



ALIOTH

SUPPLIER 360° REPORT

Supplier intelligence translated into procurement meaning.

[SUPPLIER LEGAL NAME]

[English Name] | [Country] | [Primary Business]

Prepared for: [CLIENT / PROJECT]

Report date: [DD MMM YYYY] | Last updated: [DD MMM YYYY]

How to Read This Report

ALIOTH does not score suppliers. We explain what each data point means in the context of China's chemical and pharmaceutical supply market.

Evidence Label	Meaning
VERIFIED	Official records or independently corroborated evidence.
COMPANY DISCLOSED	Published or supplied by the company; not independently verified unless stated.
ALIOTH VERIFIED	Validated through ALIOTH research, direct checks or trusted industry channels.
INDUSTRY INTELLIGENCE	Relevant market information with stated confidence; not presented as verified fact.
UNCONFIRMED	Material information that could not yet be verified.

ALIOTH Context Layer

Data alone is not the conclusion. A company with 100 employees, RMB 100 million revenue, 20 reactors or 10 lawsuits cannot be judged from the number alone. ALIOTH adds industry context: whether the figure is small, typical or substantial for the relevant Chinese supplier segment; what the number can and cannot imply; and what a buyer should verify next.

Context is project-specific. Benchmarks should consider business model, product complexity, manufacturing versus trading, site automation, outsourcing, region, quality system and project scale. ALIOTH avoids universal thresholds where they would be misleading.

01 SUPPLIER 360°

Executive Summary

A procurement director should be able to understand the supplier, its context and the recommended next action in under two minutes.

Field	Information
ALIOTH One-Line View	[2-3 sentences: what the supplier actually is, how it compares with relevant peers, where it is strong, and the most important caveat.]
Recommended For	[Product / technology type project scale quality level target geography]
Key Points to Verify	[Actual manufacturing site target-product history equipment fit capacity quality / EHS / raw-material risks]
Procurement Stage Recommendation	[SUITABLE FOR QUALIFICATION / FURTHER VERIFICATION REQUIRED / LIMITED FIT / NOT RECOMMENDED AT PRESENT]

**ALIOTH
Interpretation**

[Summarize not only the facts, but how unusual or meaningful they are in the relevant Chinese supplier market. Example: 'The company is not a large integrated chemical group; it is closer to a small-to-mid-sized specialist manufacturer. That can be sufficient for niche fine-chemical projects, but key-person dependency and limited parallel capacity should be checked.'

02 SUPPLIER 360°

Company Identity, Ownership & Scale

Legal identity plus an interpretation of what company size and ownership mean for procurement.

Field	Information
Legal name	[]
Unified Social Credit Code / Registration No.	[]
Founded	[]
Registered / Paid-in Capital	[]
Ultimate Controller	[]
Company Type	[Manufacturer / CDMO / Trader / Hybrid]
Employees	[]
Revenue / Scale Indicator	[]
Registered Address / HQ	[]
Website	[]

**ALIOTH
Interpretation**

How to interpret employee count: Do not use headcount as a standalone quality indicator. For a Chinese fine-chemical manufacturer, around 100 employees generally points to a relatively compact operating organization rather than a large diversified group. It may be entirely adequate for a focused product portfolio or one manufacturing site, especially with automation or outsourced functions. For a multi-site CDMO claiming broad R&D;, QA, regulatory and commercial capabilities, the same headcount would warrant closer verification of how those functions are staffed.

Template wording: '[X] employees places the company in a [compact / small-to-mid-sized / substantial] operating range for the relevant supplier type. This is [consistent / not fully consistent] with the breadth of capabilities claimed. Procurement implication: [].'

**ALIOTH
Ownership View**

Ownership interpretation: [Explain whether control appears stable, concentrated, recently changed, pledged or exposed to related-party risk, and what that could mean for supply continuity.]

03 SUPPLIER 360°

What Does This Company Actually Do?

Separate the catalogue from capabilities that appear real, repeatable and commercially relevant.

Product / Business	Company Claims	Production Evidence	Commercial Evidence	ALIOTH View
[Product A]	Yes	Yes	Yes	Core product
[Product B]	Yes	Yes	Partial	Capability appears real
[Product C]	Yes	Unconfirmed	None found	Verify before RFQ
[Product D]	Yes	No / unclear	-	Possible trading activity

ALIOTH
Interpretation

A broad catalogue is common in China's chemical market and should not be read as proof of in-house manufacturing. ALIOTH compares catalogue breadth with site evidence, shipment history, product clustering and technical fit to identify the supplier's likely core business.

04 SUPPLIER 360°

Manufacturing Footprint & Scale

Site-by-site capability, with context on whether the footprint is small, typical or substantial for the target project.

Field	Information
Site / Legal Entity	[]
Site Type	[R&D; / Pilot / Commercial / GMP]
Estimated Area	[]
Site Employees	[]
Production Capacity	[]
Operating Status	[]

Equipment	Size / Range	Qty	Material	Evidence
Reactor	[]	[]	[GL / SS316L / Hastelloy]	[]
Hydrogenation	[]	[]	[]	[]
Centrifuge	[]	[]	[]	[]
Dryer	[]	[]	[]	[]

**ALIOTH
Interpretation**

Scale context: Reactor count or site area only matters relative to reactor size, utilization, process complexity and campaign model. A 20-reactor site can be meaningful for high-value fine chemicals but small for commodity production. ALIOTH should state the relevant comparison and then connect it to the buyer's required batch size, campaign frequency and redundancy needs.

05 SUPPLIER 360°

Product & Technology Capability

Technical capability translated into project relevance rather than presented as a generic technology list.

Capability	Status	Evidence	Project Relevance
[Reaction / technology]	Strong / Confirmed	[]	High
[Reaction / technology]	Available / Verify	[]	Medium
[Reaction / technology]	Unconfirmed	[]	Low

Field	Information
Target CAS / Product	[]
Known Production History	[Yes / No / Unconfirmed]
Similar Chemistry	[]
Equipment Match	[]
Likely Scale Fit	[]

ALIOTH
Interpretation

[Explain whether the technical profile is common, differentiated or unusually strong among comparable Chinese suppliers, and whether that distinction actually matters for the target project.]

06 SUPPLIER 360°

Quality & Regulatory

Certifications and inspection history interpreted by scope, site and relevance.

System / Authority	Status	Site	Date / Validity	Evidence
GMP	[]	[]	[]	[]
ISO 9001	[]	[]	[]	[]
ISO 14001	[]	[]	[]	[]
ISO 45001	[]	[]	[]	[]
FDA / EMA / PMDA / NMPA	[]	[]	[]	[]
REACH	[]	[]	[]	[]

ALIOTH Interpretation

Certifications are not all equal. ISO 9001 is common and should not be treated as evidence of pharmaceutical-grade manufacturing. Likewise, an FDA inspection elsewhere in the group does not automatically validate the site making the buyer's product. ALIOTH interprets the certification in the context of site, scope, recency and project requirement.

07 SUPPLIER 360°

Customers, Export & Market Validation

Export evidence interpreted as real market validation, not merely a list of customer logos.

Field	Information
Main Export Markets	[]
Export Share / Trend	[]
Recent Shipment Activity	[]
Export Mode	[Direct / via trader / mixed / unclear]

Product / HS / CAS	Destination	Frequency	Recent Shipment	Evidence
[]	[]	[]	[]	[]
[]	[]	[]	[]	[]
[]	[]	[]	[]	[]

**ALIOTH
Interpretation**

For a Chinese supplier, repeated direct exports to regulated or demanding markets are generally more informative than an English website or customer-logo wall. ALIOTH should explain whether export activity is occasional, concentrated in one customer, diversified, routed through traders, or consistent with the company's international claims.

08 SUPPLIER 360°

Commercial Intelligence

Real commercial behavior interpreted against the relevant supplier market.

Field	Information
Typical MOQ	[]
Typical Lead Time	[]
Historical Price Range	[]
Payment Terms	[]
Sample Availability	[]
Response Speed	[]
Export Execution	[]
Dangerous Goods Capability	[]

**ALIOTH
Interpretation**

Price should be interpreted together with campaign size, utilization, raw-material volatility and supplier positioning. A quote 20% below peers may reflect efficiency - or a different specification, trading source, aggressive first-order pricing or missing cost items. ALIOTH states what appears normal and what deserves verification.

09 SUPPLIER 360°

Financial Health & Business Scale

Financial data translated into business scale and supply-continuity implications.

Metric	2022	2023	2024	2025	Latest
Revenue	[]	[]	[]	[]	[]
Net Profit	[]	[]	[]	[]	[]
Operating Cash Flow	[]	[]	[]	[]	[]
Total Assets	[]	[]	[]	[]	[]
Liabilities	[]	[]	[]	[]	[]

**ALIOTH
Interpretation**

ALIOTH should not label a company 'large' or 'small' from revenue alone. We compare revenue with supplier type, headcount, asset base, site footprint and product mix. For example, the same revenue may indicate a healthy specialist fine-chemical producer or an unusually low-output multi-site manufacturer. Trend, cash generation and leverage matter more for continuity than a single-year headline number.

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Litigation & Legal Risk

Case counts interpreted by type, materiality, company size and whether they can affect procurement.

Case Type	Count	Materiality	Most Recent	Trend
Commercial Contracts	[]	[]	[]	[]
Labor Disputes	[]	[]	[]	[]
IP Disputes	[]	[]	[]	[]
Product / Quality	[]	[]	[]	[]
Supply Chain	[]	[]	[]	[]
EHS-related	[]	[]	[]	[]
Administrative	[]	[]	[]	[]

ALIOTH Interpretation

Ten lawsuits do not automatically mean 'high risk'. A 20-year-old company with hundreds of employees may accumulate ordinary labor or commercial cases. ALIOTH looks at frequency relative to company scale, case type, monetary exposure, whether the supplier is plaintiff or defendant, recurrence, enforcement status and any link to quality, EHS or production continuity.

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EHS & Regulatory Risk

EHS records interpreted by severity, recurrence, site and shutdown relevance.

Date	Authority	Type	Issue	Outcome / Status
[]	[]	Environmental	[]	[]
[]	[]	Safety	[]	[]
[]	[]	Hazardous Chemicals	[]	[]

Field	Information
Environmental Permits	[]
Hazardous Waste	[]
Wastewater	[]
Air Emissions / RTO	[]
Major Safety Incidents	[]
Production Suspension / Rectification	[]

ALIOTH
Interpretation

Minor administrative findings are relatively common and should be distinguished from serious accidents, repeated violations, permit failures or prolonged production suspensions. ALIOTH states whether the record looks procedural, recurring, operationally material or potentially disruptive to supply.

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Operational & Supply Continuity Risk

Operational signals translated into the probability and impact of supply disruption.

Risk Area	Observation	Evidence / Confidence	Procurement Implication
Single-site Dependency	[]	[]	[]
Key Raw Material Dependency	[]	[]	[]
Capacity Constraint	[]	[]	[]
Waste-treatment Bottleneck	[]	[]	[]
Equipment Bottleneck	[]	[]	[]
Export / DG Restrictions	[]	[]	[]

**ALIOTH
Interpretation**

A smaller specialist supplier can be commercially attractive but may have less redundancy than a large group. Conversely, a large group may still have a single critical line for the target chemistry. ALIOTH identifies the bottleneck that actually matters to the buyer rather than using company size as a proxy for resilience.

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Reputation & Industry Intelligence

Industry information is useful only when its confidence and procurement meaning are explicit.

Observation	Source Type	Confidence	Corroboration	Status
[]	Customer / industry / supplier ecosystem	High / Med / Low	[]	Industry Intelligence
[]	[]	[]	[]	[]
[]	[]	[]	[]	[]

**ALIOTH
Interpretation**

ALIOTH does not turn market gossip into fact. When experienced industry feedback is relevant, we state the confidence, seek independent corroboration and explain whether it should change supplier qualification, negotiation strategy or monitoring.

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Information Gaps & Recommended Verification

The report should be explicit about what remains unknown and why the gap matters.

Information Gap	Why It Matters	Recommended Verification	Priority
Actual Target-product Site	Determines quality and equipment relevance	Supplier confirmation + site documents	High
Historical Batches	Confirms repeat manufacturing experience	Batch history / CoA / reference	High
Critical Equipment Details	Confirms technical fit	Equipment list / technical questionnaire	High
Audit Status	Confirms current compliance	Recent audit / inspection evidence	Medium

**ALIOTH
Interpretation**

ALIOTH prioritizes verification based on decision impact. A missing data point is not automatically a red flag; the question is whether the uncertainty could change supplier selection, qualification cost, delivery reliability or regulatory acceptability.

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ALIOTH Final Assessment

No score. A concise interpretation of what the supplier is, how to read the evidence and what the buyer should do next.

Decision Question	ALIOTH Answer
1. Is this a real manufacturer?	[YES / LIKELY / UNCLEAR / NO] - [Evidence-based explanation.]
2. What scale is this company in context?	[Explain company/site scale relative to relevant Chinese peers and why it matters.]
3. What are they actually good at?	[Core products, chemistry, scale, quality level, geography.]
4. What should the buyer be careful about?	[Material caveats, not every minor issue.]
5. Is the supplier suitable for the target project?	[SUITABLE / POTENTIALLY SUITABLE / FURTHER VERIFICATION REQUIRED / NOT RECOMMENDED]
6. What should the buyer do next?	[RFQ / questionnaire / sample / audit / site visit / do not proceed]

**ALIOTH
Conclusion**

[150-250 words. Include at least one explicit market-context statement, e.g. how employee count, revenue, manufacturing footprint, export activity or legal/EHS history compares with the relevant Chinese supplier segment. Then connect that interpretation to the buyer's project and next action.]

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Sources, Evidence & Disclaimer

Traceability for professional use by overseas procurement teams.

Ref	Source / Database	Document / Record	Date	Used For
S01	[Corporate registry / licensed provider]	[]	[]	Company identity
S02	[Court / legal data]	[]	[]	Litigation
S03	[Environmental / safety authority]	[]	[]	EHS
S04	[Customs / trade data]	[]	[]	Export validation
S05	[Company disclosure]	[]	[]	Site / capability
S06	[ALIOTH verification / industry context]	[]	[]	Interpretation

Confidentiality & Use. This report is prepared for professional supplier screening and procurement decision support. It is not a credit rating, legal opinion, regulatory certification, quality audit, or guarantee of supplier performance. Information and market context may change after the report date. Comparative language such as 'small', 'mid-sized', 'substantial', 'typical' or 'unusual' is an ALIOTH interpretation based on the relevant supplier segment and available evidence, not a statutory classification. Buyers should complete project-specific technical, quality, regulatory and commercial due diligence before qualification or purchase.

ALIOTH Reporting Principle

Facts first. Context second. Procurement meaning third. Action at the end.