



Informazioni commerciali disponibili e significative per la valutazione delle aziende in Myanmar

*Emanuela Falcone, Strategic
Marketing Coordinator*

AGENDA

- **Overview su Myanmar**
- **CRIF per la Business Information**
- **SkyMinder®: semplice, globale, completo**
- **Credit Report e SkyMinder Monitoring Services per Myanmar**

- **APPENDIX: Richiedere un Credit Report su Myanmar in pochi click**





OVERVIEW SU MYANMAR

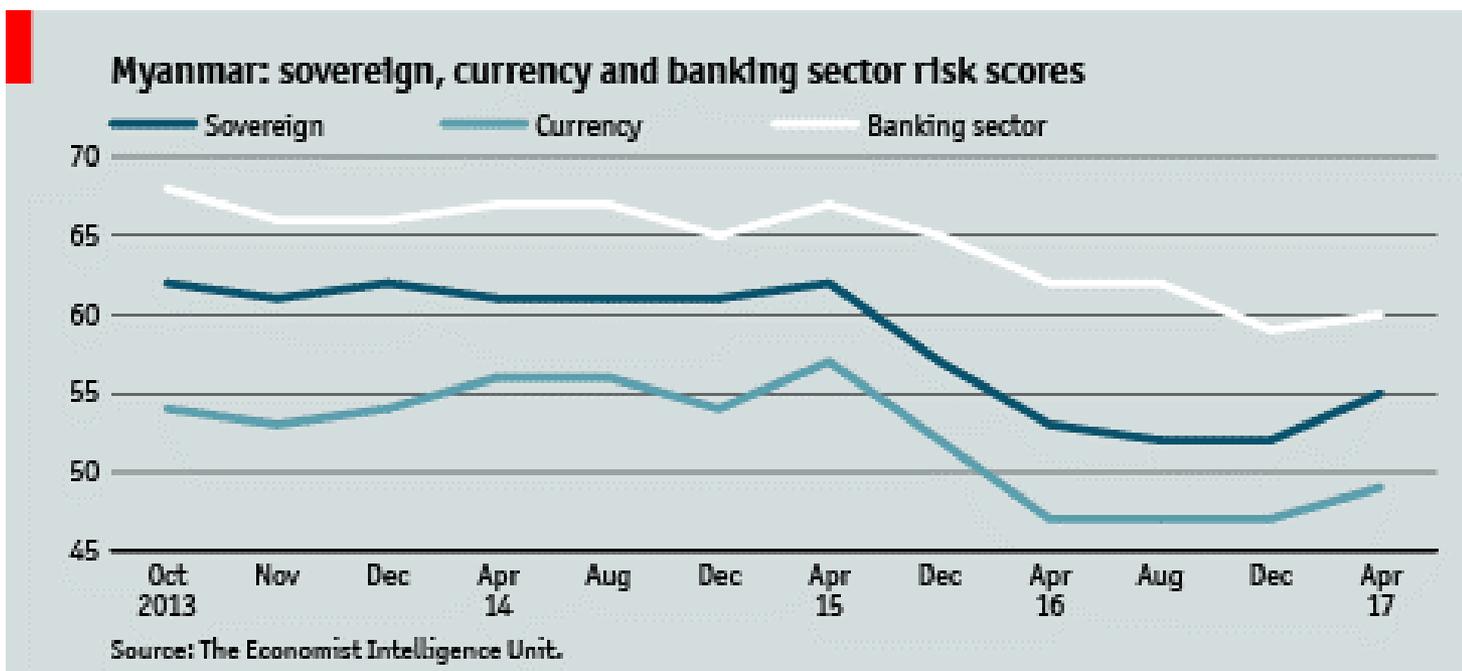
PANORAMA DEL RISCHIO

Tipo Rischio	Commento	Valutazione
Sovereign Risk	La probabilità che il governo non riesca ad ottemperare ai propri obblighi è sotto controllo. Il rapporto fra debito pubblico e GDP rimarrà moderata fino al 2019, poco più del 30%.	B
Currency Risk	La moneta locale (kyat) rimarrà debole rispetto al \$ e rimarrà in una situazione di relativa pressione.	BB
Banking sector risk	Crescita del 30% anno su anno per la richiesta di credito, anche se la capacità delle banche e relativa trasparenza sono ancora basse	CCC
Political Risk	Persistono contrasti interni fra le varie etnie e non sembra vi si intraveda una soluzione a breve	CCC
Economic structure risk	I parametri macroeconomici rimarranno deboli. Una inflazione a doppia cifra e la dipendenza commerciale dalla Cina sono elementi di attenzione	CCC
Country Risk		B

Legenda: La scala vede come indice più basso D e più alto AAA, passando per C, CC, CCC, B, BB, BBB, A, AA

Source: The Economist Intelligence Unit, April 2017

RISCHIO STORICO



IL SISTEMA DELLE IMPRESE

Numero imprese registrate in totale dal 1989, anno in cui il governo ha deciso di liberalizzare parzialmente l'economia

- Circa 60.000
- Di cui circa 6.000 imprese straniere o filiali di imprese straniere

Processo di registrazione dell'impresa

- E' regolamentato dal Myanmar Companies Act
- L'impresa, sia essa locale o straniera, deve essere registrata presso il DICA (Directorate of Investment and Company Administration) che si occupa della registrazione di imprese sia locali che straniere
- Il MIC, sotto la giurisdizione del DICA, si occupa delle richieste di investimenti anche stranieri
 - Se non si è registrati al MIC, non è possibile ottenere investimenti

IL SISTEMA IMPRESE

Chi deve registrarsi

•Imprese straniere

- Public Limited Liability Companies (necessari minimo 7 soci), comparabile alla Società per Azioni
- Private Limited Liability Companies (necessari minimo 2 soci), comparabile alla Società a Responsabilità Limitata

•Imprese Locali

- Limited Liability Companies
- Richiesta di registrazione al MIC
- Quando sono oggetto di incorporazione
- Necessità di tipo reputazionale

Chi può non registrarsi (solo imprese locali)

- Imprese Individuali formate da singoli cittadini del Myanmar
- Partnership companies, comparabili a Società di persone
- Es. Piccoli ristoranti, negozi, commercio, fornitori di servizi, avvocati

DATI PER CONOSCERE: UNA PRIMA VALUTAZIONE



DATI DI VALUTAZIONE SKYMINDER

Credit Limit

- Espresso in moneta locale (kyat), indica il fido concedibile

Rating

- Espresso con una scala da 1 a 20, indica il livello di rischio nell'intraprendere una relazione di business con una determinata impresa (20 rappresenta la minima rischio)
- Vengono presi in considerazione, fra gli altri, la solidità strutturale, i pagamenti, la presenza di informazioni negative, i dati finanziari

Pagamenti

- Eventuale presenza di informazioni sui pagamenti dell'impresa



DATI DI VALUTAZIONE SKYMINDER

SkyMinder SEARCH mySKY Messages LOGOUT

Eva Trading Co., Ltd. Print Order Details

Sample Report

BUSINESS HIGHLIGHTS **RISK ASSESSMENT** RELEVANT EVENTS FINANCIAL INFORMATION BUSINESS MANAGEMENT BUSINESS RELATIONSHIPS ACTIVITY FEATURES

Risk Evaluation Payment Information

RISK EVALUATION Legend+

DECISION

RATING ★★★★★★☆☆ 11/20, Low

SEMAPHORE ●●●

MAXIMUM CREDIT 3,000,000.00 MMK Credit to the recommended limit should be acceptable but should be monitored on a regular basis.

FINANCIALS RATING The financial situation is considered to be in order.

DATE OF APPRAISAL Nov 04, 2015

PAYMENT INFORMATION

PAYMENT PRACTICES There are no objections regarding the payment of financial obligations. Nov 04, 2015

Payment Experiences

Start Date	End Date	Experience Type	Date	Payment Experience
-	-	Payment Experiences Text	Nov 04, 2015	No payment history is available.



CRIF PER LA BUSINESS INFORMATION

CRIF E SKYMINDER®

Il gruppo CRIF

27 ○ paesi con attività dirette

58 ○ società

4 ○ continenti

3.700+ ○ professionisti

6.300+ ○ istituti finanziari

44.000+ ○ imprese clienti

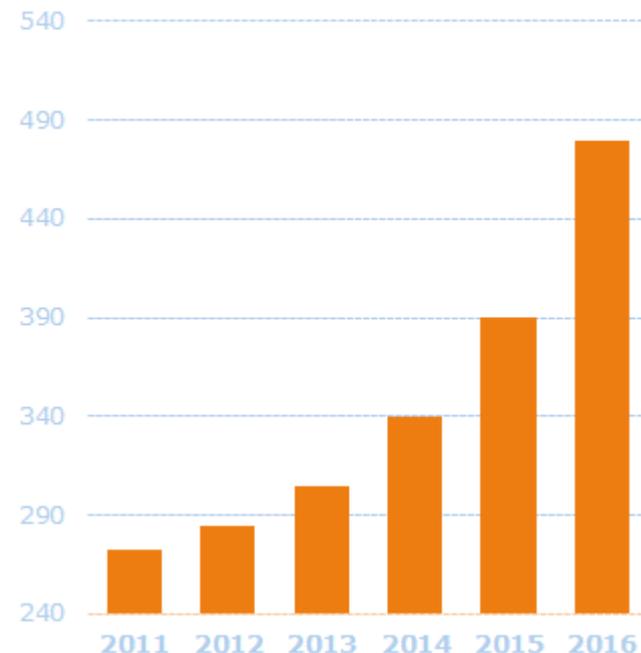
240.000+ ○ consumatori

utilizzano servizi CRIF in **50** paesi

20 paesi ○ con sistemi di informazioni creditizie

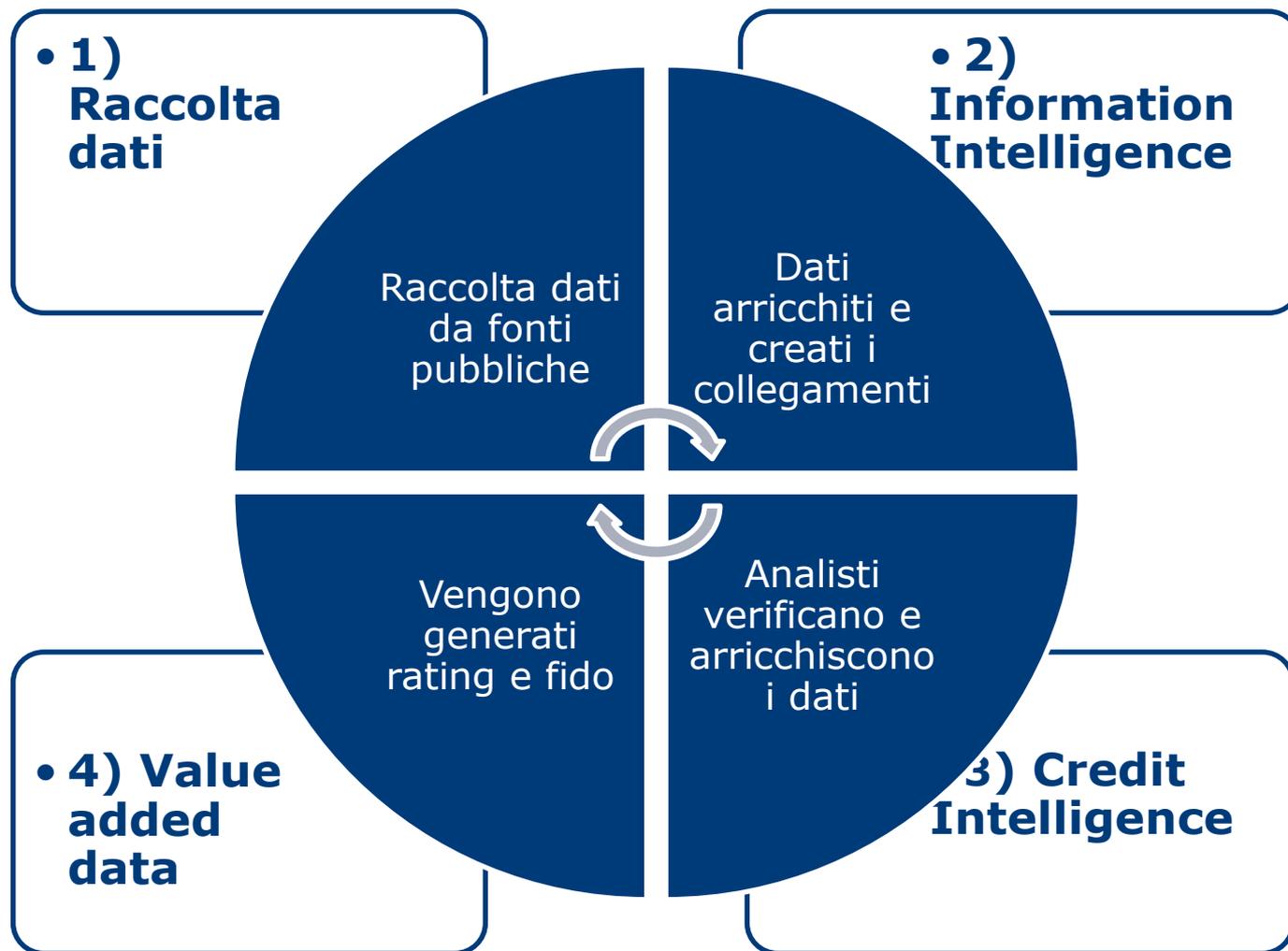
500+ ○ installazioni software

Valore della produzione
(milioni di Euro)



**SkyMinder® è la soluzione
Business information di
CRIF**

IL NUOVO APPROCCIO CRIF ALLA BUSINESS INFORMATION



Esso è caratterizzato da

- **Completezza**
- **Significatività**
- **Aggiornamento**
- **Dati a valore aggiunto**



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**SKYMINDER®: SEMPLICE,
GLOBALE, COMPLETO**

LA CRIF INFORMATION DI CRIF IN TUTTO IL MONDO

Nazioni del gruppo CRIF con piattaforma di Business Information

- Austria
- Cina
- Repubblica Ceca
- Germania
- Hong Kong
- India
- Italia
- Polonia
- Repubblica Slovacca
- Svizzera
- Taiwan
- Turchia
- Emirati Arabi Uniti

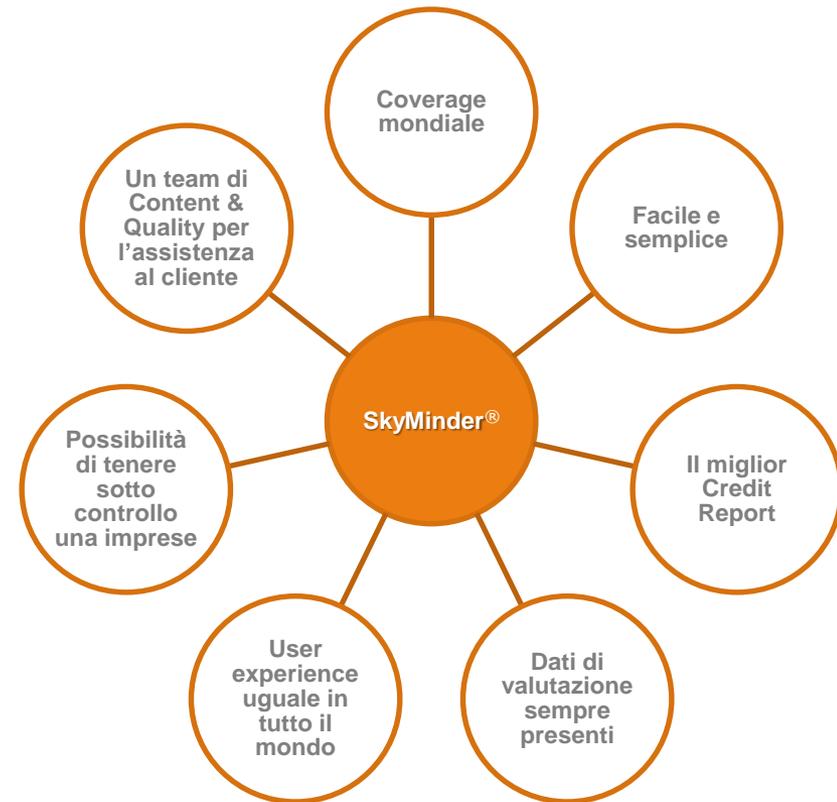
SkyMinder® permette di accedere ad informazioni finanziarie, di credito e commerciali su più di **200 milioni di imprese in più di 230 nazioni e territori**

The logo for SkyMinder features the brand name in a grey, sans-serif font. Above the letters 'y' and 'M' is a stylized orange arc that curves over the top of the text.

Grazie alle società del gruppo CRIF e alle consolidate relazioni con i migliori fornitori locali (33 in totale), **vengono forniti Credit Report costantemente aggiornati e caratterizzati dalla più alta qualità in tutto il mondo**, anche ove vi sono particolari criticità in termini di disponibilità e raccolta dei dati

SEMPLICE, GLOBALE, COMPLETO: VANTAGGI PRINCIPALI

- Facile e semplice **identificazione dell'impresa**
- **Migliori fonti** disponibili
- Attenzione alle **specificità nazionali** per quanto riguarda le **normative vigenti**, la legislazione e la fiscalità
- Considerazione alle **differenze** per ogni paese relative alla **disponibilità del dato, sua fruizione ed aggiornamento**
- Credit Report sempre **completo di Rating e Fido**
- **Layout di grande leggibilità** uguale in tutto il mondo
- **Possibilità di tenere sotto controllo un'impresa**





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CREDIT REPORT E SKYMINDER MONITORING SERVICES PER MYANMAR

CREDIT REPORT: CONTENUTI GENERALI

Credit Report

- Credit Report **aggiornato** tenendo in considerazione le specificità di Myanmar e le relative fonti dati
- **Tempi di consegna** su 3 livelli
- **Massima leggibilità** con impostazione a TAB
- Presenza di **dati valutativi** e **credit limit**
- **Presenza del bilancio come prevede la legge** solo per public limited liability companies
- Controllo informazioni **negative e legali**
- **Esponenti e soci**

BUSINESS HIGHLIGHTS
 RISK ASSESSMENT
 RELEVANT EVENTS
 FINANCIAL INFORMATION
 BUSINESS MANAGEMENT
 BUSINESS RELATIONSHIPS
 ACTIVITY FEATURES

Identification Highlights

IDENTIFICATION

Company Name Eva Trading Co., Ltd.		Country Myanmar
Legal Form Limited Liability Company	Registration Date Jan 01, 1997	Incorporation Date Jan 01, 1997
Registered Address No. 22-23, De Pae Yin Wun Htauk U Myae Street, Hlaing Thar Yar Industry Zone 3		
COM 1600/1996-1997	Issuing authority State Register of Myanmar	
Contact		
Email sale@evaroofting.com	Website http://www.evaroofting.com/	
Phone +95 685015	Fax +95 685128	

HIGHLIGHTS

RATING		Low
SEMAPHORE		
CREDIT LIMIT	MMK 3,000,000	Credit to the recommended limit should be acceptable but should be monitored on a regular basis.
COMPANY STATUS		

Payment Information

LATEST PAYMENT EXPERIENCE DATE	Nov 04, 2015
BEHAVIOUR DESCRIPTION	Credit to the recommended limit should be acceptable but should be monitored on a regular basis.
BEHAVIOUR SCORE CONVERSION	There are no objections regarding the payment of financial obligations.

Presence of Adverse Data

Please review tab Relevant Events to check presence of negative data

Primary Business Activity

Metal/steel

Activity Code
 2511 - Manufacture of metal structures and parts of structures
 2599 - Manufacture of other fabricated metal products n.e.c.
 4673 - Wholesale of wood, construction materials and sanitary equipment

La prima pagina dei **Business Highlights** di un Credit Report su azienda di Myanmar

SKYMINDER MONITORING SOLUTIONS: ELEMENTI ESSENZIALI

Planned Revision

- Soluzione studiata per paesi come Myanmar che hanno **criticità per la raccolta e fruibilità dei dati**
- Credit Report con **revisione su base periodica**
- Il Credit Report viene **revisionato indipendentemente dalla presenza di cambiamenti**

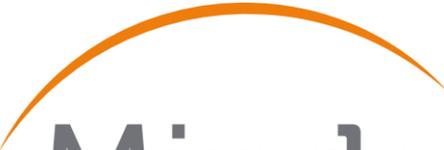
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A Prima Vista

SkyMinder fornisce le migliori informazioni commerciali su tutte le società esistenti in tutto il mondo, **coprendo 230 paesi e territori per supportare qualsiasi decisione aziendale con i dati più aggiornati e le soluzioni più affidabili.**

[CHI SIAMO](#)

www.skyminder.com

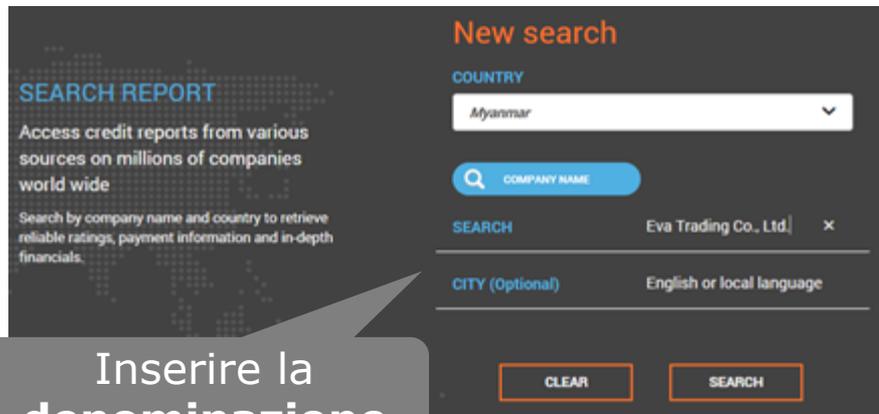
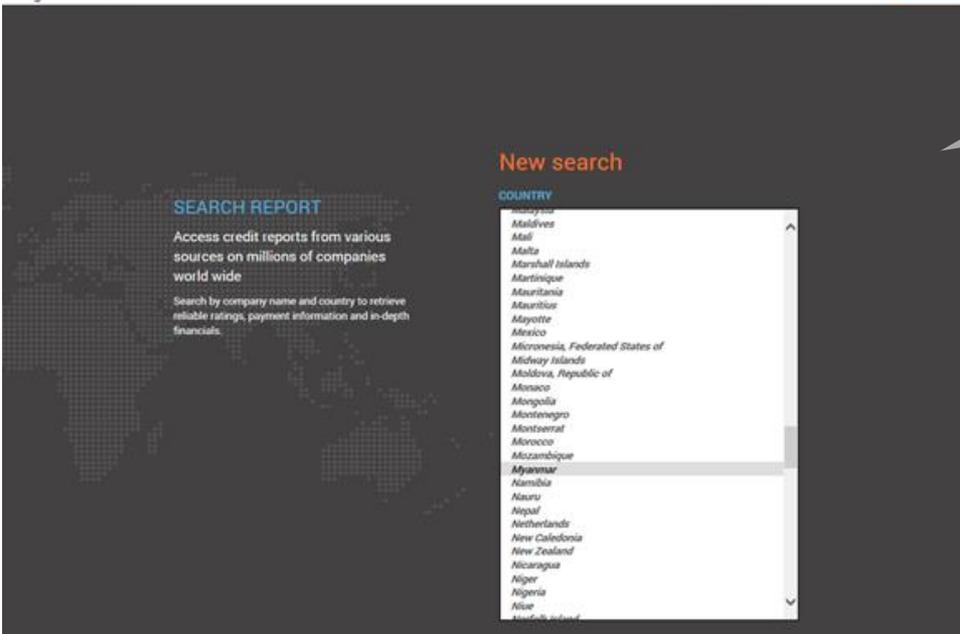


SkyMinder

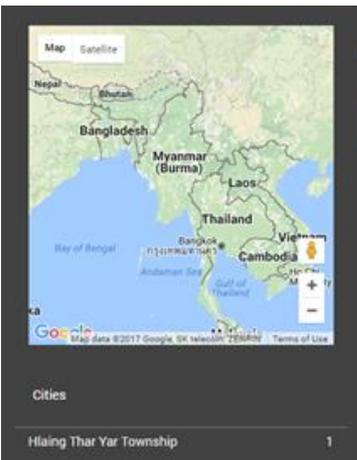


APPENDIX:
Richiedere un Credit Report su
Myanmar in pochi click

Una volta effettuato l'accesso al sito SkyMinder, scegliere Myanmar dall'elenco delle nazioni



Inserire la denominazione



Identificazione candidato/i sulla mappa per la scelta



Scelta del Credit Report e i tempi di consegna


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Sample Report Order Details

BUSINESS HIGHLIGHTS
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ACTIVITY FEATURES

Identification Highlights

IDENTIFICATION

Company Name: **Eva Trading Co., Ltd.** Country: Myanmar
 Legal Form: Limited Liability Company Registration Date: Jan 01, 1997 Incorporation Date: Jan 01, 1997
 Registered Address: **No. 22-23, De Pae Yin Wun Htauk U Myae Street, Hlaing Thar Yar Industry Zone 3**
 COA: 1600/1996-1997 Issuing authority: State Register of Myanmar
 Contact:
 Email: sale@evaroofting.com Website: <http://www.evaroofting.com/>
 Phone: +95 685015 Fax: +95 685128

HIGHLIGHTS

RATING	★★★★★☆☆	Low
SEMAPHORE	●●●	
CREDIT LIMIT	MMK 3,000,000	Credit to the recommended limit should be acceptable on a regular basis.
COMPANY STATUS	ACTIVE	

Payment Information

LATEST PAYMENT EXPERIENCE DATE	Nov 04, 2015
BEHAVIOUR DESCRIPTION	Credit to the recommended limit should be acceptable on a regular basis.
BEHAVIOUR SCORE CONVERSION	There are no objections regarding the payment of financial obligations.

Presence of Adverse Data
Please review tab Relevant Events to check for adverse data.

Primary Business Activity
Metal/steel

Activity Code
 2511 - Manufacture of metal structures and parts of structures
 2599 - Manufacture of other fabricated metal products n.e.c.
 4673 - Wholesale of wood, construction materials and sanitary equipment

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Gestione a TAB per una migliore lettura

Approfondimento dati valutazione


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Sample Report Order Details

BUSINESS HIGHLIGHTS
RISK ASSESSMENT
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BUSINESS RELATIONSHIPS
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Risk Evaluation Payment Information

RISK EVALUATION

Decision

RATING	★★★★★☆☆	11/20, Low
SEMAPHORE	●●●	
MAXIMUM CREDIT	3,000,000.00 MMK	Credit to the recommended limit should be acceptable but should be monitored on a regular basis.
FINANCIALS RATING	The financial situation is considered to be in order.	
DATE OF APPRAISAL	Nov 04, 2015	

PAYMENT INFORMATION

End Date	Experience Type	Date	Payment Experience
-	Payment Experiences Text	Nov 04, 2015	No payment history is available.


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 BUSINESS HIGHLIGHTS
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Negative Events

NEGATIVE EVENTS

Sanctions

Start Date	End Date	Type	Date	Sanction
-	-	Sanctions Text	Nov 04, 2015	The company is not listed on the WorldCompliance Database.

Legal Actions

Start Date	End Date	Type	Date	Legal Action
-	-	Legal Actions Text	Nov 04, 2015	No legal information is available.


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 BUSINESS HIGHLIGHTS
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Financial Information

FINANCIAL INFORMATION

Financial Text

Private companies in Myanmar are not required to disclose financial statements. Nov 04, 2015

- BUSINESS HIGHLIGHTS
- RISK ASSESSMENT
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Management

MANAGEMENT
CURRENT MANAGERS

Paw Khin, Daw Lin

Identification	13/TAKANAJ/NAING/007981
Gender	female
Address	Residential address: MM Myanmar
Roles	Chief Executive Officer

[Fold section](#) [Back on top](#)
CURRENT OFFICIAL ROLES

Thein Win, U Aung

Identification	1/MANYANA/NAING/002140
Gender	masculine
Address	Residential address: MM Myanmar
Roles	Director

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Tin San, Daw

Identification	TGI 022783
Gender	female
Address	Residential address: MM Myanmar
Roles	Director

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- BUSINESS HIGHLIGHTS
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Shareholders

SHAREHOLDERS
CURRENT SHAREHOLDERS

Maung Lwin, U Maung

Type	General partner (partnerships)
Identification	TGI 022783
Gender	female
Address	Residential address: MM Myanmar
Ownership	Shares directly held
Type	General partner (partnerships)
Identification	TGKN 013530
Gender	masculine
Address	Professional address: MM Myanmar
Ownership	Shares directly held
Class	20-20%
Voting right	25.00%
Capital interest	25.00%
No. of shares	500
Class	20-20%
Voting right	25.00%
Capital interest	25.00%
No. of shares	500

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[ACTIVITY FEATURES](#)

Activity / Operations Company registry data Historical and legal events

ACTIVITY / OPERATIONS

COMPANY STATUS ACTIVE

LINE OF BUSINESS Metal/steel
Consumer goods wholesale

INDUSTRY DIVISION Wholesale Business
Manufacture Business

Industry code (NACE)

Code	Description
2511	Manufacture of metal structures and parts of structures
2599	Manufacture of other fabricated metal products n.e.c.
4573	Wholesale of wood, construction materials and sanitary equipment

Activities

The company is engaged in manufacture of construction materials such as Pre-painted Alu-Zinc Roofing Sheets, C Channels and Decking Sheets. Other products of EVA Trading, Multi Angle Iron, used for making shelves, Bolt and Nut which are useful for installing Multi Angle, and other accessories are also providing as one-stop service. The company imports raw materials: Pre-painted Alu-Zinc Roofing sheet in coils, Hot-Dipped Galvanized sheet in coils, and other accessories from Taiwan, Korea, Thailand, Vietnam and China. EVA Trading has been recognized as an authorized dealer from SCO Trading Company Limited Thailand by importing Ceramic Roofing Tiles, SmartWoods, SmartBoards and Cylene Zendra Sound Proof Boards. Operations & branches: At the address, No. 22-23, De Pae Yin Wun Htauk U Myae Street, Hlaing Thar Yar Industry Zone 3, Hlaing Thar Yar Township, Yangon, we find the company's head office. Additional contacts: +95 985614 +95 685616 Sale center 1: Address: No-11, 12, 13 Building 95, Sawbwaigone Insein Tsp., Yangon. Tel: +95 1 643690, 646990, +95 1 642122 (Ext.) 197 Sale center 2: Address: No-8, 9 Building 130, Sawbwaigone Insein Tsp., Yangon. Tel: +95 1 647699, 647767, +95 1 9640077, +95 1 9640078 Sale center 2: Address: No-6, 5Y Housing 78th Street, Between 29 x 30 Street, Mandalay. Tel: +95 2 36482, +95 9 5160718, +95 9605589, +95 91049789

Import / Export

Import	The company is an importer
Export	The company is not an exporter
Agent	Company not active as trade agency

COMPANY REGISTRY DATA

Company Registry

Legal form	Limited Liability Company
Listed in Stock Exchange	False

Company Identification Code

Commercial Register	1600/1996-1997
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HISTORICAL AND LEGAL EVENTS

History

Date	Type	History Text
1997	YOF	Year of foundation

LEGAL STATUS AND HISTORICAL EVENTS

COMPANY NO	1600/1996-1997
LEGAL FORM	Limited Liability Company
REGISTRATION	Jan 01, 1997
LEGAL STATUS	ACTIVE
RESPONSIBLE REGISTER	State Register of Myanmar
LISTED IN STOCK EXCHANGE	False

Changes of Legal Form

Start Date	End Date	Status	Type
-	-	Active	Limited Liability Company

Changes of Registration Office

Start Date	End Date	Status	Registration office
Jan 01, 1997	-	Active	State Register of Myanmar

Changes of Company Statuses

Start Date	End Date	Company Status
-	-	active

Changes of Company Name

Start Date	End Date	Status	Type	Company Name
-	-	Active	Name	Eva Trading Co., Ltd.

Changes of Company Addresses

Start Date	End Date	Status	Type	Address	ZIP	City	Country	Country Code
-	-	Active	Registered address	No. 22-23, De Pae Yin Wun Htauk U Myae Street, Hlaing Thar Yar Industry Zone 3	-	Hlaing Thar Yar Township	Myanmar	MM

Changes of Legal domicile

Start Date	End Date	Status	Domicile	Country Code	Country
-	-	Active	Hlaing Thar Yar Township	MM	Myanmar

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Grazie per l'attenzione

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CRIF
Together to the next level