

November
2021 ISSUE
VOL XVII

CRIF INDUSTRY WATCH

A monthly edition on Data, Risk and Economic Insights

INSIDE THIS ISSUE

- Analysis and Studies
- Import-Export
- Product Analysis
- Article of the Month
- Quick Infographic



Analysis and Studies

| CRIF AG Study: Overall number of companies in Switzerland in 2020 is higher than 2.8% if compared to 2019



CRIF AG has investigated how overall number of companies increased in 2020, considering new companies and cancellations. Despite the COVID-19 pandemic, the number of companies in 2020 grew by 2.8% in Switzerland. In 2019, the overall increase was 2.3%, driven by a 5% increase in start-ups. In 2020, there were 8.3% fewer cancellations than in 2019, where there were 12.7% more cancellations than in 2018.

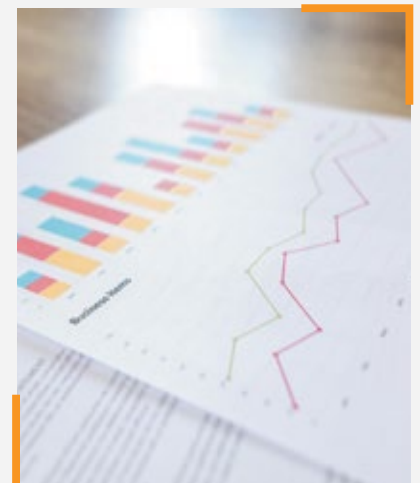
The canton of Appenzell Innerrhoden recorded the strongest net growth with 5.3%, followed by the cantons of Lucerne with 3.7% and Zug and Fribourg with 3.5% each. The economically strong canton of Zurich is 2.7% below the Swiss average. The weakest growth is reported by the canton of Ticino with 0.9% and the canton of Schaffhausen with 1.0%.

Although there was an increase of 2226 new companies in Switzerland, certain cantons show a decline compared to the previous year: Schaffhausen recorded a decline of 12.3%, Ticino -10.7%, Uri -5.7% and Vaud -4.7%. The most recent registrations were in the cantons of Zurich (8'430), Vaud (4'434) and Geneva (3'871).

The most recent registrations were in the cantons of Zurich (8'430), Vaud (4'434) and Geneva (3'871).

Looking to industries, the retail trade (3,783) shows the higher number of start-ups, which is an increase of 18.5% compared to the previous year. Even restaurants sector, which suffers greatly from the measures to combat the pandemic, has 158 new companies than in the previous year. This corresponds to an increase of 7%.

Architectural firms, on the other hand, recorded a decline in the number of start-ups of 224 companies, a decline of 15.4%.



Methodology

For the study, was taken into account all companies in Switzerland that were newly registered in the commercial register from 1 January 2020 to 31 December 2020 as well as all companies that were cancelled in the commercial register during the same period. In this last category were included companies cancelled in the event of the dissolution of office, the cessation of bankruptcy proceedings, the end of the liquidity period, mergers or company tasks as a result of a lack of succession arrangements.

The complete analysis can be requested at presse.ch@crif.com.

Import-Export Snapshot

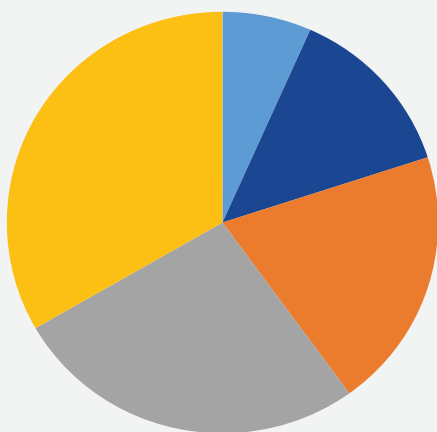
Maldives

Maldives is the number 148 economy in the world in terms of GDP (current US\$), the number 176 in total exports, the number 159 in total imports, and the number 69 economy in terms of GDP per capita (current US\$).



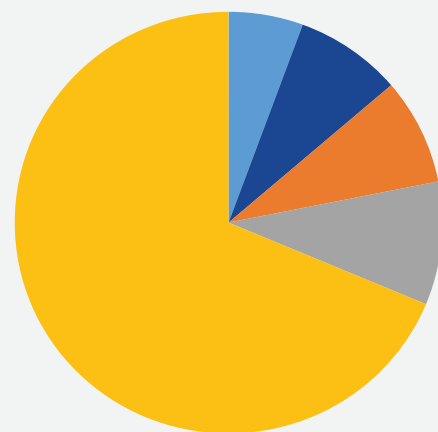
| What does Maldives Imports and Exports?

Top 5 Export Countries



- Petroleum Gas (\$30.4M) (13.17%)
- Processed Fish (\$35.7M) (15.46%)
- Non-fillet Fresh Fish (\$40.7M) (17.63%)
- Non-fillet Frozen Fish (\$59.8M) (25.9%)
- Fish Fillets (\$64.3M) (27.85%)

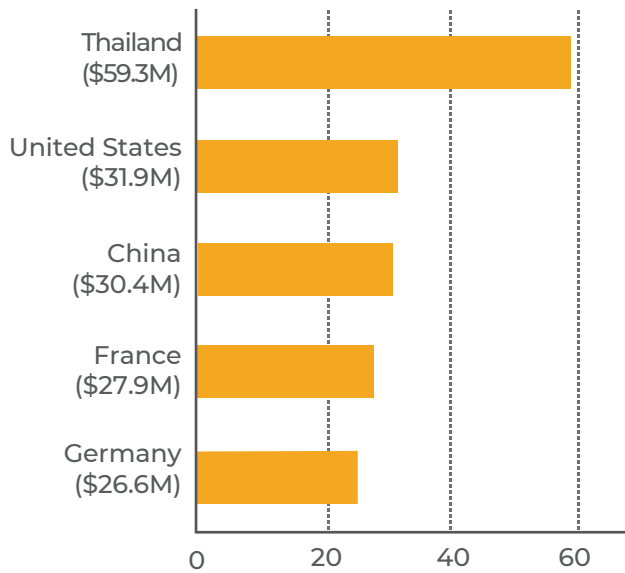
Top 5 Export Countries



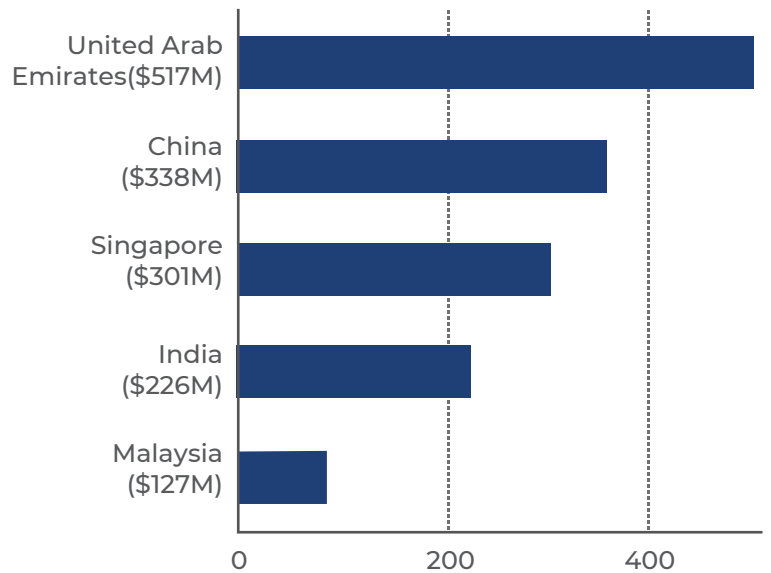
- Sawn Wood (\$33.4M) (5.64%)
- Broadcasting Equipment (\$47.9M) (8.08%)
- Furniture (\$48.3M) (8.15%)
- Fruits (\$56.1M) (9.47%)
- Refined Petroleum (\$407M) (68.67%)

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

Top 5 Export Destinations



Top 5 Import Destinations



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

Product Analysis

I Tea Industry: Focus On India

Indian tea is among the finest in the world owing to strong geographical indications, heavy investment in tea processing units, continuous innovation, augmented product mix and strategic market expansion. The main tea-growing regions are in the Northeast (including Assam) and in north Bengal (Darjeeling district and the Dooars region).

Import

In 2020, India imported tea for a total amount of 67,447\$, with an increasing trend in the last 5 years.

Countries that most exported to India are: Nepal, Kenya, Vietnam, Sri-Lanka, Iran.

India is the 2nd world's top tea producing country after China (1.2mil vs 2 mil tons).

It is also one of the world's largest consumers of tea, with about three-fourths of the country's total produce consumed locally.

Export

In 2020, India exported value amounted of 692,074\$, 15% less than the previous year. The top export destinations are: Iran, Russia, USA, UAE, UK.

The import tariff in India. This is aimed at keeping production internally and discourage imports, which are in fact low with respect to exports, making trade balance positive every year.

Article of the Month

I Protect your business in fast moving market taking under control changes affecting your partners

Be aware of changes affecting business partners, customers or supplier, it's always a good practice even if companies are well known with established relationship from years. A business can hide unexpected events but from the other current economic scenario is obliging to be updated regarding fluctuations.

In addition, having a clear snapshot on how overall customers and suppliers are moving is crucial to define new policies exploiting new opportunities or facing threats is necessary. In addition, having a clear snapshot on how overall customers and suppliers are moving is crucial to define new policies exploiting new opportunities or facing threats is necessary.

Keep under control companies is now a crucial requirement due to quick changes in worldwide economy but isn't something new. Economic crisis occurred in 2008 revealed a quite fragile environment in which companies' life was fast changed by huge financial turmoil. Concept like 'historical partners' or 'very well partners' and trust in their past stability started to have a different perspective. In order to avoid negative impacts, an ongoing check about companies changes became mandatory. Firms everywhere in the world considered as reliable from years and years were affected by crisis with related consequence on linked business partners.

Back to 2021, COVID-19 impacts real economy everywhere in the world and of course companies are part of this process. But apart from crisis generated by pandemic, it's a fact that businesses must now deal in a context very fast moving in which every change must be taken into account. It's a sort lesson learned that every company must deal with an unstable scenario.



It isn't only a matter to avoid unexpected negative impacts but also to take opportunities as soon available and, in any case, new actions can be required, to protect or to expand business. Changes affecting a company can be related to change in management and shareholding showing a new scenario in term of

governance, or to a new balance availability giving a new financial view, then find out that negative events are identified impose to better assess reliability. Then, considering all elements, a new assessment in term of rating, scoring and credit appraisal it's important to evaluate company itself. Simplifying the concept, it's a matter to have update information to be able to evaluate a subject taking into account if something is changing.

If fact, if a recurrent customer is showing a worsening in financial stability, it may requires a credit policies revision or, on the opposite side, an extension of the appraisal. In both cases, it's clear that an revision of in relationship is required, in the first case to avoid critical impact, in the second case to better exploit the opportunity. Or, if changes in management are too frequent or with too often redefinition of shareholding structure, there is a question mark in



governance to take under control. Of course, if negative events are reported, it's clear the critical alert that maybe requires a revision of the relationship. If a change impacts rating, then is a matter to understand if the risk level is improving or worsening and decide how to proceed.

For example, know that a customer change negatively risk profile allows to strictly monitor if payments are regular, and if the subject is a supplier, maybe can be useful to start looking for additional partners to avoid any interruption in supply chain. If changes related to a customer have a positive impact, may it's possible to expand credit line or put in place some cross selling actions. If also improved situation is related to a supplier, it's possible decide to buy more with a more closer relationship.



Being updated about changes is more crucial if business partners are located in different worldwide countries. In this case, there is an additional challenge of data availability and updating is different from country to country. In some countries, to simplify in Western and Central Europe, data are proactively registered and updated into local public central bodies, so access to them is relatively easy with some differences in each country.

In any case local legislations and rules are leading data availability, for example for balance sheet registration into public sources. If in Italy and France, for example, corporate companies have to file balance sheet, in Switzerland only listed ones must proceed in this way. In addition to updating and data availability, also data management organization is playing an important role. In a country with a central body managing all company information, barriers to data are very low. On the opposite, if there isn't such local structure but data are managed at local level without any link, access to data is really hard to manage. Level of digitalization represents also a crucial point as the highest is, the lowest are the difficulties in dealing with information. For example, in some African countries the combined situation of lack of central bodies and a low digitalization level generates difficulties in accessing to data first and trust in updating level.



To summarize, most important barriers related to data availability are linked to legislation: it means that particular countries are not requiring to companies to disclose information about company itself. Second area is represented by nations in which process related to data collection, processing and updating are presenting some issues at different level. In such complex scenario, in which every country can present a different approach about company data, it's necessary to sort out lack of data availability in order to give market the right tools to evaluate business partners. Particular process and flow can be adopted in order to be in the position to perform an assessment process able to be adapted if changes occur.

- **Full Monitoring:** detailed notification generated when any change affects a company with the possibility to receive the updated report
- **Alert:** short notification generated when any change affects a company.
- Full Monitoring and Alert, are more suitable in countries where data availability is very high and public sources are proactively updated and centralized.
- **Planned Revision:** worldwide available, allows to schedule in advance when receive an updated Report. This solution, is suggested for countries where access to data is presenting some issues in term of digitalization or data flow organization.
- **Dashboard:** a snapshot of the overall business partners. It's possible to create cluster with the aim to have a picture related to a specific segment. For example, it's possible to split into category, for example supplier and customers into two different clusters or other custom groups.



SkyMinder solutions are replying, at worldwide level, to specific needs coming from market requiring updated information on ongoing basis related to each business partner plus the possibility to have an aggregate view of companies constantly updated.

Quick Infographic

| Why you need CRIF's Business Information Report in 2021?



Why go for CRIF's Business Information Report for 2021?



Companies often look for the highest quality of business information before forging an association with a new partner in order to drive high profitability and healthy growth. CRIF's Business Information Report enables the global market to access commercial risk data with its freshly investigated reports.

Benefits of CRIF's Business Information Report



Get **risk assessment ratings** to get insights into a company's vulnerability with credit limits



Have a clear picture of the company's **legal events** such as acquisitions, bankruptcies, critical suits



Understand the **financial strength** of the company with the help of balance sheets, ratios and financial data



View not only the present but also the past of the company by **accessing historical data** involving company management

Stay one step ahead with CRIF's Business Information Report in 2021

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



CRIF Solutions (India) Pvt. Ltd.

Unit 601, Sixth Floor, Axis Centra, Survey No-62, 1/4, Baner, Pune, 411045, Maharashtra, India
Ph: +91 2067642900 | Email ID: BSales.India@crif.com | Website: www.crif.in