

D&B Report



SAMPLE COMPANY LIMITED

Delivery Date: Dec 31, 2019

Subscriber No: 735222222
Ticket Key: 201912315007640013
Reference: Sample

IDENTIFICATION & SUMMARY

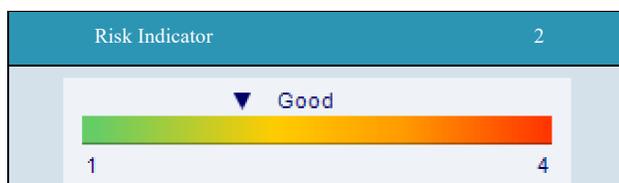
Identification

D-U-N-S Number:	66-099-7763
Acronym:	SCL
Registration No.:	010554409XXXX
Address:	9th Floor, Unit 903/1, Sermmitr Tower 159 Sukhumvit 21 Road (Soi Asoke) Klong Toei Nua WATTANA 10110 Bangkok Thailand
Telephone(s):	(+66) 2 6617250
Facsimile(s):	(+66) 2 6617253
E-Mail:	sample@sample.co.th
Website:	www.sample.co.th

Summary

Type of Business:	Private limited co
History:	Clear
Start:	2000
Control:	2000
Paid-up Capital:	THB100,000,000.00
Line of Business:	Manufactures printed circuit boards
SIC:	3672-0000 2631-9902
Imports:	Yes
Exports:	Yes
Employees:	50 Estimated (Here) 150 Estimated (Total)
Principal:	Mr Kyuko Momoji President

Risk Assessment



RISK SUMMARY

Risk Evaluation	
Risk Indicator	2
D&B Rating	3A2
Former Rating	3A3
Financial Summary	
Unit of Size	Thousands
FYE	Dec 31, 2018
Revenue	1,517,020
Net Worth	215,297
Total Asset	1,144,873
Total Liabilities	922,979
Net Profit after Tax	611,083
Financial Ratios	
Current Ratio	0.68
Quick Ratio	0.31
Profit Margin / Return on Sales	40.28%
Return on Assets	53.38%
Total Debt to Net Worth	428.70%

Currency

All monetary amounts quoted in this report are shown in Thai Baht (THB), unless otherwise stated.

D&B Rating	3A2	
Financial Strength	3A	<i>Based on net worth</i>
Risk Indicator	2	<i>Good (Low Risk Expected)</i>

The Dun & Bradstreet Rating of 3A2 indicates:

A Financial Strength of Thailand Baht 37,920,000 - 252,799,999 (Based on net worth) and a Risk Indicator which is Good (Low Risk Expected).

TRADE PAYMENTS

D&B Paydex: UN

When weighted by value, payments to suppliers average based on payments collected over the last 24 months.

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

PUBLIC RECORD INFORMATION

Litigation

There is no legal suit filed against the company or any of its directors.

BANKS

Bank Name: BANGKOK BANK PUBLIC COMPANY LIMITED
 Branch: Sanampao
 Address: Thailand

Bank Name: BANK OF TOKYO-MITSUBISHI UFJ, LTD.
 Branch: Sathorn
 Address: Thailand

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

CURRENT INVESTIGATION

Investigation Information

On Oct 30, 2019, Mr Kyuko Momoji, President, confirmed all information in this report.

HISTORY

SAMPLE COMPANY LIMITED started its operations in 2000 and was incorporated on Sep 25, 2000 as a Private limited co.

It was registered with the Ministry of Commerce (MOC) under the registration number of 010554409XXXX, Bangkok, Thailand.

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

It manufactures printed circuit boards. An establishment of about 19 year(s), it has been in this line of business since the commencement of its business operations. Mr Kyuko Momoji, President, currently heads the company.

Reason for Changes in Legal Structure

Date:	Jan 01, 2006
Change:	Reconstitution under local laws
Previous Registration #:	KTH06-0217-44
Registration # changed to:	PRESENT NO.

Changes in Legal Name

Previous Name:	SAMPLE PRODUCT COMPANY LIMITED
Change to:	Present Name
Date of Change:	Feb 27, 2005

Capital

Authorized Capital:	THB100,000,000.00
Issued Capital:	THB100,000,000.00
Paid-up Capital:	THB100,000,000.00
Ordinary Shares:	THB100,000,000.00 at par value 1,000.00

Shareholders and Shareholdings

The following details represent the Full Shareholders List.

ORDINARY SHARES

Name	Country	Shares Held	% of Shareholders
SAMPLE J COMPANY LIMITED	Japan	60,000	60.000
SAMPLE GROUP COMPANY LIMITED	Thailand	30,000	30.000
SAMPLE HOLDING COMPANY LIMITED	Thailand	10,000	10.000

Total of Shareholders:	3
Shareholder as at:	Apr 30, 2019
Shareholding at:	THB100,000,000
This information provided by:	search at local registry office

Changes in Capital

The following changes were confirmed by the local registry office.

Date of Change:	May 02, 2003
Capital Type:	Authorized Capital
Nature of Change:	increased
From:	THB5,000,000.00
To:	THB40,000,000.00

Date of Change:	Jul 28, 2007
Capital Type:	Authorized Capital
Nature of Change:	decreased
From:	THB40,000,000.00
To:	THB2,000,000.00

Date of Change:	Jun 27, 2008
Capital Type:	Authorized Capital
Nature of Change:	increased
From:	THB2,000,000.00
To:	THB100,000,000.00

Stock Exchange

Authorised Signatories

Mr. Kyuko Momoji or Mr. Shinichi Takahashi) may sign on behalf of subject with seal affixed.

LINKAGE

Ultimate Parent

Name:	SAMPLE GROUP INC.
DUNS:	123456789
Location:	United States

Parent

Name:	SAMPLE J COMPANY LIMITED
DUNS:	111111111
Location:	Japan
Holds Shares in Subject:	60%

Affiliates

Total number of Affiliates: 3

Name:	SAMPLE GROUP COMPANY LIMITED
DUNS:	659662068
Location:	Thailand
Affiliate holds shares in Subject:	30%

Name:	SAMPLE HOLDING COMPANY LIMITED
DUNS:	660694618

Location: Thailand
 Affiliate holds shares in Subject: 10%

Name: NEW COMPANY LIMITED
 DUNS: 671866013
 Location: Thailand
 Subject holds shares in affiliate: 25%

Subsidiaries

Total number of Subsidiaries:5.

Name: ABC MERCHANDISING COMPANY LIMITED
 DUNS: 660735193
 Location: Thailand
 % of Shares Owned: Subject holds 100% of shares in Subsidiary

Name: CCC TRAINING CENTER COMPANY LIMITED
 Location: Thailand
 % of Shares Owned: Subject holds 100% of shares in Subsidiary

Name: KKK FOOD COMPANY LIMITED
 Location: Thailand
 % of Shares Owned: Subject holds 100% of shares in Subsidiary

Name: AAA IT CENTER COMPANY LIMITED
 DUNS: 671550775
 Location: Thailand
 % of Shares Owned: Subject holds 100% of shares in Subsidiary

Name: SAMPLE PLASTICS COMPANY LIMITED
 DUNS: 659664890
 Location: Thailand
 % of Shares Owned: Subject holds 51% of shares in Subsidiary

Branches

Subject maintains 4 branch(es) locally.

The principal branch location(s) are as follows:

Address: 333, 333/1-2 Sri-Dechudom Road, Tha-Yiam, Chokchai, Nakhornrachasima 30190 Thailand

Location Type: Plant/Factory

Other Details: Tel: (66) (44) (202333) Fax: (66) (44) (2024444)

D-U-N-S: 672045011
 Address: 79 Moo 10, Tah-Born, Ranot, Songkhla 90140 Thailand

D-U-N-S: 672045120
 Address: 200 Moo 1, Klongpoon, Klang, Rayong 21170 Thailand
 Location Type: Plant/Factory

Other Details: Tel: (66) (38) (669200-1) Fax: (66) (38) (669206)

D-U-N-S: 672045121
 Address: 82/12-14 Moo 4, Bangtorad, Muang,
 Samut Sakon 74000 Thailand
 Location Type: Plant/Factory
 Other Details: Tel: (66) (2) (6382213) (6258203) Fax: (66) (2) (6310850)

Group

Subject is a member of SAMPLE GROUP.

PRINCIPALS

Corporate Directors

Name: Mr Kyuko Momoji
 ID No identity number: 11007XX
 Nationality: Japan

Name: Mr Hiroyuki Kashiwagi
 ID No passport number: 12345
 Nationality: Japan
 Address: 12345, Bangkok, Thailand

Name: Mr Toshimisu Kisugi
 Nationality: Japan

Name: Mr Shinichi Takahashi
 Nationality: Japan

Executives

Name: Mr Kyuko Momoji
 Year of Birth: 1965 Estimated
 Current Title: President
 Other Current Title: Human Resources Manager
 Appointed to Present Position: 2000
 Started with Subject: 2000
 Related Experience Since: 1985
 Founder of Subject: Yes
 Active in daily operations: Yes
 Email Address: momoji.k@sample.co.th
 Education: Graduated from university in 1985
 Masters Fashion Design
 Name of Institute: SAMPLE UNIVERSITY, England
 Other Directorships: 662456789, ABC STAR (THAILAND) LIMITED, Thailand as Director
 Employment History: [1985 - 1995] Managing Director - SAMPLE COMPANY LIMITED,
 Thailand
 [1995 - 2000] Chief Executive Officer - SAMPLE TWO COMPANY LIMITED,
 Thailand

Name: Mr Hiroyuki Kashiwagi
 Year of Birth: 1960 Estimated
 Current Title: Managing Director

Other Current Title: Marketing Manager
 Appointed to Present Position: 2001
 Started with Subject: 2001
 Related Experience Since: 2002
 Active in daily operations: Yes
 Education: Graduated from university in 1980
 Bachelor Business Administration
 Name of Institute: University of Tokyo, Japan

Name: Mr Toshimisu Kisugi
 Current Title: General Manager
 Related Experience Since: 2003
 Active in daily operations: Yes

Name: Mr Shinichi Takahashi
 Current Title: Director
 Active in daily operations: Yes

OPERATIONS

Line of Business

- Manufactures printed circuit boards (3672-0000)
- Manufactures chip board (2631-9902)

Capacity and Production Output

Actual Output: 85000 Units per day
 Production Capacity: 100000 Units per day

Brand Names

Subject Brand Names are: A&A
 B&B
 C&C

Purchases

Purchasing Territory

Local: 20%
 International: 80%
 Imports from: Japan
 Malaysia
 Asia

Purchasing Terms

Local purchase terms: Cash on Delivery
 Open Account 30 to 60 days
 bank transfer
 Import Terms: Letter of Credit
 bank transfer

Sales

Sales Territory

Local: 80%
 International: 20%
 Export to Hong Kong
 Singapore

Selling Terms

Local Sales Terms: Open Account 30 days
 Cash on Delivery
 Contract

Export Terms: bank transfer
 Letter of Credit

Customers

Major Customers

- Manufacturer(s)
- Automotive Industry
- AKK SAMPLE COMPANY LIMITED
 Thailand

Suppliers

- 888888888
 ABC CORPORATION
 Philippines

Employees

Employee(s) - Current

Employees (here): 50 Estimated
 Total Employees: 150 Estimated
 Total includes managers and active directors

Employee(s) - Previous

Year: 2018
 Total Employees: 100 Estimated
 Total includes managers and active directors

Year: 2014
 Total Employees: 120 Estimated
 Total includes managers and active directors

ISO Certificate / Tax Incentives

ISO Certification

Subject was awarded: ISO 9001:215
 ISO 14001:2015
 ISO 16949

Insurance

Company: SAMPLE INSURANCE COMPANY LIMITED
 Address: 999 Sample Tower, Sample Road,, Yanawa,

Insurance Coverage Taken On Assets:	Building Blanket coverage Business interruptions (Natural disasters)
Insured Amount:	THB 5,000,000

LOCATION

Current Location

Type of Occupation:	Owned
Location:	Residential/commercial area
Premises used as:	Operations office Plant/Factory

Subject expects to move in the future.

Subject expects to move on Aug 01, 2017

Future moving address :	20th Floor SVOA Building,, 101/111 Rama III Road,, Bang Phongphang, Yan Nawa,, 10120 Bangkok, Thailand
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Registered Address

9th Floor, Unit 903/1, Sermmitr Tower, 159 Sukhumvit 21 Road (Soi Asoke)

Klong Toei Nua

WATTANA

10110 Bangkok Thailand

Former Mailing Address

128 Moo 1, Bangkhlo, Yannawa

10120 Bangkok, Thailand

Date Changed: May 18, 2016

FINANCIAL INFORMATION

Comparatives

Particulars	Fiscal Dec 31, 2016 Thousands THB	Fiscal Dec 31, 2017 Thousands THB	Fiscal Dec 31, 2018 Thousands THB
Current Assets	263,545	366,835	148,771
Current Liabilities	164,268	292,501	217,244
Working Capital	99,277	74,334	-68,473
Other Tangible Assets	854,247	856,236	989,505
Non-Current Liabilities	754,038	721,250	705,735
Tangible Net-Worth	199,486	209,320	215,297
Revenue	2,245,559	1,181,607	1,517,020
Profit (Loss) After Tax	82,508	10,366	611,083
Inventory	48,252	10,827	5,766
Cash & Bank	10,296	5,067	4,376
Accounts Receivable	90,125	129,473	61,979
Fixed Assets	851,747	811,711	976,687
Accounts Payable	116,965	51,602	19,275
Intangibles	958	1,490	6,597

Balance Sheet

Assets	Fiscal Dec 31, 2018 Thousands THB
Cash & Bank	4,376
Marketable Securities	9,000
Inventory	5,766
Raw Materials	1,000
Work in Progress	1,000
Deposit-Short Term	1,000
Accounts Receivable	61,979
Notes Receivable	1,000
Provision for Bad Debts	1,000
Other Receivables	1,000
Prepayments	12,268
Due from Parent	1,000
Inter-company Loans	35,550
Due from Directors / Shareholders	1,000
Loans & Advances	1,000
Investments	16
Deferred Taxation	1,000
Tax Refund	1,000
Other Current Assets	8,816
Total Current Assets	148,771
Property, Plant & Equipment	76,687
Land & Building	100,000
Leasehold Improvements	100,000
Plant & Equipment	100,000
Transportation Vehicles	100,000
Furniture Fixtures & Fitting	100,000
Office Equipment	100,000
Assets in Construction	50,000
Land Rights	50,000
Asset Revaluation	50,000
Less Acc. Depreciation	50,000
Other Fixed Assets	50,000
Fixtures and Equipment	50,000
Total Fixed Assets	976,687
Investment in Subsidiary	500
Investment in Affiliates	500
Investments	500
Shares (Listed)	500
Shares (Unlisted)	500
Shares	500
Investment Properties	500
Other Investments	500
Total Investments	4,000
Notes Receivable	1,000
Due from Parent	1,000
Inter-company Loans	1,000
Due from Directors / Shareholders	1,000
Deferred Expenditure	1,000
Long-Term Deposits	1,000
Long Term Loans	1,000

Development Properties	1,000
Other Assets	818
Total Other Assets	8,818
Intangibles	597
Goodwill	1,000
Trademark /Copyright / Patent	1,000
Deferred Expenditure	1,000
Exploration Cost	1,000
Pre-operative Expenses	1,000
Other Intangibles	1,000
Total Intangibles	6,597
TOTAL ASSETS	1,144,873
Liabilities	Fiscal Dec 31, 2018 Thousands THB
Accounts Payable	19,275
Notes Payable	10,000
Bank Overdraft	10,000
Loans Hire Purchase	10,000
Loans Secured	10,000
Loans Unsecured	10,000
Bank Loans	84,021
Creditors & Borrowings	10,000
Current Portion of Long Term Debt	11,909
Debentures & Bonds	10,000
Due to Customers	1,000
Other Payables / Accruals	1,000
Provision Income Tax	1,000
Provision Dividends	1,000
Provisions	1,000
Due to Parent	1,000
Inter-company Loans	1,000
Due to Directors / Shareholders	3,000
Lease Liabilities	1,000
Deferred Taxation	1,000
Deferred Income	11,812
Provident & Pensions	1,000
Other Current Liabilities	7,227
Total Current Liabilities	217,244
Creditors & Borrowings	100,000
Mortgages	100,000
Bank Loans	100,000
Provisions	100,000
Provident & Pensions	2,735
Notes Payable	100,000
Due to Parent	100,000
Inter-company Loans	1,650
Due to Directors / Shareholders	1,350
Lease Liabilities	100,000
Total Non-Current Liabilities	705,735
TOTAL LIABILITIES	922,979
Capital	100,000
Capital Reserves	10,000
General Reserves	10,000
Legal Reserves	10,000

Reserves	10,000
Share Premium	10,000
Revaluation Surplus (Deficit)	10,000
Surplus (Deficit)	10,000
Foreign Exchange Adjustments	10,000
Retained Earnings (Loss)	21,894
Minority Interests	10,000
Other Equity	10,000
TOTAL EQUITY	221,894
TOTAL LIABILITIES & EQUITY	1,144,873

Profit & Loss

Particulars	Fiscal	Fiscal	Fiscal
	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018
	12 Month(s)	12 Month(s)	12 Month(s)
	Thousands	Thousands	Thousands
	THB	THB	THB
Revenue	2,245,559	1,181,607	1,517,020
Less: Cost of Sales	-2,092,712	-1,192,707	-958,395
Gross Profit (Loss)	152,847	-11,100	558,625
Total General Expenditure	-109,141	-63,187	-53,333
Net Operating Profit (Loss) Before Taxation	43,706	-74,287	505,292
Other Non-Operating Income	90,136	87,813	108,367
Depreciation & Interest	0	0	0
Total Financial Expenses	-2,560	-3,160	-1,758
Plus (Minus) Extraordinary Items	0	0	0
Net Profit (Loss) Before Taxation	131,282	10,366	611,901
Income Tax	-48,774	0	-818
Net Profit(Loss) after Tax	82,508	10,366	611,083
Plus (Minus) Extraordinary Items	0	0	0
Net Profit (Loss) After Taxation & Extraordinary Items	82,508	10,366	611,083

Accounts are audited by Wissuta Chariyathanakorn, CPA.3853.

Ratios

Particulars	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018
PROFITABILITY RATIOS			
Profit Margin (%)	3.67	0.88	40.28
Return on Assets (%)	7.38	0.85	53.38
Return on Net Worth (%)	41.36	4.95	283.83
LIQUIDITY RATIOS			
Current Ratio	1.60	1.25	0.68
Quick Ratio	0.61	0.46	0.31
EFFICIENCY RATIOS			
Collection Period (days)	14	39	15
Asset to Sales (%)	49.82	103.64	75.47
Sales to Inventory (times)	47	38	195
Fixed Assets to Net Worth (%)	426.97	387.79	453.65
INDEBTEDNESS RATIOS			
Short Term Debt to Net Worth (%)	82.35	139.74	100.90
Short Term Debt to Inventory (%)	340.44	948.85	2,797.37
Total Debt to Net Worth (%)	460.34	484.31	428.70

Thailand leaps 6 spots in EODB

Thailand advanced six notches to 21st out of 190 countries in the World Bank's 2020 Ease of Doing Business (EODB) rankings. The country scored 80.1, slightly below Malaysia, ranked 12th, with a score of 81.50 and Singapore, ranked 2nd, with a score of 86.2, according to the latest EODB report. Thailand's overall score in the 2020 report inched up by 1.65 percentage points from the previous year.

A country's ease of doing business score is reflected on a scale from 0 to 100, where 0 represents the lowest and 100 represents the best performance. Thailand saw a significant improvement in ranking in two indicators dealing with construction permits, which ranked 34th with a score of 77.3, up from 67th with a score of 71.9 in 2019, and protecting minority investors, which ranked 3rd with a score of 86, up from 15th with a score of 86.

The construction permit process was reduced to 14 from 19 in the past year and time frame for the process was also lowered to 113 days from 118. The score in the ease of shareholder suits index rose to 9 from 8 last year, which helped move up the ranking for protecting minority investors' topic.

Thailand earned the highest score in getting electricity with 98.7, followed by 92.4 for starting a business, 86 for protecting minority investors, 84.6 for trading across borders, 77.7 for paying taxes, 77.3 for dealing with construction permits, 76.8 for resolving insolvency, 70 for getting credit, 69.5 for registering property and 67.9 for enforcing contracts.

Among the 11 topics, the score for six remained unchanged. The six topics were registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts and resolving insolvency.

Source: Bangkok Post Newspaper, Oct 25, 2019

APPENDICES

Customer Service

Should you require any further information or have any questions, please contact D&B Thailand Customer Service Centre at +662 6573999 ext 3100.

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 Thailand:

D&B Rating - The D&B® Rating in Thailand 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 Issued 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 Thailand.

Financial Strength Indicator

Net Worth	Capital	From	To
5A	5AA	THB 1,264,000,000	And above
4A	4AA	THB 252,800,000	THB 1,263,999,999
3A	3AA	THB 37,920,000	THB 252,799,999
2A	2AA	THB 18,960,000	THB 37,919,999
1A	1AA	THB 9,480,000	THB 18,959,999
A	AA	THB 4,753,000	THB 9,479,999
B	BB	THB 2,376,000	THB 4,752,999
C	CC	THB 1,188,000	THB 2,375,999
D	DD	THB 607,000	THB 1,187,999
E	EE	THB 303,000	THB 606,999
F	FF	THB 152,000	THB 302,999
G	GG	THB 77,000	THB 151,999
H	HH	0	THB 76,999

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	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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