



XX. Exportní fórum

Globální informační služby v lokálním (EU) kontextu



1988/2018
CRIF
Together to the next level **30**

Ondřej Dvořák, Senior Business Consultant
CRIF – Czech Credit Bureau, a.s.

15 let u nás v Evropě

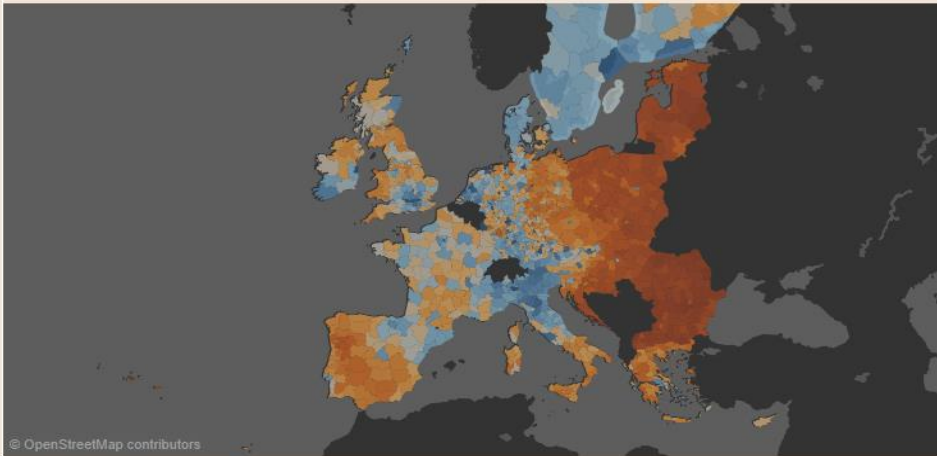
HDP na obyvatele - srovnání s průměrem EU28 (2000-2015, %)

2000

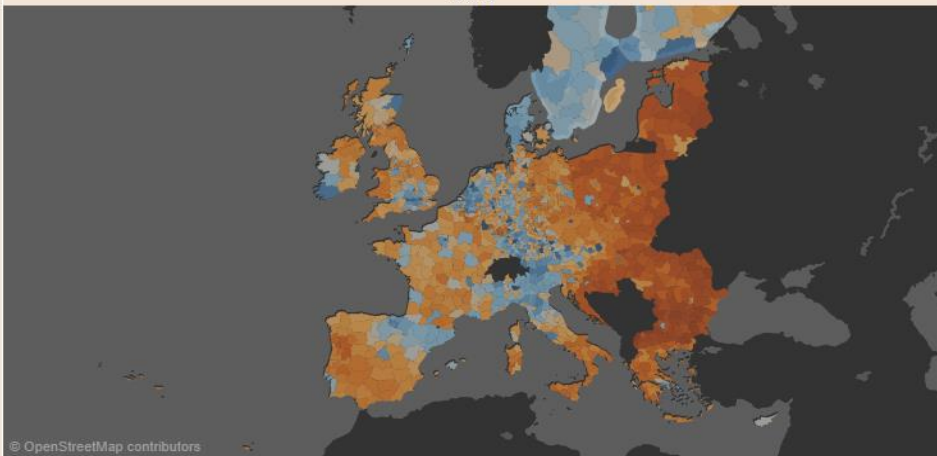
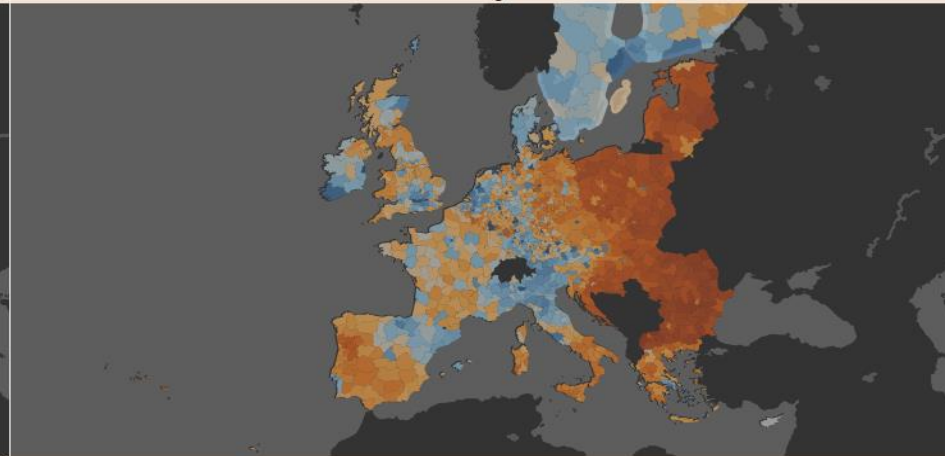
2005

2010

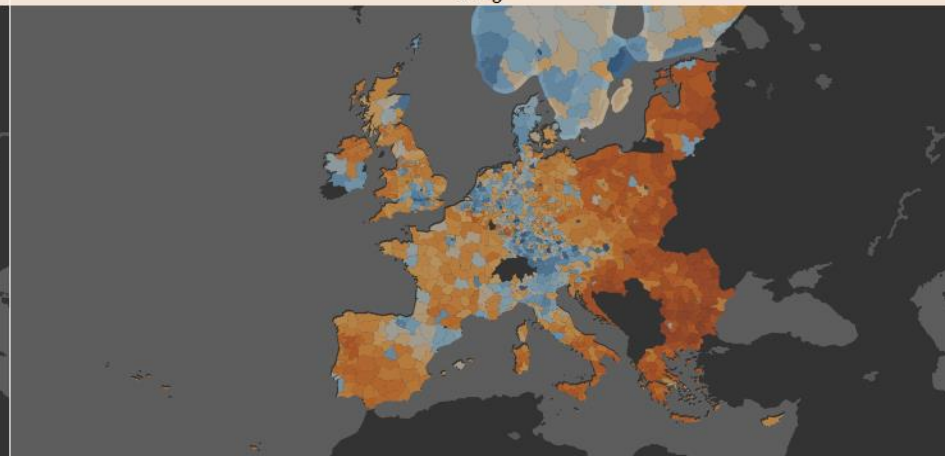
2015



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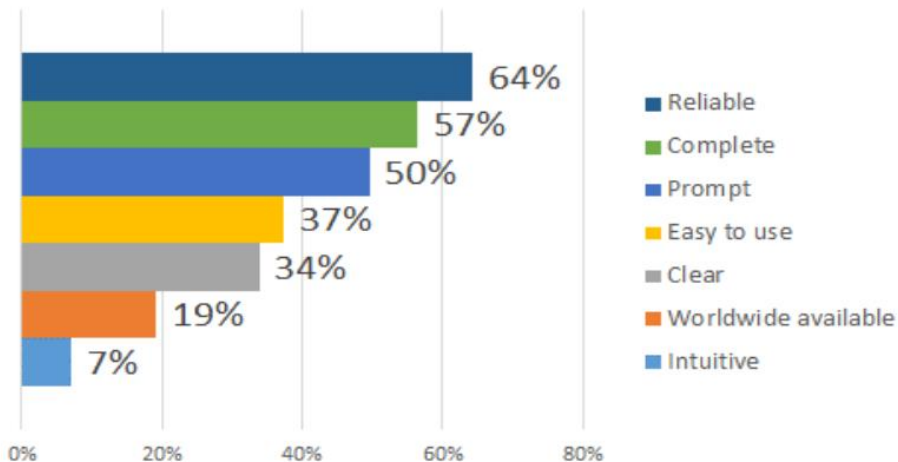


Go to www.menti.com and use the code 12 77 85

i

Informační Buzwords 2018 – Exportní fórum – Mladé Buky





Zeptali jsme se nejen našich klientů

SkyMinder
CRM ZAHRAČNÍCH REPORTY

- Kritéria při prověřování zahraničních firem dle důležitosti:
- Důvěryhodnost
- Úplnost
- Dostupnost
- Jednoduchost použití
- Přehlednost
- Celosvětové pokrytí
- Intuitivnost



Go to www.menti.com and use the code **12 77 85**

i

Jaké kvality nejlépe vystihují pro vás ideální službu/zdroj v oblasti Business Information



CRIF AT A GLANCE

30+

country-based operations

70

subsidiary companies

4,400+

staff professionals to serve you

40+

reliable business partners (SkyMinder Network)

6,300+

financial institutions

55,000+

business clients

310,000+

consumers

use CRIF services in **50** countries

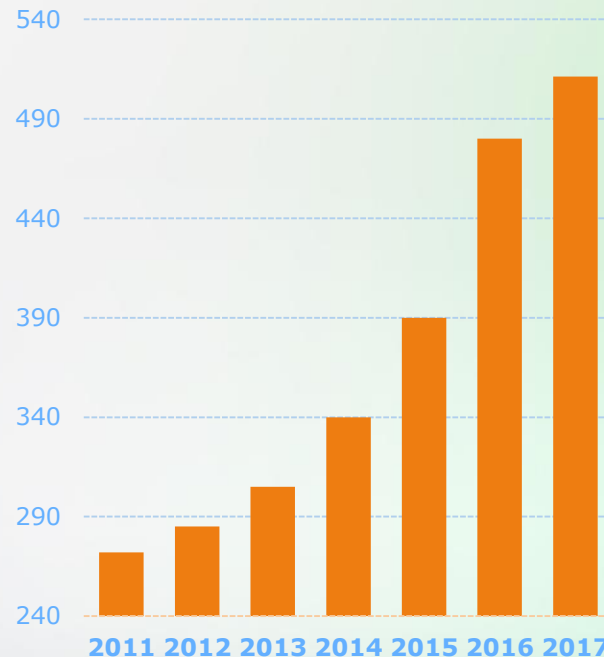
20

countries with credit bureau solutions

500+

software installations

Total revenues
(millions of Euro)



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Poznámka:

- reporty o zahraničních firmách jsou k dispozici on-line
- reporty jsou k dispozici buď expresně do několika pracovních dnů, nebo standardně, nejpozději však do 12 pracovních dnů od potvrzení objednávky

SkyMinder
CRIF ZAHRAJČIČNÍ REPORTY

Možnosti přístupu do SkyMinderu

- Jednotlivé reporty - pokud potřebujete prověřit jednotlivé firmy
- Trvalý přístup ke službě SkyMinder - prostřednictvím přístupu do aplikace Cribis získáte možnost pravidelného prověřování vašich zahraničních partnerů

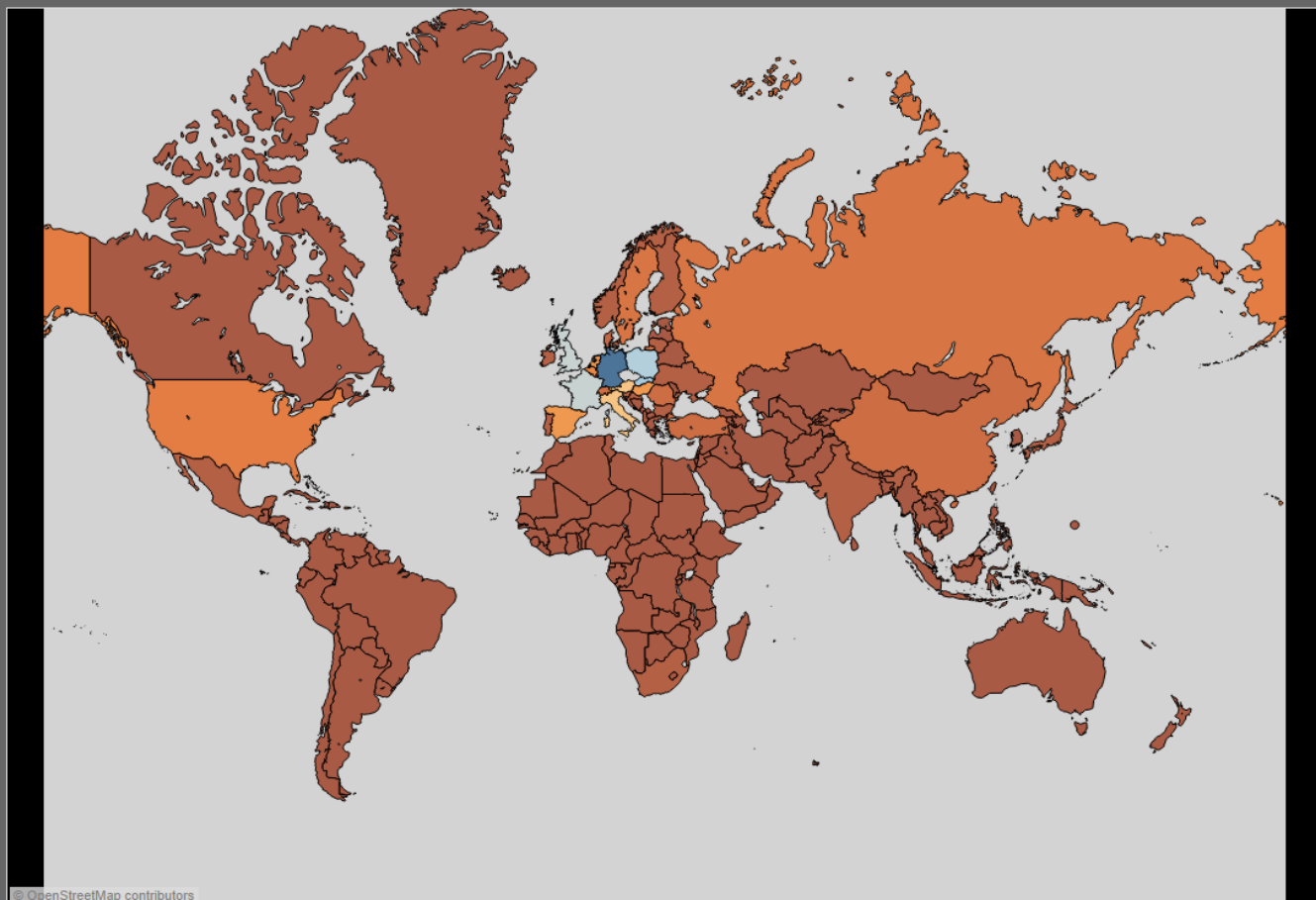
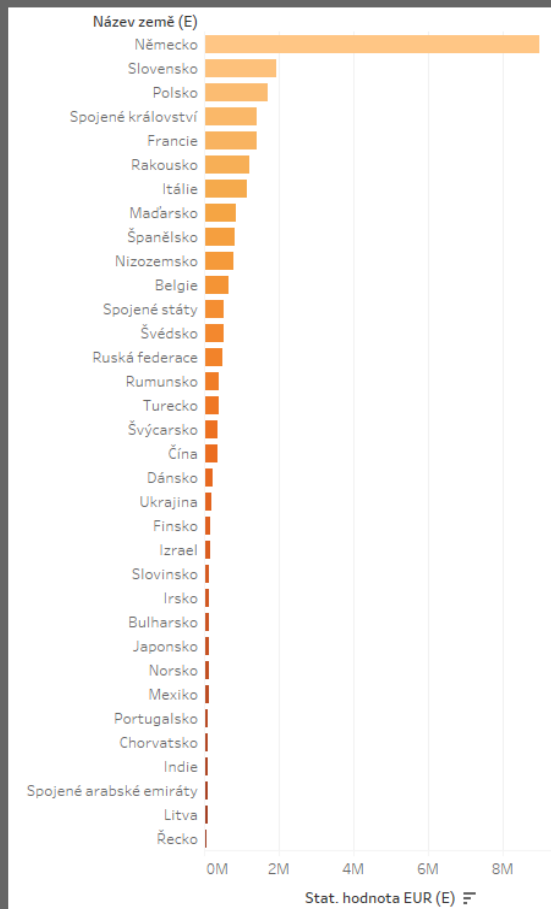
200+
milionů zahraničních firem
z 230 zemí a území světa



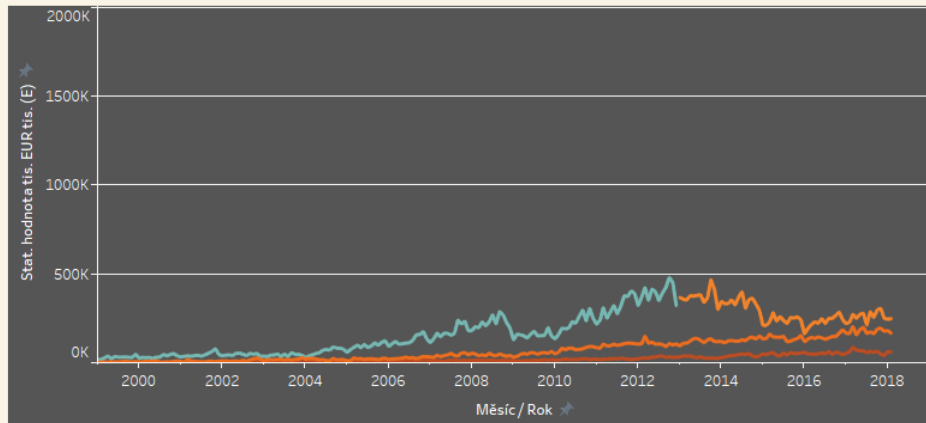
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Top země CZ exportu 2017

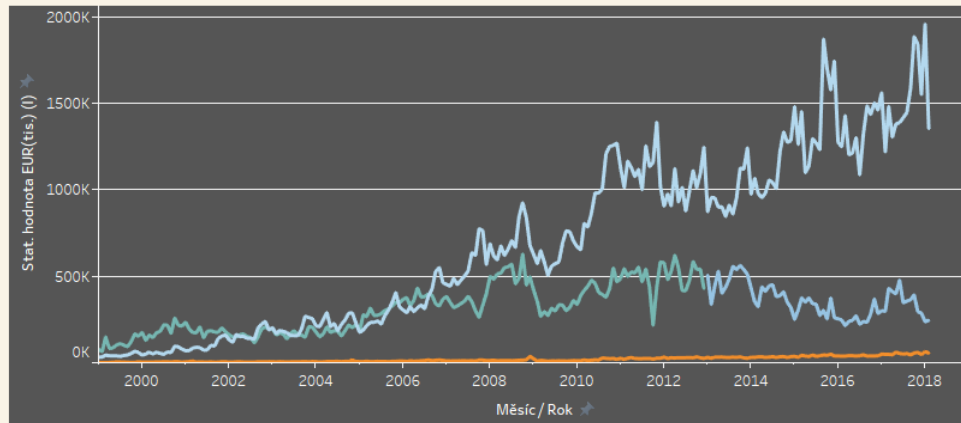
Export dle cílových zemí 2017



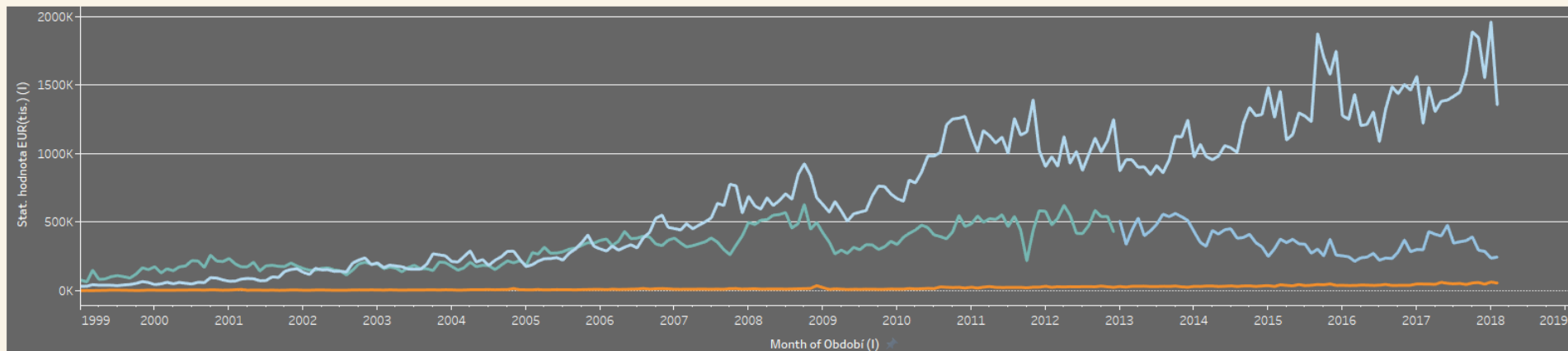
Vývoj exportu s vybranými zeměmi



Vývoj importu s vybranými zeměmi



Bilance obchodu s vybranými zeměmi



Země

■ Čína
 ■ Mexiko
 ■ Ruská federace
 ■ Rusko

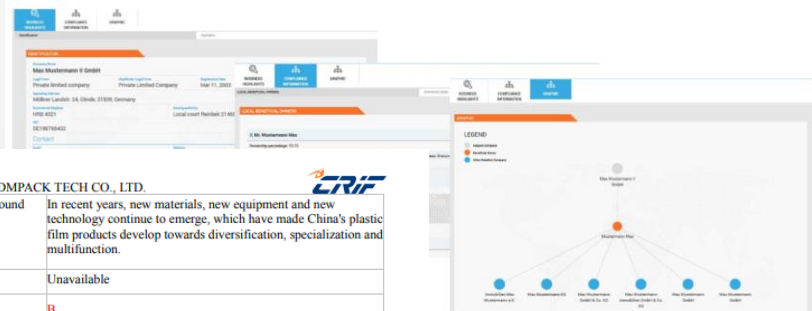
Zdroj dat: ČSÚ - Databáze zahraničního obchodu (data k 02/2018)

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Tab Report Structure

- Highlights: Company identification data and highlights on key entities
- KYC Detail: detail available on all entities and relationships
- Relationship between entities (graph) [for multi-tiered structure, reports containing beneficial owner]



SHANDONG DMPACK TECH CO., LTD.		
Industry Background	In recent years, new materials, new equipment and new technology continue to emerge, which have made China's plastic film products develop towards diversification, specialization and multifunction.	
Payment record	Unavailable	
Credit Rating	B	
Grade	50	
Benchmark Line of Credit:	5,000	
Risk warning	Through official channels, the investigator knows that Subject's legal representative "Shang Junhu" was included in the breach of the person subjected to execution, we kindly remind you of transaction risks potential in business.	
Evaluation	Judging from the business history, scale, business trends, shareholder background, profitability and solvency, we assign a grade of B to the subject company which indicates the comprehensive strength of the subject company is in average.	
Notes	The capital in this report refers to RMB unless otherwise specified. "Industry code" applies the national economy industry classification standards. "Enterprise scale" is designated by the "small and medium enterprises division standard" jointly developed by the National Bureau of Statistics, Development and Reform Commission, the Ministry of Finance and other units.	

China On site Investigation Report (without consent)



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China On site Investigation Report (with Consent)



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Service coverage – CHINA (local specific)

1. China Custom data report (Import/Export Bill of Lading Report)

Given one HS Code (represented a particular product under the World Customs Organization system), and a period of time (max last 12 months), a report will be generated to give the intel of when, where, who, how much this product is imported into / export from China.

List of importer / exporter will be included.

Good for exploring the China market and calculating one's market share on a specific product.

2. HS Code Trade by Country/Region

From July 2014 to June 2015, the top 5 China Import countries of HS 22042100 are France,702,008,146 US\$ and its market share is 44%; Australia,344,052,332 US\$ and its market share is 22%; Chile,102,827,944 US\$ and its market share is 9%; Spain,1803,19 thousand US\$ and its market share is 7%; Italy,79,776,793 US\$ and its market share is 5% .

HS Code	HS Description		
22042100	Othr wine&grape must with fermentation prntvd by alchl, containers<=2L		
	Country/Region	Value(US\$)	Quantity(L)
	France	702,008,146	142,442,542
	Australia	344,052,332	44,901,181
	Chile	141,120,871	38,643,475
	Spain	102,827,944	44,594,143
	Italy	79,776,793	20,367,741
	United States	57,810,614	11,448,587
	S. Africa	34,467,604	7,934,320
	New Zealand	22,167,405	1,969,200

China Import & Export Bill of Lading Report

HS CODE: 22042100 (Othr wine&grape must with fermentation prntvd by alchl, containers<=2L)

201407-201506 China Import Bill of Lading Report

1. HS Code Trade by Month

From July 2014 to June 2015, the total China import value of HS 22042100 is 1580085705 US\$ For June 2015, the total China import value of HS 22042100 is 201,740,016 US\$

HS Code	HS Description	Month	Value(US\$)	Quantity(L)
22042100	Othr wine&grape must with fermentation prntvd by alchl, containers<=2L			
		201407	136,560,340	27,627,580
		201408	122,202,642	27,698,742
		201409	116,613,501	26,396,816
		201410	60,796,578	15,991,531
		201411	115,063,319	23,262,575
		201412	136,007,651	31,341,734
		201501	170,917,034	41,165,033
		201502	79,161,176	16,835,311
		201503	128,130,500	23,820,023
		201504	131,649,294	28,802,634
		201505	144,693,858	32,124,470
		201506	201,740,016	36,762,369
Import Totals			1,580,085,705	335,016,948

4. Top 10 Trader

No.	Importer	% of Quantity	Quantity(L)
1	W & S LOGISTICS CENTRE CO.,LTD.	1.97	6,607,068
2	SHENG PI ER EXQUISITE WINE (SHANGHAI) CO.,LTD	1.89	6,344,086
3	SHANGHAI FIRST WINE LOGISTICS CO.,LTD	1.64	5,483,614
4	ZHANGJIAGANG FREE TRADE ZONE GLOBAL LOGISTICS CENTER CO.,LTD	1.54	5,143,045
5	SHENZHEN LIUTONGHE SUPPLY CHAIN CO.,LTD	1.47	4,924,790
6	SHANGHAI CITY NAN PU FOOD CO LTD	1.33	4,447,190
7	TENG BANG STORAGE (SHENZHEN) CO LTD	1.22	4,103,521
8	SHANGHAI BEST JOIN INDUSTRIAL DEVELOPMENT CO.,LTD.	1.16	3,880,546
9	GUANGZHOU YANG CHENG FOOD CO. LTD.	1.03	3,448,651
10	YANGZHOU PERFECT CO.,LTD	0.94	3,144,511
Import Totals			335,016,948

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The screenshot displays the SkyMinder application interface, showing two main screens: 'Choose Slim Report' and 'Choose KYC Report'. Both screens feature a 'PRODUCT TYPE' section with three options: 'CREDIT REPORT', 'SLIM REPORT', and 'KYC REPORT'. The 'SLIM REPORT' is selected in the first screen, and the 'KYC REPORT' is selected in the second screen. Both screens include a 'BUY NOW' button. The 'Choose KYC Report' screen also displays a 'KYC REPORTS' section with details for 'OOO "TEHNOROS"', including 'COMPANY NAME', 'COUNTRY', 'CITY', and 'ADDRESS'. The 'ADDRESS' field is highlighted in red, indicating a required field. The 'BUY NOW' button is also highlighted in red. The application is running on a Windows operating system, as indicated by the taskbar at the bottom.

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Together to

Case study - Mexiko

The screenshot displays the SkyMinder web interface. On the left, a sidebar shows 'PRODUCT TYPE' with 'CREDIT REPORT' and 'KYC REPORT' options. The main content area is titled 'Choose KYC Report' and 'Choose Credit Report'. It features a 'GlobalCISB' section with 'ONLINE' and 'NORMAL' report options, each with a 'BUY NOW' button. A 'Workshop' section also offers 'NORMAL', 'EXPRESS', and 'SUPERFLASH' report options. The right sidebar lists 'CREDIT REPORTS' for 'EUROPARTNERS MEXICO SA DE CV' in Mexico, with details about the company and its location in Colonia Del Valle Calzada del Valle Alberto Santos Pte 404 Local 28. A 'REPORT DESCRIPTION' section provides details about the credit report's scope and delivery.

The screenshot shows the detailed report for 'EUROPARTNERS MEXICO SA DE CV'. The report includes the following sections:

- ORDER DETAILS:** Order Number SKY33520000264853-1, Date/Time Jun 16, 2017 / 12:56:09 PM, Report Type SERVICE, Credit Report NORMAL.
- BUSINESS HIGHLIGHTS:** Identification section.
- RISK ASSESSMENT:** Risk Evaluation section.
- Credit Rating & Risk Analysis:** Credit Rating 79, Risk Index Low, Rating Good, Rating Points 79.
- Credit Assessment Factors:** ACP's Credit risk assessment is gauged on 12 key business factors. Each factor is assigned a rating and the total is aggregated and weighed in consideration of any other influencing factors relevant to the final assessment.
- Recommended Credit Limit - Trade Finance:** Maximum Recommended Credit USD 4,300,000 based on 30 days.
- Country Risk Index:** A table showing various risk factors and their corresponding risk index.
- PAYMENT INFORMATION:** Payment Terms section.

Factor	Risk Index
Nature Disaster	Normal
Nature Disaster Affected	Normal
Political Unrest	Normal
Economic Instability	Normal
Insider	Normal
Military Coup After Civil War Unrest	Normal
Virus Outbreaks	Normal

Payment Terms
Cash on delivery (COD)
Credit - Unsecured 30-60 days
Telegraphic Transfer (T/T) - Received at time of transaction
Letter of Credit (L/C) - as per

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No a nakonec dárek pro vás



XX. EXPORTNÍ FÓRUM 2018

**Voucher na čerpání reportů o zahraničních firmách v systému SKYMINDER
v hodnotě do 50 EUR**

Voucher je platný pro jednu společnost s možností jeho uplatnění v rámci akce XX. Exportní fórum 2018 od 26. 4. do 27. 4. 2018 přímo u zástupce společnosti CRIF – Czech Credit Bureau na prezentačním stánku.

SkyMinder je mezinárodní služba společnosti CRIF umožňující přístup ke kreditním a obchodním informacím o více než 200 milionech společností z 230 zemí a území světa.

www.skyminder.cz

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Děkuji vám za pozornost

www.skyminder.cz