

# **Top 100 Pesticide Enterprises in China**

**The Fifth Edition**

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## 1. Introduction

Industrial integration has been gathering momentum in China in 2018. The pesticide industry boasts leading production capacity and output across the world, yet the large amount of enterprises lead to a relatively low concentration ratio. Especially the majority of them is of small scale and remains at the lower end of the value chain, providing OEM-style services and plagued in overcapacity. Besides, many pesticide companies also face problems as potential risks as well as underinvestment in work safety and environmental protection, outdated equipment and technology. Considering all these factors, industrial policies issued by the central government suggest acquisition and merger between companies to improve industrial concentration and promote intensive development of the industry featuring large-scale, professionalism and specialization.

At the same time, Chinese formulation enterprises enlarge their profits through deep-processing and sales channel building. Some technical companies extend their reach to formulation business, while some formulation companies also choose to enter technical business. All aim at larger say in fiercer competition. The future is for an integrative development of the two businesses in pesticide industry.

In the face of Sino-US trade frictions and currency devaluation in some emerging economies, the total import and export value of China's pesticides reached a new high in 2018.

In this report, CCM will do analysis of 2019 china top 100 pesticide enterprises from the following aspects:

- ✓ General situation
- ✓ Imports and exports
- ✓ Pesticide revenue in 2018
- ✓ Geographical distribution of the enterprises

## 2. Methodology

The report is drafted by diverse methods as follows:

### - Desk research

The sources of desk research are various, including published magazines, journals, government statistics, industrial statistics, customs statistics, association seminars as well as information from the Internet. A lot of work has gone into the compilation and analysis of the obtained information. When necessary, checks have been made with Chinese agrochemical players.

### - Internet

CCM contacted with players in the domestic agrochemical industry through B2B websites and software as well as obtained registration information on the internet.

### - Data processing and presentation

The data collected and compiled are sourced from:

- China Crop Protection Industry Association
- CCM's database
- Published articles in periodicals, magazines, journals and third-party databases
- Statistics from governments and international institutes
- Telephone interviews with domestic producers, joint ventures, service suppliers and governments
- Third-party data providers
- Comments from industrial experts
- Professional databases from other sources
- Information from the internet

The data from various sources have been combined and cross-checked to make this report as precise and scientific as possible. Throughout the process, a series of internal discussions were held in order to analyse the data and draw the conclusions.

### - Abbreviation

Abbreviation	Full Name
CCPIA	China Crop Protection Industry Association
SG	Water soluble granule
SP	Water soluble powder
TB	Tablet
SC	Suspension concentrate
WG	Water dispersible granule
EC	Emulsifiable concentrate
WP	Wettable powder
AS	Aqueous solution
OD	Oil dispersion
FS	Flowable concentrate for seed treatment
SL	Soluble concentrate
TK	Technical concentrate
ME	Micro-emulsion
EB	Effervescent tablet
FSC	Flowable concentrate for seed coating

### 3. Executive summary

In 2018, China's pesticide industry achieved growth in both revenue and profit in general, but differences between enterprises grew wider. Persistent emphasis on environmental protection made pesticide supply relatively tight and total output of technical products in China declined year-on-year. Pesticide prices fluctuated during the year, showing an overall trend of falling first and then rising up.

In 2018, China's total import and export volume of pesticides hit a record low, but average export price increased year on year, making the total import and export value reach a new high.

The year 2018 is of great importance to landscape reshaping of the pesticide industry. Apart from a general reshape in the global arena, China's pesticide industry has been going through tremendous changes due to implementation of new regulations and policies concerning pesticide management, unprecedented pressures from requirements for work safety and environmental protection and supply-side reform within the industry. That's to say, China's pesticide industry is currently at the phase featuring structural optimization. Enterprises in the 2019 Top XXX List achieved total revenue of XXX million XXX million) in pesticide business in 2018, an increase of XXX year on year (all percentages here in the report are calculated in RMB figures). Threshold for this year's Top XXX list came up to XXX million XXX million), up by more than XXX million and an increase of XXX ADAMA Ltd. or the former Hubei Sanonda Co., Ltd. retained its first place in sales and was the only enterprise surpassing XXX billion in pesticide revenue.

As overall domestic pesticide consumption has kept going down in recent years, reform in upstream pesticide technical sector heads to uncharted water. Many producers willingly give priority to environmental protection and performance-effectiveness. The pesticide formulation sector is in the midst of adjustment and integration. Enterprises in the 2019 Top XXX List for pesticide formulation business in particular achieved total revenue of XXX million XXX million) in 2018, an increase of XXX year on year. Threshold for the Top XXX list this year is XXX million (RMB1XXX million), up by approximately XXX million, one fourths more than last year. The combined revenue of 2019 Top XXX has a huge leap compared with that recorded in 2018 list. XXX earned XXX million XXX million) in 2018, retaining its leader's role, an eighth-time honor.

## 4. What's in this report

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

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### 1 Review of China's pesticide industry in 2018

#### 1.1 General situation

In 2018, China's pesticide industry achieved growth in both revenue and profit, but the gap between enterprises of different types grew wider. Statistics of the XXX pesticide enterprises above designated size from the National Bureau of Statistics show that many economic indicators greatly XXX in 2018—revenue of USDXXX billion (RMBXXX billion) with a year-on-year increase of XXX%, profit of USDXXX billion (RMBXXX billion) with a rise of XXX% year on year and a net profit margin of XXX%. Yet small and medium-sized players in the industry were excluded here. In fact, influenced by environmental protection and other factors, their losses have been mounting.

Table 1.1-1 Major economic indicators of pesticide enterprises above designated size in China, 2018, '000 USD

Major indicator		2018	2017	YoY change
Pesticide industry (XXX enterprises in total)	Number of enterprises in the red	XXX	XXX	XXX%
	Loss	XXX	XXX	XXX%
	Accounts receivable	XXX	XXX	XXX%
	Manufactured products	XXX	XXX	XXX%
	Total current assets	XXX	XXX	XXX%
	Inventories	XXX	XXX	XXX%
	Total assets	XXX	XXX	XXX%
	Total liabilities	XXX	XXX	XXX%
	Revenue	XXX	XXX	XXX%
	Cost of sales	XXX	XXX	XXX%
	Distribution expenses	XXX	XXX	XXX%
	Administrative expenses	XXX	XXX	XXX%
	Financial costs	XXX	XXX	XXX%



Major indicator		2018	2017	YoY change
	Interests expenses	XXX	XXX	XXX%
	Total profit	XXX	XXX	XXX%
	Total shareholder's equity	XXX	XXX	XXX%
	Total cost	XXX	XXX	XXX%
Chemical pesticide (XXX enterprises in total)	Number of enterprises in the red	XXX	XXX	XXX%
	Loss	XXX	XXX	XXX%
	Accounts receivable	XXX	XXX	XXX%
	Manufactured products	XXX	XXX	XXX%
	Total current assets	XXX	XXX	XXX%
	Inventories	XXX	XXX	XXX%
	Total assets	XXX	XXX	XXX%
	Total liabilities	XXX	XXX	XXX%
	Revenue	XXX	XXX	XXX%
	Cost of sales	XXX	XXX	XXX%
	Distribution expenses	XXX	XXX	XXX%
	Administrative expenses	XXX	XXX	XXX%
	Financial costs	XXX	XXX	XXX%
	Interests expenses	XXX	XXX	XXX%
	Total profit	XXX	XXX	XXX%
	Total shareholder's equity	XXX	XXX	XXX%
Total cost	XXX	XXX	XXX%	
Biochemical and microbial pesticide (XXX enterprises in total)	Number of enterprises in the red	XXX	XXX	XXX%
	Loss	XXX	XXX	XXX%
	Accounts receivable	XXX	XXX	XXX%
	Manufactured products	XXX	XXX	XXX%
	Total current assets	XXX	XXX	XXX%
	Inventories	XXX	XXX	XXX%
	Total assets	XXX	XXX	XXX%
	Total liabilities	XXX	XXX	XXX%
	Revenue	XXX	XXX	XXX%

Major indicator		2018	2017	YoY change
	Cost of sales	XXX	XXX	XXX%
	Distribution expenses	XXX	XXX	XXX%
	Administrative expenses	XXX	XXX	XXX%
	Financial costs	XXX	XXX	XXX%
	Interests expenses	XXX	XXX	XXX%
	Total profit	XXX	XXX	XXX%
	Total shareholder's equity	XXX	XXX	XXX%
	Total cost	XXX	XXX	XXX%

Source: National Bureau of Statistics

Table 1.1-2 Overall operating situation of listed pesticide companies in 2018

Item	Scale, million USD	Scale, million RMB	YoY change
Revenue	XXX	XXX	XXX%
Net profit	XXX	XXX	XXX%

Source: Wind

Table 1.1-3 Output (converted to 100% AI) of chemical pesticide technical in China in 2018, '000 tonnes

Category	Technical output (converted to 100% AI), '000 tonnes		YoY change
	2018	2017	
Insecticide	XXX	XXX	XXX%
Fungicide	XXX	XXX	XXX%
Herbicide	XXX	XXX	XXX%
Others	XXX	XXX	XXX%
<b>Total</b>	XXX	XXX	XXX%

Source: National Bureau of Statistics

Large changes can be seen in geographical distribution of pesticide supply in 2018. XXX Province suffered XXX% drop compared with that in 2017. The largest supply cut was found in XXX Province though, by somewhat XXX tonnes. XXX Province, the leading pesticide supplier

in China, saw a fall of nearly XXX tonnes in supply, accounting for XXX% of the total supply reduction in the country.

Table 1.1-4 Output of pesticide technical in China by region in 2018, tonne

No.	Region	Technical product output (converted to 100% AI), tonne		YoY change
		2018	2017	
1	Jiangsu Province	XXX	XXX	XXX%
2	Zhejiang Province	XXX	XXX	XXX%
3	Sichuan Province	XXX	XXX	XXX%
4	Hubei Province	XXX	XXX	XXX%
...	...	...	...	...
24	Yunnan Province	XXX	XXX	XXX%
25	Guizhou Province	XXX	XXX	XXX%
<b>Total</b>		<b>2,082,780</b>	XXX	XXX

Note: Due to rounding, the total may not equal the figures all added up.

Source: National Bureau of Statistics

Table 1.1-5 China Agrochemical Price Index (CAPI), 2018

Month	Pesticide	Herbicide	Insecticide	Fungicide
1	XXX	XXX	XXX	XXX
2	XXX	XXX	XXX	XXX
...	...	...	...	...
11	XXX	XXX	XXX	XXX
12	XXX	XXX	XXX	XXX

Source: China Crop Protection Industry Association (CCPIA)

## 1.2 Imports and exports

In 2018, China's import and export trade of pesticide reached an all-time high even in the face of Sino-US trade frictions and currency devaluation in some emerging economies. The overall situation of pesticide imports and exports in China in 2018 is as the following:

### Characteristics of imports and exports

#### Characteristics of pesticide exports

#### Characteristics of pesticide imports

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## 2 Top pesticide enterprises in China

### 2.1 2019 China Top 100 Pesticide Enterprises

Table 2.1-1 List of 2019 China Top 100 Pesticide Enterprises

No.	Enterprise	Pesticide revenue in 2018, million RMB	Pesticide revenue in 2018, million USD	Pesticide revenue in 2017, million RMB	Pesticide revenue in 2017, million USD	YoY change	Ranking in 2017	Ranking change
1	ADAMA Ltd.	XXX	XXX	XXX	XXX	XXX%	XXX	XXX
2	Nutrichem Co., Ltd.	XXX	XXX	XXX	XXX	XXX%	XXX	XXX
3	Nanjing Red Sun Co., Ltd.	XXX	XXX	XXX	XXX	XXX%	XXX	XXX
4	Shandong Weifang Rainbow Chemical Co., Ltd.	XXX	XXX	XXX	XXX	XXX%	XXX	XXX
...	...	...	...	...	...	...	...	...
99	Anhui Jiuyi Agriculture Co., Ltd.	XXX	XXX	XXX	XXX	XXX%	XXX	XXX
100	Zhongnongfa Henan Agrochemical Co., Ltd.	XXX	XXX	XXX	XXX	XXX%	XXX	XXX
<b>Total</b>		XXX	XXX	/	/	/	/	/

Note: In 2018 China Top 100 Pesticide Enterprises List, Hubei Xingfa Chemicals Group Co., Ltd.'s subsidiary Hubei Taisheng Chemical Co., Ltd. was present, ranking 14th.

Source: CCPIA & CCM

**Table 2.1-2 Newly added pesticide enterprises in the 2019 list**

No.	Enterprise	Pesticide revenue in 2018, million USD	Pesticide revenue in 2018, million RMB	Ranking
1	Maxunitech Inc.	XXX	XXX	XXX
2	Suli Co., Ltd.	XXX	XXX	XXX
3	Jiangsu Laike Chemistry Co., Ltd.	XXX	XXX	XXX
...	...	...	...	...
10	Nanjing Gaozheng Agricultural Chemical Co., Ltd.	XXX	XXX	XXX
11	Anhui Jiuyi Agriculture Co., Ltd.	XXX	XXX	XXX

Source: CCPIA & CCM

**Table 2.1-3 List of the enterprises with annual growth rate of pesticide revenue exceeding 50%, 2018**

No.	Enterprise	YoY change	Pesticide revenue in 2018, million RMB	Pesticide revenue in 2018, million USD	Pesticide revenue in 2017, million RMB	Pesticide revenue in 2017, million USD	Ranking
1	Beijing Mindleader Agrosience Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX
2	Nanjing Gaozheng Agricultural Chemical Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX
3	Jiangsu Chunjiang Runtian Agrochemical Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX
4	FMC (Suzhou) Crop Care Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX
5	Hebei Xingbai Agricultural Technology Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX
6	Zhejiang Hisun Chemical Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX
7	Sichuan Hebang Biotechnology Co., Ltd.	XXX%	XXX	XXX	XXX	XXX	XXX

Source: CCPIA & CCM

## 2.2 Geographical distribution of 2019 China Top 100 pesticide enterprises



### **3 Top pesticide formulation enterprises in China**

#### **3.1 2019 China Top 50 Pesticide Formulation Enterprises**

#### **3.2 Geographical distribution of 2019 China Top 50 pesticide formulation enterprises**

### **4 Top crop protection brands in China**

#### **4.1 Top crop protection brands in China in 2018**

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