

A-share Listed Fertilizer and Pesticide Companies- Profile and Financial Data

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Abstracts

Fertilizer and pesticide companies are engaged in the production of fertilizer, pesticide, potassium carbonate or other agrochemicals.

In 2016, total production of fertilizer (converted to pure amount) was 70.049 million tons, down by 4.8%. Newly added production capacity of urea was 460,000 tons; that of phosphoric fertilizer was 250,000 tons; that of compound fertilizer was 5 million. The growth clearly slowed down. The volume and value of fertilizer export was 27.864 million tons (physical volume) and USD 6.63 billion, down by 21.5% and 39.5%, respectively.

In 2016, China produced 3,778,296.45 tons of agrochemicals, up by 0.74% YOY. This included 1,772,981.6 tons of herbicide, up by 0.06% YOY; 506,890.33 tons of pesticide, down by 2.15% YOY; 198,867.89 tons of fungicide, up by 9.19% YOY.

As the Chinese government strengthens its environmental protection policies, stricter regulations will be enforced on the fertilizer and pesticide industry. In 2015, Ministry of Agriculture issued Action Plan for Achieving Zero Growth of Fertilizer Use by 2020 and Action Plan for Achieving Zero Growth of Pesticide Use by 2020. The plans raised the following targets: by 2020, the utilization rate of fertilizer and crop pesticide shall be both above 40%, up by 7 percentage points and 5 percentage points over 2013, respectively; efforts shall be made to achieve zero growth of the volume of use of both fertilizer and pesticide. In May 2016, the State Council issued Action Plan for Soil Pollution Prevention and Control, intensifying regulation on the use of fertilizer and pesticide. The soil improving and repairing industry will also meet with new opportunities. Since paraquat has been prohibited from being sold and used in China and pesticide with high level of toxicity and residue are banned from being applied to some agricultural

products, the awareness of using pesticide in a proper and safe way has been strengthened. New pesticide regulations and policies have become stricter, having stronger impacts on pesticide producers and users.

In this report, CRI analyzes 48 fertilizer and pesticide producers listed in A-share market in China.

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) (CNY, million)

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) (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)

Depreciation and Amortization (CNY, million)

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