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The most trusted source of global business insight

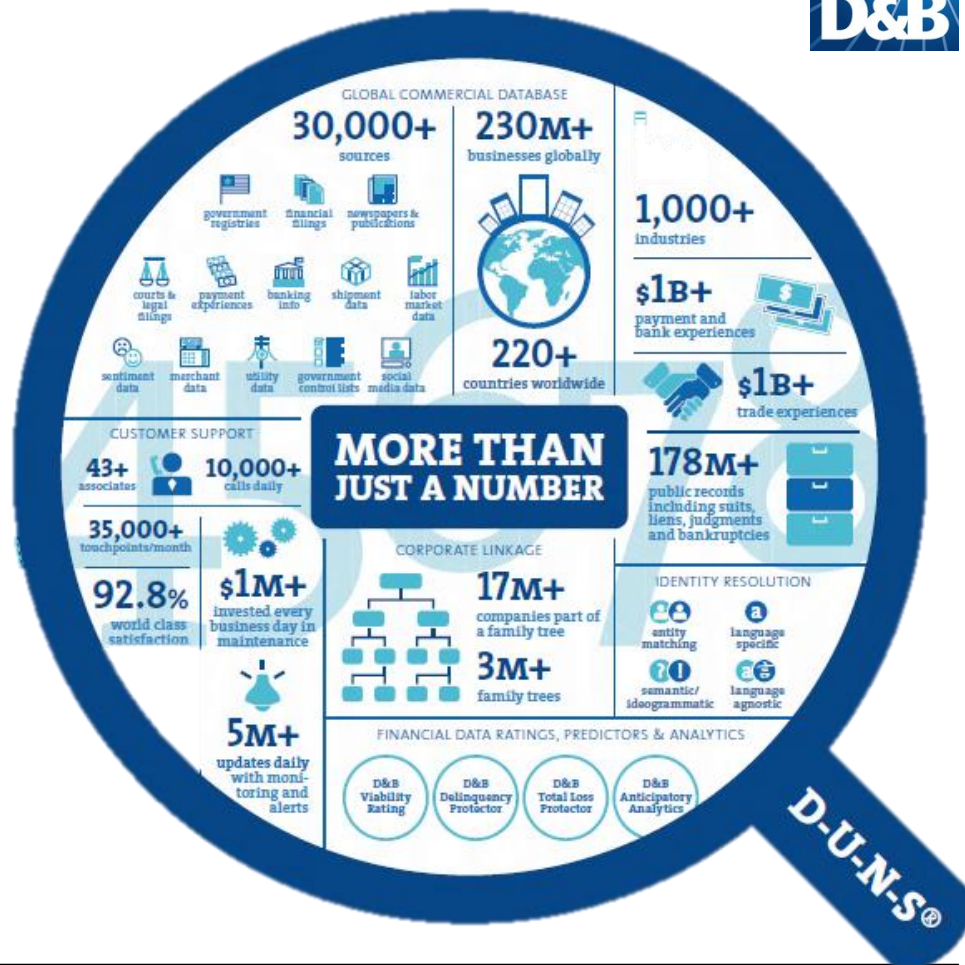


Dun & Bradstreet, a Global Leader for 170 Years with a Remarkable History



- Country Coverage: **Over 200 countries**
- Languages/ Dialects covered: **95**
- Worldwide employees: **Over 4,600**

30,000+ sources
1000+ industries
230M+ records
220+ countries
1 unique D-U-N-S®





A business entity:

- **Fails financially** every 3 seconds
- **Files for bankruptcy** every 8 minutes
- **Changes control** every 15 minutes



The Economist: Supplier **financial crisis** and **management change** are the key threats



53% just rely on **personal judgment** to manage supplier risk – while **gathering detailed supplier information** to be considered as important challenge.

The Economist Intelligence Unit
A report from the Economist Intelligence Unit

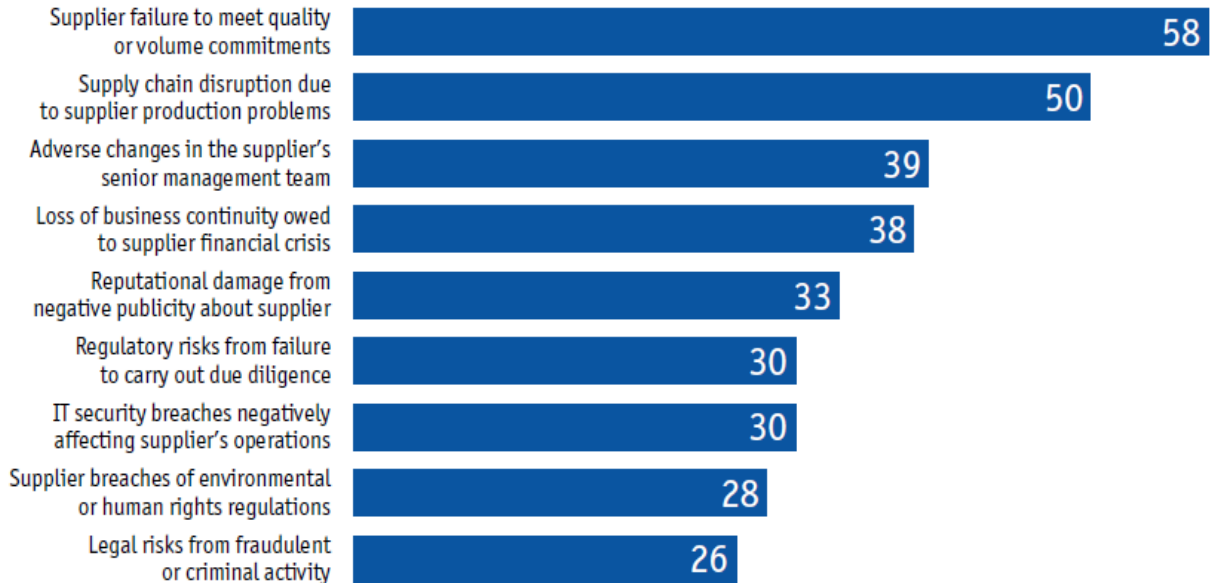
Strategies for managing customer and supplier risks



Sponsored by
 Dun & Bradstreet

Likelihood of supplier-related threat scenarios

% of all respondents rating threat as “somewhat” or “very” likely



How safe is your supply chain from bankruptcy disruption?

Apple's suppliers repeatedly made mistakes, leading to no sapphire screen for the iPhone 6 tnw.co/1F5pFLn

Apple Suppliers Shunned as GT Bankruptcy Sparks Selloff

By Matt Robinson, Tim Higgins and Oliver Re...

Investor confidence in **Apple Inc. (AAPL)**'s suppliers and vendors is wavering in the stock market after the bankruptcy of **GT Advanced Technologies Inc. (GTATQ)** last wiped out 92 percent of its value in a single day.

Shattered Dream: Apple Supplier Declares Bankruptcy After iPhone 6 Snub

DAILY NEWS ARTICLE SAYS APPLE SUPPLIER'S BANKRUPTCY HITS STAFFING FIRMS

WSJ.D | TECH

Business Lessons from Apple Suppliers

Advanced Apple suppliers say GT diversified promised too much, didn't

By Neil Hughes
In the wake of the collapse of sapphire maker GT Advanced Technologies, Apple's supply chain have characterized the iPhone maker's component makers a chance at success, provided they diversify enough.

appleinsider

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Microsoft Band health tracker

9:29 am ET Nov 20, 2014

Apple

AppleInsider

06:45 am PT (09:45 am ET)

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The frequently asked questions



- **Where and How can we find the right suppliers ?**
- **How to manage suppliers effectively?**
- **How to Mitigate the failure risk of suppliers throughout their lifecycle?**

1. CERTIFY

Get them register with a D-U-N-S number



- ❖ A universal standard to identify and track suppliers, even as they change globally over long periods of time.
- ❖ Nine-digit identification number and has been assigned to 225 million business worldwide





A D-U-N-S number

- Regardless of which country a business entity was registered, the entity can be assigned the unique 9 digit D&B D-U-N-S® Number
- It is extensively used for vendor pre-qualification
- Universally recognized and accepted in all worldwide transactions, it increases trust and facilitates global recognition for businesses, neutral to country of origin
- Unique and global nature allows it to be used as customer account ID number in CRM, ERP etc solutions





Track suppliers across the lifetime of your relationship



**VIET MOBILE DEVELOPMENT
INFOMATICS JSC**
Location : Ho Chi Minh City



**VIETNAM ECOMMERCE &
TECHNOLOGIES COMPANY LIMITED
(VECOMTECH)**
Location : Ha Noi
Industry : Industrial Parts & Equipments



**VIETNAM REMY HAIR COMPANY
LIMITED**
Location : Ha Noi
Industry : Handicraft



VIETNAM SAMHO CO., LTD
Location : Ho Chi Minh City



VINGROUP JOINT STOCK COMPANY
Location : Ha Noi
Industry : Finance



VIRA ASIA JOINT STOCK COMPANY
Location : Ho Chi Minh City
Industry : Advertising services



About the company

Viet Environment And Agriculture Joint Stock Company was established in 2008 with the former name: Tan Hoang Linh Consultant Joint Stock Company. Viet Environment And Agriculture Joint Stock Company specializes in building & warehouse construction and exporting of wood products and cashew nut raw materials in producing fuel to Korea and China market.



Corporate Information

Company Name: VIET ENVIRONMENT AND AGRICULTURE JOINT STOCK COMPANY
Business Address: 32E/2 Street HT22, Quarter 2, Hiep Thanh Ward, District 12, Ho Chi Minh, Vietnam
Tel: +84 (8) 62555355
Fax: +84 (8) 62555348
Email: vthanhdung74@gmail.com
Employee Size (Range): 10
Export: yes
Import: yes



Registration Information

Line of Business: Industrial building and warehouses contractor as well as Wholesale of wood products and cashew nuts materials
SIC Codes:
15410000 - Industrial buildings and warehouses
51590501 - Nuts, unprocessed or shelled only
50990200 - Wood and wood by-products
Business Type: Joint stock co
Date of Registration: 2008
Registration Number: Ministry of Planning and Investment No. 0305607991



D&B Information

DUNS Number: 555362026
Credit Report Availability: On Demand



Key Employees

Managing Director: Mr. Nguyen Ngoc Thanh
Director: Mr. Vu Thanh Dung
General Director: Mr. Nguyen Thanh Hai
Chairman: Mr. Tran Cong Binh



Company Pictures

Company's location



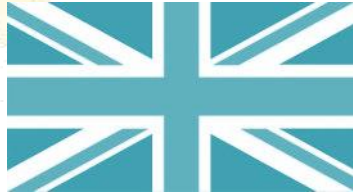
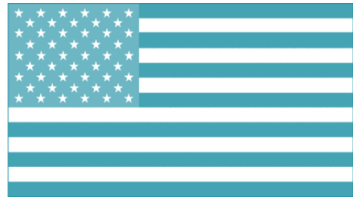
Tap here to view



Required by **almost all Fortune 500 companies**
for their suppliers and service providers



Required by **several federal governments** and
recommended by **50 global trade associations**



UNITED NATIONS
ECONOMIC COMMISSION
FOR EUROPE

VDA

Verband der
Automobilindustrie



WORLD CUSTOMS ORGANIZATION
ORGANISATION MONDIALE DES DOUANES



International
Organization for
Standardization



2. Monitor with **Trusted information**



Country Overview

Macroeconomic environment and geopolitical factors which prevail over the market.



Industry Overview

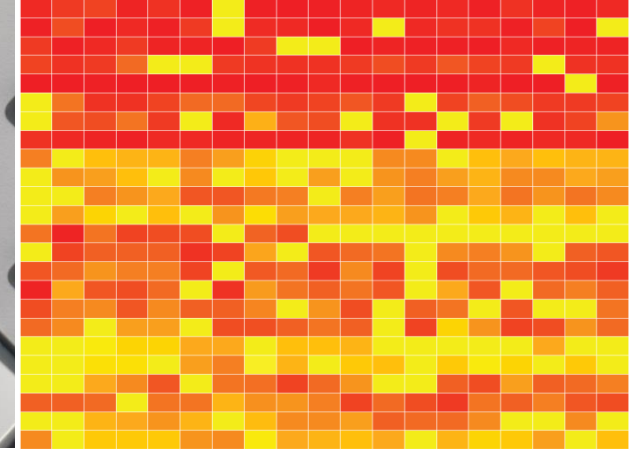
Industry prospect and outlook and comparison of the subject with other entities in industry.



Financial Analysis

Latest available financial data summary e.g. sales / turnover, asset size, net profit.

D&B Risk Assessment consists of financial strength indicator and risk indicator



Financial Strength Indicator

Assigned based on either the tangible net worth or paid-up capital of the company.

Risk Indicator

Overall evaluation of risk level considering financial condition, employee size, legal structure, experience, ownership, etc.


Credit Risk Index

Calculated from composite of weighted scores based on the 11 key areas in the operations.


Get further insights and in-depth analytics in a report



- Business Summary
- Current Investigation
- Finance
- Banks
- History
- Principals
- Operations
- Linkage
- Appendices
- Risk Assessment

Business Information Report 

Risk Assessment

Risk Indicator	3
Fair (slightly greater than average risk)	▼
	
1	4

D&B Rating	4A3
Financial Strength	4A <i>Based on tangible Net Worth</i>
Risk Indicator	3 <i>Fair (slightly greater than average risk)</i>

The Dun & Bradstreet Rating of 4A3 indicates:
A Financial Strength of Vietnamese Dong 87,486,000,000 - 437,431,999,99 (based on Net Worth) and a Risk Indicator which is Fair (slightly greater than average risk)

APPENDICES



Risk Indicator	Probability of Failure	Guide to Interpretation
1	Minimal risk	Proceed with transaction – offer terms required
2	Low risk	Proceed with transaction
3	Greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit
-	Insufficient information to assign a risk indicator	No public information or D&B proprietary information

Risk Indicator is linked to the level of risk and is an overall evaluation of credit worthiness, taking into account the financial condition and several factors such as employee size, legal structure, management experience, ownership background, etc.

Financial Strength Indicator is assigned based on either the tangible net worth or Paid- up Capital

D&B Financial Strength Indicator

Based on Net Worth	Based On Capital	Net Worth (in VND)
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
N	Financial Strength is negative	
O	Financial Strength is undisclosed	
NB	New Business less than 24 months old	
NQ	Ceased Trading	



Credit Risk Index is calculated from a composite of weighted scores based on the information contained in this report. Subject has been scored among 11 Key Areas in its operations.

Key Area

- A. Incidence of Slow Payments
- B. Legal Structure
- C. Length of Operation
- D. Principals' Antecedents
- E. Net Profit Growth
- F. Net Worth Growth
- G. Working Capital Growth
- H. Sales Growth
- I. Current Ratio
- J. Debt-Equity Ratio
- K. Net Worth

Credit Risk Index / CRI

Credit Risk Index is : 2



1 6

Legend

CRI		
1	Negligible	Set terms to encourage growth
2	Minimal Risk	Extend terms
3	Low Risk	Proceed with confidence
4	Below Average	Proceed but monitor
5	Above Average	Review terms / seek guarantees
6	High risk	Offer C.O.D. terms only
--	Insufficient Data	No Recommendation Possible

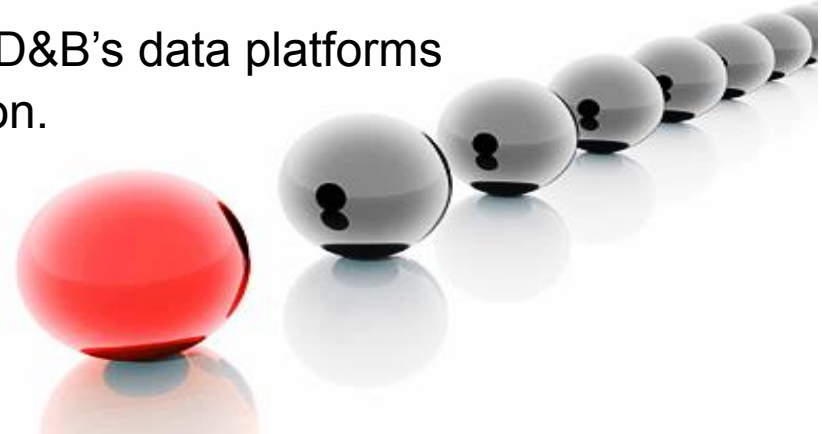
(please note that this rating only server as a guide the credit risk of subject)



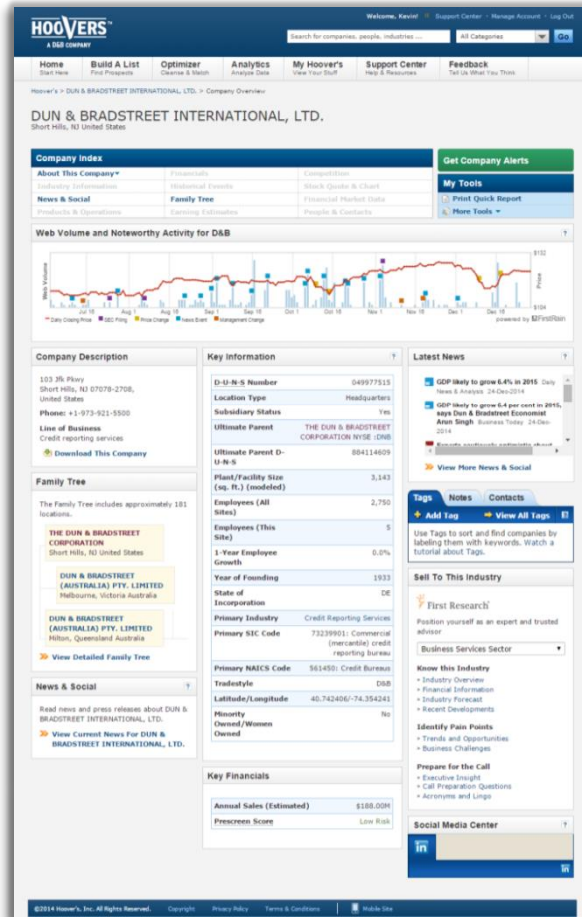
3. Mitigate and Constantly Stay Ahead

Mitigate risk by responding quickly with backup options or choosing the right course of next action:

- **Find new suppliers faster** when you need to replace an existing supplier. You have access to actionable information about millions of companies around the world.
- **Find new sources or prospects** through D&B's data platforms on Hoover's or Global Reference Solution.



We help you find your prospects faster and easier



90 Million Companies
100 Million People
900 Industry Segments
3 Million Family Trees
50+ Build A List selection criteria

Coverage Update Over 200 countries
Over 1.5 million times daily

Includes Business Card transfer

Insight to **protect you from hidden and potential risks** in a business relationship



assess partner
credibility



evaluate
suppliers



negotiate
contract



review or adjust
credit terms



monitor
board changes



check
financial health



tender for
bids

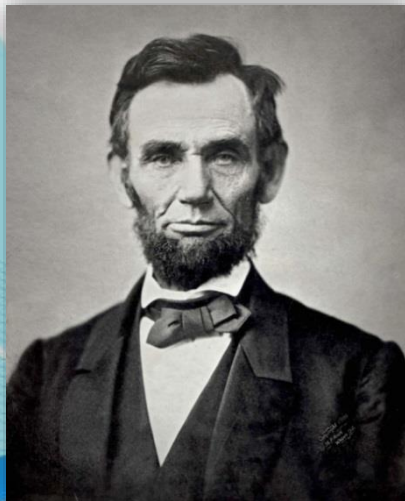


merger or
acquisition

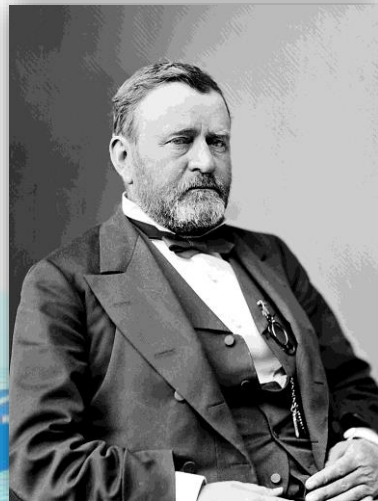
D&B has **led the modern evolution of business credit management** since its origin in 1841



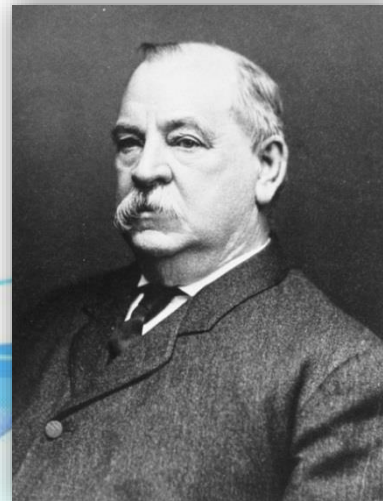
As part of its heritage, **four U.S. Presidents** worked in D&B as credit reporters



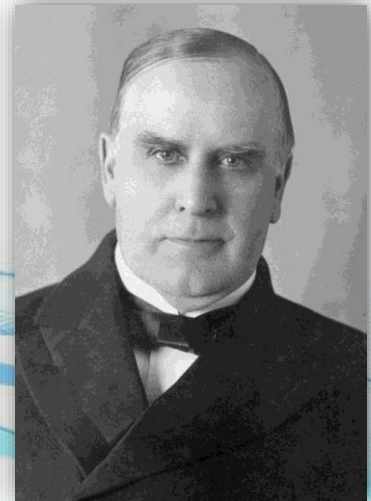
Abraham Lincoln



Ulysses Grant



Grover Cleveland



William McKinley



To learn more
visit www.dnb.com.
