



# Business Information Report



Decide with Confidence

This report has been compiled for D&B users by Bonitetna hiša I, d.o.o., Ljubljana, Ulica Janeza Pavla II 8 (Zrinjskega 4), Slovenija, Telephone: +386 1 234 29 40, Fax: +386 1 234 29 58, E-mail: imojstri@idoo.si, www.idoo.si.

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## Reference

Bonitetna hiša i, d.o.o., Ljubljana  
DATALAB

03.07.2012  
11:25:52

## Identification

### DATALAB d.d.

Trading style: DATALAB Tehnologije d.d.

KOPRSKA ULICA 92  
SI - 1000 LJUBLJANA  
Slovenia

Telephone: +386 12528900  
Telefax: +386 12528910  
E-Mail: [info@datalab.si](mailto:info@datalab.si)  
Web Address: [www.datalab.si](http://www.datalab.si)

DUNS: 49-972-7808  
REG NO: 1864629  
VAT number: SI87965399

<b>D&amp;B RATING:</b>	<b>2A1</b>
<b>CONDITION:</b>	<b>Strong</b>
<b>TREND:</b>	<b>Up</b>
<b>AVG CREDIT:</b>	<b>40,000 EUR</b>
<b>D&amp;B PAYMENT SCORE:</b>	<b>80</b>
<b>AVG PAYMENTS:</b>	<b>Prompt</b>

Any amounts hereafter are in local currency unless otherwise stated.

## Summary

STARTED	2003	SALES	3,663,000
YEAR INC	2003	PROFIT	529,000
LEGAL FORM	Public Limited Liability Company	NET WORTH	3,460,000
REG NO	1864629	NOM CAPITAL	2,041,009
EMPLOYS	53		
SIC	7371		
ACTIVITY (SIC)	Custom computer programming services		
SKD	58.290		
ACTIVITY (SKD 2008)	Other software publishing		

## Principals

**Lojze Zajc**, President of the Managing Board  
**Andrej Mertelj**, Member of the Managing Board  
**Matthew Ray Mayfield**, Member of the Managing Board  
**Andrej Mertelj**, Executive director

## Bankers

Situation on: July 4, 2012

### Active bank accounts:

#### NLB d.d.

TRG REPUBLIKE 2, LJUBLJANA, Slovenia  
Telephone: +386 14763900  
Account no.: SI56 02010 0256382412  
DUNS: [64-486-3078](#)

#### RAIFFEISEN BANKA D.D.

ZAGREBŠKA CESTA 76, MARIBOR, Slovenia  
Telephone: +386 22293100  
Account no.: SI56 24203 9062687181  
DUNS: [36-710-5132](#)

#### BANKA CELJE d.d.

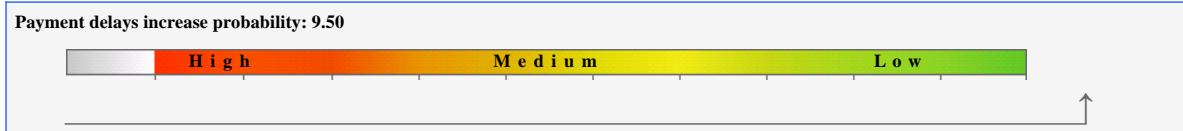
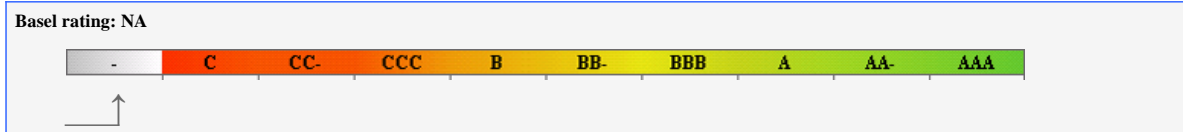
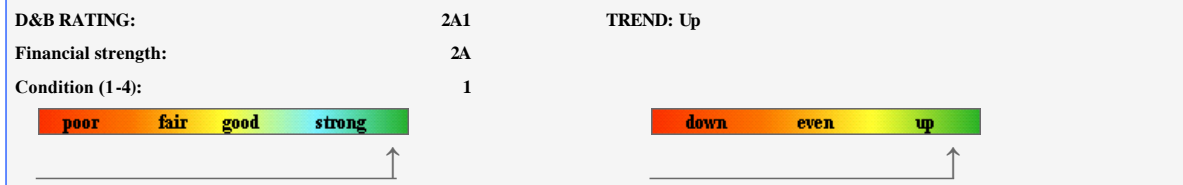
VODNIKOVA ULICA 2, CELJE, Slovenia  
Telephone: +386 34221000  
Account no.: SI56 06000 0100049106  
DUNS: [64-471-0188](#)

#### BANKA CELJE d.d.

VODNIKOVA ULICA 2, CELJE, Slovenia  
Telephone: +386 34221000  
Account no.: SI56 06000 1100049169  
DUNS: [64-471-0188](#)



## Risk appraisal



## Payments

**D&B Payment Score 80**

On average, this business pays its bills **Prompt.**

Each of the following lines represents a separate invoice.

invoice date	amount invoiced	payment
March 2012	200	Prompt
October 2011	200	Prompt
October 2011	500	Prompt
September 2011	50	Prompt
September 2011	2,000	Prompt
August 2011	500	Prompt
June 2011	200	Prompt
June 2011	2,000	Prompt

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc. Each experience shown represents a separate account reported by a supplier. Updated payment experiences replace those previously reported. Amounts may be rounded to nearest figure in prescribed ranges.

## Principals Antecedents

**Lojze Zajc**, President of the Managing Board

**Andrej Mertelj**, Member of the Managing Board

**Matthew Ray Mayfield**, Member of the Managing Board

**Andrej Mertelj**, Executive director

## Background

Business started 2003.  
Registered: November 21, 2003 as Public Limited Liability Company.

## Legal Form

Public Limited Liability Company registered November 21, 2003.  
Registration number: 1864629  
VAT number: SI87965399

## Capital

Nominal capital: 2,041,009, Date of last capitalisation: June 11, 2012

Andrej Mertelj holds 40.09% interest.  
RAIFFEISEN BANK INTERNATIONAL AG (RBI) - FIDUCIARNI RAČUN holds 19.76% interest.  
Zvone Jagodic holds 6.23% interest.  
Lojze Zajc holds 4.49% interest.  
Moreno Rodman holds 1.85% interest.  
ADVAL d.o.o., DUNS: [64-425-3788](#), holds 1.76% interest.  
Tomaž Teyrovsky holds 1.72% interest.  
Mertelj Vanja Varl holds 1.71% interest.  
Valerija Ažman holds 1.37% interest.  
Zvonko Arzenšek holds 1.23% interest.  
DATALAB d.d., DUNS: [49-972-7808](#), holds 1.15% interest.

Aleš Golob holds 1.04% interest.  
BIRO BONUS d.o.o. , DUNS: [53-442-1789](#), holds 1.00% interest.  
Južina Gorazd Bunta holds 0.81% interest.  
Rok Perkovič holds 0.72% interest.  
JAVNA RAZSVETLJAVA d.d. , DUNS: [36-710-3327](#), holds 0.63% interest.  
JAMADA d.o.o. , DUNS: [53-467-7935](#), holds 0.61% interest.  
TELEKTA d.o.o. , DUNS: [64-421-9771](#), holds 0.57% interest.  
"SINTER" JOŽE KRAPEŽ S.P. , DUNS: [64-458-7037](#), holds 0.55% interest.  
"SINTER" MILOŠ KRAPEŽ S.P. , DUNS: [64-450-9478](#), holds 0.55% interest.  
Marijan Mertelj holds 0.46% interest.  
Mertelj Biserka Mandelc holds 0.46% interest.  
Zmago Ožura holds 0.45% interest.  
Igor Kokalj holds 0.44% interest.  
Tone Černe holds 0.42% interest.  
Eduard Filipas holds 0.41% interest.  
SIGMA Sistemi d.o.o. , DUNS: [36-024-6413](#), holds 0.40% interest.  
Tihomir Stričević holds 0.34% interest.  
STROKA PRODUKT d.o.o. , DUNS: [53-462-4002](#), holds 0.33% interest.  
TRENDNET d.o.o. , DUNS: [64-534-3120](#), holds 0.31% interest.  
Qureshi Mateja Korelc holds 0.28% interest.  
Gordana Šišarica holds 0.26% interest.  
Borut Puklavec holds 0.25% interest.  
Adrian Zvonko Mustar holds 0.21% interest.  
Samo Lubej holds 0.21% interest.  
Matjaž Fortič holds 0.21% interest.  
Špela Janša holds 0.21% interest.  
USNJE PLAST d.o.o. , DUNS: [49-967-2301](#), holds 0.18% interest.  
ORTIN d.o.o. , DUNS: [49-966-1916](#), holds 0.18% interest.  
Darko Rihter holds 0.18% interest.  
Leonida Kraševc holds 0.18% interest.  
Simon Klemen holds 0.17% interest.  
Mateja Cejan holds 0.17% interest.  
Miha Kerže holds 0.16% interest.  
Matija Kešpret holds 0.15% interest.  
Maja Fujan holds 0.15% interest.  
Andrej Marinič holds 0.15% interest.  
Dragičević Sonja Gros holds 0.14% interest.  
Džangir Kolar holds 0.14% interest.  
Tomaž Weibl holds 0.14% interest.

## Subsidiaries

**DATALAB SR d.o.o.**, Novi Beograd, Serbia, DUNS: [36-033-7838](#)  
Subject owns 100.00% of the capital

**DATALAB MK d.o.o.**, SKOPJE, Republic of Macedonia  
Subject owns 100.00% of the capital

**Datalab SI d.o.o.**, LJUBLJANA, Slovenia, DUNS: [36-023-1558](#)  
Subject owns 100.00% of the capital

**DATALAB TEHNOLOGIJE d.o.o.**, Pula, Croatia, DUNS: [67-294-1580](#)  
Subject owns 51.00% of the capital

**DATALAB MN d.o.o.**, PODGORICA, Serbia  
Subject owns 51.00% of the capital

**DataLab BH d.o.o. Sarajevo**, Sarajevo, Bosnia-Herzegovina, DUNS: [67-266-0490](#)  
Subject owns 51.00% of the capital

## Affiliates

The following are related through principals and/or financial interests:

**DATALAB BOLGARIJA LTD**, SOFIJA, Bulgaria  
Subject owns 50.00% of the capital

**DATALAB AUTOMOTIVE d.o.o.**, Novi Beograd, Serbia, DUNS: [36-037-0400](#)

**DATALAB BOLGARIJA LTD**, SOFIJA, Bulgaria

## Operations

### Activity:

#### Standard Industrial Classification (SIC-USA):

7371 Custom computer programming services

#### Local activity classification (SKD 2008):

58.290 Other software publishing.

### Reportedly subject sells:

companies;

### Subject owns following brand(s):

Pantheon  
Datalab

Territory 44% national.

Subject exports 56% products to: Serbia, Bosnia-Herzegovina, Croatia, Republic of Macedonia, Bulgaria.

Subject imports 12% products from: United States, Serbia, Republic of Macedonia, Croatia.

**Employs:** 53 employees, including 53 full time.

**Group Employs:** 102

**Subject has 4 vehicles including:**

- 2 owned car
- 1 leased car
- 1 rented car

Subject is considered to be small in this field.

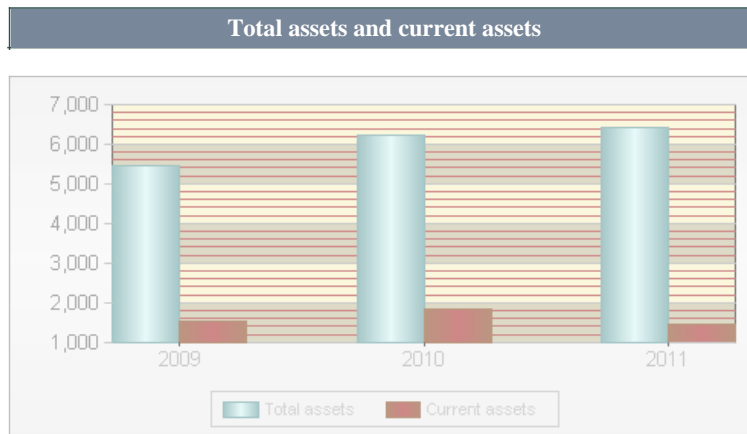
**Subject operates from:**

office, premises .

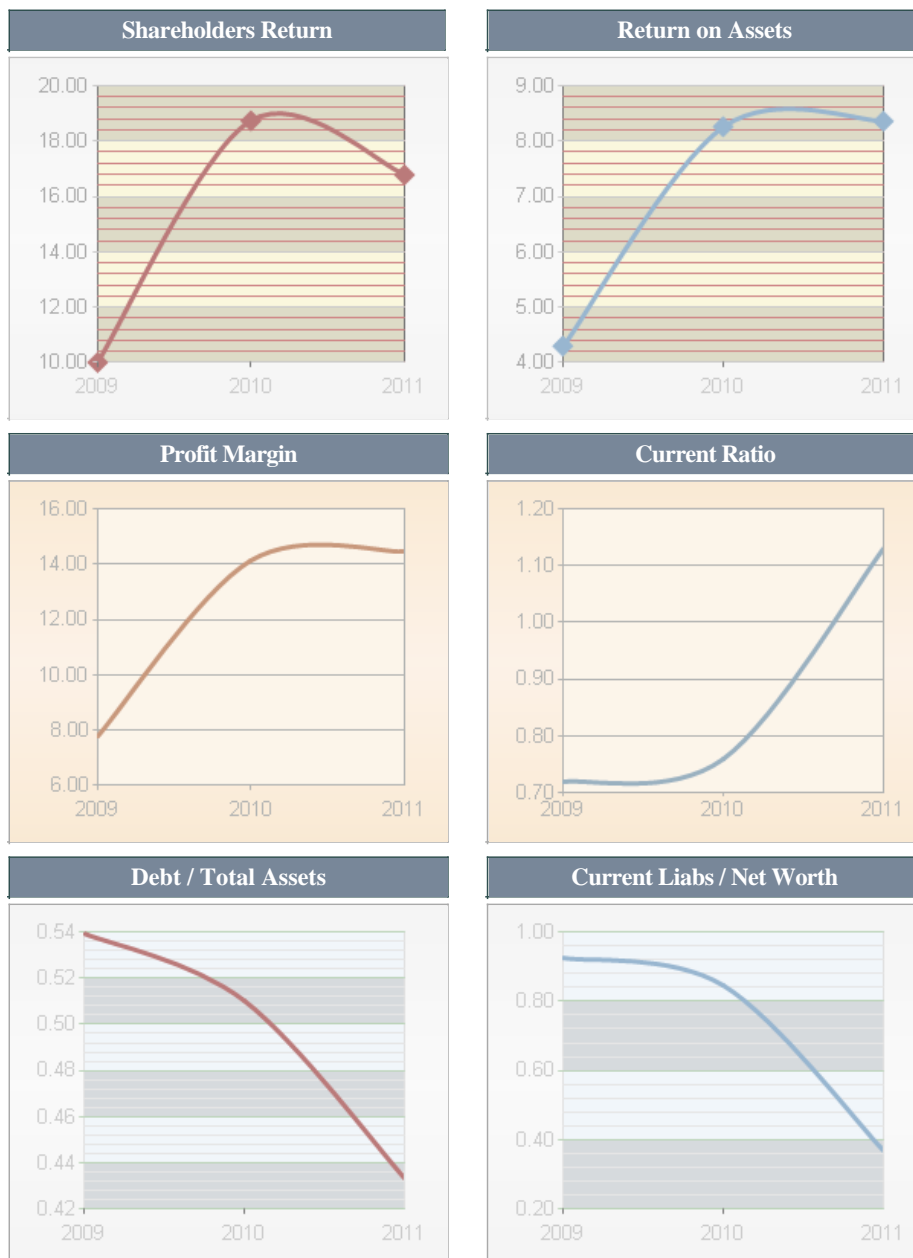
**Fiscal year ends:**

	<b>June 30, 2009</b> Group account in 000's	<b>June 30, 2010</b> Group account in 000's	<b>June 30, 2011</b> Group account in 000's
Turnover	2,818	3,426	3,663
Pre-tax Profit	220	483	529
Net Worth	2,311	2,847	3,460
Fixed Assets	112	61	259
Total Assets	5,474	6,223	6,432
Current Assets	1,540	1,819	1,435
Current Liabs	2,134	2,404	1,273
Working Capital	(594)	(585)	162
Long and Short Term Debt	2,951	3,176	2,787
Financial Assets	3,219	3,941	4,371
Intangibles			

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



RATIOS	June 30, 2009	June 30, 2010	June 30, 2011
Current Ratio (x)	0.72	0.76	1.13
Solvency Ratio (%)	236.87	218.58	185.90
Fixed Assets / Net Worth (%)	4.85	2.14	7.49
Current Liabs / Net Worth (%)	92.34	84.44	36.79
Asset Turnover (%)	55.09	58.58	57.89
Sales / Net Working Cap (x)	-7.31	-5.81	-17.32
Assets / Sales	181.53	170.71	172.74
Profit Margin (%)	7.81	14.10	14.44
Shareholders Return	10.01	18.73	16.78
Returns on Assets	4.30	8.26	8.36
Sales / Employees (in '000s)	31.00	0.00	68.00
Profit / Employees (in '000s)	2.00	0.00	10.00



### Balance sheet on June 30, 2011.

LIABILITIES	in 000's	ASSETS	in 000's
<b>Capital</b>	<b>3,460</b>	<b>Fixed assets</b>	<b>4,997</b>
Capital stock	1,965	Tangible fixed assets	259
Additional paid-in Capital	87	Long term financial investments	4,371
Reserves	456	Long term operating receivables	367
Net profit or loss carried over	447	<b>Current assets</b>	<b>1,435</b>
Retained profit or loss	505	Stocks	8
Long term provisions	574	Short term operating receivables	1,071
Long term operating liabilities	2	Short term financial investments	140
Long term financing liabilities	938	Cash	103
Short term operating liabilities	693	Deferred expenses and accrued incomes	113
Short term financing liabilities	580		
Accruals and deferred income	185		

**Income Statement from July 1, 2010 to June 30, 2011.**

	in 000's
Net Sales	3,663
Cost of goods, materials and services	1,593
Gross Profit	2,070
Labour costs	1,929
Deprec. of intan.LT assetsand tan. fix.assets	855
Current assets written off	131
Other operating expenses	82
Other operating income	1,486
Operating profit or loss	559
Interest income and other income from financing	104
Interest expenses and other financing expenses	135
Profit or loss from regular operations	528
Extraordinary incomes	5
Extraordinary expenses	4
Total profit or loss	529
Income tax	7
Net profit	522

**Cash flow statement from July 1, 2010 to June 30, 2011.**

	in 000's
<b>Opening balance of cash and cash equivalents</b>	<b>149</b>
Net profit	522
Depreciation of intan. long term assets and tan. fixed assets	855
Difference in stock	1
Difference in long term operating receivables	(35)
Difference in short term operating receivables	(366)
Difference in accrued income	13
Difference in short and long term operating liabilities	(221)
Difference in accruals and deferred income	(15)
<b>Core operating flow</b>	<b>1,528</b>
Change in tangible fixed assets	198
Change in long term financing investment	430
Change in short term financing investment	14
<b>Net flow from investments</b>	<b>(642)</b>
Difference in long term financing liabilities	938
Difference in short term financing liabilities	(908)
Difference in capital	549
Difference in long term provisions	(198)
<b>Net flow from financing activities</b>	<b>381</b>
<b>Closing balance of cash and cash equivalent</b>	<b>103</b>
<b>Total cash flow</b>	<b>1,267</b>

The above figures have been abstracted from audited group accounts.  
Auditors: UHY d.o.o..

July 3, 2012:

Subject stated on July 3, 2012 following consolidated results for the period from July 1, 2011 to March 31, 2012: Capital: 3,772,481 EUR, Long term operating liabilities: 1,209,171 EUR, Short term operating liabilities: 1,246,568 EUR, Total liabilities: 6,871,023 EUR, Fixed assets: 5,355,011 EUR, Current assets: 1,459,274 EUR, Stocks: 41,824 EUR, Net Sales: 4,115,281 EUR, Cost of goods, materials and services: 1,455,135 EUR, Labour costs: 1,610,257 EUR, Operating profit or loss: 295,896 EUR, Profit or loss from regular operations: 0 EUR, Total profit or loss: 312,066 EUR, Net profit: 309,225 EUR, July 3, 2012: Božena Vuksan Head of Financial and Accounting Dpt. confirmed data in the report.

Share structure was provided by official sources on July 3, 2012. All other information in the report were obtained from various sources. Subject is quoted on Ljubljana Stock Exchange therefore only publicly released information may be used when making this report.  
March 19, 2012:

Subject stated on March 19, 2012 following consolidated results for the period from July 1, 2011 to December 31, 2011: Capital: 3,617,655 EUR, Long term operating liabilities: 1,219,753 EUR, Short term operating liabilities: 1,226,022 EUR, Total liabilities: 6,791,050 EUR, Fixed assets: 5,332,130 EUR, Current assets: 1,404,620 EUR, Stocks: 6,118 EUR, Net Sales: 2,630,984 EUR, Cost of goods, materials and services: 922,483 EUR, Labour costs: 1,049,990 EUR, Operating profit or loss: 165,950 EUR, Total profit or loss: 156,485 EUR, Net profit: 156,485 EUR,

On October 29, 2011 it was reported in DNEVNIK:

Subject in the business year ended June 30, 2011 had 3,66 mio eur net incomes and 522.000 eur net profit.

**Currency**

Exchange rate to US Dollar: 1 USD = 0.69 EUR on June 30, 2011  
Exchange rate to US Dollar: 1 USD = 0.82 EUR on June 30, 2010  
Exchange rate to US Dollar: 1 USD = 0.71 EUR on June 30, 2009

**Conclusions**

**Reporter's opinion:** Subject considered trustworthy for normal credit requirements.  
On average, this business pays its bills Prompt.

**D&B rating of 2A1 indicates:**  
Financial strength of USD 2.5 - 12 million (based on net worth capital) and an overall condition which is Strong (minimal risk).



