



XX. Exportní fórum

Globální informační služby v lokálním (EU) kontextu



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

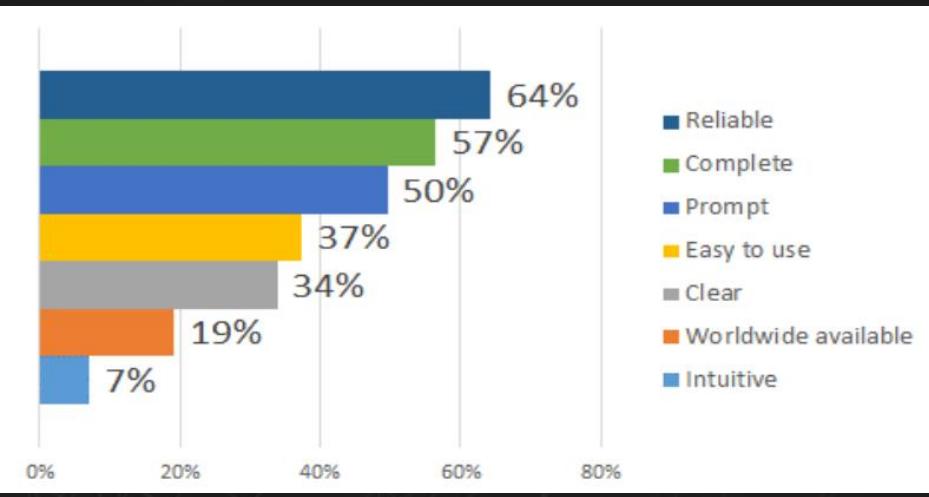
2010

2015

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Informační Buzwords 2018 - Exportní fórum - Mladé Buky



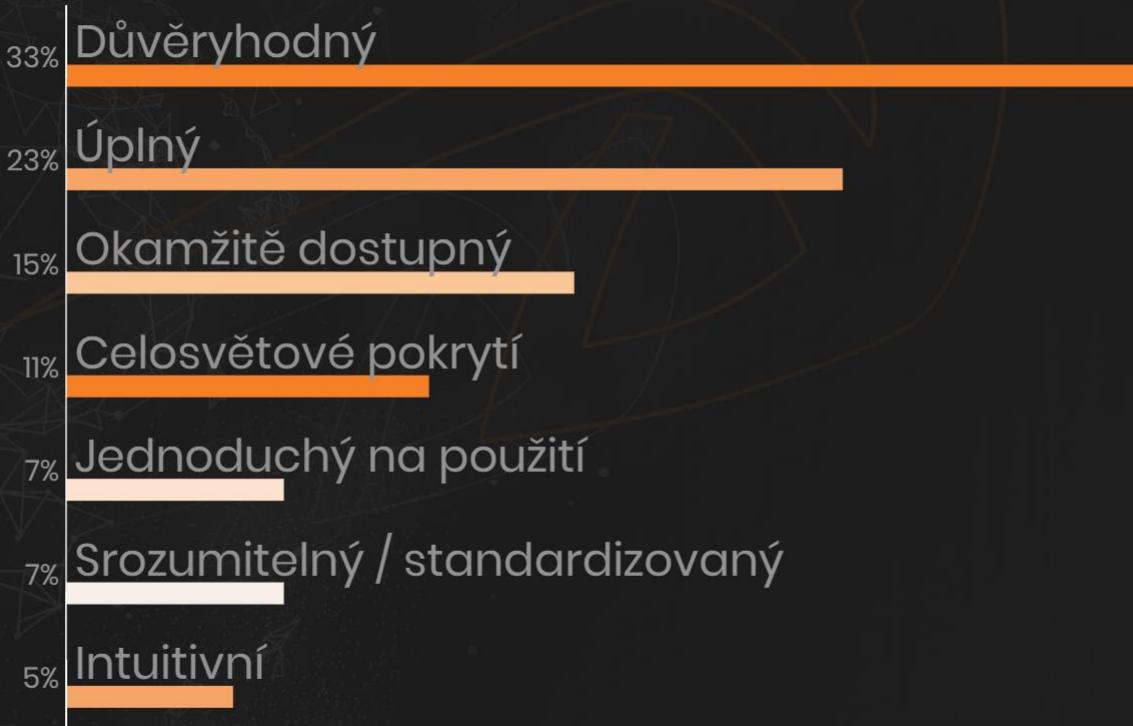
Zeptali jsme se nejen našich klientů



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



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

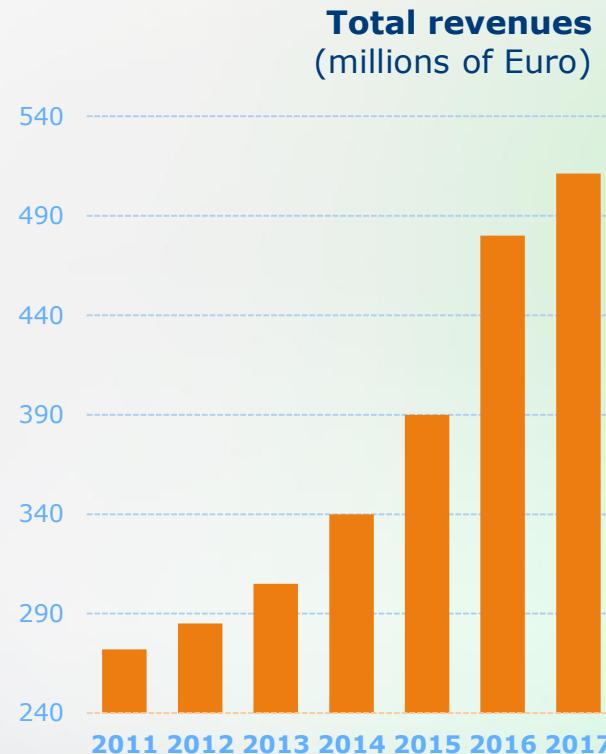


CRIF AT A GLANCE

- 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



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Mapa pokrytí službou SkyMinder



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

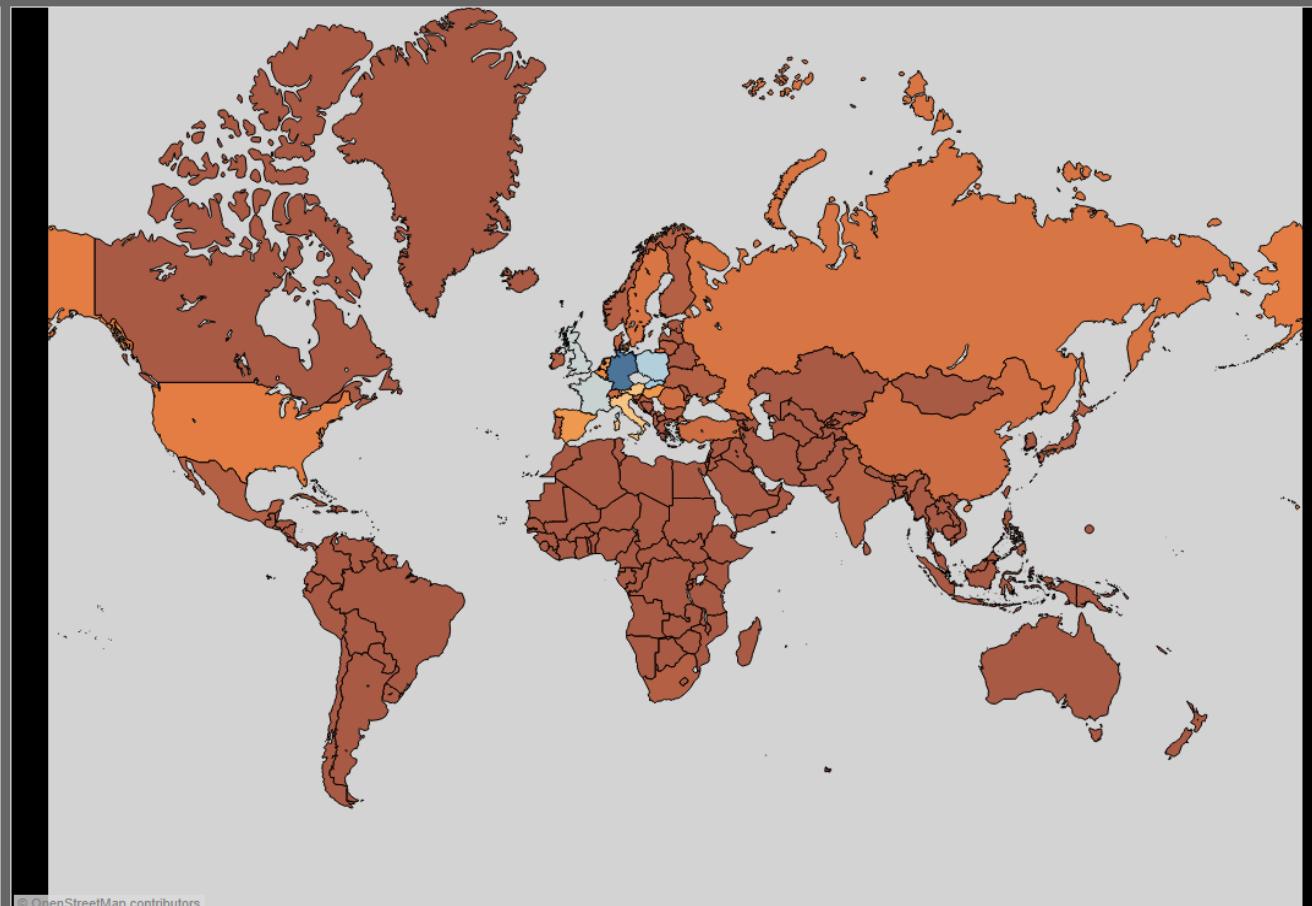
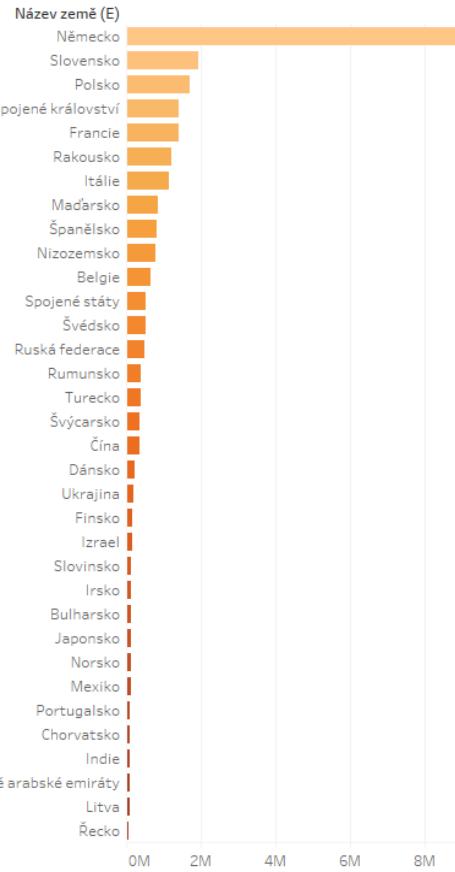
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200+ milionů zahraničních firem
z 230 zemí a území světa



Top země CZ exportu 2017

Export dle cílových zemí 2017



Filtr odboru

2017

Stat. hodnota EUR (E)

2018

Stat. hodnota EUR (E)

-40 701

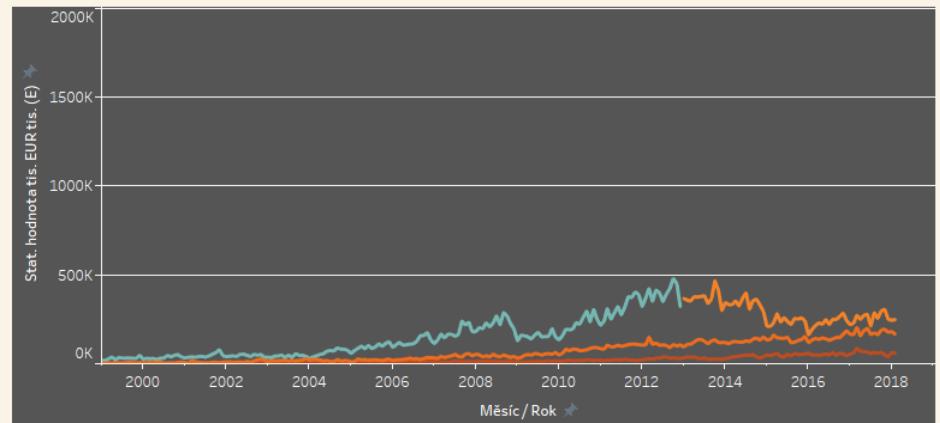
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+

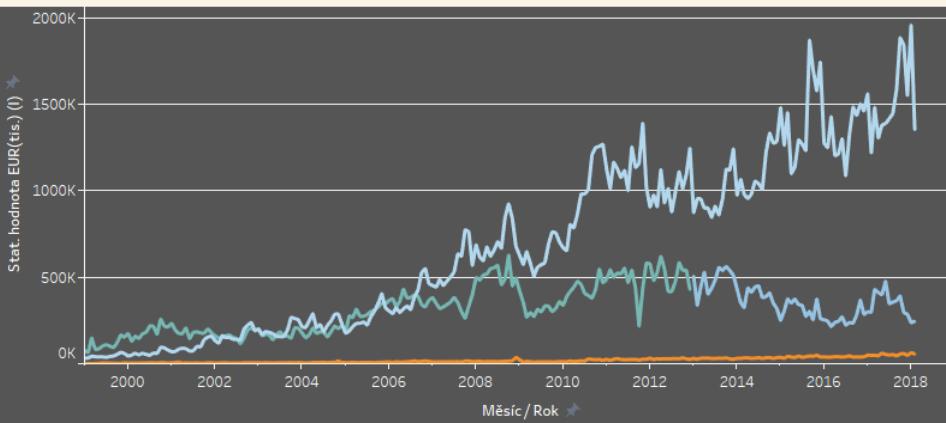
8 982 582

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

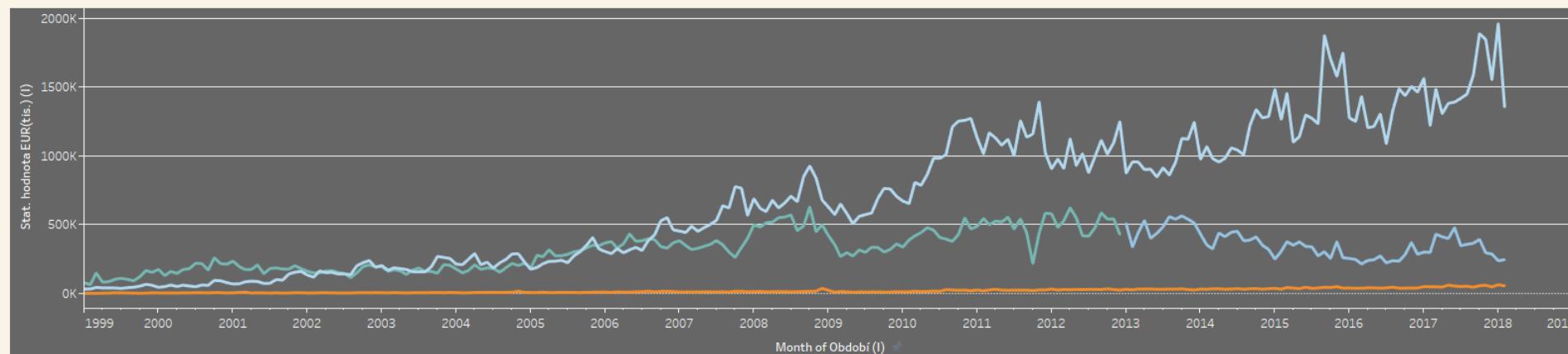
Vývoj exportu s vybranými zeměmi



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)

Service coverage - CHINA

SkyMinder - Google Chrome
Secure | https://application.skyminder.com/sky-gui-main-service/;JSESSIONID=07688756-b33d-4dda-a269-0bdea20...

SkyMinder

Choose Credit Report
Choose among the following options for valuable credit reports.

PRODUCT TYPE	CREDIT REPORT	KYC REPORT
	NORMAL 5 - 7 working days ORDER NOW	
	EXPRESS 4 - 5 working days ORDER NOW	

CRIF (Shanghai) Business Information Service Co. Ltd

CREDIT REPORTS

COMPANY NAME: Shandong Jining Sanxing Carpet Co., Ltd.
COUNTRY: China
ADDRESS: Hujiu Rd, Shizhong Dist., 272000 Jining, China
SOURCE: CRIF (Shanghai) Business

Choose KYC Report
Choose among the following options for valuable KYC reports.

PRODUCT TYPE	GlobalCIS®	KYC REPORT
	ONLINE Immediately available BUY NOW	
	NORMAL 5 - 8 working days ORDER NOW	

CRIF

Report providing company identification and focused on information about shareholders and social security numbers (depending on country). An entity related to each nation, it means that report can be delivered immediately or ready to do so usually after some days of the request.

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KYC Report (2/2)

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.

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China On site Investigation Report (without consent)

SkyMinder®



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China On site Investigation Report (with Consent)

SkyMinder®



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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,1863,19 thousand US\$ and its market share is 7%; Italy,79,776,793 US\$ and its market share is 5% .

HS Code	HS Description	Country/Region	Value(US\$)	Quantity(L)
22042100	Othr wine&grape must with fermentation prvntd by alchl, containers<=2L	France	702,008,146	142,442,542
		Australia	344,052,332	44,901,181
		Chile	102,827,944	38,643,475
		Spain	1863,19	44,504,143
		Italy	79,776,793	20,367,741
		United States	57,810,614	11,448,587
		S. Africa	34,497,604	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 prvntd 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 1580065705 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 prvntd by alchl, containers<=2L	Month	Value(US\$)	Quantity(L)	
201407	138,563,340		27,927,580		201407	138,563,340	27,927,580	
201408	122,205,642		27,836,742		201408	122,205,642	27,836,742	
201409	119,512,401		26,288,616		201409	119,512,401	26,288,616	
201410	60,795,578		18,991,531		201410	60,795,578	18,991,531	
201411	116,093,316		23,262,575		201411	116,093,316	23,262,575	
201412	138,007,651		31,341,734		201412	138,007,651	31,341,734	
201501	170,917,034		41,165,033		201501	170,917,034	41,165,033	
201502	79,161,175		10,836,311		201502	79,161,175	10,836,311	
201503	128,130,500		23,820,023		201503	128,130,500	23,820,023	
201504	131,946,294		29,802,934		201504	131,946,294	29,802,934	
201505	144,993,958		32,124,470		201505	144,993,958	32,124,470	
201506	201,740,016		36,792,396		201506	201,740,016	36,792,396	
Import Totals			1,580,065,705		Import Totals		1,580,065,705	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 PIER EXQUISITE WINE (SHANGHAI) CO.,LTD	1.89	6,344,056
3	SHANGHAI FIRST WINE LOGISTICS CO.,LTD	1.64	5,483,614

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Case study - Rusko

SkyMinder - Microsoft Edge

<https://application.skyminder.com/sky-gui-main-service/SESSIONID=bcf290cd-22d3-47b6-9d19-eefc3b962924/reports/products>

Choose Credit Report
Choose among the following options for valuable credit reports.

- Credit Report
- SLIM REPORT
- KYC REPORT

Credit Reports

Company Name: OOO "TEHNOROS"
Country: Russian Federation
City: g. Viborg
Source: SOURCE

8 - 11 working days

SUPERFLASH
2 - 4 working days

Slim Report
Choose among the following options for valuable slim reports.

PRODUCT TYPE

- CREDIT REPORT
- SLIM REPORT
- KYC REPORT

SLIM REPORT

Immediately available

KYC Report
Choose among the following options for valuable KYC reports.

PRODUCT TYPE

- CREDIT REPORT
- SLIM REPORT
- KYC REPORT

KYC REPORT

Immediately available

Privacy Policy | Cookies Policy

SkyMinder - Microsoft Edge

<https://application.skyminder.com/sky-gui-main-service/SESSIONID=bcf290cd-22d3-47b6-9d19-eefc3b962924/reports/products>

Choose KYC Report
Choose among the following options for valuable KYC reports.

PRODUCT TYPE

- CREDIT REPORT
- SLIM REPORT
- KYC REPORT

KYC REPORT

Immediately available

Company Name: OOO "TEHNOROS"
Country: Russian Federation
City: g. Viborg
Source: Coface Rus Services Company Ltd
Service: ONLINE

Report description:
Report provides company information and is focused on information about shareholders and management (depending on country). Availability is linked to each nation, if needed, the report can be online, immediately delivered, or offline ready to download after 2-4 days of the request.

show sample

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22.05.2017 - SkyMinder

Order Details
ORDER NUMBER: KNY46270000255683
DATE / TIME: May 11, 2017 4:39:47 PM

REPORT TYPE
SERVICE: CREDIT REPORT NORMAL

BUSINESS HIGHLIGHTS

IDENTIFICATION

Company Name: VNESHNETORGOVAYA FIRMA "TEHNOROS"

Legal name: ZAO "VNESHNETORGOVAYA FIRMA "TEHNOROS"

Legal form: Private Joint-Stock Company

Registration Date: Nov 20, 2002

Incorporation Date: Jan 01, 1999

Registered Address: ul. Gzhatskaya 21, lit. A, 195220, g. Sankt-Peterburg, Russian Federation

Operating Address: ulitsa Gzhatskaya, dom 21, litera A, 195220, Sankt-Peterburg, Russian Federation

Registration Number: 1027802501209

TIN: 7804132137

Contact:

Email: info@tehnoros.ru

Website: http://www.tehnoros.ru/

Phone: +79127188262

Fax: +78127188222

Trade name: ZAO "VNESHNETORGOVAYA FIRMA "TEHNOROS"

HIGHLIGHTS

Rating: ★★★★★★★★
Semaphore: red

High risk

Company status: active company

PAYMENT INFORMATION

Credit history score: 12

Payment Practices: On account of the company's current situation Coface Central Europe is not in a position to give a final assessment of the payment behaviour of the company at this time.

RISK ASSESSMENT

RISK EVALUATION

Decision

Rating: ★★★★★★★★
Semaphore: red

High risk

Further ratings

Company size: Researched company is categorized as a small company

Fixed Assets: Fixed assets increased by RUB 30.000 and are 0.11% of total assets.

Turnover: Turnover volume of RUB 102.991.000 in the year 2014 increased by 412.67% compared with 2013. In the previous period the change was -65.85%.

Working Capital: Working capital of RUB 14.530.000 increased for 2.35% compared with the last period.

PAYMENT INFORMATION

Credit history score: 12

Payment Practices: On account of the company's current situation Coface Central Europe is not in a position to give a final assessment of the payment behaviour of the company at this time.

RELEVANT EVENTS

NEGATIVE EVENTS

Comment: There is no record of any debt collection action by Coface Rus Services Company Ltd against this company exceeding a single debt volume of EUR 100.

HISTORICAL AND LEGAL EVENTS

HISTORY

1. The most important records in the State Register: 20.11.2002 – The legal entity registered before July 1st, 2002

Address of Company / Address

Address Type: Address

Former Registered office: g. Sankt-Peterburg, prospect Neva, 61 191197, Sankt-Peterburg, Russian Federation

Former Registered office: 193, Kondratenko, 64 Lit. 1 pom. 3 N, 192371 Sankt-Peterburg, Sankt-Peterburg, Russian Federation

Changes of Registration

Number: 90204

Date: Nov 18, 1999

Protocol:

FINANCIAL INFORMATION

FINANCIAL INFORMATION

Assets / Liabilities

Amounts shown in thousands

	2014	2013	2012	2011
A. NON-CURRENT ASSETS	\$2.00	22.00	\$1.00	147.00
62.000 RUB				
2.847.000 RUB				
45.569.000 RUB				
B. CURRENT ASSETS				
I. PROPERTY, PLANT AND EQUIPMENT	\$2.00	22.00	\$1.00	147.00
A. PROPERTY, PLANT AND EQUIPMENT	48.460.00	27.391.00	34.838.00	86.137.00
B. CURRENT ASSETS	2.847.00	17.762.00	12.386.00	11.878.00
C. INVENTORIES	1.00	-	-	-
D. RAW MATERIALS AND SUPPLIES	1.818.00	17.219.00	9.874.00	11.148.00
E. CONTRACTUAL ARRANGEMENTS WITHOUT DETAILED INFORMATION				
F. RECEIVABLES, PREPAID EXPENSES AND DEFERRED CHARGES				
G. SECURITIES AND OTHER SHORT TERM ASSETS	21.048.00	2.446.00	480.00	2.403.00
H. CASH IN HAND AND AT BANK	11.878.00	192.00	988.00	187.00
TOTAL ASSETS	48.621.00	27.414.00	34.910.00	88.384.00

page 2 of 6

22.05.2017 - SkyMinder

I. PROPERTY, PLANT AND EQUIPMENT

D. CURRENT ASSETS

E. INVENTORIES

F. RAW MATERIALS AND SUPPLIES

G. CONTRACTUAL ARRANGEMENTS WITHOUT DETAILED INFORMATION

H. RECEIVABLES, PREPAID EXPENSES AND DEFERRED CHARGES

I. SECURITIES AND OTHER SHORT TERM ASSETS

J. CASH IN HAND AND AT BANK

TOTAL ASSETS

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Case study - Mexiko

SkyMinder

PRODUCT TYPE

CREDIT REPORT

KYC REPORT

GlobalCIS®

ONLINE
Immediately available
BUY NOW

NORMAL
9-12 working days
ORDER NOW

Choose KYC Report
Choose among the following options for valuable KYC reports.

KYC REPORTS
Country name:
EUROPARTNERS MEXICO SA DE CV
Country:
Mexico

Colonia Del Valle Calzada del Valle Alberto Santos Pte 404 Local 28 66220 San Pedro Garza Garcia Mexico

SkyMinder - Google Chrome
Secure | https://application.skyminder.com/sky-gui-main-service/JSESSIONID=07688756-b33d-4ddc-a269-0bde20...
SEARCH 🔎 mySKY Messages LOGOUT

Choose Credit Report
Choose among the following options for valuable credit reports.

CREDIT REPORTS
Company name:
EUROPARTNERS MEXICO SA DE CV
Country:
Mexico
Address:
Colonia Del Valle Calzada del Valle Alberto Santos Pte 404 Local 28 66220 San Pedro Garza Garcia Mexico

Source:
GlobalCIS®
ONLINE
Normal
Immediately available
BUY NOW

Worldbox:
NORMAL
10-12 working days
ORDER NOW

EXPRESS
3-8 working days
ORDER NOW

SUPERFLASH
3-5 working days
ORDER NOW

Online credit report providing company identification and legal structure, corporate information, relevant events, financial information, management, business structure, activity features, real estate and press information (Only some items included only when available). Report is delivered immediately.

close sample

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PRIVACY POLICY | COOKIE POLICY | DATA PROTECTION POLICY

22.06.2017 - SkyMinder

Order Details
ORDER NUMBER: SKYF33000000544631
DATE / TIME: Jun 16, 2017 / 12:56:09 PM

REPORT TYPE
SERVICE

CREDIT REPORT
NORMAL

BUSINESS HIGHLIGHTS

IDENTIFICATION

Company Name: **EUROPARTNERS MEXICO SA DE CV**

Local Name:

Legal Form: Sociedad Anónima de Capital Variable
Registration Date: Aug 24, 2002

Registered Address: Colonia Del Valle Calzada del Valle Alberto Santos Pte 404 Local 28, San Pedro Garza Garcia, Nuev

Operating Address: Colonia Del Valle Calzada del Valle Alberto Santos Pte 404 Local 28, San Pedro Garza Garcia, Nuev

License Number: Not Available

Issuing authority: Registro Publico De La Propiedad Y De

NFC Number: EME-020824-U4A
Issuing authority: SECRETARIA DE HACIENDA Y CRED

SERVICIO DE ADMINISTRACION TRIE

Contact

Phone: [+52] 81-82202630
Fax: [+52] 81-82202649

Email: http://www.europartners.com.mx

HIGHLIGHTS

Rating points: 79
Risk index: Low
Credit limit: USD 4,300,000 based on 30 days
Company status: ACTIVE

Presence of Adverse Data: We have no negative information at hand

Primary Business Activity: Service

Primary Industry: Transportation

Activity Code (SIC): 4731 - Service, Average-Traffic Freight-Cargo
4424 - Service, Sea Domestic Freight-Cargo
4412 - Service, Sea Foreign Freight Trans
4799 - Service, Transportation Svcs, NEC
4920 - Service, Transportation Svcs, NEC
4440 - Service, Water Freight Transport, NEC

Employees: 300

RISK ASSESSMENT

RISK EVALUATION

22.06.2017 - SkyMinder

Credit Rating & Risk Analysis

Risk Index: Low
Risk Graph:

Rating: Good
Rating Graph:

Rating Points: 79

Credit Assessment Factors

ACPs 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 other influencing factors relevant to the final assessment.

These factors include:

Financial Status	Profitability	Industry sector & trends
Prognosis	Liquidity	Latitude
Management	Size & scope of operations	Years in business & co history
Assets (real estate etc.)	Trade references & reputation	Family involvement & support

Recommended Credit Limit - Trade Finance
Maximum Recommended Credit: USD 4,300,000 based on 30 days

Country Risk Index

Risk Index:

Natural Disaster	Normal
Natural Disaster Aftermath	Normal
Political Unrest	Normal
Economic Instability	Normal
Inflation	Normal
Military Coup/War/Civil War/Unrest	Normal
Virus Outbreaks	Normal

PAYMENT INFORMATION

PAYMENT TERMS

Setting

Type	Terms
Local	Cash on delivery (COD) Credit - unsecured 30-90 days
Export	Telegraphic Transfer (TT) - Received at time of transaction Letter of Credit (L/C)

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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