## 株式会社帝国データバンク

〒107-8680 東京都港区南青山2-5-20 Tel 03 (5775) 3000 (大代)



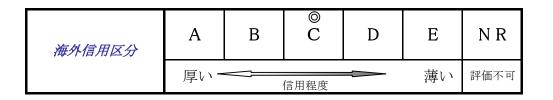
# 海外企業信用調查報告書

ご依頼の海外企業信用調査報告書ができあがりましたのでご査収ください。

## 中国サンプルレポート

Sample

調査先商号



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#### **Business Credit Report**

## SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO., LTD.

## 上海大隆智恒科技发展有限公司

Your Enquiry: Shanghai Dalong Zhiheng Technology

Development Co., Ltd.

Date of Enquiry: Jul. 07, 2019

Report Type: Business Credit Report

Type of Enquiry: Normal Date of Delivery: Jul. 11, 2019

## **INVESTIGATION NOTES**

The given contact person "SUN Lili" proves to be the Director of Subject's Sales Department.

PROFILE SUMMARY

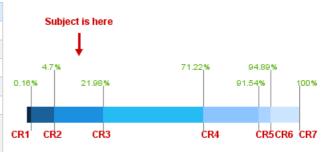
PHOFILE		SUMMANT	
Subject Name:	SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO., LTD. (Given by Official Sources)	Establishment Date: Legal Status: Organization Type: Debt Issued or Not: Listed or Not:	May 18, 1997 Limited liability company Corporate enterprise No No
SBD NO.:	0243320517	Layers of Shareholding:	3
Unified Social Credit Code:	91310101723456868E	External Investment or Not:	Yes
N.O.C.:	723456868	Legal Rep.:	WANG Tao
Tax File No.:	310100723456868	Availability of Main Executive Background:	Yes
Address:	Suite B, 24/F, 88 Hengshan Rd. Xuhui District Shanghai City	Registered Capital:	10,000,000
		Sales:	1,703,326,000 (2018)
		Net Profit:	16,722,000 (2018)
		Total Assets:	639,145,000 (Dec. 31, 2018)
		Net Worth:	128,147,000 (Dec. 31, 2018)
Zip Code:	200009	Employees:	60
Telephone:	(+86 21) 61238888	I/E License:	Yes
Facsimile:	(+86 21) 61238800	Litigation Records:	Yes
Website:	http://www.dlzh.com.cn	Credit Records:	Yes
		Public Records:	Yes
		Taxpayer Creditworthiness Record:	Yes
		Mortgage/Pledge Details:	Yes

Currency in this report is Chinese Yuan (RMB) unless otherwise stated. "--" in this report indicates "unavailable" or "no comments" due to insufficient information.

### **CREDIT ASSESSMENT**

Major Indicators	Score	Rating
Business Size:	87	Large
Company Background:	68	Fairly Strong
Financial Position:	61	Fairly Strong
Industry Outlook:	73	Fairly Strong
Credit Rating:	71	CR3
Base Credit Limit:		9,000,000

### RATING DISTRIBUTION IN EXPERIAN DATABASE



#### MAIN BUSINESS & INDUSTRY CLASSIFICATION

Main Business: Wholesale and retail of computer equipment

Chinese SIC: 5170, Wholesale of mechanical equipment, hardware, electrical and electronic

products

ISIC: 4650,Wholesale of machinery, equipment and supplies NACE: 46.5,Wholesale of information and communication equipment

More information about Subject's lines of business can be found in OPERATIONS

#### **FINANCIAL SUMMARY**

	2018	2017
Sales	1,703,326,000	1,468,603,000
Total profit	22,806,000	36,786,000
Net profit	16,722,000	27,357,000
Total assets	639,145,000	500,319,000
Total liabilities	510,998,000	371,902,000
Total shareholders' equity	128,147,000	128,417,000
Return on net assets (%)	13.05	21.30
Net profit margin (%)	0.98	1.86
Turnover of total assets	2.67	2.94
Liabilities/assets ratio (%)	79.95	74.33
Sales growth (%)	15.98	
Total assets growth (%)	27.75	

#### **IMPORTANT EVENTS**

COVID-19 Impacts Assessment:

Impact on the Industry: Low

Impact on the Region: Medium

Utilization Rate: 80%-100%

Overall Impacts Assessment: Low

Subject was awarded the bid for the computer system maintenance project of Shanghai Municipal Commission of Economy and Informatization in Apr. 2018 and the accepted contract amount was RMB12,450,000.

#### **GENERAL COMMENTS**

With a 20-year history, Subject has already built robust sales pipelines in East China and is somewhat competitive in the line. The strong shareholder background, and wide trade and management experiences of its executives also laid a solid foundation for its development.

Subject reported sales of RMB1.7 billion in 2018, up 16% year-on-year, but its net profit margin was 0.98%, suggesting that its profitability was weakened to a certain extent as compared with the year before. Subject should further strengthen its cost control while expanding business presences.

#### **REGISTRATION**

Establishment Date: May 18, 1997

Registered Address: No. 1688 Huqingping Highway, Shanghai City

Zip Code: 200001

Registry: Shanghai Municipal Administration for Industry and Commerce

Legal Rep.: WANG Tao

Unified Social Credit Code: 91310101723456868E Legal Status: Limited liability company

Registered Capital: 10,000,000

Business Scope: Provision of computer technology and information technology consulting service;

provision of computer and network technology services; wholesale and retail of computer hardware and software, computer consumables, office supplies, stationeries and sports goods; import & export of goods and technologies

(operation shall be subject to administrative permit where applicable)

Duration of Operation: From May 18, 1997 To May 17, 2022

Latest Yearly Inspection: 2018

#### **CHANGES IN REGISTRATION**

Date of Change	Change(s)	From	То
Apr. 18, 2014	Registered Capital	RMB1,000,000	RMB10,000,000
Aug. 08, 2016	Registered Address	No.300 Dalian Road, Shanghai City	No.1688 Huqingping Highway, Shanghai City

#### **SHAREHOLDERS AND SHARES**

Shareholders	Capital Subscribed	% of Total
Shanghai Dalong (Group) Co., Ltd.	5,100,000	51.00
Ll Jun	4,000,000	40.00
FU Bin	900,000	9.00
Total	10,000,000	100.00

Shareholders	Paid-up %
Shanghai Dalong (Group) Co., Ltd.	100.00
LI Jun	100.00
FU Bin	100.00

#### **BACKGROUND OF MAJOR SHAREHOLDERS**

Company Name: Shanghai Dalong (Group) Co., Ltd.

 SBD NO.:
 0243321552

 Establishment Date:
 May 18, 1997

 Legal Rep.:
 WANG TAO

 AIC No.:
 310000101234567

Legal Status: Joint stock limited company (listed)

Registered Capital: 200,000,000

Debt Issued or Not: Yes
Debt Issuance Status: Normal
Listed or Not: Yes
Listing Status: Normal

Stock Code: 600780 / 200009

Listing Location: Shanghai Stock Exchange/ Shenzhen Stock Exchange

Address: No.300 Dalian Rd.,

Shanghai City

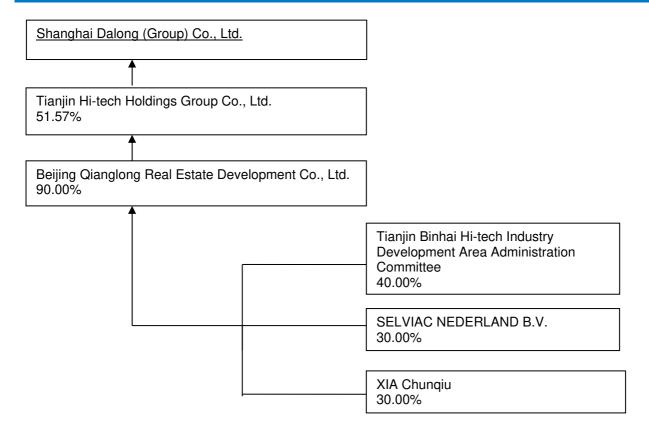
Telephone: (+86 21) 67891234

Facsimile: (+86 21) 67894321/67894322

Website: www.dalong.com.cn

Note: Information provided herein comes directly from Experian database and may contain obsolete information.

#### LAYERS OF SHAREHOLDING



Order of Layer:

Actual Controller: Tianjin Hi-tech Holding Group Co., Ltd.

% Ownership: 51.57%

Order of Layer: 2

Actual Controller: Beijing Qianglong Real Estate Development Co., Ltd.

% Ownership: 90.00%

Order of Layer: 3

Actual Controller: Tianjin Binhai Hi-tech Industry Development Area Administration Committee

SBD NO.: 0341318229

Registered Capital: 0
Debt Issued or Not: No
Listed or Not: No

Address: Tianjin City % Ownership: 40.00%

Order of Layer: 3

Actual Controller: SELVIAC NEDERLAND B.V

Address: British Virgin Islands

% Ownership: 30.00%

Order of Layer: 3

Actual Controller: XIA Chunqiu Address: Hong Kong % Ownership: 30.00%

Note: The information above comes directly from Experian database and may contain obsolete information. It is provided herein for reference only.

#### **HISTORY**

May 1997 Shanghai Zhiheng Technology Development Co., Ltd. was incorporated.

Apr. 2005 Shanghai Zhiheng Technology Development Co., Ltd. was acquired by Shanghai

Dalong (Group) Co., Ltd. and accordingly was renamed Shanghai Dalong Zhiheng

Technology Development Co., Ltd.

May 2010 Subject became the general agent of Nanjing Hwuary Display Co., Ltd. in East China. Apr. 2014 Subject increased its registered capital from RMB1,000,000 to RMB10,000,000.

#### MAIN EXECUTIVE(S)

Name: WANG Tao

Post: Chairman of the Board

Gender: Male Date of Birth: 1969

Education: Master's degree

Working Experience: Previously with the Chinese Academy of Sciences

Currently with Shanghai Dalong (Group) Co., Ltd. as General Manager Since Apr. 2005, concurrently with Subject as Chairman of the Board.

No. of Invested and Appointed 5

Companies:

Note: The information above comes directly from Experian database and may contain obsolete information. It is provided herein for reference only.

#### **BOARD OF DIRECTORS**

Name: WANG Tao

Post: Chairman of the Board

Nationality: China Gender: Male

Name: LI Jun
Post: Director
Nationality: China
Gender: Male

Name: ZHANG Jiajia
Post: Director
Nationality: China

#### **BOARD OF SUPERVISORS**

Name: LI Genfa
Post: Supervisor
Nationality: China
Gender: Male

#### **EXTERNAL INVESTMENT**

Company Name: Shanghai Dalong Zhiyu Technology Development Co., Ltd.

SBD NO.: 0325732319 % Ownership: 65.00%

Address: No.218 Dongfang Rd., Pudong New Area, Shanghai City

Note: As of the completion of this report, a total of XX companies invested by Subject have been found in Experian databases and we provided herein for your reference no more than 5 that have been chosen randomly.

#### **BANKING RELATIONSHIP**

Account Bank: Bank of Shanghai, Xuhui District Sub-branch

Account No.: XXXXXXXX8090333 (RMB)
Account No.: XXXXXXXX8090334 (FC)
Interviewee: Miss XU, Service Counter
Telephone: (+86 21) 56783333

Interviewee's Remarks: Subject does hold accounts with the Bank, and its day-to-day transaction records are

normal.

Date of Interview: Jul. 10, 2019

#### **NUMBER OF EMPLOYEES**

Total Employees: 60

The information above was confirmed by Subject's staff member in Jul. 2019.

#### **OFFICE FACILITIES**

Location: Suite B, 24F, 88 Hengshan Road, Shanghai City

Area: 300 square meters

Property Ownership: Rented

Traffic Convenience: Situated in Xujiahui Business Circle, Subject enjoys easy access to major traffic.

#### **OPERATIONS**

Main Business: Wholesale and retail of computer equipment

Chinese SIC: 5170, Wholesale of mechanical equipment, hardware, electrical and electronic

products

ISIC: 4650, Wholesale of machinery, equipment and supplies

NACE: 46.5, Wholesale of information and communication equipment

Subject is the general agent of Hwuary branded displays in East China. Subject also distributes Hongda branded computer memory, Kunpeng branded hard drives, Quanshun branded CD-ROMs, keyboards, mice, etc. on a commission basis.

#### **TRADEMARKS & PATENTS**

Total No. of Trademarks Registration No. Registration Date Trademark Design 2 2345678 Mar. 28, 2017

2123456 Dec. 7, 2016





Note: We provide herein only the three trademarks registered by Subject in the latest five years.

Patent Type	Invention Patent	<b>Utility Model Patent</b>	Design Patent	Total
Total Patents	0	5	5	10
Patents Applied in 2018		2	1	3
Patents Applied in 2017		1		1
Patents Applied in 2016		1	2	3
Patents Applied in 2015			2	2
Patents Applied in 2014		1		1

Note: We provide herein only the patent applications filed by Subject in the latest five years.

#### **PURCHASING INFORMATION**

Main Purchases: Displays, computer memory, hard drives, CD-ROMs, etc.

No. of Major Suppliers: Around 10

Major Suppliers: Nanjing Hwuary Liquid Crystal Display Technical Co., Ltd., Suzhou Zhongji Electronic

Co., Ltd.

Main Payment Terms: 30-day credit or immediate payment

Subject is the general agent of Hwuary brand displays and purchases displays from Nanjing Hwuary Liquid Crystal Display Technical Co., Ltd. directly on 30-day open account.

The information above was confirmed by Subject's staff member in Jul. 2019.

#### **SELLING INFORMATION**

Domestic: 95%

Regions: Shanghai and major cities in Jiangsu Province

Customers: Retailers and individual users

Sales Terms: 30-day credit or immediate payment

Overseas: 5%

Regions: Hong Kong
Customers: ABC Ltd.
Sales Terms: L/C

Subject is planning to reinforce its sales initiatives in medium- and small-sized cities which offer wide sales margins. Currently the competition in large cities of East China is increasingly keen, leading to continually thinning profit margins of relevant products, and this is especially the case with displays Subject currently sells.

The information above was confirmed by Subject's staff member in Jul. 2019.

#### **IMPORT & EXPORT**

I/E License: Yes

File Number: [98] WJMGTHZ No.190

Date of Filing: Apr. 29, 1998

Filed by: Ministry of Commerce

Customs' Rating: Registered and Filed Enterprises (Dec. 31, 2018)

CR No.: 3103911006 Clearance Deadline: Dec. 29, 2025

Notes: Definitions of Rating of General Customs:

Advanced Certified Enterprises: Enterprises with excellent credit performances

Registered and Filed Enterprises: Enterprises with average credit performance and subject to common

management measures

Discredit Enterprises: Enterprises with very poor credit performance and subject to strict control measures

	2018	2017	2016
Total Imports (Unit: USD 10,000)	600-700	90-100	0
Total Exports (Unit: USD 10,000)	1,000-2,000	1,000-2,000	0-10

Import Records in 2018(Unit: USD 10,000)

Main Import Area(s)	Total Imports
Sweden	80-90
Denmark	50-60
Germany	10-20
Italy	0-10
Switzerland	0-10

HS Code	Main Import Commodities	Total Imports
85322410	Laminate ceramic dielectric, multi layer capacitors	60-70
85411000	Diodes	50-60
85422900	Other monolithic integrated circuits	50-60
85423200	Electronic integrated circuits for memories	30-40
85423900	Other electronic integrated circuits	20-30

Export Records in 2018(Unit: USD 10,000)

Main Export Area(s)	Total Exports
Hong Kong	300-400
ROK	200-300
Taiwan	80-90
Malaysia	80-90
Thailand	60-70

HS Code	Main Export Commodities	Total Exports
85322410	Laminate ceramic dielectric, multi layer capacitors	300-400
85365000	Other switches for a voltage not exceeding 1000 volts	100-200
85411000	Diodes	90-100
85412100	Transistors, with a dissipation rate of less than 1w, other than photosensitive or light emitting diodes	80-90
85412900	Transistors, with a dissipation rate of 1w or more, other than photosensitive or light emitting diodes	50-60

Main Import/Export Area(s) refers to the top five areas by import/export value in descending order. Main Import/Export Commodities refers to the top five commodities by import/export value in descending order.

#### **CREDIT RECORDS**

Supplier: Nanjing Hwuary Liquid Crystal Display Technical Co., Ltd

Commodities Supplied: Computer displays

Interviewee: Miss YAN
Post: Financial Dept.
Telephone: 025-84556567

Amount: Approx RMB3.5 million per month

Cooperation Duration: Long-term

Cooperation Terms: Monthly settlement

Payment Punctuality: Punctual

Interviewee's Remarks: Subject is its general agent in East China and has paid punctually.

Date of Interview: Jul. 10, 2019

Supplier: Suzhou Zhongji Electronic Co., Ltd. Commodities Supplied: Computer mice and hard drives

Interviewee: Mr. WANG
Post: Sales Manager
Telephone: 0551-63415399

Amount: Approx RMB1 million per month

Cooperation Duration Short-term
Cooperation Terms 45-day credit
Payment Punctuality: Basically in due time

Interviewee's Remarks: Subject has paid punctually and is extended a credit period of 45 days.

Date of Interview: Jul. 10, 2019

#### **MAJOR RANKS**

Year	Major Rank	Place
2018	Top 100 Private Enterprises of Shanghai	89
2017	Top 100 Private Enterprises of Shanghai	97

#### LITIGATION RECORDS

#### **Details of Enforcement Nonperformance Party**

1.

Court responsible for

enforcement:

Yongxiang County People's Court

Case Number: (2018) YXZMZ No.0567

Party subject to enforcement: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO., LTD.

Obligations as mandated by The amount that should be paid by the party against whom the writ of

legal documents:

execution has been issued is RMB8580000.

Enforcement performance: Totally unperformed

Publication date: May 17, 2018

Details of enforcement Violation of properties reporting rules; deliberately defaulting performance of

nonperformance: the obligations recognized in valid legal document

Date of Acquisition: Mar. 02, 2019

#### **Details of Party Subject to Enforcement**

2.

Court responsible for enforcement: Yongxiang County People's Court

Case Number: (2018) YXZMZ No.0345

Enforcement Applicant: LI San

Party subject to enforcement: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO., LTD.

Subject matter: RMB80000

Case status: Enforcement in progress

Case-filing date: Jul. 30, 2018
Date of Acquisition: Mar. 02, 2019

#### **Court Announcements**

3.

Source: www.hshfy.sh.cn

Hearing Court: Shanghai Municipal No.1 Intermediate People's Court

Case Number: (2017) H0105MC No.00248
Case Brief: Trademark tort dispute

Plaintiff/Appellant: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO., LTD.

Defendant/Appellee: WANG San
Date of Hearing: Dec. 15, 2017
Date of Acquisition: Mar. 02, 2019

#### **Court Judgments & Decisions**

4.

Source: www.hshfy.sh.cn

Hearing Court: Shanghai Pudong New Area People's Court

Case Number: (2017) PMY (M)CZ No.15487

Plaintiff/Appellant: SONG Sanxiong

Defendant/Appellee: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO., LTD.

Date of Hearing: Sep. 28, 2017

Case Brief: Dispute over sale contract

Date of Acquisition: Mar. 02, 2019

In the absence of unitary and all-inclusive litigation databases in Chinese mainland, the litigation records herein may be not up-to-date or some cases have not been published by competent courts yet. The above information is provided for your reference only.

#### **PUBLIC RECORDS**

Issue Title	Date of Issue
List of Companies with Abnormal Operations (2017) No.5 Issue of Shanghai Xuhui	May 1, 2017
District Office, SAT	

Note: We provide herein litigation records, public rankings and other public records of the latest five years.

#### **MORTGAGE & PLEDGE DETAILS**

Item Registered	Number of Registrations
Chattel Mortgage	1
Equity Pledge	1
Accounts Receivable Pledge	1
Accounts Receivable Transfer	1
Lease Registration	1
Ownership Retention Registration	1
Deposit Pledge	1
Warehouse Receipt Pledge	1
Others	
Total	8

1.

Item Registered:Chattel MortgageType of Secured Debt:Credit/Loan/TradingDate of Registration:Aug. 17, 2019

Debt-performance Period: Aug. 17, 2019-Aug. 17, 2020

Debtor: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD.

Mortgagee: Shanghai XX Guarantee Co., Ltd.

Amount of Secured Debts: CNY3,000,000.00

Registry: Shanghai Pudong New Area Administration for Industry and Commerce

Collateral Name: Owned machine and equipment, polyester chip

2.

Item Registered: Equity Pledge Equity Pledge Registration Date: Aug. 17, 2017

Equity Held in: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD.

Pledger: Shanghai Dalong (Group) Co., Ltd. Pledgee: Beijing XX Guarantee Co., Ltd.

Amount of Pledged Equity: CNY1,000,000.00

3.

Item Registered: Accounts Receivable Pledge

Type of Registration:

Date of Registration:

Registration Expiry Date:

Initial Registration

Aug. 17, 2018

Feb. 08, 2020

Pledger: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD.

Pledgee: China Construction Bank Corporation Qianhai Branch

Pledge Contract No.: 21000034636468934511 Value of Pledged Assets: USD10,000,000.00

4.

Item Registered: Accounts Receivable Transfer

Type of Registration:

Date of Registration:

Aug. 17, 2018

Registration Expiry Date:

Feb. 08, 2020

Transferer: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD.

Transferee: China Construction Bank Corporation Shanghai Branch

Principal Contract No.: 21000012345

Principal Contract Value: USD10,000,000.00

Transfer Contract No.: 21000012345-1

Value of Transferred Assets: USD10,000,000.00

5.

Item Registered:Lease RegistrationType of Registration:Initial RegistrationDate of Registration:Sep. 24, 2018Registration Expiry Date:Sep. 23, 2020

SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

Leasee: LTD.

Leaser: CIT Finance & Leasing Corporation

Lease Contract No.: SH2018092411111
Total Rental: CNY200,000,000.00

6.

Item Registered: Ownership Retention Registration

Type of Registration: Initial Registration

Date of Registration: Sep. 24, 2018

Registration Expiry Date: Sep. 23, 2020

Buyer Shanghai XX Co., Ltd.

SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

Seller LTD

Debt-performance Period: Sep. 24, 2018-Sep. 23, 2020

Transaction Contract No.: SH2018000011111
Value of Transacted Assets: CNY200,000,000.00

7.

Item Registered:Deposit PledgeType of Registration:Change RegistrationDate of Registration:Sep. 11, 2018Registration Expiry Date:Sep. 10, 2020

Pledger: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD.

Pledgee: China Development Bank
Principal Contract No.: 3210201801100001000
Principal Contract Value: USD100,000,000.00

Deposit Pledge Contract No.: 32102018-1

Deposit Account Name: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD. (Deposit Account)

8.

Item Registered: Warehouse Receipt Pledge

Type of Registration:

Date of Registration:

Sep. 10, 2018

Registration Expiry Date:

Dec. 10, 2019

Pledger: SHANGHAI DALONG ZHIHENG TECHNOLOGY DEVELOPMENT CO.,

LTD.

Pledgee: Bank of China Limited Shanghai Branch

Debt-performance Period: Sep. 10, 2018-Dec. 10, 2019
Pledge Contract No.: Shanghai 2018 Z (Pledge) No.0123

Value of Pledged Assets: CNY50,000,000.00 Warehouse Receipt/Collateral HZZJZ No. 2018001

List No.:

Name or Type of Warehoused Iron ores, steel strips and steel bars

Goods:

#### TAXPAYER CREDITWORTHINESS RECORD

Year of Rating	Taxpayer ID No.	Taxpayer Credit Rating
2018	310100723456868	Α
2017	310100723456868	Α
2016	310100723456868	Α

#### **FINANCE**

#### Balance Sheet ('000):

	Dec. 31, 2018 (Unconsolidated)	Dec. 31, 2017 (Unconsolidated)
TOTAL ASSETS	639,145	500,319
TOTAL LIABILITIES	510,998	371,902
TOTAL SHLDRS' EQUITY	128,147	128,417
TOTAL LIABILITIES & SHLDRS' EQUITY	639,145	500,319

#### Income Statement ('000)

	2018	2017
Starting Date	Jan. 01, 2018	Jan. 01, 2017
Closing Date	Dec. 31, 2018	Dec. 31, 2017
Sales	1,703,326	1,468,603
Total profit	22,806	36,786
Net profit	16,722	27,357

#### **NOTES TO FINANCE**

Due to lack of clear government policy regarding transparency of enterprise financial information, many financial items might be missing in the above financial statements, causing possible inequality between the sum of the provided items and the provided Total Number.

#### Change of Key Financials ('000)

	2018	Growth Rate (%)	2017
Sales	1,703,326	15.98	1,468,603
Net profit	16,722	-38.87	27,357
Total assets	639,145	27.75	500,319
Total liabilities	510,998	37.40	371,902
Total shareholders' equity	128,147	-0.21	128,417

#### **Important Ratios:**

Profitability	2018	Year-on-year Comparison	2017
Return on net assets (%)	13.05	$\downarrow$	21.30
Return on total assets (%)	2.62	$\downarrow$	5.47
Net profit margin (%)	0.98	$\downarrow$	1.86

Efficiency	2018	Year-on-year Comparison	2017
Turnover of total assets	2.67	<b>↓</b>	2.94

Solvency	2018	Year-on-year Comparison	2017
Liabilities/assets ratio (%)	79.95	<b>↑</b>	74.33

Growth	2018	Year-on-year Comparison	2017
Sales growth (%)	15.98		
Total assets growth (%)	27.75		

#### **INDUSTRY PROFILE**

5170, Wholesale of mechanical equipment, hardware, electrical and electronic products

#### **Industry Definition:**

This industry includes the wholesale and import & export of general-purpose machinery, special-purpose equipment, traffic & transport equipment, electric machinery, hardware & electric products, electric materials, computer equipment, communication equipment, electronic products, meters & instruments and office machinery.

#### **Industry Status & Trend:**

China's macroeconomic fundamentals continued to brighten in 2017 with domestic demand being rallied and external demand recovering gradually, structural adjustment and upgrade initiatives picking up speed, and manufacturing and business environments being improved obviously. This industry has achieved rapid growth and much better export circumstances as well as continuous performance and quality enhancements. The exports of machinery and equipment accumulated to USD383,605,247,000 in 2017, up 11.6% year-on-year. The export value of electronic information products increased by 14.2% year-on-year (a drop of 0.1% in 2016), 3.5 percentage points higher than the growth of export value of statistically significant industries, and accounted for 41.4% of the export value of export value of statistically significant industries. The export value of communications equipment expanded 13.9% year-on-year, and the growth rate picked up 10.5 percentage points as compared with 2016. The export value of computers increased by 9.7% from the year before (a

decrease of 5.4% in 2016). The export value of electronic components soared 20.7% year-on-year, and the growth rate quickened 18.1 percentage points from 2016. The export value of electronic devices rose 15.1% year-on-year (a drop of 0.7% in 2016). The import and export value of hardware products totaled USD128.020 billion, up 9.43% year-on-year.

The "13th Five-Year Plan" period is a critical and particular period for the development of the industry as Chinese economy has entered into the period of medium and high growth. With the switching of economic growth mode, this industry will also be faced with more opportunities and challenges. The development pattern of this industry will be inevitably changed against the backdrop of "Internet+".

#### **INDUSTRY FINANCIAL RATIOS**

5170, Wholesale of mechanical equipment, hardware, electrical and electronic products

2018Year	Subject	Best	Average	Worst
Return on net assets (%)	13.05	18.00	4.40	-13.00
Return on total assets (%)	2.62	6.50	2.50	-7.50
Gross profit margin (%)		20.30	3.10	-0.40
Turnover of total assets	2.67	7.00	1.50	0.10
Turnover of current assets		7.50	1.90	0.30
Turnover of accounts receivable (days)		20.11	63.16	900.00
Liabilities/assets ratio (%)	79.95	54.50	64.50	89.50
Current ratio		2.43	1.51	0.80
Quick ratio		1.52	0.94	0.50
Sales growth (%)	15.98	13.80	3.40	-26.00
Gross profit growth (%)		18.00	3.00	-24.50
Total assets growth (%)	27.75	14.10	6.20	-15.60

2017Year	Subject	Best	Average	Worst
Return on net assets (%)	21.30	18.00	4.40	-13.00
Return on total assets (%)	5.47	6.50	2.50	-7.50
Gross profit margin (%)		20.30	3.10	-0.40
Turnover of total assets	2.94	7.00	1.50	0.10
Turnover of current assets		7.50	1.90	0.30
Turnover of accounts receivable (days)		20.11	63.16	900.00
Liabilities/assets ratio (%)	74.33	54.50	64.50	89.50
Current ratio		2.43	1.51	0.80
Quick ratio		1.52	0.94	0.50
Sales growth (%)		13.80	3.40	-26.00
Gross profit growth (%)		18.00	3.00	-24.50
Total assets growth (%)		14.10	6.20	-15.60

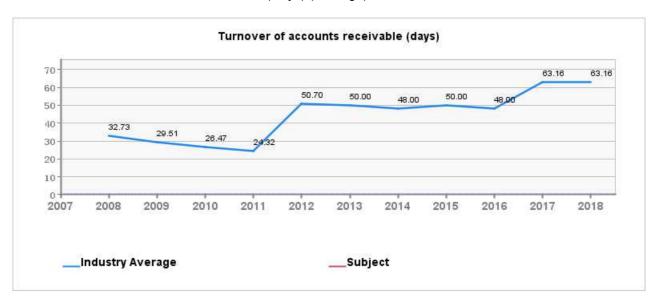
<sup>\*</sup> The above indicators come from industry statistics regularly published by the government.

5170, Wholesale of mechanical equipment, hardware, electrical and electronic products

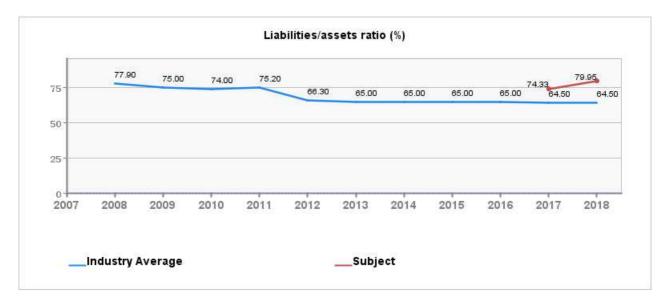
Trend of Gross Profit Margin (Average):



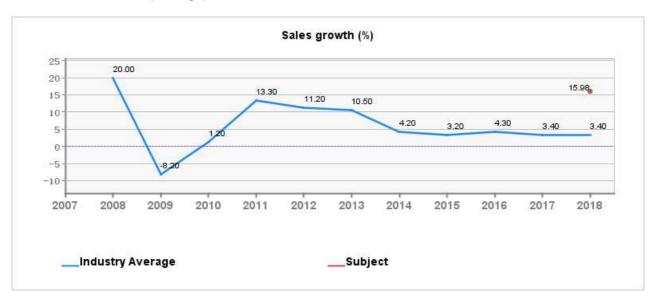
Trend of Turnover of Accounts Receivable (Days) (Average):



#### Trend of Liabilities/assets Ratio (Average):



#### Trend of Sales Growth (Average):



#### **SEARCH RECORDS**

	Recent 3 Months	Recent 6 Months	Recent 9 Months	Recent 12 Months
Search Count	2	5	8	11

Note: The Search Count above is the number of times that the subject company has been searched in Experian databases.

#### **CREDIT RATING**

#### CR3

In assessing credit status of a business, Experian takes into consideration its size, history and background, financials and operations against industry average, credit history, etc. Indications of Experian credit ratings are as follows.

Rating	Risk Level	Indications
CR1	Very low	Credit can be extended on very loose terms.
CR2	Low	Credit can be extended on fairly loose terms.
CR3	Below average	Credit can be extended on normal terms.
CR4	Average	Credit should be on closely monitoring basis.
CR5	Above average	Credit should be avoided as much as possible.
CR6	High	Credit should be on secured basis.
CR7	Very high	Transaction should be on COD basis.

#### **BASE CREDIT LIMIT**

#### 9,000,000

When calculating base credit limit, Experian presupposes that Subject purchases main commodities/services equally from many suppliers. Main factors considered include Net Assets, Total Assets, Total Sales, Profit, Credit Rating, etc. No consideration is given to the specific situation of your transaction with Subject. You may refer to the following recommendations when making credit decisions, but it is advisable that necessary adjustments be made in accordance with your sales strategies and credit policies.

Annual Supply/Subject's Sales	Recommended Credit Limit
Above 40%	Above 4 times of base credit limit
30%~40%	3 to 4 times of base credit limit
20%~30%	2 to 3 times of base credit limit
10%~20%	1 to 2 times of base credit limit
Below 10%	Within base credit limit

----- End of the Report -----