

REACH24H
瑞欧科技

年度报告 2017

Annual Report 2017



2017 年瑞欧科技再创佳绩，
首次营收破亿，连续盈利三年。

*REACH24H generated a continuous
success with a record revenues for the
3rd consecutive year to 1,000,000,000
RMB.*

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卷首语

致所有利益相关方：

2017年，瑞欧科技成绩斐然。秉承合规创造价值的发展理念，瑞欧科技不断提高自身服务能力，攻坚克难，坚持为客户创造价值并以卓越的成绩回报股东，与此同时，也为我们生活和工作的社会带来了有意义的改变。160多名同仁始终以行业一流的专业水平践行企业发展的宏图伟略，我们为瑞欧科技在2017财年所取得的成绩感到自豪。

2017，厚积薄发，稳健增长

2017年工业化学品核心服务领域继续保持快速增长，得益于欧盟法规技术服务和中国地区法规技术服务的稳步增长，2017年在工业化学品领域的增长创历史新高。农用化学品和材料领域取得历史性突破，首次实现全年盈利目标。健康消费领域，食品技术服务继续保持高速增长，化妆品和消费品技术服务稳步发展，实现盈亏平衡。值得一提的是，2017年瑞欧科技信息化产品迈出了里程碑式的一步，创新性产品实现了销售突破。

得益于以上几个行业领域的盈利，公司现金流逐步改善，整体财务状况良好。

2017，创新发展，提供优质的客户服务

2017年行业覆盖从工业化学品的研发，销售，生产，运输，使用，废弃扩展到相关的本质安全，过程环境治理技术服务领域，同时参与到国家标准和行业规则制定的服务领域。农用化学品领域从海外登记服务扩展到大田农药等国内外全套登记服务。食品领域实现了从配方奶粉，功能性保健产品，成品配方到接触材料，安全评估技术服务的全领域覆盖。信息化产品方面继续完善资讯平台 ChemLinked 的服务体验度，提高平台信息提供服务能力。消费品方面开始提供纺织，电子，汽车等领先的市场准入技术服务。

由此，2017年瑞欧客户基数增长迅速，全年度总服务客户超过2400家。2017年瑞欧科技继续在CRAC系列峰会和论坛上提升行业影响力，为环境、安全、健康三大领域发展建言献策，交换共识，促进行业绿色安全可持续发展。

2017，入驻海创，开启新征程

2017年初，公司迁址到余杭区未来科技城的海创科技中心，与阿里巴巴的总部以及其他高

From CEO

To our stakeholders,

2017 has been a year of splendid results for REACH24H. Following the idea of Value in Compliance, REACH24H continually enhances its service capability to create value and outstanding performance to support our clients, bringing significant changes to the society that we are living and working in. All 160+ REACH24H colleagues practice the vision of the company with first class professionalism, and we are extremely proud of the achievements of REACH24H during the 2017 financial year.

2017, Accumulate and grow steadily

In 2017, the core services associated to industrial chemicals have continued to grow rapidly. Owing to the steady growth observed in technical services stemming from EU regulations and technical services in China laws and regulations, the growth in industrial chemicals hit a historic record in 2017. A historic breakthrough was made in the fields of agrochemicals and materials, achieving the full-year profitability target for the first time. In the area of health and consumption, food technology services continued to rapidly grow while technical services for cosmetics and consumer products steadily evolved to reach break-even. It is worth mentioning that REACH24H's information products in 2017 have taken a landmark step forward with innovative products achieving a sales breakthrough.

Thanks to the profits obtained from the above-mentioned fields, our cash flow has improved and the overall financial status is sound.

2017, Innovative development, quality customer services

In 2017, the industry coverage extended from the research and development, sales, production, transportation, use and disposal of industrial chemicals to the related technical services of intrinsic safety and process environment treatment, as well as to the service areas associated to the development of national standards and industry rules. The field of agrochemicals has expanded from overseas registration services to a full range of registration services at home and abroad, such as field pesticides. The field of food has covered a fuller spectrum of technical services ranging from formula powder, functional health products, finished formulations to contact materials and safety assessment. Information products continue to improve the experience of the information service platform ChemLinked, enhancing its information service capability. Consumer products began to provide first level market-access technical services in textile, electronics, and the automotive industry.

As a result, the client base of REACH24H increased rapidly in 2017, reaching a total of over 2,400 clients. In 2017, REACH24H continued to expand its influence in the CRAC Summit and related forums to support the development of the three major areas of environment, safety and health, seeking consensus and promoting the green, healthy and sustainable development of the industry.

新企业为邻。公司得到了余杭区政府在税收等各种政策上的支持。在资质方面，继被评为杭州市以及国家高新技术企业后，瑞欧在 2017 年又成为了金砖国家标准化联盟单位，参与研究金砖国家标准化法律法规、标准战略、体制机制和标准系统等内容，提高“中国标准”国际影响力。瑞欧将在未来与官方建立更多的合作，以多年的合规经验献计献策，促进行业发展。

2017，以人为本，重视优秀人才培养

员工是瑞欧最宝贵的资产，瑞欧非常重视优秀人才的培养。在 2017 年，瑞欧开展了多次全员培训，从法规专业到职业化素养，为员工提供了能力培养的优厚条件。另外，瑞欧也开展了以员工为讲师的内部培训，充分利用了公司内的资源。公司还特别邀请培训师为员工做内训师的培训。在 2017 年瑞欧也引进了多名新成员，全部拥有化学品、生命科学、食品工程等著名院校的本科或硕士学位。瑞欧也将会给员工提供更多的资源，和员工一起成长。

2018，立足行业，拥抱未来

展望来年，瑞欧科技将继续聚焦专业深度的技术研讨和交流，例如在化学品安全的评估工具，数据利用和计算，行业涉及的人员、设备、环境、制度等；在国际化服务领域将继续奋发有为，在农药，纺织，电子，交通等领域提供更加全面和高效的专业技术服务。

2017 是中国信息化发展最快的一年，在刚刚结束的世界互联网大会上人工智能，大数据，云计算等趋势和工具越发走向现实。未来已来，瑞欧科技必将抓住机遇，拥抱未来，将专业的技术服务与新兴技术结合，为健康、安全、环保领域提供更加优质的技术服务。

 总经理

杭州华测瑞欧科技有限公司

2017, Moved in Haichuang, start the new journey

In early 2017, the company relocated to the Future Technology Centre in Yuhang District, adjacent to Alibaba's headquarters and other high-tech enterprises. The company has enjoyed preferential policies on taxation and others given by Yuhang District government. In terms of qualification, after being appraised as Hangzhou and national level high-tech enterprise, REACH24H became a BRICS Standardization Alliance member in 2017 and was involved in studying BRICS standardization regulations, standard strategies, institutional mechanisms and standard systems, enhancing the "Chinese standard" international influence. REACH24H will increase its cooperation with the government in the future, promoting the development of the industry thanks to its years of experience in compliance.

2017, Value people, put training first

Staff is the most valuable asset of REACH24H and we attaches great importance to the cultivation of excellent personnel. In 2017, REACH24H conducted several trainings for the whole company, ranging from regulations and career professionalism, providing employees with generous conditions for capacity development. In addition, we also carried out internal training with employees as lecturers, making full use of the company's resources. The company brought in trainers to train the employee lecturers. In addition, in 2017, REACH24H also recruited many new experts, all with undergraduate or master degrees from famous universities with majors such as chemicals, life sciences and food engineering etc. REACH24H will continue to provide more resources to employees, and grow together.

2018, Grounded in the industry, embracing the future

Moving forward, REACH24H will continue to focus on professional in-depth technical discussions and communications, such as chemical safety assessment tools, data utilization and computing, industry-related personnel, equipment, environment, system, etc. In the field of international services, we will continue to work hard in order to provide more comprehensive and efficient professional technical services in the fields of pesticides, textiles, electronics and transportation.

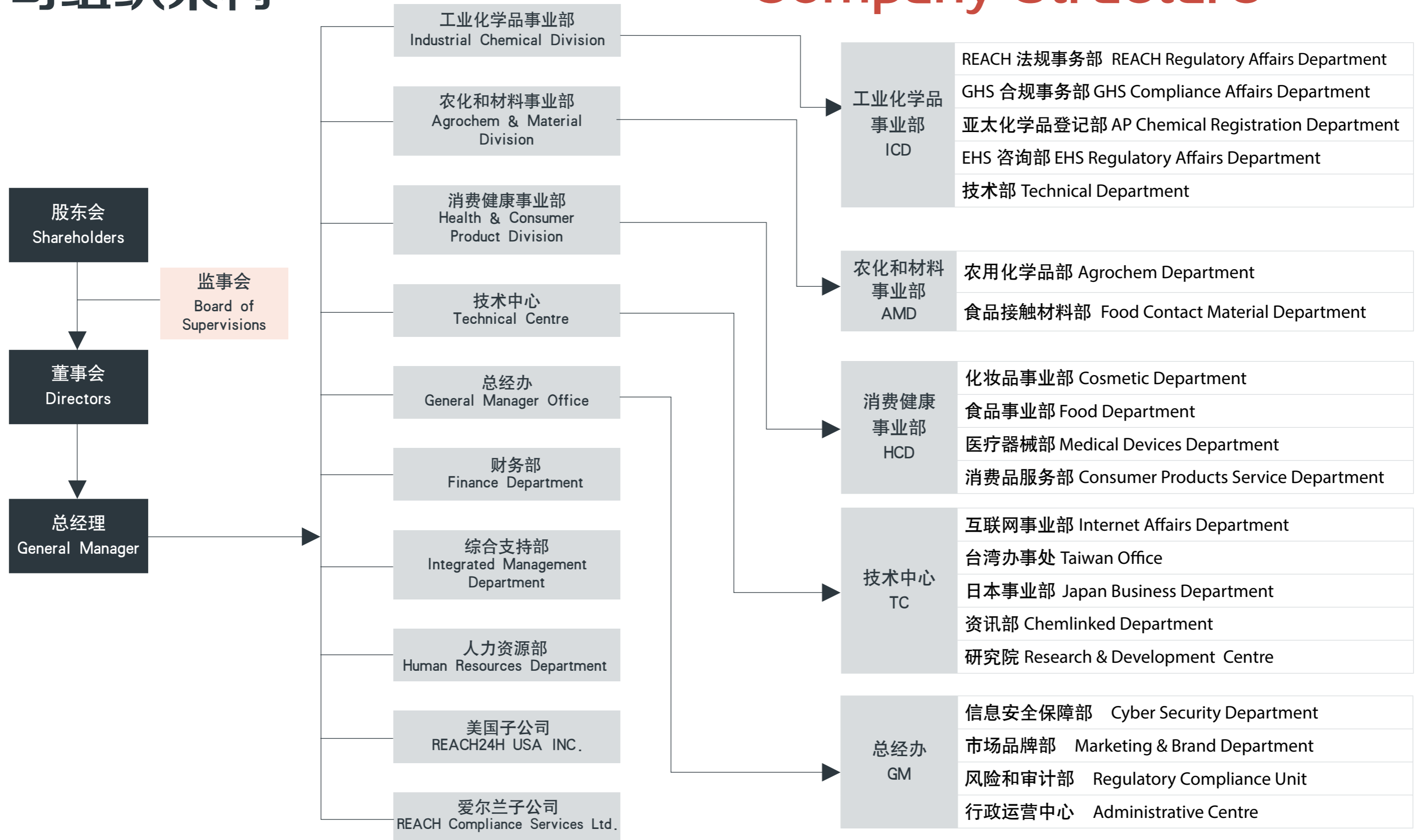
2017 witnessed the fastest-growing year for informatization in China. At the World Internet Conference which just recently concluded, trends and tools such as artificial intelligence, big data and cloud computing are becoming more and more real. The future has come, and REACH24H is committed and ready to embrace the future. It combines the professional technical services and emerging technologies to ensure more high-quality technical services in health, safety, environmental protection.



General Manager
REACH24H Consulting Group China

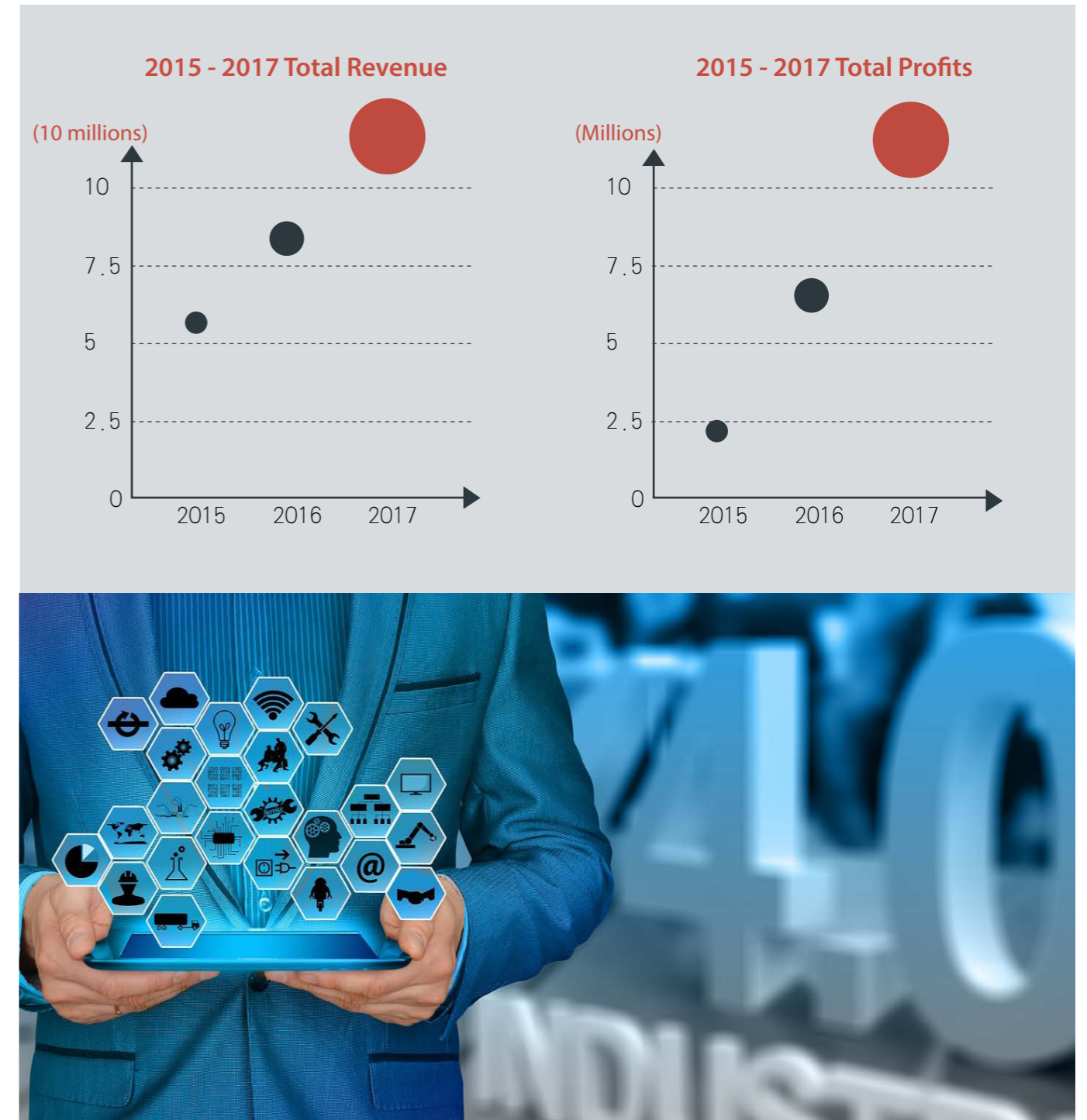
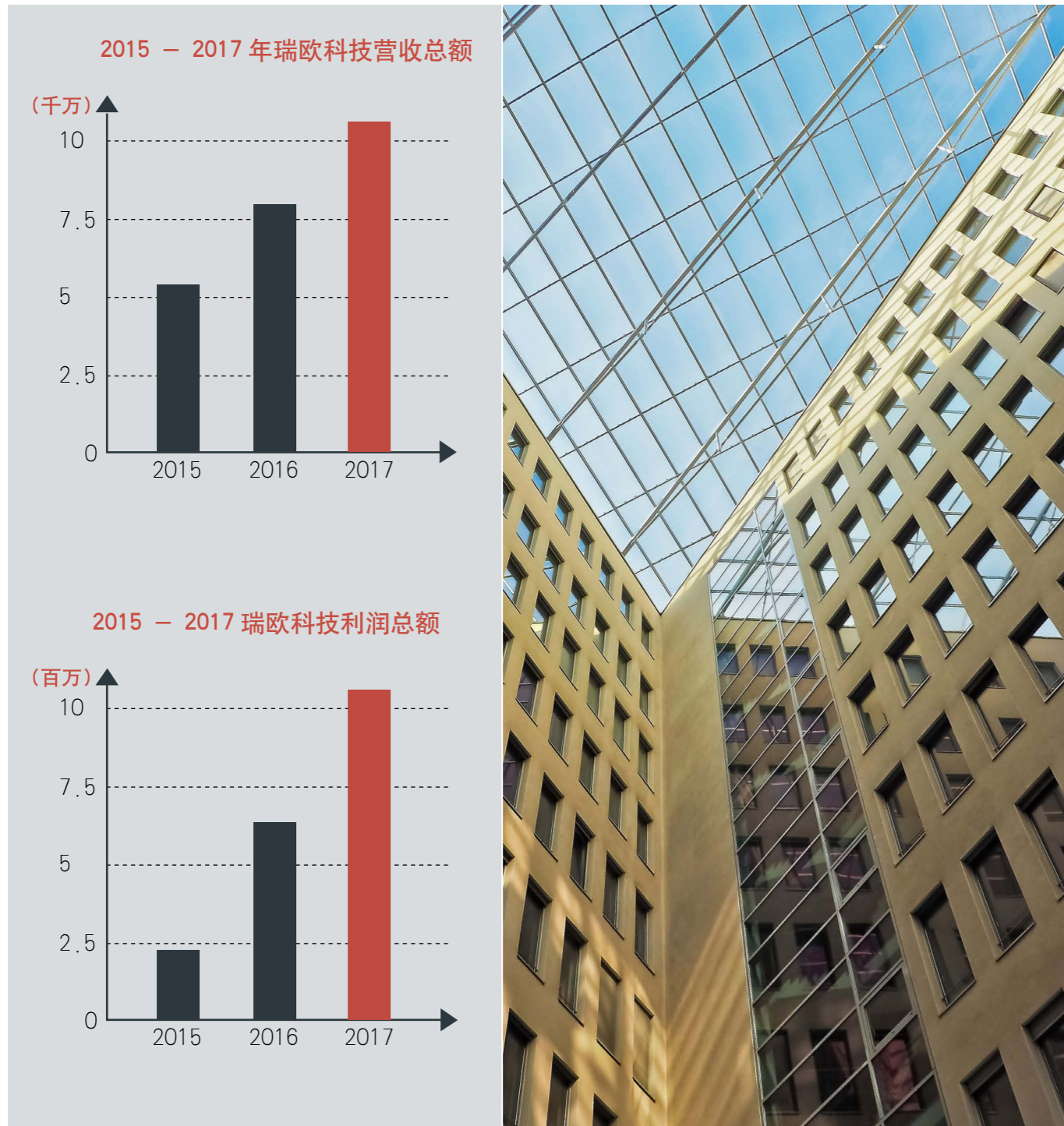
公司组织架构

Company Structure



2017 整体财务数据

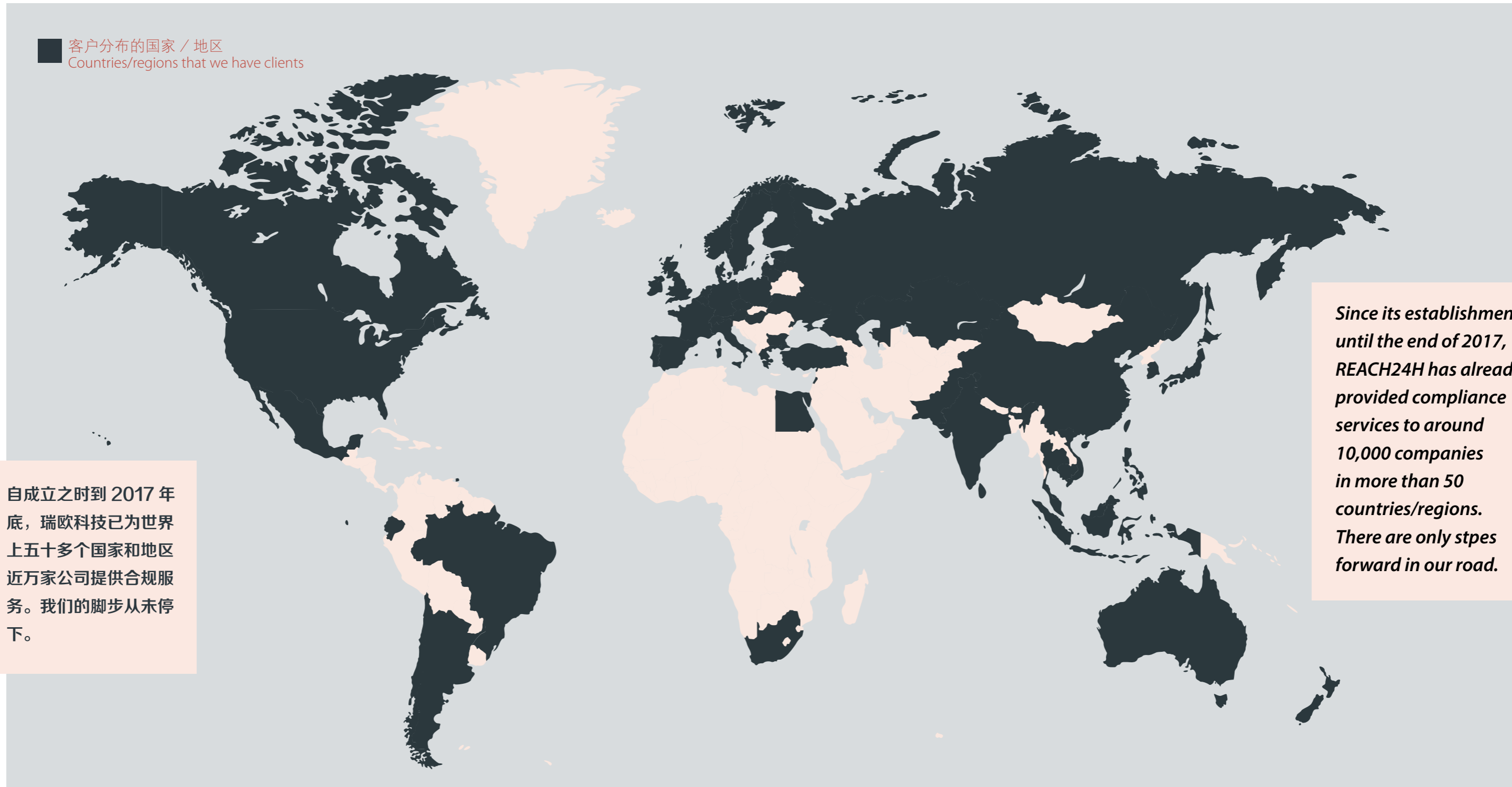
2017 Financial Data



全球客户分布图

The distribution of our clients

■ 客户分布的国家 / 地区
Countries/regions that we have clients



自成立之时到 2017 年底，瑞欧科技已为世界上五十多个国家和地区近万家公司提供合规服务。我们的脚步从未停下。

Since its establishment until the end of 2017, REACH24H has already provided compliance services to around 10,000 companies in more than 50 countries/regions. There are only steps forward in our road.

2017 大事记

2017年2月15日，瑞欧科技正式迁址，入驻未来科技城海创科技中心，逐梦扬帆，笃志远行，开启合规服务新征程。

2017年3月24日，瑞欧科技成功举办首届“环境安全与健康发展高峰论坛”，聚焦环境安全与健康发展两大主题，通过跨领域的前沿政策分析为政府提供决策依据、为企业提供发展方向、为品牌进入中国市场提供政策助力，引发各界的热烈关注和讨论。

2017年3月17日，金砖国家标准化研究联盟成立会暨金砖国家标准化研讨会在杭召开，瑞欧科技成为金砖国家标准化研究联盟首批成员，与其他联盟成员共同研究金砖国家标准化法律法规、标准战略、体制机制和标准系统等内容，服务我国与其他金砖国家间的标准化合作交流，提高“中国标准”国际影响力，促进我国与其他金砖国家经贸健康发展。

2017年11月2日，第九年全球化学品法规年度峰会 CRAC2017 圆满落幕，来自化学品、农药、消费品、食品接触材料四个行业的 300 余位官方代表、行业专家、企业代表和社会媒体共聚杭州，交流行业法规动态，共享合规要点经验，推动行业绿色、安全、可持续发展。

2017年，瑞欧科技互联网事业部应运而生，进一步优化亚太区法规资讯平台 Chemlinked、供应链管理软件瑞欧云 Cloud、在线会议系统 iMeeton 等软件和信息化产品。



2017 Highlights

On February 15, 2017, REACH24H officially relocated and settled in Haichuang Technology Centre with the ambition to open a new journey of compliance service.

On March 24, 2017, REACH24H successfully held the first "Forum on Environmental Safety and Health Development", focusing on the two major themes of environmental safety and health development. The forum focused on providing cutting-edge policy analysis across industries and decision-making basis for the government, development direction for the brand accessing to the Chinese market with policy support. The forum aroused the enthusiastic attention and discussion.

On March 17, 2017, the founding ceremony of the BRICS National Standardization Research Alliance and the BRICS Standardization Seminar were held in Hangzhou. REACH24H became the first batch member of the BRICS National Standardization Research Alliance. Together with other coalition members, REACH24H studied BRICS Standardization of laws and regulations, standard strategies, institutional mechanisms and standard systems, to serve for the standardization cooperation and communications between China and other BRICS countries, to enhance the international influence of the "China Standard" and to promote the healthy economic and trade development of China and other BRIC countries.

On November 2, 2017, the 9th Annual Chemical Regulation Conference – CRAC2017 concluded successfully. More than 300 officials, industry experts, business representatives and media from the four industries of chemicals, pesticides, consumer products and food contact materials gathered in Hangzhou, exchanged ideas of industry regulations updates and shared compliance experiences to promote the green, safe and sustainable development of the industry.

In 2017, REACH24H established the Internet Affairs Department to further optimize the AP region information platform Chemlinked, the supply chain management software SDS Cloud, the online conference system iMeeton and other information technology products.

工业化学品事业部

工业化学品部是和瑞欧一起诞生的一个业务部门。业务范围从欧盟 REACH 法规的合规咨询，扩展到涵盖亚太区的化学品登记和危化品合规服务，在 17 年又新拓展了 EHS 的相关咨询服务。工业化学品部门将继续以过硬的技术实力，全球化合规战略性思考为客户提供优质的服务。



Industrial Chemical Division

The Industrial Chemical Division is the one born with REACH24H. Its business covers from EU REACH consultation to the registration of chemicals in Asia – Pacific region and compliance of hazardous chemicals and in 2017 extended new development on EHS consultation. The Industrial Chemical Division will continue to provide its clients with quality service through its strong technical strength and global strategic thinking on compliance.



工业化学品事业部 REACH 法规事务部

REACH 法规事务部是瑞欧科技的核心业务部门，致力于向国内外化工企业提供优质的欧盟 REACH 法规、欧盟 F-GAS、韩国 K-REACH 等化学品法规技术服务。在欧盟 REACH 法规领域，是取得首个预注册号、首个新物质注册号、首个分阶段物质注册号的中国团队，也是国内首个具备领头注册人 (LR) 身份的服务机构。

助力欧盟 REACH 合规

瑞欧科技从成立之初起就开始跟踪研究欧盟 REACH 法规，深入研究技术要点，是行业领先的 REACH 法规服务商。团队拥有强大的专业技术背景，具备多年化学品法规应对经验，拥有专业的风险评估技术实力、丰富的合作方及实验室资源，并且与主管官方及行业专家建立了长期友好的沟通渠道，是多家国内化工工业巨头的欧盟 REACH 法规应对唯一合作伙伴。2018 年是关键的 REACH 法规合规年，瑞欧科技将一如既往以专业的技术水平，提供合规解决方案，为企业对欧贸易保驾护航。

K-REACH 合规正当时

REACH 法规事务部从 2015 年开始研究并开展韩国 REACH (简称 K-REACH) 合规服务。短短两年时间，依托于丰富的合规经验，瑞欧在 K-REACH

合规项目服务上连创佳绩：在 510 个需要注册的现有物质中担任数个物质的领头注册人，同时代理了上百个物质的联合注册项目；新物质注册和注册豁免申请项目逐年递增，年增长率约 90%。

2017 EU REACH 业务情况 2017 EU REACH Affairs



Industrial Chemical Division REACH Regulatory Affairs Department

The REACH Regulatory Affairs Department is the core business unit of REACH24H, committed to providing domestic and foreign chemical companies with high-quality EU REACH regulatory support, EU F-GAS, K-REACH and other chemical regulatory technical services. In the field of EU REACH, REACH24H is the first Chinese team to obtain a pre-registration number, a new substance registration number and a phase-in substance registration number. It is also the first service organization in China to be granted a Lead Registrant (LR) status.

Devote into the compliance of EU REACH

Since its beginnings, REACH24H has tracked the EU REACH regulations, offering an in-depth study of technical points and thus becoming a leading REACH regulatory service provider. The team possesses a strong professional technical background, years of experience in compliance, professional technical expertise in risk assessment, rich portfolio of partners and laboratory resources, and a long-term and sound relationship with competent officials and industry experts. REACH24H is the only EU REACH partner of several domestic chemical giants. The year of 2018 is the key REACH compliance year, and REACH24H aims to, as always, ensure professional compliance solutions to drive forward successful business coming into the EU.



K-REACH Compliance at the time

The REACH Regulatory Affairs Department has been studying and carrying out Korean REACH (K-REACH) compliance services since 2015. In just two years, relying on a wealth of compliance experience, REACH24H has achieved an excellent performance on its K-REACH compliance programs, serving as the leading registrant for several substances in the 510 existing registries as well as providing technical support to hundreds of jointly registered substances. New material registration and registration exemption applications show a year by year increase with an annual growth rate of about 90%.

工业化学品事业部

亚太区化学品登记部

亚太区化学品一站式合规服务

亚太区化学品登记部致力于跟踪研究中国新化学物质环境管理办法、台湾毒性物质管理法 TCSCA、台湾职安法 OSHA、日本化审法 CSCL 以及泰国、菲律宾、越南、澳大利亚等亚太区国家和地区的化学品监管法规，还为全球客户提供美国化学文摘号 (CAS No.) 申请服务。得益于专业的技术团队以及国际化的服务，截至 2017 年底，亚太区化学品登记部已成功帮助国内外上千家企业开展了中国新化学物质登记，台湾现有化学物质及新化学物质登录，日本化审法申报，泰国附录 5.6 物质申报等合规应对工作。

中国新化学物质环境管理办法

☆ 2017 年 8 月，环保部发布关于调整《新化学物质申报登记指南》数据要求的公告，公告发布之初，瑞欧科技亚太区化学品登记部与固管中心进行了多次的良好技术交流并反馈了众多企业对于数据要求的建议，同时就《新化学

物质申报登记指南》其他内容的修订，与固管中心分享了其他国家和地区的新化学物质管理要求。

☆ 2017 年初，上海启动新化学物质登记自查工作，亚太区化学品登记部积极协助多家上海企业完成自查材料的准备以及现场审核工作，同时，也将上海自查工作与多个地方环保部门进行分享。《新化学物质环境管理办法》修订在即，亚太区化学品登记部将继续保持与官方的密切交流，分享反馈实际工作中遇到的问题及企业建议。

目前瑞欧科技服务的企业及申报的项目呈稳定增长趋势，截至 2017 年底，瑞欧科技已完成近 2000 件新化学物质申报项目，涉及到各个类型及吨位级别的申报服务。未来瑞欧科技也将继续与官方保持良好的沟通，与国内外实验室维持紧密的合作，通过专业的技术能力和多年积累的合规经验助力国内外企业跨越技术性贸易壁垒，抢占贸易市场。

至 2017 年 12 月累计开展中国新化学物质登记项目数
Until Dec 2017 total No. of China New Chemical Registration cases



Industrial Chemical Division

Asia Pacific Chemical Registration Department

One-stop compliance services for AP region chemicals

The Asia Pacific Chemical Registration Department is committed to tracking China Measures on the Environmental Management of New Chemical Substances, Taiwan Toxic Chemical Substances Control Act and Occupational Safety and Health Act, Japan Chemical Substance Control Law and other chemical regulations in effect in Thailand, Philippines, Vietnam, Australia and other Asian Pacific countries. We are also providing CAS No. application services. Benefiting from a professional technical team and international support service, by the end of 2017, the Chemical Registration Department has successfully helped thousands of domestic and foreign enterprises register new chemical substances in China, manage existing chemical substances and new chemical substances registration in Taiwan, filings following Japan CSCL regulation, Thailand's Annex 5.6 material filings and other compliance work.

China's Measures on the Environmental Management of New Chemical Substances

☆ Amendments to the data requirements contained in China's New Substance Notification Guidance were published on Aug 28th 2017 as an individual announcement. Soon, the REACH24H AP Chemical Registration Department began focusing on the task of building several technical communication platforms with SCC-MEP, and presenting companies' advice on the data revision. At the same time, we began to share our knowledge on new chemical control regulations in

other countries and regions.

☆ In the early 2017, Shanghai launched an inspection program for new chemical substances registration. The AP Chemical Registration Department actively assisted a number of Shanghai enterprises in preparing all inspection materials as well as on-site audit work. Meanwhile, Shanghai shared its inspection experience with a number of local environmental protection departments. The revision of the Measures on the Environmental Management of New Chemical Substances is expected to be published soon, and the AP Chemical Registration Department will continue to maintain close communications with officials and share feedback on practical problems and business proposals.

For now, REACH24H has completed around 2000 new chemical substance notification projects, covering various types and tonnage threshold notification. More importantly, the number of service targeted and notification projects have achieved a stable increase. In the near future, REACH24H aims to continue to maintain a good and smooth communication channel with relevant authorities and close cooperation with labs globally. Our team will remain devoted to assisting foreign and domestic companies in overcoming technical barriers to international trade and seize the trade market through its technical expertise and years of accumulated compliance experience.

台湾毒性化学物质管理 (TCSCA/OSHA)

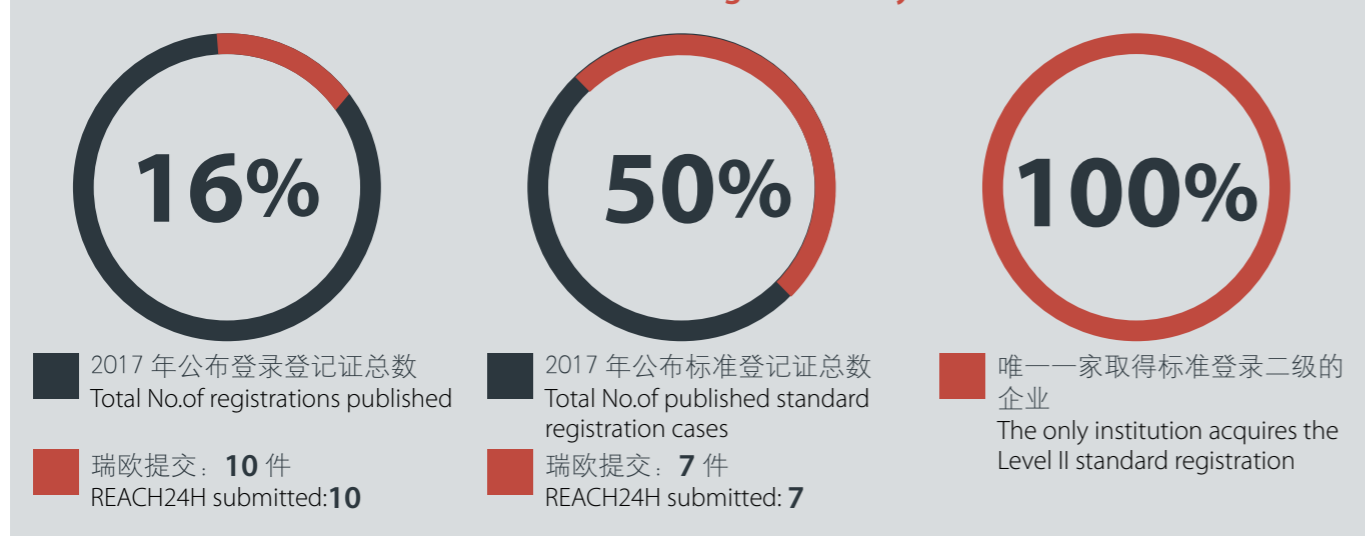
自台湾毒性化学物质管理 (TCSCA/OSHA) 法规实施以来, 瑞欧科技深入研究法规要求, 积极与主管机构沟通交流, 2015 年 4 月, 台湾化学物质登录中心受瑞欧科技邀请来杭为企业介绍台湾化学物质登录管理办法, 这是法规实施后台湾地区主管官方首次在中国大陆分享台湾化学物质登录信息。

2017 年 5 月, 瑞欧科技在台北举办全球化学品和材料合规实践研讨会, 会上瑞欧科技法规技术咨询师和官方代表就台湾化学品管理工作进行了详细的介绍。2017 年 9 月, 瑞欧科技举办“台湾化学物质登录进展及经验分享”网络培训会, 邀请台湾化学物质登录中心与众多企业分享了化学物质登录经验及最新资讯。随着 2018 年既有物质标准登录的临近, 瑞欧科技积极与台湾多个主管部门保持紧密联系, 并与其分享其他国家及地区的化学品管理要求, 广泛搜集行业内的建议和反馈, 为台湾既有物

质标准登录的实施提供了有力的支持。截至 2017 年底, 瑞欧科技亚太区化学品登记部已协助全球众多企业完成了 5000 多项化学物质登录工作, 其中包括既有化学物质第一阶段登录及新化学物质多种登录类型。在新化学物质标准登录服务能力方面, 无论是项目的数量还是质量都得到了台湾地区主管机构的高度认可。丰富的全球化学品合规经验, 与主管机构的紧密联系, 与多家台湾地区测试机构的良好合作等优势让瑞欧科技得以在即将到来的既有化学物质标准登录工作中为企业提供有力的技术保障。

截至 2017 年 12 月 31 日, 在台湾官方公布的 62 件简易登录登记证中, 其中 10 件为瑞欧提交, 占总数的 16%; 而在技术难度更大的标准登记中, 瑞欧更是独占半壁江山, 成功申请了 7 笔标准登录, 占总数的 50%。瑞欧也是第一家以及迄今为止唯一一家取得标准登录二级的企业, 显示了瑞欧在难度较大的高吨位台湾化学物质登录中的雄厚实力。

2017 瑞欧科技台湾化学物质登录情况
2017 Taiwan Chemical Registration by REACH24H



Taiwan Toxic Chemical Substances Control Act and Occupational Safety and Health Act

Since the implementation of the Toxic Chemicals Management (TCSCA / OSHA) regulation in Taiwan, REACH24H has conducted in-depth research on regulatory requirements and it has maintained active communications with the competent authorities. In April 2015, the Taiwan Chemical Substance Registration Center was invited by REACH24H to introduce Taiwan's chemical substances registration management approach to companies, which represents the first time Taiwanese officials visit mainland China to share information on the registration of chemical substances following the implementation of these of laws and regulations in Taiwan.

In May 2017, REACH24H held a seminar on global compliance for chemicals and materials in Taipei. At the meeting, technical advisors and official representatives from REACH24H carried out a detailed introduction on the management of chemicals in Taiwan. Later in September 2017, REACH24H held a webinar on Progress and Experience Sharing in the Registration of Chemical Substances in Taiwan and invited the Taiwan Chemical Substance Registration Center to share its experience with a number of enterprises on the latest information on chemical substance registration. With the approach of the 2018 Existing Chemical Standard Registration, REACH24H actively maintains close contacts with various competent authorities in Taiwan and shares chemical management requirements of other countries and regions with them and collect suggestions and feedback from a number of related industries. In this way, the Division has been able to steadily support the release and implementation of the existing regulations on the standard registration of existing substances in Taiwan.

By the end of 2017, more than 5,000 chemical substances registrations have been completed by the REACH24H AP Chemical Registration Division, including the Phase I existing chemical substances registration (late pre-registration) and the registration of new chemical substances. In terms of new chemical substance standard registration service capabilities, both the number and quality of projects have been highly recognized by the competent authorities in Taiwan. The rich experience in global chemical compliance, close contacts with the competent authorities and good-standing cooperative relations with a number of testing organizations in Taiwan have enabled REACH24H to provide enterprises with the opportunity to complete existing chemical substances standard registration with strong technical support.

As of December 31, 2017, of the 62 simple registration certificates officially announced by Taiwan, 10 of them were submitted by REACH24H, accounting for 16% of the total. In the case of more technically challenging standard registrations, REACH24H successfully applied for 7 standard registration, accounting for 50% of the total. REACH24H is also the first and to date the only company that has achieved the Level 2 standard log-in registration, demonstrating its solid strength in more challenging high-tonnage chemical substances registration in Taiwan.



工业化学品事业部

GHS 合规事务部

提供全球 GHS 合规服务方案

GHS 合规事务部成立于 2014 年，致力于提供全球 GHS 合规咨询服务，多年来通过专业的技术能力和丰富的合规经验赢得了上百家国内外企业，包括陶氏，巴斯夫等行业巨头的青睐，并与国家安全生产监督管理总局、化学品登记中心、交通运输部等官方机构建立了良好的合作关系。

2011 年 2 月 16 日国务院第 144 次常务会议正式通过修订后的《危险化学品安全管理条例》，并于 2011 年 12 月 1 日正式实施，标志着中国从国家行政法规的高度正式实施联合国 GHS。GHS 合规事务部技术团队从公司成立开始就跟踪中国 GHS 法规发展动向，并进一步衍生到全球 GHS 合规技术服务，至今已帮助上百家化工企业完成制作超过 30,000 份 SDS 和标签。

2015 年 4 月份中国最新版危险化学品名录发布，中国危险化学品管理开启新的篇章，GHS 合规事务部在第一时间邀请官方共同解读该名录发布后对行业的影响，并始终保持一线的活跃度，至今已帮助上百家化工企业完成上万个产品的危险化学品登记工作。



2016 年 - 2017 年，GHS 合规事务部积极参与由交通运输服务司和中国石油和化学工业联合会牵头组织的《危险货物有限数量和例外数量道路运输实施细则》编制组，并与其他代表成员一同参加多次会议，积极参与新标准的编制。GHS 合规事务部活跃在中国危险货物运输法规的研究第一线，并致力于为企业提供各种危险货物方面的咨询服务。

GHS 合规事务部将一如既往提供专业的技术服务，积极推动化学品安全管理，助力企业贸易顺利开展。

Industrial Chemical Division

GHS Compliance Affairs Department

Provide global GHS compliance solutions

The GHS Compliance Affairs Division, established in 2014, is committed to providing global GHS compliance consulting services. Over the years, its professional technical expertise and rich experience in compliance have made it the first choice of hundreds of domestic and foreign enterprises, including Dow and BASF. In addition, this department established a good cooperative relationship with the State Administration of Work Safety, the Chemical Registration Center, the Ministry of Transport and other official agencies.

On February 16, 2011, the 144th executive meeting of the State Council formally adopted the revised "Regulations on the Safe Management of Hazardous Chemicals" which came into effect on December 1, 2011, marking China's formal implementation of the UN GHS. The technical team of the GHS Compliance Affairs Division has been tracking the evolution of China's GHS regulations since the establishment of the company and has further extended to global GHS compliance services. So far it has helped hundreds chemical enterprises prepare more than 30,000 SDSs and labels.

In April 2015, the latest version of the inventory of Hazardous Chemicals was released and the new chapter in China hazardous chemicals management was made available. GHS Compliance Affairs Department invited officials to interpret the impact of the list on the industry as soon as it was released, and always maintained top activity. So far it has helped hundreds chemical enterprises finalize the registration of thousands of hazardous chemicals.

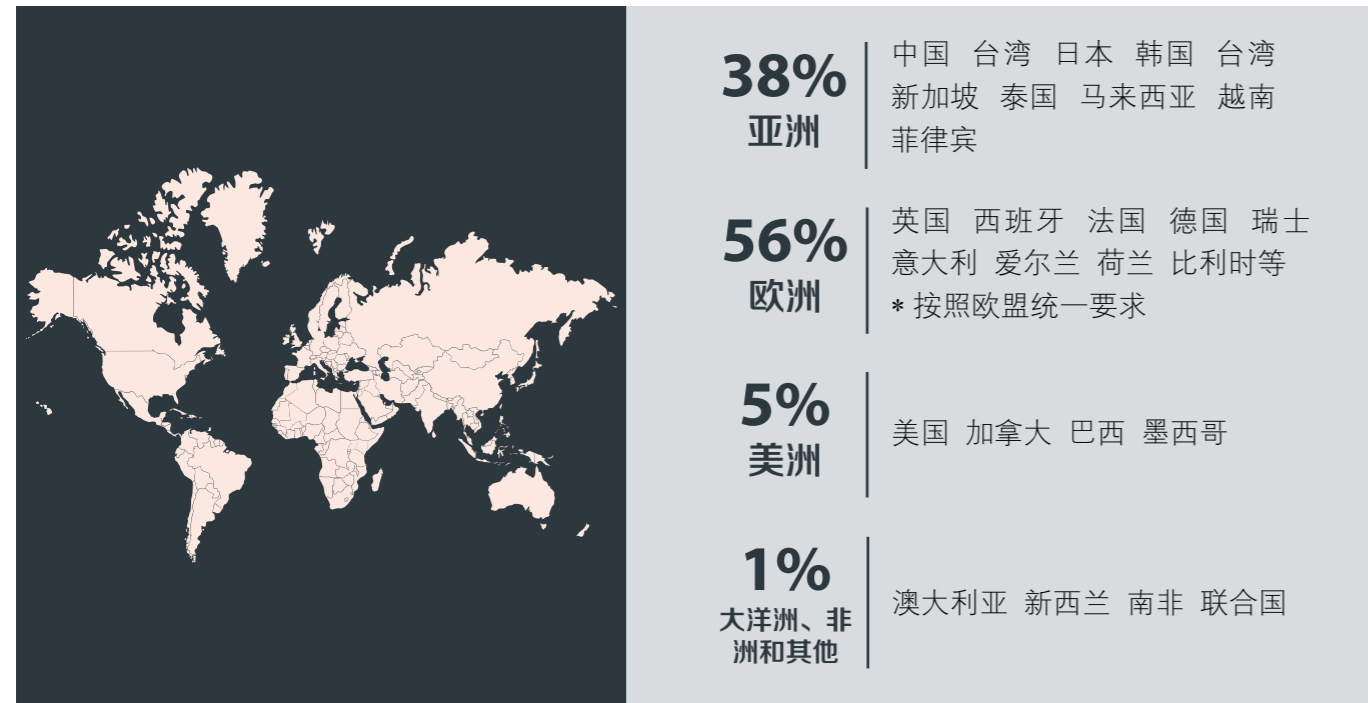
From 2016 to 2017, the GHS Compliance Affairs Department actively participated in the "Detailed Rules for the Implementation of Road Transport with Limited Quantity and Excepted Quantities of Dangerous Goods" compilation group led by the Secretary of Transport Services and the China Petroleum and Chemical Industry Federation. It also participated in multiple meetings with other representatives, and actively assisted the preparation of the new standards. The GHS Compliance Affairs Department is at the forefront of research on the regulations of the transport of Chinese dangerous goods and it is committed to providing enterprises with consulting services on all types of dangerous goods.

GHS Compliance Affairs Department will continue to provide professional technical services and promote chemical safety management to help enterprises trade successfully.

对外培训授课

危化品合规管理涉及众多细节，许多化学品企业对此头痛不已。2017 年瑞欧科技多次受邀参与行业会议并发表演讲，包括中石化油气田危险化学品管理培训班、上海石化联合会培训班、宁波检验检疫局危化品培训会、化学品安全管理培训班等。同时，瑞欧也活跃在全世界各地，多次为国内外知名企业提供线上线下定制化的培训服务。

- ☆ 4 月，由瑞欧科技主办的化学品物质管理政策最新动向会议在日本东京圆满落幕，会上详细介绍了新版危险化学品目录实施后危险化学品合规要求，帮助企业了解危化品管理政策。
- ☆ 5 月，由瑞欧科技主办的全球化学品和材料合规实践研讨会台湾在台北顺利召开，会上帮助企业进一步了解台湾 GHS 实施要点。
- ☆ 12 月，由瑞欧科技和德国 UMCO 合办的中国危险化学品分类、管理和运输会议在德国汉堡和科隆召开，会上详细介绍中国 GHS、危险品管理等主要规定，针对化学品有害物质的分类，管理和运输提供实用的合规建议。



GHS 小组完成各个地区 SDS 分布图

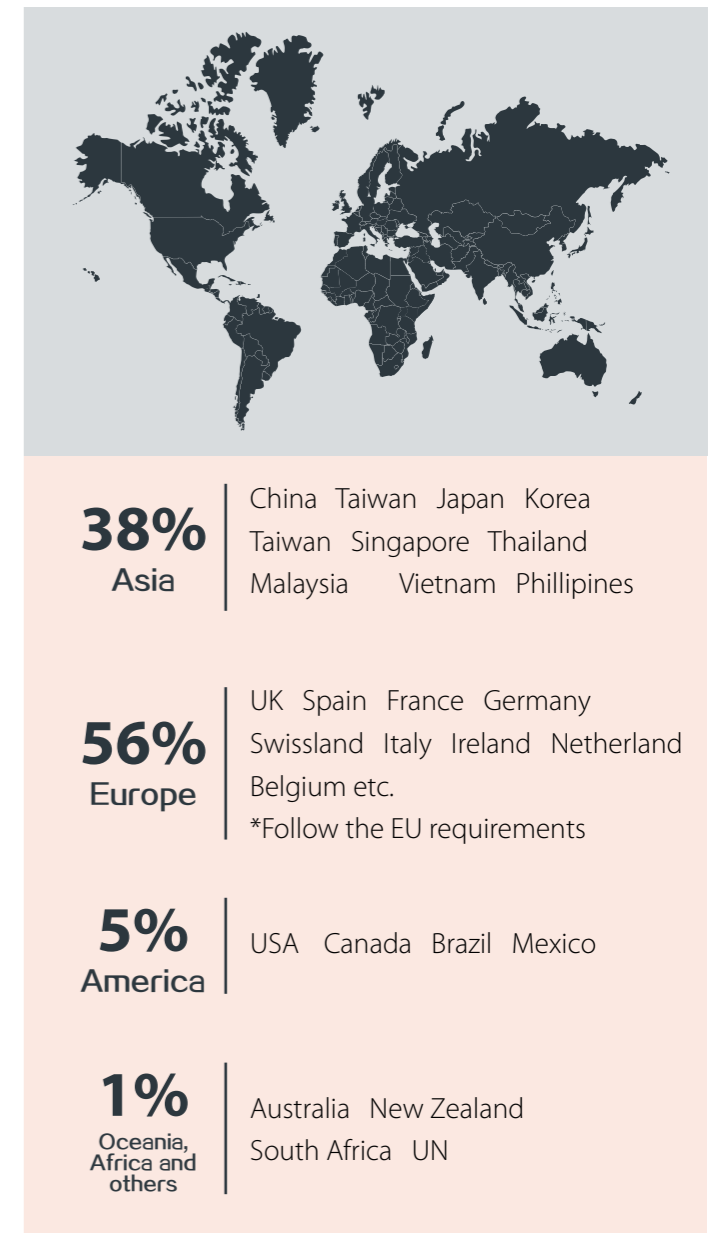
External Training and Teaching courses

The management of hazardous chemicals for compliance is a field that involves many details and specific data which can result confusing to chemical enterprises. Throughout 2017, REACH24H was invited to attend various industry conferences and delivered speeches on many occasions, including Sinopec Gas and Oilfield Hazardous Chemicals Management Training Program, Shanghai Petrochemical Federation Training Course, Ningbo Inspection and Quarantine Bureau Hazardous Materials Training Seminar, and Chemical Safety Management Training Course. At the same time, REACH24H has also remained active globally, successfully providing online and offline customized training services to many well-known enterprises at home and abroad.

- ☆ In April, the conference on the latest trends of chemical substance management policies sponsored by REACH24H was successfully concluded in Tokyo, Japan. The meeting detailed compliance requirements for hazardous chemicals following the implementation of the new catalog of hazardous chemicals, helping enterprises better understand the policies associated to the management of hazardous chemicals.

- ☆ In May, the Global Chemical and Material Compliance Seminar sponsored by REACH24H was successfully concluded in Taipei, Taiwan. This specific event aimed at supporting enterprises by sharing knowledge on some key points connected to the Taiwan GHS implementation

- ☆ In December, the conference on the Classification, Management and Transport of Hazardous Materials in China jointly organized by REACH24H and UMCO in Germany was held in Hamburg and Cologne, Germany. The meeting detailed the key provisions of China GHS and hazardous materials management and featured practical and useful compliance information on the classification, management and transport of hazardous materials.



Distribution map of SDS prepared by GHS team

工业化学品事业部 EHS 咨询部

助力 EHS 规范化管理

随着我国化学工业迅猛发展，化学品的生产、使用量以及有毒有害物质的排放量急剧增加，因缺乏有效管理而引发的化学品安全事故和环境污染事件呈高发态势。为有效遏制危险化学品重特大事故，保障人民生命财产安全和健康，保护和改善环境，政府正在积极健全和更新安全环保法律法规体系，并且逐步加重对企业的违法违规行为的处罚力度。如何做好化学品的安全管控、履行企业环保管理的责任和义务，已成为化学品企业可持续发展的重要内容。

瑞欧科技 EHS 咨询团队秉承“合规创造价值 — Value in Compliance”的宗旨，期望借助法规咨询、合规性审核、专业培训服务，帮助企业从纷繁复杂的环保和安全法律法规及规范标准中，准确把握环境、健康、安全（EHS）管理合规要点，并以此为据及时诊断和修正企业 EHS 管理问题，推进企业的 EHS 规范化管理，降低违法违规风险。



2017 年 EHS 咨询小组
所有参与竞标均最终中标

Industrial Chemical Division EHS Regulatory Affairs Department

Help EHS Standardized Management

With the rapid development of the chemical industry in our country, the production and consumption of chemicals as well as the emission of toxic and hazardous substances have risen sharply. Chemical accidents and environmental pollution incidents caused by the lack of effective management have shown a high tendency. In order to effectively prevent serious accidents associated to hazardous chemicals, ensure the health and safety of people and properties, and protect and improve the quality of the environment, the government is actively improving and updating its laws and regulations on safety and environmental protection and gradually increasing penalties for illegal behavior and law violations. Carrying out chemical safety controls and fulfilling environmental management obligations has become an important component of chemical companies' sustainable development.

Based on the principle of "Value in Compliance", the EHS Regulatory Affairs Department of REACH24H expects to relieve enterprises from the heavy duty of analysing complex laws and regulations on environmental protection and safety regulatory standards. By providing regulatory consulting, compliance audit and professional training services, accurately grasping regulatory compliance points of Environment, Health and Safety (EHS) and using them as a basis for the diagnosis and revision of enterprise EHS management issues in a timely manner, the EHS Regulatory Affairs Department promotes the standardized EHS management of enterprises and helps reduce the risk of illegal activities.



In 2017, the EHS consulting team
succeeded in all biddings.



EHS 法规咨询

结合法规和实际，提供可操作的合规方案

2017 年，EHS 咨询团队成绩斐然，先后为国内外知名化工、电子数码企业提供咨询服务，以专业的服务质量获得了客户的一致好评。

EHS 咨询团队基于企业的行业归属、地域分布、个性管理需求等，定制 EHS 法律法规及规范标准等文件清单，解读适用条款和管理要求，并持续跟踪和更新计划。针对有业务拓展、产品转型、投资建厂等需求的企业，EHS 咨询团队会基于对环保政策的梳理解读、相关部门的走访调研、以及企业的合规性审核，为企业环保管理和决策制定提供环保相关的政策依据和建议。针对已经在运营中的企业，EHS 咨询团队基于环保管理、化学品安全、生产安全、仓储安全、运输安全、职业健康、消防安全等相关法律法规和规范标准为审核依据，结合管理实践，帮助企业诊断和发现不合规情况，结合良好实践为企业提供解决方案。

EHS 培训

授人以鱼不如授人以渔

EHS 咨询团队策划“化学品全过程管理培训系列”课程，旨在帮助企业从纷繁复杂的管理政策、规范标准和技术手段中梳理出其对化学品管理的思路 and 策略。2017 年 7 月举办的化学品安全管理公开课，EHS 咨询部联合中国化学品安全协会，邀请到参与国内化学品安全管理政策制定和监管的技术专家、化学品安全管理实践经验丰富的专业讲师、国际一流应急管理机构专家、以及资深企业法律顾问，通过深入的课题讲解和案例剖析，结合分组讨论、模拟演练等互动形式，帮助企业理解最新的化学品安全管理的政策和立法，掌握其中的合规要点，结合安全管理实践内容，掌握企业 EHS 人员在管理上的方法和技巧，提升管理能力。



EHS Regulation Consultation A combination of regulations and practical issues; providing feasible compliance solutions

In 2017, the EHS Regulatory Affairs Department achieved outstanding results. It provided consultancy services to well-known chemical and electronic digital enterprises both at home and abroad and won praise from clients for its professional service quality.

Based on the company's industry characteristics, geographic distribution and individual management needs, the EHS team prepares a document list of EHS laws, regulations, standards and other documents, interprets the applicable terms and management requirements, continuously keeping track of related updates. For enterprises with plans of business expansion, product transformation, investment and construction needs, the EHS team will conduct research on the relevant environment protection policies and regulations, visit government authorities, associations and other parts of the supply chain so as to provide necessary references and suggestions for decision-making.

For those already in operation, the EHS team assists enterprises based on the audits prepared following relevant laws, regulations and standards of environmental management, chemical, production, warehousing and transportation safety, occupational health, fire safety and others, allowing it to diagnose and find non-compliance, so as to provide enterprises with solutions that contemplate good practices.



EHS training Fishing instead of fish

The EHS team designed the "Chemical Total Process Management Training Series" course to help companies shape their strategies and navigate complex management policies, norms and technical tools. In July 2017, an open seminar on chemical safety management was held. The EHS team, along with the China Chemical Safety Association invited experts and technicians responsible for the formulation and supervision of chemical safety management policies in China, experienced professional lecturers in chemical safety management practices, world-class experts from emergency management agencies and senior legal advisors to help enterprises understand the latest policies and legislation on chemical safety management through an in-depth explanation of topics and case studies, as well as interactive activities such as group discussions and simulated exercises. Corporate EHS personnel was successful at mastering the essentials points and content associated to safety management practices as well as grasping the management methods and techniques to enhance companies' management skills.

农化和材料事业部

农药、消毒剂、食品接触材料全球法规一站式服务

农化和材料事业部成立于 2013 年，秉承合规创造价值的发展理念，致力于为农药、消毒剂和食品接触材料企业提供国内外的法规技术咨询服务。团队成员 60% 以上拥有硕士及以上学历和海外留学背景，技术团队涵盖毒理，药物化学，生态，材料，食品，农药等专业，拥有专业的技术能力和丰富的合规经验。

助力中国农药企业进军欧美市场

欧盟和美国市场对于中国农药企业，一直是高门槛和高利润的象征。除了对农药原药和制剂产品本身的高质量要求外，其严格的登记制度、复杂的监管体系以及高难度的合规工作让众多企业望而却步。

农化和材料事业部从 2014 年开始深入研究欧美国家的农药法规，结合自身在欧美消毒剂法规的研究经验，为中国农药企业提供一站式合规服务，已成功帮助中国农药企业完成欧盟原药等同性评估（TE 评估）、美国 EPA 农药登记，为中国农药企业走向世界，打开欧美市场提供了有力的技术保障。

助力中国食品接触材料企业进军美国市场

由于食品接触材料本身的产品特性，美国 FDA 对于该类产品所使用的新物质管理尤其严格，产品在美国上市之前必须要完成通告工作（Food contact notification, FCN），严苛的管理要求将许多中国食品接触材料新原料企业拒之门外。

农化和材料事业部花费两年时间，投入较多研发力量，于 2015 年开发了美国，欧盟，中国食品接触材料法规应对服务项目。截止至 2017 年，农化和材料事业部已经成功为中国企业申报了荧光增白剂类，抗菌类，紫外吸收剂类产品，帮助中国企业夯实技术基础，在全球市场的竞争中赢得一席之地。

Agrochem and Material Division

One-stop service on pesticides, disinfectants and food contact materials-related global laws and regulations

Founded in 2013, the Agrochem and Material Division adheres to the philosophy of value in compliance, always committed to providing quality domestic and foreign regulatory and technical advisory services to companies operating in the fields of pesticides, disinfectants and food contact materials. More than 60% of the team hold a Master's degree or above or have an overseas study background. The technical team's majors include toxicology, pharmaceutical chemistry, ecology, materials, food and pesticide, underscoring their professional technical ability and rich compliance experience.

Helping Chinese pesticide companies enter the European and American markets

The EU and US markets have long been a symbol of high thresholds and high profits for Chinese pesticide companies. In addition to the high-quality requirements imposed on the pesticide and formulation products themselves, the stringent registration system, complex regulatory system and difficult compliance work have deterred many enterprises.

Since 2014, the Agrochem and Material Division has been studying pesticide regulations in Europe and

the United States in depth. With its own research experience in European and American disinfectant regulations, it provides one-stop compliance services to Chinese pesticide companies, successfully assisting them to complete the EU Pharmacy Equivalence Assessment (TE assessment), the United States EPA pesticide registration, ensuring the high-level technical support demanded to access the European and American markets.

Helping China's food contact materials companies access the US market

Due to the product characteristics of food contact materials, US FDA is particularly strict on the management of new substances in such products. A Food Contact Notification (FCN) must be completed before the products are listed in the United States. Such stringent regulatory requirements shut out many Chinese Food contact materials companies from this market.

The Agrochem and Material Division spent two years and invested considerable research efforts to, as of 2015, provide regulatory compliance services for food contact materials sold in United States, in the European Union and in China. As of 2017, the Agrochem and Materials Division has successfully filed fluorescent whiteners, antibacterials and UV absorbers on behalf of China's enterprises, helping them strengthen their technical foundations and gain a spot in the global market.

农药法规培训会获业内认可

农化和材料事业部每年定期举办法规培训会，包括 OECD GLP 培训班，农药法规基础培训班，农药法规峰会。

☆ 自 2004 年以来，农化和材料事业部已成功举办四届 OECD GLP 培训班，力邀欧洲 OECD GLP 评审专家到场为希望了解该方面知识的实验室和农药企业人员进行专业培训。

☆ 2016 年农药登记培训班首次举办，以专业前瞻的服务赢得了良好的口碑和认可。为响应企业发展需求，解决企业面临的困境，促进登记人员快速成长，瑞欧科技每年举办农药登记培训班，邀请众多的权威专家，集中专家力量，为众多企业出口登记人员提供专业系统的培训。

☆ 作为全球化学品法规年度峰会的分会场，农药法规峰会邀请全球主要农药贸易国家的主管官方、技术专家以及行业代表，梳理法规动态，解读合规要点，交流行业未来发展方向，属于行业内的精品会议。



Pesticide regulation trainings recognized by the industry

Every year, The Agrochem and Material Division conducts regular training sessions on the latest regulatory updates, including the OECD GLP training course, the introductory level pesticide regulation training course and the pesticide regulation summit.

☆ Since 2004, the Agrochem and Material Division has successfully held four OECD GLP training courses and invited European OECD GLP accreditation experts to offer training to laboratory and pesticide enterprises who want a better understanding of this field.

☆ The pesticide registration training course was held for the first time in 2016, gaining a good reputation and recognition due to its professional forward-looking services. In order to respond to the development needs of enterprises, solve commonly faced difficulties and promote the rapid growth of registered personnel, REACH24H holds a pesticide registration training course every year. Many experts with authoritative experience are invited to share their knowledge and provide professional and systematic training for registered staff from many enterprises.

☆ Just as the session dedicated to pesticides at the Chemical Regulation Annual Conference, the pesticide regulation summit received relevant officials, technical experts and industry representatives from the major pesticide trading countries in the world to sort out laws and regulations, interpret compliance key points and exchange ideas on current industry trends, allowing this event to earn wide recognition within the industry.



食品事业部

进口一站式服务扫除法规障碍

食品事业部成立于 2013 年，致力于提供食品进口中国的一站式法规咨询服务。专业的团队以及国际化的服务使得食品事业部至 2017 年底已服务于上百家国内外企业，包括恒天然，李锦记等食品行业巨头，并于新西兰大使馆、南非大使馆等合作方达成合作关系。

助力进口婴幼儿奶粉进军中国

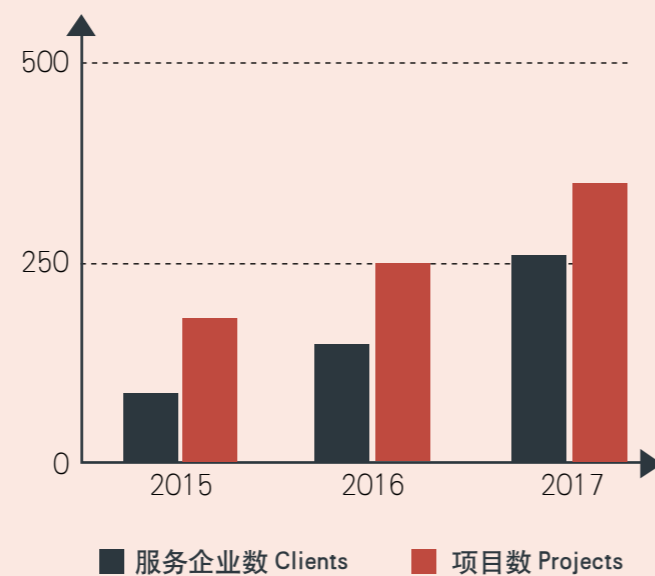
2016 年，国家食品药品监督管理局出台《幼儿配方乳粉产品配方注册管理办法》法规，要求国内外婴幼儿奶粉在 2018 年 1 月 1 日之后需先行注册配方可上市。面对紧迫的截止日期、复杂的申报卷宗和流程以及巨大的沟通困难，诸多进口奶粉品牌对婴幼儿配方奶粉注册头痛不已。

食品事业部抓住此市场契机，从 16 年起密切追踪相关法规并多次与评审专家交流。17 年正式开放注册后，食品部已协助多个品牌完成配方注册，扫清了进口奶粉企业在中国市场最难逾越的障碍。

联手海外政府和协会，驾进口食品直通车

由于食品品类众多且不同品类适用的法规各不相同，各国食品出口商往往会寻求本国相关政府部门寻求帮助。食品事业部与海外政府机构和相关行业协会保持着密切的合作。在法规更新涉及到对方拳头产业时，食品部及时提供法规的解读并采用报告、线上研讨会、线下培训会等多种形式提供法规咨询，得到了诸多好评和推荐。除了直接解决企业的问题，也提高了瑞欧的海外知名度，为公司整体后续更深入的合作开启了良好开端。

食品部历年服务企业数和项目数
Number of clients and projects



Food Department

One-stop service to remove import regulatory barriers

Established in 2013, the Food Department is committed to providing one-stop compliance services for China's imported food. With a group of professionals and international staff, we have served hundreds of domestic and overseas clients, including giants in the food industry like Fonterra and Lee Kum Kee. We have also developed cooperative relationships with the New Zealand and South Africa Embassy as well as other partners.

Facilitating the entry of imported infant formula into China

In 2016, the China Food and Drug Administration (CFDA) issued the Administrative Measures for the Registration of Infant and Young Children Milk Powder Formula Recipes, requiring that both domestic and overseas infant formulas be registered before entering the market on 1 January, 2018. This new regulation meant big headaches for numerous infant

formula brand owners due to the short deadline, complicated application dossiers and procedures, and difficult communication.

Grasping this market opportunity, since 2016 our department has closely tracked relevant regulations and maintained regular communications with assessment experts. Since the implementation of the recipe registration system, we have assisted brands in completing the registration process, eliminating the biggest barrier standing in the way of the imported formula industry in China.

Offering direct access for imported food along foreign governments and associations

Due to the great number of food types and variations among different types of regulations, exporters usually seek help from each country's relevant authorities. We have developed close relationships with overseas governmental agencies and associations in the food industry. When new

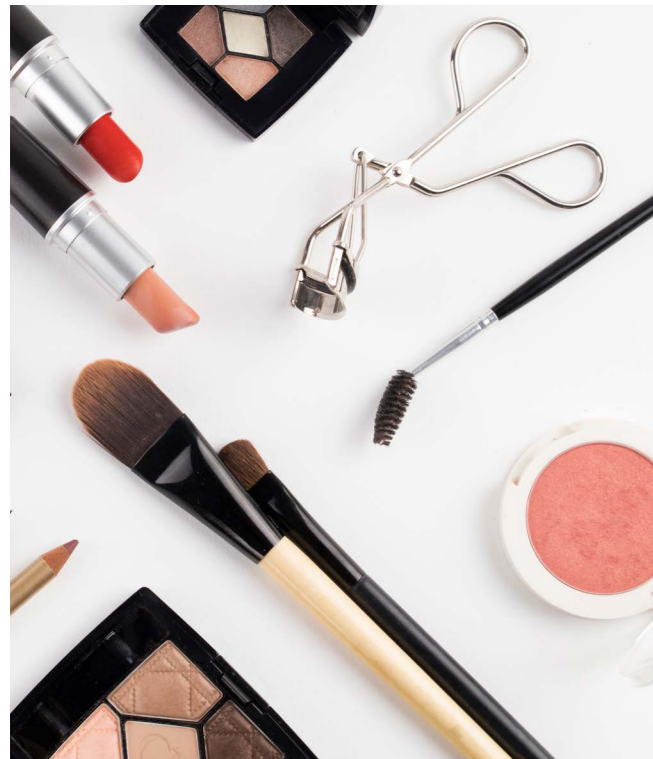
regulatory updates applicable to their important industries emerge, we help provide timely regulatory interpretation and consultation by means of reports, online webinars and offline trainings, all of which has earned us a great number of positive reviews and recommendations. We not only provided direct solutions to our clients, we also expanded REACH24H's image overseas, setting the stage wider exchanges and cooperation opportunities.



化妆品事业部

化妆品进出口合规服务

化妆品事业部致力于为客户提供一站式专业的全球市场准入咨询和结构化的产品合规服务。团队专业的技术人才来自于浙江大学、香港大学、中科院、中国药科大学等，涵盖毒理学、药学、化学、中药学等专业背景，深入研究国内外化妆品法规以及应对策略。借助全方面的语言支持和高效的沟通与反馈服务于全球顶尖的化妆品及原料生产和全球优质的中小型化妆品生产企业。



专业知识获国际认可

中国化妆品市场近几年持续受到国外化妆品企业的关注，进口产品数量年年攀升。近两年，国内化妆品法规更新频繁，一些新规与趋势，备受国内外关注。2017年化妆品事业部因在合规领域的专业水准优异，受美国独立化妆品制造商与发行人协会 (ICMAD)，西班牙国家香水、化妆品协会 (STANPA)，美国个人护理产品协会 (PCPC)，中国美容博览会 (CBE)，泰国化妆品协会 (TCMA)，马来对外贸易发展会 (MATRADE)，中英商会，中澳商会等全球多个有影响力的协会和知名研讨会邀请，为听众带来中国及亚太化妆品法规解读与趋势展望。

技术储备不断提升

2014年起国家食品药品监督管理局出台新规，提出国产非特殊用途化妆品可采用安全评估报告替代相应的毒理学检验。安全评估要求评估人员有扎实的毒理学和产品知识、丰富的行业经验。我司技术团队密切追踪国内外最新知识，做好人员技能储备与提升。值得一提的是，2017年8月技术主管何良艳顺利考取中国认证毒理学家资质。同时团队配有专门的安全评估人员，学习国内外最新毒理及安评知识，为化妆品进出口保驾护航。

Cosmetic Department

Cosmetics Import-Export Regulatory Compliance Affairs

The Cosmetic Department is devoted to providing one-stop professional consultation services on global market access and structured regulatory compliance services to our clients. With graduates from Hong Kong University, Zhejiang University, Chinese Academy of Sciences, our technical team offers a wide toxicological, pharmaceutical and chemical background, allowing us to specialize in worldwide cosmetic regulations and coping strategies. We provide our clients with multilingual support and high-efficiency communications to cutting-edge cosmetic brands and global high-quality small and medium cosmetics manufacturers.

Internationally Recognized Knowledge and Skills

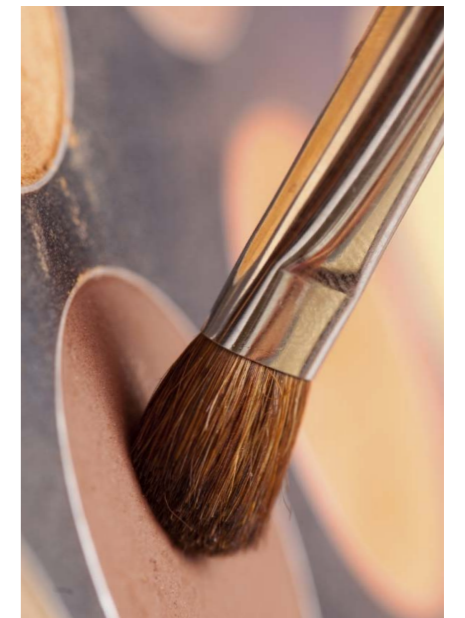
China's beauty market constantly arouses the interest of foreign cosmetics manufacturers. As a result, the level of imported

finished cosmetics dramatically increase year by year. In the last two years, domestic cosmetics regulations have been subject to frequent updates, with the new regulations and trends generating interest both at home and abroad. In 2017, having displayed an outstanding performance in the area of regulatory compliance, the Cosmetic Department was invited to attend significant international events and seminars as an honored guest, like STANPA, PCPC, ICMAD, CBE, In-cosmetics, CBBC, ACBC, TCMA, MATRADE, etc., delivering insightful speeches on regulatory updates and comprehensive training courses.

Continually Enhanced Technical Skills

In 2014, China FDA published a new regulation that establishes that cosmetic safety reports may be submitted in replacement of toxicological tests. This new policy encouraged a greater number of successful product launches without requiring animal testing.

However, safety reports require that safety assessors hold solid toxicology and product knowledge, as well as sufficient industry experience. Our technical team closely follows up on the latest global know-how supported by its strong technical capabilities. Ms. HE, the technical director, became a China Certified Toxicologist in Aug 2017. Therefore, currently joined by qualified and dedicated safety assessors, our technical team is more than ever committed to advancing the development of imported and exported cosmetics.



1 2017.03 受邀参加美国独立化妆品制造商与发行人协会 (ICMAD) 在 Cosmoprof Bologna 举办的专题讨论会并作主题演讲



2 2017.04 在西班牙受邀为西班牙国家香水、化妆品协会 (STANPA) 会员举办两期亚太法规合规培训



3 2017.05 在澳大利亚受邀参加中澳商会 (ACBC) 举办的“Doing Business with China”研讨会，分享中国化妆品合规流程



4 2017.07 受邀在 Cosmoprof NA 由 ICMAD 举办的早餐会分享法规新讯息



5 2017.09 受山东威海馆邀请在韩国首尔为企业 提供合规培训



6 2017.11 分别在泰国和马来西亚，受邀参加中国美容博览会 (CBE) 和泰国化妆品协会 (TCMA) / 马来对外贸易发展会 (MATRADE) 联合主办的“链接中国美容市场”主题会议，分享合规建议



1 March 2017 –Cosmoprof Bologna, invited by ICMAD, dissertation on trends.

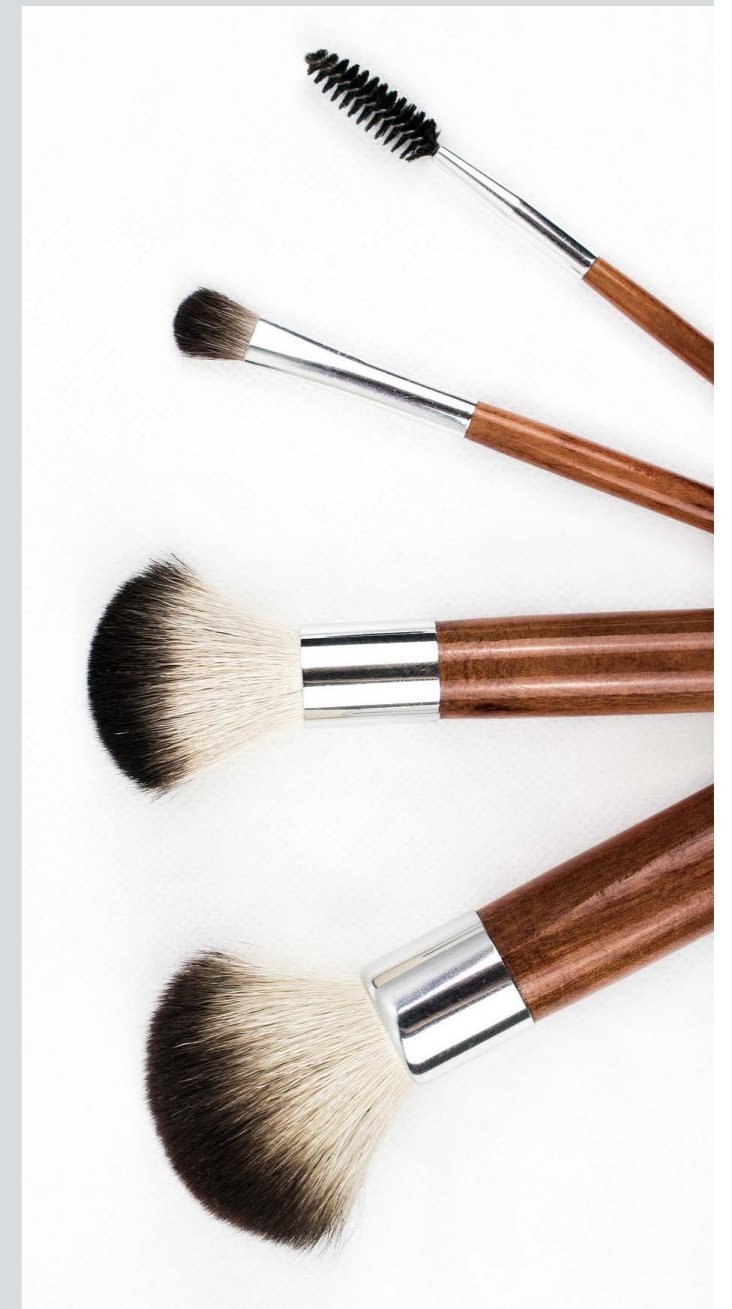
2 Apr 2017 – Barcelona, Madrid, invited by STANPA, two-day training course.

3 May 2017 –Melbourne and Brisbane, invited by ACBC, speech on seminar ‘Doing Business with China’.

4 Jul 2017 - Cosmoprof NA, shared latest trends of regulation

5 Sep 2017 - Seoul, invited by Weihai Pavilion, Shandong, half day training course.

6 Nov 2017 –Bangkok and Kuala Lumpur, invited by CBE, TCMA/ MATRADE, speech on the ‘Link to China Beauty Market’ seminar



消费品服务部

您和您身边人的消费品安全评价师

消费品服务部, 基于组分材料安全和合规要求, 为汽车、纺织、电子电器、玩具等提供产品材料注册和登记、产品安全评估、定制化合规咨询、标准化以及流程改进等服务。

助力中国纺织企业进军全球市场

当前纺织产品贸易形势严峻, 竞争激烈, 法规标准纷繁复杂, 除了受国内外绿色环保法规 (REACH 法规及国内《环保法》) 管控外, 纺织行业认证 (如 Oeko-Tex Standard 100、GOTS、Bluesign 等) 要求, 纺织企业内部规则以及消费者安全要求也越来越高, 国内纺织企业 (印染助剂企业、面料企业、成衣服装企业等) 疲于应对且较为被动。



消费品服务部顺应国内外纺织行业形势, 从 16 年开始就集成欧盟、美国、日本等发达国家区域的相关纺织法规, 与纺织行业协会 - 中国纺织品进出口商会合作开发了中纺瑞国际纺织进出口预警检索平台 (简称中纺瑞平台)。该平台自 17 年 3 月发布以来, 得到了包括中国商务部、国务院等官方认可, 其中中纺瑞平台发布的撰文被国内几十个政府单位、检测网站以及媒体的转载。随着“金砖五国”的崛起和“一带一路”政策的大力推广, 中纺瑞平台还汇集了“一带一路”的法规和增加了“金砖五国”模块, 解决了纺织企业查找法规难, 理解难, 市场准入门槛不明确以及买家标准动态更新不及时等问题。对于纺织企业而言, 只有知彼知己, 方能百战不殆。

☆ 2017 年 5 月 24 日中纺瑞发布的“一带一路”沿线国家纺织标准概况被收录到 WTO/FTA 资讯网

☆ 2017 年 9 月 5 日中纺瑞发布的金砖国家纺织品法规标准年度报告被收录到商务部贸易救济调查局网站

☆ 2017 年 9 月 25 日, 瑞欧科技受邀商务部参加“贸易壁垒与美国 337 调查应对培训班”并作中纺瑞平台介绍报告

Consumer Products Service Division

Your consumer products safety assessor

CPSD (Consumer Products Service Department), based on component material safety and compliance requirements, provides product material registration and notifications, product safety assessments, customized compliance consulting, standardization and process improvement services for automotive, textile, electronics, toys, etc.

Helping Chinese textile enterprises access the global market

The situation faced by domestic and international textile products at present is difficult at the least, with fierce competition and complicated laws and regulations. In addition to being regulated by domestic and international green laws and regulations (REACH regulation and the domestic "Environmental Protection Law"), the textile enterprises also get accredited requirements (such as Oeko-Tex Standard 100, GOTS, Bluesign, etc.), the internal rules of textile enterprises and consumer safety requirements are also growing as well, so far the domestic textile enterprises have (auxiliaries, fabric enterprises, clothing and garment enterprises, etc.) remained tired and passive amongst these changes.

In order to comply with requirements of the textile industry at home and abroad, since 2016 our department has developed an integrated system which incorporated relevant textile laws and regulations from the EU, United States, Japan and other developed countries. In addition, we have worked

close together with a major textile industry association, the China Chamber of Commerce for Import and Export, to develop the ZFR Textile Regulation & RSL Searching Database (ZFR Database, in short). Since its release in March 2017, the ZFR Database has been officially approved by the Ministry of Commerce of China as well as the State Council. Author's articles published by ZFR Database have been reprinted by dozens of governmental agencies, testing websites and the media in China. With the rise of "BRICS" and the vigorous promotion of the "Belt and Road" (OBOR) initiative, ZFR Database has also integrated OBOR-related laws and regulations and added the "BRICs" module to allow textile enterprises to search through laws and regulations difficult to understand, gain a better understanding of unclear market access thresholds and untimely buyers' standard updates, among other issues. For textile enterprises, access to specific and detailed knowledge of the industry and emerging threats leads to success.

May 24, 2017: An overview of the national textile standards along the "Belt and Road" initiative released by ZFR Database was available on the WTO / FTA website.

September 5, 2017: The BRICS annual report on textile standards originally released by the ZFR Database was included in the official website of China's Ministry of Commerce Trade Remedy and Investigation Bureau.

September 25, 2017: CPSD was invited by the Ministry of Commerce to participate in the "Trade Barriers and US 337 Survey Response Training Course" and made a presentation on the introduction of ZFR Database.



为汽车产品出口欧美市场提供合规准入方案

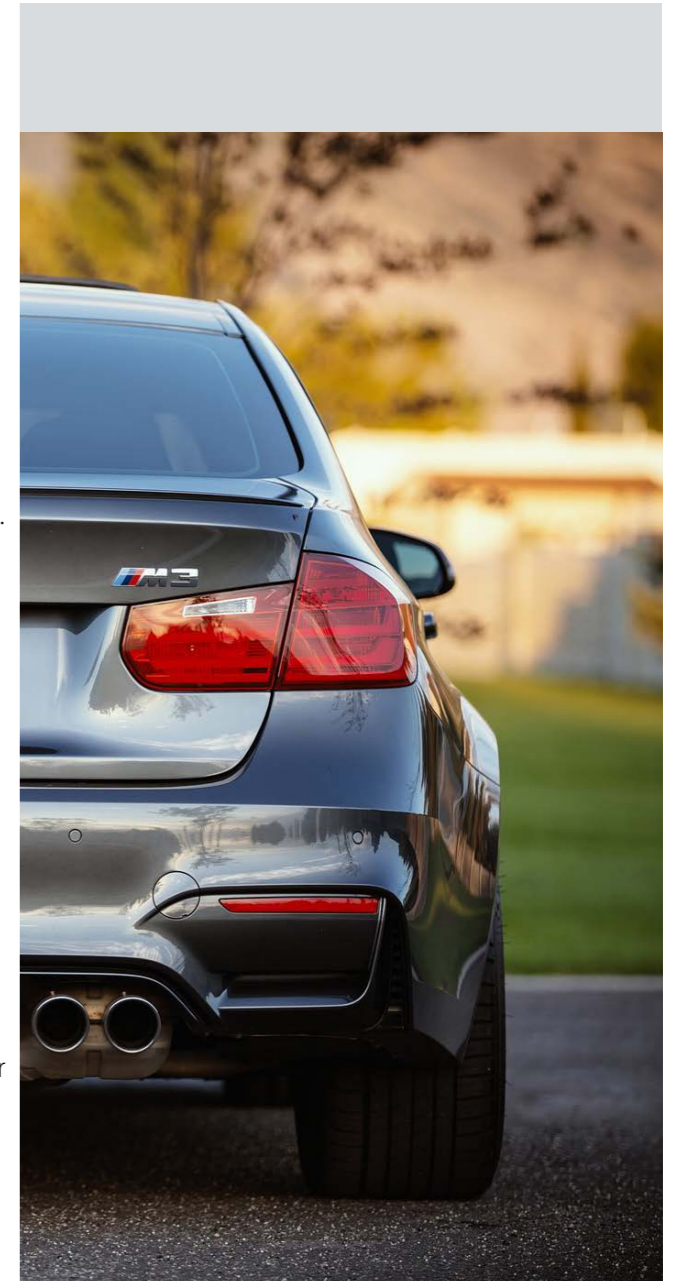
为汽车主机厂及汽车零部件产品供应商应对汽车相关法规提供合规分析、合规建议、应对措施等一站式综合性绿色解决方案服务。

- ☆ 2017年8月10日 消费品服务部撰写的汽车产品出口欧盟各国合规要点被收录到商务部的国别贸易投资环境信息半月刊
- ☆ 2017年9月25日 消费品服务部受邀 ECV International 出席 2017 车内空气质量国际峰会并作主题演讲。
- ☆ 2017年10月19日，消费品服务部受邀出席 2017 中国汽车内饰峰会并做主题演讲，同日受邀宜材网出席 2017 中国汽车创新材料国际峰会并做主题演讲。
- ☆ 2017年11月2日，消费品服务部成立汽车产品 REACH 工作组，国内主流主机厂奇瑞汽车、上汽集团、上汽大通、北汽新能源、江淮汽车、众泰新能源等全部加入工作组。
- ☆ 2017年11月14日，消费品服务部受邀上汽集团为 160 多个供应商代表进行上汽项目 REACH 法规培训。
- 2017年12月5日，消费品服务部受邀出席中国国际绿色汽车峰会并做主题演讲。

Creating compliance solutions for market access programs targeting automotive products exported to Europe and US markets

CPSD provides one-stop comprehensive green solution service for automotive OEMs and auto parts suppliers, including compliance analysis, compliance advice and response measures to auto-related laws and regulations.

- ☆ **August 10, 2017:** Compliance Points of Exporting Automobile Products to EU Countries -written by CPSD- were included in the Ministry of Commerce's semi-monthly National Environment for Trade and Investment Information.
- ☆ **September 25, 2017:** CPSD was invited by ECV International to attend the 2017 Automotive Air Quality International Summit to deliver a keynote speech.
- ☆ **October 19, 2017:** CPSD was invited to attend the 2017 China Automotive Interior Summit and gave a keynote speech. On the same day, CPSD attended the 2017 China Automotive Innovative Material Summit and delivered a keynote speech.
- ☆ **November 2, 2017:** CPSD established a REACH working group for automotive products. Chery Motors, SAIC, SAIC MAXUS, BAIC New Energy, JAC, Zotye New Energy and other mainstream OEMs all joined in.
- ☆ **November 14, 2017:** CPSD was invited by SAIC to train over 160 SAIC's supplier representatives on the REACH regulation.
- ☆ **December 5, 2017:** CPSD was invited to attend the 2017 China International Green Vehicle Summit and delivered a keynote speech.



互联网事业部

运用互联网+的合规服务

大数据、人工智能等依托于互联网的高科技带来的深刻影响和巨大价值逐渐受到人们重视，商业、经济及其他领域的决策制定将日益依赖于数据和分析。瑞欧也意识到互联网将对合规产生巨大的影响，因此 2017 年互联网事业部应运而生，旨在信息化时代，利用互联网科技手段更好的为客户提供高效的合规解决方案以及信息管理。

瑞欧云 云合规，让上下游沟通更高效

瑞欧云采用了模块化软件，将企业所涉及的各个国家的合规注册数据，企业内部加密注册数据和 SDS 数据有效的通过各模块串联，使相关合规信息高效地在企业上下游进行传递互通，并可与企业内



部的 SAP 等多个接口进行对接。组织机构可一站式将供应链交流和安全合规升级。

iMeeton 一站式数字会议系统

现代化的公司每年都会由不同层级的不同部门在全球各地组织或协办会议。瑞欧发现即使是组织架构简单的中小型企业，不论在会前准备，还是会后信息收集，都产生许多重复迭代的工作，同时会议中的量化信息在传统的筹备过程中很难获取。依托于瑞欧的办会经验以及互联网技术，2017 年开发了一站式数字会议系统 iMeeton，实现了企业级活动管理云平台，提升了会务管理效率和准确性，也大大增加了会议的互动和趣味性。

iMeeton 是一款为用户提供一站式全流程数字会务以及企业级活动管理云平台，提供从会议邀请注册，现场签到，场内互动以及会后分析总结各个阶段所需要的工具，旨在提升会议品质与效率。通过围绕会议的会前，会中，会后为会议主办方，承办方，参会者提供数据管理，签到管理，互动管理等产品以及服务，在 11 月的全球化学品法规峰会中，iMeeton 作为会务系统大大提升了会议体验，品质和办会效率。

Internet Affairs Department

Compliance with Internet+

The deep impact and great value of technologies such as big data and artificial intelligence are gaining more prominence, while decision-making in business, economics and other fields is becoming increasingly reliant on data and analysis. REACH24H has also realized that the Internet will have a huge impact on compliance. This is how the Internet Affairs Department came into being in 2017, aiming to provide clients with efficient compliance solutions and information management through the use of the latest Internet technology.

Cloud compliance, ensuring higher efficiency in communications throughout the supply chain

REACH24H Cloud adopts a modular software, effectively installing a series of modules of the compliance registration data in various countries, the company's internal encryption registration data and SDS data

etc., allowing compliance information to be efficiently transmitted throughout the supply chain. The Cloud is also compatible with the company's internal SAP and other interface dockings, which enables enterprises and organizations to benefit from the one-stop method to exchange supply amounts and upgrade their safety compliance.

iMeeton One-stop digital conference system

Modern companies organize and co-ordinate conferences around the world every year through their different departments. REACH24H found that even for small and medium-size enterprises with a simple organizational structure, many iterations for gathering information, before and after, have taken place. At the same time quantitative information in meetings has been difficult to obtain in the traditional preparation process. Relying on REACH24H's experience in organizing meetings and internet technology, iMeeton, a one-stop digital conference system, was developed in 2017, which provides a cloud platform for enterprise-

class event management. iMeeton has enhanced the efficiency and accuracy of conference management and greatly enhanced interactions and entertainment factors.

iMeeton is a one-stop, full-process digital cloud platform for conferencing and enterprise campaign management. It provides users with tools such as register signups, check-in, on-site interaction, analysis and summary throughout the various stages of the conference, in order to enhance the quality and efficiency of the event. By managing the data, check-ins and interactions before, during and after the conference for organizers, coordinators and participants, on the 9th Chemical Regulatory Annual Summit held in Nov, iMeeton was able to greatly enhance the conference experience, quality and efficiency.

imeeton 全年服务会议 10 场



服务人次 **3000+**
 人数最多一场会议 **800+**

Chemlinked 4 站 2017 统计数据



快讯接收人数 **100000+**
 新用户注册四站平均增长 **↑20%+**

Chemlinked 亚太法规资讯平台，扫除法规障碍

Chemlinked 是瑞欧最早开展的互联网相关的项目，从单一提供化学品相关的合规信息拓展到目前化学品、化妆品、食品、农用化学品四个站，从资讯拓展到数据库、专家文章深入解读、线上公开课、法规翻译等多种实用性强的工具，为客户在第一时间知晓、解读、应对法规提供了一站式的资讯服务。

在 2017 年，各站都分别拓展了新的内容：如搜集法规中常见问题的 QA centre，提供市场资讯的 Market Insights，为农药国外买家提供中国生产商信息的 ESEC 等。



Chemlinked AP region regulation information platform, clear the regulation barriers

Chemlinked is the earliest Internet-related project ever launched by REACH24H. It extended from providing compliance information related to chemicals to four independent portals for chemicals, cosmetics, food and agrochemicals. The services provided expanded from regulation information to databases, webinars, translation of regulations and other practical tools. Chemlinked provides one-stop information services for clients to update, interpret and manage regulatory information.

Throughout 2017, each portal has extended with new content, such as a QA center that collects common questions in regulations, Market Insights which grants market information, ESEC which gives access to Chinese manufacturers to foreign buyers of pesticides.



imeeton served 10 meetings in 2017

No. of people served **3000+**
 Max. no. of people served **800+**



Chemlinked 2017 Data (4 portals)

Newsletter receivers **100000+**
 The average growth rate of new registrants (4 portals) **↑20%+**

更大的社会责任和影响力

多年来瑞欧科技在全球化学品法规研究梳理，促进化工行业可持续发展等方面开展了大量的工作，基于对全球化学品法规的深入研究和行业领先的技术实力，瑞欧科技先后协助政府部门开展了诸多法规梳理、研究评议等工作，参与了多个政府主导开展的法规调研项目，践行合规创造价值的发展理念，推动全球化学品安全管理体系建设。

☆ 2017 年瑞欧科技受欧盟委员会委托，负责“化工行业累计合规成本评估”项目在中国地区的调研工作，对中国地区化工行业合规情况、应对成本以及法规实施状况进行科学评估。

☆ 针对近年来国内危险货物运输事故频发和应急救援不力的情况，为吸取教训提升我国危险货物运输应急救援的能力和水平，以及填补该领域标准化工作的空白，中国国家标准化管理委员会于 2016 年 6 月下达了系列国家标准《危险货物运输应急救援指南》的制定计划，瑞欧科技受邀参与该系列标准的调研、制定和编写工作，是该系列标准第四部分的主要起草单位。

☆ 为加强对危险化学品在使用环节的监管，明确使用单位的登记义务，瑞欧科技受上海市相关主管单位委托针对国内外化学品使用单位的登记开展情况进行研究，对欧盟、美国、日本、澳大利亚、越南、韩国、菲律宾、台湾等多个国家及地区的使用单位化学品登记相关法律法规进行深入的研究和探讨，借鉴国外先进管理经验，结合国内实际情况提出一系列建议，推动上海市危险化学品使用单位登记制度的完善。



More social responsibility and influence

Over the years, REACH24H has made great efforts in the field of chemicals regulations, always promoting the sustainable development of the chemical industry. Based on the in-depth study of global chemical regulations and supported by its industry-leading technical strength, REACH24H assists governments in carrying out complex tasks, including analysis of laws and regulations, preparing research reviews and participating in government-led research projects, representing its mission statement of "Value in Compliance" and promoting the global chemical safety management system.

☆ In 2017, REACH24H was commissioned by the EU Commission to carry out an "assessment of the cumulative compliance costs in the chemical industry" in China and conduct a scientific assessment on the compliance status of the chemical industry in China, compliance costs and the implementation status of associated regulations.

☆ In light of the frequent accidents and the observed inability to provide the emergency recovery of dangerous goods in China in recent years, in order to learn from these mistakes and improve the recovery capability in China, as well as to fill the gaps in standardization in this field, the China National Standardization Administration launched the project preparing a series of national standards "Dangerous Goods Transport Emergency Rescue Guide" in June. REACH24H was invited to participate in this project supporting the research, formulation and drafting of the standards, and became a major contributor to the fourth part of this standard.

☆ In order to increase the level of supervision over the use of hazardous chemicals and clearly state the registration obligations of institutions handling chemicals, REACH24H was commissioned by relevant authorities in Shanghai to conduct a research on the registration of institutions using chemicals domestically and abroad. In addition, REACH24H studied and offered an in-depth discussion on the regulations existing in EU, US, Japan, Australia, Vietnam, South Korea, Philippines, Taiwan and other countries and regions related to the registration of chemicals using institutions, drawing upon advanced management experience abroad, and finally contrasted them with the reality in China. Recommendations were thus made to complete the Shanghai Registration System of Dangerous Chemicals by Using Institutions.

☆披荆斩棘，助力中国化工行业走向世界——上海出入境检验检疫局与质检总局标法中心合作在上海设立了 WTO/TBT-SPS 国家通报咨询中心上海化学品研究评议基地，同时建立上海技术性贸易措施公共服务平台，提升企业技术性贸易措施应对能力，促进相关产品顺利进入国际市场。瑞欧科技多次针对各国法规和标准的修订、发布提出关键意见，为上级部门在 WTO/TBT-SPS 通报和评议中提供了有力的技术支撑，同时协助针对欧洲的化学品管理体系开展法规梳理工作，为中国化学品安全管理体系建设提供了重要的参考材料。

☆为加强危险货物道路运输安全管理，交通运输部发布《危险货物道路运输安全管理办法（征求意见稿）》，在制定和征求意见过程中，瑞欧科技联合美国危险货物运输安全委员会（COSTHA），结合广大客户及会员企业的实际需求，对其中存在争议之处及不够明确的条例向官方提出了详细的反馈意见和建议，得到了官方的肯定和采纳。该办法征求意见稿是国内首次对小包装危险货物道路运输开放豁免口子，为确保其能有效落地实施和规范运行，交通运输部运输服务司委托中国石油和化学工业联合会牵头编制《有限数量和例外数量危险货物道路运输指南》，瑞欧科技受邀参加该指南手册的编写工作。

☆工业和信息化部于 2017 年初制定了《关于推进实施〈全球化学品统一分类和标签制度〉的指导意见》（征求意见稿），瑞欧科技结合多年实际服务经验，从实施进度、实施范围、实施要求、实施计划几方面着手，提出了详实的修改意见和参考依据。

☆为了更好地实施《危险化学品目录》及《危险化学品目录（2015 版）实施指南》，国家生产监督管理总局、国家安全生产监督管理总局化学品登记中心组织编写了《危险化学品目录使用手册》，基于瑞欧科技多年的化学品法规服务经验和业界良好口碑以及前期对《实施指南》的深入剖析，登记中心就《使用手册》的内容向瑞欧科技征询反馈意见和建议，力求内容上尽量完整和准确。

☆《新化学物质申报登记指南》是中国新化学物质申报的重要技术支持文件，在指南文件修订期间，瑞欧科技参考前期在新化学物质申报工作过程中的实际经验以及对其它国家地区化学品管理法规的深入研究，就指南文件中的修订内容认真整理了诸多反馈意见，协助梳理其他国家化学品法规的管理体系作为参考，积极为中国新化学物质管理工作的进步出力，促进中国化学品管理体系不断完善发展。



☆ Help China's chemical industry step to the world ---- Shanghai SAIAC and Shanghai AQSIQ set up the Shanghai Research and Evaluation Base of WTO / TBT-SPS National Notification and the Shanghai Technical Trade Measures Inquiry Center to enhance the ability of enterprises to manage technical trade measures and promote the smooth entry of related products to the international market. REACH24H issued key opinions numerous times for many countries on the revision of laws and standards and provided a strong technical support to the superior departments for the WTO / TBT-SPS notification and comments. It likewise helped carry out the sorting of regulations of the EU chemicals management system and contributed important reference materials to China's chemical safety management system.

☆ In order to strengthen the safety management system of the road transport of dangerous goods, the Ministry of Transport issued the Measures for Safety The Management of Road Transport of Dangerous Goods (Draft under review). During the formulation and review process, REACH24H and the United States Committee on the Transport of Dangerous Goods (COSTHA) jointly proposed the submission of detailed feedbacks and suggestions to the authority on the disputed and unclear parts regarding the actual needs of client companies. This proposal was officially affirmed and adopted by the authority. The draft opens the exemption of small package road transport of dangerous goods in China for the first time. In order to ensure that it can be effectively implemented and operated, the Transport Services Commission of the Ministry of Transport entrusted the China Petroleum and Chemical Industry Federation with the preparation of a "Guide to Limited Number and Exceptional Number Dangerous Goods Transportation on Roads ". REACH24H was invited to participate in the compilation of this guidebook.

☆ The Ministry of Industry and Information Technology prepared the Guiding on Promotion of the Implementation of the Globally Harmonized System of Classification and Labeling of Chemicals (Draft under review) early in 2017. Based on its many years of practical experience, REACH24H put forward detailed comments and references on the implementation status, scope, requirements and associated schedule.

☆ In order to better implement the "China Inventory of Hazardous Chemicals" and "Guidance for the Implementation of China's 2015 Inventory of Hazardous Chemicals (Trial period)", the State Administration of Production and Chemical Industry Registration Center of the State Administration of Work Safety compiled a "User Manual for the Inventory of Hazardous Chemicals". Following REACH24H's wide experience in chemical regulatory services, its high reputation within the industry as well as its in-depth analysis of Guidance for the Implementation, the Registration Center consulted with REACH24H for feedbacks and suggestions on the contents of the User Guide to ensure its completion and accuracy.

☆ The New Chemical Substance Notification Guidance is an important technical support document for the notification of new chemical substances in China. During the review period, REACH24H, supported by its practical experience in the application of new chemical substances and in-depth study of chemical management of chemicals in other countries and regions, meticulously issued comments on the revised content of the Guidance, helping sort out the chemical management systems of other countries while contributing to the progress of China's new chemical substances management and promoting the continuous development of China's chemical products management system.

全球化学品法规峰会

瑞欧科技的全球化学品法规峰会（简称 CRAC）自 2009 年举办以来，已成为一年一度行业内极富盛名的行业交流会。从企业分享法规动态到分享合规经验开始，全球化学品法规峰会已逐渐发展成为一个聚集国内外政府机构、行业专家和企业的全方位交流平台，除了提供深入剖析监管法规动态、行业发展趋势，也成为了全球各国环保、安全、健康领域法规建设和多方沟通合作的重要纽带。

盛况空前 唱响绿色发展

2017 年 11 月 2 日，第九年全球化学品法规年度峰会顺利完成各项议程圆满闭幕，会议期间来自化学品、农药、消费品、食品接触材料四个行业的 300 余位官方代表、行业专家、企业代表和社会媒体共聚杭州，交流行业法规动态，共享合规经验，共同推动行业绿色、安全、可持续发展。

此次峰会分设了香精香料行业专场，化学品环境安全管理分会场，全球农药登记管理分会场，消费品合规安全分会场和食品接触材料分会场。香精香料专场重在解析欧盟 REACH 法规在香精香料行业的实施状况和遇到的实际问题，化学品环境安全管理分会场则梳理了全球多个国家和地区的化学品管理以及法规监管趋势，为企业进一步明确法规重点和未来的合规管理方向。全球农药登记管理分会场和食品接触材料分会场为参会的企业代表同步更新了各个地区的最新法规要求。而在消费品合规安全分会场着眼于全球不同地区消费品相关产品的法规标准、供应链中禁限用物质的管控措施、绿色供应链管理的合规大数据平台工具展示等内容。



化学品环境安全管理分会场 Chemical Environment Safety Management Session

- ① 香精香料行业专场
Flavor and Fragrance industry
Special Session
- ② 全球农药登记管理分会场
Global Pesticide Registration and
Management Session
- ③ 消费品合规安全分会场
Consumer Products Compliance
Session
- ④ 食品接触材料分会场
Food Contact Materials Session

Global Chemical Regulation Annual Conference

Since its launching in 2009, The Chemical Regulation Annual Conference (CRAC) has become a well-known annual event in the industry. From the sharing of updates on regulations to the sharing of compliance experience, CRAC has gradually developed into a comprehensive platform gathering government agencies, industry experts and enterprises both at domestic and international level. Apart from providing in-depth analysis of regulatory developments, industry trends, it has also become an important link for the exchange of ideas and communication in the fields of environmental protection, safety and health of various countries.

Unprecedented gathering for green development

On November 2, the 9th CRAC successfully concluded its 2017 agenda. Over 300 government officials, experts, business representatives and media from four industries including chemicals, pesticides, consumer products and food contact materials gathered in Hangzhou to exchange updates of industry regulations, shared compliance experience and jointly promoted the green, safe and sustainable development of the industry.

The conference included sessions focused on various topics: the Flavors and Fragrances Industry Special Session, the Chemical and Environmental Safety Management Session, the Global Pesticide Registration Management Session, the Consumer Products Compliance and Safety Session and the Food Contact Materials Session. The Flavors and Fragrances Session focused on the implementation of the EU REACH in the flavor and fragrance industry and offered an insight into the current situation and problems encountered by enterprises. The Chemicals Session reviewed regulatory updates and trends in various countries and regions around the world. It has helped enterprises further clarify the focus of regulations and the future direction of compliance management. The Pesticide Session and the Food Contact Materials Session consistently focused on the latest updates in terms of regulatory requirements in various regions for the participating enterprise representatives. Finally, the Consumer Products Session looked at the regulatory standards for consumer-related products in different regions of the world, regulatory controls on banned substances in the supply chain, and tools demonstrating compliant big data to achieve green supply chain management.

重量级嘉宾到场 畅谈法规趋势

本次峰会邀请到了各个领域重量级的嘉宾，既包括了来自立法、执法的法规相关单位的专家如欧洲化学品管理局 Catherine Cornu 女士，环境保护部固体废物与化学品管理技术中心的卢玲女士，国家安全生产监督总局化学品登记中心的陈金合先生，台湾环保署化学物质登录中心的倪雅惠女士，上海市食品药品监督管理局的陈蓉芳女士，中国标准化研究院的刘霞女士等等，也有来自相关法规研究单位的专家如日本国家技术与评估研究所 (NITE) 的 Takashi Fukushima 先生和 Shinobu Yoshida 女士，泰国工业工程署 Somsri Suwanjaras 女士，意大利国立卫生研究所 Leonello Attias 博士，英国 National Chemical Emergency Centre 的 Richard Davey 先生，德国 UMCO GmbH 的 Willi Weßelowsky 先生等等。

在会上，官方专家传达了立法精神和目的，参会企业代表与专家交流了对于法规理解的困惑和实际合规过程中的困难，促进了双方的沟通与交流，也促进了合规的规范化和透明化。

“绿色化学、绿色合规、可持续发展”

会上瑞欧科技携手全球合作伙伴德国 UMCO、英国国家化学品应急救援中心 NCEC 正式成立“全球化学品管理合规联盟”，并向广大业界同仁发出“绿色化学、绿色合规、可持续发展”的倡议，共同努力促进化学品在生命周期内的良性管理，扩大化学品管理的国际间合作，共同促进化学品行业绿色安全可持续发展。

Distinguished speakers show the pathway of regulation trends

CRAC 2017 received distinguished guests from all fields, including experts from organizations responsible for overseeing the management and implementation of chemical regulations, such as Ms. Catherine Cornu from the European Chemicals Agency, Ms. LU Ling from SCC Ministry of Environmental Protection, Mr. CHEN Jinhe from the CRCC of SAWS, Ms. NI Yahui from the Taiwan EPA's Registration Center for Chemical Substances, Ms. CHEN Rongfang from Shanghai FDA, Ms. LIU Xia from China National Institute of Standardization etc., and also regulatory experts such as Takashi Fukushima and Shinobu Yoshida of the National Institute of Technology and Research (NITE) of Japan, Ms. Somsri Suwanjaras of the Thai Industrial Engineering Agency, Dr. Leonello Attias of the Italian National Institute of Health, Richard Davey of the National Chemical Emergency Center of the United Kingdom and Mr. Willi Weßelowsky from UMCO GmbH, Germany, among others.

At the conference, experts conveyed the spirit and purpose of various international legislations. Representatives of participating enterprises exchanged with experts questions in order to better understand regulations and assess difficulties in the compliance process, which led to improved and wider communication channels between the parties, as well as the standardization and transparency of compliance.

"Green Chemistry, Green Compliance, Sustainable Development"

During the conference, REACH24H alongside its global partners Germany UMCO and the British National Chemical Emergency Response Center NCEC formally established the "Global Chemical Management Compliance Alliance" and issued the "Green Chemistry, Green Compliance and Sustainable Development" proposal, aimed at joining efforts to promote the benign management of chemicals in the life cycle and expand international cooperation in chemical management so as to jointly promote the green, safe and sustainable development of the chemicals industry.

国际影响力

1

瑞欧作为合作伙伴参与 2017 ChemCon, 总经理陈建先生受邀作为 6 月 20 日两个中国区法规版块的主持人。另有两位瑞欧的法规咨询师受邀在 Chemcon 中演讲。

2

2017 年 6 月瑞欧在主办 ChemLinked 亚太法规研讨会

3 4

瑞欧受邀参加第 64 回海外法规研讨会：大阪站 & 东京站

5

2017 年 4 月瑞欧在东京主办化学物质管理政策最新动向研讨会

6

2017 年 5 月，瑞欧在台北顺利召开“2017 全球化学品和材料合规时间研讨会 in 台湾”

7

2017 年 12 月瑞欧科技和德国合作方 UMCO 在德国一同举办了针对危化品法规的两场讲座。

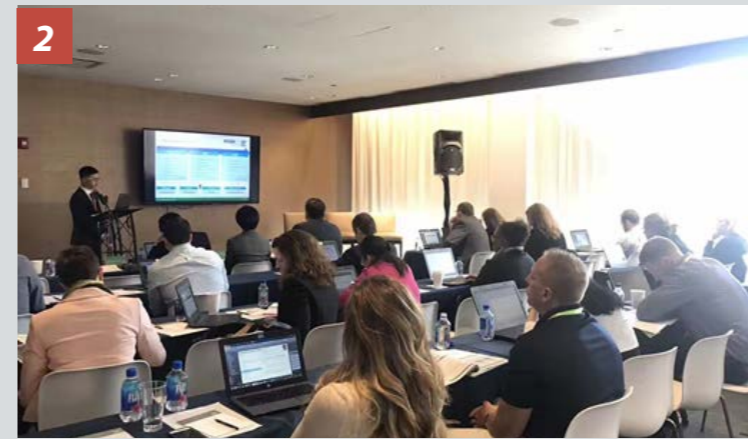
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2017 年 12 月，在美国 CSPA 冬季年会上，美国办公室总经理 Robert Kiefer 作中国化学品管理的演讲

The international influence

2017 年瑞欧在海外多次或自主举办或与合作方协办国际研讨会、培训会，进一步扩大了在国际上的影响力。

In 2017, REACH24H has co/organized and participated in numerous conferences/seminars/forums, further expanding its influence globally.



- 1 REACH24H participated in 2017 ChemCon as partner. Mr. Nathan CHEN, CEO of REACH24H was invited to be the host of two sessions on Chinese regulations. In addition, there are two regulation consultants from REACH24H delivered speeches during the event.
- 2 June 2017, Chemlinked Asia Pacific Regulation Seminar (June, Chicago)
- 3 4 REACH24H was invited to attend the No.64 overseas regulation seminar: Osaka & Tokyo
- 5 April 2017, REACH24H held the "Updates on Chemical Management Seminar" in Tokyo
- 6 May 2017, REACH24H held the "2017 Global Chemicals & Material Compliance Timing Seminar" in Taiwan.
- 7 Dec 2017, REACH24H together with its partner UMCO held two seminars about hazardous chemicals.
- 8 Dec 2017, on CSPA Winter, Mr. Robert Kiefer of REACH24H USA delivered a speech on China chemical management.

瑞欧人

瑞欧的蓬勃发展离不开高素质的瑞欧人。瑞欧是一个年轻的公司，员工的平均年龄为 28.4 岁，半数员工拥有国内外知名学府硕士及以上学历，专业覆盖化学、生物科技、环境、食品等。

“选、育、用、留”，为瑞欧人才队伍添砖加瓦

员工是瑞欧最宝贵的财富，优秀的人力资源是公司发展的重要保障。人力资源部门承担了“选、育、用、留”人才的重任，负责公司的人力资源规划、招聘与配置、培训与开发、绩效管理、薪酬福利管理和员工关系管理的工作。

在 2017 年，人力资源部在招聘方面也加强了力度，拓宽了人才引进的渠道，如加强校企合作、外地 / 外籍人才引进等。为公司未来的业务发展做好充足的人才储备，在 2017 年下半年，人力资源部将招聘重点放在了 2018 年校园招聘上，争取在 2018 年毕业生的优秀新生血液的招聘上抢夺先机。在 2017 年下半年，人力资源部在杭州、南京、武汉、西安及长沙五大城市的 13 所名校（其中包括浙江大学、浙江工业大学、东南大学、华中科技大学、西安交通大学及湖南大学等）进行了校园宣讲会，并参与了杭州市 4 所大学的招聘会，共吸引了 400 多名学生，其中有 285 份简历通过了初步的筛选，共 98 人通过笔试并进入面试环节。经过层层选拔，共甄选出符合公司要求的人才 38 人。在这一系列的招聘活动

中，人力资源部为公司发掘和识别人才，也努力在高校及学生面前展示和营造瑞欧良好的雇主形象和口碑，进一步推广了瑞欧的雇主品牌。

在 2017 年，人力资源部门着重建立公司培训体系并开展培训活动。全年共组织 5 次新员工入职培训，帮助新员工了解瑞欧的品牌、业务、历史和企业文化，使新员工更快地融入队伍。同时，人力资源部也加强了专业培训，全年共组织 12 期不同内容的培训，其中 3 场为专业培训，分别是培训师培训、金牌电话销售技能培训和全公司都参与的职业化素拓培训；另外，人力资源部首次在公司内部组建了内训师队伍，为全体员工举办了 9 门内部培训课程，共计 216 人次参加培训，为历年来开展内部培训最多的一年。



REACH24H People

The vigorous development of REACH24H is inseparable from the REACH24Hers. REACH24H is a young company, the average age of employees is 28.4 years old, around half of the staff hold a master's degree or above from well-known domestic and foreign universities with majors in Chemistry, Biologic Technology, Environment, Food Science etc.

“Select, train, apply, retain”: building talents for REACH24H

REACH24's most valuable asset is its staff, making human resources an important guarantee for the development of the company. The Human Resources Department undertakes the task of "selecting, training, applying and retaining" talent, and is responsible for the company's human resources planning, recruitment, training and development, performance appraisal, compensation benefits

and employee relationship management.

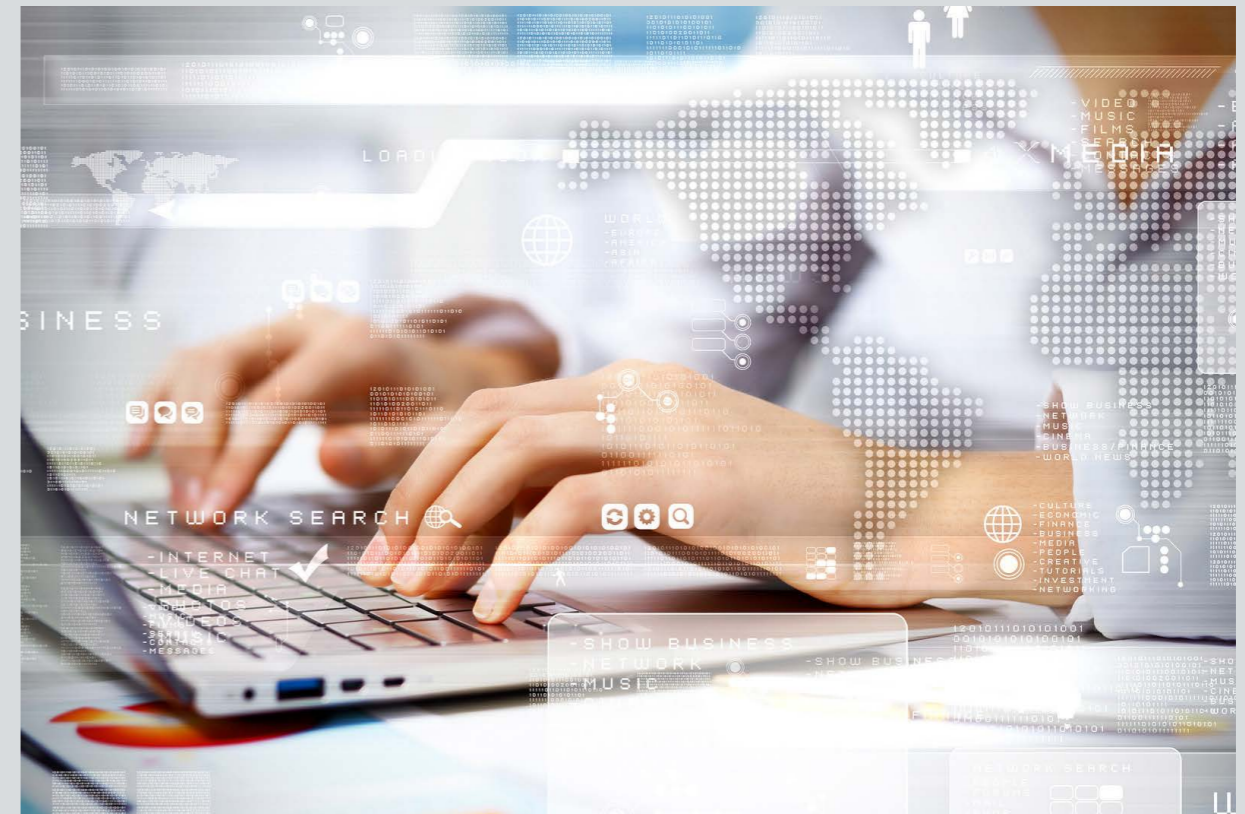
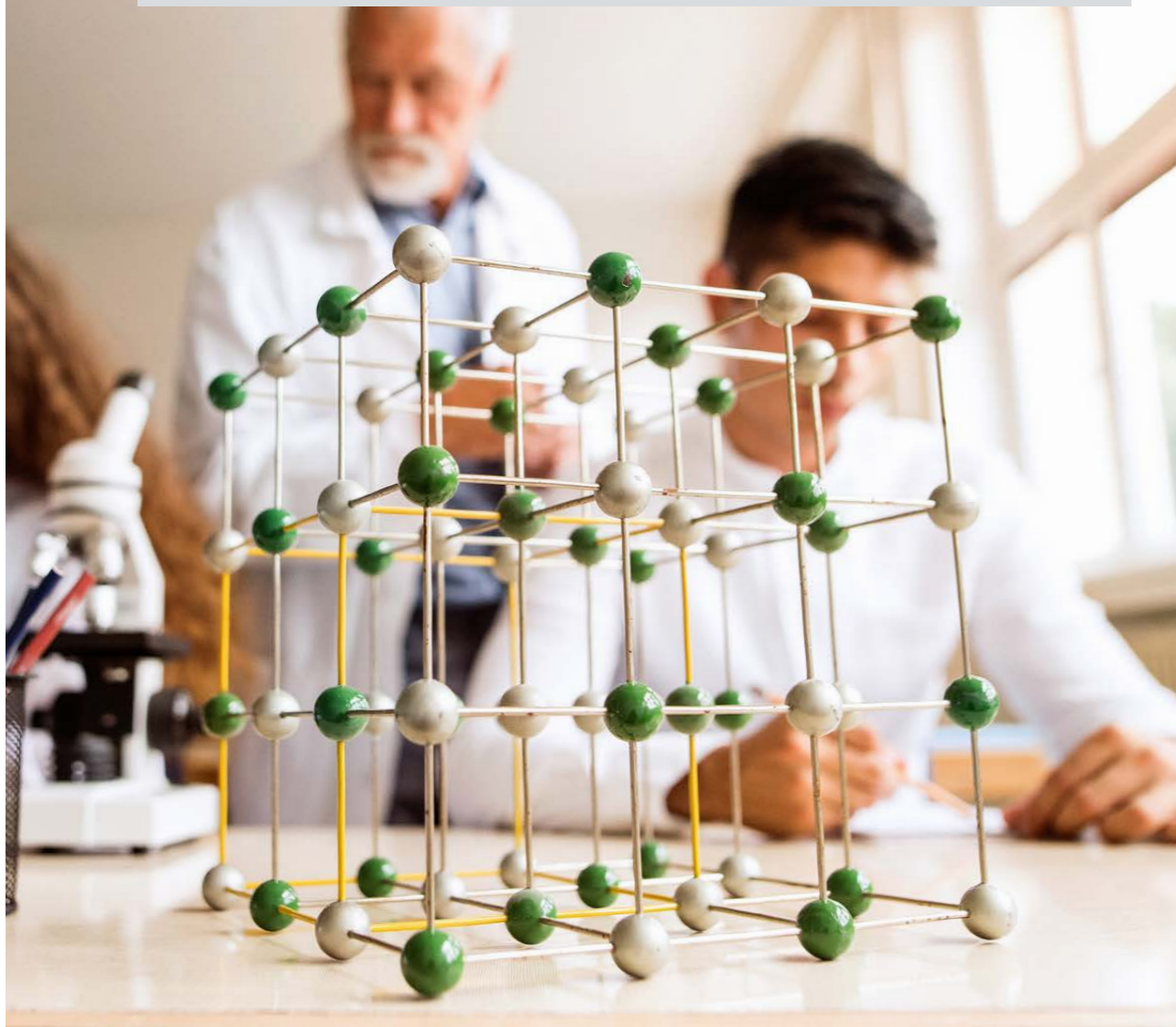
In 2017, our HR Department stepped up its efforts in recruiting and broadened the channels for talent acquisition, strengthening school-enterprise cooperation and introducing non-local/foreign talents. In the second half of 2017, the HR Department focused on campus recruitment for 2018. We are striving to take the lead in recruiting outstanding 2018 graduates. Campus recruiting talks were delivered to 13 famous universities (including Zhejiang University, Zhejiang University of Technology, Southeast University, Huazhong University of Science and Technology, Xi'an Jiaotong University and Hunan University) from Hangzhou, Nanjing, Wuhan, Xi'an and Changsha, also participating in the talent fairs of four universities in Hangzhou, which attracted over 400 students. A total of 285 young graduates passed the initial screening and 98 people passed the written test, thus accessing the interview stage. At the end of the selection process, a total of 38 people were identified as meeting the company's requirements. Through

these recruitment activities, the HR Department not only identified new talents for the company, also reinforced the company's good employer image and reputation to universities and students, further promoting the REACH24H brand.

In 2017, the HR Department has focused on establishing a clear training system and conducting training activities. Throughout the year, a total of 5 new employee induction trainings were held to help newcomers learn about the brand, business, history and culture of REACH24H, bringing new employees into the ranks more quickly. At the same time, HR Department also strengthened its professional training. A total of 12 training sessions were held throughout the year, of which 3 were professional trainings, namely Train The Trainer (TTT), trainings for gold medal call sales and professional quality trainings which were attended by the whole company. In addition, for the first time, the HR Department formed a team of in-house trainers to organize 9 internal training courses for all staff. A total of 216 people attended the training, making 2017 the year with most employees attending company trainings.

更多的技术专家、工程师在路上

瑞欧重视员工的专业技能培训和发展，并鼓励员工取得有含金量的认证和资格证书。2017年，三名瑞欧员工通过毒理学资格认证，一名员工通过毒理学家资格再认证。在这项通过率不到30%的认证中，瑞欧继续保持100%通过率，体现了过硬、扎实的技术实力。人力资源部也积极开展员工职称申报工作，截至2017年12月，全公司共有56人通过浙江省及杭州市专业技术资格评审，取得职称。



More technical experts, engineers are on the way

REACH24H attaches great importance to the enhancement of professional skills training and development of employees, and encourages them to obtain highly recognized certifications and qualifications. In 2017, three REACH24H employees obtained the toxicology certification, and one employee passed a re-certification as toxicologist. Toxicology certification has only a 30% pass rate, over which REACH24H maintains a 100% pass rate, demonstrating its excellent and solid technical strength in the technical field. The HR Department also actively carried out the work of declaring employees' professional qualifications. As of December 2017, a total of 56 employees have passed the Zhejiang Province and Hangzhou professional and technical qualification review stage, thus succeeding in obtaining their qualifications.

瑞欧大家庭

REACH24H Family

1

工作认真，玩得更认真
春暖花开踏青忙

2 3

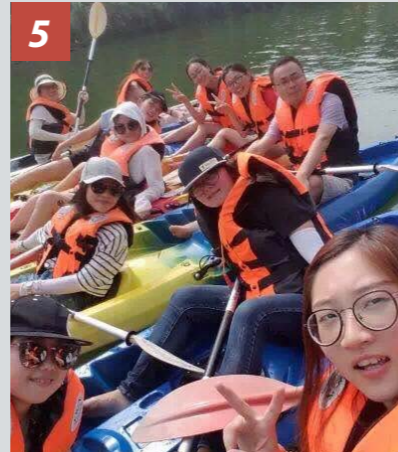
每月员工集体生日其乐融融

4

员工旅游：
异国美丽的风景留下我们的欢声笑语

5 6 7

瑞欧周年庆，
为公司庆生的大 Party



1

Work hard, play harder
Hanging out during spring

2 3

We celebrate the birthdays of staff every month

4

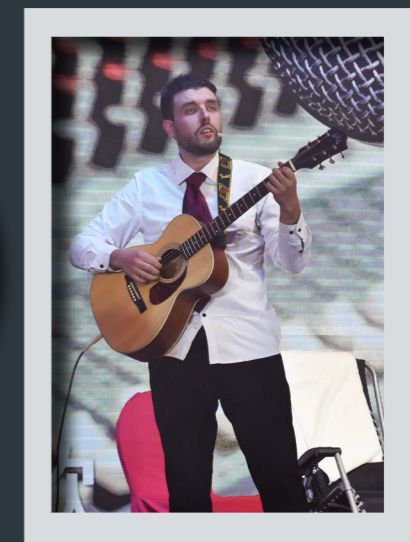
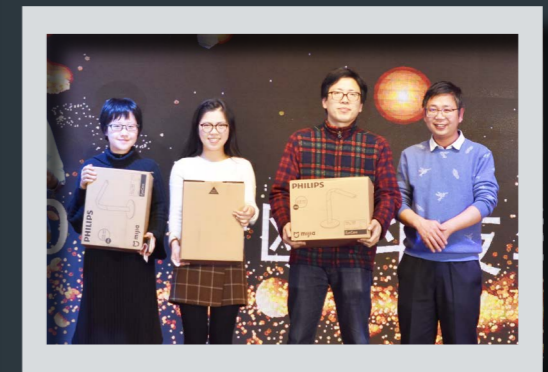
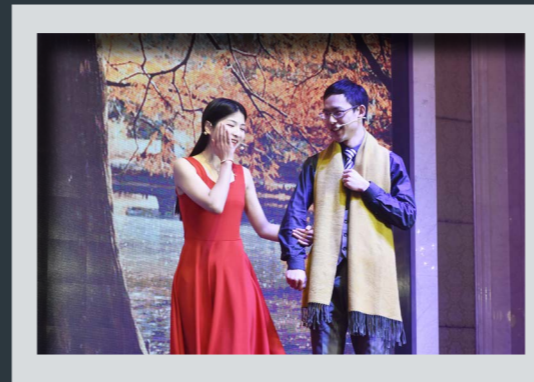
2017 Traveling bonus: staff spend a good time in Japan

5 6 7

8th Anniversary of REACH24H, let's celebrate together!

年会精彩时刻

Moments of Annual Party



2018 活动预告

日期 /Date	活动名称 /Events	地点 /Place
2 月 / Feb		
5 - 9	ChemCon 美国 2018 / ChemCon The Americas 2018	新奥尔良, 美国 / New Orleans USA
13	ICMAD 2018 化妆品技术法规论坛 ICMAD 2018 Cosmetic Technical Regulatory Forum	美国 / USA
28 - 3	GlobalChem 2018	华盛顿, 美国 / Washinton DC, USA
3 月 / Mar		
7 - 9	CAC2018 第十九届中国国际农用化学品及植保展览会 CAC2018 19th China International Agrochemical and Crop Protection Equipement Exhibition	上海, 中国 Shanghai, China
待定 TBC	2018 汽车产品 REACH 工作组首次会议 2018 Automobile products REACH Team First Meeting	杭州, 中国 Hangzhou, China
26 - 29	食品制造商协会 (GMA) 科学论坛 Grocery Manufacturers Association (GMA) Science Forum	华盛顿, 美国 Washinton DC, USA
待定 TBC	台湾化学品法规会议 (在日本举办) Taiwan Chemical Regulation Meeting (held in Japan)	待定, 日本 TBC, Japan
待定 TBC	亚洲化学品法规会议 (在欧洲举办) Asia Chemical Regulation Workshop (Held in EU)	待定, 欧洲 TBC, EU
4 月 / Apr		
11-13	俄罗斯和独联体国家实施“全球化学品安全条例”第十次实用会议 / 10th Practical Conference Implementation of Global Chemical Safety Regulations in Russian and CIS Corporations	马德里, 西班牙 Madrid, Spain
11-13	中国国际染料工业展 China International Dye Industry Exhibition	上海, 中国 Shanghai, China
22-25	COSTHA 2018 年度论坛展会 COSTHA 2018 Annual Forum & Expo	佛罗里达, 美国 Florida, USA
21-25	化学品危害交流协会 2018 春季会议 Society of Chemical Hazard Communication (SCHC) Spring 2018 Meeting	华盛顿, 美国 Washinton DC, USA
26-27	CropLife 美国 (CLA) & RISE 2018 法规会议 CropLife America (CLA) & RISE 2018 Regulatory Conference	阿灵顿, 美国 Arlington, USA
25	中国农药法规美国会议 / Pesticide Conference in America	阿灵顿, 美国 / Arlington, USA
26	化学品管理研讨会 / Chemical Management Seminar	科隆, 德国 / Cologne, Germany
待定 TBC	环境安全与健康发展高峰论坛 Forum on Environmental Safety and Health Development	杭州, 中国 Hangzhou, China
待定 TBC	台湾化学品法规会议 Taiwan Chemical Regulation Workshop	台湾, 中国 Taiwan, China
待定 TBC	食品协会座谈会 Forum on food regulations with associations	杭州, 中国 Hangzhou, China

2018 Events

5 月 / May		
待定 TBC	农药登记基础培训班 Pesticide Registration Basic Training Courses	杭州, 中国 Hangzhou, China
9-11	个人护理产品委员会法规会议 Personal Care Products Council (PCPC) Legal & Regulatory Conference	萨凡纳, 美国 Savannah, USA
17-18	第四届化学物质管理展会 The 4th Chemical Substances Management Exhibition	待定, 日本 TBC, Japan
22-24	中国美容博览会 / China Beauty Expo	上海, 中国 / Shanghai, China
6 月 / June		
6-8	抗菌产品研讨会 / EPA Antimicrobial Workshop EPA	待定 TBC
待定 TBC	欧盟化妆品法规会议 / EU Cosmetic Regulation Workshop	待定 TBC
7 月 / Jul		
待定 TBC	台湾会议 / Regulation Seminar in Taiwan	台湾, 中国 / Taiwan, China
待定 TBC	美国塑料工业协会食品包装技术会议 PLASTICS Food Packaging Symposium	待定 TBC
8 月 / Aug		
待定 TBC	保健品注册培训会 / Training seminars for health food registration	待定 TBC
待定 TBC	GLP 培训 / GLP Training Course on GLP	待定 TBC
9 月 / Sep		
待定 TBC	2018 第十届全球化学品法规峰会 2018 The 10th Global Chemical Regulation Annual Conference	待定 TBC
待定 TBC	日本法规培训会 / Regulation Seminar in Japan	东京, 日本 / Tokyo, Japan
25-26	危险化学品交流协会秋季会议和展会 Society of Chemical Hazard Communication (SCHC) Fall 2018 Meeting & Exhibition	阿灵顿, 美国 Arlington, USA
10 月 / Oct		
22-24	国危险货物咨询委员会年度会议及危险货物运输展览会 Dangerous Goods Advisory Council (DGAC) Annual Summit & Exposition	阿灵顿, 美国 Arlington, USA
11 月 / Nov		
11	危险货物研讨会 Dangerous Goods Seminar	慕尼黑, 德国 Munich, Germany
12 月 / Dec		
2-6	消费者产品协会年会 Consumer Specialty Products Association (CSPA) Annual Meeting	待定 TBC
6	环境保护研讨会 / Environmental Protection Seminar	汉堡, 德国 / Hamburg, Germany
待定 TBC	EHS 系列培训会 / EHS Training Seminar	杭州, 中国 / Hangzhou, China



**展望 2018 年，
扬帆远航！**

*A bright prospect on 2018
and let's take off!*



Value in Compliance

杭州华测瑞欧科技有限公司
REACH24H Consulting Group China

杭州市文一西路 1288 号海创科技中心 3 号楼 14F
电话: +86 571 8700 7555 传真: +86 571 8700 7566
邮箱: customer@reach24h.com

www.REACH24H.com