

Note: Key data/information in this sample page are hidden, while in the report they are not.

19 Nantong Jiangshan Agrochemical & Chemicals Co., Ltd.

19.1 Company info

19.1.1 Basic info

Table 19.1.1-1 Basic info of Nantong Jiangshan, 2013

| | | | |
|----------------------------|--|-----------------|------|
| Company name | Nantong Jiangshan Agrochemical & Chemicals Co., Ltd. | | |
| Business address | xxxx | | |
| Website | xxxx | | |
| Tel. | xxxx | | |
| Fax | xxxx | | |
| Establishment date | xxxx | | |
| Registered capital | xxxx | | |
| Company type | xxxx | | |
| Main business | xxxx | | |
| Employee | xxxx | | |
| Import-export right | xxxx | Party ID | xxxx |

Source: Nantong Jiangshan

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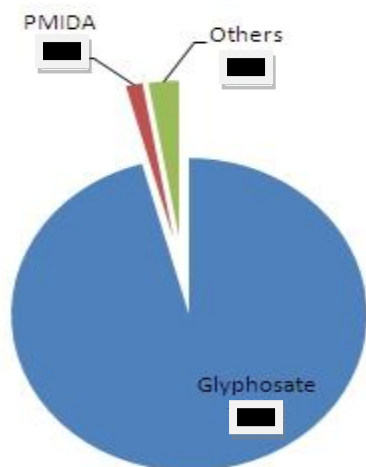
19.1.4 Overall business performance

Table 19.1.4-1 Overall business performance of Nantong Jiangshan, 2010-Q3 2013

| Time | Total assets | Revenue | Total profit | Share by revenue | | Main business |
|------------|--------------|---------|--------------|------------------|-------------------|---------------|
| | million USD | | | Export business | Domestic business | |
| 2010 | xxxx | xxxx | xxxx | xxxx | xxxx | xxxx |
| 2011 | xxxx | xxxx | xxxx | xxxx | xxxx | |
| 2012 | xxxx | xxxx | xxxx | xxxx | xxxx | |
| H1 2013 | xxxx | xxxx | xxxx | xxxx | xxxx | |
| Q1-Q3 2013 | xxxx | xxxx | xxxx | xxxx | xxxx | |

Source: Nantong Jiangshan

Figure 19.1.4-1 Pesticide export of Nantong Jiangshan by market value and variety, Q1-Q3 2013



Source: CCM and China Customs

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19.3.2 Commercial activities

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In June 2012, it intended to sell xxxx of the shares of its subsidiary Nantong Dongchang Chemical Industrial Co., Ltd., but failed in Aug. 2012.

- Oversea market expansion

In the past several years, Nantong Jiangshan has been actively exploring the overseas market and has signed production and sales contracts of xxxx with many overseas famous agrochemical enterprises like xxxx to improve its market share in the global market.

Besides, it has benefited a lot in the sales from its parent company namely xxxx which owns a broad sales channel and stable clients in many countries.

In Nov. 2012, the company intended to purchase xxxx stakes of Ladda Group Holdings Co., Ltd. (Ladda Group), a leading agrochemical enterprise in Thailand with pesticides accounting for xxxx of its total business, which will be beneficial for Nantong Jiangshan to enlarge its pesticide business in Thailand.

The total investment will be no more than xxxx million (xxxx million).

In June 2013, the company announced to xxxx the purchase behavior due to the two parties' xxxx.

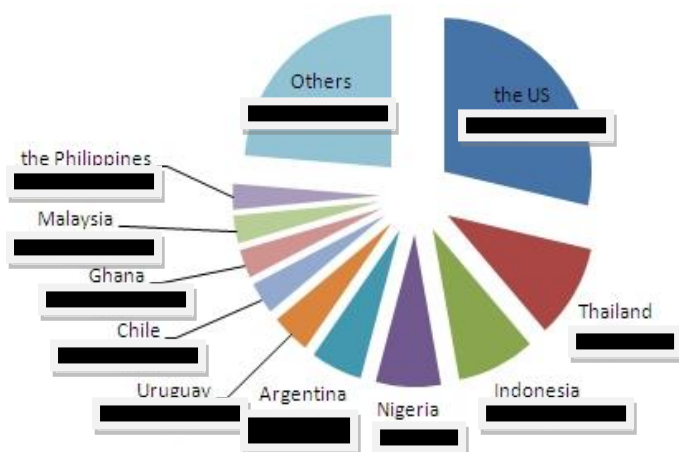
In recent years, the main exported products and main overseas markets of Nantong Jiangshan had no obvious changes. Glyphosate has been its main exported product and xxxx and xxxx have been the main export destinations.

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36.1.4 Overall business performance

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Figure 36.1.4-4 Pesticide export of Zhejiang Jinfanda by market value and region, Q1-Q3 2013



Source: CCM and China Customs

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36.2 Products & investments

Table 36.2-1 Fields of business in Zhejiang Jinfanda, 2011-H1 2012

| Category | Share by revenue | | Main product |
|------------------------|------------------|------|--------------|
| | H1 2012 | 2011 | |
| Herbicides | xxxx | xxxx | xxxx |
| Chemical intermediates | xxxx | xxxx | xxxx |

Source: Zhejiang Jinfanda

Table 36.2-2 Major pesticide products in Zhejiang Jinfanda, 2011-2013

| Product | Capacity, t/a | Output, tonne | | |
|---------|---------------|---------------|------|------|
| | 2013 | 2013 | 2012 | 2011 |
| xxxx | xxxx | xxxx | xxxx | xxxx |

Source: CCM

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36.3 Marketing, sales mode and commercial activities

36.3.1 Marketing and sales mode

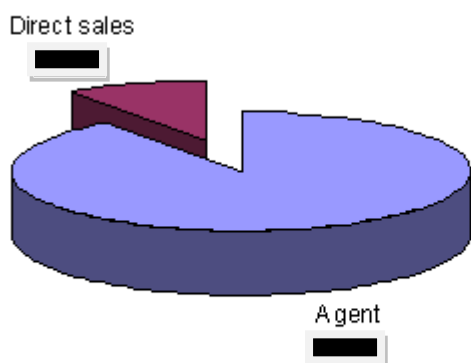
Zhejiang Jinfanda is a diversified company primarily engaged in the manufacturing and distribution of pesticides and intermediates, with glyphosate as its main product.

The company's products are mainly exported to xxx, xxx and xxx. Through the implementation of xxx strategy, the brand Jinfanda has been well received in both the domestic and overseas markets.

Through many years of development, the company has passed many certifications such as ISO9001:2008 Quality Management System, ISO14000 Environmental Management System and Safety Management System.

Furthermore, it has applied for many patents. The strict implementation of the Management System guarantees its standard production and qualified products.

Figure 36.3.1-1 Distribution structure of Zhejiang Jinfanda, 2013



Source: CCM

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36.4 SWOT analysis

- Strength

As an important glyphosate producer in China, Zhejiang Jinfanda has set up xxx production sites for glyphosate production in xxx.

All these regions are located in xxx which are close to not only the foreign market but also the domestic market.

The company has a subsidiary company which can offer electro xxx to it, making it enjoy xxx

advantage in its production to xxxx production xxxx.

Furthermore, it has established a high and new technology R&D center in xxxx, xxxx.

- Weakness

Zhejiang Jinfanda is mainly engaged in xxxx business and its product structure is relatively xxxx.

- Opportunity

With the adjustment of national policies on pesticides, the company has the opportunity to merge smaller pesticide companies to expand its xxxx.

In recent years, the global glyphosate market has become better, which has shaped good external environment for Zhejiang Jinfanda which exports lots of glyphosate every year.

- Threat

Currently, a serious overcapacity of the domestic glyphosate industry and the fact that supply of glyphosate far exceeds its market demand will restrain the company's development.

Most of the company's products are xxxx, so RMB appreciation will have a negative impact on its pesticide export.

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