



# **Business information to evaluate China's Partners**

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# AGENDA

- **CRIF at Glance**
- **CRIF in China**
- **Information available on Chinese companies**
- **Unique information available with SkyMinder by CRIF**



# CRIF AT A GLANCE

**30+** country-based operations

**70** subsidiary companies

**4** continents

**4,400+** staff professionals to serve you

**6,300+** financial institutions

**55,000+** business clients

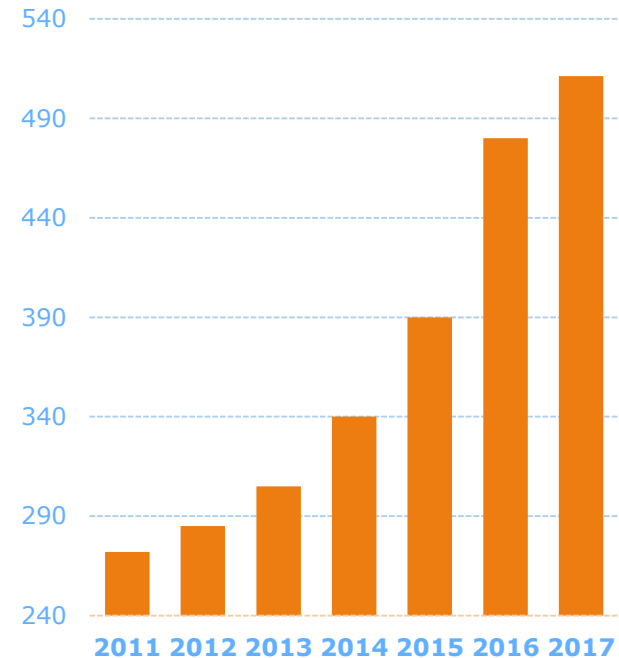
**310,000+** consumers

use CRIF services in **50** countries

**20** countries with credit bureau solutions

**500+** software installations

**Total revenues**  
(millions of Euro)



# CRIF in China and Hong Kong



- CRIF (BEIJING) INFORMATION TECHNOLOGY SERVICES CO., LTD.

**Beijing, China**

- CRIF (SHANGHAI) BUSINESS INFORMATION SERVICE CO., LTD.

**Shanghai, China**

- CRIF (SHANGHAI) BUSINESS INFORMATION SERVICE CO., LTD. SHENZHEN BRANCH

**Shenzhen, China**

- CRIF HONG KONG LIMITED

**Hong Kong**

# CRIF in mainland China

- First business establishment in mainland China dates back to 2008.
- 3 branch offices in Beijing, Shanghai and Shenzhen.
- Around 50 employees in mainland China
- Offers domestic and global business information service to enterprises in mainland China, as well as analytics and decision support solutions, particularly through the implementation and optimization of credit application for our customers
- Customers cover finance institutes e.g. banks, insurance, car financing, P2P, as well as commercial sectors e.g. manufacturers, wholesalers and international trading companies.



## Business Information

- Business Information Report
- Compliance Report
- Supplier Evaluation Report
- Risk Monitoring Service
- Business Credit Risk Management Inhouse Training



## Information

- Identification and Anti-fraud Services (localization the anti-fraud system, in preparing stage)
- Information Bureau Platforms



## Solutions

- Advanced & Big Data Analytics
- Risk & Management Consulting (Selling consulting service + scorecard and S1, there are 14 customers in banking, insurance, P2P, internet finance, credit bureaus)
- End-to-End Credit Management Platform



## Outsourcing & Processing

- Credit Collection

## Personal Solutions (Selling CRIF One)

# CRIF in Hong Kong

- Ein Hong Kong since 2013 mainly focus in business information unit.
- Acts as a sales & marketing office and having 10 staffs base in HK.
- Domestic and global business information service, and just starting promoting analytics and decision support solutions application for our customers
- Strong co-operation with key chamber of commerce in HK for assisting their members on credit management / supplier management and new business development.



## Business Information

- Business Information Report
- Compliance Report
- Supplier Evaluation Report
- Risk Monitoring Service
- Onsite investigation Report

## Solutions

- Data Analytics
- Risk & Management Consulting
- End-to-End Credit Management Platform



# OVERVIEW ON CHINA



# COMPANIES SNAPSHOT : Requirements and Figures

## General landscape

- **Chinese companies** are required to be registered at **AIC (Administration of Industry and Commerce)**, governmental dept. for business registration management.
- Also changes affecting a company must be communicate to AIC
- **AIC has branches at provincial and municipal level**
- **At state level, AIC reports to SAIC**, State Administration of Industry and Commerce
- **Accordingly to AIC statistics, registered companies are around 30 million, plus 60 million of registered individual businesses.** Inactive entities included.
- **All legal forms are obliged to register**, even if documents required for registration can be different from one legal to another.



# COMPANIES SNAPSHOT: Sources and financials

## Sources

- **Official sources**

- Government departments (AIC), Tax Bureau, Statistic, Courts

- **Media**

- **Direct investigations**

## Focus on Financial Information

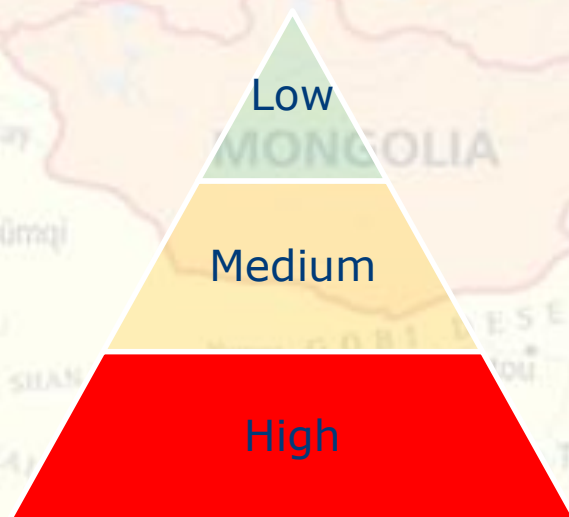
- **Financial Statements of Listed Public Companies are available through public sources**

- **Non Listed Companies are also required** to provide Financial Statements to public sources, **but small companies might not submit**

- **Completeness can be different from subject to subject.** Very detailed vs. very few data (only 5 figures)

- Balance sheet and Profit/Loss are in general available, Cash Flow Statement isn't in general available

# COMPLEX SCENARIO ABOUT DATA FRICTION



Every country is different in facing questions related to data collection and updating. It could represent a challenge or a friction.

In China, data availability is improved thanks to public bodies centralizing all the process.

Data updating availability is still reactive: a position can be delivered as updated only after a specif request on the subject in order to generate a revision.

**China can be considered as a country with high data friction**



# SkyMinder



## SKYMINDER SOLUTIONS FOR CHINA



# UNIQUE INFORMATION AVAILABLE

## Credit Report

- **Import-Export data with information coming from Customs**

## Planned Revision

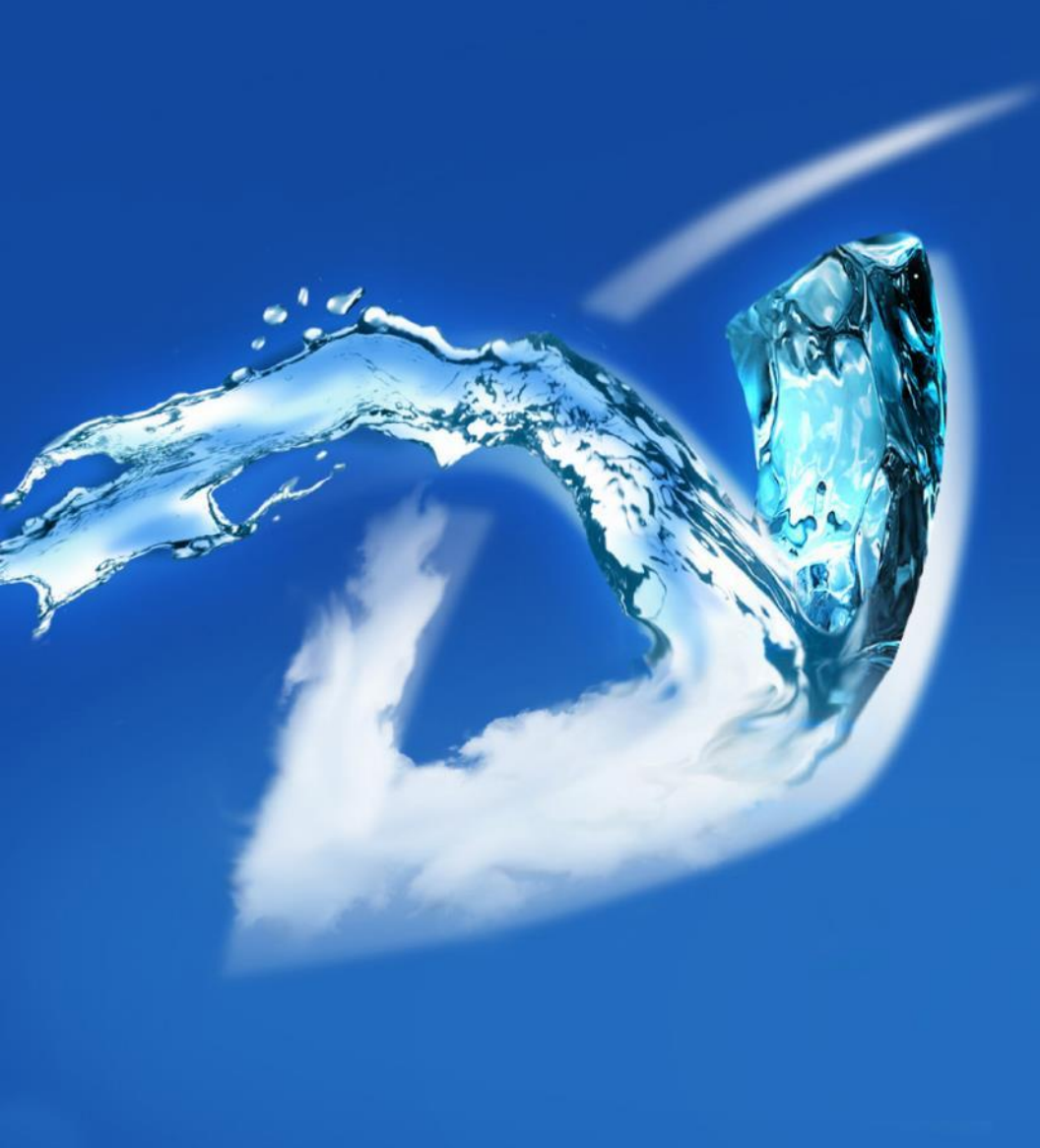
- **Credit Report with scheduled updating**

## On Site Investigation Report

- **On site visit to the company to verify location, business license etc....**

## KYC Report

- **Shareholders: Identification and % owned**



# Thanks

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