

中国商贸

Sample Report For Reference Only

Preliminary Company Analysis
Sample A Co. Ltd.
Client XXXXX

December, 2003
China Trade Consultants
Your Business Connection

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Sample A Introduction

- Project Segment
 - Phase 1 Section 3: Company Analysis
- Target Company Selections Made

Sample A

Presentation Outline

- Sample A
 - General Information
 - Suppliers & Customers
 - Financials
 - Conclusions
 - Action

Sample A Sample A General Information

- Overview
- Details
- Location
- Background
- History
- Factory
- Equipment
- Suppliers & Customers

Sample A Overview

- Ownership: Limited Company
- xxxxxxxxxxxx Group 56%
 - Name Has Changed But Not Registered
- Controlled by Mr. xxxxxxxxxxxx
- 24% xxxxxxxx
- 20% xxxxxxxx
- Location: Jiangsu
- Sectors
 - Weaver, Finisher, Bonder
- Products:
 - Bedding, Quilts, Bedspreads, Blankets etc.
- Sales: US\$12.95 m
- Reputation: Outstanding
- Trends: Trending Up

Sample A

Company Details

- Location
 - Jiangsu Province
- Tongzhou City 226301
 - xxxxxxxxxxxxxxxxxxxx
- Contact
 - Mr. XXXXX
- Chairman & General Manager
 - Formerly Founder & GM at xxxxxx Group
- Group Has Home Textiles Interests in Tongzhou
 - Born 1965
 - Tel: +86 (0)xxxxxxxxxx
 - Fax: +86 (0)xxxxxxxxxx
 - Email: xxxxxxxxx
 - Web: www.xxxxxxxx.com

Sample A Location

- Tongzhou City, Northeastern Jiangsu
 - By Yangtze River & Yellow Sea
- Population 1.29 m
 - Road, Rail & Air
- Roads Include 204 National Road & Nintong Highway
 - Sutong Bridge will Allow Travel to Shanghai in 1.5 hrs.
- Rail Link Under Construction
- Nantong Airport 6km from City
 - Ports
- Nantong Port 30km from City
- Tongzhou Port District Served by Yangtze
 - Investment Supported by Govt. Service Centre
- A National Science & Technology Advanced City
- Over 1,000 Textile Enterprises
- Tongzhou Economic Development Zone
- Incentives
 - Land Use Benefits if Over US\$5 m
 - Various Tax Incentives

Sample A Background

- Scope of Business Scope of Business
 - 70% of Sales from Bedspreads & Cushions 70% of Sales from Bedspreads & Cushions
- Bedspreads, Curtains, Cushions, Blankets, Quilts, Bedspreads, Curtains, Cushions, Blankets, Quilts, Turkish Towels
 - Bedspreads 200,000 p.a. Bedspreads 200,000 p.a.
 - Stamping Bedspread (3 Stamping Bedspread (3-4 Piece) 300,000 p.a. 4 Piece) 300,000 p.a.
 - Stitch Out Quilt 300,000 p.a. Stitch Out Quilt 300,000 p.a.
 - Tablecloths & Curtains 300,000 p.a. Tablecloths & Curtains 300,000 p.a.
 - Curtains 400,000 Curtains 400,000
 - Blankets 1 m p.a. Blankets 1 m p.a.
- Product Categories Product Categories
 - SIC: 2299 (Textile Goods), ICNEA: 175 SIC: 2299 (Textile Goods), ICNEA: 175
- 380Employees (Head Office) 380Employees (Head Office)
 - 16 Management, 80 Technical, 16 Management, 80 Technical, 20 Sales, 10 Quality Control Staff

Sample A History

- Established 1997
 - Mainly Using Sub-Contractors
- 1998 1998
 - Set Up Own Plant
- 1999 1999
 - Started Expansion of Plant
 - Gained Import/Export Rights
- 2001
 - Gained ISO9001-2000
 - Award
- “Famous Brand Product of Township in Jiangsu”
- 2003
 - Registered xxxxx (Group) Ltd. In USA

Sample A

Branches & Subsidiaries

- XXXXXXXXX Textiles Ltd.
 - Nantong
- XXXXXXXXXXX Textile Ltd.
 - Tongzhou
- 3 Subsidiaries in China
- 3 International Subsidiaries
 - USA
- XXXXX (Group) Ltd.
 - Yugoslavia
 - Rumania

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Sample A Business Plan

- Expansion Strategy
 - Subsidiaries and Joint Ventures
Planned to Boost Scale
- 50% Export Growth Target in 2003
- Export Value US\$11.6 m in 2002
 - US\$15m Jan-Aug 2003

Sample A Factory

- Ownership Ownership
 - Self Self-Owned Owned
- Location Location
 - Quite Good Quite Good
- Layout Layout
 - Average Average
- 15,000 M2 (Floorage) 15,000 M2 (Floorage)
 - 40,000 M2 (Total) 40,000 M2 (Total)
- Operational Status Operational Status
 - Active Active

Sample A Equipment

- 70 Sets Embroidery Machines
 - Knitting Gauge 24 cm, 20 cm, 17 cm etc.
- Automatic Cutting Machines
- Solid Fabric Cutting Machine
- Piping Machines
- Ironing Machines
- Automatic Packing Machines
- 6 Needle-Testing machines

Sample A

Suppliers & Customers

- Suppliers
 - Main Supplier Products
- Cloth, Mesopore Cotton, Combed Cotton etc.
 - Main Supplier Regions
- Jiangsu, Zhejiang
 - E.g. xxxxxxxxxxxx Home Textiles Ltd.
- Customers
 - Exports 90%
- USA, Japan, South Korea, Yugoslavia, Rumania, USA, Russia, France, UK, Brazil, UAE, Switzerland, Russia, France, UK, Brazil, UAE, Switzerland, Czechoslovakia etc.
 - Domestic Sales
- Mainly Hotels

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Sample A Financials

- Balance Sheet
- Income Statement
- Financial Ratios
- Bank & Litigation report
- Independent Rating

Sample A

Balance Sheet

Summary 12/2002

- Registered Capital RMB20.48 m
- Total Assets RMB59.04 m
 - Current Assets RMB41.142 m
 - Fixed Assets RMB6.79 m
 - Intangible & Other Assets RMB16,000
- Total Liabilities & Shareholder Equity RMB59.04m
 - Current Liabilities RMB32.268 m
 - Long Long-Term Liabilities RMB37,000
 - Shareholder Equity RMB26.735 m

Sample A

Income Statement

- Income from Main Operations
RMB107.486 m
 - Cost of Sales RMB100.731 m
 - Business Taxes etc. RMB1.262 m
- Profit RMB5.493 m
 - Profit After Tax N/A

Sample A

Financial Ratios

- Current Ratio
 - xxx
- Quick Ratio
 - xxx
- Asset/Liability
 - xxx
- Current Assets Turnover Times
 - xxx
- Total Assets Turnover Times
 - xxx
- Return on Assets
 - xxx
- Return on Equity
 - xxx
- Profit Ratio
 - xxx
- Inventory Turnover
 - xxx
- Accounts Receivable Turnover
 - xxx

Sample A

Bank & Litigation Report

- Bank
 - Xxxxx Bank
- Account Since 1997
- Bank's Rating (2003)
 - None
- Bank's Opinion
 - Normal
 - Average Deposit
- Medium 6 Digits
- Litigation Report
 - None

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Sample A Independent Rating

- Management
 - 68%
- Financials
 - 74%
- Business
 - 55%
- Overall Evaluation
 - 70%
- Credit Rating
 - BB (70-79%)

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Sample A Conclusions

- Medium Size Private Company
- Very Well Respected
- Export Experience
 - Including USA
- Actively Seeking Joint Ventures
- Seeking to Expand Exports By 50%
- May Have Co-operation Interest
- Good Local Government Support for FDI for FDI
- Overall Business Rating: Good

Sample A

Further Action

- Report
 - Research to be Completed
 - Feedback

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For Further Information

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