



Creditworthiness Rating

CREDITWORTHINESS RATING REPORT

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Table of contents

01. What is creditworthiness rating?

02. Registration data

03. Balance sheet

04. Income statement

05. Indicators

06. Graphic analysis

07. Methodology

08. Statistics

09. About Bisnode

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.

- Have at least one employee
- total revenue businesses need to be more than 2 million RSD,
- A company must be at least 1% of the net profit margin
- blocking of the entity's transaction accounts for more than 60 days without interruption or more than 90 days with interruption (< 1% probability).

There is a 61% probability that entities with AA 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 19 European countries in which Bisnode operates.

Registration data

Company name:	Telegroup d.o.o. Beograd
Address:	SVETOZARA MILETIĆA 9A, 11102 BEOGRAD (STARI GRAD)
Activity:	J 6202 CONSULTING ACTIVITIES IN THE FIELD OF INFORMATION TECHNOLOGY
Legal status:	LIMITED LIABILITY COMPANY
Co. reg. no.:	17328964
Tax no.:	101733237
Date of entry:	1/16/2001
Size:	Medium

Balance sheet

Data in 1000 RSD	2016	2017	2018
ASSETS			
Fixed assets	444,867	486,212	604,977
Current assets	674,163	957,241	1,228,124
Supplies	91,782	172,943	153,266
Claims	415,108	554,697	912,381
Cash and cash equivalents	32,126	80,840	58,618
LIABILITIES			
Capital	596,903	652,404	734,001
Long-term provisions	3,078	3,861	5,456
Long-term liabilities	95,789	46,765	24,010
Short-term liabilities	28,636	97,329	113,923
Liabilities	330,298	504,752	796,102
The average number of employees	134	146	141

Income Statement

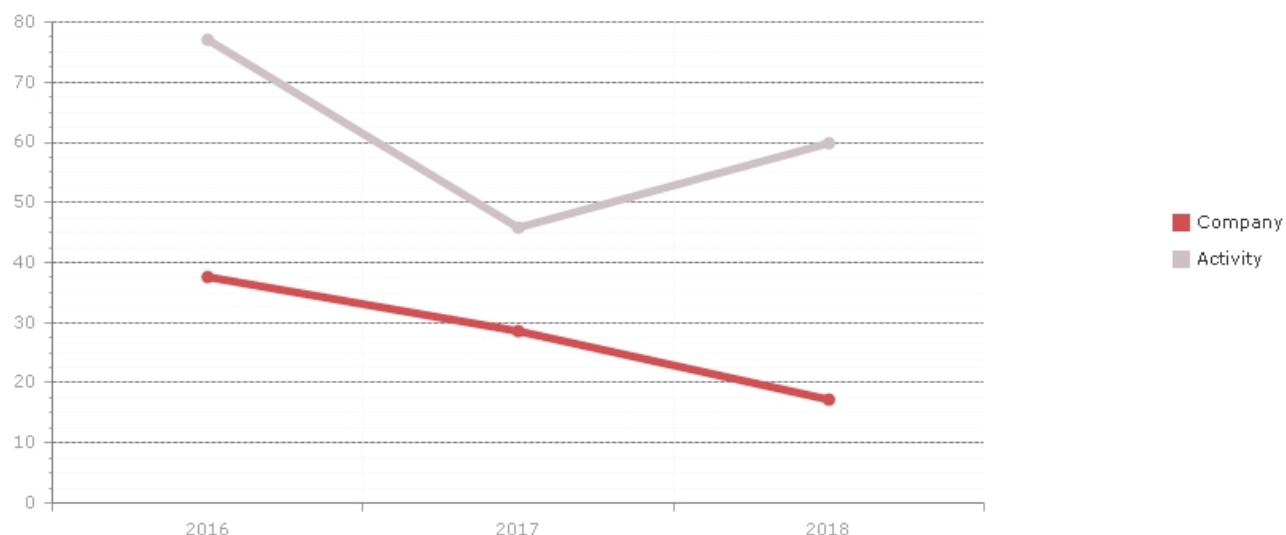
Data in 1000 RSD	2016	2017	2018
Revenues from sales	1,752,535	2,244,160	3,154,047
Cost of goods, materials and services	1,259,792	1,594,718	2,239,049
Wages, salaries and other employee expenses	215,087	256,304	249,213
Write-offs	17,787	21,031	25,943
Operating profit (EBIT)	10,965	18,959	101,382
Operating profit (EBITDA)	28,415	39,164	126,973
Financial revenues	18,115	22,146	8,752
Financial expenses	25,318	27,813	22,208
Total revenues	1,794,598	2,283,825	3,184,825
Total expenditures	1,774,740	2,258,282	3,141,943
Net profit	12,750	19,896	29,961

Indicators

	2016	2017	2018
Participation rate of capital	53.34	45.19	40.03
Current ratio	1.59	1.29	1.15
Debt service	0.02	0.02	0.04
Credit exposure from operations	0.24	0.25	0.29
Current assets turnover	2.56	2.75	2.89
Operating margin	0.62	0.84	3.21
Net return on assets	1.14	1.55	1.83
Net return on equity	2.14	3.19	4.32
Net profit margin	0.71	0.87	0.94
Share of fixed assets in assets	16.59	13.26	13.61
Share of current assets in assets	60.24	66.31	66.97

Graphic analysis

Participation rate of liabilities

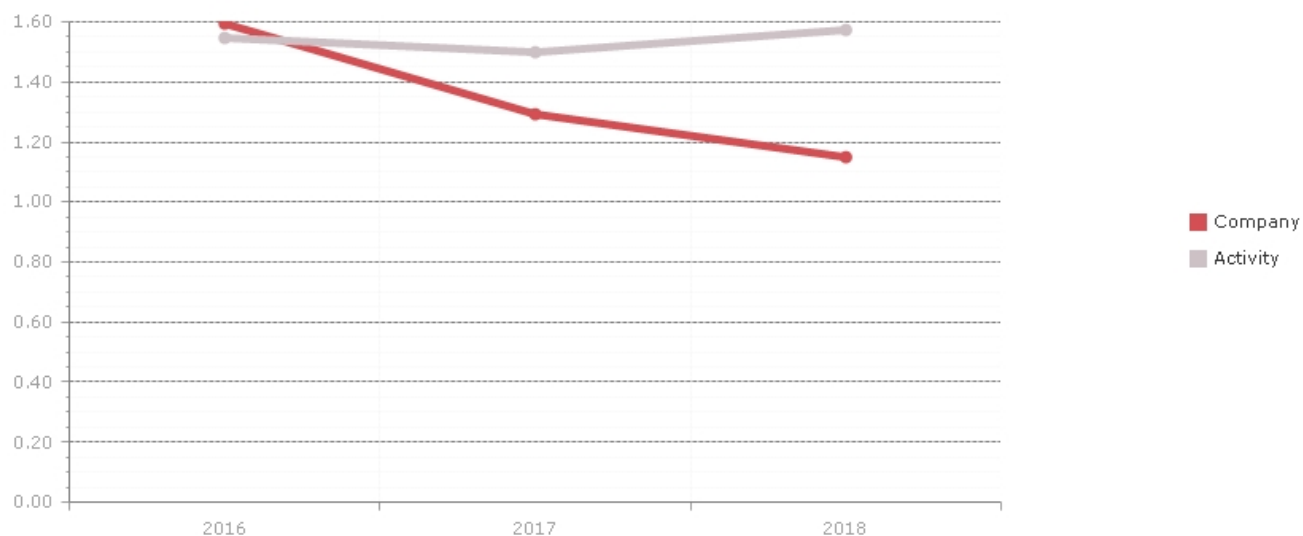


The participation rate of liabilities tells us the amount of assets financed by foreign capital. The higher the ratio, the better the company uses foreign sources for its financing (current and non-current liabilities). As a rule, foreign financing is cheaper than financing from own resources.

Calculation ratios

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

Liquidity ratio

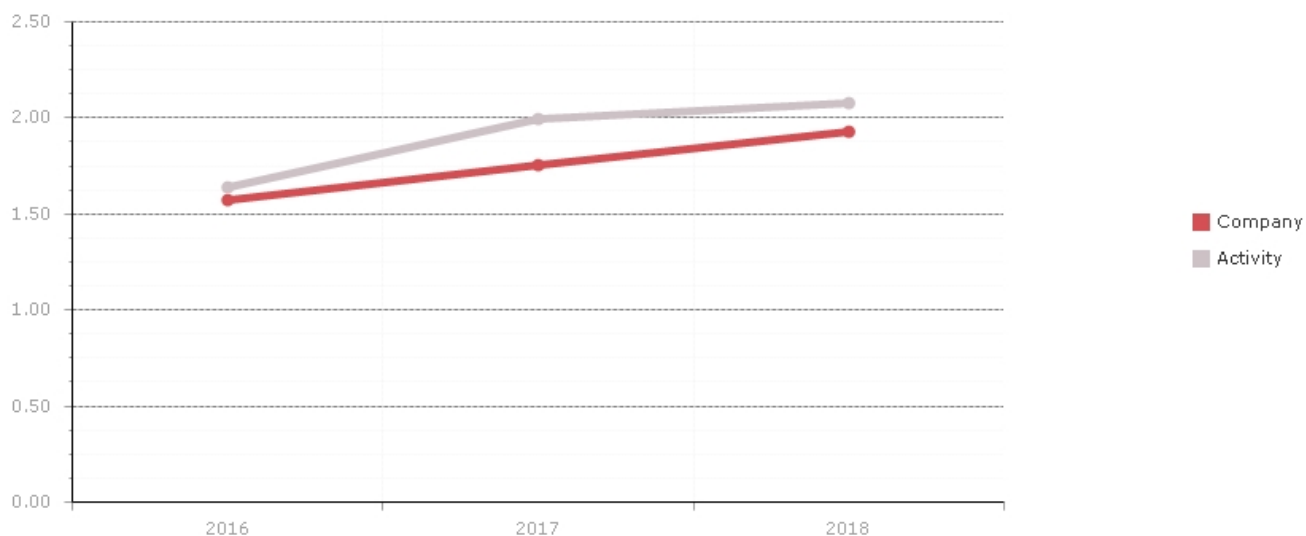


The liquidity ratio tells us the the coverage of current liabilities by current assets. The higher the value of the ratio, the easier it is for the company to settle its current liabilities. Liquidity is the company's ability to have at its disposal, within a short period of time, adequate liquid assets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

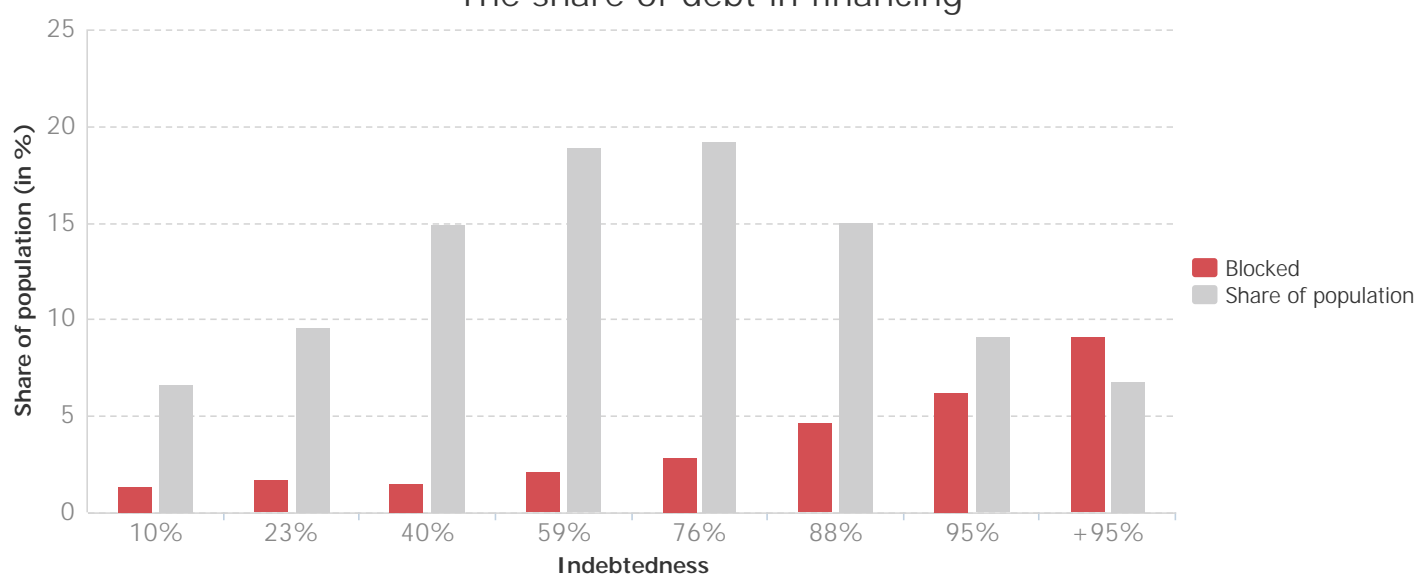
$$\text{Assets turnover ratio} = \frac{\text{Total revenues (Sales)}}{(\text{Assets last year} + \text{Assets previous year}) / 2}$$

Methodology

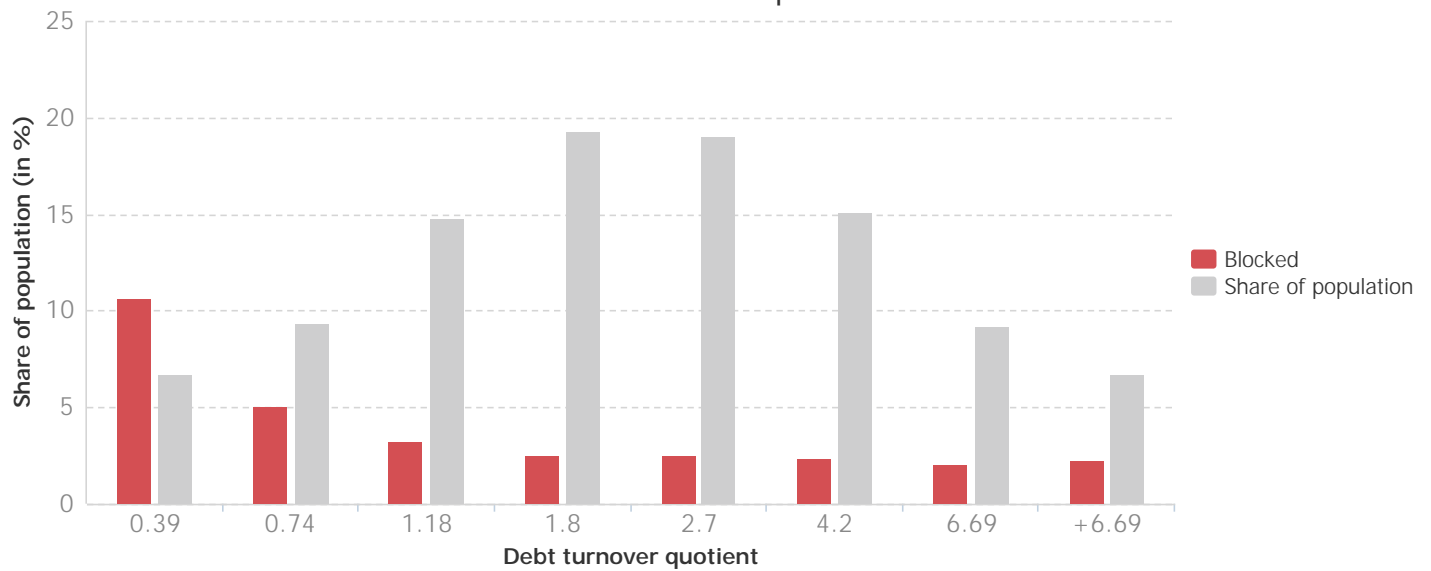
The methodology for assessing creditworthiness rating is based on a combination of qualitative standards and statistical model. The analysis includes subjects with at least one employee, total revenues of at least RSD 1 million and a positive equity. Statistical model estimates the probability of blockage 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.

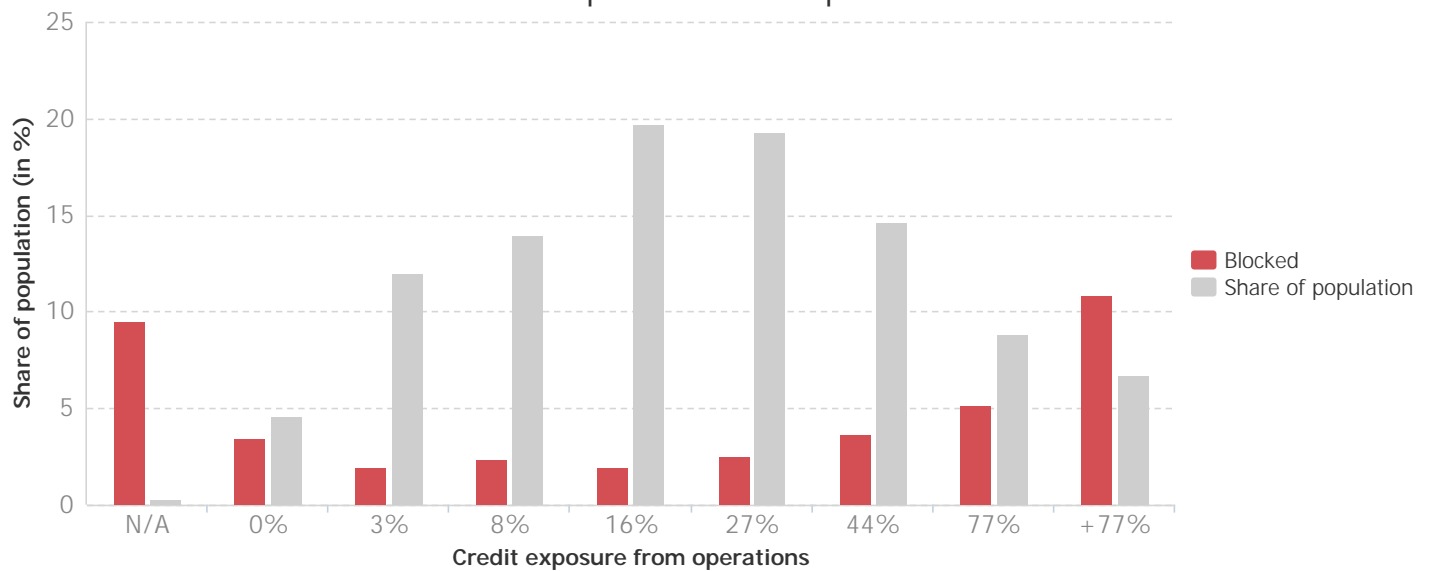
The share of debt in financing



Debt turnover quotient



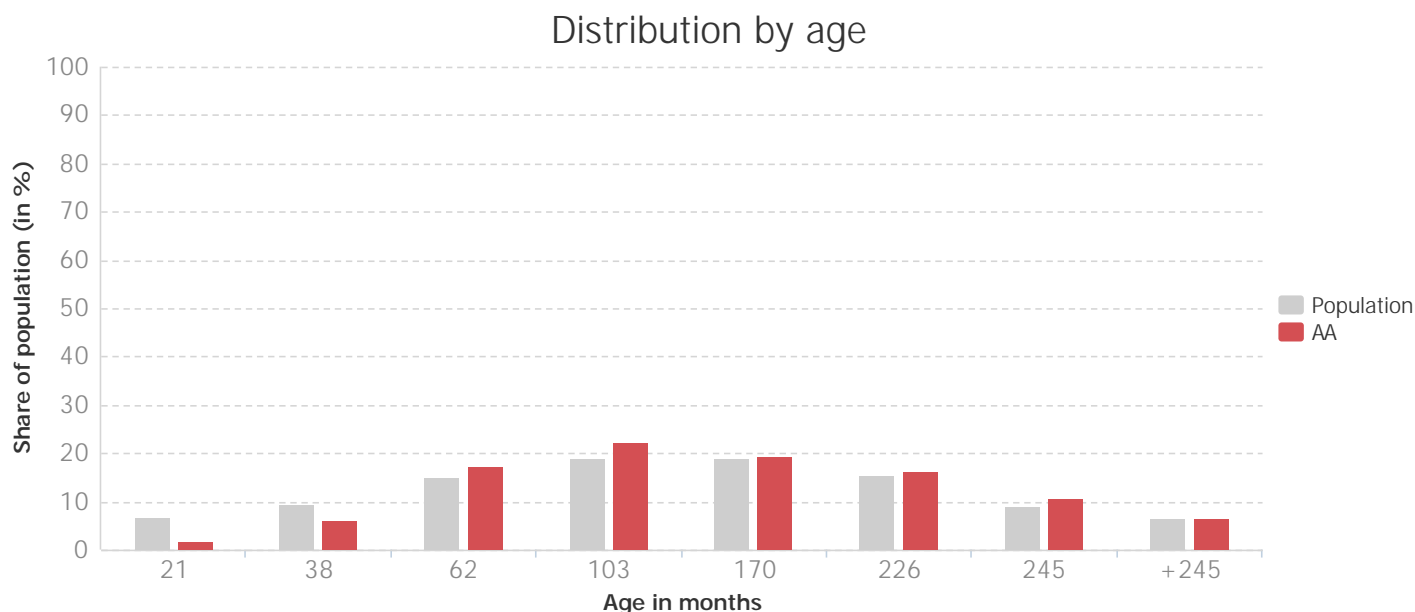
Credit exposure from operations



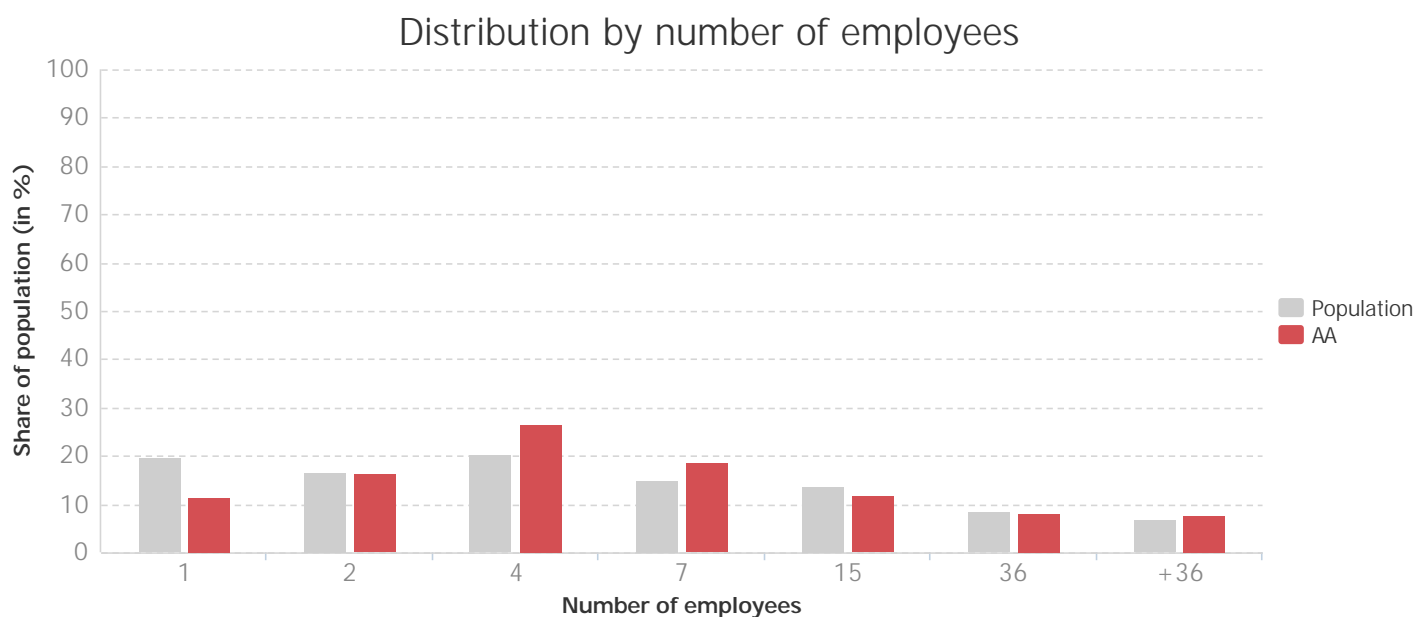
Statistics

Comparison of the distribution of subjects with a creditworthiness rating in 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.

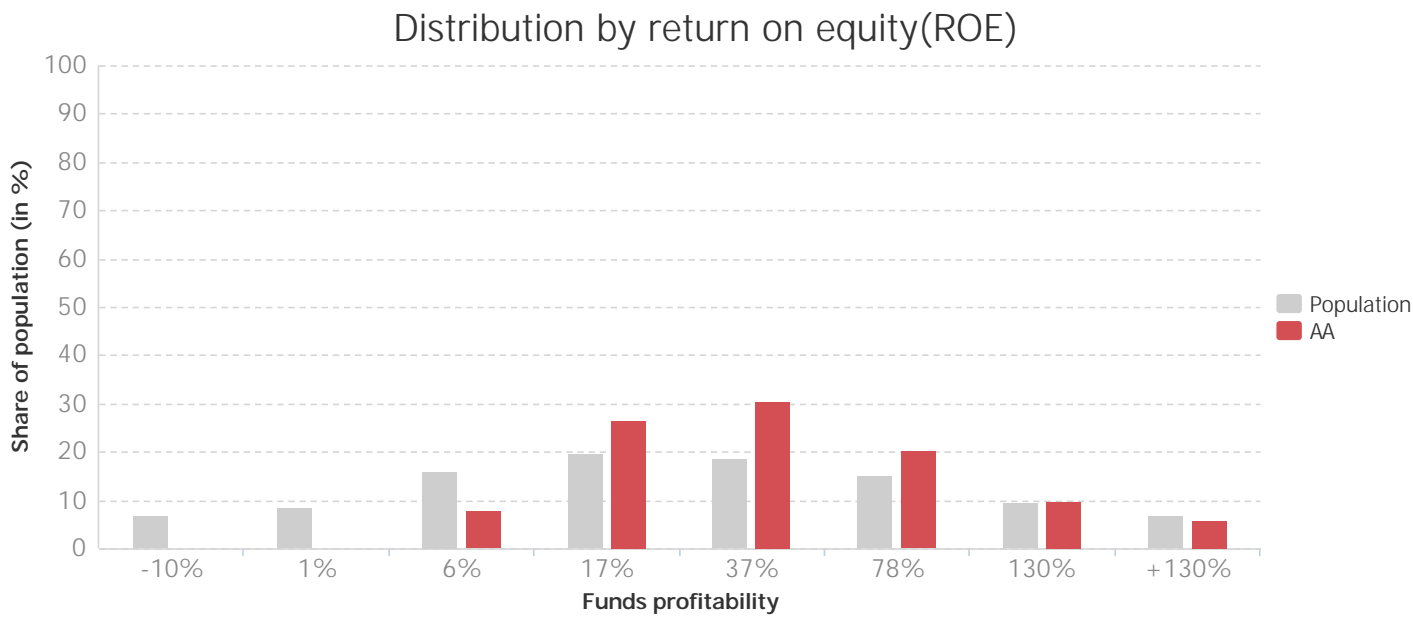
Comparison of the distribution of subjects by age shows that younger firms more difficult achieved excellence AA rating:



Distribution of the number of employees shows that subjects with only one employee more difficult achieved excellence AA rating:



Comparison of return on equity shows that great companies have a credit rating of AA with a positive and moderate average return on equity:



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.