COUNTRY INSIGHT REPORTS

A Complete Picture of Risk and Opportunity at Your Fingertips
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Introduction

Many finance leaders are under pressure to become a more valuable partner to the business, pinpointing where growth and risk exist, identifying top sales opportunities, and shortening the quote-to-cash cycle. The challenge for finance leaders is to strike the right balance between capitalising on that opportunity and managing the risk associated with it.

With an ever-changing global landscape, it’s becoming increasingly important for the modern finance professional to also consider country risk – targeting markets with growth potential whilst navigating the risks of an uncertain economic outlook.

To achieve this, finance needs answers to a long list of questions about the risk of trading in a new territory. For example, is the overall risk environment in the country stable, improving, or deteriorating? What is the country’s current short-term economic outlook, including socio-political and economic forecasts? What are the recommended and minimum credit terms and usual credit periods, including payment delays with regard to local and foreign currency, exchange rates, and ongoing credit conditions? Answering these questions can help finance leaders make better business decisions in a global context.

This guide will show you how to get the best out of country insight information within D&B Credit, allowing you to complete your picture of risk. You’ll have the facts at your fingertips to make fast, evidence-based decisions about the risks and opportunities in every country and company you trade with.

“Before traders, exporters, or investors step foot into a new geographic market, they need a comprehensive, up-to-the-minute profile of the risks and opportunities of trading in that territory. Armed with that insight, the modern finance leader can make the deals that will deliver growth.”

ANDY CRAVEN
Dun & Bradstreet

Country Insight

Country Insight information can be found within any company preview page in D&B Credit or within a company’s full report, as well as in our portfolio view (available across our D&B Credit product suite). The summary pane allows a quick view into the country’s risk category and the option to download the Country Insight Snapshot (CIS) or the Country Insight Report (CIR).

High-Level Overview

Dashboard view of high-level risk, based on the assessment of a country’s political, commercial, economic, and sovereign risk.

The headline highlights the key development in that region.

Further Information

The Country Insight Snapshot: High-level view of a single country’s cross-border risk exposure, with particular focus on the current political, commercial, and macroeconomic environments.

The Country Insight Report: In-depth analysis of the current risks and opportunities within a single country and its regional and global context.
Portfolio View

The Country Insight portfolio view (available across our D&B Credit product suite) is the most comprehensive way to assess country insight, allowing you to easily group and monitor the countries where you have business operations. You can access the portfolio view in the 'Country/Region Insight' section within the Portfolio Dashboard of your D&B Credit solution.

Definition of Risk

<table>
<thead>
<tr>
<th>Risk Level</th>
<th>Description</th>
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<tr>
<td>DB1</td>
<td>Lowest Risk: Lowest degree of uncertainty associated with expected returns, such as export payments and foreign debt and equity servicing.</td>
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<tr>
<td>DB2</td>
<td>Low Risk: Low degree of uncertainty associated with expected returns. However, country-wide factors may result in higher volatility of returns at a future date.</td>
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<tr>
<td>DB3</td>
<td>Slight Risk: Enough uncertainty over expected returns to warrant close monitoring of country risk. Customers should actively manage their risk exposures.</td>
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<tr>
<td>DB4</td>
<td>Moderate Risk: Significant uncertainty over expected returns. Risk-adverse customers are advised to protect against potential losses.</td>
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<tr>
<td>DB5</td>
<td>High Risk: Considerable uncertainty associated with expected returns. Businesses are advised to limit their exposure and/or select high-return transactions only.</td>
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<tr>
<td>DB6</td>
<td>Very High Risk: Expected returns subject to large degree of volatility. A very high expected return is required to compensate for the additional risk or the cost of hedging such risk.</td>
</tr>
<tr>
<td>DB7</td>
<td>Highest Risk: Returns are almost impossible to predict with any accuracy. Business infrastructure has, in effect, broken down.</td>
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Dun & Bradstreet’s Country Risk Rating

Inside the report, the overall Country Risk Rating is available at the top of the page. Dun & Bradstreet’s Country Risk Indicator provides a comparative, cross-border assessment of the risk of doing business in a country. Quick view into the country’s risk category and the option to download the Country Insight Snapshot (CIS) or the Country Insight Report (CIR).
Ratings and Indicators

There are four main categories used to create the Country Risk Rating Score:

1. **CREDIT ENVIRONMENT OUTLOOK**: Assesses the factors that affect the country’s credit environment and helps cross-border traders and investors understand the level of risk related to non-payment or delayed payment.

2. **SUPPLY ENVIRONMENT OUTLOOK**: Assesses the factors that could disrupt supply chains associated with the country, allowing cross-border traders and investors to assess risks in this area.

3. **MARKET ENVIRONMENT OUTLOOK**: Provides an assessment of the factors affecting the market environment over the short, medium, and long-term; this assessment will help businesses involved in cross-border trade and/or investment to make informed decisions about increasing, maintaining, or decreasing business links in a country.

4. **POLITICAL ENVIRONMENT OUTLOOK**: Helps cross-border traders and investors to understand the risks associated with expropriation/nationalisation and also takes into account international human actions that could affect the quality of the business environment.

For these categories, the traffic light system is used to give you a speedy way of assessing the balance of risks and opportunities in a given country or category of analysis. Three traffic lights are used:

- **Green**: Indicates that positive factors/influences dominate.
- **Amber**: Indicates that there is a balanced mixture of negative/positive factors/influences.
- **Red**: Indicates that negative factors/influences dominate.

The traffic light indicators act as a quick guide to the overall balance between the detailed analytical components covered elsewhere in the report. This allows you to rapidly identify areas of concern or promise, which you can then explore further, either elsewhere in the report or via the content of the products in our portfolio.
Other Detailed Analysis

Beyond the scoring and commentary within the Country Risk Rating and ‘RAG’ scores, there is also detailed analytical content available within the report. The following analytical categories provide our most detailed, in-depth coverage of the core components of risks and opportunities within a given country.

• SHORT-TERM ECONOMIC OUTLOOK: Analyses the economy and business cycle over the next two to eight quarters, identifying recession, recovery, growth, or stagnation. This helps businesses anticipate the impact of short-term developments in aggregate supply and demand.

• LONG-TERM ECONOMIC POTENTIAL: Assesses the long-term economic prospects over the next five to 15 years based on trends in the physical environment, natural and human capital, and demographics and labour supply. This helps businesses foresee the long-term impacts on market potential of factors such as aging resource depletion, and innovation.

• MARKET POTENTIAL: Covers the ability of foreign providers of goods and services to access a target country’s markets. This helps businesses understand the practical and regulatory barriers, as well as the incentives and opportunities.

• FOREIGN EXCHANGE (FX) RISK: Looks at the risk of insufficient foreign exchange, significant devaluation or depreciation, or any instability in the exchange rate over the next 90 to 180 days. This helps businesses anticipate the pressures facing customers billed in a foreign currency, or the risks if their receivables are in local currency.

• TRANSFER RISK: Covers the risk of existing or new regulations, requirements, or other government actions preventing, delaying, or burdening cross-border transactions. This helps businesses to anticipate risks related to cross-border payments arising from the regulatory environment.

• BUSINESS REGULATORY ENVIRONMENT: Assesses the risks and opportunities in the business environment associated with regulations, institutions, and business culture. This helps businesses assess how intangible aspects of the business environment can facilitate business operations or otherwise.

• BUSINESS CONTINUITY: This category looks at factors that could affect the physical supply chain due to the effects of natural phenomena or other unintended consequences. This helps businesses anticipate the likely or current impacts of extreme weather, seismic activity, and infrastructure inadequacies or improvements.

• POLITICAL/INSECURITY RISK: This covers the risk of disruption of business operations and the services of a functioning economy due to the negative effects of intentional human action on civil peace and internal or cross-border security. This helps businesses to understand the context and risk spectrum for threats arising from social and political disturbances.

• EXPROPRIATION / NATIONALISATION RISK: This category assesses the risk of a forcible/compulsory full or partial loss of control or ownership of assets at the hands of a sovereign government, and whether or not there is compensation or judicial redress. This helps businesses understand the country’s track record in this respect, and highlights the risks posed by acts of expropriation/nationalisation.
Conclusion

Organisations need to develop fast, prudent ways to make business credit decisions – examining both company and country data to complete their picture of risk.

Dun & Bradstreet’s credit risk solutions provide a single view of both company and country risk in the same unified platform, providing the actionable analytics and insight finance leaders need to evaluate risk and opportunity across the global landscape. Finance leaders can quickly and effectively monitor a customer’s financial health or track the improving, stable, or deteriorating business risk environment within which they operate.

This view opens up a world of possibilities. Besides examining customer credit and collections, finance leaders now have the flexibility to identify the risk exposure associated with conducting commerce in a specific country and explore potentially lucrative new revenue opportunities that contribute to enterprise-wide profitable growth.

Dun & Bradstreet’s Country Insight Reports are available across our D&B Credit solutions. To learn more about how to complete your picture of risk visit https://www.dnb.co.uk/products/finance-credit-risk/country-insight-for-global-risk-management.html