

PT. SAMPLE COMPANY INDONESIA

ACTIVE BUSINESS

Trading Style: SAMPLE COMPANY INDONESIA

Address: 7th Floor Sample Building, 8, Jl. Sample Raya, Kelurahan, Kacamatan, Central Jakarta, 14330, Central Jakarta, DKI Jakarta, Indonesia
Telephone(s): (62) (21) (1234567)
D-U-N-S Number: 72-672-7741

IDENTIFICATION & SUMMARY ▼

IDENTIFICATION

| | | |
|------------------------------------------------------------------------|--------------------------------------------------------------------|-------------------------------------|
| Registration No.: TDP: 09.32.013658 | Facsimile(s): (62) (21) (1234566) (62) (21) (1234565) | Website: www.sample.co.id |
| SUBSIDIARY OF: SAMPLE MANUNGGAL CORPORATION, PT Indonesia | | E-Mail: info@sample.co.id |

SUMMARY

| | | |
|---------------------------------------------------------------|---------------------------------------------------|-----------------------------------------------------------------------------|
| Type of Business: Private Limited Liability Company | Authorized Capital: IDR 300,000,000,000 | Line of Business: Wholesales automobiles and other motor vehicles |
| History: Clear | Issued Capital: IDR 280,800,000,000 | SIC: 5012-0000 - Wholesales automobiles and other motor vehicles |
| Start Date: 1957 | Paid-up Capital: IDR 280,800,000,000 | Chief Executive: Achmad Dashuki President Director |
| Control Date: 1957 | Imports: Yes | |
| | Exports: Yes | |

CURRENCY

All amounts in this report are in local currency unless otherwise stated.



RISK EVALUATION

| | |
|----------------|-----|
| Risk Indicator | 3 |
| D&B Rating | 5A3 |

FINANCIAL SUMMARY

| | |
|-------------------------------|-----------------------------|
| Sales / Income (Consolidated) | IDR 2,249,419 (in Millions) |
| Net Worth (Tangible) | IDR 1,932,355 (in Millions) |
| Long Term Debt | 76,906 |

RISK ASSESSMENT

Risk Indicator



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

D&B Rating

| Financial Strength | Risk Indicator |
|--------------------|-------------------------------------------------------------|
| 5A | 3 |
| Based on net worth | Fair (Slightly greater than average Risk - Monitor closely) |

Former Rating

| Financial Strength | Risk Indicator |
|--------------------|----------------|
| N/A | N/A |

The Dun & Bradstreet Rating of 5A3 indicates:

A Financial Strength of IDR 85,000,000,000 and above (Based on net worth) and a Risk Indicator which is Fair.

D&B Notice on Coronavirus Impact

The World Health Organization declared the novel coronavirus (COVID-19) a global emergency on 30 January 2020. As the human cost escalates, the economic cost is becoming ever more evident, and ever more significant. As individual businesses and various levels of government take steps to prevent the virus spreading by curtailing travel and movement of people, many companies are already seeing an impact on their business. When conducting investigation research, D&B seeks to understand and report on potential business impacts to the subject business, especially around employees and operations. We also attempt to gauge the general maturity of the risk management policies and procedures of the subject business. Findings from our business research are interleaved with the product you are receiving, with any specific findings noted in the Current Investigation section below.

For further information, please visit our [website \(https://www.dnb.com/perspectives/coronavirus-info.html\)](https://www.dnb.com/perspectives/coronavirus-info.html)

TRADE PAYMENTS

The D&B PAYDEX® is a unique indicator of payment performance weighted by the monetary value of the payment experiences as reported to D&B by trade references. A detailed explanation of how to read and interpret PAYDEX values can be found in the Appendices section of this report.

D&B PAYDEX: UNAVAILABLE

Paydex Score is unavailable, due to insufficient or unavailability of payment experiences for the Subject Company in D&B's file.

CURRENT INVESTIGATION

INVESTIGATION INFORMATION

Information was obtained during investigations conducted on Sep 10, 2019.

HISTORY

REGISTRATION DETAILS

| | |
|--------------------------------|-------------------------------------------------------|
| Legal Structure: | Private Limited Liability Company |
| Established: | Feb 20, 1957 |
| Registration Body: | Department of Trade and Industry |
| File Number: | TDP: 09.32.013658 Jakarta DKI Jakarta Indonesia |
| Tax Registration Number: | NPWP: 01.302.584.6-025.000 |
| Legalised by: | Ministry of Justice |
| Legalisation Number: | AHU- on May 09, 2015 |
| Last financial Statement Date: | Dec 31, 2018 |
| Registry details provided by | search at local registry office |

CAPITAL DETAILS

| | |
|----------------------------------|-------------------------------------------|
| Shareholding Details Provided by | search at local registry office |
| Authorized Capital | IDR 300,000,000,000.00 |
| Issued Capital | IDR 280,800,000,000.00 |
| Paid-up Capital | IDR 280,800,000,000.00 as of Jun 10, 2019 |
| Ordinary Shares | 280,800,000,000 at par value IDR 100.00 |

GOVERNMENT PERMITS HELD

| | |
|------------------|--------------------------------|
| Permit Number | SIUP: 3226/31/T/PERDAGANGAN/19 |
| Issued By | Department of Trade |
| Date of Issuance | Feb 07, 1999 |

AUTHORISED SIGNATORIES

President Director or Director which must be approved by Chairman 002Commissioner.

CHANGES IN CAPITAL

The following changes were confirmed by the local registry office.

| | |
|------------------|------------------------|
| Date of Change | Nov 12, 2003 |
| Capital Type | Paid-up Capital |
| Nature of Change | Increased |
| From | IDR 216,000,000,000.00 |
| To | IDR 280,800,000,000.00 |

| | |
|------------------|------------------------|
| Date of Change | Nov 12, 2003 |
| Capital Type | Issued Capital |
| Nature of Change | Increased |
| From | IDR 216,000,000,000.00 |
| To | IDR 280,800,000,000.00 |

| | |
|------------------|------------------------|
| Date of Change | 2000 |
| Capital Type | Paid-up Capital |
| Nature of Change | Increased |
| From | IDR 216,000,000,000.00 |
| To | IDR 144,000,000,000.00 |

| | |
|------------------|------------------------|
| Date of Change | 2000 |
| Capital Type | Issued Capital |
| Nature of Change | Increased |
| From | IDR 216,000,000,000.00 |
| To | IDR 144,000,000,000.00 |

CHANGES IN LEGAL NAME

The following changes were confirmed by the local registry office.

| | |
|----------------|------------------------|
| Original Name | SAMPLE CORPORATION, PT |
| Changed to | Present Name |
| Date of Change | Jan 22, 1990 |

CHANGES IN LEGAL STRUCTURE

| | |
|--------------------|------------------------------------------------------------|
| Date | Feb 20, 1957 |
| Change | Succession of operations of the partnership as named below |
| Company | SAMPLE, CV |
| Date first started | 1950 |

CORPORATE STRUCTURE

SHAREHOLDER(S)

The following details represent the Major shareholders.

ORDINARY SHARES

| Name of Shareholder | Location | Shares Held | Amount | % Held |
|----------------------------------|-----------|-------------|-------------------|--------|
| SAMPLE MANUNGGAL CORPORATION, PT | Indonesia | | 159,186,432,500 | 56.69 |
| CIMANDIRI PRIMA SAMPLE, PT | Indonesia | | 17,959,815,900 | 6.40 |
| Public & Others | | | 1,036,537,516,000 | 36.91 |

Total No. of shareholder: 3

Shareholder as of: Jun 10, 2019

Shareholdings at: Indonesian Rupiah 280,800,000,000

AUDITORS

Purwantono, Sungkoro & Surja (Member of Ernst & Young)
Plaza BRI, 9th Floor, Jl. Basuki Rachmat 122, Surabaya 60271, East Java, Indonesia

BANKS

Information in this report may not represent the full extent of subject's bank relationships.

Banking relations are maintained principally with:-

Bank Name: **BANK DBS INDONESIA, PT**

Branch: Jakarta Branch

Address: DKI Jakarta, Indonesia

Bank Name: **BANK MAYBANK INDONESIA, PT TBK**

Branch: Jakarta Branch

Address: DKI Jakarta, Indonesia

Bank Name: **BANK CENTRAL ASIA, PT TBK**

Branch: Jakarta Branch

Address: DKI Jakarta, Indonesia

Bank Name: **BANK MANDIRI (PERSERO), PT TBK**

Branch: Jakarta Branch

Address: DKI Jakarta, Indonesia

No independent confirmations were obtainable from banker/(s).

Insurance

Company: SAMPLE INSURANCE, PT

Address: Jakarta, Indonesia

Insurance Coverage Taken On Assets: Business interruptions (Natural disasters)
Merchandise, fixtures & building
Professional liability

LINKAGE

GROUP OF COMPANIES

Subject is a member of Sample Group.

There are 112 members within the group.

PARENT

Name: **SAMPLE MANUNGGAL CORPORATION, PT**

D-U-N-S: 12-345-6789

Location: Jl. Jend. Sudirman Kav. 108, Sample Manunggal, Jakarta
DKI Jakarta 12345 Indonesia

Holds Shares in Subject: 56.69%

SUBSIDIARIES

Total number of Subsidiaries: 1

Name: **BERKAT SAMPLE NIAGA, PT**

D-U-N-S: 12-345-6789

Location: Jakarta
DKI Jakarta Indonesia

% of Shares Owned: 100%

AFFILIATES

Total number of Affiliates: 3

Name: STACO SAMPLE, PT

D-U-N-S: 12-345-6789

Location: Jakarta
DKI Jakarta Indonesia

Subject holds 30.35 % of shares / interest in affiliate.

Name: CIMANDIRI PRIMA SAMPLE, PT

D-U-N-S: 12-345-6789

Location: Jakarta
DKI Jakarta Indonesia

Affiliate holds 6.40 % of shares / interest in subject company.

Name: BERKAT SAMPLE MANUNGGAL INDONESIA, PT

D-U-N-S: 12-345-6789

Location: Indonesia

Subject holds 49.86 % of shares / interest in affiliate.

BRANCHES

Subject maintains 1 branch(es) country wide.

D-U-N-S: 12-345-6789

Address: Jl. Raya Magelang Km. 45
Magelang 55210 Central Java Indonesia

Location Type: Marketing office

DIVISIONS

Subject maintains 1 division(s) locally.

D-U-N-S: 12-345-6789

Division Name: SAMPLE DIVISION

Address: Indonesia

PRINCIPALS

CORPORATE DIRECTORS

Name Achmad Dashuki

Address Jl. Taman Sample XVIII No. 259, Kelurahan, North Jakarta, DKI Jakarta, 12345, Indonesia

| | |
|----------------|-----------------------------|
| ID No | 123.456.789.10112 |
| Nationality | Indonesia |
| Office Numbers | Telephone (62) (21) 1234567 |

| | |
|-------------|--------------------|
| Name | Bambang Supriyedi |
| ID No | 123.4.567.89101112 |
| Nationality | Indonesia |

| | |
|-------------|--------------------|
| Name | Peter Sugiarto |
| ID No | 3214.5.6789.101112 |
| Nationality | Indonesia |

EXECUTIVES

| | |
|-------------------------------|--------------------------------------------------------------------------|
| Name | Achmad Dashuki |
| Identity number | 123.456.789.10112 |
| Year of Birth | 1964 |
| Current Title | President Director |
| Appointed to Present Position | 2005 |
| Education | Graduated from university in 1978 Bachelor of Business Administration |
| Name of Institute | University of Wisconsin-Madison, United States |
| Type of Institute | University |
| Related Experience since | 1994 |
| Active in daily operations | Yes Founder Of Subject. |

EMPLOYMENT HISTORY

| Period | Company Employed | Last Position Held |
|-------------|----------------------------------------|--------------------------|
| 1991 - 2002 | Internasional Sample Indonesia, PT Tbk | Director |
| 1987 - 1991 | Sample Prima, PT | Assistant Vice President |

| | |
|-------------------------------|-----------------------------------------------|
| Name | Bambang Supriyedi |
| Identity number | 123.4.567.89101112 |
| Year of Birth | 1962 |
| Current Title | Director |
| Appointed to Present Position | 2001 |
| Started with Subject | 1981 |
| Education | Graduated from university in 1981 Bachelor |
| Name of Institute | Universitas Indonesia, Indonesia |

Type of Institute University

Related Experience since 1978

Active in daily operations Yes

OTHER DIRECTORSHIPS

| DUNS | Company Employed | Position Held |
|-------------|----------------------------------|---------------|
| 72-123-4567 | Sample Multi Finance, PT | Director |
| 72-123-4568 | Sample International Finance, PT | Shareholder |
| 72-123-4569 | Sample Life, PT | Chairman |

EMPLOYMENT HISTORY

| Period | Company Employed | Last Position Held |
|-------------|------------------------------|--------------------|
| 1997 - 2001 | Sample Sedaya Finance, PT | President Director |
| 1990 - 1997 | Sample International, PT Tbk | Director |

Name Peter Sugiarto

Identity number 3214.5.6789.101112

Year of Birth 1963

Current Title Director

Active in daily operations Yes

Name Chandra Yudha

Current Title Chairman

Appointed to Present Position 2005

Started with Subject 1970

Education Graduated from university in 1970

Name of Institute Unoversitas Kristen Parahyangan, Indonesia

Active in daily operations No

OTHER DIRECTORSHIPS

| DUNS | Company Employed | Position Held |
|-------------|------------------|---------------|
| 72-121-3456 | Sample, PT | Shareholder |

EMPLOYMENT HISTORY

| Period | Company Employed | Last Position Held |
|-------------|------------------------------|--------------------|
| 1998 - 2002 | Sample Internasional, PT Tbk | Vice President |
| 1978 - 2002 | Sample Motor, PT | Vice President |

| | |
|----------------------------|--------------|
| Name | Soraya Karim |
| Current Title | Commissioner |
| Active in daily operations | No |

OPERATIONS

LINE OF BUSINESS

5012 - 0000 Wholesales automobiles and other motor vehicles

6719 - 0000 Engaged as holding companies

AGENCIES HELD- BRAND NAMES

| | |
|----------------|-------------------------------------|
| Principal Name | SAMPLE CO. LTD., Japan |
| Subject as | Technical Collaboration Beneficiary |
| Brand Name(s) | SAMPLE BRAND |

PURCHASES

Purchasing Territory

| | |
|---------------|-----|
| Local | 90% |
| International | 10% |

Imports from

China (People's Republic)

Thailand

Germany

The subject imports products.

SALES

Sales Territory

| | |
|-------|------|
| Local | 100% |
|-------|------|

Exports to

Singapore

CUSTOMERS

Major Customer

| | |
|---------------|--------------------|
| Customer Name | SAMPLE PERKASA, PT |
| Country | Indonesia |

| | |
|---------------|------------------|
| Customer Name | SAMPLE MOTOR, PT |
| Country | Indonesia |

SUPPLIERS

| | |
|---------------|------------------|
| Supplier Name | SAMPLE PRIMA, PT |
| Country | Indonesia |

EMPLOYEES

Employee(s) - Current

The number of employees is undetermined.

Employees – Previous

| | |
|-----------------|---------|
| Year: | 2017 |
| Total Employees | 145,012 |

| | |
|-----------------|---------|
| Year: | 2016 |
| Total Employees | 141,728 |

| | |
|-----------------|---------|
| Year: | 2015 |
| Total Employees | 149,532 |

CAPACITY & PRODUCTION OUTPUT

| | |
|---------------------|--------------------------|
| PRODUCT NAME | SAMPLE PRODUCT |
| Production Capacity | 1,000,000 Units per year |

TRADESTYLES

- SAMPLE COMPANY INDONESIA

ISO CERTIFICATE / TAX INCENTIVES

ISO Certification

| | |
|----------------------|-------------------------------------------------------------------------------------------------|
| Subject was awarded: | ISO 14001:2004 ISO 9001:2008 ISO OHSAS18001:2007 ISO 17025 ISO 14064-2 ISO 50001 |
|----------------------|-------------------------------------------------------------------------------------------------|

LOCATION

CURRENT LOCATION

| | |
|---------------------|---------------------------|
| Type of Occupation: | Occupied |
| Location: | Central business district |

The Subject is located close to a major road network.

| | |
|----------------------|-----------------------------------------|
| Occupies: | 7th Floor(s) in a multi-storey building |
| Building Frame: | cement block |
| Building's Exterior: | brick |
| Premises used as: | Administrative office |

FINANCIAL INFORMATION

COMPARATIVES

Comparative Figures(in Millions of Indonesian Rupiah)

| Particulars | Fiscal Dec 31, 2018 Consolidated | Fiscal Dec 31, 2017 Consolidated | Fiscal Dec 31, 2016 Consolidated |
|---------------------------|----------------------------------------|----------------------------------------|----------------------------------------|
| Current Assets | 1,180,000 | 1,137,766 | 1,184,281 |
| Current Liabilities | 909,779 | 869,537 | 978,871 |
| Working Capital | 270,221 | 268,229 | 205,410 |
| Other Tangible Assets | 2,110,596 | 2,219,593 | 2,165,871 |
| Other Liabilities | 448,462 | 530,902 | 588,473 |
| Tangible Net-Worth | 1,932,355 | 1,956,920 | 1,782,808 |
| Annual Sales | 2,249,419 | 2,457,349 | 2,507,884 |
| Profit (Loss) After Tax | 33,794 | 25,314 | 30,256 |

| | | | |
|---------------------|-----------|-----------|-----------|
| Inventory | 621,015 | 581,817 | 509,899 |
| Cash & Bank | 53,522 | 73,794 | 102,529 |
| Accounts Receivable | 408,873 | 428,082 | 484,265 |
| Fixed Assets | 2,025,463 | 2,101,160 | 2,013,269 |
| Accounts Payable | 365,125 | 265,388 | 365,444 |

BALANCE SHEET

| | | | |
|---------------|-----------------------------------------------------------------------------------------------------|--|--|
| Assets | Fiscal Balance Sheet (Consolidated) Dec 31, 2018 (in Indonesian Rupiah Millions) | | |
|---------------|-----------------------------------------------------------------------------------------------------|--|--|

| | |
|---------------------------------|------------------|
| Cash & Bank | 53,522 |
| Inventory | 621,015 |
| Accounts Receivable | 408,873 |
| Other Receivables | 2,143 |
| Other Current Assets | 26,248 |
| Prepaid Taxes | 14,037 |
| Claims For Tax Refund | 54,162 |
| Total Current Assets | 1,180,000 |
| Land & Building | 392,711 |
| Plant & Equipment | 4,236,275 |
| Transportation Vehicles | 20,731 |
| Furniture Fixtures & Fitting | 181,296 |
| Assets in Construction | 44,912 |
| Land Rights | 128,526 |
| Less Acc. Depreciation | -3,022,924 |
| Lease Assets | 43,936 |
| Total Fixed Assets | 2,025,463 |
| Deferred Expenditure | 5,935 |
| Other Assets | 1,995 |
| Estimated Claims For Tax Refund | 21,821 |
| Advance Payments | 55,382 |
| Total Other Assets | 85,133 |
| TOTAL ASSETS | 3,290,596 |

| | | | |
|--------------------|-----------------------------------------------------------------------------------------------------|--|--|
| Liabilities | Fiscal Balance Sheet (Consolidated) Dec 31, 2018 (in Indonesian Rupiah Millions) | | |
|--------------------|-----------------------------------------------------------------------------------------------------|--|--|

| | |
|-----------------------------------|---------|
| Accounts Payable | 365,125 |
| Bank Loans | 420,316 |
| Current Portion of Long Term Debt | 76,906 |
| Due to Customers | 1,005 |

| | |
|---------------------------------------|------------------|
| Other Payables / Accruals | 14,071 |
| Taxes Payable | 2,097 |
| Accrued Expenses | 30,259 |
| Total Current Liabilities | 909,779 |
| Bank Loans | 122,017 |
| Deferred Taxation | 233,372 |
| Provident & Pensions | 66,811 |
| Lease Liabilities | 26,262 |
| Total Non-Current Liabilities | 448,462 |
| Capital | 280,800 |
| Share Premium | 79,882 |
| Retained Earnings (Loss) | 982,262 |
| Other Comprehensive Income | 589,411 |
| TOTAL EQUITY | 1,932,355 |
| TOTAL LIABILITIES & EQUITY | 3,290,596 |

PROFIT AND LOSS ACCOUNT

Figures in Millions of Indonesian Rupiah

| Particulars | Fiscal Dec 31, 2018 12 Month(s) Consolidated | Fiscal Dec 31, 2017 12 Month(s) Consolidated | Fiscal Dec 31, 2016 12 Month(s) Consolidated |
|------------------------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------|
| Sales / Income | 2,249,419 | 2,457,349 | 2,507,884 |
| Less: Cost of Sales | -2,052,139 | -2,245,445 | -2,292,152 |
| Gross Profit | 197,280 | 211,904 | 215,732 |
| Total General Expenditure | -142,529 | -123,158 | -109,563 |
| Net Operating Profit (Loss) Before Taxation | 54,751 | 88,746 | 106,169 |
| Other Non-Operating Income | 4,677 | | 2,418 |
| Total Financial Expenses | -36,233 | | |
| Less: Other Expenses | | -37,648 | -42,839 |
| Profit Before Extraordinary Items and Tax | 23,195 | 51,098 | 63,330 |
| Net Operating Profit before Tax and after Extraordinary Items | 23,195 | 51,098 | 63,330 |
| Profit Before Tax and After Extraordinary Items | 23,195 | | |
| Income Tax / Other Taxes | 10,599 | -25,784 | -33,074 |
| Profit (Loss) After Tax | 33,794 | | |
| Net Profit(Loss) after Tax | | 25,314 | 30,256 |
| Net Profit After Tax and Extraordinary Items | 33,794 | 25,314 | 30,256 |
| Minority Interests | | | -1,149 |

| | | | |
|-------------------------------------------|----------------|----------------|----------------|
| Less: Dividends | -14,040 | -14,040 | -14,040 |
| Prior Year Adjustments | | 1,222 | -73 |
| Plus (Minus) Retained Earnings b/forward | 962,508 | 950,012 | 935,018 |
| Retained Earnings (Loss) c/forward | 982,262 | 962,508 | 950,012 |

The financial statements were obtained from Companies Registry.

Accounts are audited by Purwantono, Sungkoro & Surja with unqualified opinion

RATIOS

| Particulars | Dec 31, 2018 | Dec 31, 2017 | Dec 31, 2016 |
|------------------------------------------|--------------|--------------|--------------|
| GROWTH TREND | | | |
| Sales Growth (%) | -8.46 | -2.02 | 23.35 |
| Net Profit Growth (%) | 33.50 | -16.33 | -8.22 |
| PROFITABILITY | | | |
| Return on Sales (%) | 1.50 | 1.03 | 1.20 |
| Return on Net Worth (%) | 1.74 | 1.29 | 1.69 |
| SOLVENCY | | | |
| Current Ratio | 1.29 | 1.30 | 1.20 |
| Quick Ratio | 0.50 | 0.57 | 0.59 |
| Total Liabilities to Net Worth Ratio (%) | 70.28 | 71.56 | 87.91 |
| Efficiency | | | |
| Collection Period (days) | 65 | 63 | 70 |
| Sales to Inventory (times) | 4 | 4 | 5 |

APPENDICES



CUSTOMER SERVICE

| | |
|-------------------------|--------------------------|
| Speed of Service | Typically 8 working days |
| SCN | 202007175009230418 |
| Order Date | Jul 17, 2020 |

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:

- Full company name and address
- Contact name and number
- SCN
- Order Date

The information in this report was last updated on Sep 10, 2019

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 the **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 a company's health, stability and overall condition. It takes into consideration all significant elements of credit. Such classification is relative and is predicted on the broad and overall view point. 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 | Assigned to concerns of known financial weakness. A number of years losses, higher than normal working capital deficit, a negative tangible net worth which is the worsening, court judgements, bad payments etc. This risk is associated with being a creditor of these concerns is high or significant |
| 3 | Greater than average risk | Proceed with transaction but monitor closely | Assigned to concerns believed to be financially sound but with a history of slow payments or some losses or working capital deficit. The risk associated with being a creditor of these concerns is higher and would be classified as potentially slow payers or fair trade risk |
| 2 | Low risk | Proceed with transaction | This is assigned to financially sound concerns, having no known record of bad payments and paying suppliers quickly. The risk associated with being a creditor of these concerns would be low and they would be classified as ordinary trade risk |
| 1 | Minimal risk | Proceed with transaction - offer terms required | Assigned to companies of undoubted credit standing and financial strength. The risk associated with being a creditor of these concerns would be negligible or zero, the concern which pays bills promptly or discount. |
| - | Insufficient information to assign a risk indicator | No public information or D&B proprietary information available to indicate trading activity | Assigned to concerns where there is insufficient information to express any opinion on the condition, financial soundness or payment history of the concern. A concern with no telephone number will also be assigned a "-" condition |

FINANCIAL STRENGTH INDICATOR

The **Financial Strength Indicator** is based on either the Net Worth or Issued Capital. The table below contains the possible values.

| Financial Strength Indicator | | Range | |
|------------------------------|---------|--------------------|--------------------|
| Net Worth | Capital | From | To |
| 5A | 5AA | IDR 85,000,000,000 | And above |
| 4A | 4AA | IDR 18,000,000,000 | IDR 84,999,999,999 |
| 3A | 3AA | IDR 3,600,000,000 | IDR 17,999,999,999 |
| 2A | 2AA | IDR 1,800,000,000 | IDR 3,599,999,999 |
| 1A | 1AA | IDR 1,000,000,000 | IDR 1,799,999,999 |
| A | AA | IDR 900,000,000 | IDR 999,999,999 |
| B | BB | IDR 815,000,000 | IDR 899,999,999 |
| C | CC | IDR 725,000,000 | IDR 814,999,999 |
| D | DD | IDR 550,000,000 | IDR 724,999,999 |
| E | EE | IDR 450,000,000 | IDR 549,999,999 |
| F | FF | IDR 280,000,000 | IDR 449,999,999 |
| G | GG | IDR 100,000,000 | IDR 279,999,999 |
| H | HH | 0 | IDR 99,999,999 |

Alternative Ratings Used

| | |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| N | Financial Strength is negative (Negative Net Worth) |
| O | Financial Strength is undisclosed; or Assigned to Companies that do not request credit in their normal activities (Banks, Brokerages, Insurance Co., Schools, Associations, Government, etc.); or Companies that is Unable To be located |
| BR | Local Branch |
| FB | Foreign Branch |
| NB | New Business: Less than 24 months |
| NQ | Out of Business: Business has ceased to trade or dormant |
| DS | Assigned to records that require investigation before a rating can be assigned |

FINANCIAL RATING GLOSSARY

| Name | Formula | Explanation |
|--------------------|--------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Current Ratio (x) | 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 |
| Solvency Ratio (%) | $((\text{Total Current} + \text{Deferred} + \text{Long Term Liabilities}) / \text{Tangible Net Worth}) \times 100$ | From this can be seen the extent to which the company is financed by creditors and debt rather than permanent finance. The higher the ratio the more likely it is that the debt (either short term or long term) will be a burden to the company. The effect is higher interest changes, lower profits and a squeeze on liquidity to the disadvantage of creditors. |

| | | |
|--------------------------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fixed Assets to Net Worth (%) | $(\text{Total Fixed Assets} / \text{Tangible Net Worth}) \times 100$ | <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> |
| Current Liabilities to Net Worth (%) | $(\text{Total Current Liabilities} / \text{Tangible Net Worth}) \times 100$ | <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> |
| Asset Turnover (%) | $(\text{Turnover} / \text{Total Assets (including intangibles)}) \times 100$ | <p>This ratio measures how efficiently 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> |
| Sales to net working capital (x) | Turnover / Net working capital | <p>This ratio indicates whether a company is over trading (having 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. 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> |

Explanation of PAYDEX

A score of 80 denotes that payments reported to D&B have generally been made within terms. Scores over 80 indicate that payments reported to D&B have been made earlier than terms. The chart below outlines the specific 0-100 score and what it means.

| D&B PAYDEX® | Payment Habit |
|-------------|-----------------------|
| 100 | Anticipate |
| 90 | Discount |
| 80 | Prompt |
| 70 | 15 days beyond terms |
| 60 | 22 days beyond terms |
| 50 | 30 days beyond terms |
| 40 | 60 days beyond terms |
| 30 | 90 days beyond terms |
| 20 | 120 days beyond terms |

| | |
|------|----------------------------|
| 0-19 | Over 120 days beyond terms |
| UN | Unavailable |

INTERPRETATION OF PAYMENT EXPERIENCE

| Terminology | Definition |
|---------------|-----------------------------------------------------------------------------------------------------------------|
| Date | The date of the paying record as of. |
| Paying Record | To indicate how promptness is the payment made. |
| High Credit | The highest outstanding amount in D&B Payment Database that is due to the same suppliers in the past 12 months. |
| Now Owes | The total outstanding amount due to a specific supplier as of the payment record date. |
| Past Due | The total outstanding payment not made as of the scheduled credit period and indicates slow payment. |
| Term | The credit term and days agreed by specific supplier. |
| Last Sale Day | The date at which the latest sales recorded. |

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