

## MIRA INFORM REPORT

<b>Report No. :</b>	534817
<b>Report Date :</b>	19.10.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	SHANDONG SAITE NEW MATERIAL CO., LTD.
<b>Registered Office :</b>	No. 60 Houzhuang Road, Guoli Town, Huantai County, Shandong Province 255000 PR
<b>Country :</b>	China
<b>Financials (as on) :</b>	30.06.2018
<b>Date of Incorporation :</b>	25.04.2001
<b>Com. Reg. No.:</b>	913703007267095375
<b>Legal Form :</b>	Shares Limited Company
<b>Line of Business :</b>	Manufacturing and selling of special fiber hygiene products; biopharmaceutical research and development, sales and technical services; selling prepackaged food, dairy products, textiles, knitwear and raw materials, clothing and other household goods, shoes and hats, cosmetics, kitchen utensils, toilet utensils and household groceries, lamps and decorations, household appliances, nutrition and health products, wine, beverages and tea, sports goods and equipment, handicrafts and collectibles, literature Chemical products, chemical products, hardware products, electrical equipment, computers, computer software and ancillary equipment, communications and radio and television equipment, medical supplies and equipment; importing and exporting goods and technology; biotechnology extension service.
<b>No. of Employees :</b>	59

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

**MIRA's Rating :** A+

Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

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<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

**NOTES:**

Any query related to this report can be made on e-mail: while quoting report number, name and date.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
China	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**CHINA - ECONOMIC OVERVIEW**

Since the late 1970s, China has moved from a closed, centrally planned system to a more market-oriented one that plays a major global role. China has implemented reforms in a gradualist fashion, resulting in efficiency gains that have contributed to a more than tenfold increase in GDP since 1978. Reforms began with the phaseout of collectivized agriculture, and expanded to include the gradual liberalization of prices, fiscal decentralization, increased autonomy for state enterprises, growth of the private sector, development of stock markets and a modern banking system, and opening to foreign trade and investment. China continues to pursue an industrial policy, state support of key sectors, and a restrictive investment regime. From 2013 to 2017, China had one of the fastest growing economies in the world, averaging slightly more than 7% real growth per year. Measured on a purchasing power parity (PPP) basis that adjusts for price differences, China in 2017 stood as the largest economy in the world, surpassing the US in 2014 for the first time in modern history. China became the world's largest exporter in 2010, and the largest trading nation in 2013. Still, China's per capita income is below the world average.

In July 2005 moved to an exchange rate system that references a basket of currencies. From mid-2005 to late 2008, the renminbi (RMB) appreciated more than 20% against the US dollar, but the exchange rate remained virtually pegged to the dollar from the onset of the global financial crisis until June 2010, when Beijing announced it would resume a gradual appreciation. From 2013 until early 2015, the renminbi held steady against the dollar, but it depreciated 13% from mid-2015 until end-2016 amid strong capital outflows; in 2017 the RMB resumed appreciating against the dollar – roughly 7% from end-of-2016 to end-of-2017. In 2015, the People's Bank of China announced it would continue to carefully push for full convertibility of the renminbi, after the currency was accepted as part of the IMF's special drawing rights basket. However, since late 2015 the Chinese Government has strengthened capital controls and oversight of overseas investments to better manage the exchange rate and maintain financial stability.

The Chinese Government faces numerous economic challenges including: (a) reducing its high domestic savings rate and correspondingly low domestic household consumption; (b) managing its high corporate debt burden to maintain financial stability; (c) controlling off-balance sheet local government debt used to finance infrastructure stimulus; (d) facilitating higher-wage job opportunities for the aspiring middle class, including rural migrants and college graduates, while maintaining competitiveness; (e) dampening speculative investment in the real estate sector without sharply slowing the economy; (f) reducing industrial overcapacity; and (g) raising productivity growth rates through the more efficient allocation of capital and state-support for innovation. Economic development has progressed further in coastal provinces than in the interior, and by 2016 more than 169.3 million migrant workers and their dependents had relocated to urban areas to find work. One consequence of China's population control policy known as the "one-child policy" - which was relaxed in 2016 to permit all families to have two children - is that China is now one of the most rapidly aging countries in the world. Deterioration in the environment - notably air pollution, soil erosion, and the steady fall of the water table, especially in the North - is another long-term problem. China continues to lose arable land because of erosion and urbanization. The Chinese Government is seeking to add energy production capacity from sources other than coal and oil, focusing on natural gas, nuclear, and clean energy development. In 2016, China ratified the Paris Agreement, a multilateral agreement to combat climate change, and committed to peak its carbon dioxide emissions between 2025 and 2030.

The government's 13th Five-Year Plan, unveiled in March 2016, emphasizes the need to increase innovation and boost domestic consumption to make the economy less dependent on government investment, exports, and heavy industry. However, China has made more progress on subsidizing innovation than rebalancing the economy. Beijing has committed to giving the market a more decisive role in allocating resources, but the Chinese Government's policies continue to favor state-owned enterprises and emphasize stability. Chinese leaders in 2010 pledged to double China's GDP by 2020, and the 13th Five Year Plan includes annual economic growth targets of at least 6.5% through 2020 to achieve that goal. In recent years, China has renewed its support

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for state-owned enterprises in sectors considered important to "economic security," explicitly looking to foster globally competitive industries. Chinese leaders also have undermined some market-oriented reforms by reaffirming the "dominant" role of the state in the economy, a stance that threatens to discourage private initiative and make the economy less efficient over time. The slight acceleration in economic growth in 2017—the first such uptick since 2010—gives Beijing more latitude to pursue its economic reforms, focusing on financial sector deleveraging and its Supply-Side Structural Reform agenda, first announced in late 2015.

Source : CIA

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## **COMPANY NAME AND ADDRESS**

<b>COMPANY NAME</b>	Shandong Saite New Material Co., Ltd.
<b>CURRENT ADDRESS/ REGISTERED ADDRESS</b>	No. 60 Houzhuang Road, Guoli Town, Huantai County, Shandong Province 255000 PR China
<b>TEL. NO.</b>	86 (0) 533-7975597/7975596
<b>FAX NO.</b>	86 (0) 533-7975598

## **EXECUTIVE SUMMARY**

DATE OF REGISTRATION	: APRIL 25, 2001
REGISTRATION NO.	: 913703007267095375
LEGAL FORM	: SHARES LIMITED COMPANY
CHIEF EXECUTIVE	: JIA LI (LEGAL REPRESENTATIVE)
REGISTERED CAPITAL	: CNY 85,098,000
STAFF	: 59
BUSINESS CATEGORY	: MANUFACTURING & TRADING
REVENUE	: CNY 26,898,000 (JAN. 1, 2018 TO JUN. 30, 2018)
EQUITIES	: CNY 173,013,000 (AS OF JUN. 30, 2018)
WEBSITE	: <a href="http://www.saitenm.com">www.saitenm.com</a>
E-MAIL	: <a href="mailto:saites@saitenm.com">saites@saitenm.com</a>
PAYMENT	: REGULAR
MARKET CONDITION	: AVERAGE
FINANCIAL CONDITION	: FAIRLY STABLE
OPERATIONAL TREND	: FAIRLY STEADY
GENERAL REPUTATION	: AVERAGE

### **Adopted abbreviations (as follows)**

**SC** - Subject Company (the company inquired by you)

**N/A** – Not available

**CNY** – China Yuan Ren Min Bi

## **OPERATIONAL TREND & GENERAL REPUTATION**

This section aims at indicating the relative positions of SC in respect of its operational trend & general reputation

**Operational Trend:-**

Upward  
Steady  
Fairly Steady  
Ordinary  
Fair  
Stagnant  
Downward  
Not known  
Not yet be determined

**General Reputation:-**

Excellent  
Good  
Fairly Good  
Average  
Fair  
Detrimental  
Not known  
Not yet be determined

## **LEGAL STATUS & HISTORY**

SC was established as shares limited company of PRC with State Administration of Industry & Commerce (SAIC) under unified social credit code: 913703007267095375.

SC's Import and Export Enterprise Code: 3700726709537

SC's registered capital: CNY 85,098,000

SC's paid-in capital: CNY 85,098,000

**Registration Change Record:-**

Date	Change of Contents	Before the change	After the change
2014-10-27	Registered Capital	CNY 31,090,000	CNY 36,490,000
2015-3-11	Registered Capital	CNY 36,490,000	CNY 45,040,000
2015-3-24	Registered Capital	CNY 45,040,000	CNY 45,460,000
2016-3-9	Registered Capital	CNY 45,460,000	CNY 65,460,000
2016-5-12	Registered Capital	CNY 65,460,000	CNY 85,098,000

**Current Co search indicates SC's shareholders & chief executives are as follows:-**

Name of Shareholder (s) (As of June 30, 2018)	% of Shareholding
Zibo Haite Imp. & Exp. Co., Ltd.	17.06
Liu Yibin	11.12
Jia Li	7.83
Beijing Tianxing Zhiyuan Investment Centre (Limited Partnership)	6.11
Cao Xin	3.59
Dong Yunpeng	3.06

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Bangneng Equity investment fund (Shanghai) Co., Ltd.	2.38
Wang Wenguang	1.84
Dai Zhongwen	1.73
Zhang Wenjun	1.66
Other Shareholders	43.62

**SC's Chief Executives:-**

Position	Name
Legal Representative and Chairman	Jia Li
General Manager	Wu Chen
Deputy General Manager	Gu Jiayu

**RECENT DEVELOPMENT**

SC was listed on the new three board stock market, and the stock code is 833225.

**SHAREHOLDER CHART & BACKGROUND**

Name (As of June 30, 2018)	% of Shareholding
Zibo Haite Imp. & Exp. Co., Ltd.	17.06
Liu Yibin	11.12
Jia Li	7.83
Beijing Tianxing Zhiyuan Investment Centre (Limited Partnership)	6.11
Cao Xin	3.59
Dong Yunpeng	3.06
Bangneng Equity investment fund (Shanghai) Co., Ltd.	2.38
Wang Wenguang	1.84
Dai Zhongwen	1.73
Zhang Wenjun	1.66
Other Shareholders	43.62

Zibo Haite Imp. & Exp. Co., Ltd.  
-----

Date of Registration: August 31, 1998  
Registration No.: 91370303706022906P  
Chief Executive : Jia Li  
Registered Capital: CNY 6,060,000

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## **MANAGEMENT**

### **Jia Li, Legal Representative and Chairman**

- Gender: F
- Nationality: China
- Age: 59
- Qualification: University
- Working experience (s):

At present, working in SC as legal representative and chairman  
Also working in Zibo Haite Imp. & Exp. Co., Ltd. as legal representative

### **Wu Chen, General Manager**

- Gender: M
- Nationality: China
- Age: 32
- Qualification: University
- Working experience (s):

At present, working in SC as general manager, also working in Shandong Lepu Electrical Technology Co., Ltd. as legal representative

### **Gu Jiayu, Deputy General Manager**

- Gender: M
- Nationality: China
- Age: 36
- Qualification: University
- Working experience (s):

At present, working in SC as deputy general manager

## **BUSINESS OPERATION**

SC's registered business scope includes manufacturing and selling special fiber hygiene products; biopharmaceutical research and development, sales and technical services; selling prepackaged food, dairy products, textiles, knitwear and raw materials, clothing and other household goods, shoes and hats, cosmetics, kitchen utensils, toilet utensils and household groceries, lamps and decorations, household appliances, nutrition and health products, wine, beverages and tea, sports goods and equipment, handicrafts and collectibles, literature Chemical products, chemical products, hardware products, electrical equipment, computers, computer software and ancillary equipment, communications and radio and television equipment, medical supplies and equipment; importing and exporting goods and technology; biotechnology extension service.

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SC is mainly engaged in manufacturing and selling special fiber hygiene products.

Brand: Saite

SC's products mainly include: sanitary napkins, etc.

SC sources its materials 100% from domestic market. SC sells 60% of its products in domestic market, and 40% to overseas market, mainly India, etc.

The buying terms of SC include Check, T/T and Credit of 30-60 days. The payment terms of SC include T/T, L/C and Credit of 30-60 days.

**\*Major Customers\***

=====  
B O International Connecti  
Worldlook Beauty Ltd.  
American Home Stores Ltd.  
Jojab International Ventures  
Shandong Dechenjin International Trade Co., Ltd.

**\*Major Suppliers\***

=====  
Qingdao Hanzhu Ecological Textile Co., Ltd.  
Zibo Tongxin Color Printing Package Co., Ltd.

**Staff & Office:**

-----  
SC is known to have approx. 59 staff at present.  
SC owns an area as its operating office and factory, but the detailed information is unknown.

## ***RELATED COMPANY***

**SC is known to have a subsidiary at present,**

Shandong Lepu Electrical Technology Co., Ltd.  
-----

Date of Registration: July 20, 2018  
Registration No.: 91370321MA3M6HQR8H  
Chief Executive : Wu Chen  
Registered Capital: CNY 3,000,000

## **PAYMENT**

### **Overall payment appraisal:**

( ) Excellent ( ) Good (X) Average ( ) Fair ( ) Poor ( ) Not yet be determined

The appraisal serves as a reference to reveal SC's payments habits and ability to pay. It is based on the 3 weighed factors: Trade payment experience (through current enquiry with SC's suppliers), our delinquent payment and our debt collection record concerning SC.

**Trade payment experience:** SC's supplier refused to make any comments.

**Delinquent payment record:** None in our database.

**Debt collection record:** No overdue amount owed by SC was placed to us for collection within the last 6 years.

## **BANKING**

### **Basic Bank:**

Bank of China Huantai Sub-branch

AC#: 241605610279

## **FINANCIALS**

### **Balance Sheet**

Unit: CNY'000

	<b>As of Dec. 31, 2017</b>	<b>As of Jun. 30, 2018</b>
Cash	10,146	10,512
Notes receivable & Accounts receivable	31,116	27,270
Advances to suppliers	10,599	10,355
Other receivable	20,485	19,533
Inventory	23,244	25,587
Prepaid expenses	0	0
Other current assets	20,000	20,000
	-----	-----
Current assets	115,590	113,257
Fixed assets	30,265	30,993
Construction in progress	22,086	22,116
Intangible assets	20,423	19,473
Long-term prepaid expenses	0	0
Deferred income tax assets	818	817
Other non-current assets	0	0
	-----	-----
Total assets	189,182	186,656

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Short-term loans	7,000	9,180
Notes payable & Accounts payable	7,057	2,500
Wages payable	78	174
Taxes payable	2,279	1,470
Advances from clients	574	26
Other payable	525	293
Accrued expenses	0	0
Other current liabilities	0	0
<b>Current liabilities</b>	<b>17,513</b>	<b>13,643</b>
<b>Non-current liabilities</b>	<b>0</b>	<b>0</b>
<b>Total liabilities</b>	<b>17,513</b>	<b>13,643</b>
<b>Equities</b>	<b>171,669</b>	<b>173,013</b>
<b>Total liabilities &amp; equities</b>	<b>189,182</b>	<b>186,656</b>

**Income Statement**

Unit: CNY'000	As of Dec. 31, 2017	From Jan. 1, 2018 to Jun. 30, 2018
Revenue	66,427	26,898
Cost of sales	47,011	19,984
Taxes and surcharges	487	38
Sales expense	4,036	1,405
Management expense	6,653	3,865
Finance expense	876	-73
Investment income	0	0
Non-operating income	346	6
Non-operating expense	3	0
Profit before tax	7,344	1,685
Less: profit tax	1,710	341
Profits	5,634	1,344

**Important Ratios**

	As of Dec. 31, 2017	As of Jun. 30, 2018
*Current ratio	6.60	8.30
*Quick ratio	5.27	6.43
*Liabilities to assets	0.09	0.07
*Net profit margin (%)	8.48	5.00
*Return on total assets (%)	2.98	0.72
*Inventory / Revenue x365/180	128 days	172 days
*Revenue / Total assets	0.35	0.14
*Cost of sales / Revenue	0.71	0.74

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## **FINANCIAL COMMENTS**

### **PROFITABILITY: AVERAGE**

- The revenue of SC appears average in its line.
- SC's net profit margin is fairly good.
- SC's return on total assets is average.
- SC's cost of sales is average, comparing with its revenue.

### **LIQUIDITY: AVERAGE**

- The current ratio of SC is maintained in a fairly good level.
- SC's quick ratio is maintained in a fairly good level.
- The inventory of SC appears large.
- The short-term loans of SC appear average.
- SC's revenue is in a fair level, comparing with the size of its total assets.

### **LEVERAGE: AVERAGE**

- The debt ratio of SC is low.
- The risk for SC to go bankrupt is average.

**Overall financial condition of the SC: Fairly Stable.**

## **CONCLUSIONS**

SC is considered medium-sized in its line with fairly stable financial conditions.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.48
UK Pound	1	INR 96.87
Euro	1	INR 84.98
CNY	1	INR 10.60

**Note:** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	DIV
<b>Report Prepared by :</b>	NIT

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)