

Summary

**SLATOS SAMPLE SA**

Tradestyle(s): No Trades Available

ACTIVE

**D-U-N-S** 49-932-4577 **Address:** Industrial Zone of Patra, Patra, 26500, GR  
**Registration Number:** 00010 / 1981

Age of Business	Delinquency Score	D&B Rating
<b>42 years</b> 1981 Year Started	<b>44</b>	<b>C3</b>

COMPANY PROFILE

<b>D-U-N-S</b> 49-932-4577	<b>Annual Sales</b> € 720.000	<b>Age (Year Started)</b> 42 (1981)
<b>Legal Form</b> Societe Anonyme (Greece)	<b>Employees</b> 52	<b>Named Principal</b> Dimitrios Drivas, Chairperson
<b>Line of business</b> PREPACKAGED SOFTWARE		

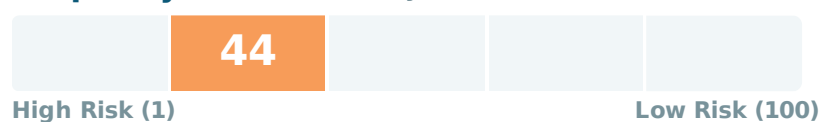
D&B RISK ASSESSMENT

<b>OVERALL BUSINESS RISK</b>	<b>Maximum Credit Recommendation</b>					
<table border="1"> <tr> <td>HIGH</td> <td>MODERATE-HIGH</td> <td><b>MODERATE</b></td> <td>LOW-MODERATE</td> <td>LOW</td> </tr> </table>	HIGH	MODERATE-HIGH	<b>MODERATE</b>	LOW-MODERATE	LOW	<b>€ 15.348</b>
HIGH	MODERATE-HIGH	<b>MODERATE</b>	LOW-MODERATE	LOW		

Dun & Bradstreet Thinks...

- Overall assessment of this company: **PAYMENT BEHAVIOUR CONCERNS**
- Based on the risk of failure: **LIKELIHOOD-OF-CONTINUED-OPERATIONS**
- Based on ability to pay and predicted risk of severely delinquent payments: **MODERATE FINANCIAL STRENGTH WITH HEIGHTENED POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

Delinquency Score (Formerly known as Commercial Stress Score)



Company's risk level is: **MODERATE-HIGH** Probability of delinquency over the next 12 months: **3.36%**

### D&B Rating

**C3**

### LEGAL EVENTS

Events	Occurrences
Significant Legal Events	No
Secured Filings	No
Claims	No
Other Financial / Legal Events	No

### FINANCIAL OVERVIEW

Source: D&B

**Balance Sheet** Fiscal (Individual) 31/12/2021

**Amount** (In Single Units)

Net Worth:	€ 310.000
Total Current Assets:	€ 290.000
Total Fixed Assets:	€ 360.000
Total Assets Amount:	€ 745.000
Total Current Liabilities:	€ 435.000
Long Term Debt:	€ 0
Total Liabilities:	€ 435.000

**Profit & Loss** Fiscal (Individual) 31/12/2021

**Amount** (In Single Units)

Sales:	€ 720.000
Income Before Tax:	€ 220.000
Net Income:	€ 192.000

**Key Business Ratios** Fiscal (Individual) 31/12/2021

**Ratio for the Business**

Current Ratio:	0,67
Quick Ratio:	0,31

### WEB & SOCIAL

Powered By FirstRain

NOTE: The information in this section is gathered using sophisticated search algorithms to identify relevant stories about this business. Please note that on occasion WWW and Twitter information may be erroneously matched to articles that may also contain similar terminology. Readers should ensure article applicability prior to making risk decisions.



No Data Available

### ALERTS



There are no alerts for this D-U-N-S Number.

## COUNTRY/REGIONAL INSIGHT

### GREECE



### Risk Category



We have upgraded Greece's rating outlook from 'deteriorating' to 'stable' because of stronger-than-expected GDP growth and improved debt sustainability; however, downside risks persist.

#### Available Reports

[Country Insight Snapshot \(CIS\)](#)

[Country Insight Report \(CIR\)](#)

## D&B Report - Company Details

## & Comprehensive Report

### SLATOS SAMPLE SA

ACTIVE SINGLE LOCATION

Tradestyle(s) SAMPLE SLATOS

**Address:** Industrial Zone of Patra 26500,Patra,Achaia ,GREECE

**D-U-N-S Number:** 49-932-4577

#### IDENTIFICATION & SUMMARY

##### IDENTIFICATION

**D-U-N-S Number:**

49-932-4577

**E-mail Address:**

[info@slatossample.gr](mailto:info@slatossample.gr)

**Trading Style(s):**

SAMPLE SLATOS

**Web Address:**

[www.slatossample.gr](http://www.slatossample.gr)

**Former Name(s):**

TEST CUTOVER E.E

##### SUMMARY

<b>Year Inc:</b> 1981	<b>Local Legal Form:</b> Societe Anonyme	<b>SIC:</b> 7371
<b>Legal Form:</b> Societe anonyme	<b>Business Register/ Companies Registry</b> Greece General Commercial Registry	<b>Employs:</b> 52
	<b>Govt Gaz No:</b> 00010 / 1981	<b>Local Activity Code :</b> 5829

**Activity:**  
Operates custom computer programming services

**Currency**

All monetary amounts quoted in this report are shown in Euro unless otherwise stated.



RISK EVALUATION		SUMMARY	
<b>Risk Indicator</b>	3	<b>Registered Capital</b>	120,000 EUR
<b>D&amp;B Rating</b>	C3	<b>Sales/Turnover</b>	720,000 EUR
<b>D&amp;B Delinquency Score</b>	44	<b>Pre-Tax Profit</b>	220,000 EUR
<b>Trend</b>	UP	<b>Tangible Net Worth</b>	310,000 EUR
<b>Average Credit</b>	16,614.83 USD	<b>Total Assets</b>	745,000 EUR
		<b>Principal(s)</b>	3
		<b>Payments</b>	PROMPT

**RISK ASSESSMENT**

**Risk Indicator**



Risk Level of the Company is : **AVERAGE**

**D&B Rating**

Financial Strength	Risk Indicator
C	3
Based on tangible net worth	Fair (Slightly greater than average risk)

**Former Rating**

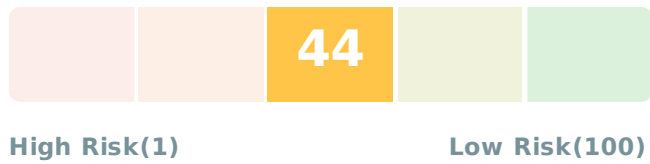
Financial Strength	Risk Indicator
N/A	N/A

**The Dun & Bradstreet Rating of C3 indicates:**

- Financial Strength of USD 175,000 to USD 345,000 (based on net worth).
- A Risk Indicator which is Fair (Slightly greater than average risk).

## D&B DELINQUENCY SCORE

### D&B Delinquency Score for this Business.



- The D&B Delinquency Score: 44

Relative Risk

**Medium risk**

D&B Delinquency Score

**44**

Highest Risk:1, Lowest Risk:100

Range

**Medium risk scores (41-60)**






Highest Risk:1, Lowest Risk:100

### Interpreting the Delinquency Score:

- The D&B Delinquency Score predicts the likelihood that a business will pay its obligations late within the next 12 months.
- The D&B Delinquency Score is a relative measure of risk, where 1 represents businesses that have the highest probability of severely delinquent payments and 100 the lowest.

## TREND ANALYSIS

### Key Trends

Risk Indicator	Current Ratio	Statutory Debt	No. of Employees	Solvency Ratio
 Static	 Worsening	 Static	 Static	 Worsening

### 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.

## PRINCIPALS

<b>Name:</b>	<b>Dimitrios Drivas</b>
<b>Position:</b>	Chairman Shareholder
<b>Associations:</b>	Also a director of TEST CUTOVER 2 AE CUTOVER 8.4, TEST LTD
<b>Name:</b>	<b>Dimitrios Drivas</b>
<b>Position:</b>	Shareholder
<b>Name:</b>	<b>Anastasios Drivas</b>
<b>Position:</b>	Shareholder

Maximum of 100 records are displayed.

## BANKERS

<b>Bank Name:</b>	<b>National Bank of Greece S.A.</b>
<b>Address:</b>	Ano Toumpa Branch, Gr.Lambraki 197, 54352, Thessaloniki, GREECE, GREECE
<b>Telephone:</b>	30 2310958405
<b>Bank Name:</b>	<b>Eurobank Bank S.A.</b>
<b>Address:</b>	Agia Triada (Thessaloniki) Bra, 46 Vassileos Georgiou Str., 54640, Thessaloniki, GREECE, GREECE
<b>Telephone:</b>	30 2310857785

## Secured Charges

No secured charges are registered.

## TRADE PAYMENTS

Informants report that subject's payments are prompt.

## PUBLIC RECORD INFORMATION

### PROTESTED BILLS

No protested bills have been reported.

## HISTORY

### BACKGROUND

- Business started some time ago as a Societe anonyme.
- Subject's name was changed from 'TEST CUTOVER E.E'.
- Subject's name was changed from 'SLATOS S.A. SAMPLE'.

### LEGAL FORM

- Societe anonyme registered on Jan 01, 1981.

**Government Gazette No:** 00010 / 1981

## LOCAL LEGAL FORM

## REFERENCES

Subject was dissolved on 11/1/2013. Subject was revived on : 3/1/2014. Subject's name was changed from ADAMAKOS BROS S.A. on Feb 01, 1996.

## CAPITAL

<b>Nominal capital:</b>	120,000 Euro
<b>Issued capital:</b>	120,000 Euro

## LINKAGE

## OWNERSHIP

<b>Name:</b>	<b>Dimitrios Drivas</b>
<b>Ownership:</b>	Holds 60% of the voting capital.

<b>Name:</b>	<b>Anastasios Drivas</b>
<b>Ownership:</b>	Holds 10% of the voting capital.

## AFFILIATES

The following are related through principal(s) and/or financial interest(s):

<b>Name:</b>	<b>TEST2 ITEAM S.A. Societe Anonyme</b>
<b>Location:</b>	Alimos, Greece
<b>Details:</b>	This subsidiary is dormant. This concern is related through common principal(s) and/or shareholder(s). Year Started: 2000.

<b>Name:</b>	<b>TEST CUTOVER SOLE SHAREHOLDER CO. P.C. Single Member Private Company</b>
<b>Location:</b>	Agios Dimitrios, Greece
<b>Details:</b>	This subsidiary is dormant. This concern is related through common principal(s) and/or shareholder(s). Year Started: 2010.

<b>Name:</b>	<b>TEST ALERT O.E. General Partnership</b>
<b>Location:</b>	Athens, Greece
<b>Details:</b>	This concern is related through common principal(s) and/or shareholder(s). Year Started: 2003.

<b>Name:</b>	<b>TEST CUTOVER 2 AE CUTOVER 8.4 Societe Anonyme</b>
<b>Location:</b>	Moschato, Greece
<b>Details:</b>	This concern is related through common principal(s) and/or shareholder(s). Year Started: 2010.

<b>Name:</b>	<b>FOTOPOULOU KOTSARINI K SOLESHAREHOLDER CO. LTD Sole Shareholder Limited Liability Company</b>
<b>Location:</b>	Piraeus, Greece
<b>Details:</b>	This subsidiary is dormant. This concern is related through common principal(s) and/or shareholder(s). Year Started: 2000.

## OPERATIONS

### LOCAL ACTIVITY CODE

<b>Local Activity Code :</b>	<b>5829</b>
<b>Local Activity Code Type :</b>	STAKOD
<b>Equivalent to :</b>	NACE 1

### LINE OF BUSINESS

Operates custom computer programming services (7371)

Operates shoe stores (5661)

Trade of shoes , Subject distributes its goods mainly by wholesale.

#### PURCHASE TERRITORY/EXPORT/IMPORT

Area	Percent	Region/Country	Normal Export and Import Terms
International Exports	10%	Bulgaria, Cyprus, Italy, Portugal	Promissory notes
Imports	30%		

#### AGENCIES AND BRANDS

Subject reportedly acts as agent for ODULATI, PANADO.

Subject produces the following brand(s): CHIQUITA.

#### EMPLOYEES

Employs: 52 as at Nov 07, 2019 including 0 part-time staff.

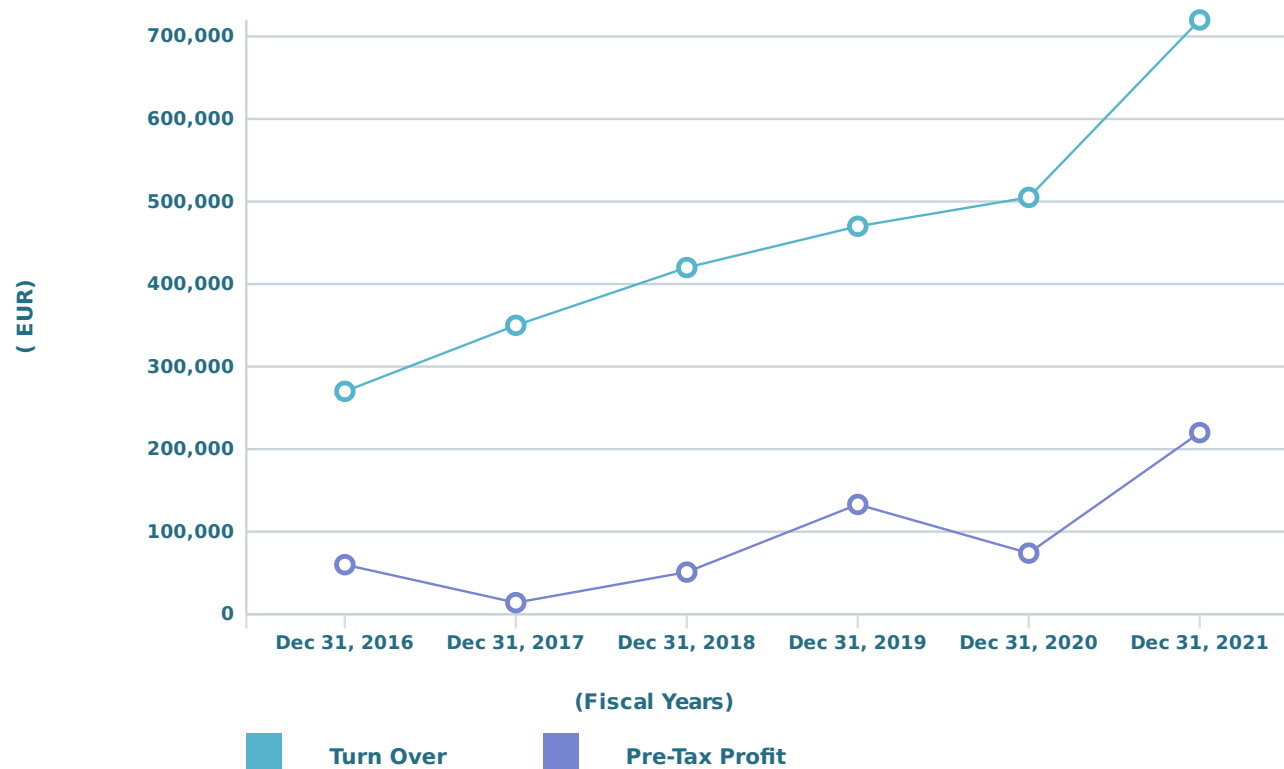
#### LOCATION

Operates from rented office at heading address.

Registered Office: 68 Agion Anargyron,54634 Thessaloniki Thessaloniki,GREECE.

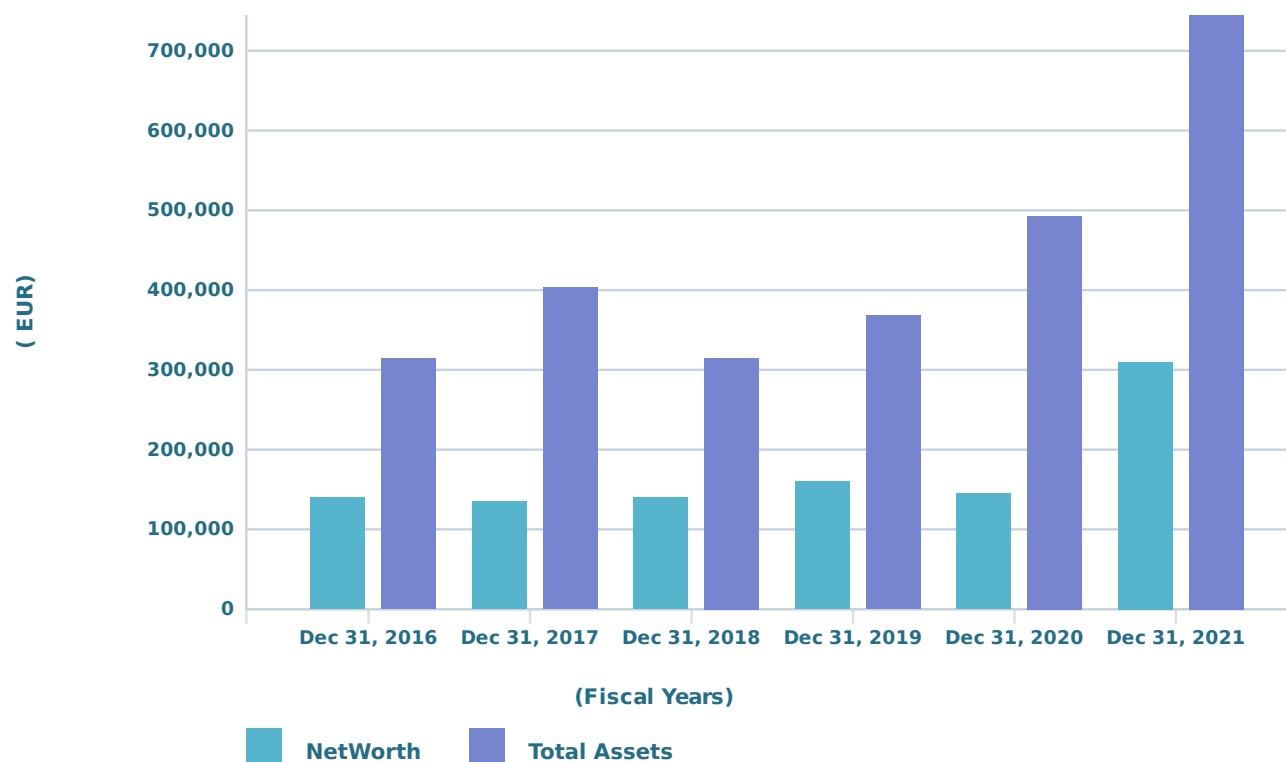
#### FINANCIAL INFORMATION

##### TREND OF TURNOVER & PRE-TAX PROFIT



##### TREND OF KEY BALANCE SHEET ITEMS





Net Worth and Total Assets are tangible figures shown after the deduction of intangible assets.

## COMPARATIVES

	Fiscal Dec 31, 2016 (EUR)	Fiscal Dec 31, 2017 (EUR)	Fiscal Dec 31, 2018 (EUR)	Fiscal Dec 31, 2019 (EUR)	Fiscal Dec 31, 2020 (EUR)	Fiscal Dec 31, 2021 (EUR)
Turnover	270,000	350,000	420,000	470,000	505,000	720,000
Pre-tax Profit	60,000	14,000	51,000	133,000	74,000	220,000
Net Worth	140,000	135,000	140,000	160,000	145,000	310,000
Fixed Assets	85,000	120,000	70,000	160,000	260,000	360,000
Total Assets	314,000	403,000	315,000	368,000	493,000	745,000
Current Assets	205,000	213,000	170,000	143,000	163,000	290,000
Current Liabilities	174,000	268,000	175,000	208,000	348,000	435,000
Working Capital	31,000	-55,000	-5,000	-65,000	-185,000	-145,000
Financial Assets	12,000	28,000	45,000	45,000	45,000	45,000
Intangibles	12,000	42,000	30,000	20,000	25,000	50,000
Employees	52					

Net Worth and Total Assets are tangible figures shown after the deduction of intangible assets.

## RATIOS

	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018	Dec 31, 2019	Dec 31, 2020	Dec 31, 2021
Current Ratio	1.18	0.79	0.97	0.69	0.47	0.67
Solvency Ratio (%)	124.29	198.52	125	130	240	140.32
Fixed Assets / Net Worth (%)	60.71	88.89	50	100	179.31	116.13
Current Liabs / Net Worth (%)	124.29	198.52	125	130	240	140.32
Asset Turnover (%)	85.99	86.85	133.33	127.72	102.43	96.64
Sales / Net Working Capital	8.71	-6.36	-84	-7.23	-2.73	-4.97

Assets / Sales (%)	116.3	115.14	75	78.3	97.62	103.47
Profit Margin (%)	22.22	4	12.14	28.3	14.65	30.56
Shareholders Return (%)	42.86	10.37	36.43	83.13	51.03	70.97
Return on Assets (%)	19.11	3.47	16.19	36.14	15.01	29.53
Sales / Employees *				9,038.46		
Profit / Employees *				2,557.69		

\* The ratios are in single units.

## BALANCE SHEET

Abstract from individual fiscal balance sheet.

<b>Assets</b>	<b>As at Dec 31, 2016 ( EUR)</b>	<b>As at Dec 31, 2017 ( EUR)</b>	<b>As at Dec 31, 2018 ( EUR)</b>	<b>As at Dec 31, 2019 ( EUR)</b>	<b>As at Dec 31, 2020 ( EUR)</b>	<b>As at Dec 31, 2021 ( EUR)</b>
Land/Buildings	120,000	180,000	250,000	280,000	350,000	480,000
Depreciation	35,000	60,000	180,000	120,000	90,000	120,000
Total Fixed Assets	85,000	120,000	70,000	160,000	260,000	360,000
Shares in Group	12,000	28,000	45,000	45,000	45,000	45,000
Total Fin'cl Assets	12,000	28,000	45,000	45,000	45,000	45,000
Misc Intangible Assets	12,000	42,000	30,000	20,000	25,000	50,000
Total Intangible Assets	12,000	42,000	30,000	20,000	25,000	50,000
<b>CURRENT ASSETS</b>						
Stock	48,000	55,000	48,000	52,000	80,000	75,000
Trade Debtors	105,000	80,000	52,000	38,000	35,000	75,000
Misc Debtors		38,000	15,000	23,000	28,000	80,000
Cash	52,000	40,000	55,000	30,000	20,000	60,000
<b>TOTAL CURRENT</b>	<b>205,000</b>	<b>213,000</b>	<b>170,000</b>	<b>143,000</b>	<b>163,000</b>	<b>290,000</b>
<b>TOTAL ASSETS</b>	<b>314,000</b>	<b>403,000</b>	<b>315,000</b>	<b>368,000</b>	<b>493,000</b>	<b>745,000</b>
<b>Liabilities</b>	<b>As at Dec 31, 2016 ( EUR)</b>	<b>As at Dec 31, 2017 ( EUR)</b>	<b>As at Dec 31, 2018 ( EUR)</b>	<b>As at Dec 31, 2019 ( EUR)</b>	<b>As at Dec 31, 2020 ( EUR)</b>	<b>As at Dec 31, 2021 ( EUR)</b>
Capital	114,000	120,000	120,000	120,000	120,000	120,000
Retained Profits	26,000	15,000	20,000	40,000	25,000	60,000
Misc Reserves						130,000
<b>Net Worth</b>	<b>140,000</b>	<b>135,000</b>	<b>140,000</b>	<b>160,000</b>	<b>145,000</b>	<b>310,000</b>
<b>CURRENT LIABILITIES</b>						
Trade Creditors	38,000	80,000	55,000	60,000	128,000	140,000
Short Term Loans	42,000	65,000	48,000	47,000	165,000	120,000

Misc Current Liabilities	94,000	123,000	72,000	101,000	55,000	175,000
TOTAL CURRENT	174,000	268,000	175,000	208,000	348,000	435,000
TOTAL LIABS & NET WORTH	314,000	403,000	315,000	368,000	493,000	745,000

## PROFIT & LOSS

	Jan 01, 2016 to Dec 31, 2016 ( EUR)	Jan 01, 2017 to Dec 31, 2017 ( EUR)	Jan 01, 2018 to Dec 31, 2018 ( EUR)	Jan 01, 2019 to Dec 31, 2019 ( EUR)	Jan 01, 2020 to Dec 31, 2020 ( EUR)	Jan 01, 2021 to Dec 31, 2021 ( EUR)
Net Sales	270,000	350,000	420,000	470,000	505,000	720,000
Cost of Goods Sold	120,000	288,000	317,000	269,000	256,000	380,000
Gross Profit	150,000	62,000	103,000	201,000	249,000	340,000
Misc Operating Charges	45,000	90,000	70,000	48,000	165,000	125,000
Misc Operating Income		42,000	18,000	25,000	18,000	25,000
Net Operating Income	105,000	14,000	51,000	178,000	102,000	240,000
Interest Payable	45,000			45,000	28,000	20,000
Total Financial Expenses	45,000			45,000	28,000	20,000
Profit Before Taxes	60,000	14,000	51,000	133,000	74,000	220,000
Income Tax	12,000	8,000	12,000	45,000	22,000	28,000
Profit After Tax	48,000	6,000	39,000	88,000	52,000	192,000
Net Profit	48,000	6,000	39,000	88,000	52,000	192,000

## NOTES ON FINANCIALS

According to the balance sheet as of Dec 31, 2021.  
Financial statement obtained from subject on Jun 27, 2022 .

## INVESTIGATION INFORMATION

On Oct 31, 2022 local informants stated that:  
It is noted that the above report is according to published data and other information available in our files. Subject's name was changed from ADAMAKOS BROS S.A. on Feb 01, 1996.

## APPENDICES

### CUSTOMER SERVICE

<b>Speed of service:</b>	Typically 4 working days
<b>SCN:</b>	202303245007920554
<b>Order Date:</b>	Mar 24, 2023

Should you require any further information or have any questions, please contact your local Customer Service Centre.

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 **Oct 26, 2022**.

## 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 risk	Take suitable assurances before extending credit
3	Greater than average risk	Proceed with transaction but monitor closely
2	Low risk	Proceed with transaction
1	Minimal risk	Proceed with transaction - offer terms required
-	Insufficient information to assign a risk indicator	No public information or D&B proprietary 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 Indicator		Range	
Net Worth	Capital	FROM	TO
<b>5A</b>	<b>5AA</b>	\$60 million	And above
<b>4A</b>	<b>4AA</b>	\$25 million	\$60 million
<b>3A</b>	<b>3AA</b>	\$12 million	\$25 million
<b>2A</b>	<b>2AA</b>	\$2.5 million	\$12 million
<b>1A</b>	<b>1AA</b>	\$1.2 million	\$2.5 million
<b>A</b>	<b>AA</b>	\$600,000	\$1.2 million
<b>B</b>	<b>BB</b>	\$345,000	\$600,000
<b>C</b>	<b>CC</b>	\$175,000	\$345,000
<b>D</b>	<b>DD</b>	\$120,000	\$175,000
<b>E</b>	<b>EE</b>	\$60,000	\$120,000
<b>F</b>	<b>FF</b>	\$35,000	\$60,000
<b>G</b>	<b>GG</b>	\$15,000	\$35,000
<b>H</b>	<b>HH</b>	0	\$15,000

### Alternate Ratings Used

<b>N</b>	Financial Strength is negative
<b>O</b>	Financial Strength is undisclosed
<b>NB</b>	New Business: Less than 24 months
<b>NQ</b>	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.

Name	Formula	Explanation
<b>Current Ratio (x)</b>	Total Current Assets / Total Current Liabilities	This ratio shows the cover by current assets of short term creditors, and the higher the ratio the more assurance there is that payment of creditors can be met.
<b>Solvency Ratio %</b>	$((\text{Current Liabilities} + \text{Long Term Liabilities}) / \text{Tangible Net Worth}) \times 100$	<p>From this can be seen the extent to which the company is financed by creditors and debt rather than permanent finance.</p> <p>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.</p>
<b>Fixed Assets to Net Worth (%)</b>	$(\text{Total Fixed Assets} / \text{Tangible Net Worth}) \times 100$	<p>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.</p> <p>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.</p>
<b>Current Liabilities to Net Worth (%)</b>	$(\text{Total Current Liabilities} / \text{Tangible Net Worth}) \times 100$	<p>This contrasts the funds that creditors are temporarily risking with a company with the funds permanently invested by the owners.</p> <p>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.</p>
<b>Asset Turnover (%)</b>	$(\text{Turnover} / \text{Total Assets (including Intangibles)}) \times 100$	<p>This ratio measures how efficient the company's management has been in generating sales from the assets at its disposal.</p> <p>The measure can vary considerably from industry to industry and should therefore be judged according to the industry norm.</p>
<b>Sales to net working capital (x)</b>	Turnover / Net working capital *	<p>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.</p> <p>Even if they maintain an adequate total investment for the volume being generated (assets to sales) that investment may be so centred in fixed assets or other non-current items that it will be difficult to continue meeting all current obligations. A ratio falling into either an extremely high or low position may indicate potential problems.</p>

<b>Assets to Sales (%)</b>	(Total Assets(including Intagibles) / Turnover) x 100	<p>This correlates sales with the total investment that is used to generate those sales. By comparing a company's ratio with industry norms it can be determined whether the business is overtrading or conversely, carrying more assets than needed for its sales volume.</p> <p>Abnormally low ratios can indicate overtrading which may lead to financial difficulties if not corrected. Extremely high ratios can be the result of a too conservative management or too low a level of turnover.</p>
<b>Profit Margin (%)</b>	(Profit before Tax / Turnover) x 100	<p>This reveals the profits earned per pound of sales and therefore measures the efficiency of the operation.</p> <p>This ratio is an indicator of the business'ability to withstand adverse conditions such as falling prices, rising costs or declining sales</p>
<b>Shareholders' Return (%)</b>	(Profit before Tax / Tangible Net Worth*) x 100	<p>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.</p> <p>Generally, a relationship of at least 10% is regarded as desirable for providing dividends plus funds for future growth.</p>
<b>Return on assets (%)</b>	(Profit before Tax / Total Assets) x 100	<p>This is the key indicator of profitability for a company it matches operational profits with the assets available to earn a return.</p> <p>Companies using their assets efficiently will have a relative high return while less well run businesses will have a relatively low return</p>
<b>Sales per Employee (000)</b>	Turnover / Employees	This gives an indication of the efficiency of the labour force. This ratio will vary considerable from industry to industry
<b>Profit per Employee (000)</b>	Profit before Tax / Employees	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 LOCAL ACTIVITY CODE

Country	Local Activity Code Type
Bosnia	KDBIH 2010
Bulgaria	NACE Rev 2
Croatia	NKD 2007
Estonia	EMTAK
Greece	NACE Rev 2
Iceland	ISAT 2008
Romania	NACE Rev 2
Serbia	KD 2010
Slovenia	SKD 2008

#### GLOSSARY OF LEGAL FORMS

Legal Form	Legal Form (local)
Civil partnership	Astiki Eteria
Civil partnership	Koinonia Astikou Dikeou
Exempt co	Eteria A.N. 89/1967
Foreign co	Ypokatastima Allodapis

General partnership	Omorythmi Eteria
Greek shipping co	Naftiki Eteria (N 959/1979)
Greek shipping co	Naftiliaki Eteria Ploion Anapsychis
Joint inheritance right	Koinonia Klironomon
Joint Stock co	Nomiko Prosopo Dimosiou Dikeou
Joint Stock co	Nomiko Prosopo Idiotikou Dikeou
Joint venture co	Koinopraxia
Limited liability company	Eteria Periorismenis Efthinis
Limited liability company	Monoprosopi Etairia Periorismenis Efthynis
Ltd co-operative	Syneterismos Periorismenis Efthynis
Ltd partnership	Eterorrythmi Eteria
Private Joint stock co	Evropaiki Eteria
Private Joint stock co	Evropaikos Omilos Oikonomikou Skopou
Proprietorship	Atomiki Epichirisi
Social organisation	Idryma
Social organisation	Somateio/Syllogos
Societe anonyme	Anonymi Eteria
State owned concern	Dimosia Ypiresia / Epichirisi
State owned concern	OTA-Dimos
State owned concern	OTA-Koinotita
State owned concern	OTA-Nomarchiaki Aftodiikisi

## GLOSSARY OF CURRENCIES

Abbreviation	Currency Name	Abbreviation	Currency Name
AMD	Armenian Dram	LAT	Latvian Lats
AZM	Azerbaijani Manat (Old)	LEI	Romanian Lei (Old)
AZN	Azerbaijani Manat (New)	LEK	Albanian Lek
BAM	Bosnia-Herzegovina Convertible Mark	LEV	Bulgarian Levs
BLR	Belarusian Rouble	LTS	Lithuanian Litas
RSD	Serbian Dinar	MAL	Maltese Lira
CYL	Cypriot Pounds	MLL	Moldovan Leu
DRA	Greek Drachma	RON	Romanian Lei (New)
EUR	Euro	ROU	Russian Roubles
EEK	Estonian Kroon	TJS	Tajik Somoni
GBL	Gibraltar Pounds	TKM	Turkmen Manat
GEL	Georgian Lari	TUL	Turkish Lira (old)
HRD	Croatian Dinar	UKL	Pounds Sterling UK
HRK	Croatian Kuna	USD	U S Dollars
HRY	Ukrainian Hryvnia	UZS	Uzbekistani Sum
IKR	Icelandic Krona	YTL	Turkish Lira (new)
ILS	Israeli Sheqel	YUD	Yugoslavian Dinar
KYS	Kyrgyzstani Som	ZWD	Zimbabwe Dollars
KZT	Kazakhstani Tenge	JOD	Jordanian Dinar

## GLOSSARY OF KEY EXPRESSIONS

National Revenue Agency	State body responsible for establishing, securing and collecting public receivables and certain statutory private receivables
Tax Debts	Debt associated with the failure to pay taxes to the federal or state government
Court Debt Settlement Procedure	Legal process of reorganization of the debtor in financial difficulties

Frozen Bank Accounts	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 paying mandatory Social Security Tax (Lithuania)

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