

Note: Key data/information in this page is hidden, while that in the report is not.

#### 2.1.2 Summary of production in 2012-2014

Microalgae DHA industry in China has seen favorable development in the last five years. During 2010 to 2014, the total capacity of microalgae DHA has increased from XX t/a in 2010 to XX t/a in 2014, with CAGR of about XX, and the total output of microalgae DHA has developed from XXtonnes in 2010 to XX tonnes in 2014, with CAGR of about XX.

. . .

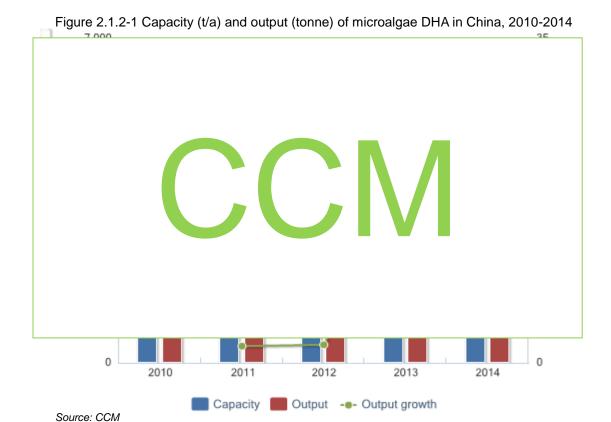


Table 2.1.2-1 Capacity of major microalgae DHA producers in China, 2012-2014

| No. | Producer | Abbreviation | Production | Capacity (t/a) |      |      |
|-----|----------|--------------|------------|----------------|------|------|
|     |          |              | Location   | 2012           | 2013 | 2014 |
| 1   | XX       | XX           | XXXX       | XX             | XX   | XX   |
| 2   | XX       | XX           | XXXX       | XX             | XX   | XX   |
| 3   | XX       | XX           | XXXX       | XX             | XX   | XX   |
| 4   | XX       | XX           | XXXX       | XX             | XX   | XX   |
|     | •••      |              |            |                |      |      |

Source: CCM

...



Table 2.1.2-2 Output of major microalgae DHA producers in China, 2012-2014

|              |          |              |            | Output (tonne |      |        |       |     |        |       |     |        |
|--------------|----------|--------------|------------|---------------|------|--------|-------|-----|--------|-------|-----|--------|
| No Brodenson |          | Abbassistas  | Production |               | 2012 |        | 2013  |     | 2014   |       |     |        |
| No.          | Producer | Abbreviation | Location   | Total         | DHA  | DHA    | Total | DHA | DHA    | Total | DHA | DHA    |
|              |          |              |            | IOlai         | oil  | powder | iotai | oil | powder | iotai | oil | powder |
| 1            | XXXX     | XXXX         | XXXX       | XX            | XX   | XX     | XX    | XX  | XX     | XX    | XX  | XX     |
| 2            | XXXX     | XXXX         | XXXX       | XX            | XX   | XX     | XX    | XX  | XX     | XX    | XX  | XX     |
| 3            | XXXX     | XXXX         | XXXX       | XX            | XX   | XX     | XX    | XX  | XX     | XX    | XX  | XX     |
|              |          |              |            |               |      |        |       |     |        |       |     |        |

Source: CCM

. . .

## 3 Import situation in 2014

As one kind of new food additive, China's microalgae DHA still fails to meet domestic demand currently. Therefore, China imports lots of microalgae DHA every year. In 2014, there was about XXXX3 tonnes of microalgae DHA in China. In 2014, the import volume of microalgae DHA powder has accounted for about XXXX of the total import volume and microalgae DHA oil accounted for XXXX. Currently, most of the imported microalgae DHA powder is used in the production of infant formula in China at present.

### - Microalgae DHA powder

Table 3-1 Import of microalgae DHA powder in China by importer, 2014

| No.   | Importer | Quantity, kg | Value, USD | Unit price, USD/kg |
|-------|----------|--------------|------------|--------------------|
| 1     | XXXX     | XXXX         | XXXX       | XXXX               |
| 2     | XXXX     | XXXX         | XXXX       | XXXX               |
| 3     | XXXX     | XXXX         | XXXX       | XXXX               |
| 4     | XXXX     | XXXX         | XXXX       | XXXX               |
| 5     | XXXX     | XXXX         | XXXX       | XXXX               |
| 6     | XXXX     | XXXX         | XXXX       | XXXX               |
| Total |          | XXXX         | XXXX       | XXXX               |

Source: China Customs & CCM



Table 3-2 Monthly import of microalgae DHA powder in China, 2014

| Date  | Quantity, kg | Value, USD | Unit price, USD/kg |
|-------|--------------|------------|--------------------|
| Jan   | XXXX         | XXXX       | XXXX               |
| Feb   | XXXX         | XXXX       | XXXX               |
| Mar   | XXXX         | XXXX       | XXXX               |
| Apr   | XXXX         | XXXX       | XXXX               |
| May   | XXXX         | XXXX       | XXXX               |
| Jun   | XXXX         | XXXX       | XXXX               |
| Jul   | XXXX         | XXXX       | XXXX               |
| Aug   | XXXX         | XXXX       | XXXX               |
| Sept  | XXXX         | XXXX       | XXXX               |
| Oct   | XXXX         | XXXX       | XXXX               |
| Nov   | XXXX         | XXXX       | XXXX               |
| Dec   | XXXX         | XXXX       | XXXX               |
| Total | XXXX         | XXXX       | xxxx               |

Source: China Customs & CCM

Table 3-3 Import of microalgae DHA powder in China by country of origin, 2014

| No. | Country of origin | Quantity, kg | Value, USD | Unit price, USD/kg |
|-----|-------------------|--------------|------------|--------------------|
| 1   | XXXX              | XXXX         | XXXX       | XXXX               |
| 2   | XXXX              | XXXX         | XXXX       | XXXX               |
| 3   | XXXX              | XXXX         | XXXX       | XXXX               |
| 4   | XXXX              | XXXX         | XXXX       | XXXX               |
| 5   | XXXX              | XXXX         | XXXX       | XXXX               |
| 6   | XXXX              | XXXX         | XXXX       | XXXX               |
|     | Total             | XXXX         | XXXX       | XXXX               |

Source: China Customs & CCM

## - Microalgae DHA oil

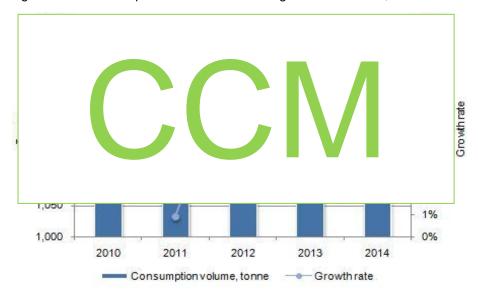
. . .

#### 5 Market demand microalgae DHA in China

#### 5.1 Demand situation in 2010-2014

In China, the total consumption of microalgae DHA has XXXX from XXXX tonnes in 2010 to about XXXX tonnes in 2014, with CAGR of about XXXX. In 2014, XXXX demand for microalgea DHA came from formula food in China. And less than XXXX demand was from healthcare products and other food products especially for children.

Figure 5.1-1 Consumption situation of microalgae DHA in China, 2010-2014



Source: CCM

Figure 5.1-2 Consumption pattern of microalgae DHA in China, 2014



Source: CCM

Table 5.1-1 Consumption volume and share of China's microalgae DHA by application fields, 2014

| Applica | tion field | Consumption volume, tonne | Share in total consumption, % |
|---------|------------|---------------------------|-------------------------------|
| xxxx    | XXXX       | XXXX                      | XXXX                          |
| ^^^^    | XXXX       | XXXX                      | XXXX                          |
| XXXX    |            | XXXX                      | XXXX                          |
| XXXX    |            | XXXX                      | XXXX                          |
| Total   |            | XXXX                      | XXXX                          |



### 5.2 Demand in formula food

. . .

Table 5.2-2 Consumption of microalgae DHA in formula food by some end users in China, 2014

| No. | End user | Consumption volume, tonne | Major application | Major DHA suppliers (estimated) |
|-----|----------|---------------------------|-------------------|---------------------------------|
| 1   | XXXX     | XXXX                      | XXXX              | XXXX                            |
| 2   | XXXX     | XXXX                      | XXXX              | XXXX                            |
| 3   | XXXX     | XXXX                      | XXXX              | XXXX                            |
| 4   | XXXX     | XXXX                      | XXXX              | XXXX                            |
| 5   | XXXX     | XXXX                      | XXXX              | XXXX                            |

Source: CCM

. . .

## 7 Key producers analysis in China

## 7.1 XXXX Co., Ltd.

### - Basic information

Table 7.1-1 Basic info of XXXX Co., Ltd., as of May 2015

| Address              | XXXX |
|----------------------|------|
| Website              | XXXX |
| Tel                  | XXXX |
| Fax                  | XXXX |
| Establishment date   | XXXX |
| Registered capital   | XXXX |
| Ownership            | XXXX |
| Main business        | XXXX |
| Employee             | XXXX |
| Certification        | XXXX |
| Covering area        | XXXX |
| Registered code      | XXXX |
| Registered institute | XXXX |



## - Product portfolio

Table 7.1-2 Product portfolio of XXXX Co., Ltd., as of May 2015

| Product | Specification | Package |
|---------|---------------|---------|
| XXXX    | XXXX          | XXXX    |

Source: CCM

## - Financial analysis

Table 7.1-3 Balance sheet of XXXX Co., Ltd., '000USD, 2013

| Item                                       | 2013 |
|--|------|
| Cash and cash equivalents                  | XXXX |
| Notes receivable                           | XXXX |
| Deferred tax assets                        | XXXX |
| Total intangible assets and other assets   | XXXX |
| Long-term deferred expenses                | XXXX |
| Total assets                               | XXXX |
| Current liabilities                        | XXXX |
| Short-term loans                           | XXXX |
| Notes payable                              | XXXX |
| Accounts Payable                           | XXXX |
| Advance from customers                     | XXXX |
|  |      |
| Long-term liabilities                      | XXXX |
| Long-term loans                            | XXXX |
| Other long-term liabilities                | XXXX |
| Total long-term liabilities                | XXXX |
| Total liabilities                          | XXXX |
| Shareholders' equity                       | XXXX |
| Total shareholders' equity                 | XXXX |
| Total liabilities and shareholders' equity | XXXX |



Table 7.1-4 Income statement of XXXX Co., Ltd., '000USD, 2013

| Item                          | 2013 |
|-------------------------------|------|
| Revenue                       | XXXX |
| Sales cost                    | XXXX |
| Distribution expenses         | XXXX |
| Administrative expenses       | XXXX |
| Financial costs               | XXXX |
| Business taxes and surcharges | XXXX |
| Gain/loss on investment       | XXXX |
| Non-operating income          | XXXX |
| Non-operating expense         | XXXX |
| Total profit                  | XXXX |
| Income tax                    | XXXX |
| Net profit                    | XXXX |

Source: CCM

Table 7.1-5 Income statement of microalgae DHA in xxxx Co., Ltd., USD, 2013

| Item                                | 2013 |
|-------------------------------------|------|
| Revenue                             | XXXX |
| Sales cost                          | XXXX |
| Distribution expenses               | XXXX |
| Administrative expenses             | XXXX |
| Financial costs                     | XXXX |
| Business taxes and surcharges       | XXXX |
| Total profit                        | XXXX |
| Income tax                          | XXXX |
| Net profit                          | XXXX |
| Profit rate of microalgae DHA sales | XXXX |

Source: CCM

## - Manufacturing cost analysis

Table 7.1-6 Estimated manufacturing cost of microalgae DHA oil in XXXX Co., Ltd., 2014

| Category | Item | Unit price, USD/t | Unit consumption, t/t(kWh/t) | Unit cost, USD | Share |
|----------|------|-------------------|------------------------------|----------------|-------|
|          | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|          | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|          | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|          | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|          | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|          | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|          |      | XXXX              | XXXX                         |                |       |



# Table 7.1-7 Estimated manufacturing cost of microalgae DHA powder in XXXX Co., Ltd., 2014

| Category      | Item | Unit price, USD/t | Unit consumption, t/t(kWh/t) | Unit cost, USD | Share |
|---------------|------|-------------------|------------------------------|----------------|-------|
| Direct cost   | XXXX | XXXX              | XXXX                         | xxxx           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
| Indirect cost | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              | XXXX                         | XXXX           | XXXX  |
|               | XXXX | XXXX              |                              |                |       |