

## MIRA INFORM REPORT

<b>Report No. :</b>	530807
<b>Report Date :</b>	21.09.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	ZOOMLION HEAVY MACHINERY CO., LTD.
<b>Registered Office :</b>	No. 16 Exi Road, Sanshan Economic Development Zone, Wuhu, Anhui Province 241080 PR
<b>Country :</b>	China
<b>Financials (as on) :</b>	31.12.2017
<b>Date of Incorporation :</b>	08.06.2011
<b>Unified Social Credit Code :</b>	91340200575745062A
<b>Legal Form :</b>	Shares Limited Company
<b>Line of Business :</b>	Subject registered business scope includes R&D, production, sales, repair and leasing of construction machinery, agricultural machinery, marine machinery, mining machinery, ships, machine tools, modified vehicles, special vehicles; manufacturing and selling parts and assemblies of engines, gearboxes, bridges, hydraulic electric control systems, machinery, ships and machine tools; operating and acting as an agent of importing and exporting various kinds of commodities and technology, excluding the goods forbidden by the government; brand design and promotion, intellectual property declaration agency, consulting services, advertising design, production, agency and release, conference and exhibition services, engineering survey and exploration services.
<b>No. of Employees :</b>	750

### RATING & COMMENTS

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

<b>MIRA's Rating :</b>	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Status :</b>	Satisfactory
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<b>Payment Behaviour :</b>	No Complaints
<b>Litigation :</b>	Clear

**NOTES :**

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**ECGC Country Risk Classification List**

<b>Country Name</b>	<b>Previous Rating (31.12.2017)</b>	<b>Current Rating (01.04.2018)</b>
China	A2	A1

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

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## 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

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**MIRA INFORM PRIVATE LIMITED**  
605, Palmspring, Near D'Mart, Link Road,  
Malad (West), Mumbai - 400 064. INDIA  
Tel : 91-22-40448000 (44 lines)  
Fax : 91-22-40448045 / 40448046  
E-mail : mira@mirainform.com  
info@mirainform.com  
Website : <http://www.mirainform.com>  
<http://www.miraglobalcheck.com>  
<http://www.miraglobalcollections.com>

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 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>	Zoomlion Heavy Machinery Co., Ltd.
<b>CURRENT ADDRESS/ REGISTERED ADDRESS</b>	No. 16 Exi Road, Sanshan Economic Development Zone, Wuhu, Anhui Province 241080 PR China
<b>TEL. NO.</b>	86 (0) 553-5621702/5631723
<b>FAX NO.</b>	86 (0) 553-5621702

## **EXECUTIVE SUMMARY**

DATE OF REGISTRATION	: JUNE 8, 2011
UNIFIED SOCIAL CREDIT CODE	: 91340200575745062A
LEGAL FORM	: SHARES LIMITED COMPANY
CHIEF EXECUTIVE	: YIN ZHENGFU (LEGAL REPRESENTATIVE)
REGISTERED CAPITAL	: CNY 1,200,000,000
STAFF	: 750
BUSINESS CATEGORY	: MANUFACTURING & TRADING
REVENUE	: CNY 777,274,000 (AS OF DEC. 31, 2017)
EQUITIES	: CNY 529,515,000 (AS OF DEC. 31, 2017)
WEBSITE	: <a href="http://www.zoomlion-hm.com">www.zoomlion-hm.com</a>
E-MAIL	: <a href="mailto:zoomlon@zoomlion-hm.com">zoomlon@zoomlion-hm.com</a>
PAYMENT	: NO COMPLAINTS
MARKET CONDITION	: COMPETITIVE
FINANCIAL CONDITION	: FAIR
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

General Reputation:-

Excellent

Good

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Fairly Steady	Fairly Good
Ordinary	Average
Fair	Fair
Stagnant	Detrimental
Downward	Not known
Not known	Not yet be determined
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: 91340200575745062A.

SC's Import and Export Enterprise Code: 3400575745062

SC's registered capital: CNY 1,200,000,000

SC's paid-in capital: CNY 1,200,000,000

### **Registration Change Record:-**

<b>Date</b>	<b>Change of Contents</b>	<b>Before the change</b>	<b>After the change</b>
2015-3-31	Legal Representative	Yin Tongyue	Yin Zhengfu
	Registered Capital	CNY 3,000,000,000	CNY 1,700,000,000
2015-8-12	Registered Capital	CNY 1,700,000,000	CNY 1,200,000,000
--	Registration No./ Unified Social Credit Code	340200000121676	91340200575745062A

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

<b>Name of Shareholder (s)</b>	<b>% of Shareholding</b>
Wuhu Ruitong Investment Co., Ltd.	9.99
Zoomlion Heavy Industry Science and Technology Co., Ltd.	67.51
Beijing Hongyi 2010 Equity Investment Center	22.5

### **SC's Chief Executives:-**

<b>Position</b>	<b>Name</b>
Legal Representative and Chairman	Yin Zhengfu
General Manager	Wang Jinfu
Director	Chen Wen
	Zhang Jianguo
	Du Youqi
Supervisor	Zhang Zhiquan
	Liu Cuiping

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Liu Jie

## **RECENT DEVELOPMENT**

No recent development was found during our checks at present.

## **SHAREHOLDER CHART & BACKGROUND**

<b>Name</b>	<b>% of Shareholding</b>
Wuhu Ruitong Investment Co., Ltd.	9.99
Zoomlion Heavy Industry Science and Technology Co., Ltd.	67.51
Beijing Hongyi 2010 Equity Investment Center	22.5

Zoomlion Heavy Industry Science and Technology Co., Ltd.

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Date of Registration: August 31, 1999  
Unified Social Credit Code: 914300007121944054  
Chief Executive : Zhan Chunxin  
Registered Capital: CNY 7,794,048,075

## **MANAGEMENT**

### **Yin Zhengfu, Legal Representative and Chairman**

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

At present, working in SC as legal representative and chairman, also working in Hunan Zoomlion Axle Co., Ltd. as legal representative

### **Wang Jinfu, General Manager**

-----

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

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At present, working in SC as general manager

**Director**

-----  
Chen Wen  
Zhang Jianguo  
Du Youqi

**Supervisor**

-----  
Zhang Zhiquan  
Liu Cuiping  
Liu Jie

## ***BUSINESS OPERATION***

SC's registered business scope includes R&D, production, sales, repair and leasing of construction machinery, agricultural machinery, marine machinery, mining machinery, ships, machine tools, modified vehicles, special vehicles; manufacturing and selling parts and assemblies of engines, gearboxes, bridges, hydraulic electric control systems, machinery, ships and machine tools; operating and acting as an agent of importing and exporting various kinds of commodities and technology, excluding the goods forbidden by the government; brand design and promotion, intellectual property declaration agency, consulting services, advertising design, production, agency and release, conference and exhibition services, engineering survey and exploration services.

SC is mainly engaged in manufacturing and selling heavy machinery.

SC's products mainly include: agricultural machinery and equipment, construction equipment, etc.

SC sources its materials 100% from domestic market, mainly Anhui. SC sells 70% of its products in domestic market, and 30% to overseas market, mainly USA, Europe, Mid East, Southeast Asia, 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\***

=====  
Zoomlion Heavy Industry Na Inc.  
Eurostar Industrial Inc.  
Importadora Lino Gamboa Cia Ltda Ilga  
Inatec Peru Sac  
Delta Consulting S.A.

**Staff & Office:**

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SC is known to have approx. 750 staff at present.

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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,

Chery Detank Heavy Industry Science and Technology Co., Ltd.

Zoomlion Heavy Machinery Jilin Co., Ltd.

Zoomlion Heavy Machinery Nanling Co., Ltd.

## **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 records 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:**

Industrial and Commercial Bank of China Wuhu Huancheng Road Sub-branch  
AC#: 1307023209000165683

## **FINANCIALS**

### **Financial Summary**

Unit: CNY'000	As of Dec. 31, 2015	As of Dec. 31, 2016	As of Dec. 31, 2017
Total assets	4,560,220	4,068,969	3,729,799

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Total liabilities	3,764,315	3,383,638	3,200,284
Equities	795,905	685,331	529,515
Revenue	846,649	861,851	777,274
Profits	-110,216	-88,026	-157,766

**Important Ratios**

	As of Dec. 31, 2015	As of Dec. 31, 2016	As of Dec. 31, 2017
*Liabilities to assets	0.83	0.83	0.86
*Net profit margin (%)	-13.02	-10.21	-20.30
*Return on total assets (%)	-2.42	-2.16	-4.23
*Revenue/Total assets	0.19	0.21	0.21

## **FINANCIAL COMMENTS**

**PROFITABILITY: FAIR**

The revenue of SC appears fairly good in its line.

SC's net profit margin is poor.

SC's return on total assets is fair.

**LIQUIDITY: FAIR**

SC's revenue is in a fair level, comparing with the size of its total assets.

**LEVERAGE: FAIR**

The debt ratio of SC is fairly high.

The risk for SC to go bankrupt is average.

**Overall financial condition of the SC: Fair.**

## **CONCLUSIONS**

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

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.68
UK Pound	1	INR 95.59
Euro	1	INR 84.91
CNY	1	INR 10.55

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

**INFORMATION DETAILS**

Analysis Done by :	VIV
Report Prepared by :	TRU

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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)