

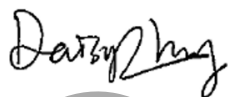


Audit Report

Report NO.: MIC-ASI234891

Audit Date: 2023-06-01

Holder: Audit Edwerd
Company Name (English): ABC Technical Services Co., Ltd.
Company Name (Chinese): ABC技术服务有限公司
Showroom: <https://123333333333.en.made-in-china.com>
Registered address: Jiangbei New Area, Nanjing, Jiangsu, China
Actual address: Jiangbei New Area, Nanjing, Jiangsu, China
Indent Type: • Initial Audit
Main Product: Table lamp, Light strip, Emergency light



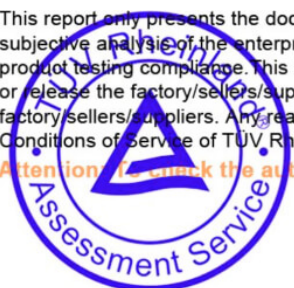
Sign for and on behalf of TÜV Rheinland

Auditor: Winni

Reviewed by: Wendy

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1. General Information

1.1 Company Overview

Company Name (Chinese): ABC技术服务有限公司

Company Name (English): ABC Technical Services Co., Ltd.

Is the English name an offshore company name? ☐ Yes ☒ No

Showroom: <https://123333333333.en.made-in-china.com>

Audited site: Jiangbei New Area, Nanjing, Jiangsu, China

Product: Table lamp, Light strip, Emergency light

General Comments: ABC Technical Services Co., Ltd. is a manufacturer and trade enterprise with 10000 employees, covering an area of over 90000 square meters. The company's annual foreign trade export volume exceeds 100 million US dollars.

Indent Type:

- Initial

Company Photos:

Photo

Contents:

- 1. General Information
- 2. Export Trade Capacity
- 3. Manufacturing Capacity
- 4. Service Capacity
- 5. Quality Control Capacity
- 6. R&D Capacity
- 7. Financial Capacity
- 8. Sustainable Development Capacity
- 9. Photos

1.2 Company Information

Registration Number: 1234567890

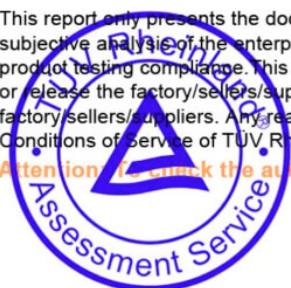
Name of legal representative: Winni

Year of established: 1996-01-01

Valid Date: Long term

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Registered capital : 100000000 CNY **Company Area :** 90000 square meter

Registered address : Jiangbei New Area, Nanjing, Jiangsu, China

Business scope : Import and export of lighting products and various related businesses technical service

Products manufactured/sold scope : Table lamp, Light strip, Emergency light

Type of ownership : • Limited Company

Company type : • Combined

Associated company : ☐ Yes ☒ No

1.3 Employees Details

Explanation of code and employee details :

Code	Department	Number of employees
A	General Manager	1
B	Human Resources Department	1
C	Finance Department	1
D	Sales Department	1
E	Production Department	1
F	Purchase Department	1

Number in total : 6

1.4 Contact Information

Contact person : Joy

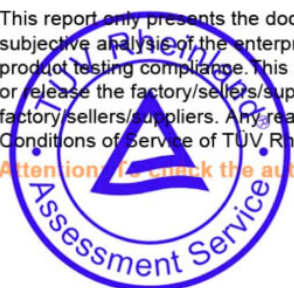
Fax number : 025-99999999

Phone number : 88888888888

URL/Web address : <https://123333333333.en.made-in-china.com>

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2. Export Trade Capacity

Export Trade Capacity

Does the company have a valid Import and Export license? ☒ Yes ☐ No

Annual Revenue : USD 30,000,000 Annual Export Revenue : USD 20,000,000
Customers Quantity : 20,000
Export experience : 20 Years

Proportion of foreign trade market : • 50%~80%

Repeat Buyers Choice : • 80%~100%

Cooperated with Fortune 500 : ☒ Yes ☐ No

Customer's Name : Wal-Mart

The language freely used by foreign trade staff :
• English
• Other (French 、 Spanish)

The number of foreign trading staff with relevant trading experience :

- 6-10 years 60 staff
- over 10 years 200 staff

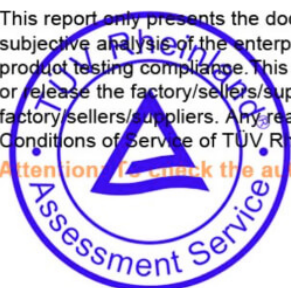
Total staffs : 260

Main Export Market :

Market	Main Product	Main client
North America	Table lamp, Light strip, Emergency light	Customer 1
South America	Table lamp, Light strip, Emergency light	Customer 2
Europe	Table lamp, Light strip, Emergency light	Customer 3
Southeast Asia/ Mideast	Table lamp, Light strip, Emergency light	Customer 4
Africa	Table lamp, Light strip, Emergency light	Customer 5
East Asia (Japan/ South Korea)	Table lamp, Light strip, Emergency light	Customer 6
Australia	Table lamp, Light strip, Emergency light	Customer 7

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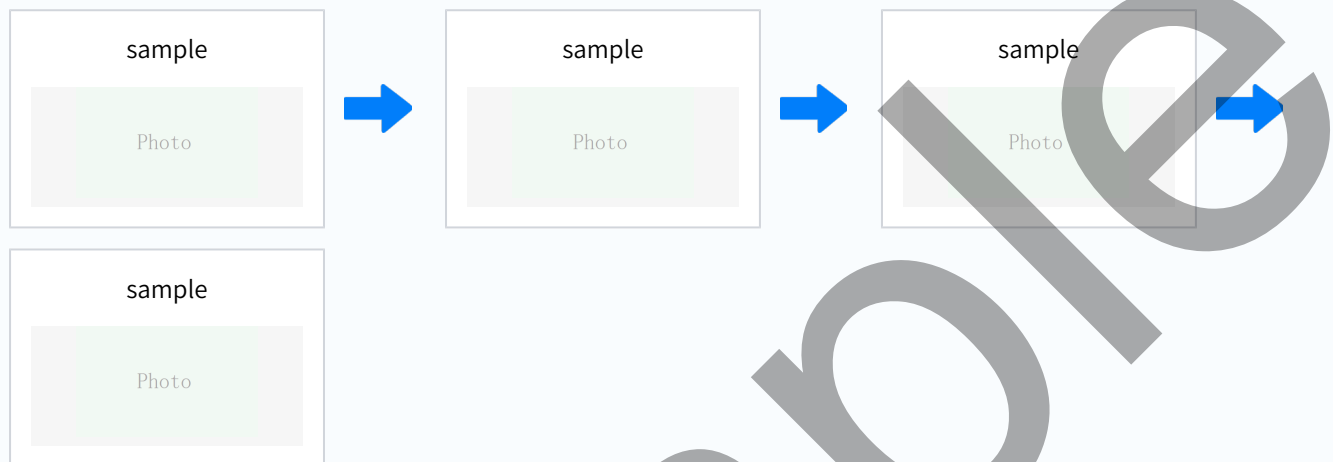


3. Manufacturing Capacity

Manufacturing Capacity

Number of production lines : 10

Production Workflow Chart :

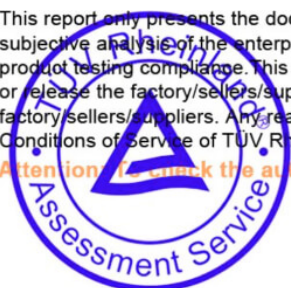



Products Situation (Top five Product Categories) :

Product	Price range	Min. order quantity	Top monthly output	Average monthly output	Total in Last Year
Photo	15-20 USD	100	100000	80000	120000
Photo	45-50 USD	200	100000	80000	120000
Photo	45-50 USD	200	100000	80000	120000
Photo	45-50 USD	200	100000	80000	120000

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	45-50 USD	200	100000	80000	120000
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Main Facilities :

Picture	Facility name	Brand of Country/ Region of origin	Target Value/ machine*day	Quantity
	Solar panels	China	800	2

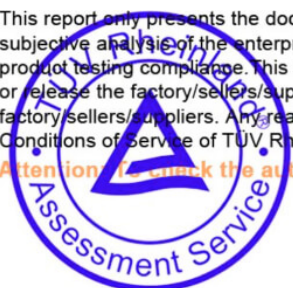
Does the factory conduct an ongoing volume reconciliation per lot or batch production to balance the quantities of claimed material purchased, in stock, and sold? ☐ Yes ☒ No

If outsource process was proceeded, does the factory establish outsource SOP? ☒ Yes ☐ No

Does the factory have a valid contract with each associated sub-contractor? ☒ Yes ☐ No

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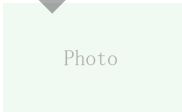
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4. Service Capacity

4.1 Overseas service capacity

- Do you have In-stock capacity? ☒ Yes ☐ No
- Do you have an overseas warehouse? ☒ Yes ☐ No
- Do you have an overseas showroom? ☒ Yes ☐ No
- Do you have an overseas agent/branch? ☒ Yes (UK Branch) ☐ No
- Minimum order quantity : 1000
- Have you participated in offline trade shows? ☒ Yes ☐ No

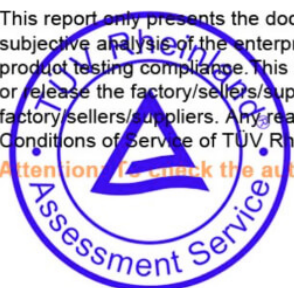
Trade show name	Date attend	Country/Region	Picture
Hong Kong Lighting Exhibition	2019-10	Hong Kong,China	

4.2 Export Overall Situation

- Overseas services countries : ☒ Yes (UK) ☐ No
- The content of overseas services provided :
- Debugging
 - Maintain
 - Repair
 - Training
 - Equipment Installation
- Nearest port : Shanghai Port
- Acceptable quotation terms :
- FOB
 - CIF
 - CFR
 - EXW
- Acceptable payment terms :
- LC • T/T • D/P • PayPal • Western Union
 - Small-amount payment
- Average lead time (Peak Season) :
- within 15 workdays
- Average lead time (Off Season) :
- one month

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4.3 Supplier Management

Number of qualified suppliers : 100

Does the company establish and implement an effective suppliers' assessment procedure?

- Have the written procedures and followed records

Does the company have an updated list of approved suppliers?

- The approved suppliers list was updated in 2022

Are corrective & preventive actions mechanism established and implemented effectively (including the suppliers / sub-contractors control, incoming inspection, process control, final inspection and customer complaint)?

- Has the clear procedure and followed records

Is there a clear procedure for handling customer complaints?

- Has the clear procedure and followed records

5. Quality Control Capacity

5.1 Overall situation

Is there quality assurance? ☒ Yes ☐ No

Own brand name : ABC、RFG

Own brand quantities : 2

5.2 Quality Management

Is there traceability identification of raw materials? ☒ Yes ☐ No

Are written instructions available for onsite material inspection/testing? Are the relevant records maintained?

- Has instructions and uniformly followed

Are the necessary items /documents provided at appropriate location and under control?

- Work Instructions /procedures

Are written inspections /testing instructions available for finished products and the relevant record maintained?

- Have instructions and uniformly followed

What type of inspection is used for finished products?

- 100% inspection:
 - Visual inspection
 - Function inspection

Are non-conforming units clearly marked/ segregated to prevent accidental dispatch?

- Marked and segregated

How are the non-conforming units handled?

- Repaired and re-inspection

Is there warehouse control process and records?

- With written procedure and kept relevant records

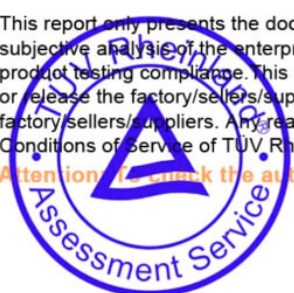
Number of QA and QC inspection staffs : 20

Test Equipment Situation :

Equipment name	Model	Quantity	Useful life
Bulb brightness tester	OHSP-350	5	10

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6. R&D Capacity

R&D Capacity

There is/are 100 R&D engineer(s) in the company.

What is the main job responsibility for R&D engineers?

According to annual product plan, develop annual product plan, design review, technical verification, and technical confirmation.

Is there any relevant design input, output, review, verification, and validation documentation available for auditor to review ?

☒ Yes ☐ No

What are the software and instruments that R&D employees are using?

Auto CAD、CAM、PLM

Patent Situation :

Patent name	Quantity	Patents Awarded
ABC	1	design

Trademark certificate :

Trademark Information : FLY Bird

Trademark Quantity in total :10

Do you have private mold?

☒ Yes ☐ No

Is it professional technique supplier?

☒ Yes ☐ No

Do you provide 3D software design services?

☒ Yes ☐ No

What design services are provided?

- Customization from Samples
- Customization from Designs
- Full Customization
- Minor Customization
- Flexible customization

Are there any new products in the past year ? ☒ Yes ☐ No

New Products	Quantity	Picture
Emergency lights	5	Photo

ODM service available :

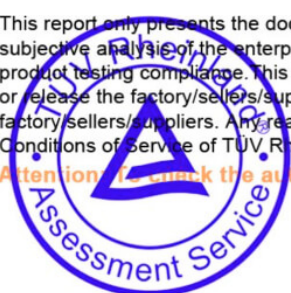
☒ Yes ☐ No

OEM for popular brands

☒ Yes ☐ No

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Does the company receive a national award ?

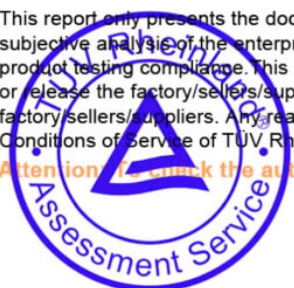
- National Science and Technology Progress Award: Asian Lighting Design Award

Is there SDK available ?

☒ Yes ☐ No

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7. Financial Capacity

Financial Capacity

Financial Data :

Item	Content	2022	2021	2020
1	Operating revenue	50,000,000	40,000,000	30,000,000
2	Operating cost	20,000,000	10,000,000	10,000,000
3	Gross profit	30,000,000	30,000,000	20,000,000
4	Operating profit	29,000,000	19,000,000	19,900,000

Balance Sheet :

Item	Content	2022	2021	2020
1	Cash and cash equivalents	20,000,000	20,000,000	20,000,000
2	Total current assets	15,000,000	17,000,000	14,678,900
3	Total current liabilities	3,908,765	6,799,000	5,678,543
4	Total assets	10,000,089	7,865,437	9,987,654

Cash Flow from Operating Activities :

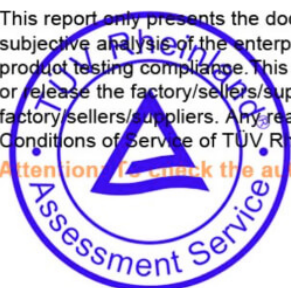
Item	Content	2022	2021	2020
1	Cash received from sales of goods or rendering of services	123,456,779	145,678,999	17,895,436
2	Sub-total of cash inflows	356,778	345,678	237,899
3	Sub-total of cash outflows	788,654	876,546	566,889

Key Performance Indication :

Item	Content	2022	2021	2020
1	Operating revenues year-on-year rise: (OR in this year- OR in last year) / (OR in last year)	34,567,789	67,789,997	45,567,899

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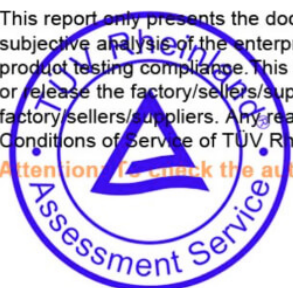


2	Gross Margin: Gross profit/ Operating revenues	234,345	567,789	6,789,900
3	Current ratio: Current assets / Current liabilities	134,566	566,788	456,678

Remark: All monetary amounts quoted in this part are shown in CNY, unless otherwise stated.

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8. Sustainable Development Capacity

8.1 Certification and Report

Management system certification :

- ISO9001:2015 certificate • ISO 13485

Does the company hold regular fire drills in last year ? ☒ Yes ☐ No

8.2 Environment management

Does the company have factory environmental impact assessment report ? ☒ Yes ☐ No

Does the company have EIA reply ? ☒ Yes ☐ No

Is the actual founding consistent with EIA acceptance comments ? ☒ Yes ☐ No

Does the company have Pollution discharge permit ? ☒ Yes ☐ No

Does the company have Fixed pollution source pollution discharge registration ? ☒ Yes ☐ No

8.3 Enterprise digital transformation

Business digitization :

Has the enterprise started the construction of enterprise digitalization process at this stage? ☒ Yes ☐ No

Has the enterprise established a technical transformation plan? ☒ Yes ☐ No

Does the enterprise currently establish a database based on digital construction to effectively collect and monitor big data in real time? ☒ Yes ☐ No

Management digitization :

Does the enterprise establish and use ERP system to realize digital management of production, procurement, quality control, logistics and other processes? ☒ Yes ☐ No

Does the enterprise establish and use OA system to manage all processes? ☒ Yes ☐ No

Has the enterprise established a CRM system for customer relationship management? ☒ Yes ☐ No

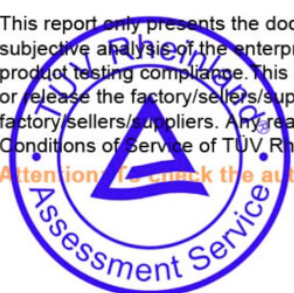
Operation digitization :

Has the enterprise established SAP system for the management of internal financial system? ☒ Yes ☐ No

Has the enterprise established an AI model to process big data and achieve decision enabling management? ☒ Yes ☐ No

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9. Photos

9.1 Photos of Documents

sample

sample

Photo

Photo

sample

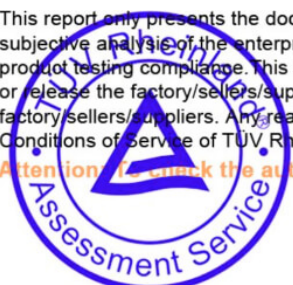
sample

Photo

Photo

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9.2 Photos of Company and Product Sample

sample

sample

Photo

Photo

sample

sample

Photo

Photo

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