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# Business Credit Report

SAMPLE TRADING (BEIJING) CO., LTD

Date of Completion: 2017-06-29

Date of Order: 2017-06-23

Speed: Normal

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## Note

"-in this report indicates "unavailable" due to insufficient information or "no comment."

The currency in this report is in CNY unless otherwise stated.

The date format in this report is as "YYYY-MM-DD."













Type	Natural person shareholder
Investment Way	Capital
Note	Xie Zhijun (谢志军) -->100% SAMPLE TRADING (BEIJING) CO., LTD.

## 2.5. BRANCHES

No branch information concerning Subject was found in our database.

## 2.6. INVESTMENT IN OTHER COMPANIES

No investment information regarding Subject was found in our database.

## 3. MANAGEMENT

### 3.1. LEGAL REPRESENTATIVE

Name	Xie Zhijun (谢志军)
Country	China
Position	Executive Director; General Manager
Gender	Male

#### 3.1.1. INVOLVEMENT IN OTHER COMPANIES BY XIE ZHIJUN

-	Name (English)	License Status	Legal Representative	Position	Type of Engagement
1	Beijing SAMPLE Science and Technology Co., Ltd.	Operational	NO	Supervisor	Directorship; Investment (60%)

Name (Chinese)	北京SAMPLE科技有限公司
Name (English)	Beijing SAMPLE Science and Technology Co., Ltd.
License Status	Operational
Name of Legal Representative	Rong Yu (荣煜)
Registered Capital	CNY 100,000.00
Country	China
Registration No.	1101120171584XX
Legal Form	Limited Liabilities Company
Share Holding	60,000.00
Currency of Share Holding	CNY
% Ownership	60%
Position	Supervisor



Date of Establishment	2014-05-05
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### 3.2.MANAGEMENT

-	Name	Position	Gender
1	Xie Zhijun (谢志军)	Executive Director; General Manager	Male

### 3.3.DIRECTORS AND SUPERVISORS

-	Name	Position	Gender
1	Xie Zhijun (谢志军)	Executive Director; General Manager	Male
2	Cheng Huanhuan (程环环)	Supervisor	Female

## 4. JUDICIAL INFORMATION

### 4.1.DEFAULT EXECUTED PARTY

As of the reporting date, no related record concerning Subject was found through the below sources:

- A. Website of the China Court Organization;
- B. Websites of local courts of Subject's location;
- C. Websites of major domestic courts;
- D. Judicial information of our database.

### 4.2.SUBJECT AS EXECUTED PARTY

As of the reporting date, no related record concerning Subject was found through the below sources:

- A. Website of the China Court Organization;
- B. Websites of local courts of Subject's location;
- C. Websites of major domestic courts;
- D. Judicial information of our database.

### 4.3.CIVIL & COMMERCIAL TRIAL PROCESS

As of the reporting date, no related record concerning Subject was found through the below sources:

- A. Website of the China Court Organization;
- B. Websites of local courts of Subject's location;
- C. Websites of major domestic courts;
- D. Judicial information of our database.

### 4.4.CIVIL & COMMERCIAL JUDGMENT DOCUMENT

As of the reporting date, no related record concerning Subject was found through the below sources:

- A. Website of the China Court Organization;
- B. Websites of local courts of Subject's location;
- C. Websites of major domestic courts;
- D. Judicial information of our database.

## 4.5. ADMINISTRATIVE ILLEGAL RECORDS

As of the reporting date, no related record concerning Subject was found through the below sources:

- A. Website of the China Court Organization;
- B. Websites of local courts of Subject's location;
- C. Websites of major domestic courts;
- D. Judicial information of our database.

## 5. OPERATION & TRENDS

### 5.1. MAIN BUSINESS

Main Business	Wholesale and sales of electric vehicles
Products & Service	SC is mainly engaged in the wholesale and sales of electric vehicles. Its products include electric golf carts and sightseeing buses, vintage cars, sanitation vehicles, etc. The company is the agent of American E-Z-GO and ClubCar, and Guangzhou Rariro.

### 5.2. OPERATION FACILITIES

Business Address	Room 320, Main Building, No. 155, Beiyuan, Tongzhou Dist, Beijing City (Office)
Tel	(86 10)568656XX
Fax	(86 10)568656XX
Mobile	(86)568656XX
E-mail	139986XX@qq.com
Post code	101101
Environment	Urban area
Land Area	100 Square meters
Ownership	Rented
Traffic Conditions	Acceptable

### 5.3. SALES INFORMATION

Region	Products	Customer Type	Number of Customers	Payment Terms	Region	Percentage
Domestic	Electric golf carts and sightseeing buses, etc.	Government offices, golf courses, etc.	Above 10	Prompt payment; Credit payment	North China	100
OTHER INFORMATION	SC's electric vehicles are mainly sold in North China. Its products mainly are sold directly to government offices, golf courses, resorts, hotels, etc.					

## 5.4. MAJOR CUSTOMERS

-	Name	Legal Form	Country
1	Environmental Protection Bureau of Guangyang District, Langfang City	-	China

Name (Chinese)	廊坊市广阳区环境保护局
Name (English)	Environmental Protection Bureau of Guangyang District, Langfang City
Country	China

## 5.5. COMPETITORS

-	Name	Legal Form	Country
1	Beijing Zhongxing Yingjie Science and Technology Co., Ltd.	Limited Liabilities Company	China
2	Qingdao Weidaxing Commercial Trading Co., Ltd.	Limited Liabilities Company	China

Name (Chinese)	北京中兴英杰科技有限公司
Name (English)	Beijing Zhongxing Yingjie Science and Technology Co., Ltd.
Country	China
Legal Form	Limited Liabilities Company
Registration No.	1101120143388XX
Registered Capital	CNY 1,000,000.00
Date of Establishment	2011-10-20
Legal Representative	Xiao Kexun (肖克训)

Name (Chinese)	青岛威达兴商贸有限公司
Name (English)	Qingdao Weidaxing Commercial Trading Co., Ltd.
Country	China
Legal Form	Limited Liabilities Company
Registration No.	3702022282114XX
Social Credit Code	9137020279751210XX
Registered Capital	CNY 5,000,000.00
Date of Establishment	2007-01-22
Legal Representative	Wei Shengquan (卫胜全)

## 5.6. PURCHASING INFORMATION

Region	Main Products Purchased	Number of Suppliers	Payment Terms	Region	Percentage
Domestic	Electric golf carts and sightseeing buses, etc.	Above 3	Prompt payment; Credit payment	Guangzhou City and Shanghai City, etc.	100
<b>OTHER INFORMATION</b>	SC's products are purchased domestically. It is the first class agent of American E-Z-GO and ClubCar, and Guangzhou Rariro.				

## 5.7. MAJOR SUPPLIERS

-	Name	Legal Form	Country
1	RARIRO (GUANGZHOU) VEHICLE CO., LTD	Limited Liabilities Company	China
2	E-Z-GO (JIANGSU) ELECTRONIC AND TECHNOLOGY CO., LTD.	Limited Liabilities Company (Sino-Foreign Joint Venture)	China
3	Club Car (Shanghai) Trading Co., Ltd	Limited Liabilities Company (Foreign Invested)	China

Name (Chinese)	广州雷利诺车业有限公司
Name (English)	RARIRO (GUANGZHOU) VEHICLE CO., LTD
Country	China
Legal Representative	Zhao Xiaoyong (赵晓勇)
Registration No.	4401260001189XX
Social Credit Code	9144011568524332XX
Date of Establishment	2009-03-03
Legal Form	Limited Liabilities Company
Registered Capital	CNY 8,000,000.00

Name (Chinese)	江苏易事高电动科技有限公司
Name (English)	E-Z-GO (JIANGSU) ELECTRONIC AND TECHNOLOGY CO., LTD.
Country	China
Legal Representative	WILLIAM SMYLIE ROBSON
Registration No.	3202060001321XX
Social Credit Code	9132020068533438XX
Date of Establishment	2009-02-16
Legal Form	Limited Liabilities Company (Sino-Foreign Joint Venture)
Registered Capital	CNY 5,000,000.00

Name (Chinese)	英格索兰（上海）贸易有限公司
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Name (English)	Club Car (Shanghai) Trading Co., Ltd
Country	China
Legal Representative	EVELINE YU-MAN KO
Registration No.	3100004004529XX
Social Credit Code	9131000071786269XX
Date of Establishment	2006-01-09
Legal Form	Limited Liabilities Company (Foreign Invested)
Registered Capital	USD 5,000,000.00

## 5.8. CREDIT RECORDS

-	Supplier Name	Product Supplied	Cooperation Period	Payment History
1	Club Car (Shanghai) Trading Co., Ltd	Golf carts	-	Prompt

Supplier Name	英格索兰（上海）贸易有限公司
Name (English)	Club Car (Shanghai) Trading Co., Ltd
Country	China
Product Supplied	Golf carts
Payment History	Prompt
Date of Interview	2017-06-29
Position	Sales staff
Tel	(86 21) 222161XX
Comment	The above referee confirmed Subject is one of the above company's agents and Subject made payments on time.

## 5.9. ELECTRICITY CONSUMPTION RECORD

No electricity consumption record for Subject could be obtained as the electricity consumer may not be filed under Subject's name.

## 6. QUALIFICATIONS

### 6.1. EXPORT/IMPORT PERMIT

EXPORT/IMPORT PERMIT	No
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### 6.2. EMPLOYEES

Date	2017-06-29
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Employee Number	10
Management	2
OTHER INFORMATION	The above employee information was confirmed by SC's staff.

### 6.3. WEBSITE/S

-	Website	Name	File No	Registrant
1	<a href="http://www.SAMPLE.com">www.SAMPLE.com</a>	SAMPLE TRADING (BEIJING) CO., LTD.	-	-

Website	<a href="http://www.SAMPLE.com">www.SAMPLE.com</a>
Country	China
Status	Operational
Name	SAMPLE TRADING (BEIJING) CO., LTD.
Sponsor Name	SAMPLE TRADING (BEIJING) CO., LTD.
Source	Public channels

## 7. FINANCIAL INFORMATION

### 7.1. HISTORICAL FINANCIAL ABSTRACT (UNIT: CNY 1,000)

	2012	2013	2014
Total Profit	30.63	33.39	39.61
Net Profit	17.85	30.02	35.62
Income Tax	12.78	3.37	3.99

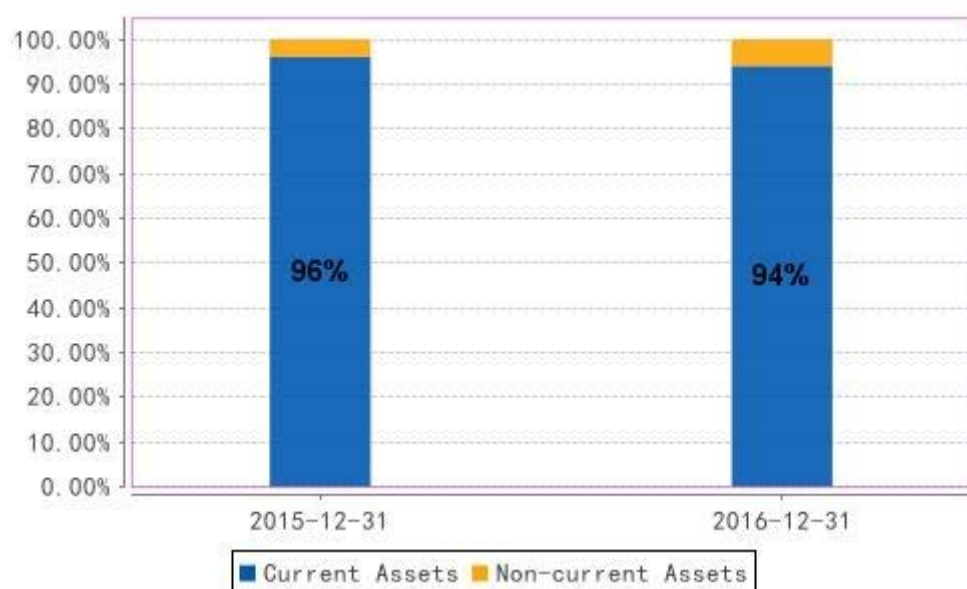
### 7.2. DETAILED FINANCIAL INFORMATION (UNIT: CNY 1,000)

Financial Notes: Due to the lack of a clear government policy regarding the transparency of enterprise financial information, some financial items might be missing in the financial statements, causing possible inequality between the sum of the provided items and the provided total numbers.

#### Assets

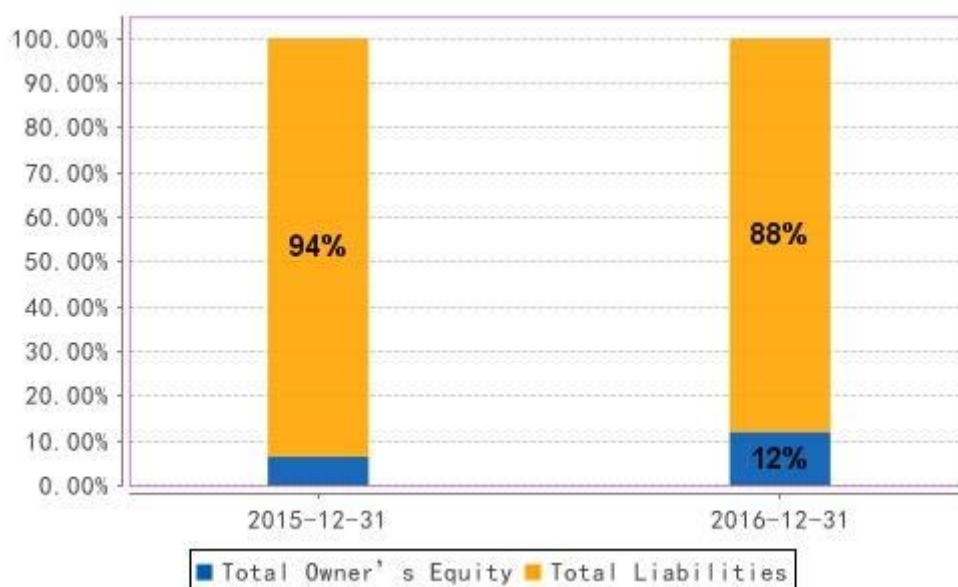
Year	2015-12-31	2016-12-31
Report Type	Annual Report	Annual Report
Statement Type	Individual	Individual
Source	Tax Bureau	Tax Bureau
Audited or Not	Unknown	Unknown
Cash and Equivalents	688	22
Accounts receivable	1,534	792

Advances to Suppliers	702	1,014
Other Accounts Receivable	213	62
Inventories	1,255	924
Total Current Assets	4,392	2,814
Fixed Assets	177	177
Total Non-Current Assets	177	177
Total Assets	4,569	2,991



### Liabilities

Year	2015-12-31	2016-12-31
Accounts Payable	1,288	934
Taxes Payable	20	-6
Other Accounts Payable	2,967	1,703
Total Current Liabilities	4,275	2,631
Total Non-Current Liabilities	0	0
Total Liabilities	4,275	2,631
Share Capital (Paid-in Capital)	100	100
Undistributed Profits	194	260
Total Owner's Equity	294	360
Total Liabilities and Owner's Equity	4,569	2,991



### Income Statement

Year	2015-12-31	2016-12-31
Operating Income	4,251	3,297
Operating Costs	3,879	2,914
Taxes and Associate Charges	3	6
Operating Gross Profit	369	377
Operating Expenses	215	47
Administrative Expenses	91	257
Financial Expenses	1	1
Operating Profit	62	72
Total Profit	62	72
Income Tax	6	7
Net Profit	56	65

### 7.3. GROWTH RATE OF MAJOR FINANCIALS

	2015	Growth (%)	2016
Operating Income	4,251	-22.44	3,297
Total Assets	4,569	-34.54	2,991
Working Capital	117	56.41	183
Total Profit	62	16.13	72
Net Profit	56	16.07	65



Total Liabilities	4,275	-38.46	2,631
Total Owner's Equity	294	22.45	360
Total Current Assets	4,392	-35.93	2,814
Total Current Liabilities	4,275	-38.46	2,631
Fixed Assets	177	0	177

## 7.4. IMPORTANT RATIOS

<b>Profitability</b>	<b>2015</b>	<b>2016</b>
Return on net assets (%)	19.05	18.06
Return on total assets (%)	1.23	2.17
Net profit margin (%)	1.32	1.97
Gross Profit Margin (%)	8.68	11.43
<b>Operation capacity</b>	<b>2015</b>	<b>2016</b>
Turnover of total assets	0.93	1.10
Turnover of current assets	0.97	1.17
Turnover of accounts receivable	2.77	4.16
Turnover Days of Accounts Receivable	129.91	86.48
<b>Solvency</b>	<b>2015</b>	<b>2016</b>
Liabilities to assets ratio (%)	93.57	87.96
Current ratio	1.03	1.07
Quick ratio	0.73	0.72
<b>Development capacity</b>	<b>2015</b>	<b>2016</b>
Yearly Growth of Operating Income (%)	-	-22.44
Yearly growth of gross profit (%)	-	2.17
Yearly growth of total assets (%)	-	-34.54

## 7.5. FINANCIALS & ANALYSIS

Financial Notes	<ol style="list-style-type: none"> <li>1. SC's paid in capital of 2015 is inconsistent with the current registered capital due to the registered capital increase.</li> <li>2. SC's paid in capital of 2016 is inconsistent with the current registered capital as its registered capital is not fully invested.</li> </ol>
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## 8. INDUSTRY INFORMATION

### 8.1.INDUSTRY CODE

SIC (China)	5199, Other Unlisted Wholesale Industry 【Major】
ISIC	4669, Wholesale of other products, waste and scrap n.e.c.
NACE	46.67, Wholesale of other products, waste and scrap n.e.c.

### 8.2.INDUSTRY FINANCIAL AVERAGE

-	2015	Subject	Best (10%)	Average	Worst(10%)
Solvency	Liabilities to Assets Ratio (%)	93.57	59.95	70.85	98.10
	Current ratio	1.03	2.15	1.29	0.64
	Quick ratio	0.73	1.34	0.81	0.40
Development Capacity	Yearly Growth of Operating Income (%)	-	22.32	5.40	-14.61
	Yearly Growth of Gross Profit (%)	-	23.22	5.04	-18.64
	Yearly Growth of Total Assets (%)	-	20.52	7.92	-20.71
Profitability	Return on net assets (%)	19.05	14.40	6.93	-10.36
	Return on total assets (%)	1.23	7.56	3.36	-7.85
	Gross profit margin (%)	8.68	13.59	2.97	0.18
Operation Capacity	Turnover of total assets	0.93	3.78	1.53	0.27
	Turnover of current assets	0.97	6.57	2.97	1.08
	Turnover days of accounts receivable	129.91	16.49	31.90	109

Note: the figures marked with RED means Subject's performance is worse than the industry worst 10% and the figures marked with GREEN means Subject's performance is better than industry best 10%.

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