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CAT VAN LOI INDUSTRIAL ELECTRICAL EQUIPMENT  
MANUFACTURING JOINT STOCK COMPANY

ACTIVE BUSINESS

Trading Style: CAT VAN LOI JSC

**Native Legal Name:** CÔNG TY CỔ PHẦN SẢN XUẤT THIẾT BỊ ĐIỆN CÔNG NGHIỆP CÁT VẠN LỢI  
**Address:** Lot F1.2, Street No 08, Ho Chi Minh City Automobile Mechanical Industrial Zone, Hoa Phu Ward, Cu Chi District, Ho Chi Minh, Ho Chi Minh, Vietnam  
**Telephone(s):** (+84) 28 22533939  
**D-U-N-S Number:** 55-690-6245

IDENTIFICATION & SUMMARY



IDENTIFICATION

<b>Tradestyle/Acronym:</b>	<b>Facsimile(s):</b>	<b>E-Mail:</b>
CAT VAN LOI JSC	(+84) 28 22531250	lemaihuulam@catvanloi.com;baogia@catvanloi.com
<b>Registration No.:</b>		<b>Website:</b>
0313881469		www.catvanloi.com
<b>Tax Identification Number(TIN):</b>		
0313881469		

SUMMARY

<b>Type of Business:</b>	<b>Authorized Capital:</b>	<b>Imports:</b>
Joint Stock Company	VND 20,000,000,000.00	Yes
<b>History:</b>	<b>Issued Capital:</b>	<b>Exports:</b>
Clear	VND 20,000,000,000.00	Yes
<b>Start:</b>	<b>Paid-up Capital:</b>	
Jun 27, 2016	VND 20,000,000,000.00	
<b>Registration Date:</b>	<b>Line of Business:</b>	
Jun 27, 2016	Manufactures electric conduits and fittings	

Control Date:

Jun 27, 2016

SIC:

3644-0200  
3499-0300  
3499-0301  
3443-0703

CURRENCY

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



Address:

Lot F1.2, Street No 08,  
Ho Chi Minh City  
Automobile Mechanical  
Industrial Zone,  
Hoa Phu Ward,  
Cu Chi District

RISK EVALUATION		FINANCIAL SUMMARY	
Risk Indicator	2	Unit of Size	Millions
D&B Rating	3A2	FYE	Dec 31, 2022
		Revenue	153,715
		Net Worth	32,850
		Total Asset	94,997
		Total Liabilities	61,668
		Net Profit after Tax	3,999
		Current Ratio	1.59
		Quick Ratio	0.37
		Profit Margin / Return on Sales	2.60%
		Return on Assets	4.21%
		Total Debt to Net Worth	187.73%

RISK ASSESSMENT

Risk Indicator



Risk Level of the Company is : Low

Low Risk (1)

High Risk (4)

**D&B Rating****Financial Strength**

3A

Based on net worth

**Risk Indicator**

2

Good (Low Risk Expected)

**Former Rating****Financial Strength**

N/A

**Risk Indicator**

N/A

**The Dun & Bradstreet Rating of 3A2 indicates:**

A Financial Strength of VND 13,123,000,000 - 87,485,999,999 (Based on net worth) and a Risk Indicator which is Good (Low Risk Expected).

**BANKS****Bank Name:****ASIA COMMERCIAL JOINT STOCK BANK****Branch:**

Phan Dang Luu

**Address:**Ho Chi Minh  
Vietnam**Bank Name:****JOINT STOCK COMMERCIAL BANK FOR FOREIGN TRADE OF VIETNAM****Branch:**

Tan Son Nhat

**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 Mar 06, 2023, Ms Thi Ngoc Lien Tran, Assistant, confirmed all information in this report.

**HISTORY**

CAT VAN LOI INDUSTRIAL ELECTRICAL EQUIPMENT MANUFACTURING JOINT STOCK COMPANY started its operations in Jun 27, 2016 and was incorporated on Jun 27, 2016. It was registered with the Ministry of Planning and Investment in Ho Chi Minh, Vietnam under the latest registration number of 0313881469 and the latest legal structure of Joint Stock Company. Meanwhile, it's legally registered native name is CÔNG TY CỔ PHẦN SẢN XUẤT THIẾT BỊ ĐIỆN CÔNG NGHIỆP CÁT VẠN LỢI.

Tax Number of the subject is 0313881469 registered on Jun 27, 2016.

Reportedly under present name since May, 2020.

It is also trading under the TRADESTYLE(S) of CAT VAN LOI JSC.

## CHANGES IN LEGAL NAME

The following changes were confirmed by the local registry office.

**Previous Name:** CAT VAN LOI INDUSTRIES CORPORATION

**Change to:** Present Name

**Date of Change:** May, 2020

## CAPITAL

**Authorized Capital:** VND 20,000,000,000.00

**Issued Capital:** VND 20,000,000,000.00

**Paid-up Capital:** VND 20,000,000,000.00 as of Mar 06, 2023

**Ordinary Shares:** VND 20,000,000,000.00 at par value 10,000.00

## SHAREHOLDERS AND SHAREHOLDINGS

The following details represent the Full Shareholders List.

Name	Country	% of Shareholders
Le Mai Huu Lam	Vietnam	50.00
Nguyen Thanh Phuong	Vietnam	30.00
Nguyen Thi Thuy Hang	Vietnam	20.00

### Ordinary Shares

Name	Country	Amount	% of Shareholders
Le Mai Huu Lam	Vietnam	10,000,000,000	50.00
Nguyen Thanh Phuong	Vietnam	6,000,000,000	30.00
Nguyen Thi Thuy Hang	Vietnam	4,000,000,000	20.00

**Total of Shareholders:** 3

**Shareholder as at:** Mar 06, 2023

**Shareholding at:** VND 20,000,000,000

**This information provided by:** search at local registry and confirmed by management

## LINKAGE



**BRANCHES**

The principal branch location(s) are as follows:

<b>D-U-N-S:</b>	67-313-7426
<b>Tax Code</b>	0313881469-001
<b>Address:</b>	47 Street No 12, Cityland Residential Area, Ward 10, Go Vap District, Ho Chi Minh, Ho Chi Minh, Vietnam
<b>Telephone</b>	(+84) 28 22533939
<b>Operates as:</b>	CAT VAN LOI INDUSTRIAL ELECTRICAL EQUIPMENT MANUFACTURING JOINT STOCK COMPANY - REPRESENTATIVE OFFICE
<b>Location Type:</b>	Representative Office
<b>Other Details:</b>	This branch is active.

**PRINCIPALS****CORPORATE DIRECTORS**

<b>Name:</b>	<b>Mr Nguyen Thanh Phuong</b>
<b>Nationality:</b>	Vietnam
<b>Address:</b>	Ho Chi Minh, Vietnam
<b>Name:</b>	<b>Mr Le Mai Huu Lam</b>
<b>Nationality:</b>	Vietnam
<b>Address:</b>	Ho Chi Minh, Vietnam
<b>Name:</b>	<b>Ms Bui Thi Thanh Phuong</b>
<b>Nationality:</b>	Vietnam
<b>Address:</b>	Ho Chi Minh, Vietnam
<b>Name:</b>	<b>Ms Nguyen Thi Thuy Hang</b>
<b>Nationality:</b>	Vietnam
<b>Address:</b>	Ho Chi Minh, Vietnam

**EXECUTIVES**

<b>Name:</b>	<b>Mr Nguyen Thanh Phuong</b>
<b>Year of Birth:</b>	1974
<b>Current Title:</b>	Chairman of the Board

Other Position Held:	Legal Representative
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Appointed to Present Position:	2016
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Active in daily operations:	Yes
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Education:	Graduated from university Bachelor
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Name:	<b>Mr Le Mai Huu Lam</b>
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Year of Birth:	1974
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Current Title:	General Director
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Other Position Held:	Legal Representative
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Appointed to Present Position:	2016
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Related Experience Since:	2007
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Founder of Subject:	Yes
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Active in daily operations:	Yes
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Education:	Graduated from university in 1998 Bachelor
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Name of Institute:	HCMC Polytechnic University, Vietnam
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Education:	Graduated from university in 2000 Masters
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Name of Institute:	Thailand
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Employment History:	[2006 - 2008] Engineer - PETROVIETNAM DRILLING & WELL SERVICE CORPORATION, Vietnam [2003 - 2006] Engineer - PETRO VIETNAM TECHNICAL SERVICES CORPORATION, Vietnam [1998 - 2003] Engineer - PETROVIETNAM DRILLING MUD CORPORATION (DMC), Vietnam
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Name:	<b>Ms Bui Thi Thanh Phuong</b>
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Current Title:	Director Human Resources
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Active in daily operations:	Yes
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Email Address:	buithithanhphuong@catvanloi.com
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Education:	Graduated from university Bachelor
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Name:	<b>Ms Nguyen Thi Thuy Hang</b>
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Current Title:	Director Finance
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Active in daily operations:	Yes
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Email Address:	ntthangree@yahoo.com.vn
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Education:	Graduated from university Bachelor
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Name:	<b>Ms Nguyen Thi Cham</b>
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Current Title:	Manager Office
Other Position Held:	Of Warehouse
Active in daily operations:	Yes
Email Address:	nguyenthicham@catvanloi.com
Education:	Graduated from university Bachelor

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Name:	<b>Mr Le Ba Tung</b>
Current Title:	Manager Technical
Active in daily operations:	Yes
Email Address:	kythuat@catvanloi.com
Education:	Graduated from university Bachelor

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Name:	<b>Ms Tu Gia Linh</b>
Current Title:	Manager Marketing
Active in daily operations:	Yes
Email Address:	tugialinh@catvanloi.com
Education:	Graduated from university Bachelor

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Name:	<b>Ms Nguyen Thi Kim Phung</b>
Current Title:	Manager Accounting
Active in daily operations:	Yes
Email Address:	nguyenthikimphung@catvanloi.com
Education:	Graduated from university Bachelor

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Name:	<b>Ms Tran Dieu Hien</b>
Current Title:	Manager Sales
Active in daily operations:	Yes
Email Address:	trandieuhien@catvanloi.com
Education:	Graduated from university Bachelor

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Name:	<b>Ms Nguyen Huynh Thuy Tien</b>
Current Title:	Vice Manager Sales
Active in daily operations:	Yes
Email Address:	nguyenhuynhthuytien@catvanloi.com
Education:	Graduated from university Bachelor

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## OPERATIONS



## LINE OF BUSINESS

- Manufactures electric conduits and fittings (3644-0200)
- Manufactures metal ladders (3499-0300)
- Manufactures ladder assemblies, combination workstand: metal (3499-0301)
- Manufactures cable trays, metal plate (3443-0703)

## PRODUCTS / SERVICES

- Cable Ladder, Cable Tray & Wire Mesh Trays
- MEP Hangers & Support
- Lightning Protection & Grounding Systems
- Unistrut & Fittings For MEP
- Steel Conduits & Fitting

## CAPACITY AND PRODUCTION OUTPUT

Product Name: Cable Ladder, Cable Tray & Wire Mesh Trays

Production Capacity: 2,000 Tons per year

Product Name: MEP Hangers & Support

Production Capacity: 1,000 Tons per year

Product Name: Lightning Protection & Grounding Systems

Production Capacity: 1,000 Tons per year

Product Name: Unistrut & Fittings For MEP

Production Capacity: 1,000 Tons per year

Product Name: Steel Conduits & Fitting

Production Capacity: 8,000 Tons per year

## BRAND NAMES

Subject Brand Names are: CVL

Description: Trademark



## PURCHASES

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### Purchasing Territory

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Local:	97.00%
International:	3.00%
Imports from	China (People's Republic) (3.00%)

The subject imports raw materials.

### Purchasing Terms

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Local Purchase Terms:	bank transfer cash
Import Terms:	payment order through bank Document against Acceptance Partial Advance bank transfer Document against Payment

## SALES

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### Sales Territory

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Local:	91.00%
International:	9.00%
Export to	Myanmar (0.30%) Japan (8.20%) United States (0.10%) Cambodia (0.40%)

### Selling Terms

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Local Sales Terms:	bank transfer cash
Export Terms:	bank transfer Document against Acceptance Document against Payment Partial Advance payment order through bank

CUSTOMERS

Major Customers

- KINDEN VIETNAM COMPANY LIMITED- BRANCH  
Vietnam
- SEAREFICO ENGINEERING AND CONSTRUCTION JOINT STOCK COMPANY  
Vietnam
- Trading Firm(s)  
20.00 % Sales
- JESCO ASIA JOINT STOCK COMPANY  
Vietnam
- R.E.E MECHANICAL & ELECTRICAL ENGINEERING JOINT STOCK COMPAN  
Vietnam
- Construction Company(ies)  
80.00 % Sales
- TOSHIBA PLANT SYSTEMS & SERVICES CORPORATION  
Vietnam

SUPPLIERS

- 557147874  
TIN HUY STEEL COMPANY LIMITED  
Vietnam
- 555236766  
CAT VAN LOI INDUSTRIAL ELECTRICAL EQUIPMENT CO.,LTD  
Vietnam
- 555615524  
VIETNAM ELECTRICAL CONDUIT CO.,LTD  
Vietnam
- 555251620  
HUY PHAT CO., LTD  
Vietnam

EMPLOYEES

Employee(s) - Current

Total Employees: 131 as at Mar 06, 2023

Total includes managers and active directors

Total Employees include:

- Full-Time Employees: 105
- Seasonal Employees: 26
- Production Workers

## INSURANCE

Company: MILITARY INSURANCE CORPORATION

Address: Ho Chi Minh Vietnam

Insurance Coverage Taken On Assets: Personal liability

Insured Amount: VND 11,000,000

Company: MILITARY INSURANCE CORPORATION

Address: Ho Chi Minh Vietnam

Insurance Coverage Taken On Assets: Merchandise, fixtures & building

Insured Amount: VND 136,160,442

Company: MILITARY INSURANCE CORPORATION

Address: Ho Chi Minh Ho Chi Minh Vietnam

Insurance Coverage Taken On Assets: Workmen compensation

Insured Amount: VND 213,000,000

Company: BAO VIET INSURANCE CORPORATION

Address: Ho Chi Minh Vietnam

Insurance Coverage Taken On Assets: Fixture & equipment

Insured Amount: VND 23,945,700

## PROJECTS



## WORK IN PROGRESS

Targeted Completion: 2023

Client: TOSHIBA PLANT SYSTEMS & SERVICES CORPORATION (TPSC)

Project Nature: Supplying a full package of electromechanical products (M&E) for the Matarbari Coal Thermal Power Pl

Location: Bangladesh

Project Value: VND 18,100,000,000

Targeted Completion: Apr, 2023

Client: BINH YEN COMPANY LIMITED

Project Nature: Supplying a full package of electromechanical products (M&E) for Lotte Mall Project

Location: 115, Ha Noi, Vietnam

Project Value:	VND 12,700,000,000
Targeted Completion:	2023
Client:	JESCO ASIA JOINT STOCK COMPANY
Project Nature:	Supplying a full package of electromechanical products (M&E) for Van Phong 1 Thermal Power Plant Pro
Location:	Khanh Hoa, Vietnam
Project Value:	VND 16,700,000,000
Targeted Completion:	2023
Client:	VIETNAM KANDENKO CO., LTD - HO CHI MINH CITY BRANCH
Project Nature:	Supplying a full package of electromechanical products (M&E) for the HCMC Urban Railway Project Line
Location:	122, Ho Chi Minh, Vietnam
Project Value:	VND 7,000,000,000

#### WORK COMPLETED

Date Completed :	Dec, 2022
Client:	POWER CONSULTANT INVESTMENT AND CONSTRUCTION JOINT-STOCK COMPANY NO. 5
Project Nature:	Supplying a full package of electromechanical products (M&E) for the Long Son Oil Refinery Project
Location:	Ba Ria-Vung Tau, Vietnam
Project Value:	VND 24,000,000,000

#### LOCATION



#### CURRENT LOCATION

Size of premise:	15,000 square meter
Type of Occupation:	Rented
Location:	Industrial zone

The site covers approximately 15000 square meters

Premises used as:	Administrative office Operations office Sales office Factory/Warehouse
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#### FINANCIAL INFORMATION



## COMPARATIVES

Particulars	Fiscal Dec 31, 2020 Millions VND	Fiscal Dec 31, 2021 Millions VND	Fiscal Dec 31, 2022 Millions VND
Current Assets	39,779	59,608	59,174
Current Liabilities	36,101	39,245	37,319
<b>Working Capital</b>	<b>3,678</b>	<b>20,363</b>	<b>21,855</b>
Other Tangible Assets	27,743	28,487	35,344
Non-Current Liabilities	10,682	19,785	24,349
<b>Tangible Net-Worth</b>	<b>20,739</b>	<b>29,065</b>	<b>32,850</b>
Revenue	133,391	130,105	153,715
Profit (Loss) After Tax	5,761	2,517	3,999
Inventory	26,920	46,433	44,470
Cash & Bank	3,209	2,378	3,049
Accounts Receivable	6,940	8,970	10,937
Fixed Assets	19,459	20,003	21,641
Accounts Payable	20,089	19,465	13,955
Intangibles	268	555	479

## BALANCE SHEET

Assets	Fiscal Dec 31, 2022 Millions VND
Cash & Bank	3,049
Inventory	44,470
Accounts Receivable	10,937
Investments	0
Other Current Assets	718
<b>Total Current Assets</b>	<b>59,174</b>
Property, Plant & Equipment	21,641
Assets in Construction	0
<b>Total Fixed Assets</b>	<b>21,641</b>
Investments	0
Investment Properties	0
<b>Total Investments</b>	<b>0</b>
Other Assets	13,703
NonCurrent Accounts Receivable	0

<b>Total Other Assets</b>	<b>13,703</b>
Intangibles	479
Goodwill	0
<b>Total Intangibles</b>	<b>479</b>
<b>TOTAL ASSETS</b>	<b>94,997</b>
<b>Liabilities</b>	<b>Fiscal Dec 31, 2022 Millions VND</b>
Accounts Payable	13,955
Loans Secured	0
Other Current Liabilities	17,317
Taxes Payables	149
Wages Payables	5,898
<b>Total Current Liabilities</b>	<b>37,319</b>
Creditors & Borrowings	24,349
Other Non-Current Liabilities	0
<b>Total Non-Current Liabilities</b>	<b>24,349</b>
<b>TOTAL LIABILITIES</b>	<b>61,668</b>
Capital	20,000
Reserves	0
Retained Earnings (Loss)	13,329
Minority Interests	0
Other Equity	0
Other Sources and Funds	0
<b>TOTAL EQUITY</b>	<b>33,329</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>94,997</b>

**PROFIT & LOSS**

<b>Particulars</b>	<b>Fiscal Dec 31, 2020 12 Month(s) Millions VND</b>	<b>Fiscal Dec 31, 2021 12 Month(s) Millions VND</b>	<b>Fiscal Dec 31, 2022 12 Month(s) Millions VND</b>
<b>Revenue</b>	<b>133,391</b>	<b>130,105</b>	<b>153,715</b>
Less: Cost of Sales	-101,671	-89,227	-111,577
<b>Gross Profit (Loss)</b>	<b>31,720</b>	<b>40,878</b>	<b>42,138</b>
General Operating Expenses	-24,689	-36,034	-35,480
<b>Net Operating Profit (Loss) Before Taxation</b>	<b>7,031</b>	<b>4,844</b>	<b>6,657</b>

Other Non-Operating Income	6	3	2
Total Financial Expenses	-1,315	-2,300	-2,663
Plus (Minus) Extraordinary Items	39	24	2
<b>Net Profit (Loss) Before Taxation</b>	<b>5,761</b>	<b>2,571</b>	<b>3,999</b>
Income Tax	0	-54	0
<b>Net Profit(Loss) after Tax</b>	<b>5,761</b>	<b>2,517</b>	<b>3,999</b>
<b>Net Profit (Loss) After Taxation &amp; Extraordinary Items</b>	<b>5,761</b>	<b>2,517</b>	<b>3,999</b>

The financial statements were obtained from Subject.

## RATIOS

Particulars	Dec 31, 2020	Dec 31, 2021	Dec 31, 2022
<b>GROWTH TREND</b>			
Sales Growth (%)	1254.49	-2.46	18.14
Net Profit Growth (%)	-	-	58.87
<b>PROFITABILITY RATIOS</b>			
Profit Margin (%)	4.32	1.93	2.60
Return on Assets (%)	8.50	2.84	4.21
Return on Net Worth (%)	27.78	8.66	12.17
<b>LIQUIDITY RATIOS</b>			
Current Ratio	1.10	1.52	1.59
Quick Ratio	0.28	0.29	0.37
<b>EFFICIENCY RATIOS</b>			
Collection Period (days)	19	25	26
Asset to Sales (%)	50.82	68.14	61.80
Sales to Inventory (times)	5	3	3
Fixed Assets to Net Worth (%)	93.83	68.82	65.88
<b>INDEBTEDNESS RATIOS</b>			
Short Term Debt to Net Worth (%)	174.07	135.02	113.60
Short Term Debt to Inventory (%)	134.10	84.52	83.92
Total Debt to Net Worth (%)	225.58	203.10	187.73

## APPENDICES



## CUSTOMER SERVICE

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

**CRIF Dun and Bradstreet (Vietnam) LLC**

Floor 15, Minh Long Tower, 17 Ba Huyen Thanh Quan,  
Ward 6, District 3, Ho Chi Minh City, Vietnam

**Tel:** (+84-28) 3911 7288

**Fax:** (+84-28) 3911 7289

**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

The information in this report was last updated on **Mar 06, 2023**.

## D&amp;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

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