



> Creditreform China

## Business Intelligence in China

- > Commercial Information
- > Company Search
- > Monitoring Services
- > Database Management

- > Trust in Creditreform China  
Trust in our competence.  
We're dedicated to improving  
and securing your company's  
success.



## > Creditreform China (a.k.a. 3ACredit)

Creditreform China, also known as 3ACredit, is an essential source for current and credible performance information for companies and markets of interest to you. Our reports are created and managed by professionals with the experience to understand the value of timely and accurate information in the risk management decision. We understand the elements of performance are most important to the establishment of balanced business relationships and decisions.

Creditreform China has...

- » Long experience in the management of credit and risk in China.
- » Extensive knowledge of Chinese law and civil procedure, as well as international commercial laws.
- » Efficient database management.
- » Effective global network via Creditreform Group.
- » Multilingual capability.
- » Maintains a team of experts in all areas of credit management.



## CUSTOMER ORIENTATED

Every customer has a team of experts behind them to ensure professionalism and personalized customer support.

### > Creditreform China Services

#### Business Info



- » Chinese company background checks
- » Commercial credit reports
- » Company monitoring reports
- » Credit ratings
- » Marketing data
- » Database management
- » Conferences

#### Asset Management



- » B2B collection
- » B2C collection
- » Debtor management
- » Receivable auditing
- » Receivable monitoring service
- » International debt collection
- » Legal assistance

#### Consulting



- » Management consulting
- » In-house training
- » Contract review
- » Int'l trading
- » Due diligence and market research
- » Credit management index
- » Risk management software

#### Online A&V



- » China Yellowpage
- » Chinese company search by industry, product, region...
- » Company background checks
- » Authentication and Verification
- » Addresses for business marketing

# Report Features

*Effectiveness* and economic *Efficiency* is the focus of 3ACredit's credit reporting services.

Features	Benefits	3ACredit	Others*
<b>Reliability</b>	Company registration record and current financial data are obtained ONLY from government sources.	↑	→
<b>Factual Information</b>	Report only contains factual information regarding the subject company, no unnecessary system template texts or other irrelevant (even misleading) personal opinions.	↑	↘
<b>International Standard</b>	Report quality meets international standard. Our reports are well accepted and utilized by major credit insurers and multinational corporations.	↑	↘
<b>Easy Reading</b>	Report format is designed to meet credit managers' needs. Our reports are simple, clean and very reader friendly.	↑	↓
<b>Professional Evaluation</b>	All information collected in our reports are carefully analyzed and evaluated by professional credit analysts. Credit professionals provide credit recommendations, no systems.	↑	↓
<b>Credit Rating</b>	3ACredit has more than 6 million active Chinese companies in our database, and we provide a Solvency Index on each report.	↑	↘
<b>Industry Codes</b>	Reports use Chinese Industry Code, as well as NACE revision I.1 and NAICS 2007.	↑	↘
<b>Fresh Information</b>	Every report is investigated upon order. We do not resell reports that are over 6 months old.	↑	↘
<b>Free Report Update</b>	3ACredit offers our member-clients a free update on our credit reports for 6 months from the issuance date.	↑	→
<b>Fast Report Delivery</b>	Reports will be delivered normally within 4 to 5 working days, much faster than the market average for Normal Delivery. If a current database report is available, we can deliver within 24 hours.	↑	→
<b>Flexible Report Format</b>	Report can be delivered in many formats including pdf, txt, xls, html, and xml format for your direct feeding or mapping to your own system.	↑	→
<b>Volume Handling</b>	3ACredit has capability and capacity to handle large volume orders.	↑	→
<b>Competitive Pricing</b>	3ACredit's report pricing is competitive. Volume discounts and membership discounts are offered. For many companies the service goes beyond the delivery of a report.	↑	→
<b>Flexible Payment</b>	3ACredit accepts various payment methods including pre-payments, monthly billing, monthly installments, etc. to meet your requirements.	↑	↘
<b>Easy Ordering</b>	Customers can place orders by email or by using our 3A-eBiz Online, search for the subject company and download the report, or order directly in the system.	↑	→
<b>Value Added Customer Service</b>	Placing, managing and tracking orders online via 3A-eBiz tool in our website ( <a href="http://www.3abiz.com">www.3abiz.com</a> ), or service by personal representatives.	↑	↘

\* Note: ↑ Good; → Average; ↘ Poor; ↓ Unsatisfied

# Report Types

No matter if you need to make a quick decision to ship to a SME client or make a major credit decision, we can support you with one of our reports. Our goal is to become a customer-friendly, economically efficient resource in your credit management toolbox.

Report Types	e-Premium	e-Report	e-Compact	e-Check	Int'l Report
<b>Symbols</b>	★★★★★	★★★★★	★★★	★	★★★★★
<b>Company Identification</b> <i>Name, Address, contact details, ID numbers</i>	+	+	+	+	+
<b>Structural Information</b> <i>Legal form, date of founding, company register number, registered business scope, history, location, managers and their powers of representation, other company officers</i>	+	+	+	+	+
<b>Registration Changes</b> <i>Changes in registered capitals, legal representatives, address, business scope, etc.</i>	+	+			+
<b>Ownership Structure</b> <i>Shareholdings, membership of a corporate group, partners/shareholders, share capital</i>	+	+			+
<b>Business Activity</b> <i>Main business, sector, territory, sales revenues, employees, import/export, business terms, real estate, facility</i>	+	+			+
<b>Financials</b> <i>Balance sheet and income statement performance for up to 3 years</i>	+	+	+		+
<b>Financial Analysis</b> <i>Ratio analysis</i>	+	+			+
<b>Industry Norm</b> <i>Industry average comparison</i>	+				+
<b>Direct Investigation</b> <i>Payment conduct, business development, negative events, bank and trade references</i>	+	+			+
<b>Credit Assessment</b> <i>Solvency Index, credit analysis, opinion and recommendation</i>	+		+		+
<b>Report Update</b> <i>New searched report plus 6 months free update</i>	+				

\* Note: + Included

> Quality is our #1 priority. In every stage of our work flow, at every level of our business partnership, we do our best to guaranty customer satisfaction.



## > Report Contents

The content of company reports generally provides the fundamental details of the subject company including:

- » Legal company name, tax ID and classification details
- » Confirmed address
- » Company principals, shareholders, and related companies
- » Comparative performance details as reported by suppliers
- » Financial and market position
- » Financial details
- » Recent events of importance for risk assessment
- » Solvency Index
- » Summary of key points or recommendation

### Basic Information

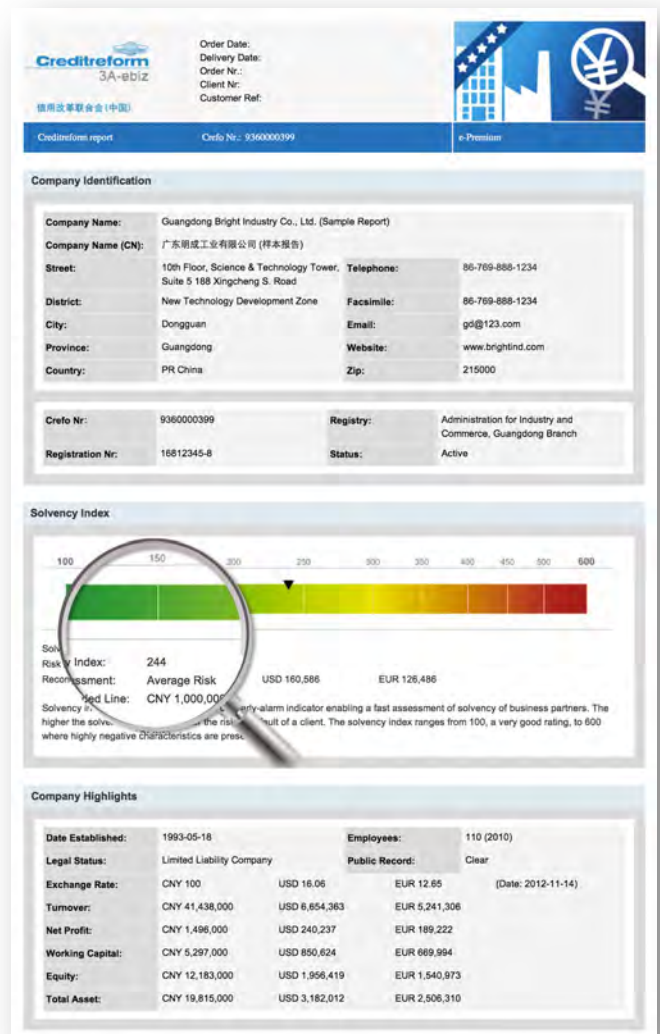
- » Company Name
- » Business Address
- » Telephone
- » Facsimile
- » Email
- » Website

### Solvency Index

- » Credit Assessment
- » Recommended Line

### Subject Highlight

- » Date Established
- » Legal Status
- » Industry
- » Employees
- » Paid Up Capital
- » Turnover & Net Profit
- » Working Capital
- » Equity and Total Asset
- » Public Record



# REPORT QUALITY

A passion for perfection – everyone in our team does the ultimate to surpass your expectations.

## Legal Information

Registered Name:	Guangdong Bright Industry Co., Ltd. (Sample Report)
Registered Name (CN):	广东明成工业有限公司 (样本报告)
Legal Form:	Limited Liability Company
Company Type:	Sino-Foreign Equity Joint Ventures
Incorporation Date:	1993-05-18
Status:	Active
Registration Nr:	16812345-8
Organizational Code:	723458769
Tax Nr:	348976218899991
Expiration Date:	2013-05-13
Registered Address:	10th Floor, Science & Technology Tower, Suite 5 188 Xingcheng S. Road, New Technology Development Zone Dongguan, Guangdong PR China 215000
Registered Capital:	CNY 6,084,080
Paid Up Capital:	CNY 6,084,080
Registry:	Administration for Industry and Commerce, Guangdong Branch
Business Scope (EN):	The subject's registered business scope includes: welding engineering design, construction, technical training; welding equipment, Development, production, marketing, office automation equipment and materials sales; operation of the enterprises, branches; Research necessary raw and auxiliary materials, machinery equipment, apparatus, instruments, spare parts and related technology import and export business; business. The enterprises processing with imported materials and the "Ban Lai Yi Bu" business.

## Chief Executive:

Name(s)	Position(s)
Wang Bin	Managing Director & Legal Representative

## Shareholders:

Shares	Name(s)
60%	Guangdong Industrial Development Co.
40%	East Bright Industrial Co., Ltd. (Hong Kong)

## History

Background:	Subject's previous name was "Guangdong Industrial Development Company" which was a state-owned enterprise found in 1989, and it was reconstructed & re-registered as a Sino-foreign equity joint venture enterprise at local Administration of Industry & Commerce in 1993.
Shareholder Background:	Guangdong Industrial Development Co. Registered date: Feb 14, 1989 Registered capital: RMB 10,000,000  East Bright Industrial Co., Ltd. (Hong Kong) Registered date: Feb 14, 1992 Registered ID: 927638 Co type: LLC
Registration Changes:	Change of Registered Capital: CNY 619,690 (before 2000-5-20)
Media Record:	Nothing detrimental noted.

## Legal Information

- » Registered Name (EN)
- » Registered Name (CN)
- » Legal Form
- » Business Founded
- » Incorporation Date
- » Status
- » Registration No
- » Expiration Date
- » Registered Capital
- » Paid Up Capital
- » Registered Address
- » Registry
- » Business Scope
- » Shareholders
- » Chief Executive

## History

- » Background
- » Registration Change
- » Media Record

## Management Description

- » Name and Position
- » Age
- » ID #
- » Education
- » Responsibility
- » Experience

## Related Companies

- » Parent Company
- » Subsidiaries
- » Branch Offices
- » Other Related Companies

# Report Contents

## Current Operations

- » Main Business
- » Territory
- » Terms
- » Certification
- » Employees
- » Facility and Location

## Payment History

- » Payment mode
- » Delinquent payment
- » Debt collection

**Bank Information**

**Bank Name:** Bank of China  
Guangdong branch, Development District office

Address: No. 600, Mingyue Road, New Technology Development Zone  
Dongguan, Guangdong 215000, China  
Phone: (0769) 8288285  
Account Number: 0022288028-3

**Banker Comments:** Account is fairly active. It maintains a normal relation with the bank.

**Payment History**

**Payment mode:** Subject did not provide any name of trade/service suppliers to establish the payment pattern at present.

**Delinquent payment:** Nothing detrimental against the subject has been reported.

**Debt collection:** No debt collection claims against the subject were found in our record.

**Trade References**

**Customers:** - Xichang Jiuchuan Satellite-launched Base  
- Beijing Asia Sport Meet Village International Communication Centre  
- Xinjiang Optical Engineering Construction Co.

**Suppliers:** - Zhegan Railway Engineering Construction Co.  
- Dajiu Railway Engineering Construction Co.

**Public Record**

**Public Record Search:** A search of local people's courts revealed no record of a Company by this name involved in the followings.

**Civil Litigation:** Clear

**Bankruptcy:** Clear

**Supplementary Data**

**Order info verification**

- The given address is the subject's operating address.
- The subject's registered business scope include manufacturing; however, currently, the subject is only doing trading.
- The given phone number is 6661234, the actual home number for its operating address is 6661234.

## Bank Information

- » Bank Name
- » Banker comments
- » Customers
- » Suppliers

## Public Record

- » Public Record Search
- » Civil litigation
- » Bankruptcy

## Summary of key points or recommendation

- » Credit Analysis
- » Risk Assessment
- » Credit Opinion

**Management**

**Mr. Wang Bin** Position: Legal Representative and Chairman  
Age: About 50  
ID #: Passport No.: 026886172  
Education: University Degree  
Responsibility: Overall Management  
Experience: Not available

**Mr. Chen Weihai** Position: Deputy General Manager  
Age: About 45  
Education: Graduated from Zhongshan University  
Responsibility: Day-to-day operation  
Experience: 1981-1993: Working for Guangdong government as officer  
1993-Pres: with Subject.

**Related Companies**

**Parent Company:** None

**Subsidiaries:** Guangdong Bright Industry Co., Ltd., Beijing Co.  
Address: Rm.1206, Mingxin Building, Wangfujing Street  
Beijing 100000, China  
Phone: (010) 68386388

**Branch Offices:** Guangdong Bright Industry Co., Ltd. Dalian office  
Address: Rm. 1006, Wangfu Commercial Centre, Wangfu Road  
Dalian, Shandong 116000, China  
Phone: (0411) 6666638

**Related Companies:** -

**Current Operations**

**Business:** Subject is engaged in manufacturing and developing of storage battery and related products. All products are sold under its own brand "Bright". Subject maintains 12 production lines. Main activities: Manufacturing of storage battery

**Territory:** Subject sources its materials 80% from domestic market, and 20% from overseas market. Subject sells 80% of its products in domestic market, mainly Guangdong and Hubei, and 20% to overseas market, mainly European and American countries. Mainly to construction companies, electric power factory, communication co., railway construction department, etc.

**Import:** S. Asia 20%

**Export:** mainly European and American countries 80%

**Terms:** Purchase: T/T, Check, Cash and Credit of 30-60 days  
Sales: T/T, and Credit of 30-60 days 3-60 days

**Certification:** ISO9002

**Employees:** 110 (2010)  
105 (2009)  
120 (2008)

**Facility:** Head office (manufacturing base)  
Location: Industrial area  
Size: 32,000 sq. meters (including a building of 8 stories, workshop, storehouse and living quarters for staffs)  
Ownership: Self-owned

**Location:** Dongguan is a prefecture-level city in central Guangdong province, China. An important industrial city located in the Pearl River Delta, Dongguan borders the provincial capital of Guangzhou to the north, Huizhou to the northwest, Shenzhen to the south, and the Pearl River to the west. City administration is considered especially progressive in seeking foreign direct investment. Its GDP grows steadily over the years and the total output value of Dongguan in 2007 reached 315.1 billion yuan, and the total import and export volume was in 2nd place in China.

**Credit Analysis And Risk Assessment**

**Credit Analysis:** Based on the information obtained on Subject Company, we found the followings:

- The subject has been in business for about 18 years.
- The subject is a limited liability company with state background.
- The subject is considered a small to medium size company with 110 employees and annual sales of CNY41.4 million (about EUR4.88 million).
- The subject owns its 32,000 sq. meters premise.
- The subject's payment info is limited but indicates a regular payment pattern.
- The subject's financial info indicates a fair status. Its profitability is average; its liquidity is good with sufficient working capitals; its financial structure is average; and its net worth is about CNY12.2 million (about EUR1.5 million).
- At this time no records of open suits, liens or judgments have been filed against the subject.
- The company's operating history is clear.
- The subject's industry competition is average.

**Notes:** Creditreform(China) Credit Analysis is based on the following key factors:

Financial factors	Non-financial factors
- Quick Ratio	- Company legal status
- Current Ratio	- Years in business
- Debt Ratio	- Paid-up capital
- CDO	- Employees size
- Asset Turnover	- Location and region
- AP to Sales	- Industry that the subject belongs
- Return on Equity	- Court and Agent records

**Risk Assessment:** The above info indicates Average Risk credit risk when dealing with the subject.

**Notes:** Creditreform(China) Risk Assessment is rated as the following categories:

- Low Risk
- Lower than Average Risk
- Average Risk
- Moderate Risk
- Medium Risk
- High Risk
- Limited

**Credit Opinion:** Credit risk assessment recommends a credit line of CNY1,000,000. To go higher than this amount requires current detailed financial statements and credit references from the subject for credit decision.

This is just a credit opinion formed based on the information collected in this report. The actual credit decision would be very and determined by the user based on company's credit policy, risk management strategy, actual situation, and many other circumstances. This report is just for your reference.

Disclaimer: All information obtained from this service is provided without warranty of any kind, and the entire risk of acting on information obtained from this source, including the entire costs of all necessary remedies, is with those who choose to act on such information. In no event shall Creditreform China or any of their officers or employees be held responsible for misinterpreted, lost, or inaccurate submissions.

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# Report Contents

## Financial Figures

**Notes:**  
**Data Source:** From local government sources  
**Exchange rate:** 2012-11-14 CNY100 = USD18.06 CNY100 = EUR12.65  
 2010-12-31 CNY100 = USD15.12 CNY100 = EUR11.41  
 2009-12-31 CNY100 = USD14.62 CNY100 = EUR10.20  
 2008-12-31 CNY100 = USD14.59 CNY100 = EUR10.35  
**Auditor Name:** Guangdong Yao CPA Firm  
**Auditor comments:** Pass 2009 AIC annual audit

Balance Sheet (Unit: CNY)	2010-12-31	2009-12-31	2008-12-31
<b>Year</b>			
Cash & bank	5,295	1,139	3,540
Short-term investment	31	0	0
Inventory	2,163	874	2,195
Bills receivable	5,299	4,649	3,612
Advances to suppliers	0	0	0
Other receivables	104	54	6
To be apportioned expense	7	3	103
Other current assets	0	1	4
<b>Current assets</b>	<b>12,899</b>	<b>6,720</b>	<b>9,460</b>
Fixed assets net value	6,453	409	450
Long term investment	0	0	0
Projects under construction	5	0	0
Other long-term assets	0	0	0
Long-term to be apportioned expense	280	0	0
Intangible assets	178	0	0
Other assets	0	145	173
Deferred tax debit	0	0	0
<b>Total assets</b>	<b>19,815</b>	<b>7,274</b>	<b>10,083</b>
Short-term loan	0	0	0
Note payable	0	0	0
Accounts payable	7,295	5,442	8,102
Advances from clients	35	15	54
Taxes payable	-2	-195	-16
Salaries payable	224	111	252
Welfare payable	0	0	2
Other accounts payable	50	45	47
Accrued expenses	0	0	0
Other current liabilities	0	1	94
<b>Current liabilities</b>	<b>7,602</b>	<b>5,419</b>	<b>8,535</b>
Long term liabilities	29	0	0
Deferred tax credit	1	1	0
Other liabilities	0	0	1
<b>Total liabilities</b>	<b>7,632</b>	<b>5,420</b>	<b>8,536</b>
<b>Equities</b>	<b>12,183</b>	<b>1,854</b>	<b>1,547</b>
Paid-up capital	6,084	617	617
<b>Total liabilities &amp; equities</b>	<b>19,815</b>	<b>7,274</b>	<b>10,083</b>

Profit and Loss Account (Unit: CNY,1000)	2010-12-31	2009-12-31	2008-12-31
<b>Year</b>			
Turnover	41,438	47,413	60,649
Cost of goods sold	39,106	46,285	59,280
Sales tax	0	0	0
<b>Gross profit</b>	<b>2,332</b>	<b>1,128</b>	<b>1,569</b>
Less: Sales expense	34	57	71
Less: Management expense	539	516	477
Less: Finance expense	-12	-27	42
<b>Operating profits</b>	<b>1,771</b>	<b>582</b>	<b>979</b>
Other Operating Profits	0	30	12
Investment profits	0	0	0
Allowance incomes	0	0	0
Assets devaluation	0	0	0
Non-Operating Revenue	4	3	2
Non-Operating Expenses	16	9	9
<b>Profit before tax</b>	<b>1,759</b>	<b>606</b>	<b>984</b>
Less: Income tax	263	90	98
<b>Net income</b>	<b>1,496</b>	<b>516</b>	<b>886</b>

## Financial Ratios

Year	2010-12-31	2009-12-31	2008-12-31
<b>Profitability ratios</b>			
Return on equity (%)	14.44	32.89	63.61
Return on assets (%)	8.88	8.33	9.76
Profit margin (%)	4.24	1.28	1.62
Gross margin (%)	5.63	2.38	2.58
<b>Operational ratios</b>			
Assets turnover (x)	2.09	6.52	6.03
Stock turnover (x)	19.16	54.25	27.72
Sales Period (days)	20	7	14
Collection period (days)	47	36	22
Credit period (days)	68	43	50
<b>Structure ratios</b>			
Current ratio (x)	1.70	1.24	1.11
Quick ratio (x)	1.41	1.08	0.85
Shareholders liquidity ratio (x)	420.10	0.00	0.00
Solvency ratio (%)	61.48	25.49	15.34
Debt ratio (%)	38.52	74.51	84.66
<b>Productivity ratios</b>			
Profit per employee (RMB)	13.60	4.91	7.38
Operating revenue per employee (RMB)	16.10	5.54	8.16
Shareholders funds per employee (RMB)	110.75	17.66	12.89
Working capital per employee (RMB)	48.15	12.39	7.71
Total assets per employee (RMB)	180.14	69.28	84.03
<b>Growth ratios:</b>			
Sales growth rate (%)	-12.60	-22.08	0
Net profit growth rate (%)	189.92	-41.76	0
Total assets growth rate (%)	172.41	-27.86	0

Industry (CN):	1979	Lighting Manufacturing
Industry (US):	35110	Electric Lamp Bulb and Part Manufacturing
Industry (EU):	1.5	Manufacture of lighting equipment and electric lamps

Companies	12/31/2010	12/31/2010	12/31/2009
Subject	451	451	545
<b>Profitability ratios</b>			
Return on equity (%)	14.44	21.65	25.28
Return on assets (%)	8.88	7.41	8.02
Profit margin (%)	4.24	-3.67	2.89
Gross margin (%)	5.63	13.16	1.74
<b>Operational ratios</b>			
Assets turnover (x)	2.09	2.50	2.61
Stock turnover (x)	19.16	77.98	65.87
Sales Period (day)	20	84	71
Collection period (days)	47	67	60
Credit period (days)	68	21.00	68.00
<b>Structure ratios</b>			
Current ratio (x)	1.70	0.04	1.69
Quick ratio (x)	1.41	0.03	1.22
Shareholders liquidity ratio (x)	420.10	0.94	10.63
Solvency ratio (%)	61.48	38.06	38.53
Debt ratio (%)	38.52	61.51	61.24
<b>Productivity ratios</b>			
Profit per employee (RMB)	13.60	38.82	1.28
Operating revenue per employee (RMB)	16.10	-0.23	16.65
Shareholders funds per employee (RMB)	110.75	269.91	105.47
Working capital per employee (RMB)	48.15	-1.27	20.13
Total assets per employee (RMB)	180.14	461.32	237.45
<b>Growth ratios:</b>			
Sales growth rate (%)	-12.60	0.91	-0.28
Net profit growth rate (%)	189.92	-1.04	-0.67
Total assets growth rate (%)	172.41	0.51	0.48

### Financial Figures

- » Balance Sheet
- » Profit and loss account
- » Key Financial Ratios
- » Industry Average

### Financial Ratio

- » Profitability ratios
- » Operational ratios
- » Structure ratios
- » Per employee ratios
- » Growth ratios

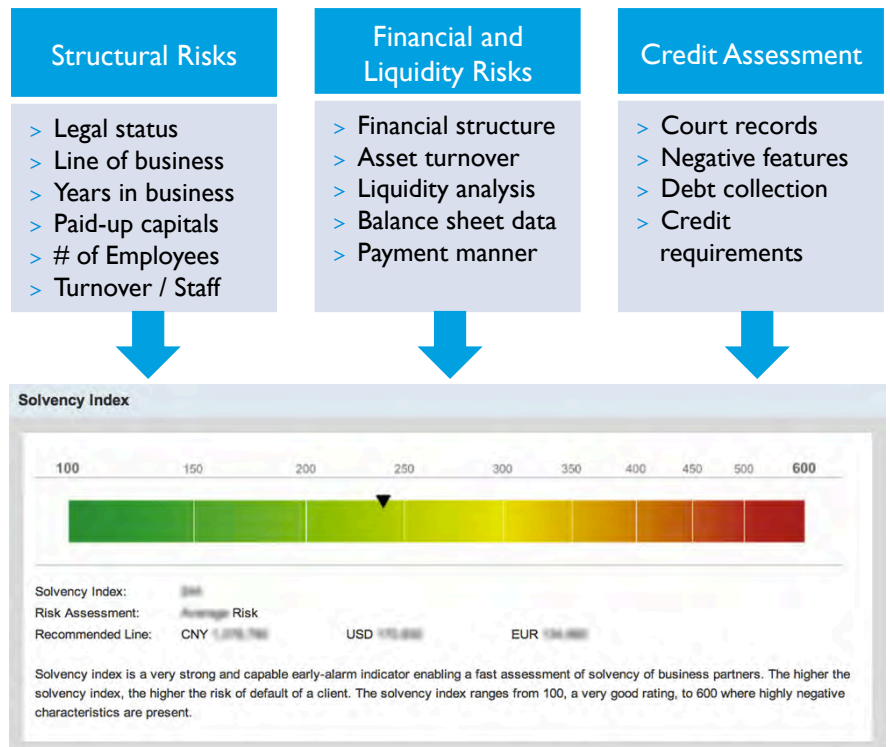
## Your advantages at a glance

- » Reliable information to help you make credit decision.
- » Detailed information on solvency, finance and business performance of Chinese companies.
- » Identification of development trends and potential on the basis of current and historical financial statements (normally multiple years).
- » Access of extensive company database that is continually updated.
- » Access to an extensive network of global partners allows us to deliver a standardized, uniformly structured report.
- » Highest standards of report quality and freshness supported by standardized assessment processes and extensive research.

> Transparent, scientific, and systematic decision making  
We provide credit management tools and value added services to our clients.

## > Creditreform Solvency Index

- » The key component of our commercial credit reports
- » The complex principle of solvency estimation
- » Illustrative and handy tool for quick solvency and creditworthiness assessment
- » Calculated on the basis of a large number of qualitative and quantitative factors



Solvency Index	100 - 193	194 - 229	230 - 294	295 - 353	354 - 439	440 - 600
Possibility of Default	0.00% - 0.30%	0.31% - 0.70%	0.71% - 3.00%	3.01% - 8.00%	8.01% - 30.00%	30.01% - 95.53%
Risk Indication	Low Risk	Lower than Average Risk	Average Risk	Moderate Risk	Medium Risk	High Risk

CERTAINTY

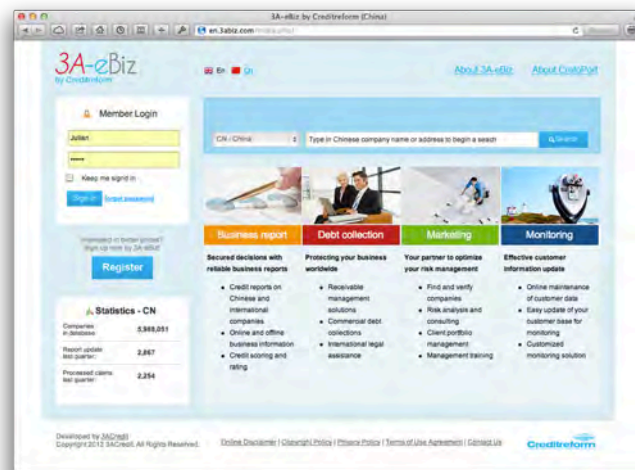
Our expertise in solvency ratings and company assessments makes us the right partner for complex and demanding processes.

# 3A-eBiz – Online System

3A-eBiz is an **Online Solution** for your credit and receivable management needs.

## What 3A-eBiz does?

3A-eBiz is an online tool designed for our clients to make their job easier and convenient. One can search companies, order credit reports, manage a client portfolio, place claims for collection, tracking the progress of an order, oversee collection activities, and directly correspond with the service representatives.

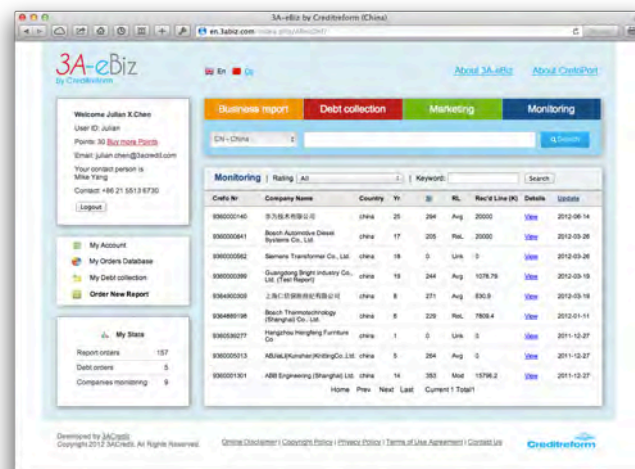


## Chinese Company Search

- » Direct access to information on over 6,000,000 active Chinese companies
- » Verify company information
- » Get fresh, relevant and exclusive information on one's customers and prospects

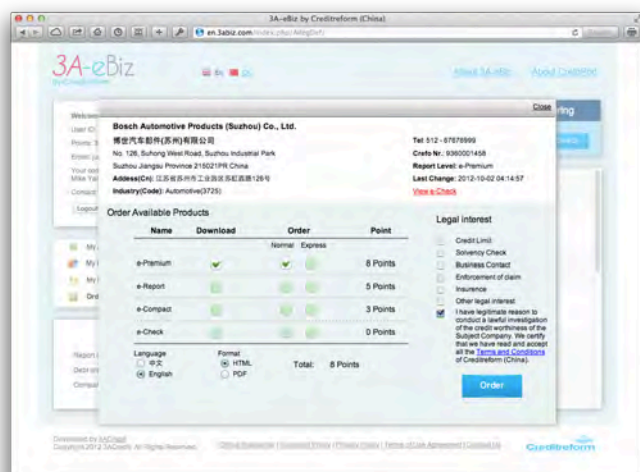
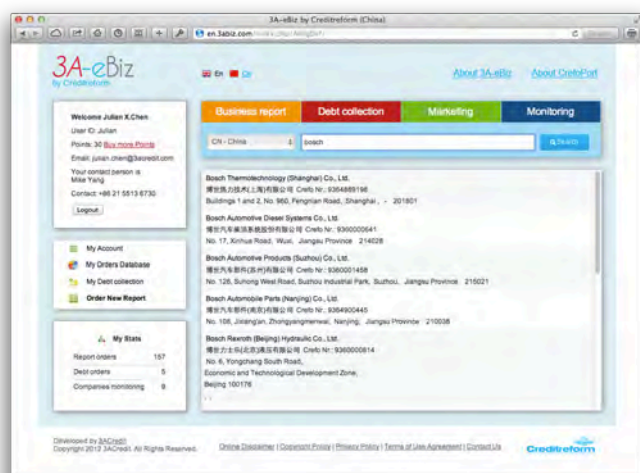
## Client Portfolio Monitoring

- » Effective customer information update
- » Online maintenance of customer data
- » Easy update of your customer base for monitoring
- » Customized monitoring solutions
- » Red flag warning service



## Value Added Customer Service

- » Tracking orders online via 3A-eBiz tool
- » Service by personal representatives
- » Obtain free basic information on Chinese companies
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