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CRIF INDUSTRY WATCH

A monthly edition on Data, Risk and Economic Insights

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Analysis and Studies

| Slight decline in the rate of defaulting debtors in Switzerland



CRIF AG has, once again, calculated the CRIF rate of defaulting debtors in Switzerland*. Despite the coronavirus crisis, the rate of defaulting debtors has fallen slightly (from 6.54% to 6.48%) compared to last year. On the other hand, the actual number of defaulting debtors has risen to 561,461.

Slight decline in the rate of defaulting debtors

The current CRIF rate of defaulting debtors amounts to 6.48% of all private individuals in Switzerland, which is slightly lower than the 6.54% recorded in August 2019. The actual number of defaulting debtors in Switzerland has risen again, from 560,857 in 2019 to its current value of 561,461. This is due to the growth in Switzerland's population.

Higher rates of defaulting debtors reported by western Switzerland, Basel Stadt and Ticino. In some cantons, the rate of defaulting debtors has either fallen slightly or has remained unchanged compared to last year. However, differences are apparent between the various regions. Western Switzerland and Ticino have higher rates of defaulting debtors than the remainder of Switzerland. For example, the Canton of Neuchâtel has the highest rate of defaulting debtors, at 10.8%, followed by Geneva at 10.2%, Basel Stadt (8.5%), Vaud (8.2%) and the Cantons of Ticino and Jura at 8.1% each.



Appenzell Innerrhoden has the best payers

The Canton of Appenzell Innerrhoden has the best payers in Switzerland and the lowest rate of defaulting debtors (1.6%). The Cantons of Zug, Uri, Obwalden and Nidwalden in central Switzerland also report low rates of defaulting debtors.

Trends in the rate of defaulting debtors

The economic consequences of the coronavirus crisis will also affect the debt levels of private individuals. CRIF therefore anticipates that the rate of defaulting debtors will rise in 2021, after a certain time delay.

*CRIF rate of defaulting debtors the CRIF rate of defaulting debtors is calculated on the basis of all those private individuals who are involved in debt enforcement proceedings following requests for continuation of enforcement demands, bankruptcies and loss certificates. In addition, CRIF also consolidates and includes the payment records of over 10,000 businesses across the whole of Switzerland. This survey was carried out on 31st August 2020.

Import-Export Snapshot

Jamaica

Jamaica is the 139th largest export economy in the world and 120th as importer.

In 2017, Jamaica exported \$1.34B and imported \$5.82B, resulting in a negative trade balance of \$4.49B.

In 2017 the GDP of Jamaica was \$14.8B and its GDP per capita was \$9K.

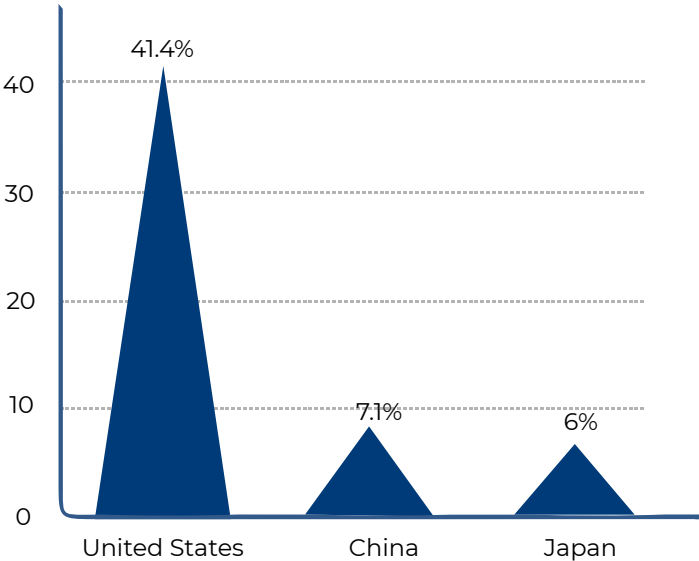
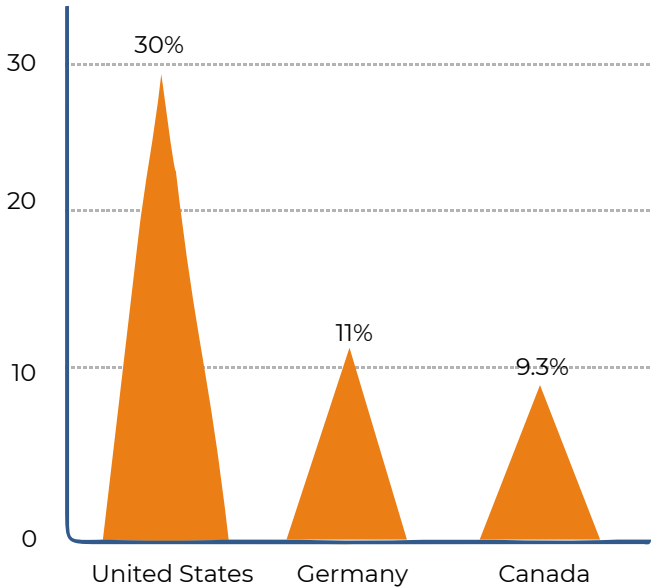
Jamaica is a member of UN, World Bank & WTO.

Jamaica is classified as upper middle income economy by World Bank.

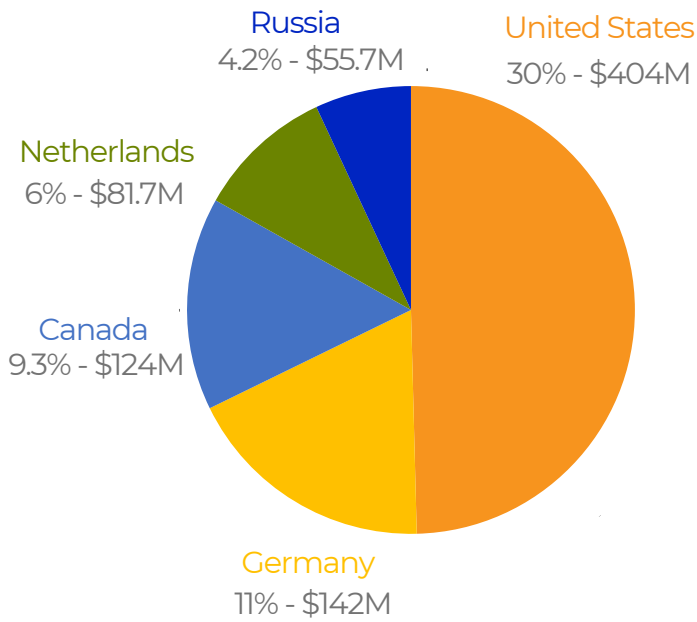


Top 3 Export Destinations (overall value \$1.34B)

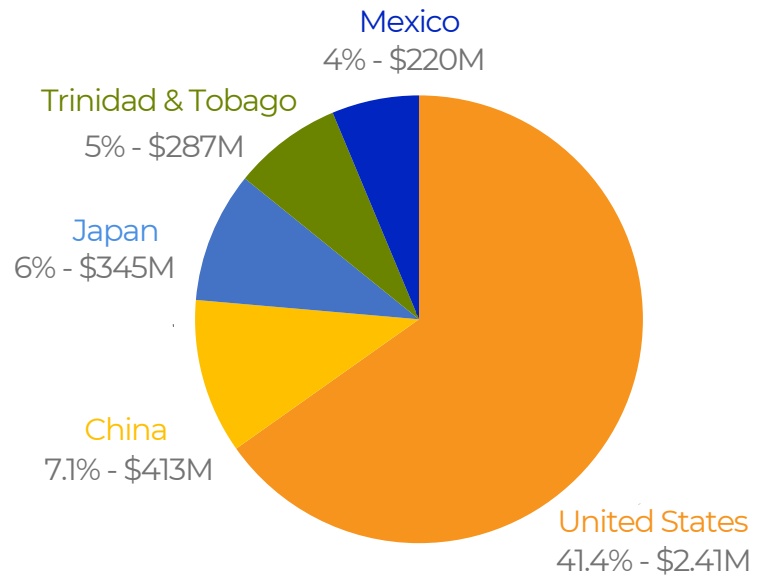
Top 3 Import Origins (overall value \$5.82B)



Top 5 Export Countries



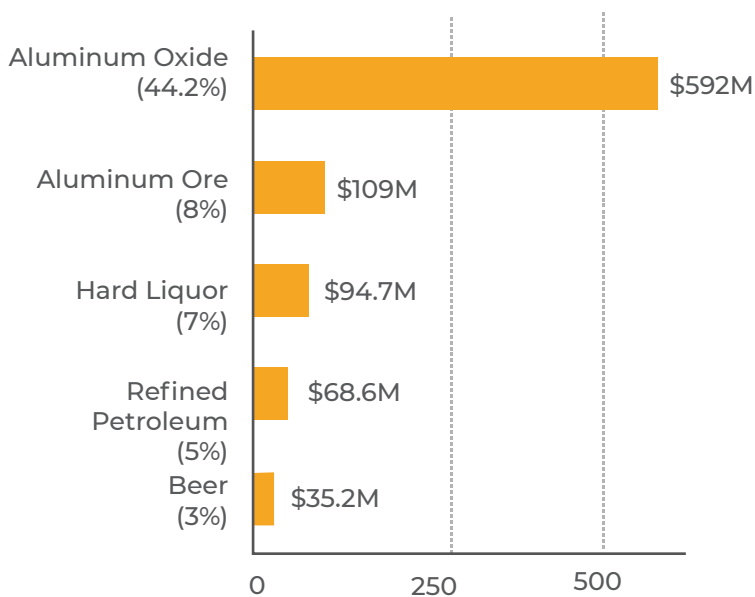
Top 5 Import Countries



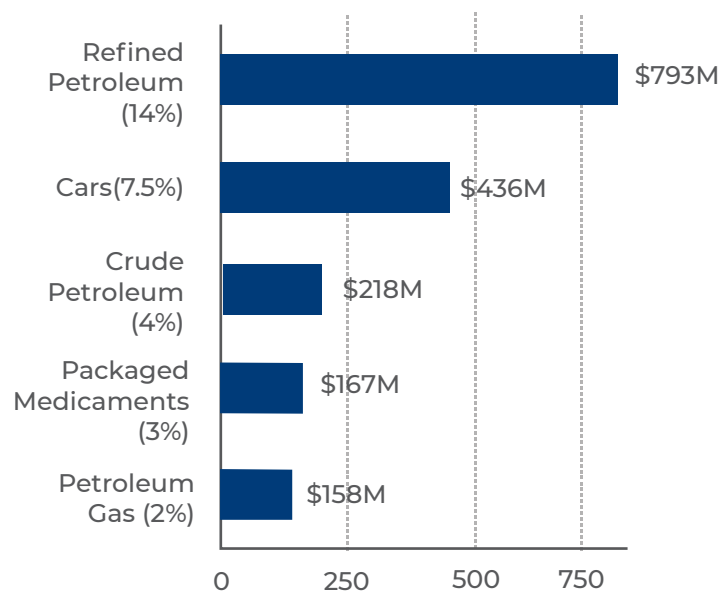
SOURCE: <https://oec.world/en/profile/country/jam/>

What does Jamaica Imports and Exports?

Top 5 products exported by Jamaica



Top 5 products imported by Jamaica



SOURCE: <https://oec.world/en/profile/country/jam/>

Product Analysis

| Pepper Top Exporter India



- Pepper is the 524th most traded product in the world.
- The value of total export amounts at \$4.1B.
- India exports for \$929M, which represents the 23% of the world total.
- India as top exporters is followed by Vietnam (\$856M), China (\$487M), Indonesia (\$330M) and Brazil (\$298M).
- The top importers are the United States (\$782M), Vietnam (\$369M), Germany (\$295M), Thailand (\$180M) and India (\$167M).

Article of the Month

| International Evaluation processes in Emerging Markets: a challenge for worldwide markets

Economy is now strongly based on interconnections between different nations, regardless crisis connected to Covid-19. No matter that relationships between countries are becoming stronger and stronger and, at the same time, due to a certain level of uncertainty, it is required to take business decisions using reliable information. This a fact that cannot be changed. This process is essential for every cross border relation, but absolutely necessary to deal with Emerging markets.

It's now very frequent that companies, including SMEs aren't not only playing in domestic markets but are having relationships with many countries. Following different waves, in the last 20 years, companies de-localized operations to get more efficient results with lower costs even if in some cases moved back to original countries.

Or, in order to improve supply chain avoiding any disruption, identify additional suppliers all around the world. Of course business expansion is the main purpose: starting selling outside domestic market is a huge opportunity of growth especially for mature markets and products.

Whatever is the reason for this process of moving business outside domestic borders, it's a fact that isn't something that can't be unplanned. Especially in current scenario where complexity, different legislations and rules on companies obligations and registration can be always taken into accounts. Successful cross border expansion is strictly linked to a specific behaviour: awareness.



This is true generally speaking for all countries but can assume a higher complexity for so called Emerging Countries. Opportunities can be huge and Western companies, both in Europe and US, are addressing their attention to Emerging countries as well as from supply point of view or as new customers.

Work with several suppliers all around the world means focus attention on how have some alternative players can reduce risks in production and, why not, focus on those business are paying a high attention on costs control leading towards better profits. In addition, for mature economies like Western countries, find out new partners, both suppliers and customer is vital to guarantee their survival and development.



It's clear that hidden risks are very often due to missing knowledge. Dealing with Emerging Markets isn't simple, this is due to several factors. From political instability that can affect macroeconomic, fiscal policies etc, to legislation, level of transparency and organization. Starting from legislations, rules related to companies can be very different in term of registration, negative events and business obliged to file balance sheet. One of the most critical point is related to transparency of the information.

Lack of transparency can be due to legislation, especially in a country with a low level of democracy. Letting aside this very complicated aspects, let's focus on processes, tools and organization in filing company's documents. Emerging Market are considered with a high data friction: data collection, updating and availability are presenting some issues.

Data collection: very often there isn't a public body collecting data at national level but only at regional/county level. In this scenario is very difficult to have an overall picture and different bodies are totally unlinked each other. Great part of processes are manual and time consuming.

Data updating: processes, due to data collection flows, data updating processes are slow and done manually. There aren't in place automatic systems for optimization.

Considering both data collection and updating, availability of information related to companies is under pressure. It means that is required a strong presence on the territory and at the same time a clear knowledge of local process in order to get reliable information helping trade processes.

This a crucial point: be able to access to business information partners in charge to guarantee most quality updated information in Emerging Markets suitable to deal with above difficulties in collecting information.



It's exactly the SkyMinder mission, CRIF portal of business information. Thanks to CRIF operations in Europe, Middle East and Far East Countries and very well established relationship with more than 30 local information providers, it's possible to offer fully updated and complete information always giving risk evaluation, information to assess a business partner.

Business Information are delivered only if updated thanks to a fresh investigation process in charge to

collect data in a scenario very complex. In addition, with score or rating systems with a credit limit is possible to improve decisional process.

Evaluate a Risk Profile of a company, in Emerging Market but not only, means to have a complete picture of the company itself, as well as potential future changes and country scenario.

SkyMinder can be consider as an international trade enabler, giving access to in-depth credit and financial data on companies all over the world with a set of solutions able to cover different risk assessment needs.

Let's discover SkyMinder solutions:

Credit Report and Slim Report: firmographic information, risk assessment and credit limit. Then financial data, management, company structure and industry. Slim Report is a shorter version but with the same level of updating and quality.

Monitoring Solutions

- Full Monitoring: detailed notification generated when any change affects a company.
- Alert: short notification generated when any change affects a company.
- Planned Revision: worldwide available, allows to schedule in advance when receive an updated Report (monthly, quarterly, every 6 months or yearly).

KYC Report: it helps to understand the ownership of a company with Beneficial Owner and Shareholders.

Extended Check Report and Compliance Check Report: Extended Check Report integrates Credit Report to analyze involvement in money laundering, fraud, corruption, bribery or other criminal activities. Compliance Check on companies and persons is focused on financial crimes only.

Cyber Risk Report: evaluates how a company is exposed to a cyber attack

EIU Country Risk Service and EIU Country Report: forecast and outlook related to countries with macroeconomic indicators.

Quick Infographic

| Enhanced Due Diligence and its benefits



Enhanced Due Diligence and Its benefits



Entering a business relationship without complete knowledge of your partner's business can be risky. Eliminate a significant level of risk associated with it by analysing their past and present with CRIF's Enhanced Due Diligence Report.

Why CRIF Enhanced Due Diligence Report?

- 1 Get a discreet report prepared with non-intrusive methods with accountability and integrity maintained
- 2 Compiled from numerous corroborating sources including local and international media, court records and more
- 3 Get a cost-effective in-depth investigation with clear turnaround timelines without any compromise on quality
- 4 Obtain consistent and high-quality output put together by CRIF's in-house research analysts
- 5 Leverage expertise in detailed background checks and stringent quality control protocols
- 6 Explore the emerging markets before anyone else by conducting thorough due diligence
- 7 Get access to our network of research analysts located across the globe who speak native and can access maximum information from the source

Are you ready to stay one step ahead with CRIF's Enhanced Due Diligence?

[Get your demo today!](#)

Interview with Sales Team

| In the role of Vilveshwar Johari (Senior Operations Manager)

Tell us a bit about yourself

Senior Operations Manager with 17+ years of experience in managing multiple processes under Risk Management Solutions, Banking BPO/KPO, Financial Services, Credit Insurance and Compliance. Core strength lies in delivery management, business planning & strategies, resource management, driving performance, process optimization and improving profitability. Part of leadership team for fortune 500 and prestigious FinTech 100 firm. I have been with CRIF for 6 years now (4 years in UAE and 2 years in India)



What is your role at CRIF?

Heading the Operations for Business Information (BI) services which includes risk management solutions, due diligence, credit assessments, data and analytic, compliance risk and market research. Oversee all the operational activities, set the right processes, manage the relationship with business partners, develop new products, automate the process to improve efficiency, assist sales, handle escalations, engage with key clients, engage with internal teams, team management, cost management, budget planning, product pricing, business planning and taking strategic decisions for BI business.

How do you see CRIF adding value to your business partners?

Data and analysis is core for any reports. CRIF is pioneer in analytics, building score cards and assessing data. Due to which we are able to provide accurate & reliable information and scores based on which our clients can take informed decision.

Any favourite quote you want to share with your partners?

There is always some amount of risk involved in all businesses across industry, sector and size. Risk cannot be completely taken out of businesses. However, if we follow best practises of risk management many risk can be mitigated. One of such tool is our Business information report which give 360 degree view of a business with a risk score.

Best time to reach you

Currently we are working from home and continue doing it for some time so there is flexibility. However, the ideal time would be 9 am to 6 pm business days (Mon to Fri) on email vjohari2@crif.com

About CRIF India

CRIF India is one of India's leading provider of Credit Information, Business Information, Analytics, Scoring, Credit Management and Decisions Solutions.

CRIF's Business Information Report, commonly known as the BIR Report, is a new way of thinking about data and information and how they are linked to each other. Available in 230 countries and territories, CRIF'S Business Information Report contains up to date information collected from various data sources. The report helps in determining a company's profitability, financial trends, and risk. It also provides an in-depth profile of a company, including financial information, legal cases, history of business, ownership details, operational information, and details on related firms and special events that occurred in the past involving company management. It's an industry standard for evaluating both new and existing credit relationships, especially medium-to-high risk accounts. Additionally, it supports a company's other efforts, like marketing and purchasing.

CRIF India's Business Information Offerings



| How is CRIF different?



We brought in new Sets of Data Points,
First in the Industry at a TAT less than 48hrs.



Global Data Environment

200 million companies across 230 countries,
2 Million directors on these companies,
400+ data points covered



Unmatched expertise in analysis

Our vast experience gives us an eye for better
assessment of information



Count on our TAT

Quality in expertise translates into
efficiency in outcome



Quality checks

We've set processes to ensure reliable
information is coming your way

Customized solutions for: Customer | Suppliers | Trade / Supply Chain solutions



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