



ARK Enterprise, a
partner of Confirmis
ASEAN in Thailand

SAMPLE TELECOM MYANMAR COMPANY LIMITED

နမူနာ ဆက်သွယ်ရေး မြန်မာ ကုမ္ပဏီ

MM000000775



Confirmis Risk Index

86

Payment / Business
Behavior Feedback



Status

Active

Business Expectation
Indicator



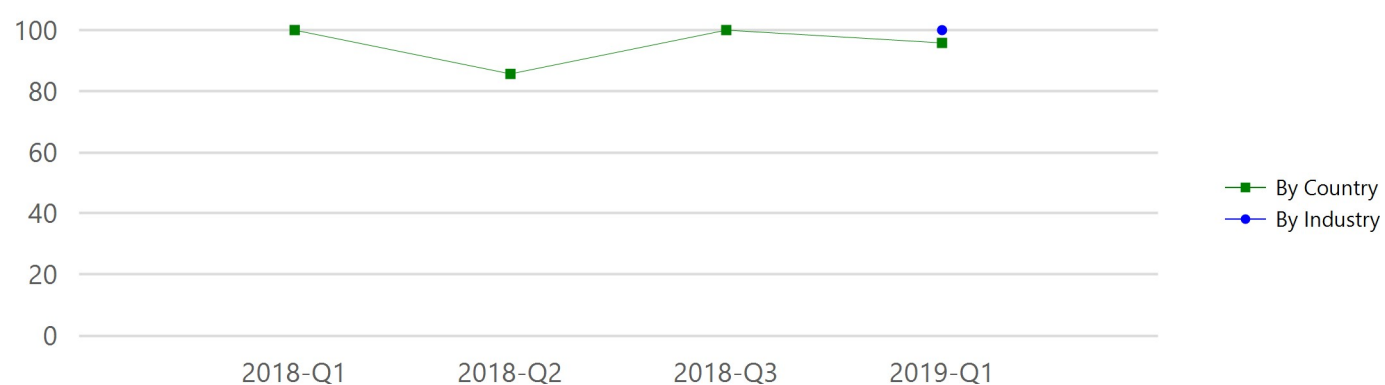
Did You Know?

Subject is authorised partner of Huawei Enterprise under its "Channel Partner Program" in 2018

Subject was honored Top 5 Best Telecom Services in Myanmar by The Myanmar Times in 2017-2018.

Subject is looking for foreign investor to raise capital strength.

Business Expectation Indicator



The Business Expectations Survey (BES) is a quarterly survey which provides data on the expectations of businesses in the coming quarter for a range of indicators (sales/revenue, income, selling prices, investment/capital expenditure, stocks/inventory and employment). The index is measured on a scale of 0-100 and computed based on businesses (respondents) as percentage changes between coming quarter and current quarter.

Company Summary	
Business Name	SAMPLE TELECOM MYANMAR COMPANY LIMITED
Business Former Name	SAMPLE OPERATIONS COMPANY LIMITED
Trading Style	STM COLTD
Company Registration Number	628 2006-2007
Year Established	21-08-2007
Ticker Symbol	-
Company Address	No.54, Eastern Business Centre, 4th Floor and 5th Floor Lay Daung Kan Road, Thingangyun, Yangon 70010 Myanmar
Telephone No.	95 1 8550706 95 1 8850707
Fax No.	95 1 8550708
Mobile No.	95 9 77623802
Company Web Page	www.samplemyanmar.com.mm
Line of Business	Wired Telecommunications carriers Mobile phone stores, primarily selling mobile phone service plans
NAICS	517311 517312
Currency Used	MMK
Latest Sales Turnover	9,940,424,951
Employee Size	423
Tax Code	-

Company Structure	
Company Structure	Private Limited Company
Company Former Name	SAMPLE OPERATIONS COMPANY LIMITED
Date Change	12-01-2016
Authorised Capital	500,000,000,000
Issued Capital	12,212,906,000
Paid Up Capital	12,212,906,000 As Of 31-12-2018
Registered Address	No.54, Eastern Business Centre, 4th Floor and 5th Floor Lay Daung Kan Road, Thingangyun, Yangon 70010 Myanmar
Premises (Owned/Leased)	Owned
Auditor	Sein Wln & Associates

Operations	
Sales Territory Breakdown	Local 100.00%, International 0.00%
Countries Exported To	-
Customers	Mectel, China Unicom, MPT-KSGM, Mytel

Purchase Territory Breakdown	Local 40.00%, International 60.00%
Countries Imported From	China
Suppliers	China Tele Supply Co.,Ltd
Products	Broadband Internet
Brand Names	GT Broadband STM

Banks

Kanbawza Bank

Photo Gallery



Chief Executive Officer			
First Name	Last Name	Title	Appointment Date
Thiha	Lwin	Chief Executive Officer	2006

Key Executives				
First Name	Last Name	Position	Qualification	Years Of Experience
Ohmar	Hlaing	Chief Financial Officer	Bachelor of Commerce(B.com), Certified Public Accountant (C.P.A)	20
Thiha	Lwin	Chief Executive Officer	MBA, Yangon University, Myanmar	25

Board of Directors					
First Name	Last Name	Position	Nationality	Date Appointed	Other Directorships
Aung	Than	Non-executive Director	Burmese	2006	
Khin Hnin	Lwin	Director	Burmese	2006	
Kyaw Zwar	Lwin	Director	Burmese	2008	Director of SAMPLE MOBILE SERVICE CO LTD, Myanmar
Myint	Lwin	Director	Burmese	2006	Chairman of SAMPLE MOBILE SERVICE CO LTD, Myanmar
Nang Lai Yi	Soe	Director	Burmese	2015	
Ohmar	Lwin	Director	Burmese	2008	
Thiha	Lwin	Chairman cum Chief Executive Officer	Burmese	2006	Director of SAMPLE MOBILE SERVICE CO LTD, Myanmar
Thu	Zar	Director	Burmese	2008	

Major Shareholders			
Name	Nationality	No. of Shares Held	Percentage (%)
Thiha Lwin	Myanmar	3,014,675	24.68
Khin Hnin Lwin	Myanmar	1,510,000	12.36
Myint Lwin	Myanmar	1,510,000	12.36
Nang Lai Yi Soe	Myanmar	1,033,825	8.47
Thuzar	Myanmar	1,033,000	8.46
Ohmar Lwin	Myanmar	1,010,000	8.27
Kyaw Zwar Lwin	Myanmar	1,010,000	8.27

Financial Statements

Balance Sheet			
In MMK for the Financial Year	2018	2017	2016
ASSETS	19,838,913	17,581,580	17,599,326
Current Assets	14,892,800	14,767,737	14,902,665
Cash & Bank	4,275,992	1,960,517	1,806,582
Cash	38,372	49,372	530,715
Cash Equivalent	4,237,620	1,911,145	1,275,867
Current Accounts Receivables	6,066,708	7,362,546	9,484,991
Account receivables from customers	6,066,708	7,362,546	9,484,991
Inventories	2,286,102	1,739,221	1,675,512
Inventories	2,286,102	1,739,221	1,675,512
Other Current Assets	2,263,998	3,705,453	1,935,580
Short-term prepayments	1,864,000	3,462,866	1,879,971
Tax and other receivables from the State	399,998	169,592	55,609
Tender Deposit		72,995	
Long-Term Assets	4,946,113	2,813,843	2,696,661
Fixed Assets	505,471	430,863	304,235
Assets in Construction	505,471	430,863	304,235
Investment Properties	4,440,642	2,346,242	2,392,426
Cost	4,440,642	2,346,242	2,392,426
Long-Term Investments		36,738	
Deferred Expensens		36,738	
LIABILITIES & EQUITY	19,838,913	17,581,580	17,599,326
Liabilities	1,789,092	5,646,637	7,955,173
Current Liabilities	1,789,092	4,646,637	6,955,173
Due to customer			98,849
Other payables	816,868	3,713,836	6,049,185
Provident & pensions			4,700
Provision Income Tax	475,203	459,497	352,173
Provision commercial tax	497,021	473,304	450,266
Long-Term Liabilities		1,000,000	1,000,000
Creditors & borrowings		1,000,000	1,000,000
Equity	18,049,821	11,934,943	9,644,153
Capital	18,049,821	11,934,943	9,644,153
Share capital	12,212,906	9,347,800	640,000
Share premium	2,346,892	143,900	
Retained earnings	1,809,910	1,064,753	7,947,634

Net Profit	1,680,113	1,378,490	1,056,519
------------	-----------	-----------	-----------

Profit and Loss

In MMK for the Financial Year	2018	2017	2016
Gross revenue	9,940,424	9,466,082	12,305,608
Net Revenue	9,940,424	9,466,082	12,305,608
Cost of Sales	(4,358,820)	(6,092,570)	(5,847,344)
Gross Profit	5,581,604	3,373,512	6,458,264
Financial income	111,061	913,009	113,821
Financial expenses	(100,000)	(240,000)	
Selling expenses	(124,313)	(109,548)	(3,314,106)
General and administrative expenses	(3,092,334)	(2,098,987)	(1,849,288)
Net Operating Profit (Loss)	2,376,018	1,837,986	1,408,691
Net Profit (Loss) Before Tax	2,376,018	1,837,986	1,408,691
Income tax / other taxes	(475,203)	(459,496)	(352,173)
Commercial Tax	(220,702)		
Net Profit (Loss) After Tax	1,680,113	1,378,490	1,056,518
Dividends & transfers to reserves	(276,656)		
Prior year adjustment	(356,677)		
Plus (minus) retained earnings b/f	18,049,821	11,934,943	9,644,153

Ratios

Financial Year	2018	2017	2016
Current Ratio	8.32	3.18	2.14
Quick Ratio	7.05	2.80	1.90
Receivable turnover	1.64	1.29	1.30
Inventory turnover	4.35	5.44	7.34
Total assets turnover	0.50	0.54	0.70
Debt ratio	0.09	0.32	0.45
Debt-Equity ratio	0.10	0.47	0.82
Return on sales	16.90%	14.56%	8.59%
Return on assets	8.47%	7.84%	6.00%
Return on equity	9.31%	11.55%	10.96%

Subsidiaries			
Name	Holding (%)	Country	CBN
SAMPLE MOBILE SERVICE CO LTD	55.00	Myanmar	

Branches			
Name	Location	Country	CBN
Other service counters	Nationwide	Myanmar	
Sales Office	No7, Tarmwe Township, Yangon	Myanmar	

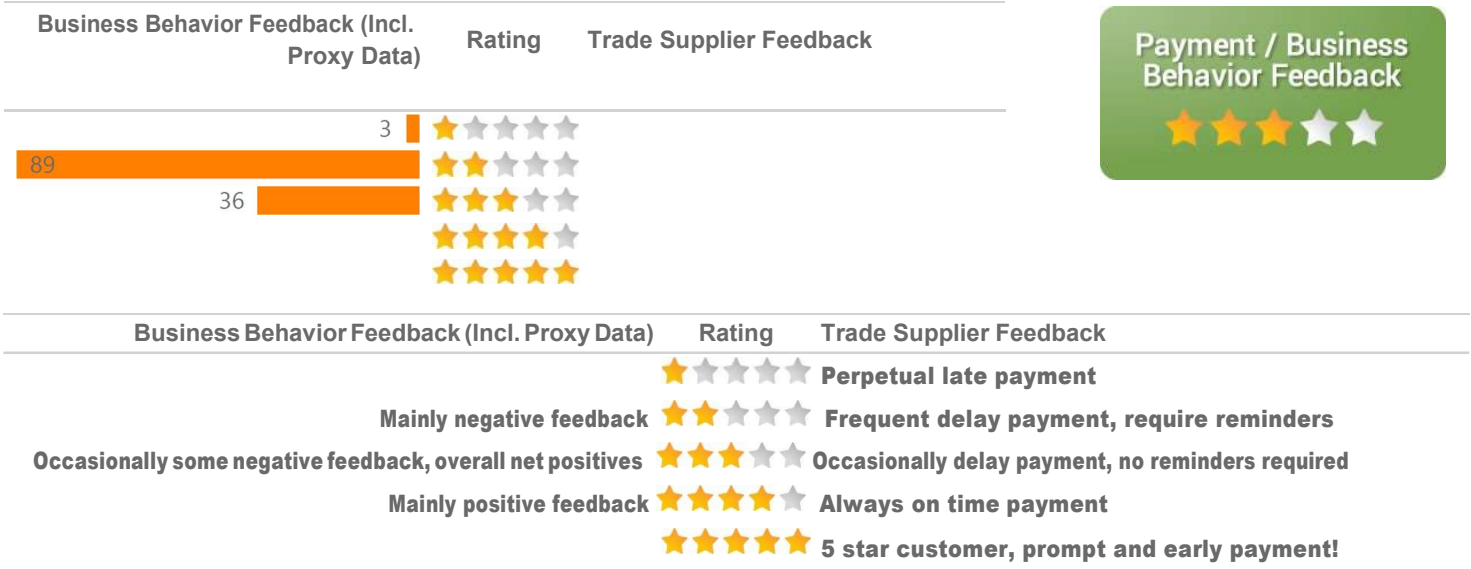
Confirmis Risk Index



	Rating	Description
AA	91-100	Very Low Risk
AB	71-90	Low Risk
BB	51-70	Moderate Risk
CC	21-50	High Risk
DD	1-20	Very High Risk
NR	NR	Not Rated

Confirmis Risk Index (CRI) is the overall measure of businesses' risk in relation to potential failure. Calculated by using 10 key risk components, involving financial and non-financial aspects of business. The CRI is specifically tuned to assess Small and Medium Enterprise (SME) business risk across Southeast Asia.

Payment / Business Behavior Feedback



Confirmis' feedback system is designed to capture and aggregate sentiment that reflect the 'behavior' of individual businesses, both from the perspective of customer payment timeliness and comments/feedback gathered on suppliers ' quality, such as delivery timeliness and quality of goods sold. An effective feedback system allows users to gain 'experience' insight on businesses.

Events/Highlights

- Subject is authorised partner of Huawei Enterprise under its "Channel Partner Program" in 2018
- Subject was honored Top 5 Best Telecom Services in Myanmar by The Myanmar Times in 2017-2018.
- Subject is looking for foreign investor to raise capital strength.

COPYRIGHT 2017 CONFIRMIS.
THIS REPORT MAY NOT BE REPRODUCED IN WHOLE OR IN PART IN ANY FORM OR MANNER WHATSOEVER.

This report is prepared for the customer/subscriber in strict confidence for the use by the customer/subscriber as part of the decision making process with subject company. This report contains information compiled, derived and modelled from information which Confirmis does not control and which has not been verified unless otherwise indicated in this report. Confirmis therefore cannot accept responsibility for the accuracy, completeness or timeliness of the report. Confirmis disclaims all liability for any loss or damage arising out of or in anyway related to the contents of this report.