

**To: xxx Company**

# Company research report

(Unlisted company English standard version •  
Vietnam accounting standard)

**VIETNAM SAMPLE REPORT JOINT STOCK COMPANY**

Viet Economic Research & Advisory Corp.

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## 1. COMPANY PROFILE

Company name	VIETNAM SAMPLE REPORT JOINT STOCK COMPANY
Native name	CONG TY CO PHAN VIETNAM SAMPLE REPORT
Registration address	1234 Lang Ha Street, Dong Da District, Hanoi, Vietnam
Operation address	1234 Lang Ha Street, Dong Da District, Hanoi, Vietnam
TEL	84-24.1234-5678
FAX	84-24.1234-5677
Email	info@abc.com.vn
Website	www.abc.com.vn
Established date	31/03/1999
Listed year	unlisted
Tax code	0123456789
Tax code issued date	05/03/2000
Business Registration No.	0123456789
Legal form	Joint Stock Company
Status of business	Normal
Main business lines	Manufacture of electric wire, electric cable, aluminum cable
Authorized capital	VND 4,000,000,000,000- (Contributed Capital 31/12/2018)
Total employees	About 900 persons (DD/MM/YYYY)

## 2. HISTORY OF REGISTRATION

### History of registration

No.	Amendment	Granted date																
1	<b>Change of company's name</b> Previous name: XXXXXXXXXXXXXXXX Current name: XXXXXXXXXXXXXXXX	DD/MM/YYYY																
2	<b>Registered Charter Capital increased</b> Previous Registered Capital: VND XXXXXXXXXXXXX- Current Registered Capital: VND XXXXXXXXXXXXX-	DD/MM/YYYY																
3	<b>Changed of Business Registration No.</b> Previous Business Registration No.: XXXXXXXXXXXX Current Business Registration No.: XXXXXXXXXXXX	DD/MM/YYYY																
4	<b>Change of shareholders</b> Previous shareholders <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 70%;">Name</th> <th style="width: 30%;">Percentage (%)</th> </tr> </thead> <tbody> <tr> <td>Vietnam Sample Corporation</td> <td>65.00%</td> </tr> <tr> <td>Mr. Do Cao Bao</td> <td>19.00%</td> </tr> <tr> <td>Mr. Nguyen Lam Phuong</td> <td>16.00%</td> </tr> </tbody> </table> Current shareholders <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 70%;">Name</th> <th style="width: 30%;">Percentage (%)</th> </tr> </thead> <tbody> <tr> <td>Vietnam Sample Corporation</td> <td>65.25%</td> </tr> <tr> <td>Mr. Do Cao Bao</td> <td>18.75%</td> </tr> <tr> <td>Mr. Nguyen Lam Phuong</td> <td>16.00%</td> </tr> </tbody> </table>	Name	Percentage (%)	Vietnam Sample Corporation	65.00%	Mr. Do Cao Bao	19.00%	Mr. Nguyen Lam Phuong	16.00%	Name	Percentage (%)	Vietnam Sample Corporation	65.25%	Mr. Do Cao Bao	18.75%	Mr. Nguyen Lam Phuong	16.00%	DD/MM/YYYY
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### Location

- Type of location: owned
- Area: 15,000 m2

### 3. PRODUCTS & SERVICES - RELATED INFORMATION

#### Trading conditions (DD/MM/YYYY)

- Purchasing and procurement situation
  - + Domestic: 60%
  - + Principal items: Materials for production
  - + International: 40%
  - + Principal items: Materials for production (Singapore, Korea, China..)
  
- Sales
  - + Domestic: about 70%
  - + Major products: Electric wire, electric cable, aluminum cable etc
  - + International: about 30%
  - + Major products: Electric wire, electric cable, aluminum cable etc (China, Japan, Korea, Singapore, Malaysia, Thai, Cambodia ...)

#### Payment Method

- Domestic: cash, bank transfer
- Overseas: letter of credit, remittances

### 4. BANKS/ OUTSTANDING LOANS

Names	Location	Outstanding amount Unit: Mil. VND	Date
Viet Nam Joint Stock Commercial Bank For Industry And Trade (Vietinbank), *** Branch	34 ***** Street, Hoan Kiem District, Hanoi Vietnam Tel: 84-24.1234-5678	Short-term borrowings: 4,754	DD/MM/2020

## 5. BOARD OF MANAGEMENT AND SHARE HOLDERS

### Board of management (DD/MM/YYYY)

Name	Position	Born	Education	Nationality
Mr. Do Cao Bao	General Director	1957	Bachelor	Vietnamese
Mr. Nguyen Lam Phuong	Deputy General Director	1963	Bachelor	Vietnamese
Mr. Do Son Giang	Chief Accountant	1981	Bachelor	Vietnamese

### Major shareholders (DD/MM/YYYY)

Shareholders	Nationality	Percentage of ordinary shares
Vietnam Sample Corporation	Vietnamese	65.25%
Mr. Do Cao Bao	Vietnamese	18.75%
Mr. Nguyen Lam Phuong	Vietnamese	16.00%

## 6. LINKAGE (DD/MM/YYYY)

Branch/ Factory	Address
Branch	Hanoi, Vietnam
Factory (Area : ****m2)	Hanoi, Vietnam
Sales office	Hanoi, Vietnam
Showroom	Hanoi, Vietnam
Subsidiary	Address
Vietnam Sample Report of Banking & Financing Services Co.,Ltd	Hanoi, Vietnam
Related company	Address
Vietnam Sample Report of Telecom & Public Co.,Ltd	Hanoi, Vietnam

## 7. BALANCE SHEET

(Unit: Million VND)

	2016	2017	2018
<b>Current asset</b>	<b>2,234,704.0</b>	<b>2,536,108.0</b>	<b>4,063,360.0</b>
Cash and cash equivalents	799,395.0	969,774.0	729,282.0
Short term investment	8,202.0	1,800.0	375,000.0
Trade receivables	517,681.0	567,473.0	681,137.0
Trade prepayment	57,944.0	92,770.0	128,189.0
Other receivables	90,285.0	100,035.0	811,540.0
Provision for bad debts	-134,528.0	-228,350.0	-17,685.0
Inventories	856,935.0	962,627.0	1,214,095.0
Other assets	38,790.0	69,979.0	141,802.0
<b>Long-term assets</b>	<b>3,156,064.0</b>	<b>3,112,533.0</b>	<b>2,512,737.0</b>
Long-term receivables from customers	20,807.0	34,280.0	15,877.0
Other long-term receivables	749,281.0	686,223.0	824.0
Fixed assets	753,707.0	696,401.0	881,500.0
Property investment	37,314.0	36,704.0	44,164.0
Long-term financial investments	1,532,826.0	1,605,226.0	1,517,863.0
Other long - term assets	62,129.0	53,699.0	52,509.0
<b>Total assets</b>	<b>5,390,768.0</b>	<b>5,648,641.0</b>	<b>6,576,097.0</b>



	2016	2017	2018
<b>Liability</b>	<b>133,449.0</b>	<b>141,775.0</b>	<b>244,828.0</b>
<b>Current liability</b>	131,404.0	114,755.0	207,805.0
Short-term borrowings	4,530.0	6,580.0	5,721.0
Trade accounts payable	27,129.0	40,051.0	52,557.0
Advances from customers	27,231.0	8,131.0	15,342.0
Other short-term payables	72,514.0	59,993.0	134,185.0
<b>Long-term liabilities</b>	2,045.0	27,020.0	37,023.0
Long-term accounts payable - Trade	450.0	703.0	916.0
Other long-term payables	365.0	24,217.0	33,567.0
Long - term loans and debts	1,230.0	2,100.0	2,540.0
<b>Equity</b>	<b>5,257,319.0</b>	<b>5,506,866.0</b>	<b>6,331,269.0</b>
Owner's equity	5,192,317.0	5,439,526.0	6,262,360.0
Paid-in capital	4,000,000.0	4,000,000.0	4,000,000.0
Capital surplus	389,066.0	473,216.0	857,990.0
Other capital of owner	12,600.0	65,301.0	43,222.0
Assets revaluation difference	45,031.0	24,465.0	34,722.0
Business development funds	23,790.0	32,145.0	24,782.0
Financial reserved funds	43,900.0	56,700.0	63,400.0
Other fund belong to owner's equity	577,229.0	722,430.0	953,293.0
Retained earnings	50,892.0	14,951.0	234,226.0
Restructure funds	49,809.0	50,318.0	50,725.0
Budgets sources	65,002.0	67,340.0	68,909.0
Minority Interest	0.0	0.0	0.0
<b>Total liability and Equity</b>	<b>5,390,768.0</b>	<b>5,648,641.0</b>	<b>6,576,097.0</b>

## 8. INCOME STATEMENT

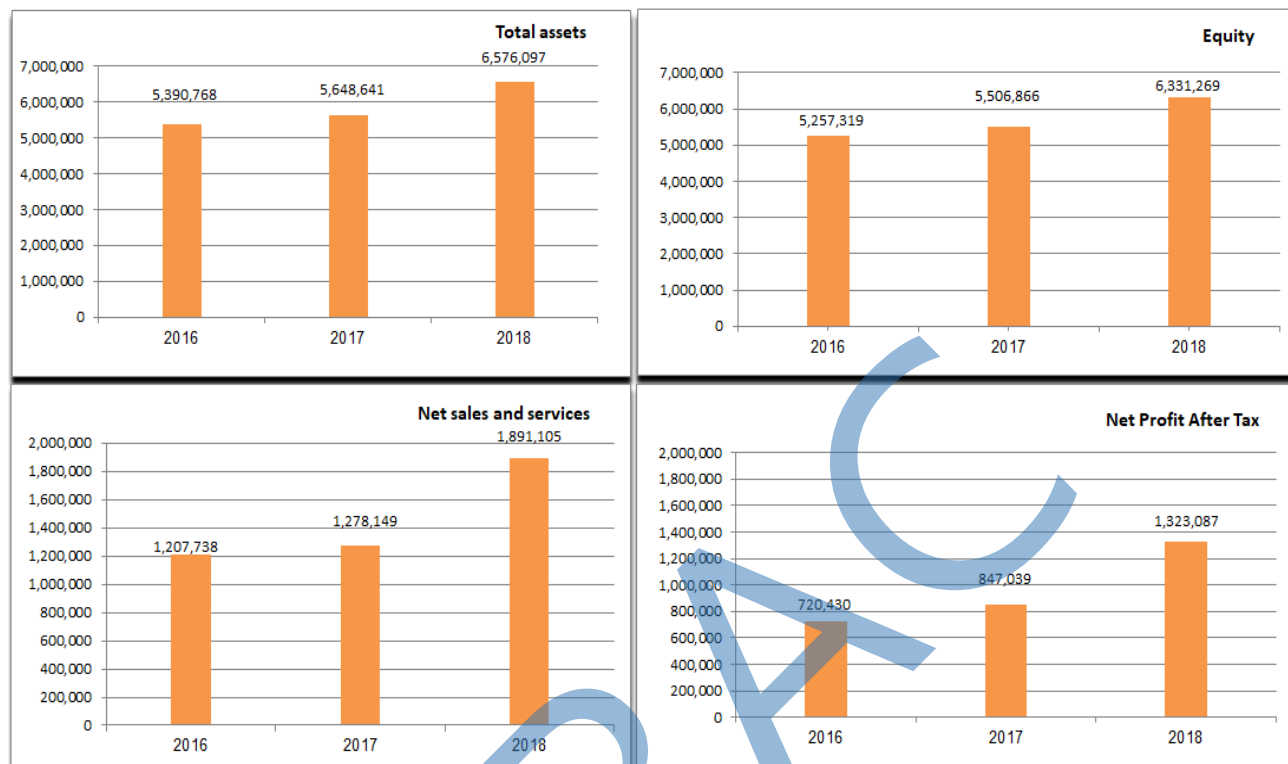
(Unit: Million VND)

	2016	2017	2018
<b>Net sales and services</b>	<b>1,207,738.0</b>	<b>1,278,149.0</b>	<b>1,891,105.0</b>
Cost of goods sold	1,200,223.0	1,210,624.0	1,684,231.0
<b>Gross Profit</b>	<b>7,515.0</b>	<b>67,525.0</b>	<b>206,874.0</b>
Financial income	997,129.0	1,139,494.0	1,431,196.0
Financial costs	40,922.0	67,344.0	1,558.0
Include : Interest expense	221.0	386.0	297.0
Selling expenses	56,922.0	84,814.0	137,457.0
General and Administrative Expenses	166,989.0	204,029.0	137,405.0
<b>Net operating profit</b>	<b>739,811.0</b>	<b>850,832.0</b>	<b>1,361,650.0</b>
Extraordinary income	10,501.0	30,942.0	5,468.0
Extraordinary expenses	20,022.0	24,718.0	33,615.0
<b>Net Profit Before Tax</b>	<b>730,290.0</b>	<b>857,056.0</b>	<b>1,333,503.0</b>
Income tax	9,860.0	10,017.0	10,416.0
Income tax adjustment	0.0	0.0	0.0
<b>Net Profit After Tax</b>	<b>720,430.0</b>	<b>847,039.0</b>	<b>1,323,087.0</b>

## 9. FINANCIAL INDICATORS

	Ratios	Formula Overview	2016	2017	2018
<b>Profitability ratios</b>	Gross Profit Margin	Gross Profit / Net Sales	0.62%	5.28%	10.94%
	Operating Profit Margin	Operating Profit / Net Sales	61.26%	66.57%	72.00%
	Profit Before Tax Margin	Profit Before Tax/ Net Sales	60.47%	67.05%	70.51%
	Operating Return on Asset	Operating Profit / Asset	13.72%	15.06%	20.71%
	Sales growth	Current net sales/ Previous net sales -1	N/A	5.83%	47.96%
<b>Activity ratios</b>	Asset Turnover	Net Sales/ Asset	0.22	0.23	0.29
	Inventory Turnover Period (monthly)	Inventory / Monthly Sales	8.51	9.04	7.70
	Receivable Turnover Period (monthly)	Receivable/ Monthly Sales	5.14	5.33	4.32
	Payable Turnover Period (monthly)	Payable /Monthly Sales	0.27	0.38	0.33
	Cash Conversion Cycle (monthly)	Monthly Inventory+ Monthly Receivables – Monthly Payables	13.38	13.99	11.69
	Fixed Asset Turnover (monthly)	Fixed Asset/ Monthly Sales	7.49	6.54	5.59
	<b>Financial Leverage Ratios</b>	Equity To Asset Ratio	Equity / Total Asset	97.52%	97.49%
Current Ratio		Liquid Asset / Liquid Debt	1700.64%	2210.02%	1955.37%
Fixed Asset To Equity Ratio		Fixed Asset / Equity	14.34%	12.65%	13.92%
Borrowings To Sales (monthly)		Borrowings / Monthly Sales	5.72%	8.15%	5.24%
Interest Coverage Ratio (times)		Operating Income / Interest expenses	3347.56	2204.23	4584.68

**10. FINANCIAL CHARTS** (Unit: Million VND)



## 11. CREDIT RISK EVALUATION

Credit rating is a combination of financial information and non-financial information. These factors include:

<b>Financial information</b>	<b>Non-financial information</b>
Financial status	Principals
Payments	Management
Accumulated profitability	Scale of operations
Growth of revenue	Years in business

### CREDIT RATING & RISK ANALYSIS

Year	Credit rating	Description
2016	AA	The company has VERY STRONG capacity to meet its financial commitments but carries a higher risk than AAA companies
2017	A	The company has STRONG capacity to meet its financial commitments, but has less stability than higher rated companies
2018	A	The company has STRONG capacity to meet its financial commitments, but has less stability than higher rated companies

## APPENDIX

### VIETNAM CREDIT RATING CRITERIAS

Rating	Summary	Description
AAA	Highest	The company has EXCEPTIONAL STRONG capacity for timely payment of all its financial commitments.
AA	Very high	The company has VERY STRONG capacity to meet its financial commitments but carries a higher risk than AAA companies.
A	High	The company has STRONG capacity to meet its financial commitments, but has less stability than higher rated companies
BBB	Good	The company has ADEQUATE capacity to meet financial commitments but has less stability than higher rated companies.
BB	Above Average	The company is expected to be VULNERABLE TO ADVERSE changes in circumstances and economic conditions.
B	Average	The company's stability is expected to be IMPAIRED by adverse changes in circumstances and economic conditions.
CCC	Below Average	The company's capacity for meeting financial commitments is SOLELY RELIANT UPON favorable conditions
CC	Poor	The company manages to operate but posing HIGH default risk.
C	Very Poor	The company is posing VERY HIGH default risk.
D	Default	The company is DEFAULTED

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