,505,281	8,174,182
Provisions	609,112	629,531	817,364
Financial liabilities	6,660,460	16,429,444	20,756,866
Operating liabilities	9,871,173	5,446,628	6,336,716
Total liabilities	24,464,753	30,194,935	36,271,997
Employee	265	308	338

Source: Ajpes - database of annual reports

Blocks

Period: 10/24/2019 - 10/23/2020

Current Number of Blocks:

0 / 1 bank accounts

Blocks:

0 / 365 days

Credit limit:

31,919 €

Credit margin:

2.59 %

Credit limit

Income Statement

Data in €	2017	2018	2019
Net sales revenue	36,698,115	46,869,434	47,358,796
Cost of goods, materials and services	28,040,469	36,820,793	36,192,558
Labour costs	7,291,592	8,540,286	9,490,517
Write-offs	891,048	1,183,472	2,073,945
Operating profit (EBIT)	1,144,328	731,935	1,090,754
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	2,035,376	1,915,407	3,164,699
Financial revenues	12,025	250	182
Financial expenses	163,011	204,462	278,922
Total revenues	37,512,173	47,442,934	49,004,799
Total expenses	36,525,584	46,926,488	48,201,986
Net profit or loss for the period	861,666	514,591	801,871

Source: Ajpes - database of annual reports

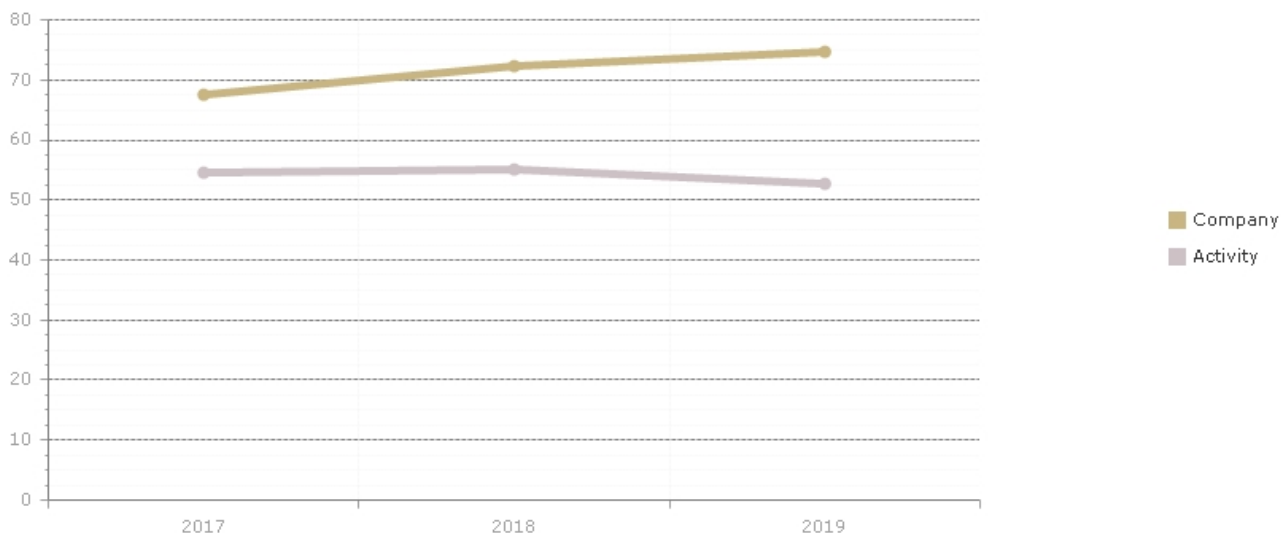
Indicators

	2017	2018	2019
Participation rate of capital	28.53	24.85	22.53
Current liquidity ratio	1.17	0.79	0.70
Debt servicing	0.05	0.04	0.06
Credit exposure	0.05	0.03	0.04
Working capital turnover	3.25	3.65	3.22
Net return on total revenues	2.29	1.08	1.63
Net return on assets	3.91	1.88	2.41
Net return on equity	13.22	7.10	10.22
Net profit margin	2.34	1.09	1.69
Share of fixed assets in assets	50.22	55.02	56.27
Share of current assets in assets	48.08	43.44	42.29

Source: Ajpes - database of annual reports

Graphic analysis

Participation rate of liabilities

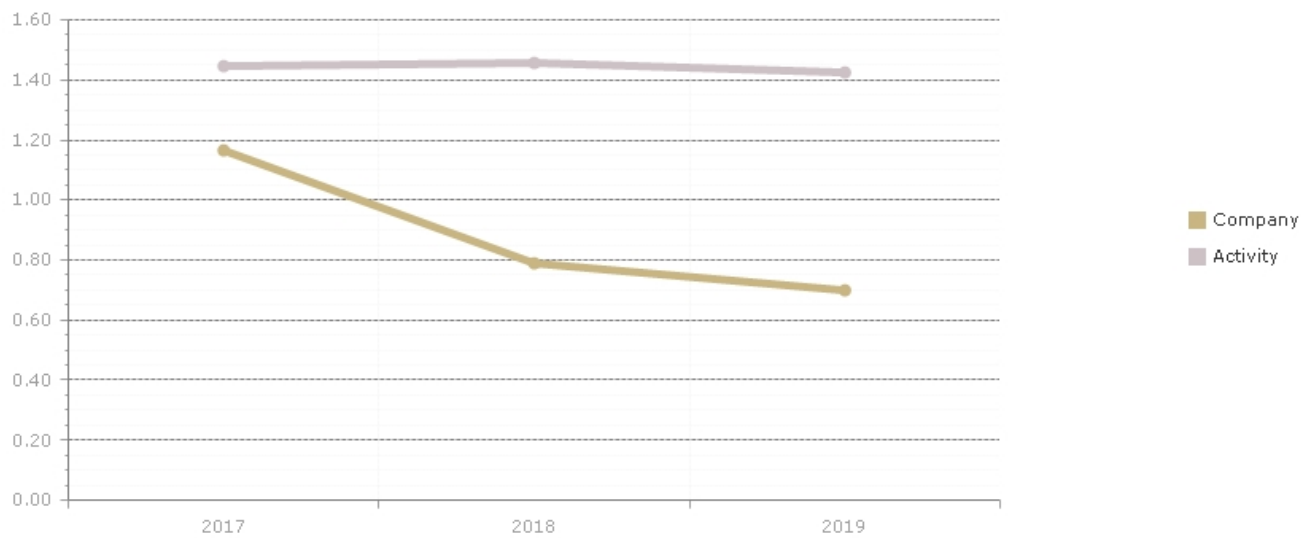


The participation rate of liabilities tells us the amount of assets financed by foreign capital. The higher the ratio, the better the company uses foreign sources for its financing (current and non-current liabilities). As a rule, foreign financing is cheaper than financing from own resources.

Calculation ratios

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

Liquidity ratio

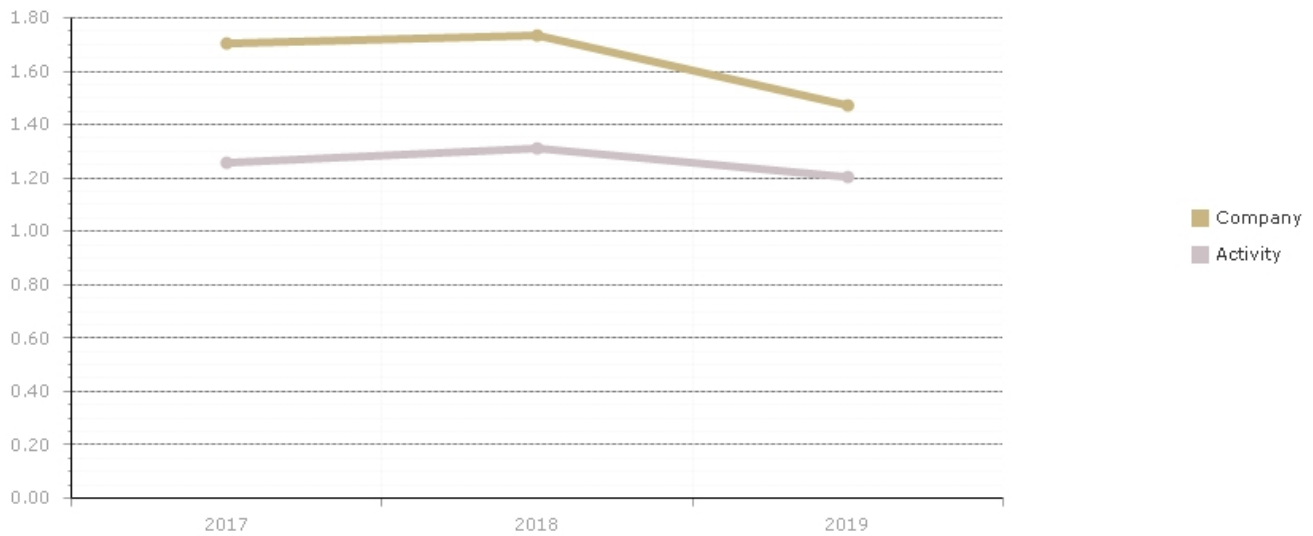


The liquidity ratio tells us the coverage of current liabilities by current assets. The higher the value of the ratio, the easier it is for the company to settle its current liabilities. Liquidity is the company's ability to have at its disposal, within a short period of time, adequate liquid assets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

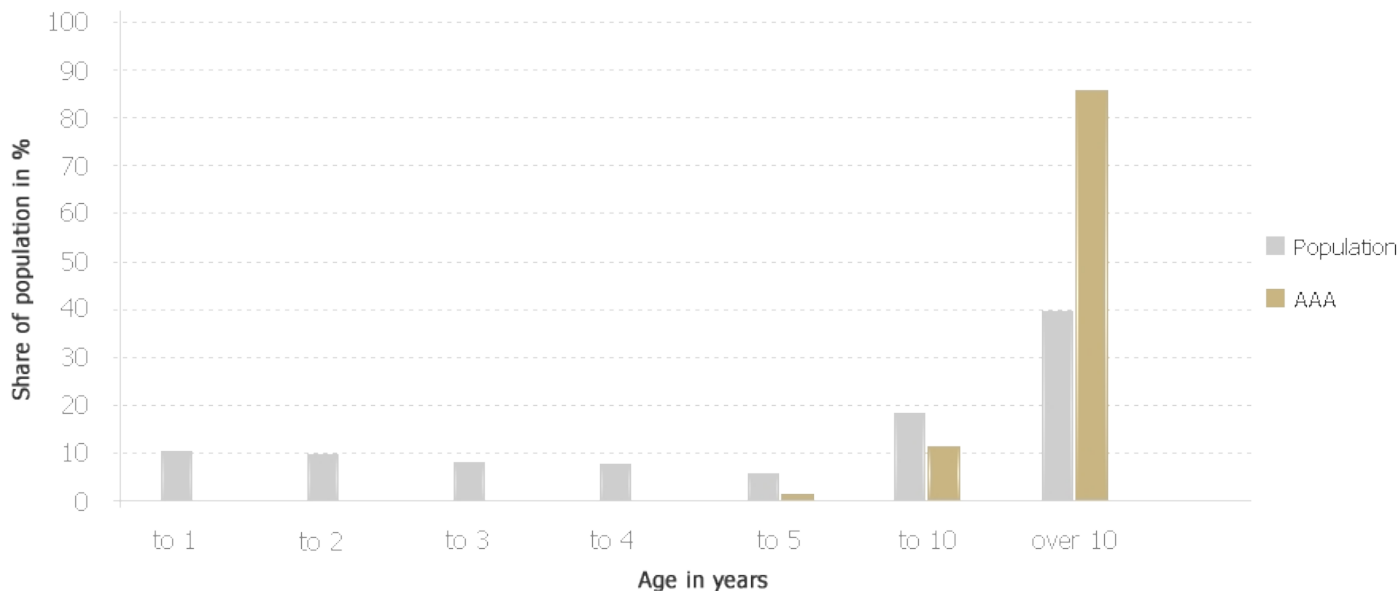
$$\text{Assets turnover ratio} = \frac{\text{Total revenues (Sales)}}{(\text{Assets last year} + \text{Assets previous year}) / 2}$$

Statistics

In our analysis, we compared the entities with the Gold Creditworthiness creditworthiness rating and the total population of economic operators: companies, sole proprietors and cooperatives.

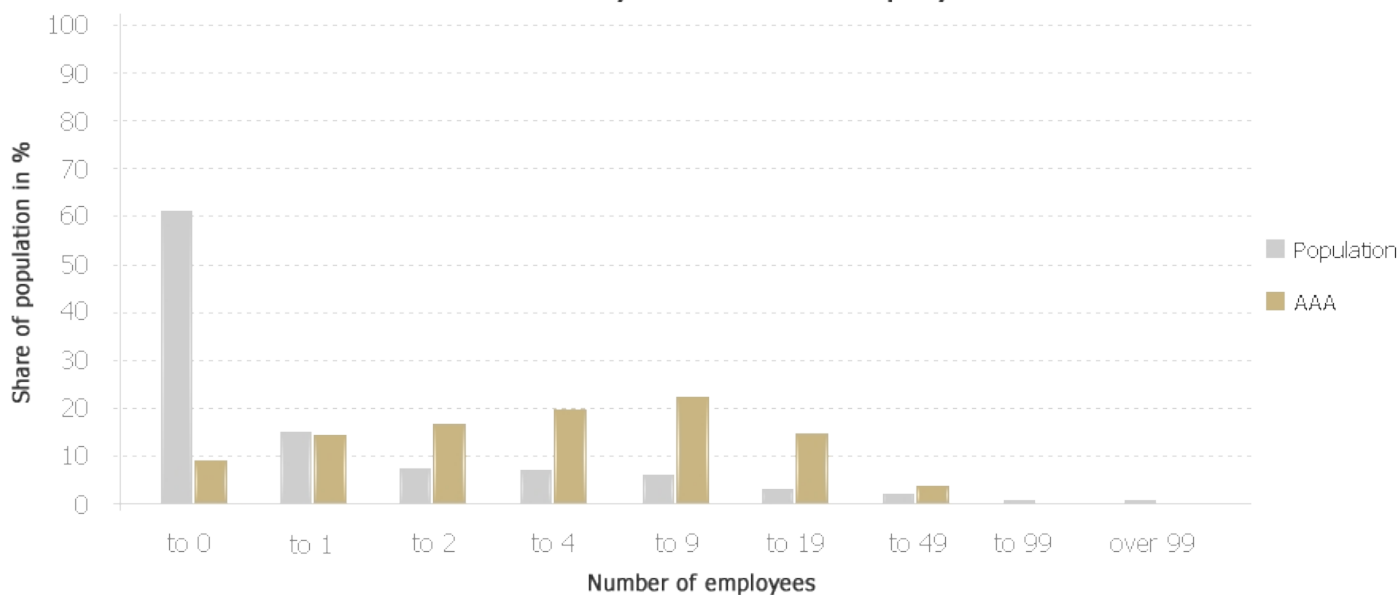
The comparison of populations by age of entities shows that Gold Creditworthiness creditworthiness rating is achieved by older companies.

Distribution by age



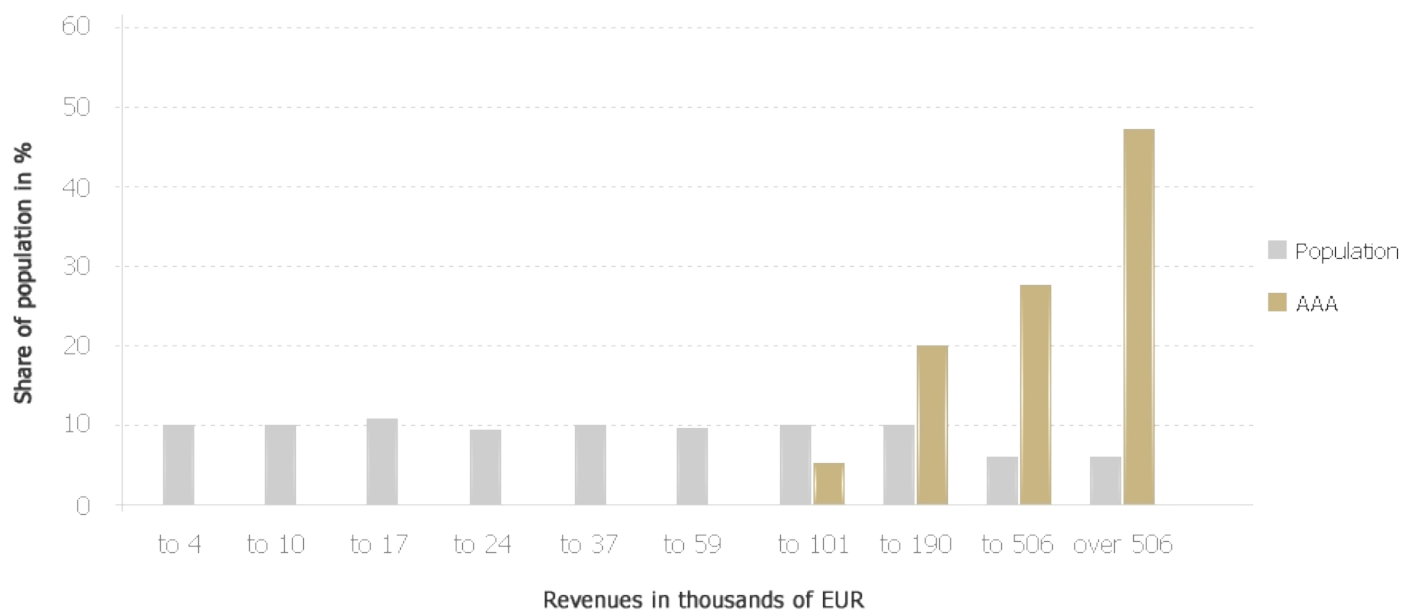
The comparison of entities by number of employees shows that those with 0 to 49 employees are more likely to achieve Gold Creditworthiness creditworthiness rating.

Distribution by number of employees



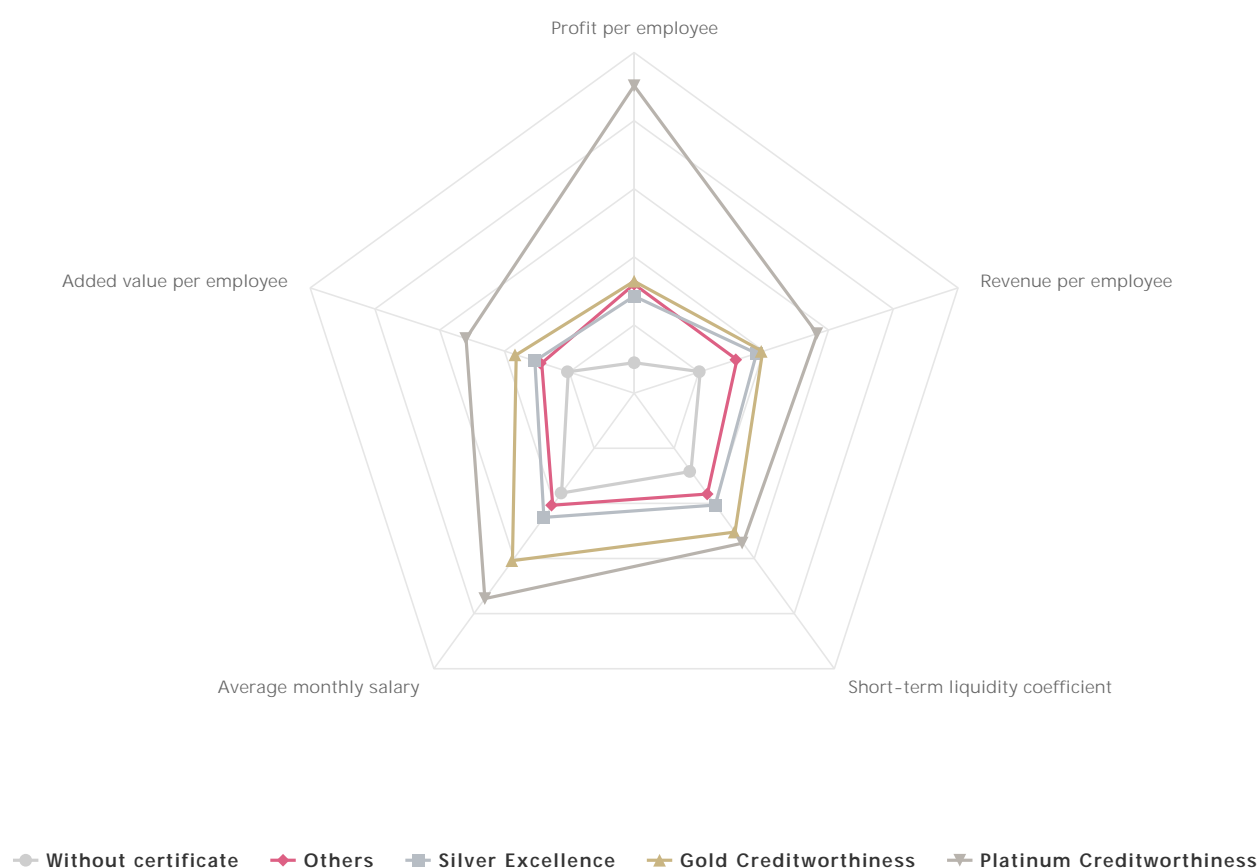
The overview of the distribution of populations in terms of the size of total revenues reveals that entities with annual revenues above EUR 59.000 prevail in the population with Gold Creditworthiness creditworthiness rating.

Distribution by total revenues



The comparison of medians of the population of Gold Creditworthiness AAA winners with other companies shows that the Gold Creditworthiness AAA winners have a higher liquidity, achieve a higher operating margin, and this is reflected in a higher profitability. They also achieve a higher added value per employee and more often pay higher average monthly salaries.

Population	Profit per employee	Revenue per employee	Short-term liquidity coefficient	Average monthly salary	Added value per employee
Without certificate	1,118	51,029	1.42	906	20,327
Others	3,997	79,366	1.83	1,017	28,526
Silver Excellence	3,558	94,491	2.03	1,127	30,639
Gold Creditworthiness	4,109	99,208	2.52	1,519	36,398
Platinum Creditworthiness	11,282	141,255	2.72	1,864	51,889



About Bisnode

Bisnode Slovenia 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