



SAMPLE AQUA VIETNAM JSC CÔNG TY CỔ PHẦN SAMPLE AQUA VIETNAM

VN000000055



Confirmis Risk Index <h1>75</h1>	Payment / Business Behavior Feedback 	Status <h1>Active</h1>	Business Expectation Indicator
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Did You Know?

Since 1985, the value of seafood output has grown by an average of 5 percent per year
The export performance averaged 20 percent per year over the same period. The value of seafood exports reached US\$ 776 million in 1997 which equals a two percent growth ...

ISO 9001:2015. Awarded Top 10 Best Quality Agricultural Company

SAV is expanding the export market to Africa in the end of 2017

SAV is building a new factory for the business expansion and looking for new investors to grow business



The Business Expectations Survey (BES) is a quarterly survey which provides data on the expectations of businesses in the coming quarter for a range of indicators (sales/revenue, income, selling prices, investment/capital expenditure, stocks/inventory and employment). The index is measured on a scale of 0-100 and computed based on businesses (respondents) as percentage changes between coming quarter and current quarter.

Company Summary

Business Name	SAMPLE AQUA VIETNAM JSC
Business Former Name	SAMPLE VN JSC
Trading Style	SAV JSC, SAMPLE AQUA
Company Registration Number	0102030405
Year Established	01-02-1998
Ticker Symbol	SAV - Ho Chi Minh City Stock Exchange
Company Address	Floor 8, Room 802, ABC Tower 95 JF Street, Ward 6 District 3 Ho Chi Minh XXX010 Vietnam
Telephone No.	84 28 1234567 84 28 2345787 84 28 5555555
Fax No.	84 28 3336688 84 28 1234568
Mobile No.	84 1234567890 84 1234567891
Company Web Page	www.sampleaqua.com.vn
Line of Business	Processing aquaculture products WHL aquaculture products RET aquaculture products
NAICS	311423 311424 311425
Currency Used	VND
Latest Sales Turnover	9,000,000,000
Employee Size	890
Tax Code	0102030405

Company Structure

Company Structure	Joint Stock Company
Company Former Name	SAMPLE VN JSC
Date Change	21-04-2022
Authorised Capital	141,000,000,000
Issued Capital	141,000,000,000
Paid Up Capital	100,000,000 As Of 31-12-2015 141,000,000,000 As Of 31-12-2016 90,000,000 As Of 31-12-2014
Registered Address	Floor 8, Room 802, ABC Tower 95 JF Tan Street, Ward 6 District 3 Ho Chi Minh 700000 Vietnam
Premises (Owned/Leased)	Owned
Auditor	KPFU

Operations

Sales Territory Breakdown	Local 30.00%, International 70.00%
Countries Exported To	Cambodia, Indonesia, Thailand
Customers	Agricultural Importer, Supermarkets
Purchase Territory Breakdown	Local 50.00%, International 50.00%
Countries Imported From	China, France, Germany
Suppliers	Supplier 1, Supplier 2
Products	Frozen clam, Frozen crab, Frozen fish
Brand Names	SAMPLE CLAM SAMPLE FISH

Other Information

The Seafood Industry in Vietnam – Aquaculture, Five Year Plans, and the TPP: Vietnam is in the midst of undergoing an industrial transformation, where the production of textiles, IT-outsourcing, chemical goods, electronics and machinery items are becoming increasingly important. However, with its coastline spanning over 3000km Vietnam is an ideal country to boast a strong seafood industry, including both aquaculture and open ocean fishing.

The Government of Vietnam implemented a five year plan, to be completed in 2020, which will boost investment and build major fishing centers in five provinces, Hai Phong, Da Nang, Khanh Hoa, Ba Ria – Vung Tau and Kien Giang, which already had strong existing fishing grounds.

Since 1986 the Vietnamese government has focused on an export-led approach for its seafood industry, which gradually reformed its market. Vietnam’s most important seafood products include shrimp, pangasius, tuna and marine fish, according to VASEP. Shrimp, unarguably the most important of the above products, accounted for the largest share of the industry’s export turnover, accounting for more then 50 percent of the total export value. However, the industry has not always boasted such results and the value of exports is very receptive to the general economic climate of importing countries. During the global economic downturn in 2009, the value of seafood exports declined by almost 10% in comparison to the same time in 2008.

Banks

ANZ - Ho Chi Minh Branch
HSBC - JF Khoi Street, District 1, Ho Chi Minh City, Vietnam

Photo Gallery

General Director



Chief Executive Officer

First Name	Last Name	Title	Appointment Date
Thomas (Minh Thong)	Vo (Vo)	General Director	1997

Key Executives

First Name	Last Name	Position	Qualification	Years Of Experience
Dai Trang	Luong	Purchasing Manager	Bachelor of International Business, Open University (Vietnam)	10
Hoang Long	Nguyen	Business Development Director	Master of Business Administration, Fullbright University (France)	13
Minh Thong	Vo	General Director	Master of Marketing and Communications, Foreign Trade University (Vietnam)	25
Quynh Giao	Dang	Finance Director	Bachelor of Accounting, National University of Singapore (Singapore)	20

Board of Directors

First Name	Last Name	Position	Nationality	Date Appointed	Other Directorships
Hoang Long	Nguyen	Director	Vietnam	2015	
Minh Thong	Vo	Chairman	Vietnam	1997	Director of SAMPLE AGRICULTURE PRODUCTS JSC, Vietnam
Quynh Giao	Dang	Vice Chairman	Vietnam	1997	Director of SAMPLE AGRICULTURE PRODUCTS JSC, Vietnam

Major Shareholders

Name	Nationality	No. of Shares Held	Percentage (%)
SAMPLE AGRICULTURE PRODUCTS JSC	Vietnam	7,191,000	51.00
Nguyen Van Linh	Vietnam	2,115,000	15.00
Others	Vietnam	1,974,000	14.00
Tran Thi Huyen	Vietnam	1,692,000	12.00
Vo Minh Thong	Vietnam	1,128,000	8.00

Financial Statements

Balance Sheet			
In Millions of VND for the Financial Year	2016	2015	2014
ASSETS	649,276	584,715	656,668
Current Assets	573,158	499,743	567,334
Cash & Bank	33,699	263,771	142,189
Cash	33,699	33,771	29,389
Cash Equivalent		230,000	112,800
Investments	371,527	217	176,619
Short-term investment	371,527	217	176,619
Current Accounts Receivables	52,086	91,402	132,109
Account receivables from customers	35,594	53,808	44,639
Prepayments to suppliers	3,116	2,586	2,000
Other receivables	13,276	35,008	84,524
Inventories	110,741	137,214	104,686
Inventories	110,741	137,214	104,686
Other Current Assets	5,105	7,139	11,731
Short-term prepayments	308	144	430
Tax and other receivables from the State	4,897	6,936	11,000
Other current assets		59	
Test	(100)		
Long-Term Assets	76,118	84,972	89,334
Long-term Accounts Receivables	100		
Test	100		
Fixed Assets	47,952	51,743	52,408
Tangible fixed assets	33,710	36,948	36,300
Intangibles	13,121	13,774	14,427
Assets in Construction	1,121	1,021	1,681
Long-Term Investments	(200)	2,000	2,000
Investments in associates		2,000	2,000
Test	(200)		
Other Long-Term Assets	28,266	31,229	34,926
Long-term prepayments	27,763	30,745	30,000
Deferred tax assets	403	484	1,525
Goodwill			10
Test	100		3,391
LIABILITIES & EQUITY	649,276	584,715	656,668
Liabilities	233,570	173,408	240,950
Current Liabilities	229,204	168,015	234,019

Short-term loans	210,651	134,771	196,181
Account payables to suppliers	11,201	14,372	9,667
Due to customer	468	58	943
Deferred taxation	199	304	3,685
Payables to employees	4,880	16,219	21,013
Accrued expenses	164	131	144
Other payables	1,473	2,057	1,000
Provident & pensions	68	103	495
Test	100		891
Long-Term Liabilities	4,366	5,393	6,931
Long-term provision	4,466	5,393	6,000
Test	(100)		931
Equity	415,706	411,307	415,718
Capital	415,806	411,307	415,608
Share capital	141,000	141,072	141,072
Revaluation surplus (deficit)	188,873	188,873	188,871
Other funds	61,282	59,832	58,281
Retained earnings	24,551	21,530	27,484
Test	100		(100)
Other sources and funds	(100)		110
Other sources			10
Test	(100)		100

Profit and Loss

In Millions of VND for the Financial Year	2016	2015	2014
Gross revenue	424,790	474,171	453,848
Deductions	(2,685)	(164)	(1,317)
Net Revenue	422,105	474,007	452,531
Cost of Sales	(347,579)	(356,418)	(348,335)
Gross Profit	74,526	117,589	104,196
Financial income	22,531	32,482	31,278
Financial expenses	(15,792)	(36,684)	(311)
Selling expenses	(18,308)	(24,920)	(26,974)
General and administrative expenses	(8,428)	(10,828)	(17,615)
Net Operating Profit (Loss)	54,529	77,639	90,574
Other income	184	93	63
Other expenses	(566)	(13)	(200)
Test	100		100
Net Profit (Loss) Before Tax	54,247	77,719	90,537
Income tax / other taxes	(6,476)	(5,018)	(12,932)
Test	(100)		(100)
Net Profit (Loss) After Tax	47,671	72,701	77,505

Ratios			
Financial Year	2016	2015	2014
Current Ratio	2.50	2.97	2.42
Quick Ratio	2.02	2.16	1.98
Receivable turnover	8.10	5.19	3.43
Inventory turnover	3.81	3.45	4.32
Total assets turnover	0.65	0.81	0.69
Debt ratio	0.36	0.30	0.37
Debt-Equity ratio	0.56	0.42	0.58
Return on sales	11.29%	15.34%	17.13%
Return on assets	7.34%	12.43%	11.80%
Return on equity	11.47%	17.68%	18.64%

Parent Companies			
Relationship	Name	Country	CBN
Ultimate Parent	SAMPLE AQUAPRODUCTS INTERNATIONAL PTE LTD	Singapore	SN000000000
Immediate Parent	SAMPLE AGRICULTURE PRODUCTS JSC	Vietnam	VN000000000

Subsidiaries			
Name	Holding (%)	Country	CBN
SAMPLE SERVICES LTD	60.00	Vietnam	VN001000000
SAMPLE RETAILS LTD	90.00	Vietnam	VN002000000
SAMPLE MANUFACTURING CO.,LTD	86.00	Vietnam	VN000000120

Branches			
Name	Location	Country	CBN
Factory	Tan Thanh District, Ba Ria - Vung Tau Province	Vietnam	VN004000000
SAMPLE AQUA VIETNAM - Phan Thiet Banch	Phan Thiet City, Binh Thuan Province	Vietnam	VN001000000

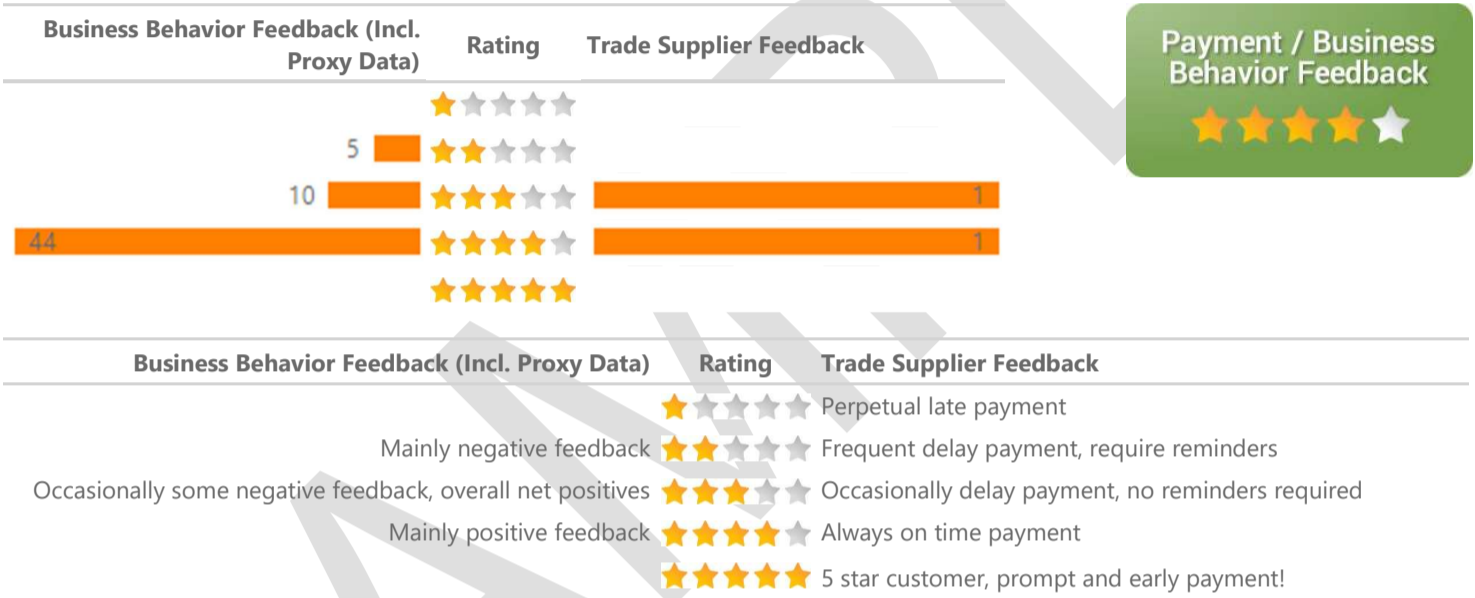
Confirmis Risk Index



	Rating	Description
AA	91-100	Very Low Risk
AB	71-90	Low Risk
BB	51-70	Moderate Risk
CC	21-50	High Risk
DD	1-20	Very High Risk
NR	NR	Not Rated

Confirmis Risk Index (CRI) is the overall measure of businesses' risk in relation to potential failure. Calculated by using 10 key risk components, involving financial and non-financial aspects of business. The CRI is specifically tuned to assess Small and Medium Enterprise (SME) business risk across Southeast Asia.

Payment / Business Behavior Feedback



Confirmis' feedback system is designed to capture and aggregate sentiment that reflect the 'behavior' of individual businesses, both from the perspective of customer payment timeliness and comments/feedback gathered on suppliers' quality, such as delivery timeliness and quality of goods sold. An effective feedback system allows users to gain 'experience' insight on businesses.

Events/Highlights

Since 1985, the value of seafood output has grown by an average of 5 percent per year
The export performance averaged 20 percent per year over the same period. The value of seafood exports reached US\$ 776 million in 1997 which equals a two percent growth
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Customized Questions

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