

MIRA INFORM REPORT

Report No. :	534823
Report Date :	20.10.2018

IDENTIFICATION DETAILS

Name :	JIANGSU HANSOH PHARMACEUTICAL GROUP CO., LTD.
Registered Office :	Economic & Technology Development Zone, Lianyungang City, Jiangsu Province
Country :	China
Financials (as on) :	30.06.2018
Date of Incorporation :	26.07.1995
Com. Reg. No.:	913207006083959289
Legal Form :	Wholly Foreign-Owned Enterprise
Line of Business :	Manufacturing drugs; manufacturing pharmaceutical intermediates, research and development of new pharmaceutical products.
No. of Employees :	6,673

RATING & COMMENTS

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

MIRA's Rating :

A+

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

Status :	Good
Payment Behaviour :	Regular
Litigation :	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

COMPANY NAME Jiangsu Hansoh Pharmaceutical Group Co., Ltd.
CURRENT ADDRESS No. 9 Dongjin Road, Huaguoshan Aveune, Lianyungang City, Jiangsu Province 222000 PR China
REGISTERED ADDRESS Economic & Technology Development Zone, Lianyungang City, Jiangsu Province
TEL. NO. 86 (0) 518-83099518/83099500
FAX NO. 86 (0) 518-82342611

*****Note: SC's complete name should be the above stated one, instead of the given name - HANSOH PHARMA.**

EXECUTIVE SUMMARY

DATE OF REGISTRATION : JULY 26, 1995
UNIFIED SOCIAL CREDIT CODE : 913207006083959289
LEGAL FORM : WHOLLY FOREIGN-OWNED ENTERPRISE
CHIEF EXECUTIVE : LV AIFENG (LEGAL REPRESENTATIVE)
REGISTERED CAPITAL : CNY 400,000,000
STAFF : 6,673
BUSINESS CATEGORY : MANUFACTURING & TRADING
REVENUE : CNY 3,774,196,000 (Consolidated, JAN. 1, 2018 TO JUN. 30, 2018)
EQUITIES : CNY 5,571,827,000 (Consolidated, AS OF JUN. 30, 2018)
WEBSITE : www.hansoh.cn
E-MAIL : export@hansohpharma.com
PAYMENT : REGULAR
MARKET CONDITION : COMPETITIVE
FINANCIAL CONDITION : FAIRLY GOOD
OPERATIONAL TREND : 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 wholly foreign-owned enterprise of PRC with State Administration of Industry & Commerce (SAIC) under unified social credit code: 913207006083959289.

SC's registered capital: CNY 400,000,000

SC's paid-in capital: CNY 400,000,000

Registration Change Record:-

Date	Change of Contents	Before the change	After the change
2014-11-20	Registered Capital	CNY 37,800,000	CNY 125,800,000
2015-11-3	Registered Capital	CNY 125,800,000	CNY 867,436,134.01
2015-12-22	Registered Capital	CNY 867,436,134.01	CNY 100,000,000
	Legal Form	Shares Limited Company	Wholly foreign-owned enterprise
2016-9-1	Registered Capital	CNY 100,000,000	CNY 400,000,000
2018-5-8	Legal Representative	Cen Junda	Lv Aifeng

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

Name of Shareholder (s)	% of Shareholding
Hansoh Pharma International Limited (Hong Kong)	100

SC's Chief Executives:-

Position	Name
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Legal Representative and General Manager
Chairman
Director

Supervisor

Lv Aifeng
Zhong Huijuan
Sun Yuan
Zhong Shengli
Wu Wen
Xu Chuanhe
Zhang Chunlin

RECENT DEVELOPMENT

No recent development was found during our checks at present.

SHAREHOLDER CHART & BACKGROUND

Name	% of Shareholding
Hansoh Pharma International Limited (Hong Kong)	100

Date of Registration: December 3, 2015	
Registration No.: 2315430	
Legal Form: Private	

MANAGEMENT

Lv Aifeng, Legal Representative and General Manager

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

At present, working in SC as legal representative and general manager
Also working in Lianyungang Hansoh Biotechnology Co., Ltd. and Jiangsu Hengbang Pharmaceutical Co., Ltd.
as legal representative

Zhong Huijuan, Chairman

- Gender: F
- Certificate No.: D630983 (7)
- Qualification: University
- Working experience (s):

At present, working in SC as chairman

Also working in Jiangsu Hansoh Pharmaceutical Group Co., Ltd. and Jiangsu Hansoh Pharmaceutical Research Institute Co., Ltd. as legal representative

Director

Sun Yuan

ID# 320102198607031241

Zhong Shengli

Supervisor

Wu Wen

Xu Chuanhe

Zhang Chunlin

BUSINESS OPERATION

SC's registered business scope includes manufacturing drugs; manufacturing pharmaceutical intermediates, research and development of new pharmaceutical products.

SC is mainly engaged in manufacturing and selling drugs.



SC's products mainly include:

Vinorelbine Tartrate

Gemcitabine Hydrochloride

Pemetrexed Disodium

Olanzapine

Repaglinide

Etc.

SC sources its materials 90% from domestic market, mainly Jiangsu, and 10% from overseas market. SC sells 98% of its products in domestic market, and 2% to overseas market.

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

*Major Competitors:

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S&P Pharmaceutical Co., Ltd.

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Shanghai Pharmaceuticals Holding Co., Ltd.
Shanghai Fosun Pharmaceutical Group Co., Ltd.
Topsun Science And Technology Co., Ltd.
Livzon Pharmaceutical Group Inc.
Etc.

Staff & Office:

SC is known to have approx. 6,673 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 the following subsidiaries at present,

Shanghai Jiesen Medical Technology Co., Ltd.
Jiangsu Hengbang Pharmaceutical Co., Ltd.
Shanghai Hansen Biological Medicine Technology Co., Ltd.
Jiangsu Hengte Medicine Sales Co., Ltd.
Etc.

PAYMENT

Overall payment appraisal:

Excellent Good 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 did not provide any name of trade/service suppliers and we have no other sources to conduct the enquiry at present.

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 Communications Lianyungang Keiji Sub-branch
AC#: 327006012010123008885

FINANCIALS

Financial Summary (Consolidated)

Unit: CNY'000	As of Dec. 31, 2016	As of Dec. 31, 2017	As of Jun. 30, 2018
Total assets	4,820,951	5,874,048	7,243,265
Total liabilities	1,846,613	1,355,358	1,671,438
Equities	2,974,338	4,518,690	5,571,827
Unit: CNY'000	As of Dec. 31, 2016	As of Dec. 31, 2017	Jan. 1, 2018 to Jun. 30, 2018
Revenue	5,432,960	6,185,537	3,774,196
Profit before tax	1,804,278	1,932,791	1,278,031
Less: profit tax	328,244	337,318	235,724
Profits	1,476,034	1,595,473	1,042,307

Important Ratios

	As of Dec. 31, 2016	As of Dec. 31, 2017	As of Jun. 30, 2018
*Liabilities to assets	0.38	0.23	0.23
*Net profit margin (%)	27.17	25.79	27.62
*Return on total assets (%)	30.62	27.16	14.39
*Revenue/Total assets	1.13	1.05	0.52

FINANCIAL COMMENTS

PROFITABILITY: FAIRLY GOOD

- The revenue of SC appears good in its line.
- SC's net profit margin is fairly good.
- SC's return on total assets is fairly good.

LIQUIDITY: AVERAGE

- SC's revenue is in an average level, comparing with the size of its total assets.

LEVERAGE: FAIRLY GOOD

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

Overall financial condition of the SC: Fairly Good.

CONCLUSIONS

SC is considered large-sized in its line with fairly good financial conditions.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.44
UK Pound	1	INR 95.65
Euro	1	INR 84.17
CNY	1	INR 10.59

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

INFORMATION DETAILS

Analysis Done by :	NIY
Report Prepared by :	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)