



Highest Creditworthiness Rating

# CREDITWORTHINESS RATING REPORT

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**DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA  
PROIZVODNJU I TRGOVINU BELL CHEMICALS, BANATSKO  
VELIKO SELO**

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# What is creditworthiness rating?

Creditworthiness rating is above-average rating value of entities - economic operators. It is based on the entities' financial statements for the last business year and forecasts the safety of operations in the next twelve months.

Companies with excellent solvency operate above average and it is less likely that their transaction account will be frozen next year. To get excellent solvency rating a company must meet the following quality standards.

- at least one employee
- must be older than 5 years
- total revenue needs to exceed 5 million RSD
- needs to have at least 1 million RSD capital
- net profit margin needs to be at least 2 %
- blocking of the entity's transaction accounts for more than 60 days without interruption or more than 90 days with interruption (< 0,8% probability).

**There is a 82% probability that entities with AAA creditworthiness rating will maintain the creditworthiness rating also in the next year.**

Certification has become an established practice in the international environment and a method for entities to further consolidate their reputation and trust in domestic and foreign business environment. The holders of a certificate thus gain additional trust of their business partners.

The Bisnode Group has a long-term tradition in granting certificates of rating excellence in the following 12 European countries: Sweden, Norway, Finland, Denmark, Germany, Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Poland, Czech Republic and Hungary. In the next years, certification will be carried out at the level of the entire group of 18 European countries in which Bisnode operates.

# Registration data

<b>Company name:</b>	DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROIZVODNJU I TRGOVINU BELL CHEMICALS, BANATSKO VELIKO SELO
<b>Address:</b>	VOJVOĐANSKA 27, 23312 BANATSKO VELIKO SELO
<b>Activity:</b>	C 1920 MANUFACTURE OF PETROLEUM PRODUCTS
<b>Legal status:</b>	LIMITED LIABILITY COMPANY
<b>Co. reg. no.:</b>	08661154
<b>Tax no.:</b>	100579908
<b>Date of entry:</b>	9/27/1997
<b>Size:</b>	Small

# Balance sheet

Data in 1000 RSD	2015	2016	2017
<b>ASSETS</b>			
Fixed assets	65,401	71,713	63,474
Current assets	252,506	234,467	267,480
Supplies	66,313	80,124	89,154
Claims	168,649	134,057	159,333
Cash and cash equivalents	12,807	15,644	11,253
<b>LIABILITIES</b>			
Capital	186,405	191,028	195,145
Long-term provisions	0	0	0
Long-term liabilities	0	1,235	4,238
Short-term liabilities	59,554	39,161	48,056
Liabilities	62,301	69,910	76,599
The average number of employees	29	30	32

# Income Statement

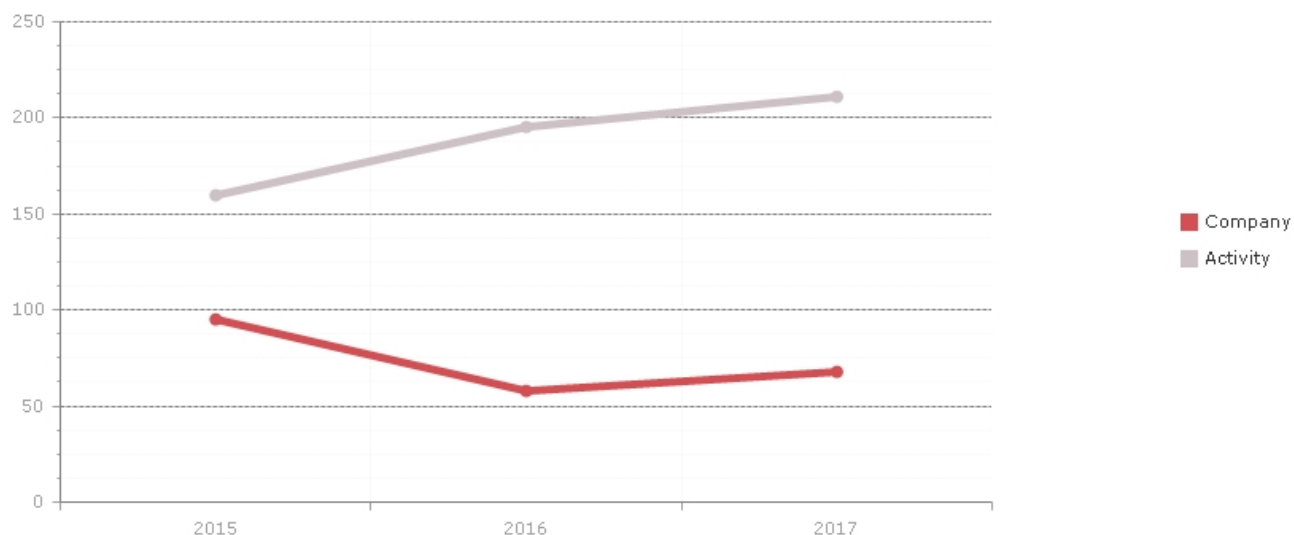
Data in 1000 RSD	2015	2016	2017
Revenues from sales	439,497	430,996	493,729
Cost of goods, materials and services	359,022	362,405	438,652
Wages, salaries and other employee expenses	14,912	15,858	16,946
Write-offs	4,612	5,333	6,691
Operating profit (EBIT)	41,180	49,841	24,844
Operating profit (EBITDA)	45,792	55,174	31,535
Financial revenues	1,592	1,529	3,088
Financial expenses	4,504	9,963	4,247
Total revenues	446,586	434,416	498,611
Total expenditures	404,860	400,787	483,450
Net profit	35,366	27,549	10,211

# Indicators

	2015	2016	2017
Participation rate of capital	58.43	62.19	58.80
Current ratio	1.90	2.04	2.02
Debt service	0.15	0.10	0.05
Credit exposure from operations	0.38	0.31	0.32
Current assets turnover	1.93	1.77	1.97
Operating margin	9.36	11.56	5.03
Net return on assets	12.07	8.97	3.20
Net return on equity	20.90	14.42	5.29
Net profit margin	7.92	6.34	2.05
Share of fixed assets in assets	0.00	19.13	18.66
Share of current assets in assets	79.15	76.34	80.60

# Graphic analysis

## Participation rate of liabilities



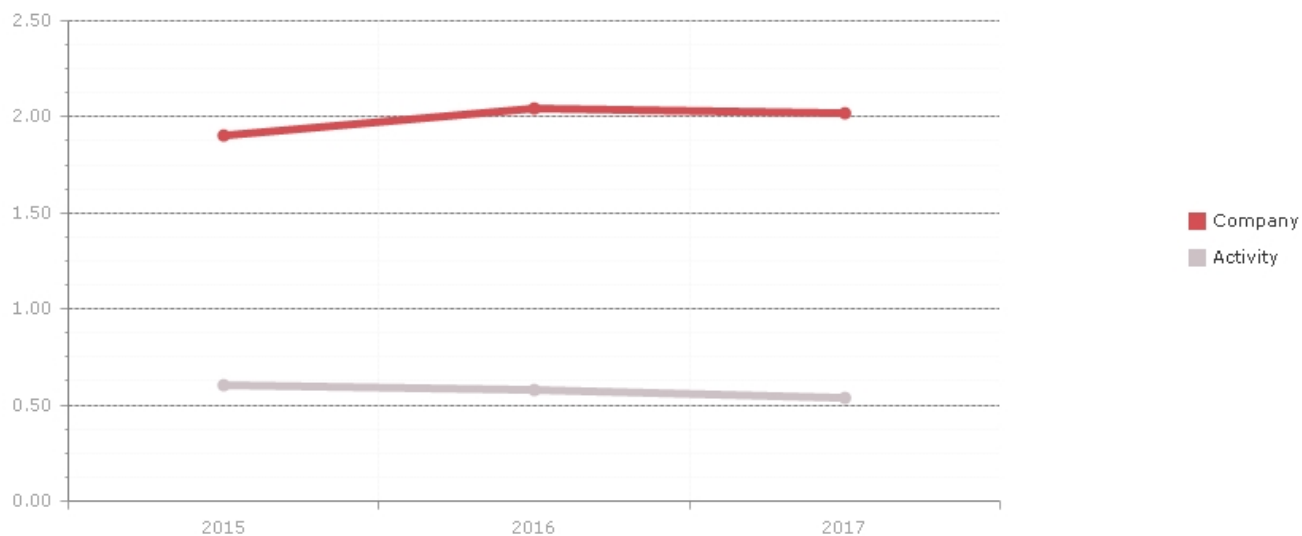
The participation rate of liabilities tells us the amount of assets financed by foreign capital. The higher the ratio, the better the company uses foreign sources for its financing (current and non-current liabilities). As a rule, foreign financing is cheaper than financing from own resources.

### Calculation ratios

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



## Liquidity ratio

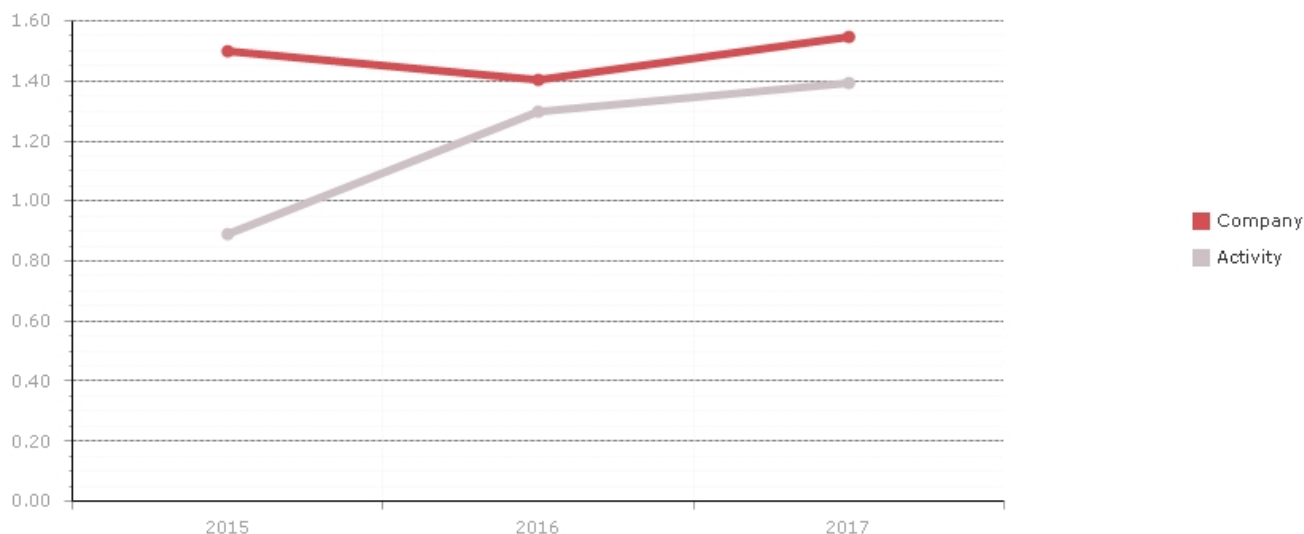


The liquidity ratio tells us the the coverage of current liabilities by current assets. The higher the value of the ratio, the easier it is for the company to settle its current liabilities. Liquidity is the company's ability to have at its disposal, within a short period of time, adequate liquid assets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

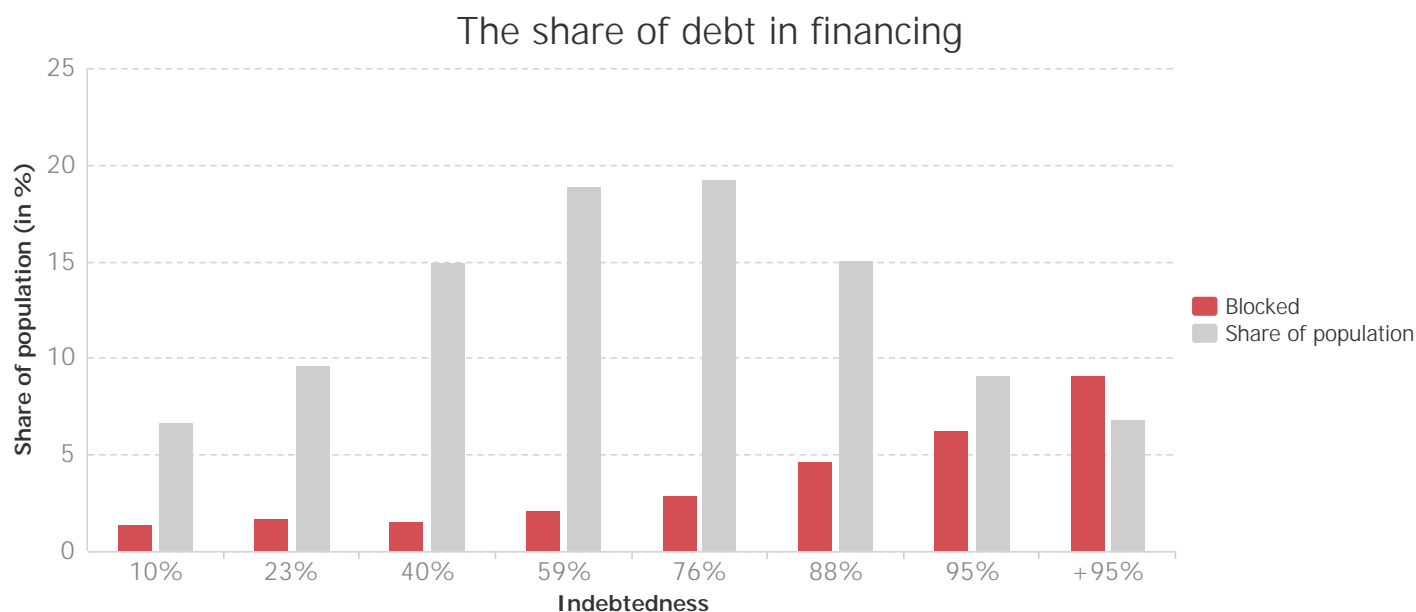
### Calculation ratios

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

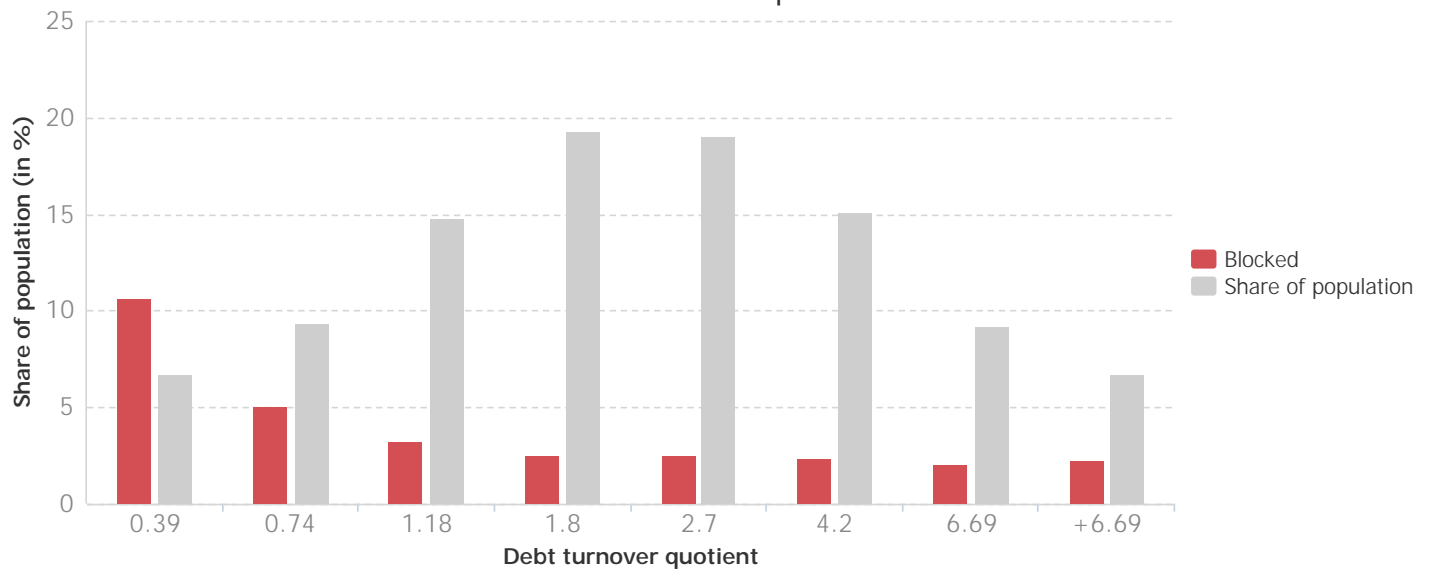
# Methodology

The methodology for assessing creditworthiness rating is based on a combination of qualitative standards and statistical model. The analysis includes subjects with at least one employee, total revenues of at least RSD 1 million and a positive equity. Statistical model estimates the probability of blockage of the entity in the next year and a basis for assessing the creditworthiness rating. Final rating takes into account additional qualitative standards that are set for each rating level of creditworthiness.

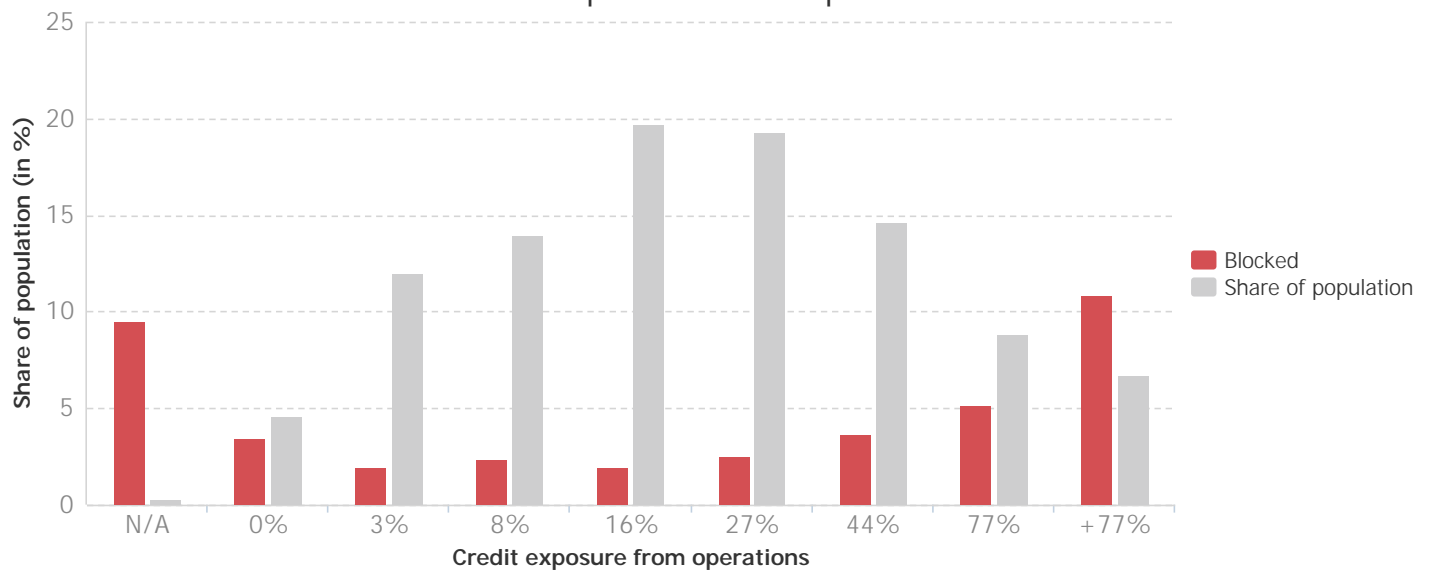
The statistics of entity blockades in relation to a specific financial ratio represent a basis for preparing a statistical model.



## Debt turnover quotient



## Credit exposure from operations

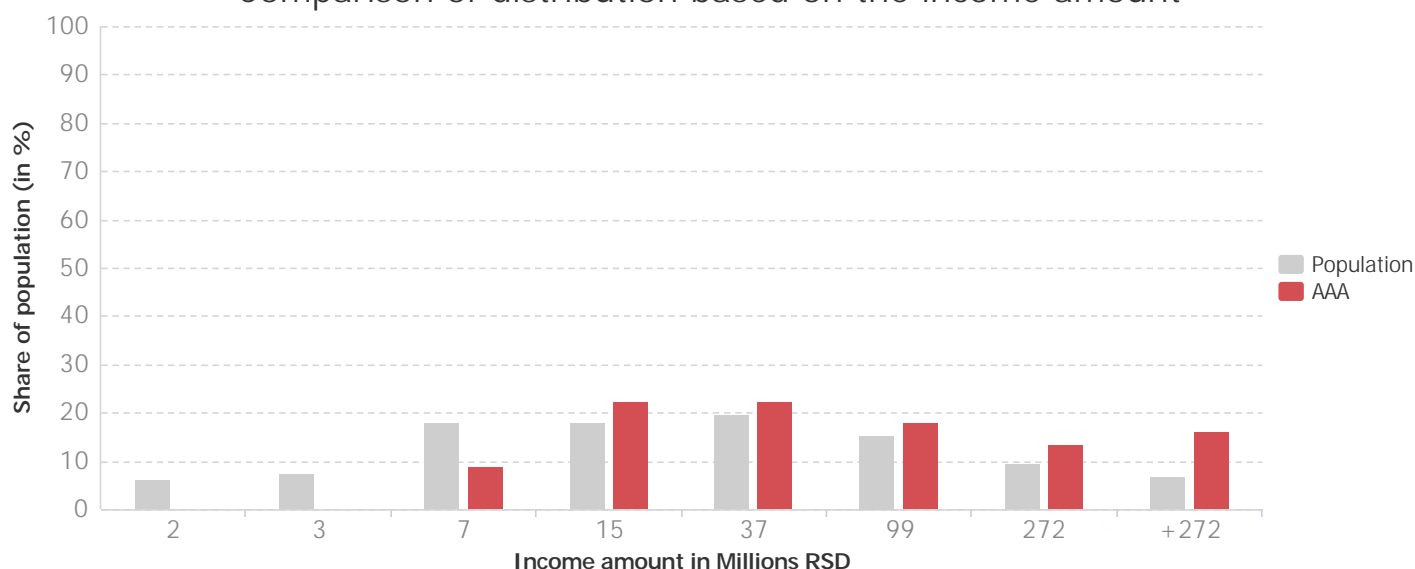


# Statistics

Comparison of the distribution of subjects with a creditworthiness rating and the population of entities that meet the criteria of at least one employee, at least 1 million RSD revenue, positive equity and no blockages in the previous year.

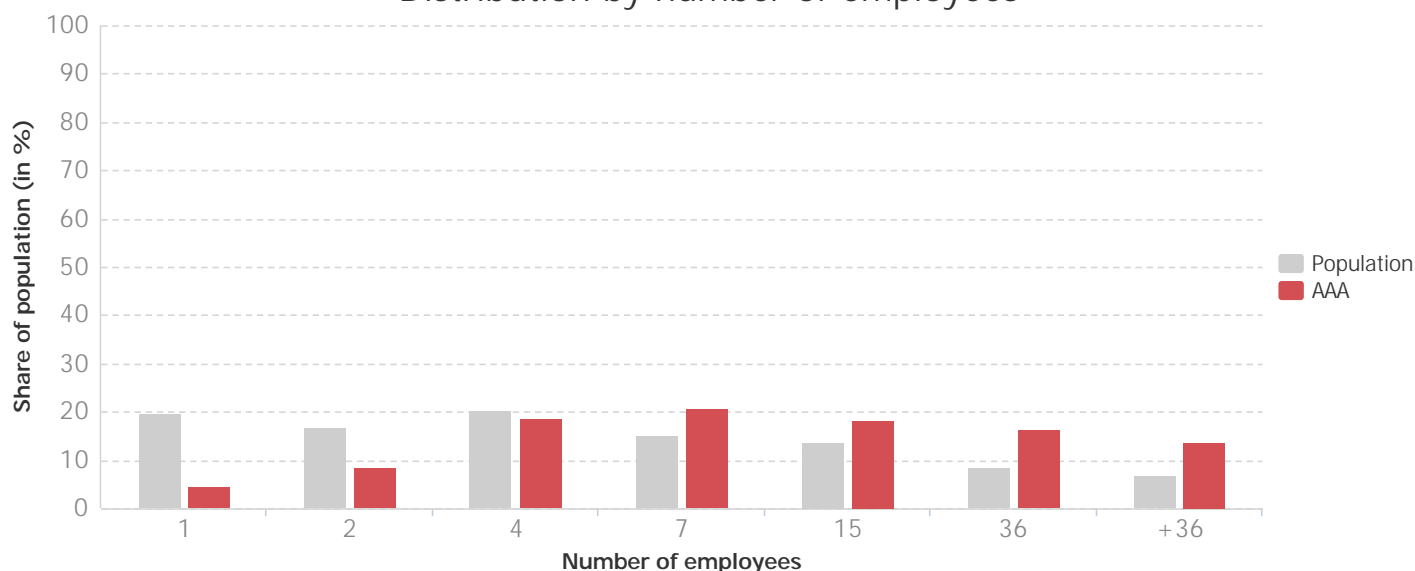
Comparison of size distribution of income shows that the AAA credit rating is dominated by companies with higher total revenues:

Comparison of distribution based on the income amount



Distribution of the number of employees featured in the AAA creditworthiness rating is dominated by operators with a large number of employees:

Distribution by number of employees



Entities that have greater return on assets prevail in the AAA creditworthiness rating:

### Distribution by return on assets (ROA)



# About Bisnode

Bisnode is a leading European company that provides business information and conducts data analysis. It operates in 19 countries and is also a strategic partner of the largest global provider of business information, Dun & Bradstreet.

Bisnode Southern Market includes the subsidiaries in the countries of the former Yugoslavia: Slovenia, Croatia, Serbia, Bosnia and Herzegovina, and Macedonia.

Bisnode helps companies improve their operations and management of relationships with clients throughout the entire life cycle by utilising smart data. This is achieved by combining our data, the data of our clients, and the ubiquitous big data to create smart data.