22/F., China Overseas Building, 139 Hennessy Road, Wan Chai, Hong Kong

Tel: +852 2529 6217

Email: cs@romagroup.com



# Guangzhou Sample Technology Co., Ltd.

Report Type	Business Information Report
Speed	Regular
Report Status	Final Report
Case No	CN1300179R3-108
Order Date	2019/10/14
Completion Date	2019/10/24

#### Notes

- i. Currency shown in the report is in thousand Renminbi (¥) unless otherwise stated.
- ii. "-", "N/A" stands for Insufficient Information or "No Comment".
- No credit rating will be given to non-independent legal entity, financial institutions, bankrupt enterprises or enterprises with severe lack of information.
- iv. This report is furnished at your request for business reference and you shall be liable to indemnify Roma Credit for any loss, damage by your breach of terms here & sales agreement. This report shall not be revealed or made known to third party, and shall not be reproduced in whole or in any part or manner whatsoever.
- v. Literal Translation ONLY This is the English translation version of the original report. The information on this report is for general commercial reference only and should not be treated as a complete and authoritative statement of original legal document. If there is any discrepancy between the two versions, the Chinese version should take precedence.

#### **CATALOGUE**

	GIVEN INFORMATION			
	INVESTIGATION EXPLANATION			
	CLDANAADSZ	Subject's Overview	Content Summary	
	SUMMARY	Credit Status	Risk Tip	
	COMPREHENSIVE	Company Background	History	
	REVIEW	Company Status	Development Prospect	
(c)	REGISTRATION INFORMATION	Registration	Change Information	
	CAPITAL	Capital Contribution	Domestic Largest Corporate Shareholder	
	CONTRIBUTION & SHAREHOLDER(S)	Ultimate Controlling Shareholder	Contribution Chain of Ultimate Controlling Shareholder	
	STAFF STRUCTURE	Staff	Core Management	
	STAFFSTRUCTURE	Management Background		
	INVESTMENT	Subject's Investment	Legal Representative's Investment	
		Branch		
	BUSINESS INFORMATION	Facilities & Property	Trademark and Patent	
		Qualification Certificate	Bidding and Tendering	
		Purchase Information	Sales Information	
ि	CREDIT RECORD	Interview of Main Suppliers/Clients		
		Balance Sheet	Income Statement	
	FINANCIAL STATUS	Key Ratios	Industry Index Comparison	
		Financial Analysis		
	INDUSTRY ANALYSIS	Industry Illustration	Industry's Core Index Trend Chart	
	FINANCIAL	Banking Information	Pledge Record	
	INFORMATION	Mortgage Record		
	NEC ATIVE	Enforcee	Dishonest Enforcee	
	NEGATIVE INFORMATION	Judgment Document	Court Announcement	
	IN ORWANION	Administrative Punishment		
(a)	MEDIA INFORMATION			
	ILLUSTRATION			

#### **GIVEN INFORMATION**

Given Chinese name: 广州样本科技有限公司

### **INVESTIGATION EXPLANATION**

None

#### **SUMMARY**

### **Subject's Overview**

Subject Company	广州样本科技有限公司	Date of Foundation Legal Status	2006-07-31  Limited liability company (wholly owned by Taiwan/HK/Macao corporation)
		Legal Representative	Chan Tai Man
English Name	Guangzhou Sample Technology Co., Ltd.	Registered Capital	USD20,000 thousand
		Total Assets	RMB303,098 thousand (2018-12-31)
Registration Number	440108400000000	Shareholder's Equity	RMB166,286 thousand (2018-12-31)
Unified Social Credit Identifier	914401167900000000	Main Operating Revenue	RMB184,795 thousand ( 2018)
	Guangdong Province	Staff Number	600 persons
Business		Import &  Export Right	Yes
Address	100 Sample Road, Science City, High & New-Tech Industrial Development Zone, Guangzhou	Business Trend	Stable

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.3 of 33

	City		
Postal Code	510000	Industry Prospect	Average
Tel	86-20-81100000	Credit Rating	B+
Fax		Risk Index	L3
Website		Credit Limit Suggested	RMB28,167 thousand

### **Content Summary**

Title	Content Summary			
	In Jul. 2006, Subject was founded.			
Comprehensive	Subject is an enterp	prise mainly engaged in production and sale of printer consumables, etc.		
Review	With a long histor	ry, Subject owns rich industrial experience. It has established relatively		
Review	perfect business ch	annels. Financially, for 2018, Subject's overall financial status is good. All		
	in all, Subject has a	a stable development prospect.		
Change	2 times			
Largest				
Shareholder	Sample Group (Holding) Limited			
Core	Doord Chairman, Chan Tai Man Doord Director, Li Mai Doord Director, Word 71			
Management	Board Chairman: Chan Tai Man, Board Director: Li Mei, Board Director: Wang Zhou			
	Subject	None		
		Guangzhou Sample Science & Technology Co., Ltd.		
Investment	Legal	Guangzhou Sample Investment Partnership (Limited Partnership)		
Investment	Representative	(transliteration)		
		Guangzhou Sample Industrial Limited		
	Branch	None		
Business	Facilities &	Company-owned, land area is 60000 square meters, and floor area is		
Information	Property	square meters		
mormation	Trademark and	0 trademark; 6 patents		

	Patent		
	Qualification	Environmental label product	
	Certificate	Zii i zi	
	Bidding and	N/A	
	Tendering		
	Purchase	Raw materials: Aluminum tube, charging roller, electrode wire, etc.,	
	Information	sourcing areas: Guangdong, Anhui, Shanghai, Jiangsu, etc.	
		Raw materials: Printer consumables, etc., sales territories: East China,	
	Sales	South China, etc.	
	Information	Raw materials: Printer consumables, etc., sales territories: China Hong	
		Kong, Japan, South Korea, etc.	
	Credit Record	No bad credit record of Subject has been found.	
Financial	For 2018, Subject's overall financial status is good.		
Status	1 of 2010, Subject 8 overall illiancial status is good.		
	Although the overall growth rate of the toner cartridges in recent years is not very high, the		
	general-purpose toner cartridges have a substitution effect on the original toner cartridges. At		
	present, the domestic general-purpose toner cartridges only account for less than 30% of the		
Industry	market share. In the future, with the quality improvement and price advantage of the universal		
Analysis	toner cartridge manufacturers, the proportion of general-purpose toner cartridges will be		
	getting higher and	higher. The domestic printing consumables market space is about RMB80	
	billion. The indust	ry is dominated by small and medium-sized enterprises. The total market	
	share of the top three companies is no more than 25%.		
	Banking	N/A	
Financial	Information		
Information	Pledge Record	3	
	Mortgage Record	N/A	
Negative	Enforcee	None	
Information	Dishonest	None	
amoi mation	Enforcee	TOLO	

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.5 of 33

	Judgment  Document	9 times
	Court  Announcement	1 time
	Administrative Punishment	None
Media Information	None	

#### **CREDIT STATUS**

#### Description

With a history of 13 years, Subject has accumulated rich industrial experience.

Subject has established fairly perfect business channels after years of business operation, and cooperative customers boast favorable strength, which is conducive to the long-term development of its business.

Subject wins some reputation in the industry. With independent patent technologies, Subject has relatively strong R&D capabilities. The market competitiveness of products can be enhanced.

From financial perspective, for 2018, Subject's main operating revenues increase year on year, reflecting good business development status. Subject remains profitable and has strong profitability. Besides, all solvency indicators for 2018 perform well, showing small debt pressure and big room for more debts.

Credit Rating	Due to all the conditions mentioned above, Subject is given the credit rating of B+		
Credit Rating	Satisfactory credit quality. Business contact under current situation is basically doable.		
Description	Transaction under normal credit terms is feasible.		
Credit Limit	RMB28,167 thousand		
Risk Index	L3		
Risk Index Description	Trade volume and credit line can be increased by 15~20%. In case of the first transaction, the trade volume and the credit line with Subject can be 15~20% higher than those for average customers.		
Notes	Risk index rating is used for predicting the possibilities for a company to suffer unstable or unreliable risk conditions (for example, poor financial conditions, delayed payment, unsalable		

products, abnormal operation, etc); the index grades range from L1 to NA, L1 is the minimum grade while NA is the maximum grade. Subject's risk index is in grade "L3", which indicates that its risk is in Relatively low section.

#### **RISK TIP**



#### **COMPREHENSIVE REVIEW**

#### **Company Background**

Year of	13 years	
Foundation	13 years	
Company Scale	Medium-sized	
List Status	No	
Type of		
Controlling	Foreign Corporate/Natural Person	
Shareholder		

#### History

In Jul. 2006, Subject was founded.

In 2016, Subject reported main operating revenues of RMB155,213 thousand and total profit of RMB14,991 thousand.

### **Company Status**

Subject is an enterprise mainly engaged in production and sale of printer consumables, etc.

The products made and sold by Subject include toner cartridges, toner, ink cartridges, etc. Subject boasts a production capacity of 1.2 million toner cartridges per month.

Subject's products are sold both at home and abroad. Its domestic sales territory focuses on East China, South China, etc. The specific cooperative customers include Guangzhou Sample Pharmaceutical Technology Co., Ltd., etc. Some products are exported to China Hong Kong, Japan, South Korea, etc.

Aluminum tube, charging roller, electrode wire, etc. needed for Subject's production are all purchased in China, especially from Guangdong, Anhui, Shanghai, Jiangsu, etc. Specific cooperative suppliers include Sample Aluminum Co., Ltd., etc.

#### **Development Prospect**

With a long history, Subject owns rich industrial experience.

Subject has a relatively wide market territory and has accumulated many customer resources, which is conducive to the long-term development of its sales business.

From financial perspective, Subject's solvency and profitability are both strong for 2018.

With a long history, Subject owns rich industrial experience. It has established relatively perfect business channels. Financially, for 2018, Subject's overall financial status is good. All in all, Subject has a stable development prospect.

#### **REGISTRATION INFORMATION**

#### Registration

<b>Subject Company</b>	Guangzhou Sample Technology Co., Ltd.
Registered	100 Sample Road, Science City, High & New-Tech Industrial Development Zone,
Address	Guangzhou City
Date of	2006-07-31
Foundation	
Legal	Chan Tai Man
Representative	
Registration	440108400000000

Number	
Unified Social	914401167900000000
Credit Identifier	
Legal Status	Limited liability company (wholly owned by Taiwan/HK/Macao corporation)
Registered Capital	USD20,000 thousand
Registry	Huangpu District Branch, Guangzhou Municipal Market Supervision Administration of
	Guangdong Province
	Parking lot management; manufacture of computer peripherals; sale of self-made products
<b>D</b>	(excluding items forbidden by laws, regulations of the state; items involving licenses shall
<b>Business Scope</b>	be operated with licenses); commodity information consulting services; housing lease;
	property management; Chinese food service.
Term of Operation	2006-07-31 to 2056-07-31
Last Annual	2018
Report Date	
<b>Operating Status</b>	In operation

# **Change Information**

Change Date	Items	Before Change	After Change
	Changed		
2009-07-20	Registration	Q.D.Y.S.Z.Z. No. 100000	440108400000000 (status quo)
2005 07 20	Number	Q.2.1.0.2.2.1.0.100000	44010040000000 (status quo)
		Parking lot management;	Parking lot management; manufacture
		manufacture of computer peripherals;	of computer peripherals; sale of
		sale of self-made products (excluding	self-made products (excluding items
2019-06-03	Business	items forbidden by laws, regulations	forbidden by laws, regulations of the
2017-00-03	Scope	of the state; items involving licenses	state; items involving licenses shall be
		shall be operated with licenses);	operated with licenses); commodity
		commodity information consulting	information consulting services;
		services; housing lease; property	housing lease; property management;

	management	Chinese food service. (status quo)
	management.	enmese rood service. (status quo)

### **CAPITAL CONTRIBUTION & SHAREHOLDER(S)**

### **Capital Contribution (in thousand)**

Shareholder	Subscribed Contribution	Share	Currenc	Form of Contribu	Paid-Up Capital (%)	Country
Sample Group (Holding) Limited	20000	100	USD	Currency	100	Hongkon g, China
Total	20,000	100				

# **Domestic Largest Corporate Shareholder**

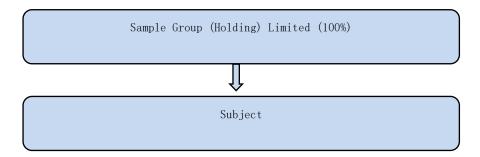
Remark:

Subject has no largest domestic corporate shareholder.

### **Ultimate Controlling Shareholder**

Company Name Sample Group (Holding) Limited		
(Personal Name)		
Country (Nationality)	Hongkong, China	
This information comes from National Enterprise Credit Information Announcement System		

# **Contribution Chain of Ultimate Controlling Shareholder**



### **STAFF STRUCTURE**

#### Staff

Staff Number	600 persons
--------------	-------------

### **Core Management**

Name	Position	Gender	Date of	Education	Job Content
			Birth		
Chan Tai	Daniel Chairman	M-1-			
Man	Board Chairman	Male			
Li Mei	Board Director	Male			
Wang	D 10:	3.6.1			
Zhou	Board Director	Male			

### **Management Background**

1	
Name	Chan Tai Man
Position Board Chairman	
Gender	Male
Education	
D	Now serves as Board Chairman of Subject;
Resume	Concurrently serves as Executive Director and General Manager of Guangzhou Sample

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.11 of 33

Industrial Limited, Board Chairman and General Manager of Guangzhou Sample Science & Technology Co., Ltd., etc.

### **INVESTMENT**

#### **Subject's Investment**

None

## Legal Representative's Investment

	Legal Representative's investment				
1					
Name	Guangzhou Sample Science & Technology Co., Ltd.				
Date of Foundation	2017-08-31				
Registry	Guangzhou Municipal Administration for Industry and Commerce				
Registration	440101100000000				
Number					
Unified Social Credit	9144010110000000000				
Identifier					
Registered Capital	RMB100,000 thousand				
Operating Status	In operation				
Subject's Share	99%				
2					
Name	Guangzhou Sample Investment Partnership (Limited Partnership) (transliteration)				
Date of Foundation	2017-08-11				
Registry	Guangzhou Municipal Market Supervision Administration				
Registration	44010110000000				
Number					
<b>Unified Social Credit</b> 91440101100000000000					
Identifier					
Registered Capital	thousand				
<b>Operating Status</b>	In operation				
Subject's Share					

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.12 of 33

3	3		
Name	Guangzhou Sample Industrial Limited		
Date of Foundation	2003-05-16		
Registry	Huangpu District Market and Quality Supervision Administration of Guangzhou City		
Registration	44011210000000		
Number			
<b>Unified Social Credit</b>	91440110000000000		
Identifier			
Registered Capital	RMB1,010 thousand		
<b>Operating Status</b>	In operation		
Subject's Share	99%		

#### **Branch**

None

Remark: The enterprises invested by Subject's legal representative also include A&G Corporation Ltd.

# **BUSINESS INFORMATION**

### **Facilities & Property**

1			
<b>Business Address</b>	siness Address 100 Sample Road, Science City, High & New-Tech Industrial Development Zone,		
	Guangzhou City, Guangdong Province		
<b>Location of Business</b>	Economy & Technology Development Area		
Address			
Land Area 60000 square meters			
<b>Property Type</b>	Company-owned		

#### **Trademark and Patent**

Trademark (total number: 0)

No trademark has been found

#### Patent (total number: 6)

Total Number	6
Including: Invention	0
Patent	
<b>Utility Model Patent</b>	6
Design Patent	0

Application Date	Patent No.	Patent Name	Туре
2018-11-26	201821000000.0	A kind of magnetic power	Utility Model Patent
		transmission device for toner	
		cartridge assembly	
2018-11-26	201821000000.1	A kind of process cartridge	Utility Model Patent
2017-12-06	201721000000.0	A kind of inductive structure of	Utility Model Patent
		toner cartridge	

Remark: Subject has registered 6 patents . Here we only provide 3 for your reference

### **Qualification Certificate**

Certificate	Certificate Name	Date of	Period of	Certification Authority
Number		Issuance	Validity	
CEC2018100000	Environmental label	2018-11-28	2021-11-27	China Sample
0000	product			Certification Center Co.,
				Ltd.

### **Bidding and Tendering**

Remark: N/A

#### **Purchase Information**

Regio	Purchase	D W	Sourcing	C	Payment	Payment
n	Ratio	Raw Materials	Areas	Suppliers	Method	Term

		Aluminum tube,	Guangdong,			
Dome	1000/	,	Anhui,	Sample Aluminum	T/T, bank	0-150
stic	100%	charging roller,	Shanghai,	Co., Ltd., etc.	transfer, etc.	days
		electrode wire, etc.	Jiangsu, etc.			

#### **Sales Information**

Regio n	Sales Ratio	Products	Sales Territories	Clients	Payment Method	Payment Term
Dome	70%	Printer consumables, etc.	East China, South China, etc.	Guangzhou Sample Pharmaceutical Technology Co., Ltd., etc.	T/T, bank transfer, etc.	Long term
Overs	30%	Printer consumables, etc.	China Hong Kong, Japan, South Korea, etc.		L/C	At sight

#### **CREDIT RECORD**

# **Interview of Main Suppliers/Clients**

1	
Name of Supplier	Sample Aluminum Co., Ltd.
A 13	No. 01, Sample Road, Economic and Technological Development Zone, Ma'anshan
Address	City, Anhui Province
Contact Person	Miss Wang
Telephone	86-555-2000000
Date of Interview	2019-10-18
Traded Product	Aluminum tube
Term of Cooperation	

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.15 of 33

Payment Method	
Payment Term	
<b>Comment on Business</b>	As introduced, Subject is one of the said company's customers. During their
Transactions	cooperation, no adverse default against Subject has been found.

### **FINANCIAL STATUS**

#### Access Channel: ---

#### **Balance Sheet (in thousand RMB)**

Assets	2017-12-31	2018-12-31
Current Assets:		
Monetary Fund	5,239	6,518
Net Accounts Receivable	103,890	136,950
Other Net Accounts	1,775	29,577
Receivable		
Accounts Pre-Paid	970	12,314
Net Inventory	17,956	6,390
Total Current Assets	129,830	191,749
Long-Term Investment:		
Fixed Asset:		
Original Cost Of Fixed	119,554	
Assets		
Deduct: Accumulated	27,419	
Depreciation		
Net Worth Of Fixed Assets	92,135	
Net Fixed Assets	92,135	99,095
Construction In Progress	13,156	0
Total Fixed Assets	105,291	99,095

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.16 of 33

Intangible Assets And		
Deferred Assets:		
Net Intangible Assets	12,579	12,254
Long-Term Deferred	457	0
Expense		
Total Intangible Assets And	13,036	12,254
Other Assets		
Total Assets	248,157	303,098
Current Liabilities:		
Short-Term Loans	72,008	70,429
Accounts Payable	8,176	51,597
Accounts Pre-Collected	0	2
Accrued Payroll	270	1,542
Tax Payable	-127	649
Other Accounts Payable	9,653	8,477
Total Current Liabilities	89,980	132,696
Long-Term Liabilities:		
Long-Term Loans	5,936	4,116
Total Long-Term Liabilities	5,936	4,116
Deferred Taxes:		
Total Liabilities	95,916	136,812
Owner's Equity		
(Shareholders' Equity):		
Net Paid-In Capital (Capital	141,433	141,433
Stock)		
Surplus Reserve	0	2,895
Retained Profit	10,808	21,958
Total Shareholder's Equity	152,241	166,286
Total Liabilities And	248,157	303,098

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.17 of 33

Shareholder's Equity
----------------------

### **Income Statement (in thousand RMB)**

	2017	2018
1. Main Operating	180,064	184,795
Revenues		
2. Net Sales	180,064	184,795
Deduct: Main	142,537	147,953
Operating Cost		
Sales Tax and Extra	1,875	2,385
3. Sales Profit	35,652	34,457
Deduct: Sales Expense	2,139	2,163
Management Expense	12,795	11,292
Financial Expense	5,268	5,321
4. Operating Profit	15,450	15,681
Non-operating	1,979	407
Revenue		
Deduct: Non-operating	101	10
Expense		
5. Total Profit	17,328	16,078
Deduct: Income Tax	2,321	2,341
6. Net Profit	15,007	13,737

# Change Rate of Key Financial Data (in thousand RMB)

	2017	2018	Rate of Change
Main Operating	180,064	184,795	3%
Revenue			
Net Profit	15,007	13,737	-8%
Total Assets	248,157	303,098	22%

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.18 of 33

Total Liabilities	95,916	136,812	43%
Total Owner's Equity	152,241	166,286	9%
Total Current Assets	129,830	191,749	48%
Total Current	89,980	132,696	47%
Liabilities			
Working Capital	39,850	59,053	48%
Total Fixed Assets	105,291	99,095	-6%

# **Key Ratios**

	2017	2018
Solvency		
Total Debts Ratio (%)	38.65	45.14
Current Ratio (%)	144.29	144.5
Quick Ratio (%)	124.33	139.69
Profitability		
Main Business Profit Margin	19.8	18.65
(%)		
Net Profit Margin (%)	8.33	7.43
Return on Equity (%)	9.86	8.26
Return on Assets (%)	6.98	5.83
Ratio of Profits to Cost (%)	85.77	85.63
Operation Ability		
Inventory Turnover	7.94	23.15
Days Sales Of Inventory	45.97	15.77
Accounts Receivable	1.73	1.35
Turnover		
Days Sales Outstanding	210.98	270.37
Current Assets Turnover	1.39	0.96
Total Assets Turnover	0.73	0.61

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.19 of 33

Growth Ability		
Sale Increase (%)	16.01	2.63
Profit Increase (%)	15.59	-7.21
Value-maintenance and		109.23
Value-increase of Capital (%)		
Asset Growth (%)		22.14

# **Industry Index Comparison (3913: Computer Peripheral Equipment )**

	2017		2018		D 4 6
Index	Industry Average	Subject	Industry Average	Subject	Rate of Change
Solvency					
Total Debts Ratio (%)	60	38.65	59.5	45.14	17%
Quick Ratio (%)	91.7	124.33	94.1	139.69	12%
Profitability					
Main Business Profit Margin (%)	5.5	19.80	4	18.65	-6%
Return on Equity (%)	2.4	9.86	3.9	8.26	-16%
Operation Ability					
Inventory Turnover	1.6	7.94	1.7	23.15	192%
Accounts Receivable Turnover	1.6	1.73	1.8	1.35	-22%
Current Assets Turnover	0.7	1.39	1.2	0.96	-31%
Total Assets Turnover	0.5	0.73	0.5	0.61	-16%
Growth Ability					
Sale Increase (%)	7.9	16.01	8.4	2.63	-84%
Value-maintenance and Value-increase of Capital	102.1		103.5	109.23	

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.20 of 33

(%)				
Asset Growth (%)	3.4	 3.5	22.14	

	Excellent	Good	Average	Lower	Poor
Total Debts Ratio (%)	9				
Quick Ratio (%)					
Inventory Turnover					
Accounts Receivable					
Turnover					
Main Business Profit					
Margin (%)					
Return on Equity (%)					
Sale Increase (%)				9	
Asset Growth (%)	9				

# **Financial Analysis**

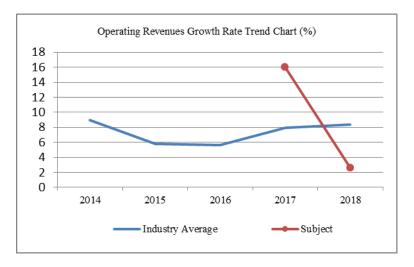
Colvenov	For 2018, Subject's total debts ratio is low, showing strong long-term solvency; current ratio
Solvency	and quick ratio are both high, showing strong short-term solvency.
Operation	For 2018, Subject's inventory turnover is high, and inventory pressure is small; accounts
•	receivable turnover is relatively low and accounts recovery period is relatively long, showing
Ability	slightly strong operation ability in general.
Duofitability	For 2018, Subject's net profit margin and return on equity are both high, showing strong
Profitability	profitability.
Growth Ability	For 2018, Subject's main operating revenues increase while total profit decreases compared
	with the previous year, showing average growth ability.
Summary	For 2018, Subject's overall financial status is good.

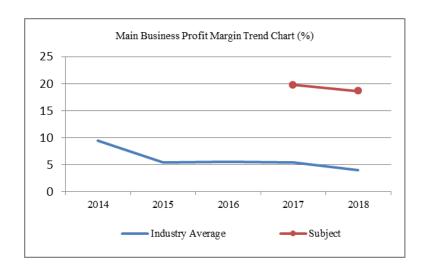
# **INDUSTRY ANALYSIS**

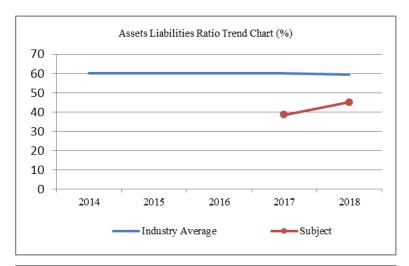
# **Industry Illustration**

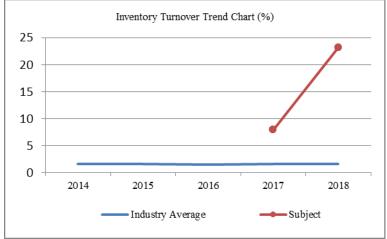
Industry	3913 Computer Peripheral Equipment
	Toner cartridge, also called photosensitive drum, is generally composed of base substrate
	made of aluminum and photosensitive material coated on the substrate. In laser printer, more
	than 70% of the imaging components are concentrated in the toner cartridge, and the quality of
	the print is actually determined largely by the toner cartridge. The toner cartridge can be
	divided into original, general-purpose and remanufactured ones according to the source of raw
	materials and recyclability.
Industry Status	Although the overall growth rate of the toner cartridges in recent years is not very high, the
and Trend	general-purpose toner cartridges have a substitution effect on the original toner cartridges. At
	present, the domestic general-purpose toner cartridges only account for less than 30% of the
	market share. In the future, with the quality improvement and price advantage of the universal
	toner cartridge manufacturers, the proportion of general-purpose toner cartridges will be
	getting higher and higher. The domestic printing consumables market space is about RMB80
	billion. The industry is dominated by small and medium-sized enterprises. The total market
	share of the top three companies is no more than 25%.

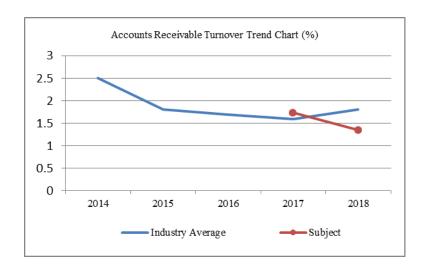
# **Industry's Core Index Trend Chart**











#### **FINANCIAL INFORMATION**

### **Banking Information**

Remark: N/A

### Pledge Record

1	
Transaction Type	Pledge of accounts receivable
Registration	0375410320000000000
Certificate No.	
Period of Validity	5 years
Registration Date	2017-07-28
Registration Expiry	2022-07-27
Date	
Registration Type	Initial registration
Name of Pledgee	SAMPLE Bank (China) Company Limited Guangzhou Branch
Amount Involved	RMB154,000,000
2	
Transaction Type	Pledge of accounts receivable
Registration	01147460000000000
Certificate No.	
Period of Validity	10 years

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.24 of 33

Registration Date	2013-02-13
Registration Expiry	2023-02-12
Date	
Registration Type	Initial registration
Name of Pledgee	SAMPLE Bank (China) Limited Guangzhou Branch
Amount Involved	RMB107,497,000
3	
Transaction Type	Pledge of accounts receivable
Registration	011474600000000000
Certificate No.	
Period of Validity	5 years
Registration Date	2018-12-03
Registration Expiry	2023-12-12
Date	
Registration Type	Extension registration
Name of Pledgee	SAMPLE Bank (China) Limited Guangzhou Branch
Amount Involved	RMB129,640,000

### **Mortgage Record**

Remark: N/A

#### **NEGATIVE INFORMATION**

#### **Enforcee**

Remark: None

#### **Dishonest Enforcee**

Remark: None

# **Judgment Document**

1	
Judgment	2019-05-27
Time	
Case Number	(2019)Y.01M.X.Z. No. 0000
Subject's	Sample
Identity	
Appellant	Sample Electronic Science And Technology Co., Ltd.
Cause of Action	Dispute over sales contract
Trial	Guangzhou Intermediate People's Court, Guangdong Province
Institution	
Trial	Second instance
Procedure	
Trial Result	1. Civil ruling (2019)Y.0112M.C. No. 0000 made by People's Court of Huangpu District,
	Guangzhou City shall be revoked;
	2. The case shall be transferred to People's Court of Rongcheng City, Shandong Province.
2	
Judgment	2018-08-14
Time	
Case Number	(2018)Y.0112Z. No. 0000
Subject's	Execution applicant
Identity	
Enforcee	Guangzhou Sample Technology Co., Ltd. (transliteration)
Cause of Action	Dispute over house lease contract
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province
Institution	
Trial	
Procedure	
Trial Result	The execution procedure of the execution case (2018)Y.0112Z. No. 0000 shall be terminated.
3	

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.26 of 33

Judgment	2018-07-16
Time	
Case Number	(2018)Y.0112Z. No. 0000
Subject's	Execution applicant
Identity	
Enforcee	GuangZhou Sample Development Limited Company
Cause of Action	Dispute over house lease contract
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province
Institution	
Trial	
Procedure	
Trial Result	The execution procedure of the execution case (2018)Y.0112Z. No. 0000 shall be terminated.
4	
Judgment	2018-07-10
Time	
Case Number	(2018)Y.0112Z. No. 0000
Subject's	Execution applicant
Identity	
Enforcee	Guangzhou Sample Management Co., Ltd. (transliteration)
Cause of Action	Dispute over house lease contract
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province
Institution	
Trial	
Procedure	
Trial Result	The execution procedure of the execution case (2018)Y.0112Z. No. 0000 shall be terminated.
5	
Judgment	2018-07-01
Time	
Case Number	(2018)Y.0112Z. No.0000
	ı

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.27 of 33

Subject's	Execution applicant
	Execution applicant
Identity	
Enforcee	Guangzhou Sample Technology Co., Ltd. (transliteration)
Cause of Action	Dispute over house lease contract
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province
Institution	
Trial	
Procedure	
Trial Result	This execution procedure was terminated.
6	
Judgment	2018-06-28
Time	
Case Number	(2018)Y.0112Z. No. 0000
Subject's	Execution applicant
Identity	
Enforcee	Guangzhou Sample Materials Co., Ltd. (transliteration)
Cause of Action	Dispute over house lease contract
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province
Institution	
Trial	
Procedure	
Trial Result	The execution procedure of the execution case (2018)Y.0112Z. No. 0000 shall be terminated.
7	
Judgment	2018-06-26
Time	
Case Number	(2018)Y.0112Z. No. 0000
Subject's	Execution applicant
Identity	
Enforcee	Guangzhou Sample Electric by Share Ltd.

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.28 of 33

Cause of Action	Dispute over house lease contract
Trial	Huangpu District People's Court, Guangzhou City
Institution	
Trial	
Procedure	
Trial Result	The execution procedure of the execution case (2018)Y.0112Z. No. 0000 shall be terminated.
8	
Judgment	2017-12-14
Time	
Case Number	(2017)Y.0112M.C. No. 0000
Subject's	Plaintiff
Identity	
Defendant	Guangzhou Sample Management Co., Ltd. (transliteration)
Cause of Action	Dispute over house lease contract
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province
Institution	
Trial	First instance
Procedure	
Trial Result	1. The defendant Guangzhou Sample Management Co., Ltd. shall pay the plaintiff Subject rent
	RMB28,065.24 and liquidated damages for overdue payment of rent RMB8,419.57,
	occupation fee RMB7,016.31, property management fee RMB8,980.88, electricity fee
	RMB2,760 and the interest for delay in payment of property management within the
	prescribed time limit;
	2. Other claims of the plaintiff Subject shall be dismissed.
9	
Judgment	2017-12-14
Time	
Case Number	(2017)Y.0112M.C. No. 0000
Subject's	Plaintiff

In accordance of International Credit Investigation Practice, this report is provided for the exclusive use of the subscriber and in no way shall be used as the basis of any legal lawsuit. Any part of this report is not permitted to be disclosed or distributed to the third party. Our in no way assumes any responsibility/liability for any loss or injury whatever resulting from the use of this report.29 of 33

Identity			
Defendant	Guangzhou Sample Technology Co., Ltd. (transliteration)		
Cause of Action	Dispute over house lease contract		
Trial	People's Court of Huangpu District, Guangzhou City, Guangdong Province		
Institution			
Trial	First instance		
Procedure			
Trial Result	1. The defendant Guangzhou Sample Technology Co., Ltd. (transliteration) shall pay the		
	plaintiff Subject rent RMB19,324.64 and liquidated damages for overdue payment of rent		
	RMB5,797.39, occupation fee RMB4,831.16, property management fee RMB 6,183.88,		
	electricity fee RMB2,760 and the interest for delay in payment of property management within		
	the prescribed time limit;		
	2. Other claims of the plaintiff Subject shall be dismissed.		

#### **Court Announcement**

1	1	
Release Time	2017-11-23	
Type of	Announcement of court session	
Announcement		
Announcer		
Subject's	Defendant	
Identity		
Plaintiff	Guangzhou Sample Materials Co., Ltd. (transliteration)	
Cause of Action	Contract dispute; Case No.: (2017)Y.01M.Z. No. 0000	
Content of		
Announcement		

#### Remark:

1. We only provide Subject's lawsuit records in recent 5 years.

2. We've conducted lawsuit information inquiry via the national court enforced party information inquiry website, China Judgements Online, local court websites and relevant major domestic court websites. We've totally inquired 17 lawsuit records of Subject, and only 10 records are provided here for your reference. However, as there isn't a database which covers all enterprise lawsuit information for inquiry in China at present, partial cases that involve Subject may be omitted.

#### **Administrative Punishment**

None

#### **MEDIA INFORMATION**

None

#### **ILLUSTRATION**

- 1. Currency in this report is in thousand RMB unless otherwise stated.
- 2. "---" in this report indicates "unavailable" due to insufficiency of information or "no comments". No credit rating will be given to non-independent legal entity, financial institutions, bankrupt enterprises or enterprises with severe lack of information.
- 3. While analyzing the credit status of Subject, the scale, background and history, the financial status, operation status, the industry's average level and its credit records are all taken into consideration. But the credit limit suggested by our does not take into account the specific business between you and Subject. The suggestion is just for your reference in your credit decision-making process regarding Subject.
- 4. Credit Rating & Risk Index

# (1) Credit Rating

Credit Rating	Risk Index	Corresponding Comment
AA	Very low risk	Very high credit quality. Business contact under current situation is
		definitely doable. Transaction under very easy credit terms is feasible.
A	Low risk	High credit quality. Business contact under current situation is quite
		doable. Transaction under easy credit terms is feasible.
B+	Lower than medium	Satisfactory credit quality. Business contact under current situation is
	risk	basically doable. Transaction under normal credit terms is feasible.
В	Medium risk	Acceptable credit quality. Guaranteed transaction is recommended.

		Credit transaction should be under close surveillance.
B-	Higher than medium	Average credit quality. Caution is required on big volume transaction.
	risk	Credit transaction should be avoided.
С	High risk	Unsatisfactory credit quality. Caution is required during business
		contact. Credit transaction should be avoided.
D	Very high risk	Bad credit quality. Business contact should be avoided.
NR	Uncertain risk	In the case of less than one year's history or discontinued business or
		incomplete credit record, no rating would be assigned.

### (2) Risk Index

Risk	Risk Index	Suggestion
Level		
L1	Very low	Trade volume and credit line can be increased by 25~30%. In case of the first
		transaction, the trade volume and the credit line with Subject can be 25~30% higher
		than those for average customers.
L2	Low	Trade volume and credit line can be increased by 20~25%. In case of the first
		transaction, the trade volume and the credit line with Subject can be 20~25% higher
		than those for average customers.
	Relatively low	Trade volume and credit line can be increased by 15~20%. In case of the first
L3		transaction, the trade volume and the credit line with Subject can be 15~20% higher
		than those for average customers.
	Medium low	Trade volume and credit line can be increased by 10~15%. In case of the first
M1		transaction, the trade volume and the credit line with Subject can be 10~15% higher
		than those for average customers.
M2	Medium	Trade volume and credit line can be increased within 10%. In case of the first
		transaction, the trade volume and the credit line with Subject can be within 10%
		higher than those for average customers.
M3	Medium	Suggest keeping the trade volume and credit line unchanged. In case of the first
	high	transaction, the trade volume and the credit line with Subject should be on a par with

		those for customers of the same business size.
Н1	Relatively high	Trade volume and credit line should be decreased by 20~30%. In case of the first
		transaction, the trade volume and credit line with Subject should be 20~30% lower
		than those for average customers.
H2	High	Trade volume and credit line should be decreased by over 30% and to stop
		transaction with Subject depending on situations. Suggest changing payment method
		for better protection.
Н3	Very high	Business transaction with Subject is not recommended other than payment of cash in
		advance. No credit line should be granted. Immediately change payment method and
		get back receivables & debts.
NA		Credit risk is not clear and caution is needed in doing business with Subject.

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