

## International Management Dr Mariusz Maciejczak

## **Business information**



# **OBJECTIVES**

How to minimize the risk of B2B or B2C contacts?

How to prove the company's business credibility?

How to use the credit rating report?



### **Business information**

Information relating to a company's financial standing and ability to meet its obligations is a priority consideration for any business transaction.





## **Business information companies**

Serving a critical role in today's commercial world, business information companies are contributing to the well being and transparency of the overall economy.





### **Essence of business information**

Clients may interrogate business information agencies on-line or by more conventional means.

Data is gathered from public sources, such as company registries, press and courts. Complementing this are the agencies' internal information gathering initiatives, such as direct interviews or payment pattern inputs from creditors. And to quantify business risks and ultimately reduce bad debts, different companies have developed individual analysis systems.



## Rahajaga Sn z o

Index	* 286 *		
Regarding your inqui	ry: Babajaga Sp z o.o.		
REGON	P-016285656 Tax Reg. No.:797-16-78-936		
LEGAL FORM	Limited liability company		
FOUNDATION REGISTRATION	07-03-2000 27-03-2000, District Court in Warszawa,	RHB 5698	3514
SHAREHOLDERS	Jas Kowalski Holding SA	PLN	146.691.600,-
	State Treasury	PLN	22.246.400,-
	Małgosia Samosia Sp z o.o.	PLN	17.467.400,-
	Okręgowa Spółdzielnia Piernikarska W Lesie	PLN	90.800,-
	Zrzeszenie Plantatorów Słodkości	PLN	36.300,
	Las Sp z o.o.	PLN	18.200,
	Others	PLN	44.673.800,
SHARE CAPITAL		PLN	231.224.500,



## Babajaga Sp z o.o.

MANAGEMENT Marek Ojboli, president

> Eric Marie Marc Grainger, v-ce president Stanisław Las, member of the board of directors

- Dariusz Milo - Wojciech Sobótka

Representaion:

Two members of the board of directors /required president or

v-ce president/ jointly

President or v-ce president with proxy jointly

Production of jams, juices, compotes, canned fruits and vegetables, frozen fruits and vegetables. ACTIVITY

Trading services

Export: Germany, Austria, USA, Holland, Lithuania.

Import: France, Holland, Sweden

LOCATION At the above mentioned address - registered seat

**EMPLOYMENT** 2000: 2.950 employees



# Babajaga Sp z o.o.

**REAL ESTATE** There are, but no data about kind and value

Verification of information on real estate ownership position

through the Real Estate Register not possible

**BALANCE SHEET** No data available, due to too short period after registration of the

company

SUPPLEMENTARY INFO.: Head office of the subject:

Las, ul. Za modrzewiami 3

Tel.: +48 00 860-01-59, Fax.: +48 00 880-04-67

Branches: Piec 1

Piec 2 Piec 2

The branches in Piec 1 and Piec 2 are self-accounting paints

Powszechny Bank Leśny **BANKS PAYMENT** Nothing detrimental noted

CREDIT OPINION

Business connections appear permissible Requested credit of USD 69.000,- is permissible with ONLY with security due to too short period of business activity on the market.





## Some business information agencies

- Federation of Business Information Service - FEBIS <u>www.febis.org</u>
- Dun&Bradstreet
- Creditreform
- Coface
- Infocredit
- others



## **Case study**

As a manager of paper producer based on D&B Business Information Report answer the following questions:

- 1. How do you assess reviewed company in terms of general business credibility?
- 2. Would you establish a cooperation with this business?