

VNBIS SERVICE COMPANY COMPREHENSIVE REPORT

# ABC COMPANY LTD. REPORT

*The report is about 12–20 pages, including the appendix.*

Company Name:

**ABC COMPANY LTD.**

Business ID (TIN):

**0123456789**

Phone:

**+1 (221)-999-9999**

Address:

**World**

Report to

**GUEST**

VNBIS

**VN0932761069**

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01/

REPORT SUMMARY

English Name	ABC COMPANY LTD.
Business ID	0123456789
Date of Registration	21 Nov 2020
Charter Capital	USD 51,236,753
Paid-up Capital (31/12/2023)	USD 51,236,753
Status:	Active
Total Employees	800 (2024)
Credit Limit	USD 8,000,000
Major shareholder	ABC Company Ltd. 64% Other institutional shareholder 25% Private shareholders 11%
Business Line	Manufacturing kinds of construction steel
Industry Classification	NACE: 2410 Manufacture of basic iron & steel Manufacturing kinds of construction steel
Sales Trend	Company: Downtrend Industry: Uptrend
Rank	Sale: 10/10
Scale	Medium Large
Default Risk	Low: Transaction could be proceeded



Key Performance Data	-/+	FYE 31 Dec 2024 (USD)
Net Sales	↓	1,574,738,649
Profit after tax	↓	27,161,541
Tangible Net Worth	↑	72,498,691
Working Capital	↑	17,130,505
Trade Debts	↓	16,146,234
Trade Creditors	↓	68,540,792
Interest Bearing Debts	↑	17,130,505
DSO (days)	↓	68,540,792
DPO (days)	↑	17
DOH (days)	↑	12
CCC (days)	↓	0
Defensive Interval (days)	↑	0
Inventory/Monthly Sales (%)	↑	0
Debt to Assets Ratio (%)	↑	0
Net Income Margin (%)	↑	0



**ABC GROUP** is Country's leading construction steel producer with 14 years of operation, specializing in steel wire rod and steel bar. It exports to various countries, including the USA, Australia, Canada, China, Japan, and more. Last year, its market share rose to 36.05%, maintaining its top position in the domestic steel industry with a record of effective and sustainable operations.

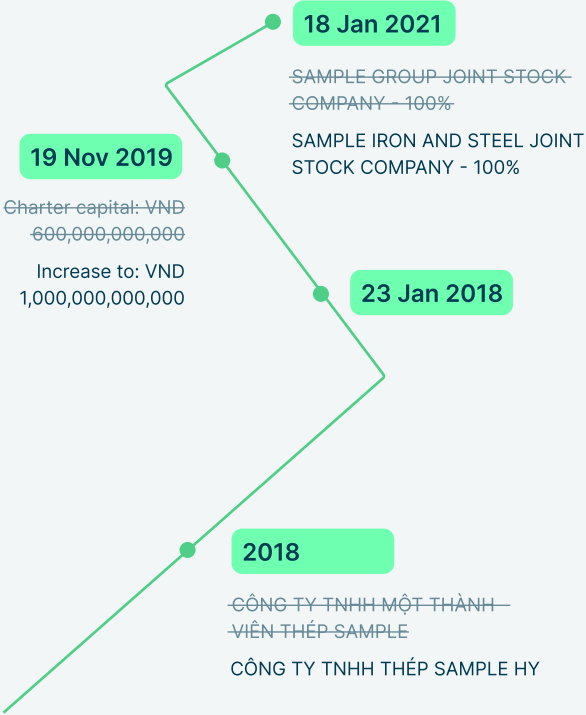


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COMPANY LEGAL PROFILE

Company Name	ABC COMPANY LTD.
Head Office	World
Phone	(84-221) 304 403 / 3304 404
Type of Business	One member limited liability company
Business ID	0123456789
Date of Registration	21 Nov 2020
Place of Registration	2YC Business Registration Office
Charter Capital	USD 51,236,753
Paid-up Capital (31/12/2024)	USD 51,236,753
Ownership Status	Privately held
TIN	0123456789
Employees	800
Status	Active

Historical Information



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LOCATIONS



Head Office

World



Phone

(+1) 304 403  
(+1) 304 404



Branch in Japan

No. 12, TC Street, AK Ward, TK District,  
DN City, Japan



Tax code

0900624567-005

Including affiliate company, associate company, subsidiary company, and other relation if the information is available

1. SAMPLE - BD ONE - MEMBER LIMITED LIABILITY COMPANY

Business Registration	4101014951	Place of Registration	Business Registration Office
Date of Registration	21 Dec 2009	Address	World
Charter Capital	USD 821,659	Phone	(84-256) 2220 468
Share ownership	100%		
Tax Code	4101014951		

2. NHON TRACH TRADING SERVICES COMPANY LIMITED

Business Registration	3603366878	Place of Registration	DN Business Registration Office
Date of Registration	26 Oct 2016	Address	World
Charter Capital	USD 20,541,473	Phone	(84-256) 2200 468
Share ownership	99.988%		
Tax Code	3603416878		

05 / MANAGEMENT & DIRECTORS



**Steve Jones.**  
Director / (+84) 923456789



**Andy Nguyen**  
Chief Accountant / (+84) 923456789

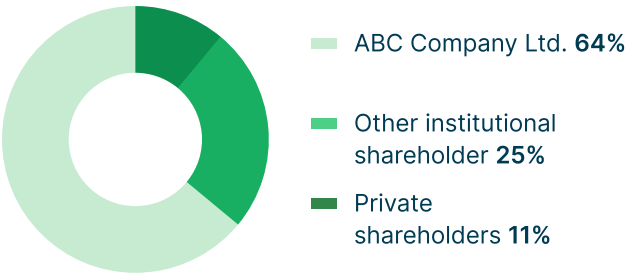


**Tibit L. Smith**  
Sales Director / (+84) 923456789

06 / BUSINESS ACTIVITIES

- Main business activities**  
Manufacturing kinds of construction steel
- Registered business activities:**  
Manufacture of iron, steel and cast iron... & several other types of registration
- Import/Purchasing**  
Products: Materials, equipment  
Markets: China, Italy, India, Japan, Singapore...  
Mode of Payment: T/T, L/C
- Major Suppliers**  
ABC HUGE GLORY ENGINEERING & EQUIPMENT CO.LTD  
DANIENLI CO.LTD

07 / SHAREHOLDERS



08 / CREDIT LIMIT RECOMENDATION

Credit limit recommendation (\*)    US\$ 10,000,000

\* Remark (\*): Credit limit recommendation is calculated using the latest financial figure (Cost of goods sold basis) and considering other material factors. It is for reference purpose only.

09 / INDUSTRY INFORMATION

Economic Indicator

	2024			
Population (Millions)	101.30	100.30	99.46	98.51

Population (Millions)	101.30	100.30	99.46	98.51
Gross Domestic Products (USD billions – GSO adjust method)	101.30	100.30	99.46	98.51
GDP Per Capita (USD/person/year – GSO adjust method)	101.30	100.30	99.46	98.51
GDP Growth (%)	101.30	100.30	99.46	98.51

**Industry Profile**

Name of Industry	Manufacture of iron, steel and cast iron	Number of Company	1,621
VSIC Code	2410	Number of Employee	155,094

**Industry Financial Data (USD)**

Items	CAGR	2024	2023	2022	2021
Total Assets in Average	3.64%	101.30	100.30	99.46	98.51
Owner's Equity in Average	10.79%	101.30	100.30	99.46	15,324,740
Sales in Average	4.05%	42,535,233	52,787,349	38,553,882	36,285,684
Profit after Tax in Average	-	-386,516	-69,804	6,133,663	1,151,217

**Top 10 companies in the same industry**

	Tax code	Employee	Net Sales (USD)	EBITDA (USD)
SAMPLE JOINT STOCK COMPANY	0900189284	31,643	4,886,940,877	745,233,966
FORMOS HT STEEL CORPORATION	3000437821	6,800	3,842,159,905	230,421,876
...				
NK STEEL JOINT STOCK COMPANY	3700477019	1,500	763,977,415	34,748,705

**10 / NEGATIVE PAYMENT RECORDS AND BANKING INFORMATION****Negative Payment Records**

Total outstanding tax liabilities as at 30 Jun 2023: (Mil USD 0.0684)

**Outstanding accumulated tax liabilities records (Mil USD)**

31 May 2021	30 Jun 2021	31 Aug 2021	31 May 2023	30 Jun 2023
0.0004	0.0004	0.0004	0.0684	0.0684

Banker: ABC Technology Bank

Address: 7, Harford Avenue, NY, USA

Telephone: (84-24) 3944 6368

**11 / LITIGATION RECORDS AND NEGATIVE NEWS**

Court Cases & Administrative sanctions: No Record

News: No Record

Negative News: No Record

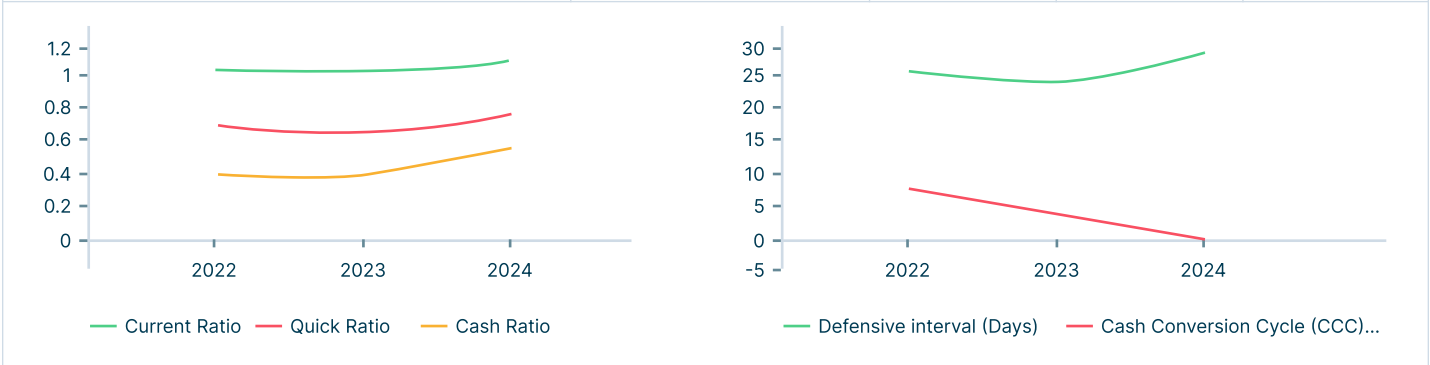
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FINANCIAL DATA

❖ Financial Ratios

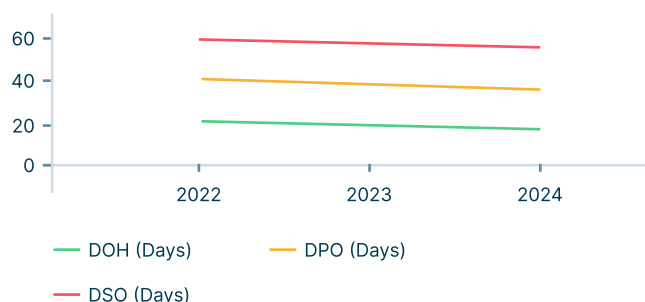
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Liquidity Ratios	Industry Average	2024	2023	2022
Current Ratio (Current Assets/Current Liabilities)	1.64	1.10	0.98	1.05
Quick Ratio {(Cash + ST marketable inv. + ST receivables)/ Current liabilities}}	0.57	0.64	0.61	0.68
Cash Ratio {(Cash + ST marketable inv.)/Current liabilities}	0.57	0.64	0.61	0.68
Defensive Interval Ratio (days) {(Cash + ST marketable inv. + Receivables)/ Daily cash expenditures}	0.57	0.64	0.61	0.68
Cash Conversion Cycle (days) (DOH + DSO – DPO)	0.57	0.64	0.61	0.68



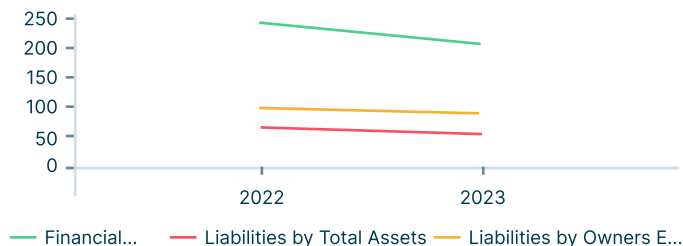
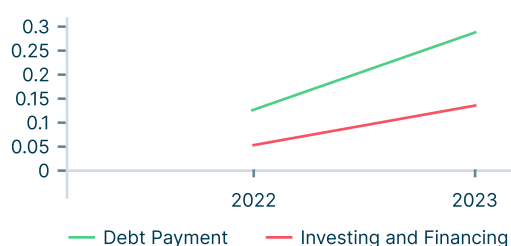
Activity Ratios	Industry Average	2024	2023	2022
Inventory turnover (Cost of goods sold/Average inventory)	1.64	1.10	0.98	1.05
Receivables from customer turnover (Net Sales/Average receivables from customers)	1.64	1.10	0.98	1.05
Payables to supplier turnover (Purchases/Average payables to suppliers)	1.64	1.10	0.98	1.05
Working capital turnover (Net Sales/Average working capital)	1.64	1.10	0.98	1.05
Fixed asset turnover (Net Sales/Average fixed assets)	1.64	1.10	0.98	1.05
Days of inventory on hand (DOH) (days) (Number of days in period/Inventory turnover)	1.64	1.10	0.98	1.05
Days of sales outstanding (DSO) (days) (Number of days in period/Receivables turnover)	1.64	1.10	0.98	1.05

Number of days of payables (DPO) (days) (Number of days in period/Payables turnover)	1.64	1.10	0.98	1.05
Average Monthly Inventory by monthly net Sales (Monthly Inventory/Monthly Net Sales)	1.64	1.10	0.98	1.05
Total asset turnover (Net Sales/Average total assets)	1.64	1.10	0.98	1.05



Credit Ratios	Industry Average	01 Jan 2024 - 30 Jun 2024	2023	2022
EBIT Interest Coverage (EBIT/Interest Expense)	1.64	1.10	0.98	1.05
EBITDA Interest Coverage (EBITDA / Interest Expense)	0.57	0.64	0.61	0.68
Free Operating Cash flow to Debt (CFO-Capital Expenditures/Total Debt)	0.57	0.64	0.61	0.68
Discretionary Cash flow to Debt (CFO-Capital Expenditures-Dividends paid/ Total Debt)	0.57	0.64	0.61	0.68
Debt to EBITDA (Total Debt/EBITDA)	0.57	0.64	0.61	0.68
Total Debt to Total Debt+Equity (Total Debt/Total Debt + Equity)	0.57	0.64	0.61	0.68
Coverage Ratios	Industry Average	01 Jan 2024 - 30 Jun 2024	2023	2022
Debt Coverage (CFO/Total Debt)	1.64	1.10	0.98	1.05
Interest Coverage (CFO+Interest Paid+Tax Paid)/Interest Paid)	1.64	1.10	0.98	1.05
Reinvestment (CFO/Cash paid for Long-term Assets)	1.64	1.10	0.98	1.05
Debt Payment (CFO/Cash Paid for Debt Repayment)	1.64	1.10	0.98	1.05

Dividend Payment (CFO/Dividends Paid)	1.64	1.10	0.98	1.05
Investing and Financing (CFO/Cash outflow for Investing and Financing activities)	1.64	1.10	0.98	1.05
Debt to Assets Ratio (%) (Total Debt/Total Assets) * 100	1.64	1.10	0.98	1.05
Debt to Equity Ratio (%) (Total Debt/Total Owners' Equity) * 100	1.64	1.10	0.98	1.05
Financial Leverage Ratio (%) (Average total Assets/Average total Owner's Equity) * 100	1.64	1.10	0.98	1.05
Liabilities by Total Assets (%) (Liabilities/Total Assets) * 100	1.64	1.10	0.98	1.05
Liabilities by Owner's Equity (%) (Liabilities /Owner's Equity) * 100	1.64	1.10	0.98	1.05



Return on Net Sales	Industry Average	01 Jan 2024 - 30 Jun 2024	2023	2022
Gross Profit Margin (%) (Gross Profit/Net Sales) * 100	1.64	1.10	0.98	1.05
Operating Income Margin (%) {(Gross Profit - Operating Expenses)/Net Sales} * 100	1.64	1.10	0.98	1.05
EBITDA Margin (%) (EBITDA/Net Sales) * 100	1.64	1.10	0.98	1.05
EBIT Margin (%) (EBIT/Net Sales) * 100	1.64	1.10	0.98	1.05
EBT Margin (%) (EBT/Net Sales) * 100	1.64	1.10	0.98	1.05
Net Income Margin (%) (Net Income/Net Sales) * 100	1.64	1.10	0.98	1.05



Return on Investment	Industry Average	01 Jan 2024 - 30 Jun 2024	2023	2022
Operating ROA (%) (Operating Income/Average total Assets) * 100	1.64	1.10	0.98	1.05
ROA (%) (Net Income/Average total Assets) * 100	1.64	1.10	0.98	1.05
ROIC (Return on invested capital) (%) (Operating Income - Income tax)/Invested Capital) * 100	1.64	1.10	0.98	1.05
ROE (%) (Net Income/Average total Equity) * 100	1.64	1.10	0.98	1.05
Performance Ratios	Industry Average	01 Jan 2024 - 30 Jun 2024	2023	2022
Cash flow to Sales (CFO/Net Sales)	1.64	1.10	0.98	1.05
Cash return on Assets (CFO/Average total Assets)	1.64	1.10	0.98	1.05
Cash return on Equity (CFO/Avg Owners' Equity)	1.64	1.10	0.98	1.05
Cash to Income (CFO/Operating Income)	1.64	1.10	0.98	1.05
Growth Rate Ratios		01 Jan 2024 - 30 Jun 2024	2023	2022
Total Assets Growth Rate (%)		8.30	16.71	-3.81
Owner's Equity Growth Rate (%)		9.37	18.05	18.39
Net Sale Growth Rate (%)		-	19.56	23.42
Gross Profit Growth Rate (%)		-	18.36	25.93
Operating Income Growth Rate (%)		-	19.56	23.42
EBITDA Growth Rate (%)		-	18.36	25.93
EBIT Growth Rate (%)		-	19.56	23.42
EBT Growth Rate (%)		-	18.36	25.93
Net Income Growth Rate (%)		-	18.36	25.93
<div> <div> </div> <div> </div> </div> <div> <div>Total Assets Growth Rate</div> <div>Owner's Equity Growth</div> <div>EBITDA Growth Rate</div> <div>EBIT Growth Rate</div> <div>Net Income Growth Rate</div> </div>				

13 / APPENDICES

❖ Company Scale

Company Scale is ranked by industry's range of Tangible Net Worth and Sales.



Tangible Net Worth	
Company Rank	Industry Range (USD)
TNW10	12,556,086 ~ Larger
TNW9	5,216,894 ~ 12,556,086
TNW8	2,734,851 ~ 5,216,894
<b>TNW7</b>	<b>1,565,449 ~ 2,734,851</b>
TNW6	938,830 ~ 1,565,449
TNW5	577,145 ~ 938,830
TNW4	341,483 ~ 577,145
TNW3	189,619 ~ 341,483
TNW2	78,683 ~ 189,619
TNW1	41 ~ 78,683
N-TNW	Negative Tangible Net Worth

Sales	
Company Rank	Industry Range (USD)
S10	35,434,290 ~ Larger
S9	16,451,766 ~ 35,434,290
S8	9,288,649 ~ 16,451,766
<b>S7</b>	<b>5,626,885 ~ 9,288,649</b>
S6	3,566,862 ~ 5,626,885
S5	2,153,807 ~ 3,566,862
S4	1,290,095 ~ 2,153,807
S3	677,819 ~ 1,290,095
S2	264,834 ~ 677,819
S1	41 ~ 264,834
NSR	No Sales Recorded

❖ Rating



Default Risk	Description
Lowest	Transaction could be proceeded under favorable terms
Low	Transaction could be proceeded
Average	Transaction could be proceeded under periodic monitoring
Above Average	Transaction could be proceeded under strict monitoring
High	Transaction should not be proceeded
Not Define	Unfeasible to facilitate rating due to insufficient or inappropriate information

## ❖ Financial Statements

Hereinafter" is complete copy of the latest 3-5 years of FS, including: BLs, P&L, CF and explanatory notes. This section is intended for professionals conducting direct calculations based on the original reports

\*\*\*\*\* END OF REPORT \*\*\*\*\*

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