CREDITWORTHINESS RATING REPORT

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Part of the Dun & Bradstreet group

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

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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.

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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**.

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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%)**

Shareholdings

Shown 0 of 0

There are no data for selected subject.

Branches/Divisions

Shown 0 of 0

There are no data for selected subject.

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Balance sheet, blocks, credit limit

Data in €	2018	2019	2020
ASSETS			
Non-current assets	17,034,951	20,863,389	20,263,182
Current assets	13,139,502	15,375,457	16,054,778
Inventories	11,174,805	13,103,430	13,117,640
Short-term operating receivables	1,204,290	1,899,436	2,659,941
Cash and cash equivalents	760,407	372,591	277,198
LIABILITIES			
Equity	7,505,281	8,174,182	18,739,455
Provisions	629,531	817,364	895,648
Financial liabilities	16,429,444	20,756,866	10,999,420
Operating liabilities	5,446,628	6,336,716	5,623,521
Total liabilities	30,194,935	36,271,997	36,464,423
Employee	308	338	319

Source: Ajpes - database of annual reports

Blocks

Period: 9/30/2020 - 9/30/2021

Current Number of Blocks:	Blocks:
0 / 1 bank accounts	0 / 365 days

Credit limit

Credit limit:	Credit margin:
46,320 €	1.77 %

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Income Statement

| Data in €	2018	2019	2020
Net sales revenue	46,869,434	47,358,796	46,117,852
Cost of goods, materials and services	36,820,793	36,192,558	35,291,479
Labour costs	8,540,286	9,490,517	9,909,432
Write-offs	1,183,472	2,073,945	1,932,277
Operating profit (EBIT)	731,935	1,090,754	881,499
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	1,915,407	3,164,699	2,813,776
Financial revenues	250	182	5,001
Financial expenses	204,462	278,922	254,747
Total revenues	47,442,934	49,004,799	48,229,872
Total expenses	46,926,488	48,201,986	47,538,409
Net profit or loss for the period	514,591	801,871	601,249

Source: Ajpes - database of annual reports

Indicators

	2018	2019	2020
Participation rate of capital	24.85	22.53	51.39
Current liquidity ratio	0.79	0.70	1.41
Debt servicing	0.04	0.06	0.05
Credit exposure	0.03	0.04	0.06
Working capital turnover	3.65	3.22	2.89
Net return on total revenues	1.08	1.63	1.24
Net return on assets	1.88	2.41	1.65
Net return on equity	7.10	10.22	4.46
Net profit margin	1.09	1.69	1.30
Share of fixed assets in assets	55.02	56.27	54.47
Share of current assets in assets	43.44	42.29	43.62

Source: Ajpes - database of annual reports

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# Graphic analysis

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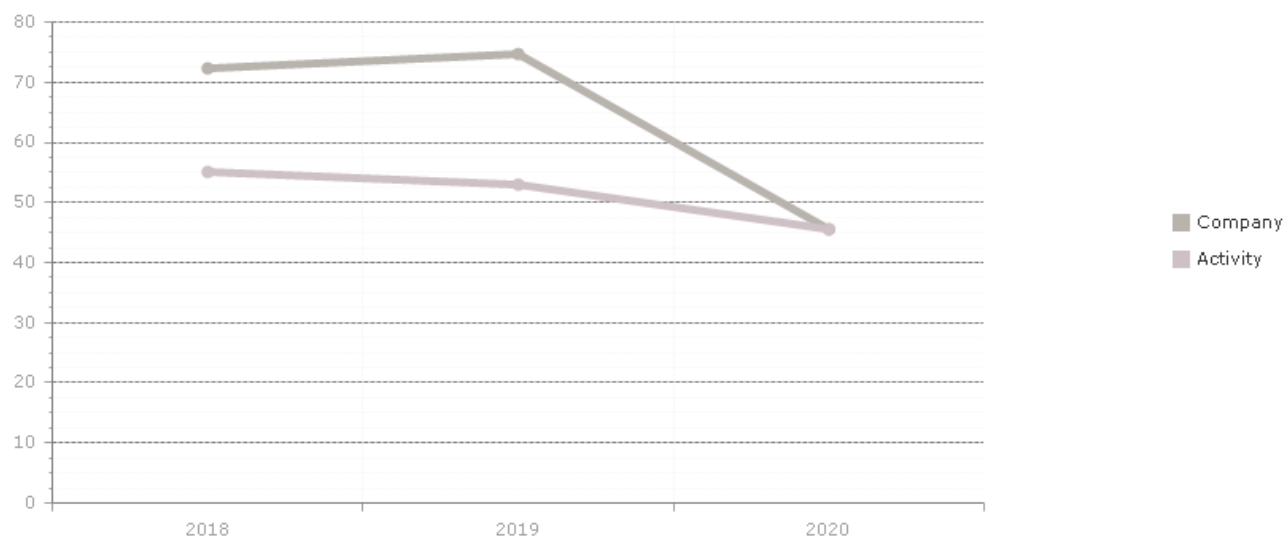
The participation rate of liabilities tells us the amount of assets financed by foreign capital. The higher the ratio, the better the company uses foreign sources for its financing (current and non-current liabilities). As a rule, foreign financing is cheaper than financing from own resources.

Calculation ratios

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

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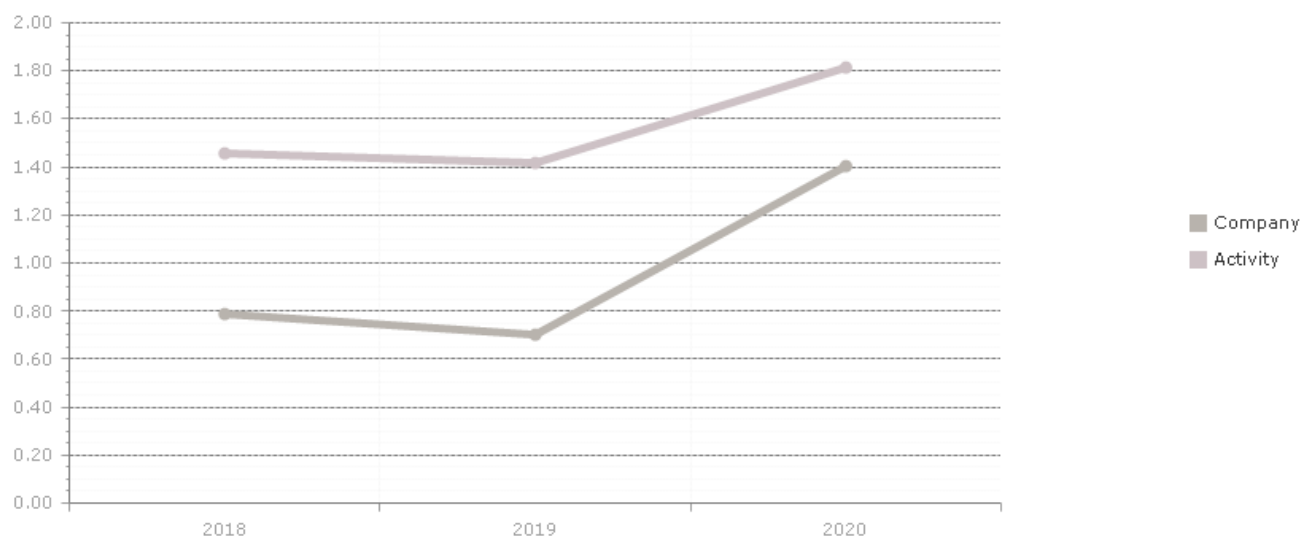
Liquidity ratio

The liquidity ratio tells us the 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
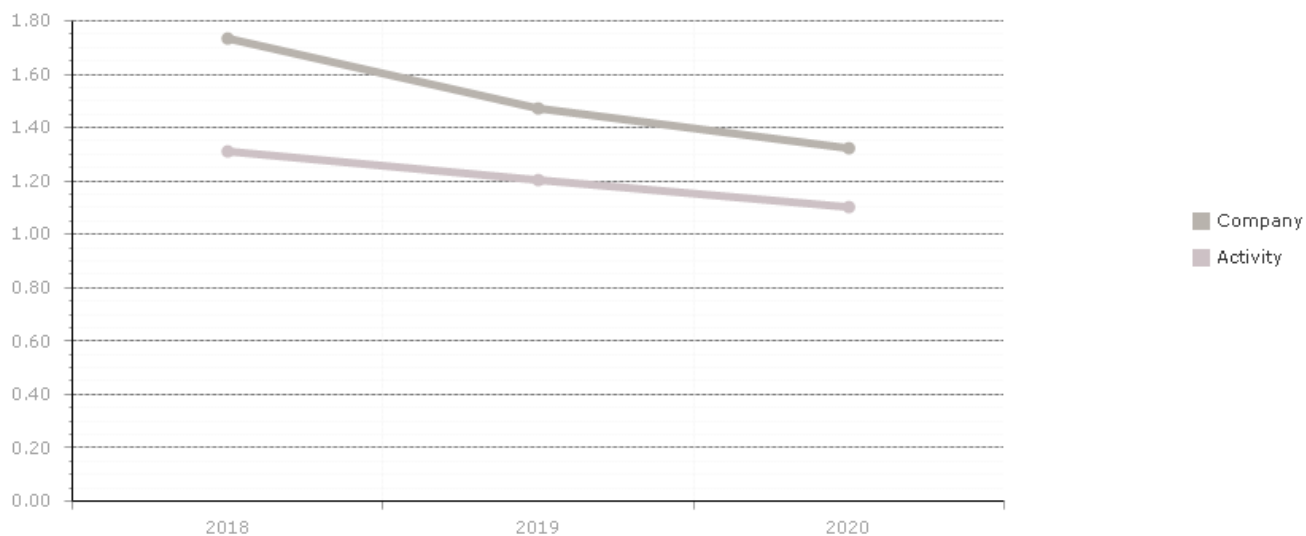
The ratio measures the share of total revenues in assets and tells us the amount of total revenues generated by the company with the available assets. The higher the value of the ratio, the better the performance of the company and the shorter its turnover. The shorter the turnover, the better the liquidity 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

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

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Statistics

Comparison of the distribution of business entities according to their age reveals that the majority of them achieve Platinum creditworthiness rating AAA after the 15th year of business performance.
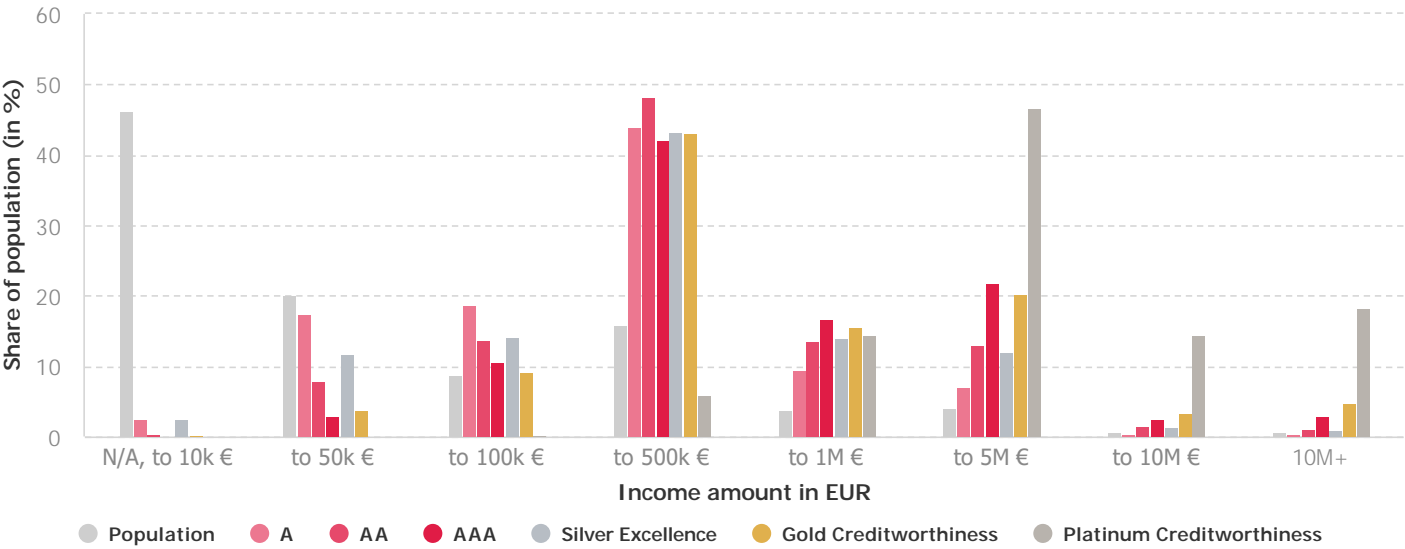
Distribution by age
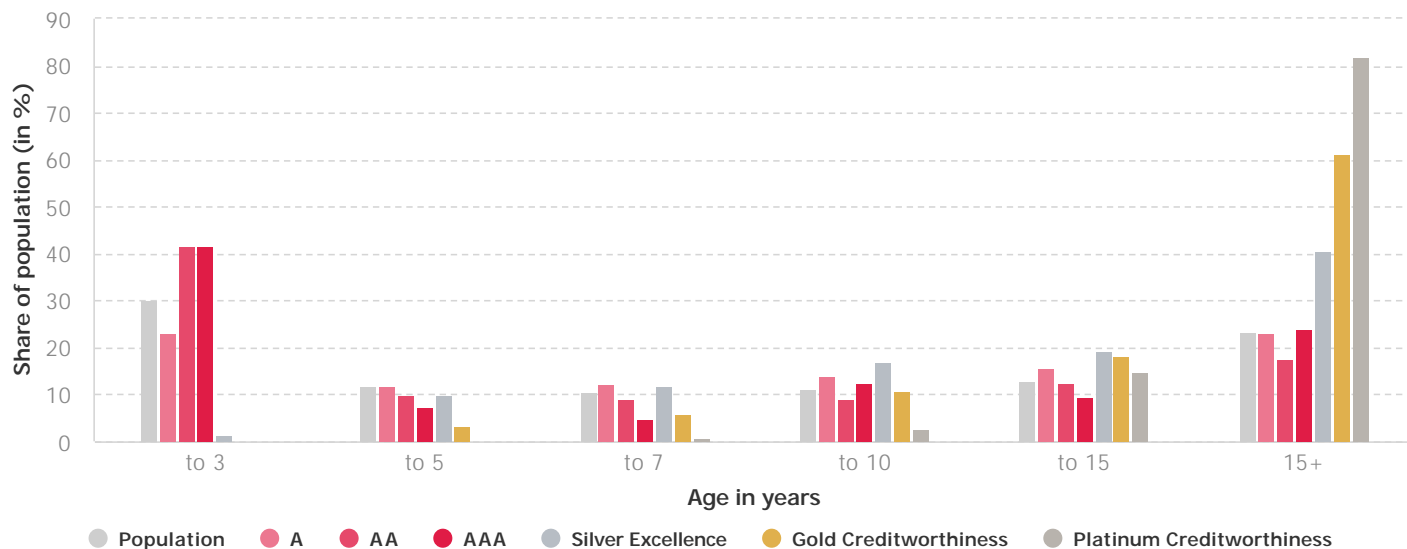
Comparison of the distribution of business entities with the Platinum creditworthiness rating AAA according to their size reveals that the majority of them are among organizations with up to 19 employees.

Distribution by number of employees

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Comparison of the distribution of business entities with the Platinum creditworthiness rating AAA according to their revenues reveals that the majority of them achieve revenues up to 5 million EUR.

Distribution by income

Share of population (in %) — Income amount in EUR

Legend: Population, A, AA, AAA, Silver Excellence, Gold Creditworthiness, Platinum Creditworthiness

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Comparison of median population of receivers of the Platinum creditworthiness rating AAA with other companies reveals that recipients of the Platinum creditworthiness rating AAA operate with a high short-term liquidity coefficient, while generating the highest revenue, profit, and added value per employee. They pay the highest salaries.

Population	Profit per employee	Revenue per employee	Short-term liquidity coefficient	Average monthly salary	Added value per employee
Without certificate	**1,124**	**65,535**	**1.43**	**985**	**22,664**
Others	**5,798**	**93,781**	**2.13**	**1,112**	**32,920**
Silver Excellence	**4,844**	**106,921**	**2.58**	**1,180**	**33,999**
Gold Creditworthiness	**5,311**	**107,133**	**2.80**	**1,591**	**39,605**
Platinum Creditworthiness	**8,662**	**138,950**	**2.68**	**1,881**	**49,955**

◆ Without certificate ◆ Others ■ Silver Excellence ▲ Gold Creditworthiness ▼ Platinum Creditworthiness

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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.

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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.

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