

# A-share Listed Chemical Fertilizer Companies - Profiles and Financial Data

https://marketpublishers.com/r/A0F17AC7BCEEN.html

Date: February 2017

Pages: 105

Price: US\$ 1,650.00 (Single User License)

ID: A0F17AC7BCEEN

### **Abstracts**

A chemical fertilizer is a fertilizer made by chemical and/or physical methods to supply one or more nutrients essential to plants. Fertilizers with only one indicated nutrients is known as single fertilizers, such as nitrogenous fertilizers, phosphoric fertilizers, potash fertilizers, constant minor element fertilizers and microelement fertilizers. Fertilizers with at least two indicated elements of nitrogen, phosphorus and potassium is known as compound or mixed fertilizers.

China has a large population and demands for an enormous quantity of products. Limited by the size of the land, the increase of production volume of plants must be done through increasing production volume per unit area. China, as a result, has become a major consumption country of chemical fertilizers and tends to consumer more and more fertilizers year after year. However, overuse or improper composition and timing of the application of fertilizers will bring little impact to production volume and may even harm the environment.

China's chemical fertilizer industry mainly consists of 4 sub-industries, namely, nitrogenous fertilizer, phosphoric fertilizer, potash fertilizer and compound fertilizer, which account for 31%, 12%, 3% and 54% of the total production volume of chemical fertilizers, respectively. The nitrogenous fertilizer is one of the most important branches of the chemical fertilizer industry. From 2013 to 2016, more than half of nitrogenous fertilizer companies experienced losses. Most phosphoric fertilizer and potash fertilizer manufacturers are also on the edge of losses.

The overcapacity rates in the nitrogenous fertilizer industry and phosphoric fertilizer industry are 40% and 60%, respectively, and there is also a surplus in the production capacity of compound fertilizer. By contrast, potash fertilizer relies on import. In 2016,



the aggregate production volume of nitrogen fertilizer, phosphoric fertilizer and potash fertilizer (converted to pure amount) was 70.049 million tons, decreasing by 5.7% YOY. The decrease was mainly attributable to the announcement by the Chinese government that the preferential policies on utilities and natural gas of chemical fertilizer manufacturers would be abolished in April and November, 2016, respectively. This resulted in a quick surge of manufacturing costs of fertilizer companies, which subsequently reduced production volume.

On December 23, 2016, the State Council issued the notice on the 2017 Tariff Adjustment Plan, which canceled export tariffs on fertilizers such as nitrogenous fertilizer and phosphoric fertilizer, and at the same time reduced export tariffs on NPK compound fertilizer while tariffs on other fertilizers remained unchanged. These adjustments will benefit China's urea and phosphoric fertilizer industries. In 2015, the production volume of phosphoric fertilizer was 19.11 million tons and net export volume was 7.94 million tons, accounting for 42% of production volume. The cancellation of export tariffs is conducive to the consumption of overcapacity.

CRI selects 26 chemical fertilizer companies listed in A-share market in China. The report provides readers with a quick guide to profiles and financial data of Chinese chemical fertilizer manufacturers being listed in the recent 10 years.

The report is composed of two parts: the first part is enterprise profiles and the second part is the operation status of these enterprises in the recent decade (presently 2006 to 2016, we will update it to the latest as time goes by).

The operation status is demonstrated from the following perspectives: (1)financial indexes, such as earnings per share, book value per share (BPS), sales per share, net cash flow per share, return on net worth and debt to asset ratio; (2) indexes on the income statement, such as revenue, operating profit, net profit and EBIT; (3) indexes on the income statement, such as revenue, operating profit, net profit and EBIT; (4) indexes on the balance sheet, such as liquid asset, fixed asset, current liability, non-current liability, capital reserve and shareholders' equity.

#### (1) Financial Indexes

Earnings per Share

Book Value per Share (BPS)



Sales per Share (SPS)

Net Cash Flow per Share from Operations

Net Cash Flow per Share (CNY)

Return on Net Worth

Net Profit Margin on Total Assets

Return on Invested Capital (ROIC) (%)

Gross Profit Margin on Sales (%)

Net Profit Margin on Sales (%)

EBIT Margin (%)

EBITDA Margin (%)

Debt to Asset Ratio (%)

Total Asset Turnover (times)

Cash/Operating Income Received from Sales of Goods or Services

YOY Growth Rate of Operating Revenue (%)

YOY Growth Rate of Operating Profit (%)

YOY Growth Rate of Net Profit Attributable to Shareholders of Parent Company (%)

#### (2) Summary of Income Statement

Gross Revenue (CNY, million)

Total Operating Costs (CNY, million)



Revenue (CNY, million)

Operating Profit (CNY, million)

Total Profit (CNY, million)

Net Profit (CNY, million)

Net Profit Attributable to Shareholders of Parent Company (CNY, million)

Non-recurring Items (CNY, million)

Net Profit Deducting Non-recurring Items (CNY, million)

R&D Costs (CNY, million)

Earnings Before Interest and Tax (EBIT) (Based on iFind) (CNY, million)

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) (Based on iFind) (CNY, million)

#### (3) Summary of Balance Sheet

Liquid Asset (CNY, million)

Fixed Asset (CNY, million)

Long-term Equity Investment

Total Assets (CNY, million)

Liquid Liability (CNY, million)

Non-current Liability (CNY, million)

Total Liability (CNY, million)



Capital Reserve (CNY, million)

Surplus Reserve (CNY, million)

Undistributed Profit (CNY, million)

Shareholders' Equity (CNY, million)

Equity Attributable to Shareholders of Parent Company (CNY, million)

## (4) Summary of Cash Flow Statement

Cash Received from Sales of Goods and Services (CNY, million)

Cash Flow from Operations (CNY, million)

Cash Paid to Purchase Fixed Assets, Intangible Assets and Other Long-term Assets (CNY, million)

Cash Paid for Investments (CNY, million)

Cash Flow from Investments (CNY, million)

Cash Received from Investors (CNY, million)

Cash Received from Borrowings (CNY, million)

Cash Flow from Financing (CNY, million)

Net Increase of Cash and Cash Equivalents (CNY, million)

Cash and Cash Equivalents, End of Period (CNY, million)

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