

# SAMPLE AQUA VIETNAM JSC CÔNG TY CỔ PHẦN SAMPLE AQUA VIỆT NAM

VN000000055



Confirmis Risk Index  
**98**

Payment / Business Behavior Feedback  
★★★★★

Status  
**Active**

Business Expectation Indicator  
↔

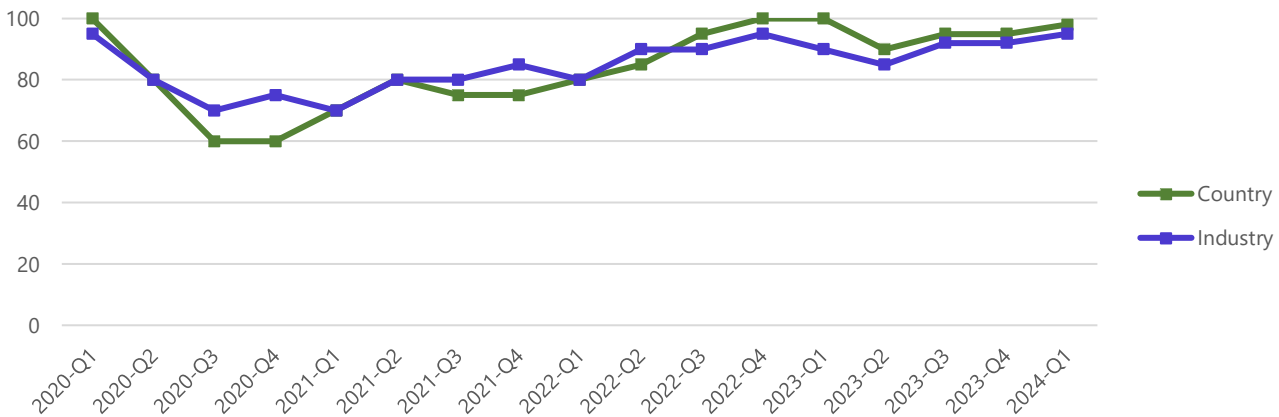
Did You Know?

**\*\* MEDIA NEWS \*\***

Vietnam is among the top countries consuming the most dry and instant foods in the world  
(Source: Vietdata, November 14, 2023)

<https://www.vietdata.vn/post/vietnam-is-among-the-top-countries-consuming-the-most-dry-and-instant-foods-in-the-world>

Business Expectation Indicator



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

<b>Business Name</b>	SAMPLE AQUA VIETNAM JSC
<b>Business Former Name</b>	SAMPLE VN JSC
<b>Trading Style</b>	SAV JSC, SAMPLE AQUA
<b>Company Registration Number</b>	0102030405
<b>Year Established</b>	01-02-1991
<b>Ticker Symbol</b>	SAV - Ho Chi Minh City Stock Exchange
<b>Company Address</b>	Floor 8, Room 802, ABC Tower 95 Vo Van Tan Street, Ward 6 District 3 Ho Chi Minh 700000 Vietnam
<b>Telephone No.</b>	84 28 3851745 84 28 3851746 84 28 3851747 84 28 3851748 84 28 3851749
<b>Fax No.</b>	84 28 3851750 84 28 3851751 84 28 3851752 84 28 3851753 84 28 3851753
<b>Mobile No.</b>	84 1234567890 84 1234567891 84 1234567892 84 1234567893 84 1234567893
<b>Company Web Page</b>	<a href="http://www.sampleaqua.com.vn">www.sampleaqua.com.vn</a>
<b>Line of Business</b>	Dried and Dehydrated Food Manufacturing Other Farm Product Raw Material Merchant Wholesalers Dairy Product (except Dried or Canned) Merchant Wholesalers Other Grocery and Related Products Merchant Wholesalers Grain and Field Bean Merchant Wholesalers Farm Supplies Merchant Wholesalers Process, Physical Distribution, and Logistics Consulting Services
<b>NAICS</b>	311423 424590 424430 424490 424510 424910 541614
<b>Currency Used</b>	VND
<b>Latest Sales Turnover</b>	23,580,478,010 As Of 31-12-2022
<b>Employee Size</b>	890
<b>Tax Code</b>	0102030405

## Company Structure

<b>Company Structure</b>	Joint Stock Company
<b>Company Former Name</b>	SAMPLE VN JSC
<b>Date Change</b>	21-04-2008
<b>Authorised Capital</b>	329,704,000,000
<b>Issued Capital</b>	329,704,000,000

<b>Paid Up Capital</b>	329,704,000 As Of 30-06-2023
<b>Registered Address</b>	Floor 8, Room 802, ABC Tower 95 Vo Van Tan Street, Ward 6 District 3 Ho Chi Minh 700000 Vietnam
<b>Premises (Owned/Leased)</b>	Owned
<b>Auditor</b>	KPMG

## Operations

<b>Sales Territory Breakdown</b>	Local 30.00%, International 70.00%
<b>Countries Exported To</b>	Cambodia, Indonesia, Thailand
<b>Customers</b>	Agricultural Importer, Supermarkets
<b>Purchase Territory Breakdown</b>	Local 50.00%, International 50.00%
<b>Countries Imported From</b>	China, France, Germany
<b>Suppliers</b>	Supplier 1, Supplier 2
<b>Products</b>	Frozen clam, Frozen crab, Frozen fish
<b>Brand Names</b>	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 than 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 - 235 Dong Khoi Street, District 1, Ho Chi Minh City, Vietnam

## Photo Gallery

Vo Minh Thong,  
General Director



SAMPLE

## 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	Vietnamese	2015	
Minh Thong	Vo	Chairman	Vietnamese	1997	Director of SAMPLE AGRICULTURE PRODUCTS JSC, Vietnam
Quynh Giao	Dang	Vice Chairman	Vietnamese	1997	Director of SAMPLE AGRICULTURE PRODUCTS JSC, Vietnam

## Major Shareholders

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

## Financial Statements

Subject Company's Consolidated Financial Statements

Audited by: KPMG

Fiscal year ended: 31-December

<b>Balance Sheet</b>			
In Millions of VND for the Financial Year	2022	2021	2020
<b>ASSETS</b>	<b>37,416,567</b>	<b>34,253,427</b>	<b>30,841,574</b>
<b>Current Assets</b>	<b>16,225,191</b>	<b>14,367,345</b>	<b>13,393,278</b>
<b>Cash &amp; Bank</b>	<b>3,695,417</b>	<b>3,320,231</b>	<b>3,344,574</b>
Cash	3,695,417	3,320,231	3,344,574
<b>Investments</b>		<b>5,932,175</b>	<b>4,643,000</b>
Short-term investment		5,932,175	4,643,000
<b>Current Accounts Receivables</b>	<b>3,237,727</b>	<b>3,635,618</b>	<b>3,693,643</b>
Account receivables from customers	3,237,727	3,635,618	3,693,643
<b>Inventories</b>	<b>1,420,943</b>	<b>1,454,719</b>	<b>1,375,926</b>
<b>Other Current Assets</b>	<b>7,871,104</b>	<b>24,601</b>	<b>336,135</b>
Other current assets	104,361	24,601	336,135
Other current financial assets	7,766,744		
<b>Long-Term Assets</b>	<b>21,191,376</b>	<b>19,886,081</b>	<b>17,448,296</b>
<b>Long-term Accounts Receivables</b>		<b>191,955</b>	<b>194,446</b>
Long-term trade receivables		191,955	194,446
<b>Fixed Assets</b>	<b>9,075,964</b>	<b>8,550,424</b>	<b>8,601,321</b>
<b>Tangible fixed assets</b>	<b>9,051,885</b>	<b>8,520,516</b>	<b>8,564,574</b>
Intangibles	24,079	29,908	36,747
<b>Investment Properties</b>	<b>406,403</b>	<b>101,882</b>	<b>98,258</b>
Cost	406,403	101,882	98,258
<b>Long-Term Investments</b>	<b>3,056,449</b>	<b>10,707,900</b>	<b>8,300,274</b>
Investments in associates	3,018,630	2,984,018	2,669,541
Other long-term investments		7,695,458	5,601,377
Investments in joint ventures	29,819	28,424	29,357
Long-term loan to related party	8,000		
<b>Other Long-Term Assets</b>	<b>8,652,560</b>	<b>333,920</b>	<b>253,997</b>
Deferred tax assets	40,816	82,116	63,877
Goodwill	42,007	42,053	45,824
Down-payment for purchase of machinery	542		
Right-of-use assets	93,360		
Other non-current financial assets	8,460,702		

<b>LIABILITIES &amp; EQUITY</b>	<b>37,416,567</b>	<b>34,253,427</b>	<b>34,153,655</b>
<b>Liabilities</b>	<b>4,025,115</b>	<b>4,208,689</b>	<b>4,108,918</b>
<b>Current Liabilities</b>	<b>2,938,243</b>	<b>3,103,244</b>	<b>3,003,472</b>
Account payables to suppliers	1,781,038	1,823,542	1,933,284
Deferred taxation	321,182	389,867	306,751
Accrued expenses	335,798	345,702	332,579
Other payables	95,042	60,428	52,012
Other current liabilities	368,515	483,705	378,845
Current portion of long-term lease liabilities	36,629		
Advance receipt from non-controlling interests	39		
<b>Long-Term Liabilities</b>	<b>1,086,873</b>	<b>1,105,446</b>	<b>1,105,446</b>
Other long-term liabilities		115,816	115,816
Creditors & borrowings	3,830		
Deferred tax payables	20,723		
Long-term provision	1,005,079	989,629	989,629
<b>Equity</b>	<b>33,391,452</b>	<b>30,044,738</b>	<b>30,044,738</b>
<b>Capital</b>	<b>25,975,410</b>	<b>23,391,964</b>	<b>23,391,964</b>
Share capital	329,704	329,704	329,704
Share premium	712,963	712,963	712,963
Other equity	386,386	221,827	221,827
Revaluation surplus (deficit)	(1,377,595)	(1,377,595)	(1,377,595)
Retained earnings	25,923,953	23,505,064	23,505,064
Minority Interest	7,416,041	6,652,774	6,652,774

<b>Profit and Loss</b>			
<b>In Millions of VND for the Financial Year</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>
Gross revenue	23,580,478	24,000,084	22,436,894
Deductions		(10,000)	
<b>Net Revenue</b>	<b>23,580,478</b>	<b>23,990,084</b>	<b>22,436,894</b>
Cost of Sales	(14,849,957)	(15,300,601)	(14,528,325)
<b>Gross Profit</b>	<b>8,730,521</b>	<b>8,689,483</b>	<b>7,908,568</b>
Financial income	275,902	9,000	
Financial expenses	(2,831)	(11,329)	(12,841)
Selling expenses	(1,749,083)	(1,734,192)	(1,791,141)
General and administrative expenses	(1,861,997)	(2,090,338)	(1,836,640)
<b>Net Operating Profit (Loss)</b>	<b>5,392,511</b>	<b>4,862,625</b>	<b>4,267,946</b>
Other income	290,331	740,484	447,213
Other expenses		(5,000)	
Plus (minus) extraordinary items	294,979	274,165	217,364
<b>Net Profit (Loss) Before Tax</b>	<b>5,977,820</b>	<b>5,872,274</b>	<b>4,932,523</b>
Income tax / other taxes	(725,686)	(728,868)	(590,006)
<b>Net Profit (Loss) After Tax</b>	<b>5,252,134</b>	<b>5,143,406</b>	<b>4,342,517</b>

## Ratios

Financial Year	2022	2021	2020
Current Ratio	5.52	4.63	4.46
Quick Ratio	5.04	4.16	4.00
Receivable turnover	7.28	6.60	6.07
Inventory turnover	16.59	16.49	16.31
Total assets turnover	0.63	0.70	0.73
Debt ratio	0.11	0.12	0.13
Debt-Equity ratio	0.12	0.14	0.14
Return on sales	22.27%	21.44%	19.35%
Return on assets	14.04%	15.02%	14.08%
Return on equity	15.73%	17.12%	14.45%

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## 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
SAMPLE AQUA VIETNAM - Factory	Tan Thanh District, Ba Ria - Vung Tau Province	Vietnam	VN004000000
SAMPLE AQUA VIETNAM - Phan Thiet Branch	Phan Thiet City, Binh Thuan Province	Vietnam	VN001000000

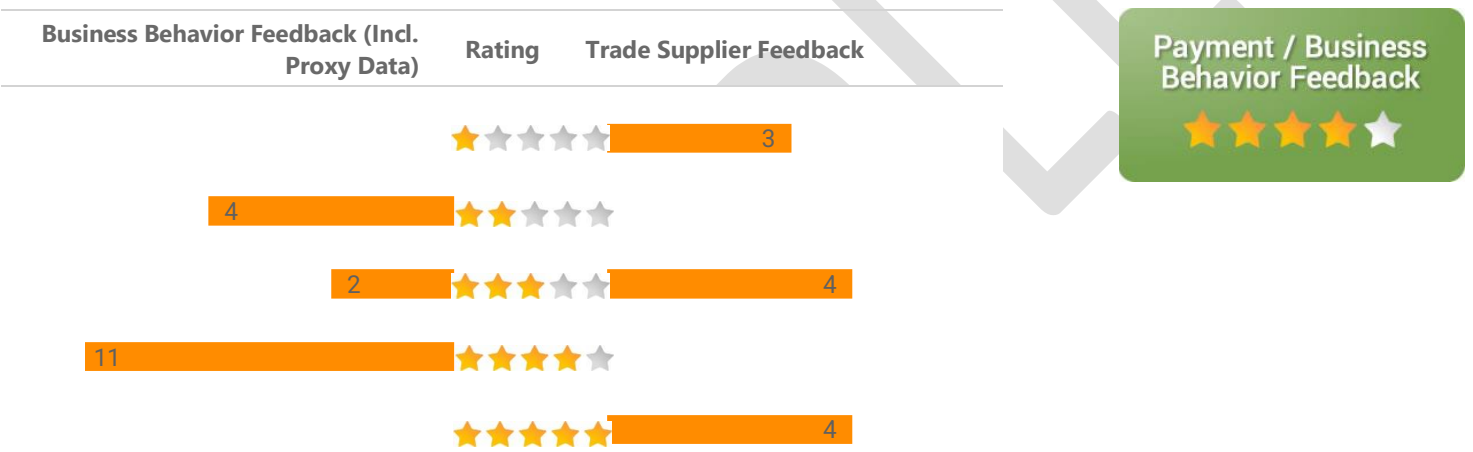
## Confirmis Risk Index



	Rating	Description
<b>AA</b>	91-100	Very Low Risk
<b>AB</b>	71-90	Low Risk
<b>BB</b>	51-70	Moderate Risk
<b>CC</b>	21-50	High Risk
<b>DD</b>	1-20	Very High Risk
<b>NR</b>	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



Business Behavior Feedback (Incl. Proxy Data)	Rating	Trade Supplier Feedback
	★☆☆☆☆	Perpetual late payment
Mainly negative feedback	★★☆☆☆	Frequent delay payment, require reminders
Occasionally some negative feedback, overall net positives	★★★☆☆	Occasionally delay payment, no reminders required
Mainly positive feedback	★★★★☆	Always on time payment
	★★★★★	5-star customer, prompt and early payment!

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.

Payment Feedback (against selling term)	Amt (USD)	Prompt	Inconsistent	Slow
	3-digits			
	4-digits	2	1	
	5-digits	1	1	1
	6-digits	1	1	1
	7-digits +		1	1

Customer Feedback	Positives	Neutral	Negative
	2		2
Supplier Feedback	Positives	Neutral	Negative
	3	1	1
Current/Former Employee Feedback	Positives	Neutral	Negative
	5	1	1
Ethical & Social Responsibility Feedback	Positives	Neutral	Negative
	1		

## Events/Highlights

### \*\* MEDIA NEWS \*\*

Vietnam is among the top countries consuming the most dry and instant foods in the world

(Source: Vietdata, November 14, 2023)

<https://www.vietdata.vn/post/vietnam-is-among-the-top-countries-consuming-the-most-dry-and-instant-foods-in-the-world>

ADB predicts Vietnam's 2024 GDP growth at 6%

(Source: Vietnam Plus, December 23, 2023)

<https://en.vietnamplus.vn/adb-predicts-vietnams-2024-gdp-growth-at-6/275240.vnp>

Vietnam 2023 economic growth slows to 5.05% as exports fall

Source: Reuters, December 29, 2023)

<https://www.reuters.com/world/asia-pacific/vietnam-2023-economic-growth-slows-505-2023-12-29/>

Việt Nam sustains recovery momentum, positioned for significant growth

(Source: Vietnam News, January 05, 2024)

<https://vietnamnews.vn/economy/1638860/viet-nam-sustains-recovery-momentum-positioned-for-significant-growth.html>

### \*\* CURRENT INVESTIGATIONS \*\*

On 04-01-2024, Mr. A, Director, confirmed all information in this report. He shared that subject company has seen tremendous growth in business over the past three (3) years, where they have grown by at least 2.5x. Subject company continues to see growth in 2023, continuing at the end of year, both in terms of expansion of existing business and acquiring new businesses.

For the 2nd quarter of 2024, subject company expects Revenue, Profit, Employee Size, while subject company's pricing structure is customizable for each individual client, based on service and solution requirements. While there are inflationary pressure on manpower costs, based on CPI, subject company continues to look at ways to optimize subject company internal cost structure to remain competitive to deliver internationally benchmarked services.

In 2024, the main challenges include rising inflation affecting labour costs and the need to handle higher demand. To tackle this, the company has successfully expanded its workforce and improved its facilities and technology.

Looking ahead to the following year, the company aims to grow its business by standing out in the market. They plan to achieve this by continuously offering new digital technology services like GenerativeAI as part of their customer experience operations. Subject company takes a comprehensive approach, using technology to boost efficiency and productivity while also creating new sources of revenue.

Contact email: [cs@samplequa.com.vn](mailto:cs@samplequa.com.vn)

Information in this report were also obtained from the local registry office and public sources.

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**\*\* OFFICE OF FOREIGN ASSETS CONTROL (OFAC) SANCTION CHECK \*\***

On 05-01-2024, sanction check was conducted and showed subject company and individual Board of Directors are NOT included in the sanction list.

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**\*\* PAYMENT BEHAVIOR \*\***

On average, subject company takes 37 days to pay its creditors.

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**\*\* AWARDS & RECOGNITIONS \*\***

- ISO 9001:2015
- Awarded Top 10 Best Quality Agricultural Company 2023
- Best Companies to Work For in Asia 2023 - HR Asia

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**\*\* RELATED COMPANIES \*\***

Associated companies:

- Phuc Giang Services Trading Co Ltd (26% of shares owned by Subject)
- Kamaz Trade Company Limited (30% of shares owned by Subject)

Joint-ventures:

- P D Service Private Enterprise (36% of shares owned by Subject)

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## Customized Questions

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