

VIETNAM SAMPLE REPORT JOINT STOCK COMPANY

ACTIVE BUSINESS

Trading Style: VIETNAM SAMPLE REPORT., JSC

Native Legal Name: CONG TY CO PHAN VIETNAM SAMPLE REPORT
Address: 151 Ter Nguyen Dinh Chieu Street Ward 6, District 3, Ho Chi Minh, Vietnam
Telephone(s): (+84) 28 38438883
D-U-N-S Number: 55-530-1741

IDENTIFICATION & SUMMARY

IDENTIFICATION

Tradestyle/Acronym: VSRC
Facsimile(s): (+84) 28 39312705
E-Mail: info@vrsc.com.vn

Tradestyle/Acronym: VIETNAM SAMPLE REPORT., JSC
Website: www.vrsc.com.vn

Registration No.:
 0302177966

Tax Identification Number(TIN):
 0302177966

SUMMARY

Type of Business: Joint stock co
Authorized Capital: VND 3,849,903,280,000.00
Employees: 4,000 Estimated (Total)

History: Clear
Issued Capital: VND 3,849,903,280,000.00
Principal: Mr Le Van A
 Chairman

Start: 2000
Paid-up Capital: VND 3,849,903,280,000.00

Registration Date: Dec 06, 2000
Line of Business: Engaged as holding companies

Control Date: 2018
SIC:
 6719-0000
 1522-0101
 1541-0000
 1611-0000
 1541-0000

CURRENCY

All monetary amounts quoted in this report are shown in Vietnamese Dong (VND), unless otherwise stated.



RISK EVALUATION

Risk Indicator	2
D&B Rating	5A2
Former Rating	5A2

FINANCIAL SUMMARY

Unit of Size	Millions
FYE	Dec 31, 2018
Revenue	460,624
Net Worth	1,833,264
Total Asset	8,806,710
Total Liabilities	5,598,281
Net Profit after Tax	165,946
Current Ratio	2.74
Quick Ratio	1.37
Profit Margin / Return on Sales	36.03%
Return on Assets	1.88%
Total Debt to Net Worth	305.37%

RISK ASSESSMENT

Risk Indicator



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

D&B Rating

Financial Strength	Risk Indicator
5A	2
Based on net worth	Good (Low Risk Expected)

Former Rating

Financial Strength	Risk Indicator
5A	2
Based on net worth	Good

The Dun & Bradstreet Rating of 5A2 indicates:

A Financial Strength of VND 437,432,000,000 and greater (Based on net worth) and a Risk Indicator which is Good (Low Risk Expected).

BANKS



Bank Name: HO CHI MINH CITY DEVELOPMENT JOINT STOCK COMMERCIAL BANK

Branch: Ho Chi Minh

Address: Ho Chi Minh
Vietnam

Bank Name: JOINT STOCK COMMERCIAL BANK FOR INVESTMENT AND DEVELOPMENT OF VIETNAM

Branch: Ho Chi Minh

Address: Ho Chi Minh
Vietnam

Bank Name: SOUTHEAST ASIA COMMERCIAL JOINT STOCK BANK

Branch: Ho Chi Minh

Address: Ho Chi Minh
Vietnam

Bank Name: STANDARD CHARTERED BANK (VIETNAM) LIMITED

Branch: Ho Chi Minh

Address: Ho Chi Minh
Vietnam

Bank Name: VIETNAM PUBLIC JOINT-STOCK COMMERCIAL BANK

Branch: Ho Chi Minh

Address: Ho Chi Minh
Vietnam

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

No independent confirmations were obtainable from banker(s).

CURRENT INVESTIGATION

INVESTIGATION INFORMATION

On Feb 26, 2019, Mr Tran Minh A, Chief Accountant, confirmed all information in this report.

Subject is listed in Ho Chi Minh Stock Exchange (HOSE) with Stock Code: VSR.

HISTORY

VIETNAM SAMPLE REPORT JOINT STOCK COMPANY started its operations in 2000 and was incorporated on Dec 06, 2000 as a Joint stock co.

Meanwhile, it's legally registered native name is CONG TY CO PHAN VIETNAM SAMPLE REPORT.

It was registered with the Ministry of Planning and Investment under the registration number 0302177966, Ho Chi Minh, Vietnam. Tax number is 0302177966.

Reportedly under present name since Mar 01, 2018.

A public listed company registered on May 21, 2012.

It is also trading under the ACRONYM(S) of VSRC.

REASON FOR CHANGES IN LEGAL STRUCTURE

Date: Mar 01, 2018

Former Legal Structure Details:	Change from Limited Liability Company to Joint Stock Company
Date first started:	Jun 10, 2010
Date:	Jun 10, 2010
Former Legal Structure Details:	Change from Government Enterprise to Limited Liability Company
Date first started:	2000
Date:	Jul 01, 2010
Former Legal Structure Details:	Change of Registration Number
Previous Registration #:	4104xxxxxx
Registration # changed to:	PRESENT NO.

CHANGES IN LEGAL NAME

The following changes were confirmed by the local registry office.

Previous Name:	VIETNAM SAMPLE DEVELOPMENT INVESTMENT COMPANY LIMITED
Change to:	Present Name
Date of Change:	Mar 01, 2018

CAPITAL

Authorized Capital:	VND 3,849,903,280,000.00
Issued Capital:	VND 3,849,903,280,000.00
Paid-up Capital:	VND 3,849,903,280,000.00 as of Feb 26, 2019
Ordinary Shares:	VND 3,849,903,280,000.00 at par value 10,000.00

CHANGES IN CAPITAL

The following changes were confirmed by the local registry office.

Date of Change:	Dec 08, 2018
Capital Type:	Authorized Capital
Nature of Change:	increased
From:	VND 3,000,000,000,000.00
To:	VND 3,849,903,280,000.00
Date of Change:	Mar 01, 2018
Capital Type:	Authorized Capital
Nature of Change:	increased
From:	VND 1,602,219,000,000.00
To:	VND 3,000,000,000,000.00

STOCK EXCHANGE

Date Listed: May 21, 2012

LINKAGE

AFFILIATES

Total number of Affiliates: 14 approximately

Name:	SAMPLE INFRASTRUCTURE DEVELOPMENT INVESTMENT JOINT STOCK COMPANY
Location:	Km 1906+700, Living Quarter 5 Quoc lo 1A, Ward Binh Hung Hoa B, Binh Tan District Vietnam
Name:	SAMPLE EXPRESSWAY DEVELOPMENT JOINT - STOCK COMPANY
Location:	Km 11, National Highway 51, Tam Phuoc Ward, Vietnam
Name:	SAMPLE INVESTMENT JOINT STOCK COMPANY
Location:	168T, National Highway 1, Tan Cang Hamlet, Phuoc Tan Ward, Bien Hoa Vietnam
Name:	SAMPLE URBAN AND INDUSTRIAL ZONE DEVELOPMENT INVESTMENT JOINT STOCK COMPANY
Location:	Floor 13 Building Hon hop HH3 Urban Area My Dinh,Me Tri Ward,, Tu Liem District Vietnam
Name:	SAMPLE REAL ESTATE JOINT STOCK COMPANY
Location:	201, Street Minh Khai,Minh Khai Ward, Hai Ba Trung District Vietnam
Name:	SAMPLE DONG NAI MATERIAL PRODUCING AND TRADING JOINT- STOCK COMPANY
Location:	Transaction Office: Floor 1,168, Quarter 11, An Binh Ward, Bien Hoa Vietnam
Name:	SAMPLE URBAN CONSTRUCTION AND INVESTMENT JOINT STOCK COMPANY
Location:	House A5, lang quoc te Thang Long, Street Tran Dang Ninh, Dich Vong Ward, Cau Giay District Vietnam
Name:	SAMPLE HYDROPOWER JOINT-STOCK COMPANY
Location:	Lao Mung Village, Phuoc Xuan Ward,, Phuoc Son District Vietnam
Name:	SAMPLE VIETNAM HUMAN RESOURCES TRAINING AND DEVELOPMENT JOINT STOCK COMPANY
Location:	26,Nguyen Thai Hoc Street,Doi Cung Ward, Vinh Vietnam
Name:	SAMPLE ULTRA CLEAR FLOAT GLASS CO., LTD
Location:	Lot B2, Street D3 Phu My II extended Industrial Zone,, Tan Phuoc Ward,, Tan Thanh District Vietnam
Name:	SAMPLE MACHINERY ERECTION CONSTRUCTION INVESTMENT JOINT - STOCK COMPANY
Location:	Nhon Trach I Industrial Zone, Hiep Phuoc Ward,, Nhon Trach District, Vietnam

Affiliate holds shares in Subject: 24.32%,

Name: **SAMPLE COAST ROAD INVESTMENT JOINT STOCK COMPANY**

Location: Km 7 Pham Van Dong, Hoa Nghia Ward, Duong Kinh District
Vietnam

Affiliate holds shares in Subject: 11.74%,

SUBSIDIARIES

Total number of Subsidiaries: 9 approximately

Name: **SAMPLE HYDROPOWER JOINT STOCK COMPANY**

Location: Village 7, Long Binh Ward,, Bu Gia Map District
Vietnam

% of Shares Owned: Subject holds 51% of shares in Subsidiary

Name: **SAMPLE URBAN AND INDUSTRIAL ZONE DEVELOPMENT COMPANY LIMITED**

Location: Ton Duc Thang Street, Nhon Trach 1 Industrial Zone, Phuoc Thien Ward
Vietnam

% of Shares Owned: Subject holds 100% of shares in Subsidiary

Name: **SAMPLE CONSTRUCTION COMPANY LIMITED**

Location: 48, An Hoa Ward,,
Vietnam

% of Shares Owned: Subject holds 100% of shares in Subsidiary

Name: **SAMPLE MATERIAL DEVELOPMENT AND CONSTRUCTION INVESTMENT JOINT STOCK COMPANY**

Location: Nhon Trach 1 Industrial Zone, Phuoc Thien Ward,, Nhon Trach District
Vietnam

% of Shares Owned: Subject holds 81.94% of shares in Subsidiary

Name: **SAMPLE INVESTMENT CONSTRUCTION OIL AND NATURAL GAS JOINT STOCK COMPANY**

Location: 326 Nguyen An Ninh, Ward 7, Vung Tau,
Vietnam

% of Shares Owned: Subject holds 51% of shares in Subsidiary

Name: **SAMPLE NO.10 INVESTMENT CONSTRUCTION JOINT STOCK COMPANY**

Location: 43A, Street 3/2, Xuan Khanh Ward, Ninh Kieu District
Vietnam

% of Shares Owned: Subject holds 96.83% of shares in Subsidiary

Name: **SAMPLE INVESTMENT CONSULTANCY JOINT STOCK COMPANY**

Location: 100, Street D2, Ward 25, Binh Thanh District
Vietnam

% of Shares Owned: Subject holds 60.40% of shares in Subsidiary

Name: **SAMPLE-LONGAN INVESTMENT CONSTRUCTION JOINT STOCK COMPANY**

Location: Street 01, Center Residential Area Ward 6, Ward 6,
Vietnam

% of Shares Owned: Subject holds 51% of shares in Subsidiary

Name: **SAMPLE URBAN AND HOUSE DEVELOPMENT INVESTMENT JOINT-STOCK COMPANY**

Location: Nhon Trach 1 Industrial Zone,, Hiep Phuoc Ward, Nhon Trach District
Vietnam

% of Shares Owned: Subject holds 51% of shares in Subsidiary

BRANCHES

Subject maintains 3 branch(es) country wide.

Address: Floor 3 IDICO-URBIZ building, Nhon Trach 1 Industrial Zone, Hiep Phuoc Ward, Nhon Trach District
Dong Nai,
Vietnam

Operates as: EASTERN BRANCH OF VIETNAM SAMPLE REPORT.,JSC

Location Type: Operations office

Other Details: Tax code: 0302177966-009

Address: Floor 13, Sudico Building, Me Tri Street, My Dinh 1 Ward, Nam Tu Liem District
Hanoi Vietnam

Operates as: HA NOI BRANCH OF VIETNAM SAMPLE REPORT.,JSC

Location Type: Operations office

Other Details: Tax code: 0302177966-008

Address: 133 Pham Van Dong, Kham Duc Town, Phuoc Son District
Quang Nam Vietnam

Operates as: SAMPLE HYDROPOWER PLANT

Location Type: Factory/Warehouse

Other Details: Tax code: 0302177966-010

PRINCIPALS



CORPORATE DIRECTORS

Name: **Mr Le Van A**

Nationality: Vietnam

Address: Vietnam

Name: **Mr Tran Van B**

Nationality: Vietnam

Address: Vietnam

Name: **Mr Duong Van C**

Nationality: Vietnam

Address: Vietnam

Name: **Mr Nguyen Van D**

Nationality: Vietnam

Address: Vietnam

EXECUTIVES

Name:	Mr Le Van A
Year of Birth:	1967
Current Title:	Chairman
Other Current Title:	General Director
Appointed to Present Position:	2013
Active in daily operations:	No
Education:	Graduated from university Doctorate

Name:	Mr Tran Van B
Year of Birth:	1957
Current Title:	Vice General Director
Related Experience Since:	1982
Active in daily operations:	Yes
Education:	Graduated from university Masters Industrial Engineering
Employment History:	[2004 - 2006] Director - ABC GROUP, Vietnam [1998 - 2004] Director - ABC CORPORATION, Vietnam

Name:	Mr Duong Van C
Year of Birth:	1969
Current Title:	Vice General Director
Related Experience Since:	1994
Active in daily operations:	Yes
Education:	Graduated from university Masters Business Administration
Employment History:	[2007 - 2009] Director - ABC VIETNAM GAS JOINT STOCK CORPORATION, Vietnam [2006 - 2007] Director - ABC GAS DISTRIBUTION JOINT STOCK COMPANY, Vietnam

Name:	Mr Nguyen Van D
Year of Birth:	1963
Current Title:	Vice General Director
Active in daily operations:	Yes
Education:	Graduated from university Masters Business Administration
Education:	Graduated from university Bachelor Economics
Employment History:	[2008 - 2009] Deputy General Director - ABC INSURANCE JOINT STOCK CORPORATION, Vietnam [2006 - 2008] Managing Director - ABC COMPANY, Vietnam

Name:	Mr Ho Ngoc A
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Year of Birth:	1959
Current Title:	Manager Sales
Active in daily operations:	Yes
Education:	Graduated from university Masters Business Administration
Education:	Graduated from university Bachelor Economics
<hr/>	
Name:	Mr Nguyen Ngoc B
Year of Birth:	1968
Current Title:	Manager Administration
Active in daily operations:	Yes
Education:	Graduated from university Masters Business Administration
Education:	Graduated from university Bachelor Mechanical Engineering
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Name:	Ms Tran Minh A
Year of Birth:	1960
Current Title:	Chief Accountant
Active in daily operations:	Yes
Education:	Graduated from university Bachelor Accounting

OPERATIONS

LINE OF BUSINESS

- Engaged as holding companies (6719-0000)
- General Contractors - apartment building construction (1522-0101)
- General Contractors - industrial buildings and warehouses (1541-0000)
- General Contractors - highway and street construction (1611-0000)
- General Contractors - industrial buildings and warehouses (1541-0000)
- General Contractors - nonresidential construction (1542-0000)
- Engaged as real estate agents and managers (6531-0000)
- Engaged as real estate managers (6531-0200)
- Engaged in distribution, electric power (4911-9901)

PRODUCTS / SERVICES

- Invest in Industrial Zones
- Invest in Residential Area
- Invest in Transport, Hydropower plant, Infrastructure
- Resort, Hotel and Building Construction
- Industrial Zones Investing, Managing and Operating
- Construction Works
- Housing Real Estate Trading
- Construction Materials
- Electric Distribution Service

PURCHASES

Purchasing Territory

Local: 100%

Purchasing Terms

Local Purchase Terms: bank transfer
Cash on Delivery

SALES

Sales Territory

Local: 100%

Selling Terms

Local Sales Terms: Cash on Delivery
bank transfer

CUSTOMERS

Major Customers

- SAMPLE BUILDER JOINT STOCK COMPANY
Vietnam
- SAMPL URBAN AND HOUSE DEVELOPMENT INVESTMENT JOINT-STOCK COM
Vietnam
- SAMPLE MANUFACTURING CO.,LTD
Vietnam
- General Public
- Government Body(ies)
- Transportation Industry
- Manufacturer(s)
- Corporate Account(s)
- Related Company(ies)

SUPPLIERS

- VIETNAM SAMPLE CONSTRUCTION JOINT STOCK CORPORATION
Lot HH2, Me Tri Ha Urban Area,, Hanoi
Vietnam
- VIETNAM SAMPLE CONSULTANCY JOINT STOCK COMPANY
673 Nguyen Huu Tho Street, Nha Be District,, Ho Chi Minh
Vietnam

- VIETNAM SAMPLE SERVICES CORPORATION
1 - 5 Le Duan Street, Ben Nghe Ward, District 1,, Ho Chi Minh
Vietnam

EMPLOYEES

Employee(s) - Current

Total Employees: 4,000 Estimated as at Feb 26, 2019

Total includes managers and active directors

Total Employees include:

- Full-Time Employees
 - Production Workers
-

Employee(s) - Previous

Year: 2018

Total Employees: 3,800 Estimated

Total includes managers and active directors

Previous year's employees including:

- Full-Time Employees
- Production Workers

Year: 2017

Total Employees: 3,550 Estimated

Total includes managers and active directors

Previous year's employees including:

- Full-Time Employees
- Production Workers

Year: 2015

Total Employees: 3,550 Estimated

Total includes managers and active directors

Previous year's employees including:

- Full-Time Employees
- Production Workers

Year: 2014

Total Employees: 3,500 Estimated

Total includes managers and active directors

Previous year's employees including:

- Full-Time Employees
- Production Workers

Year: 2013

Total Employees: 3,500 Estimated

Total includes managers and active directors

Previous year's employees including:

- Full-Time Employees
- Production Workers

Year: 2012

Total Employees: 3,500 Estimated

Total includes managers and active directors

Previous year's employees including:

- Full-Time Employees
- Production Workers

ISO CERTIFICATE/ AWARDS/ OTHER CERTIFICATES

ISO Certification

Subject was awarded: ISO 9001:2015 on Aug 06, 2017
ISO 14001:2015 on Aug 06, 2017

INSURANCE

Company: VIETNAM SAMPLE INSURANCE JOINT STOCK CORPORATION

Address: 168 Tran Thai Tong Street,, Hanoi, Vietnam

Insurance Coverage Taken On Assets: Professional liability

PROJECTS

WORK IN PROGRESS

Targeted Completion: 2020

Project Nature: An Hoa Residential area and 21 Floors apartment construction works

Location: An Hoa Ward, Long Thanh District, Vietnam

LOCATION

CURRENT LOCATION

Type of Occupation: Owned

Location: Residential/commercial area

Building Frame: cement block

Building's Exterior: brick

Premises used as: Administrative office
Operations office
Sales office

FINANCIAL INFORMATION

COMPARATIVES

Particulars	Fiscal Consolidated Dec 31, 2017 Millions VND	Fiscal Consolidated Dec 31, 2018 Millions VND	Fiscal Consolidated Dec 31, 2018 Millions VND
Current Assets	12,763,371	10,799,698	1,806,439
Current Liabilities	13,427,903	12,637,508	659,198
Working Capital	-664,532	-1,837,810	1,147,241
Other Tangible Assets	8,380,072	10,142,307	5,625,106
Non-Current Liabilities	2,840,750	3,465,689	4,939,083
Tangible Net-Worth	4,874,790	4,838,808	1,833,264
Revenue	26,149,045	34,441,430	460,624
Profit (Loss) After Tax	1,331,650	409,166	165,946
Inventory	8,871,079	6,606,994	1,859
Cash & Bank	292,371	492,080	502,825
Accounts Receivable	1,827,515	2,118,733	399,828
Fixed Assets	7,810,357	9,324,597	3,542,573
Accounts Payable	3,482,819	1,066,622	54,946
Intangibles	295,013	312,817	1,375,165

BALANCE SHEET

Assets	Fiscal Consolidated Dec 31, 2018 Millions VND
Cash & Bank	502,825
Inventory	1,859
Accounts Receivable	399,828
Investments	859,000
Other Current Assets	42,927
Total Current Assets	1,806,439
Property, Plant & Equipment	1,709,661
Assets in Construction	1,832,912
Total Fixed Assets	3,542,573
Investments	1,830,278
Investment Properties	0
Total Investments	1,830,278
Other Assets	227,255
NonCurrent Accounts Receivable	25,000
Total Other Assets	252,255
Intangibles	1,375,165
Goodwill	0
Total Intangibles	1,375,165
TOTAL ASSETS	8,806,710

Liabilities	Fiscal Consolidated Dec 31, 2018 Millions VND
Accounts Payable	54,946
Loans Secured	177,764
Other Current Liabilities	411,215
Taxes Payables	2,976
Wages Payables	12,297
Total Current Liabilities	659,198
Creditors & Borrowings	1,131,985
Other Non-Current Liabilities	3,807,098
Total Non-Current Liabilities	4,939,083
TOTAL LIABILITIES	5,598,281
Capital	3,000,000
Reserves	0
Retained Earnings (Loss)	165,946
Minority Interests	0
Other Equity	42,483
Other Sources and Funds	0
TOTAL EQUITY	3,208,429
TOTAL LIABILITIES & EQUITY	8,806,710

PROFIT & LOSS

Particulars	Fiscal Consolidated Dec 31, 2017 12 Month(s) Millions VND	Fiscal Consolidated Dec 31, 2018 12 Month(s) Millions VND	Fiscal Consolidated Dec 31, 2018 12 Month(s) Millions VND
Revenue	26,149,045	34,441,430	460,624
Less: Cost of Sales	-21,730,791	-30,464,290	-307,434
Gross Profit (Loss)	4,418,254	3,977,140	153,190
General Operating Expenses	-2,313,997	-2,711,622	-37,170
Net Operating Profit (Loss) Before Taxation	2,104,257	1,265,518	116,020
Other Non-Operating Income	53,913	180,013	197,690
Total Financial Expenses	-589,177	-970,733	-147,042
Plus (Minus) Extraordinary Items	73,647	54,387	3,424
Net Profit (Loss) Before Taxation	1,642,640	529,185	170,092
Income Tax	-310,990	-120,019	-4,147
Net Profit(Loss) after Tax	1,331,650	409,166	165,946
Net Profit (Loss) After Taxation & Extraordinary Items	1,331,650	409,166	165,946

RATIOS

Particulars	Dec 31, 2017	Dec 31, 2018	Dec 31, 2018
GROWTH TREND			
Sales Growth (%)		46.14	31.71
Net Profit Growth (%)		-11.47	-69.27
PROFITABILITY RATIOS			
Profit Margin (%)	5.09	1.19	36.03
Return on Assets (%)	6.21	1.93	1.88
Return on Net Worth (%)	27.32	8.46	9.05
LIQUIDITY RATIOS			
Current Ratio	0.95	0.85	2.74
Quick Ratio	0.16	0.21	1.37
EFFICIENCY RATIOS			
Collection Period (days)	25	22	312
Asset to Sales (%)	81.99	61.71	1,911.91
Sales to Inventory (times)	3	5	248
Fixed Assets to Net Worth (%)	160.22	192.70	193.24
INDEBTEDNESS RATIOS			
Short Term Debt to Net Worth (%)	275.46	261.17	35.96
Short Term Debt to Inventory (%)	151.37	191.27	35,460.75
Total Debt to Net Worth (%)	333.73	332.79	305.37

NEWS**Nov 30, 2017****Saigon Times**

Vietnam Sample Report Joint Stock Company has unveiled a plan to invest in gas projects overseas in 2020 to ensure that Vietnam could get 5-10 billion cubic meters of gas a year from 2025 to meet domestic demand. The overseas gas projects are part of a development plan of SAMPLE REPORT JSC until 2025 with a vision toward 2035. Source: <http://english.thesaigontimes.vn/44483/Vietnam-Sample-Report-to-invest-in-gas-projects-overseas.html>

APPENDICES**CUSTOMER SERVICE**

Should you require any further information or have any questions, please contact your local Customer Service Center. **Vietnamese** subscribers please contact:

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Tel: (+84-28) 3911 7288

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Email: csvietnam@crif.com

Website: www.dnbvietnam.com

Inquiries should **always** contain the below minimum details:

- Full Company Name
- Full Headquarters Address
- Telephone Number
- Business Identification Number
- Contact Name
- Reference
- Order Date

D&B RATING GLOSSARY

The following ratings are available for businesses in Vietnam:

D&B Rating - The D&B® Rating in Vietnam consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth of a current balance sheet or Paid-Up Capital. **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. The table below contains the values for the D&B Rating in Vietnam.

Financial Strength Indicator

Financial Strength Indicator		Range Figures in Vietnamese Dong	
Net Worth	Capital	From	To
5A	5AA	437,432,000,000	and greater
4A	4AA	87,486,000,000	437,431,999,999
3A	3AA	13,123,000,000	87,485,999,999
2A	2AA	6,561,000,000	13,122,999,999
1A	1AA	3,281,000,000	6,560,999,999
A	AA	1,645,000,000	3,280,999,999
B	BB	822,000,000	1,644,999,999
C	CC	411,000,000	821,999,999
D	DD	210,000,000	410,999,999
E	EE	105,000,000	209,999,999
F	FF	53,000,000	104,999,999
G	GG	26,000,000	52,999,999
H	HH	0	25,999,999

Alternate Ratings Used

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

Risk Indicator

Risk Indicator	Condition	Credit Risk	Interpretation
1	Strong	Minimal risk	Proceed with transaction - offer extended terms if required
2	Good	Low Risk	Proceed with transaction
3	Fair	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Limited	Significant level of risk	Review each case before extending credit and obtain more information. Take suitable assurances before extending credit, guarantees may be needed
-	Undetermined	Undetermined Risk	Insufficient information to assign a Rating

CONFIDENTIALITY

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