

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

1.1 Market size

Table 1.1-1 The consumption volume and market value of colloidal silica in different fields in China, 2012

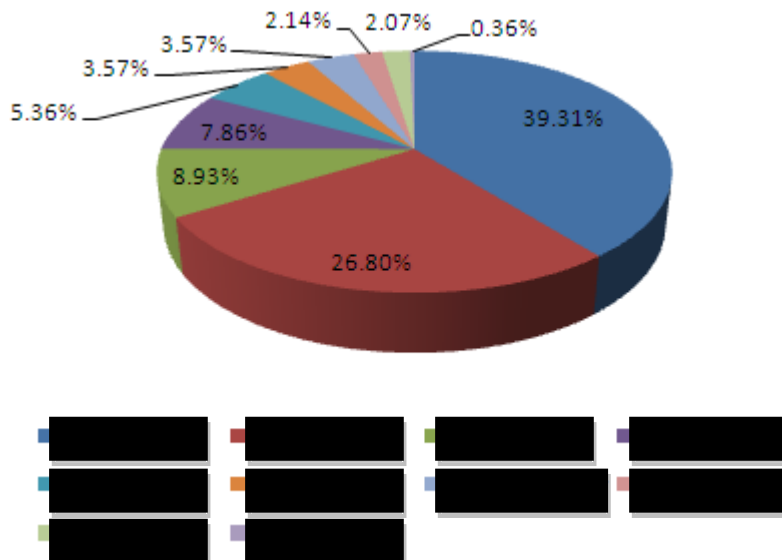
Industry	Consumption volume (t/a)	Value (USD)
XXXX	110,000	XXXX
XXXX	XXXX	30,000,000
Refractory	25,000	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
Textile	XXXX	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
XXXX	XXXX	XXXX
Others	XXXX	570,000
Total	XXXX	XXXX

Note: The market value equals to the consumption volume multiply the estimated market price.

Source: CCM

1.2 Consumption by segment

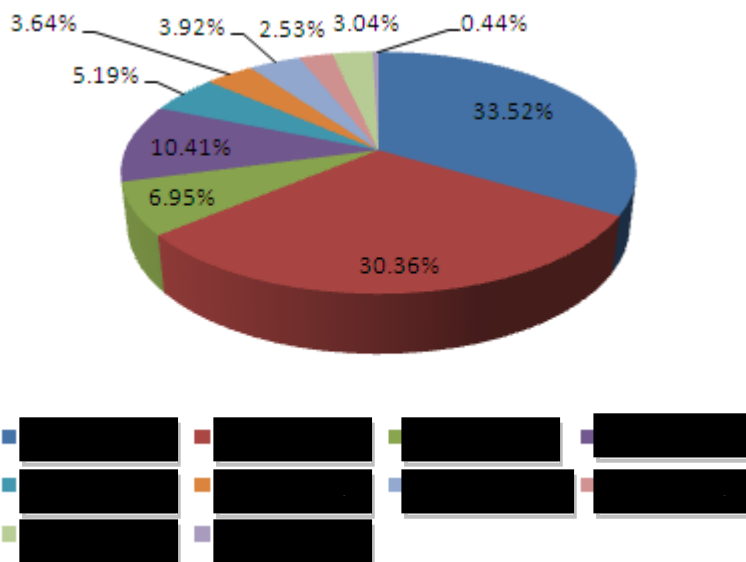
Figure 1.2-1 The consumption structure of colloidal silica by volume in China, 2012



Source: CCM

1.3 Trends and growth

Figure 1.3-1 Forecast on consumption proportion of colloidal silica by volume in different fields in China, 2017



Source: CCM

2 Importers of colloidal silica

Table 2-1 Top ten importers of colloidal silica in China, 2012

Importers	Quantity (kg)	Price (USD/kg)	Value (USD)	Product grade	Application field	Price in different segments (USD/kg)
XXXX	XXXX	XXXX	XXXX	Industrial grade	Casting	Casting: XXXX
XXXX	XXXX	XXXX	XXXX	Industrial grade, Electronic grade	Coating, papermaking, battery, electronic	Coating: XXXX Battery: XXXX Papermaking: XXXX Electronic: XXXX
XXXX	XXXX	XXXX	XXXX	Industrial grade, Electronic grade	Electronic, coating	Coating: XXXX Electronic: XXXX
XXXX	XXXX	XXXX	XXXX	Electronic grade	Electronic	Electronic: XXXX
XXXX	XXXX	XXXX	XXXX	Industrial grade, Electronic grade	Electronic, coating	Coating: XXXX Electronic: XXXX
XXXX	XXXX	XXXX	XXXX	Electronic grade	Electronic	Electronic: XXXX

XXXX	XXXX	XXXX	XXXX	Industrial grade	Casting, coating, textile	Casting: XXXX Coating: XXXX Textile: XXXX
XXXX	XXXX	XXXX	XXXX	Industrial grade	Coating, textile	Coating: XXXX Textile: XXXX
XXXX	XXXX	XXXX	XXXX	Industrial grade	Casting, coating	Casting: XXXX Coating: XXXX
XXXX	XXXX	XXXX	XXXX	Industrial grade	Coating, battery, casting	Casting: XXXX Coating: XXXX Battery: XXXX

Source: China customs, CCM

3 Company profile of colloidal silica

Table 3.1-1 Company background of Guangdong Well-Silicasol Co., Ltd., 2012

Company background	Production site	Chukeng Management Area, Dongkeng Town, Dongguan City 523000, Guangdong Province
	Type of enterprise	Private
	Main business	Colloidal silica
	Number of employees	XXXX
	Sales employees	XXXX
	Backward integration or not	XXXX

Source: CCM

Table 3.1-2 Production information of colloidal silica of Guangdong Well-Silicasol Co., Ltd., 2012

Product information	Capacity (t/a)	XXXX
	Output (t)	XXXX
	Capacity utilization	XXXX
	Active in fumed silica and/or silica gel	No production of fumed silica and silica gel
	Raw materials	Silicon powder and sodium silicate
	Expansion possibilities	XXXX

Source: CCM

Table 3.1-3 Information of different grades of colloidal silica produced by Guangdong

Well-Silicasol Co., Ltd., 2012

Product grade	Application field	Price	Particle size (nm)	Concentration (%)	Solvent
Industry grade	Foundry, ceramics, refractory	USDXXX/t	XXXX	XXXX	Sulfuric acid/water
			XXXX	XXXX	Sulfuric acid/water
			XXXX	XXXX	Sulfuric acid/water
			XXXX	XXXX	Sulfuric acid/water
Electronic grade	Coatings, electronic	USDXXX/t	XXXX	XXXX	Sulfuric acid/water
			XXXX	XXXX	Sulfuric acid/water
			XXXX	XXXX	Sulfuric acid/water

Note: The company uses silicon powder and sodium silicate as raw materials to produce colloidal silica.

Source: CCM

Financial situation

Table 3.1-4 Income statement of Guangdong Well-Silicasol Co., Ltd., 2012, USD

Year	2011	2012
Revenue	XXXX	XXXX
Cost of sales	XXXX	XXXX
Distribution expenses	XXXX	XXXX
Administrative expenses	XXXX	XXXX
Financial costs	XXXX	XXXX
Business taxes and surcharges	XXXX	XXXX
Non-operating income	XXXX	XXXX
Non-operating expense	XXXX	XXXX
Total profit	131,107.49	XXXX
Income tax expense	XXXX	XXXX
Net profit	XXXX	XXXX

Source: CCM

Table 3.1-5 Financial summary of Guangdong Well-Silicasol Co., Ltd., 2012, USD

Year	2012
Revenue	XXXX
Total profit	XXXX
Net profit	XXXX
Total liabilities & shareholders' equity	XXXX
Total liabilities	XXXX
Total shareholders' equity	XXXX
Current assets	XXXX
Current liabilities	4,710,423.45
Working capital	XXXX
Fixed assets	XXXX
Net assets returns ratio	2.73%
Net profit rate	XXXX
Total asset turnover	XXXX
Days sales outstanding	113.53
Asset-liability ratio	XXXX
Current ratio	XXXX
Quick ratio	XXXX
Revenue growth rate (YoY)	XXXX
Total assets growth rate (YoY)	XXXX

Source: CCM