

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

1 XXXX Agrochemical Co., Ltd.

1.1 Company info

1.1.1 Basic info

Table 1.1.1-1 Basic info of XXXX 2014

Company name	XXXX		
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: XXXX

1.1.2 Key points in company history

In March 2000, XXXX Group Limited Company (XXXX), the predecessor of XXXX Agrochemical Co., Ltd., was established as a limited company.

...

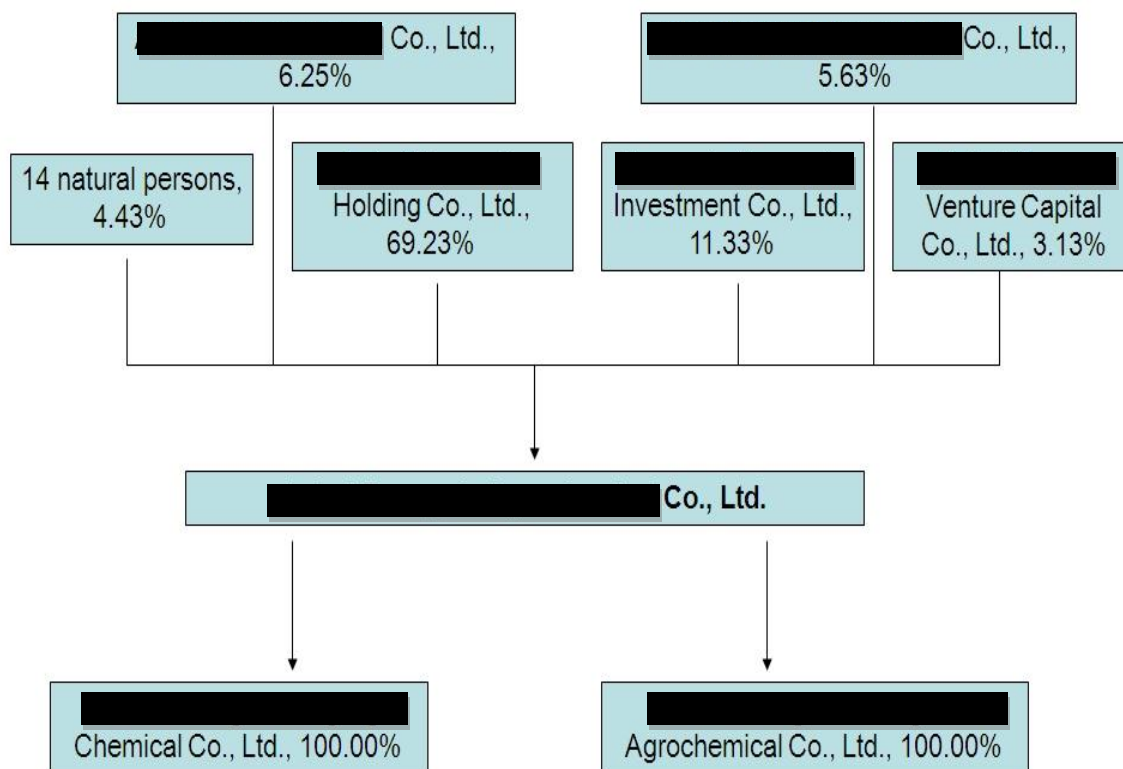
In 2013, it ranked 21st in the domestic pesticide industry with a sales revenue of XXXX billion in 2012.

On Jan. 17, 2014, it was entitled as XXXX

In Oct. 2014, XXXX passed XXXX

1.1.3 Current ownership structure

Figure 1.1.3-1 Ownership structure of XXXX, 2014



Source: XXXX

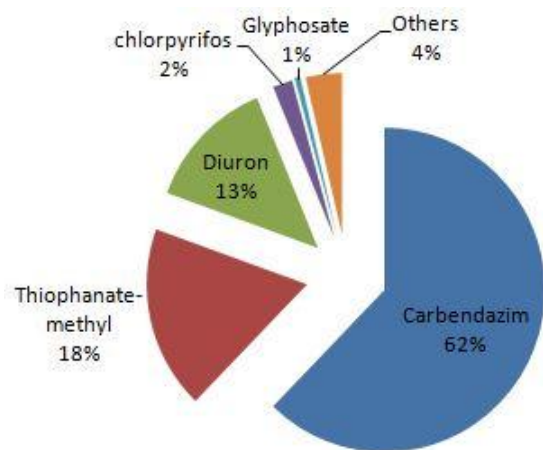
1.1.4 Overall business performance

Table 1.1.4-1 Overall business performance of XXXX, 2010-2013

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	
2013	XXXX	XXXX	XXXX	XXXX	XXXX	

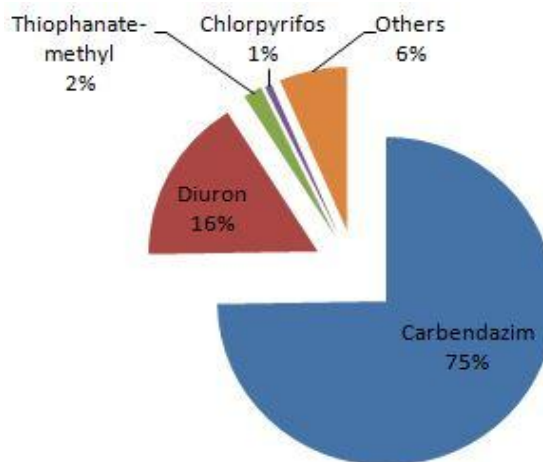
Source: XXXX & CCM

Figure 1.1.4-1 Pesticide export of XXXX by value and region, Q1-Q3 2014



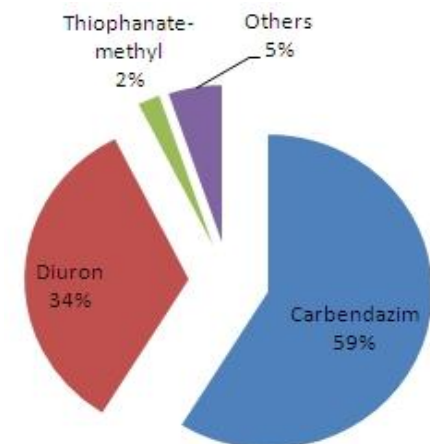
Source: China Customs and CCM

Figure 1.1.4-2 Pesticide export of XXXX by value and variety, 2013



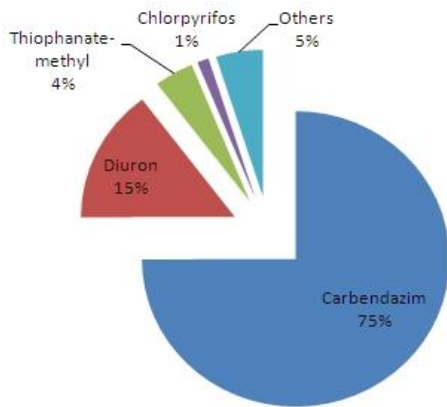
Source: China Customs & CCM

Figure 1.1.4-3 Pesticide export of XXXX by value and variety, 2012



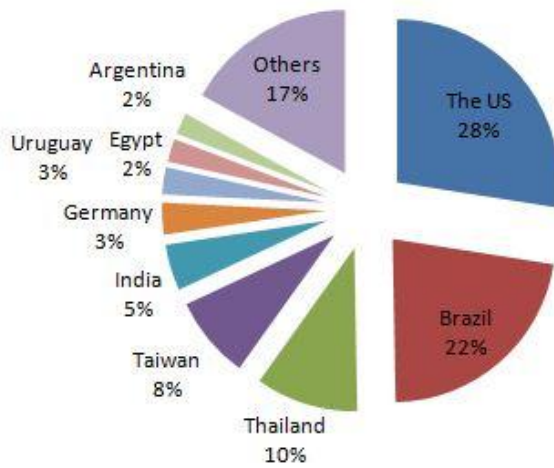
Source: China Customs & CCM

Figure 1.1.4-4 Pesticide export of XXXX by value and variety, 2011



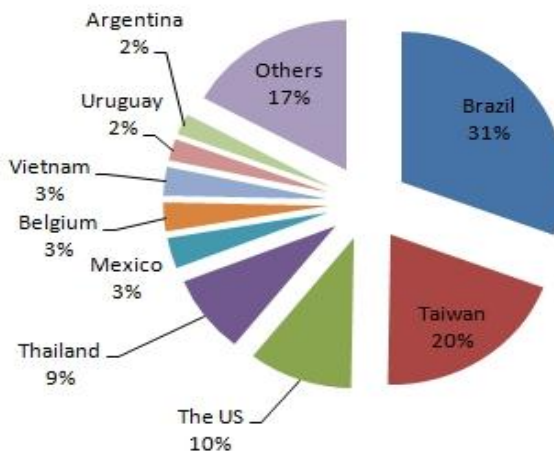
Source: China Customs & CCM

Figure 1.1.4-5 Pesticide export of XXXX by value and region, Q1-Q3 2014



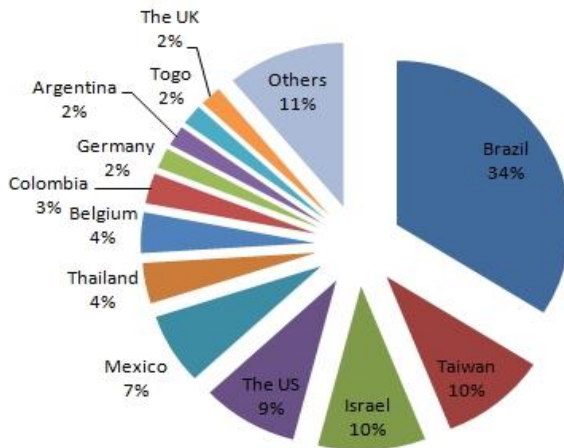
Source: China Customs & CCM

Figure 1.1.4-6 Pesticide export of XXXX by value and region, 2013



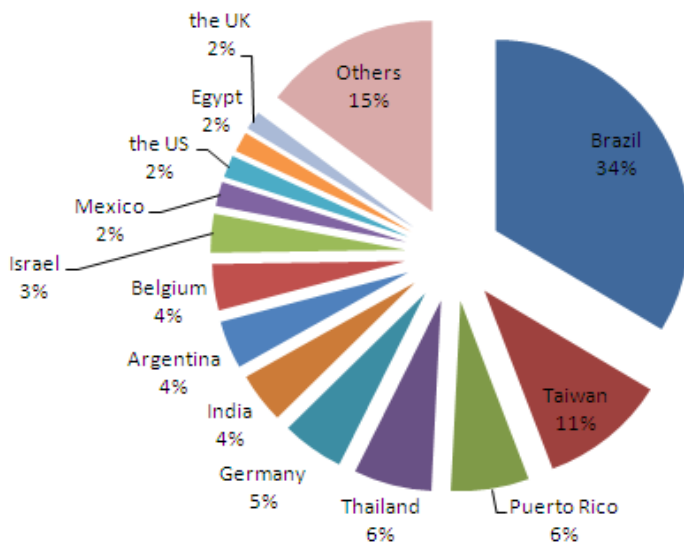
Source: China Customs & CCM

Figure 1.1.4-7 Pesticide export of XXXX by value and region, 2012



Source: China Customs & CCM

Figure 1.1.4-8 Pesticide export of XXXX by value and region, 2011



Source: China Customs & CCM

1.1.5 Product registration

Table 1.1.5-1 XXXX's valid technical registrations in China, as of Dec. 8, 2014

No.	Registration No.	Product	Content	Effective date	Expiration date
1	XXXX	XXXX	XXXX	XXXX	XXXX
	...				
27	XXXX	XXXX	XXXX	XXXX	XXXX
28	XXXX	XXXX	XXXX	XXXX	XXXX

Source: ICAMA

Table 1.1.5-2 XXXX's valid formulation registrations in China, as of Dec. 8, 2014

No.	Registration No.	Product	Content	Formulation	Effective date	Expiration date
1	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX
2	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX
3	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX
	...					
14	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX
15	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX

Source: ICAMA

1.2 Products & investments

Table 1.2-1 Fields of business in XXXX, 2012-2013

Category	Share by revenue		Main product
	2013	2012	
XXXX	XXXX	XXXX	XXXX
XXXX	XXXX	XXXX	XXXX
XXXX	XXXX	XXXX	XXXX

Source: XXXX

Table 1.2-2 Major pesticide products in XXXX, 2012-2014

Product	Capacity, t/a	Output, tonne		
	2014	2014E	2013	2012
XXXX	XXXX	XXXX	XXXX	XXXX
XXXX	XXXX	XXXX	XXXX	XXXX
XXXX	XXXX	XXXX	XXXX	XXXX

Source: XXXX and CCM

Table 1.2-3 New projects in XXXX, as of Q3 2014

Product	Designed capacity, t/a	Process
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX

Source: XXXX

Table 1.2-4 XXXX's investments, 2011-2014

Time	Investment
2010	XXXX invested USD484 million in
2011	Plants of 20,000t/a
Oct. 2011	XXXX announced to get listed and then invest in four IPO projects, covering
Oct. 2011 and Oct. 2012	XXXX was refused to get listed on
2012	XXXX invested USD39 million in the project of producing 20,000 t/a 3,4-2 chloro aniline in Guangde County, XXXX Province.
2012-2013	XXXX invested USD7 million in 2012 and invested USD14 million in 2013 in
2013-2014	The company is improving production lines for

Source: XXXX

1.3 Marketing, sales mode and commercial activities

1.3.1 Marketing and sales mode

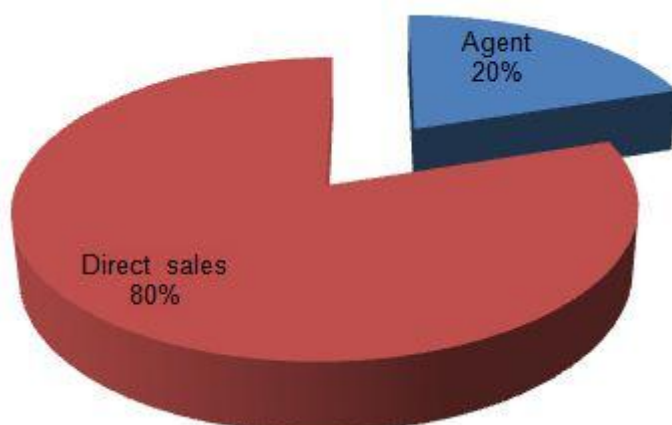
XXXX is a market-oriented enterprise, whose products cover the domestic and overseas markets. It has set up the Shanghai Office, which is responsible for

Currently, XXXX mainly sells most of its products to domestic agrochemical producers and traders. The company not only sells its products to

XXXX failed to get listed on the stock market because of

At present, the company's domestic market is mostly located in

Figure 1.3.1-1 Distribution structure of XXXX, Q1-Q3 2014



Source: CCM

1.3.2 Commercial activities

2008: XXXX Tongling Chemical Co., Ltd., a subsidiary of XXXX, adjusted management strategy in response to the financial crisis. It started to focus on

March 2009: XXXX held a meeting about ordering and product launch in Shangshan City, XXXX Province. In this promotion meeting, the company not only invited experts to demonstrate knowledge of pesticide products, but also

...

In April 2014, XXXX launched ...

- Overseas market expansion

In recent three years, carbendazim and diuron have been the main exported products of XXXX and Brazil has been its biggest ...

The company has supplied lots of pesticides to the world. And its main foreign clients are

1.4 SWOT analysis

- Strength

XXXX is the largest carbendazim and thiophanate-methyl producer in China, and owns ...

- Weakness

XXXX has a relatively simple pesticide product mix, only producing carbendazim and thiophanate-methyl (fungicides), glyphosate, diuron and isoproturon (herbicides).

...

In Oct. 2014, the company's certificate of ...

- Opportunity

Phosgene and phosgene products are indispensable feedstock for the national economic development. Since phosgene cannot be transported, it is very strict in space building during the production. The phosgene production base of XXXX is...

...

- Threat

About one third of the revenue of XXXX comes from its export business. If ...

China has successively adjusted the export rebates of pesticide products in different degrees. For example, as for the main products of XXXX, carbendazim TC and thiophanate-methyl TC, they have witnessed a reduction in export rebates from 11% in 2006 to 9% at present. If China's export rebates policy for pesticide products changes in the future, the export revenue and business performance of the company will also vary largely.

...

XXXX is facing competition from its peer companies. If it cannot maintain its technical employees and sales managers, its sales volume may not be guaranteed and it cannot enjoy the policy preference without being a high-tech company.

Source: CCM