

- Aug. 2002, The Credit Evaluation Department was established.
- Apr. 2009, The Credit Evaluation Department was renamed as SinoRating.
- Apr. 2010, SinoRating was restructured and became a strategic business unit of SINOSURE.
- Dec. 2010, SinoRating signed the first overseas project consulting service.
- Mar. 2011, SinoRating completed the first credit management consulting service.
- Dec. 2011, SinoRating launched the online marketing system for credit information business.
- Feb. 2012, SinoRating released the Export Risk Index (ERI), the credit risk index for China's short-term export trade.
- May. 2012, SinoRating began compiling and issuing the Country Analysis Report on Investment Barriers.
- Jul. 2012, SinoRating launched its "Credit Risk Rating System for Global Commercial Banks" and "Credit Risk Guidelines for European Banks".
- Sept. 2012, SinoRating launched the "Global Buyers Rating System".
- May. 2013, SinoRating obtained the qualification to conduct enterprise credit rating business for members of business associations designated by the Ministry of Commerce.
- Sept. 2014, SinoRating signed a Framework Strategic Cooperation Agreement with the International Information Institute of National Information Center.
- Oct. 2015, SINOSURE held the 2015 Global Investment Risk Analysis Report Conference and the 2015 Overseas Investment Risk Forum, and released the 2015 edition of the Global Investment Risk Analysis Report compiled by SinoRating.
- Dec. 2015, SinoRating launched the industry credit risk evaluation system with SINOSURE characteristics.
- Dec. 2016, SinoRating and the China International Contractors Association jointly compiled and published the Research Report on the Infrastructure Industry of Key Belt and Road Initiative Countries.
- 2017, The annual credit information service revenue of SINOSURE, which was managed by SinoRating, hit a record high of more than RMB160 million.



Government Departments

Departments of Commerce of such provincial governments as Hebei, Zhejiang, Fujian, Yunnan, Tianjin, Shanghai, etc.



Trade Associations

China Chamber of Commerce for Import and Export of Machinery and Electronic Products, China International Contractors Association, China Real Estate Association, China Association of Pharmaceutical Commerce, China-Africa Business Council, China Association for Exhibition Centers, China Bee Products Association, China Crop Protection Industry Association, etc.



Export Credit Agencies

Export Development Canada, Norwegian Guarantee Institute for Export Credits, Sri Lanka Export Credit Insurance Corporation, First Credit Insurance Company Inc., Ljubljana, etc.



Banks

Industrial & Commercial Bank of China, Agricultural Bank of China, China Construction Bank, etc.



Companies

More than 100,000 companies, such as State Grid Corporation of China, State Power Investment Corporation Limited, Sinochem Group Co., Ltd., China National Building Material Group Co., Ltd., China Communications Construction Group Ltd., China Poly Group Corporation Limited, China Mobile Communications Corporation, Power Construction Corporation of China, China Energy Engineering Corporation Limited, China Gezhouba(Group) Corporation, China Machinery Engineering Corporation, China Electronics Technology Group Corporation.

Credit investigation helps enterprises to develop the market and improve their overall credit risk management level

Company A is a leading company in household textile industry. It mainly exports to the United States. In recent years, due to severe foreign trade situation, the company has found its operating cost rising constantly and its profit margin decreasing continuously, thus it urgently needs to open up new markets and find new business growth points.

- The company subscribes overseas bills of lading report products for information on buyers in South America and parts of Europe to help it screen potential customers.
- The company subscribes credit report on the prospective customers to understand comprehensively its credit standing for making scientific business decisions and reducing transaction risks.
- The company integrates credit investigation made by SinoRating into its overall credit management system to eliminate less credit-worthy customers, enhance its customer management capability and credit risk management level, and promote its sustainable development.

Strengthening risk assessment before decision making, and help enterprises to control overseas investment risks

Company B planned to invest in the bauxite in Guinea, and invited SINOSURE to conduct overall risk assessment on the project.

- Taking advantage of SINOSURE's underwriting experience in overseas projects and investment insurance, SINOSURE identified 61 risk categories for the project, ranked the risks and formulated different coping strategies.
- Risk assessment report on the project is highly recognized by Company B. The company paid more attention to the high risk content, including the political risk, strike & riot risk, etc., and associated with insurance team to provide feasible solutions for project risk management from the aspect of insurance.

Country Risk Database

Based on the research results of SINOSURE, the Country Risk Database tracks the country's dynamics timely, gives a real-time warning on risk indicators, dynamically assesses the overall risk level of a country, and provides reliable analysis and warning in terms of political risk events, economic and monetary policy changes, sovereign debt indicators, business environment and legal changes from the country level. At the same time, based on the artificial intelligence technology, the Country Risk Database can intelligently and dynamically analyze and judge possible country risks. Furthermore, the Country Risk Database can provide personalized customization services to provide users with accurate risk analysis in a timely and accurate manner.

Enterprises Risk Management Database Platform

The Enterprises Risk Management Database Platform is an enterprise risk management e-commerce platform developed with such technologies as big data and artificial intelligence and based on integrating SINOSURE's credit data of Chinese enterprises and overseas enterprises and combining with the internal and external business management needs. On the basis of the underwriting data provided by the insured, the data of third-party international institutions, the unstructured data from open channels, and the transaction & claims data in business, SINOSURE makes systematic and network analysis on enterprises, their counterparties, related parties, etc., builds relationship maps and corporate portraits, and provides data support for better rating domestic and overseas companies and promoting SINOSURE's credit rating and classification management.

Overseas Investment Consultancy Service

SinoRating, taking advantage of SINOSURE's underwriting experiences in overseas projects and investment insurance, is capable of providing overseas investment consulting services in foreign engineering contracting, overseas investment and M&A for "Going Out" enterprises in the manner of helping them to understand and evade the strategy, market, financing and risk problems encountered in the process of overseas investment.

Services Content

➤ Potential Project Information Service

SinoRating makes use of its own advantages to develop a number of potential project information channels and collect a large number of potential and existing project information in accordance with the market problems encountered by enterprises in the process of "Going Out".

➤ Consulting Service for Country Risk

SinoRating provides customers with country risk advisory services, including political and diplomatic situation analysis, social security situation analysis, economic and financial environment analysis, business environment analysis, legal environment analysis, and so on.

➤ Risk Assessment Service for Overseas Projects

SinoRating helps companies understand the potential risks of executing projects in host countries before investing and contracting projects, helping companies to prevent, circumvent and transfer risks.

➤ Financing Consulting Service for Overseas Projects

SinoRating tailors the best financing solutions for project companies to reduce financing costs through the coordination and cooperation with domestic and overseas financial institutions, and maximizes the return on corporate projects on the premise of ensuring the feasibility of investment and financing options.

➤ Whole Process Service for Overseas M&A

SinoRating can independently provide or cooperate with other professional organizations to provide M&A strategy formulation, target enterprise searching & screening, project risk assessment, country industry analysis, corporate due diligence, valuation analysis, transaction structure design, M&A text preparation or review, and financing solutions, post-merger integration plan and other full-process services for M&A.

Company Credit Risk Management Consultancy Service

SinoRating provides Company Credit Risk Management Consultancy Service to:

- Help customers establish a full process, which can help company establish a full-process credit risk management system and build up the enterprise's own risk protection wall.
- Provide credit risk management diagnostic consulting service for customers, help them find credit risk management loopholes, provide effective suggestions and opinions for strengthening risk management.
- Provide risk management training for customers, improve the risk awareness and risk management level of all employees.

Service Content

➤ CMS (Credit Management System) Consulting Service

SinoRating can use CMS to help companies fulfill the following goals:

- Establish a scientific credit risk management system.
- Realize customer information management and analysis.
- Establish a supplier/customer personalized credit evaluation model.
- Establish a credit model and credit mechanism that are consistent with the characteristics of the company.
- Establish customer's risk monitoring and early warning of the trading process.
- Establish a management system for accounts receivable and an early warning mechanism.
- Establish an enterprise risk management culture and raise awareness of risk management.

➤ Consulting Service for Enterprises Credit Risk Management Diagnosis

Help enterprises to find the loophole of credit risk management, tease and analyze the enterprise credit risk management problem in the whole process and provide effective suggestions for the enterprise to strengthen the risk management.



Risk Consulting Services

Risk Management Training

Service Content

➤ **Credit Risk Management Training Service**

SinoRating helps enterprises understand credit risk management theory and latest practices, pass on the scientific concepts and technologies of credit risk management, master effective tools and methods of credit risk management, identify and evaluate customer credit risks, and improve corporate credit risk management.

➤ **SinoRating “Going Out” Training Service**

SinoRating combines years of overseas investment consulting services, project underwriting & claims experiences and resource advantages with financial institutions to design training courses for Chinese companies' overseas financing and overseas business risk management and control.

Rating Service on Overseas Enterprises

Based on the individual information of overseas companies, SinoRating combines the internal research results of the country, industry and core underwriting information to conduct real-time dynamic comprehensive evaluation of credit risks of overseas companies. Massive global corporate credit rating results can provide domestic export enterprises with bottom-up risk information focusing on specific countries and specific industries, which is the decision-making reference for domestic export companies to formulate overseas marketing strategies.

Function

- The report is used for Chinese companies to select overseas customers and make credit decisions.
- The Rating Service on Overseas Enterprises can effectively help our customers estimate the credit risk of the relevant enterprise, determine the credit conditions and credit limits to the enterprise, reduce the transaction risk, and provide the decision-making basis for the enterprise.

Report Content

Ratings, industry analysis, company summary, operation status, financial analysis and underwriting information.



Rating Service on Chinese Enterprises

Based on the domestic and foreign cutting-edge credit rating technology and our internal rating experience, SinoRating provides credit rating for domestic enterprises from the unique viewpoint of SIONSURE, and provides a useful reference for enterprises to expand domestic and foreign markets and to issue their credit certificates to domestic and foreign financial institutions.

Function

- Company promotion, reference to government agencies, banks and insurance agencies.
- Government projects bidding, government purchasing and government special funds.
- Bank credit reference. Based on the rating results of SinoRating, banks can effectively determine the credit risk of the relevant company, determine the credit conditions and the credit limits for the relevant company, reduce lending risk and realize the capital utilization income.
- Risk assessment of credit insurance. Credit insurance companies can assess more accurately buyers' risk, measure the overall credit status of the insured, reasonably determine the rate and reduce insurance costs.

Report Content

Ratings, SWOT analysis, development prospects, internal factors, operating conditions, financial analysis, etc.



Country Risk Analysis Report

The "Country Risk Analysis Report" is a core research report issued by SINOSURE to fully serve export of China's goods, services, capital and technology, and vigorously support Chinese enterprises to "Going Out". It is based on the theory of credit insurance, country risk, industry risk, and enterprise risk, draws on the latest research results and SINOSURE'S professional risk research team, technical resources, immense database and first-hand experience, and utilizes SINOSURE's unique sovereign credit risk assessment system, industry and enterprise research methods.

Report Content

- **Global Country Risk Rating Report.** The report introduces the basic framework of SINOSURE's country risk rating system, gives the rating results, and clarifies the reasons for rating adjustment and analyzes them one by one. It summarizes the global country risk situation in the previous year, and comments on the global country risk trend in the current year.
- **Global Sovereign Credit Risk Rating Report.** The report explores and innovates the sovereign credit risk rating method, introduces sovereign credit risk rating method and rating system with Chinese characteristics and gives the rating results; it clarifies the reasons for the rating adjustment.
- **Key Country Risk Analysis Report.** Guided by our evaluation model, SinoRating provides a multi-dimensional analysis of the risks of those countries that are important to Chinese economy and then make relevant policy recommendations.
- **Global Investment Risk Analysis Report.** The report analyzes global and Chinese foreign investment profiles and investment risks, Chinese companies' overseas investment risks and management practices, bi-lateral or international investment protection agreements for the "Belt and Road" countries, investor-state dispute settlement empirical analysis, investment risk insurance etc.
- **Global Industry Risk Report.** Based on the statistics of the Ministry of Commerce and the underwriting experience of relevant industries of SINOSURE, SinoRating selects a certain number of industries to present a panoramic perspective on their global distribution, industrial organizations, products, technologies and risks in each industry.
- **Global Corporate Bankruptcy Risk Analysis Report.** Taking advantage of the global corporate bankruptcy data obtained through relevant channels and SINOSURE's first-hand global corporate bankruptcy data, the report gives a detailed analysis of the global bankruptcy situation to provide a reference for enterprises to deal with overseas bankruptcy risks.

Report type

01 | Chinese Industry Research Report

Focusing on market scale, industry operation, industry imports and exports, industry chain operation and industry risk.

Analyzing the operation situation and development trend of the industry and key companies.

02 | Overseas Industry Research Report

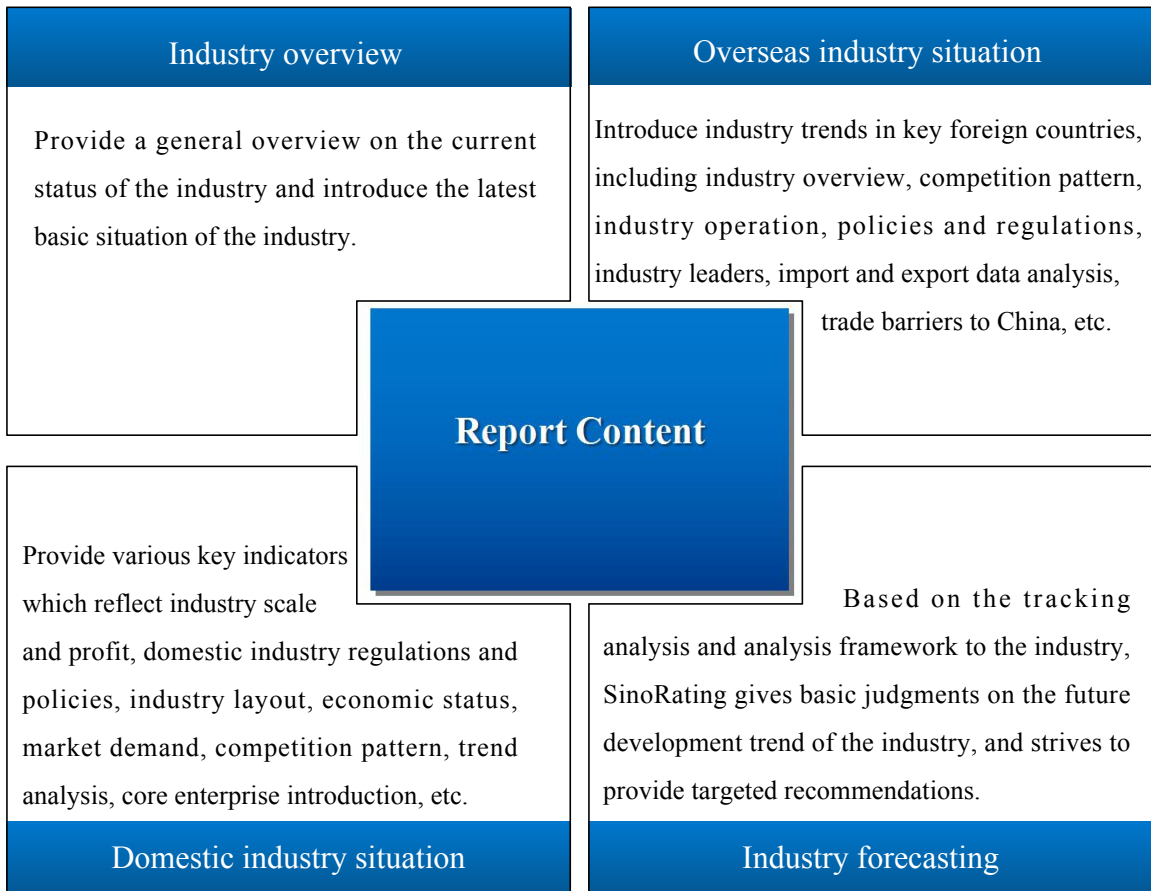
Focusing on such industry information as general situation, competition pattern, operating status, policies and regulations, basic situation of leading manufacturers, analysis of import and export data, trade barriers to China, etc.



Industry Research Service

Function

- Help customers fully understand the overall status and development prospects of the industry, get rich reference information for decision-making, and help to improve the correctness of investment decisions.
- Help customers grasp the main development of the industry and the dynamics of key companies, obtain comprehensive key indicators of industry operations and national policy trend, gain insight into industry research and broaden the horizon of the industry.
- Help customers understand the development trend of the industry, grasp the industry risk situation, and help to improve the ability to identify the industry risk.



Overseas Buyers/Suppliers Directory Report

Function

Help Chinese companies develop specific overseas customers by inquiring contact details of target enterprises in accordance with product name and company type.

Report Content

Company name, website, address, telephone number, fax number, Email, number of employees, registered capital, incorporation date, turnover, managers' name and Email, etc.

Countries/Regions

Continent	Countries/Regions
Middle East and Africa	Algeria, Morocco, South Africa, Egypt, Tunisia, United Arab Emirates, Iran, Lebanon
America	United States, Canada, Mexico, Brazil, Argentina, Colombia, Peru
Asia	Hong Kong(China), India, Japan, Malaysia, New Zealand, Singapore, South Korea, Sri Lanka, Taiwan, Thailand, Vietnam, China, Kazakhstan, Kyrgyzstan
Europe	Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Sweden, Norway, Spain, Portugal, United Kingdom, Netherlands, Monaco, Switzerland, Turkey, Armenia, Austria, Azerbaijan, Belarus, Bulgaria, Croatia, Czech Republic, Estonia, Georgia, Hungary, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Slovenia, Ukraine

Note: the quality of data in Europe is better.

02 | **Import Purchasing Analysis Report by Overseas Target Enterprises**

By querying the customs data of the target country customs, the report provides import and export information of the target overseas company in a certain period of time.

Report Content

Information that can reflect the overall purchasing situation of the investigated enterprises, such as purchasing volume, market size, subtotal of TEU, subtotal of invoice.

Countries/Regions

The same as the Import Purchasing Analysis Report on Designated Products (HS code) by Overseas Target Country.

03 | **Online Inquiry Service of Bills of Lading Data**

Information can be obtained by inquiring the country, HS code or product on the website www.sinorating.com, includes the total number of importers, the detailed buyers list, the sort list of buyers, the detailed transaction data of importers, and the ranking of the export countries which is regularly updated.

Countries/Regions

Continent	Countries/Regions
America	United States, Mexico, Costa Rica, Panama, Argentina, Bolivia, Chile, Colombia, Ecuador, Paraguay, Peru, Uruguay, Venezuela
Europe	India, Pakistan
Asia	Russia, Ukraine, United Kingdom



Report on Overseas Countries' Bills of Lading

Function

- Help companies find potential customers, accurately and timely learn the trading trends and needs of potential customers.
- Help companies understand transaction news and trading trends of competitors and specific products in target countries and adjust timely to meet the market needs.

Report Types

01 | **Import Purchasing Analysis Report on Designated Products (HS code) by Overseas Target Country**

Supplier list, contact manner and analysis on import information are provided based on the target country's import & export data acquired by inquiring the 6 digit HS code or key words.

Report Content

Supplier name, address, business volume, transaction amount, country of origin, supply & demand variation trend as well as detailed contact manner of top 30 buyers/suppliers according to the ranking of transaction information (business volume or transaction amount) (unless otherwise exceptional case).

Countries/Regions

Continent	Countries/Regions
North America	USA, Mexico, Canada
South America	Brazil, Argentina, Chile, Uruguay, Paraguay, Peru, Panama, Colombia, Ecuador, Venezuela, Costa Rica, Bolivia, El Salvador
Central America	Guatemala, Honduras, Nicaragua
Europe	United Kingdom, Germany, France, Russia, Ukraine, Spain, Moldova, Belarus
Asia	South Korea, India, Vietnam, Taiwan(China), Philippines, Uzbekistan, Kazakhstan, Kyrgyzstan, Afghanistan, Pakistan, Sri Lanka
Africa	Ethiopia



Business Information Services

Global Bank Credit Report

Function

- Help customers understand the credit status of existing and potential cooperative/competitive banks.
- Help customers strengthen the credit management and risk control.
- Help customers make appropriate decisions in trading activities, and further prevent transaction risks.

Report content

Registration information, ownership structure, history, listed information, industry ranking, credit rating information, industry summary, operation information, financial information, etc.



Report Types

- 01 | **Standard Credit Report on Chinese Enterprises**

Content: Company summary, registration information, shareholding structure, key executives, operation information, financial information, enterprise credit publicity information, banking, payment records, affiliate information, litigation, public information, industry analysis, SinoRating summary and SinoRating credit rating, default rate, etc.
- 02 | **Credit Limit Report on Chinese Enterprises**

Content: Besides all the contents of Standard Credit Report on Chinese Enterprises, a credit limit is suggested in the report.
- 03 | **Registration Information Report on Chinese Enterprises**

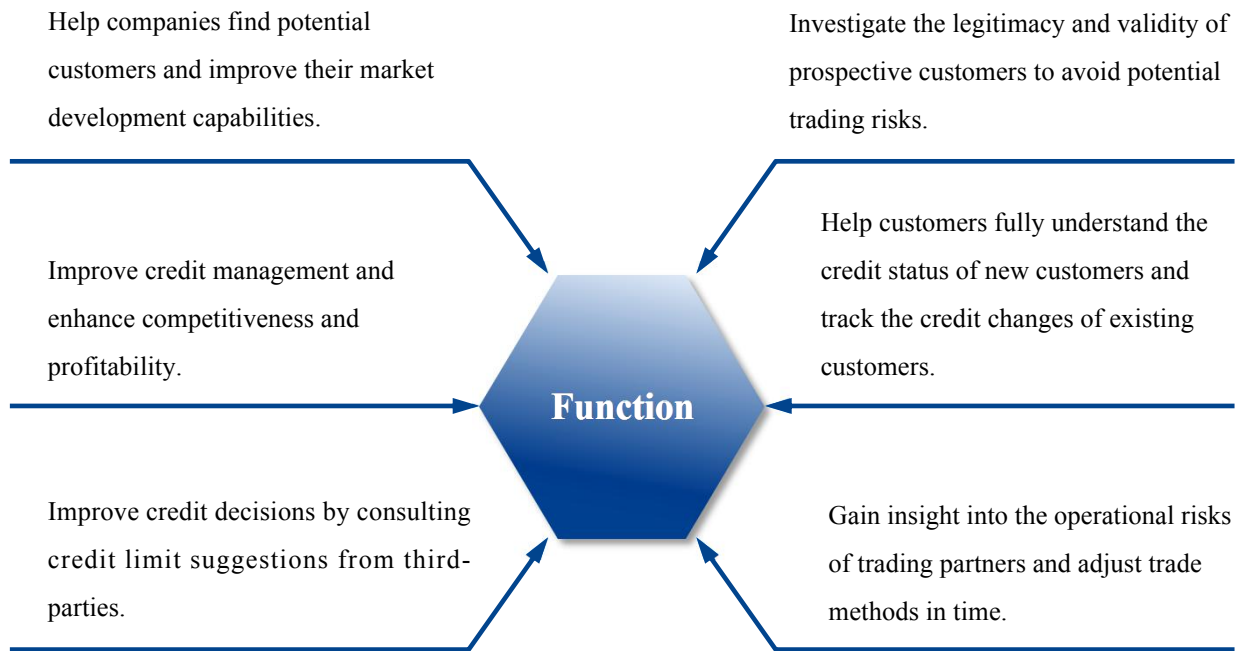
Content: Registration information and shareholding structure.
- 04 | **In-Depth Report on the Chinese Enterprises**

Content: Registration information, shareholding structure and financial information.
- 05 | **SinoRating Standard Credit Report on Overseas Enterprises**

Content: Company overview, ownership structure, management information, history, operation information, corporate affiliations, bankers, public information, financial information, industry information and SinoRating credit rating.
- 06 | **SinoRating Summary Credit Report on Overseas Enterprises**

Content: Besides the information provided in SinoRating Standard Credit Report on Overseas Enterprises, the report also contains key enterprise information written in Chinese, e.g. basic registration information, history, business information, public information, primary financial information, etc. In addition, as the report is designed to be a high-end product with SINOSURE's unique information, the report also provides SINOSURE's assessment of host country risk and SinoRating summary, etc.

Credit Reports on Overseas and Domestic Enterprises



Products and Services

Business Information Services

- Credit Reports on Overseas and Domestic Enterprises
- Global Bank Credit Report
- Report on Overseas Countries' Bills of Lading
- Overseas Buyers/Suppliers Directory Report
- Industry Research Service

Risk Assessment Services

- Country Risk Analysis Report
- Rating Service on Chinese Enterprises
- Rating Service on Overseas Enterprises

Risk Consulting Services

- Risk Management Training
- Company Credit Risk Management Consultancy Service
- Overseas Investment Consultancy Service

E-Commerce/Database Services

- Country Risk Database
- Enterprises Risk Management Database Platform



Our Team

A team of approximately 200 persons, all professionals and experts in their individual fields.

Focusing on data integration, data mining, credit rating, industry research, risk management and overseas investment consulting, risk management information platform construction and other fields.

Trust-worthy Data Sources

Cooperating with over 200 domestic and overseas information suppliers, covering more than 200 countries and regions.

Information includes entities' credit information, key industries research, risk tracking, laws and project investment.

Massive Corporate Data

Data covers 50 million Chinese companies, more than 100 million overseas companies and 34,000 banks.

Data includes basic information, business information, financial information and credit insurance claims information, etc.

Strengths

Over 50 well-known professional databases.

Information includes macro-economics, country, industry, import and export, company, bank, and so on.

Enormous Database



China Export & Credit Insurance Corporation

China Export & Credit Insurance Corporation (hereinafter referred to as "SINOSURE"), a state-owned Export Credit Agency founded on Dec. 18th, 2001, is mandated to support the development of China's foreign trade and economic cooperation. The business tenet of SINOSURE is to "promote Chinese foreign economic cooperation and exports of goods, technologies and services, especially high-tech and high-value-added capital products such as mechanical and electrical products, etc. by means of export credit insurance and other services so as to further facilitate economic growth, employment, and balance of international payments." It has a market network extending all over China.



SinoRating Center

SinoRating Center (hereinafter referred to as "SinoRating"), founded in 2002 as a professional credit information and risk management advisory body and strategic business unit under SINOSURE, provides credit information products and advisory services for overseas and domestic customers. After years of development, SinoRating's advisory services now cover various risk entities, such as countries, industries, companies, banks and so on. It is capable of providing a complete set of credit information services, including corporate credit investigation, credit rating, industry research and risk assessment, e-commerce, accounts receivable management, consulting and training, and can effectively meet the needs of various kinds of companies to manage risks in investment, operation and management. SinoRating is one of the most authoritative and professional providers of credit products and credit risk management solutions in China.





中国出口信用保险
CHINA EXPORT & CREDIT INSURANCE CO., LTD.



SINO SURE
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PRODUCTS AND SERVICES MANUAL

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产品与服务
手册

PRODUCTS AND SERVICES MANUAL



中国信保资信
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