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**SAMPLE** 

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# **COMPANY CREDIT INVESTIGATION REPORT**

Subject: Zhejiang Linhua Chemical Co., Ltd.

Your Reference: 321654 Unicredit Reference: AD-215309 Date Prepared: June 30, 2008

# Harbin Dolphin Trading Co.,Ltd.

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Inquiry on Zhejiang Linhua Chemical Co., Ltd.

Address Inquired on 1 Yongning Road, Lin'an Economic & Technological Development

Zone, Hangzhou, Zhejiang

Phone -------Fax -------

# **IDENTIFICATION**

Company Name Zhejiang Linhua Chemical Co., Ltd.

Registered Address 1 Yongning Road, Lin'an Economic & Technological Development

Zone, Hangzhou, Zhejiang

Operating Address 1 Yongning Road, Lin'an Economic & Technological Development

Zone, Hangzhou, Zhejiang

Phone +86-571-86812708 Fax +86-571-86812709

URL <u>www.linhua.com.cn</u> Email <u>services@linhua.com.cn</u>

## **CREDIT OPINION**

A credit line of CNY 14,695,000 could be considered.

## **SUMMARY**

Legal Representative Lin Xinjie, Board Chairman

Annual Revenue CNY 512,438,000 (Year of 2007)

Net Income CNY 122,638,000 (As of December 31, 2007)

Credit Rating A

Line of Business Manufacture and sale of daily-used chemical goods

Industry Code 2671, Manufacture of chemical reagent

Number of Employees 575

## STATUTORY INFORMATION

Legal Status Joint Stock Company Incorporation Date November 23, 1998

Registered in Zhejiang Provincial Administration for Industry and Commerce

Business Registration No. 3300002998741 Registered Capital CNY 85,000,000

Capital Verification Agency Zhejiang Huarui Certified Public Accountant

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Taxation Registration No. 330112750966305

Customs Registration No. 3301257960

Legal Business Scope Manufacture, sale, import and export of organic silicon and

organic fluorin fine goods (exclude chemical hazardous goods), surface-active agent, textile dyeing reagent and other

auxiliary materials.

Operation Period November 23, 1998-November 23, 2018

Import & Export License Yes (Self-running) (issued by Ministry of Foreign Trade and

Economic Cooperation in July 1999)

#### **SHAREHOLDER**

Name	Investment	% Ownership
Zhejiang Linhua Group Co., Ltd.	55,250,000	65%
Zhejiang Technological Investment Co., Ltd.	12,750,000	15%
Zhejiang Hongrui Industry Co., Ltd.	8,500,000	10%
Zhejiang Huaxin Investment Management Co., Ltd.	4,250,000	5%
Hangzhou Lida International Trade Co., Ltd.	4,250,000	5%
Total	85,000,000	100%

<sup>\*</sup> Currency reported: China yuan Renminbi (CNY)

#### **BRANCHES**

Shanghai Branch

Address: 1289 Xianglin Road, Xuhui District, Shanghai

Phone: 86 21 52697855 Executive: LIU Heng

Shenzhen Branch

Address: Room 2012, Meiling Technology Building, 5525 Shennan Zhonglu, Futian

District, Shenzhen

Phone: 86 755 82665969 Executive: LIU Junsheng

#### **FINANCIAL**

Balance Sheet ( '000)		
	12/31/2006	12/31/2007

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Current assets	129,855	152,903
Including: Cash & Bank	38,307	35,762
Accounts receivable	48,199	56,268
Payment in advance	5,940	7,025
Inventories	25,062	29,411
Other current assets	12,347	24,437
Total fixed assets	45,098	44,836
Including: Fixed assets-net value	44,045	44,836
Construction in progress	1,053	0
Long-term investments	856	752
Intangible and deferred assets	1,142	1,059
Total assets	176,951	199,550
	=======	======
Current liabilities	69,438	76,912
Including: Short-term loans	30,000	45,500
Accounts payable	13,275	11,734
Advances from customers	6,552	9,651
Others payable	10,785	6,852
Other current liabilities	8,826	3,175
Long-term liabilities	8,728	0
Including: Long-term loans	8,728	0
Total liabilities	78,166	76,912
Total shareholders' equity	98,785	122,638
Including: Paid-up capital	85,000	85,000
Capital surplus	142	142
Surplus reserve	3,109	5,527
Undistributed profits	10,534	31,969
Total liabilities and shareholders' equity	176,951	199,550
	=======	=======

Income Statement (CNY '000)	Year 2006	Year 2007	
Principal operating income	485,607	512,438	
Less: Cost of sales	376,255	380,526	
Principal operating tax and the additional	1,722	1,904	
CHINAWHY			



Principal operating profit	107,630	130,008
Add: Other operating profit	851	642
Less: Selling expense	36,712	45,144
General and administrative expense	25,448	30,179
Financial expense	1,016	1,430
Operating profit	45,305	53,897
Add: Investment income	175	196
Subsidy	1,850	2,248
Non-operating income	52	17
Less: Non-operating expense	112	305
Gross profit/loss	47,270	56,053
Less: Income tax	16,133	19,011
Net position	31,137	37,042
Key Financial Ratio	12/31/2006	12/31/2007
Current Ratio		
(Current assets/Current liabilities)	1.87	1.99
Quick Ratio		
(Current assets- Inventories/Current liabilities)	1.51	1.61
Liabilities/Assets		
(Liabilities/Total assets)	0.44	0.39
Current Assets Turnover		
(Principal operating income/Current assets)	3.74	3.35
Total Assets Turnover		
(Principal operating income/Total assets)	2.74	2.57
Inventory Turnover		
(Cost of sales/ Inventories)	15.01	12.94
Accounts Receivable Turnover		
(Principal operating income/ Accounts		
receivable)	10.08	9.11
Average Collection Period		
(360days/Accounts Receivable Turnover)	36	40
Profitability		
(Gross profits /Principal operating income	9.73	10.94
x100%)		
Return on Equity		
(Net profits/ Total shareholders' equity x 100%)	31.33	30.20
Return on Assets		
(Net profits/ Total assets x 100%)	17.54	18.56

#### **FINANCIAL ANALYSIS**

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## Solvency

Subject's long-term solvency is very strong and its short-term solvency is above average in its line. Its short-term realizable ability is fairly strong and asset security is high.

## **Turnover**

Subject's ability of turning over inventory is fairly high and ability of turning over funds is strong. Subject's accounts receivables are good.

# **Profitability**

Subject's profitability is very strong.

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