

2015 ANNUAL REPORT

年度报告



中宁化集团有限公司
NINHUA GROUP CO., LTD.

地址 (Add): 宁波市江厦街 21 号 21 jiangxia St., Ningbo China
电话 (Tel): 86-574-87348868
传真 (Fax): 86-574-87366775
邮箱 (E-mail): nbchem@ninhua.cn
网址 (Web): www.ninhua.cn
微信 (WeChat): ninhuagroup



中宁化集团有限公司
NINHUA GROUP CO., LTD.

CREATING VALUE & PURSUING EXCELLENCE

创造价值，追求卓越

CONTENTS 目录

PRESIDENT'S MESSAGE
总裁致辞 01

ABOUT NINHUA GROUP
公司概况 03

MANAGEMENT REPORT
管理层报告 09

BUSINESS OVERVIEW
业务概览 15

CORPORATE CITIZENSHIP
社会责任 33

KEY EVENTS
大事记 41

FINANCIAL STATEMENTS
审计报告 45

DIRECTORY
机构通讯录 53



PRESIDENT'S MESSAGE

总裁致辞

随着互联网与传统产业的相互渗透与深度融合，互联网+、大数据、工业化4.0等新思维、新模式不断涌现，在冲击传统思维、重塑商业格局的同时，也给经济社会发展带来广阔的空间和强劲的动力。2015年，中国经济进入结构调整和转型升级的新常态。新形势、新任务考验着中国企业和企业家们，并期待给出选择和答案。这一年，中宁化也正式从国企转制成民企，开启了崭新的征程。虽然当前国内外的经济形势复杂多变，但我们为社会提供更加健康、安全、环保的产品及更加优质高效的增值服务是我们一直不变的追求。

The indepth integration of Internet and traditional industries has brought about the change of ideologies and modes of industries like internet+, big data and Industry 4.0 that present vast space and dynamism for social and economic progress. And China witnessed the New Normal of economic restructure, transformation and upgrade in 2015. These came to be a testimony to Chinese enterprises and entrepreneurs to be expected to meet the challenges. Ninhua Group Co., Ltd, formally transformed into a private enterprise, started its new journey. Confronted with the complex and changeable economic climate both at home and abroad, the Company was committed to its unwavering belief to supply healthy, safe and environment-friendly products and efficient value-added service.

深化差异化竞争战略

过去的一年，我们充分发挥国际化经营优势，坚持向产业链上下游延伸，持续提升研发水平和服务营销能力，做强做优医药、农化、制冷等重点业务板块。2015年，医药成功实施高端定制 CMO 项目，项目运作研发能力大幅提高；农药业务不断优化工艺提升制剂化水平，积极发展国内业务，注册登记逐步覆盖重点市场；制冷业务的研产销一体化协作更加紧密。过去的一年，公司转型升级步伐明显加快，自主研发和科技创新能力进一步提升，生产平台的战略支撑及自我盈利能力持续增强。

持续释放改革红利

过去的一年，公司体制改革带来的正效应逐步显现，决策机制更加务实灵活、更加贴近市场。医药 CMO 定制项目、农化二期技改和制冷波兰项目均加快推进实施；各业务单元国际市场拓展步伐加快，医药和农化的非洲业务快速增长，制冷板块也在波兰建立了产销中心，为拓展欧盟市场奠定了良好基础。同时，中宁化正积极推进内部股权改革，通过持续改善公司治理架构、组织流程和考核机制，提升客户满意度，使公司长期保持有效增长。

坚持诚信与合规运营

恪守商业道德、遵守国际贸易公约和各国相关法律法规，是中宁化国际化合规运营的基石，也是中宁化管理层一直秉持的核心理念。在贸易合规、医药农药登记注册、海关商检等重大领域，建立了符合标准的合规遵从运作体系。同时，中宁化积极主动与相关政府主管机构开展合规交流、获得审批和必要的许可证，共同营造以“严格遵从”为基础的良好商业环境。

积极承担社会责任

中宁化在自身发展的同时，始终致力于带动员工和当地社区共同发展。公司通过不断改善办公环境，加大培训投入，组织文体活动等诸多举措，增强员工幸福感。同时，公司在安全生产、环境保护、资源利用和职业健康方面继续加大投入，社会责任意识进一步提高。在宁波市慈善总会和海曙区慈善总会协助下，公司共扶助 700 余名大、中、小学困难学生完成学业。他们中的优秀代表已经投入到医药、农化、制冷等诸多行业，为社会发展贡献力量。

“谦虚而无畏，平和而执着”。未来，我们要聚焦重点战略机会，厚积薄发。不浮躁，不走捷径，不为外部诱惑所动，踏踏实实一步步向前走。我们也愿与各界朋友合作共赢，为国家、为社会、为公众创造更多福祉。

Deepening Its Strategic Competitiveness Of Differentiation

In the past year, we have taken the advantage of globalized operations to extend our business to the lower reaches of the industrial chain and uplift the areas of medicines, agrochemicals, HVAC, etc. by upgrading the Company's R&D and marketing capabilities. In 2015, the high-end CMO project was successfully carried out to greatly foster its R&D capacity, its techniques were continually streamlined to enhance its productivity of preparations for agrichemicals business to expand domestic share registered in major marketplaces, and the unification of research, production and distribution was strengthened in the HVAC section. The year saw the rapid transformation and upgrade of Ninhua Group Co., Ltd, the upward capacity-building in autonomous R&D and sci-tech innovation, and the growing trend of strategic productivity and profit-making operations.

Sustaining Its Release Of Dividends In Reform

The dividends in the Company's structural reform were considerably released in its flexible, targeted and market-oriented decision-making in 2015. Its projects of CMO medicines, 2nd-phase agrichemicals technological renovation and HVAC projects in Poland were accelerated, and its expansion of pharmaceutical and agrichemicals businesses in Africa and setup of HVAC production and distribution center in Poland enhanced its varied business extension in the international markets. Ninhua Group Co., Ltd actively stepped up its internal restructure of shares holding rights to consolidate clients and customers' satisfaction and sustain its long-term growth through continuously improving the Company's management, organization processes and assessment mechanism.

Upholding Integrity In Legal Operations

Ninhua Group Co., Ltd is upholding the core concept of legal operations in international business in line with business ethics, global trade conventions as well as laws and regulations of varied countries. It established a complete system to standardize its businesses in the major aspects of trade deals, pharmaceutical and agrichemical registration, goods inspection, etc. And also, the Company took initiatives to consult with administrations to get approved and licensed, thus jointly creating a favorable business climate based on strict law obedience.

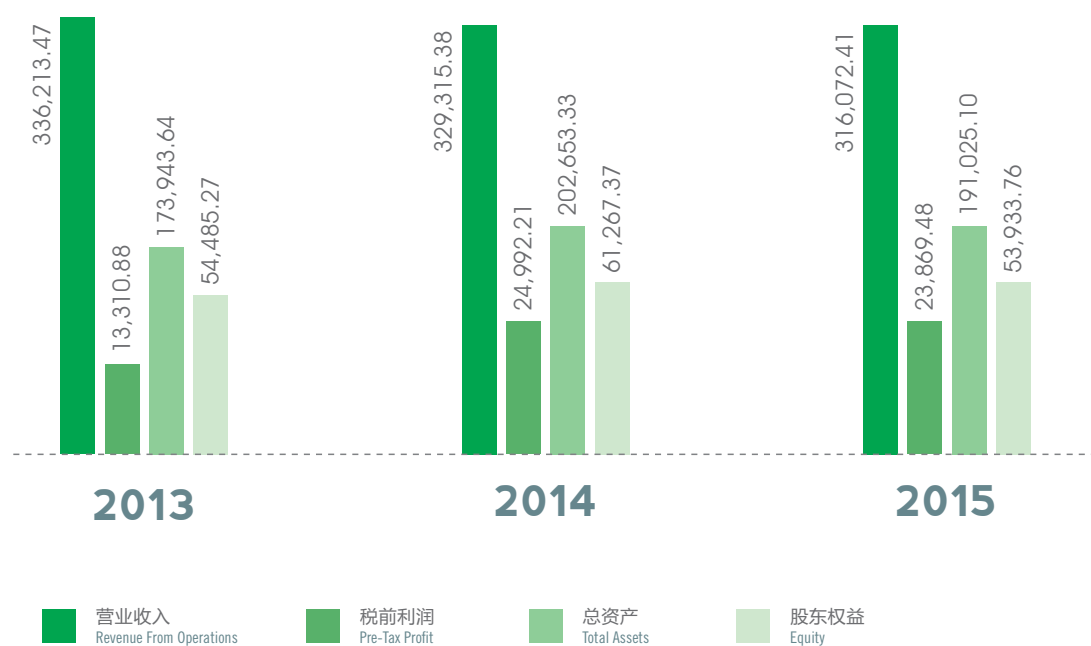
Actively Fulfilling Its Social Responsibility

Together with its development, Ninhua Group Co., Ltd and contributed much to the advance of its staff and local communities. It took specific steps to facilitate its staff's satisfaction by beautifying the office environments, increasing training input and holding interesting activities of culture and physical exercises, and expand its budget in safe production, environmental protection, resource consumption and professional health to enhance the awareness of social accountability. Coordinated by the charity federations of Haishu District and Ningbo City, the Company assisted over 700 poverty-stricken students to complete their primary, secondary and higher education, some of whom were involved in the pharmaceutical, agrichemical and HVAC business to devote themselves to the social progress.

With the principle of modesty and adventurousness, and placidity and stubbornness, Ninhua Group will take the strategic opportunity to nurture its power for future development. It will take moderate and solid steps to forge ahead. And the Company would like to cooperate with friends in all walks to achieve win-win results and bring considerable well-beings to publics, communities and nations.

2013 – 2015年主要财务数据（单位：万元人民币）

2013- 2015 Financial Highlights(Unit: Ten Thousand RMB yuan)



ABOUT NINHUA GROUP

公司概况

中宁化集团有限公司成立于1987年，前身为宁波市化工医药进出口公司，1993年成建制划归中国中化集团公司。在十八届三中全会“进一步深化国有企业改革”精神指引下，公司于2014年启动第二次体制改革工作，在中国中化集团领导下，严格按照国资委及国家有关法律法规要求，经过一年多的努力和各方配合，于2015年初顺利完成各项工作，从国有控股转变为民营企业。

Ninhua Group Co., Ltd (abbreviated as "Ninhua Group"), formerly referred to as Ningbo Chemicals, Medicines and Healthcare Import and Export Co. in 1987, was incorporated into Sinochem Group in 1993. In 2014, the Company initiated its second stage of structural reform under the guidance of "further deepening the reform of SOEs issued by the Third Plenary Session of the Eighteenth CPC Central Committee. Directed by the Sinochem Group, it completed its transformation from state-owned to private ownership in 2015 through a year's joint efforts of varied parties in accordance with the state law and the regulations of the State-owned Assets Supervision and Administration Commission.

2015 年销售收入

¥ 31.61 亿元

2015 年税前利润

¥ 2.39 亿元



目前，中宁化集团下设医药中心、农化中心、制冷新材料中心、多元中心四大经营中心，控股实体企业3家，员工1096人，主营业务均实现科工贸一体化运作。公司外贸出口水平常年稳定在宁波市前20位，产品和服务辐射各大洲。

中宁化集团多年被省、市有关部门评为“浙江省服务业百强企业”和“宁波市综合百强企业”，2014年入选宁波市外贸实力效益工程18家首批企业会员之一，经营实力在宁波市外经贸行业中名列前茅。同时，中宁化集团还被评定为资信等级“AAA”级企业、中信保宁波分公司“AAA”级核心客户、浙江省重合同守信用企业“AA”级，并被中国对外贸易经济合作企业协会评为信用等级“AAA”级。

三十年来，中宁化集团的员工始终秉承“做人：诚信、合作、善于学习；做事：认真、创新、追求卓越！”的企业文化精神，在不断创造经济效益的同时，不忘履行一个企业的社会责任。中宁化集团将不断努力，旨在为人类提供更加健康、安全、环保的产品，及更加优质高效的增值服务，致力于成为客户满意、股东信任、员工热爱，受人尊敬的优秀公司。

Today, Ninhua Group has 3 holding enterprises, 4 business centers dealing in pharmaceuticals, agrichemicals, new HVAC materials and multi-dimensional business, with 1096 staff members. Its mainstay businesses are operated in a unified mode of R&D, industries and trade. It ranks top 20 of Ningbo City's exporters, with its products and service distributed in all the continents.

Ninhua Group has won the titles of Ningbo Top 100 Enterprises of Comprehensive Strength and Zhejiang Province's Top 100 Enterprises of Tertiary Industry for a few consecutive years. In 2014, it was top-listed in operating competitiveness of foreign trade companies as a member entity of the eighteen enterprises in profiting projects of international business of Ningbo City. Moreover, the company was rated AAA in credit, AAA-class client of Ningbo Branch, China Trust and Insurance Company, AAA-level credible enterprise in fulfilling contracts of Zhejiang Province, as well as AAA-class credit by China Foreign Trade and Economic Cooperation Industrial Association.

For 20-odd years, Ninhua Group has been adhering to the business culture and spirit of honesty, cooperation learning and working meticulously, innovatively and excellently. It has been committed to fulfilling its social responsibility while maximizing its economic benefits. The company has been, and will be endeavoring towards its targets in a steadfast effort to provide the world with healthy, safe and environment-friendly chemicals as well as efficient value-added quality service, being a well-deemed company to clients' satisfaction, shareholders' trust and staff's devotion.

HISTORY OF NINHUA GROUP'S DEVELOPMENT

公司历程

1993

成立中化宁波进出口公司，成建制划归中国化工进出口总公司（现中国中化集团公司），逐步成长为以医药、农药及相关化工产品为主营业务的外贸出口型公司。

Ningbo Import & Export Company, an affiliate of China National Chemicals Import & Export Corp.(now named Sinochem Group), today developing into an export-oriented enterprise to handle its mainstream business of medicines, agro-chemicals and chemicals concerned.

收购宁波农药厂成立宁波中化化学有限公司（现宁波三江益农化学有限公司），进入农药生产领域，着力打造农药生产平台、注册平台，助力农药出口贸易。

Ningbo Agro-chemicals Factory was acquired and annexed into Sinochem Ningbo Chemicals Co. Ltd., (now named Ningbo Sunjoy Agrosience Co.,Ltd.) to enter the agrochemicals manufacturing area in an attempt to create a manufacturing and registering platform for agrochemicals to promote the export of agrochemicals.

1987

成立宁波市化工医保进出口公司，开展无机化工产品 & 医药保健品等外贸出口业务。

Ningbo Chemicals, Medicines and Healthcare Import and Export Co. dealing in international business of inorganic chemicals, medicines and healthcare products.

2000

引入职工持股会模式，改制成为中化宁波进出口有限公司。

Sinochem Ningbo Import & Export Co. Ltd. was established with the introduction of staff shareholders.

2003

成立高科药物研究所（现医药研究所），涉足医药研发领域，初步构建研发、生产、营销一体化产业基础。

Ningbo Gaoke Institute of Pharm-Chem Science (today named Pharmaceutical Institute) was established to embark on pharmaceutical R&D, thus fundamentally constructing a unified business of R&D, production and marketing

2004

集团化运作，更名为中化宁波（集团）有限公司。
Sinochem Ningbo Ltd. came into being to start its group operation

2013

启动中化宁波第二次股权改革。
The second shareholding reform was initiated in Sinochem Ningbo.

2014

积极推进公司股权改革，相继开展资产评估、尽职调查、意向投资者多轮洽谈等工作，年内完成职工持股会改制，公司 51% 国有股权于 11 月在北交所挂牌。

The company conducted a study of assets and duty-fulfillment, and staged a few rounds of negotiations with intentional investors to actively advance the reform of its ownership, accomplishing the transformation of staff shareholders' board, with the company's 51% of the state holding shares listed in the China Beijing Equity Exchange in November.

2015

受让中化集团持有的 51% 股权，正式更名为中宁化集团有限公司，同时启动二级公司股权改革。

The company sold 51% of its shares held by the Sinochem Group, formally named Ninhua Group Co., Ltd., and meanwhile, started the reform of shares holding rights in its subordinate firms.

2006

宁波中化化学有限公司部分搬迁至江苏省连云港市，收购浙江新华制药有限公司（现浙江朗华制药有限公司）。

Sinochem Ningbo Chemicals Co., Ltd. Was partly moved to Lianyungang City in Jiangsu Province, and Zhejiang Xinhua Pharmaceutical Co., Ltd. was acquired (now referred to as Zhejiang Langhua Pharmaceutical Co. Ltd.).

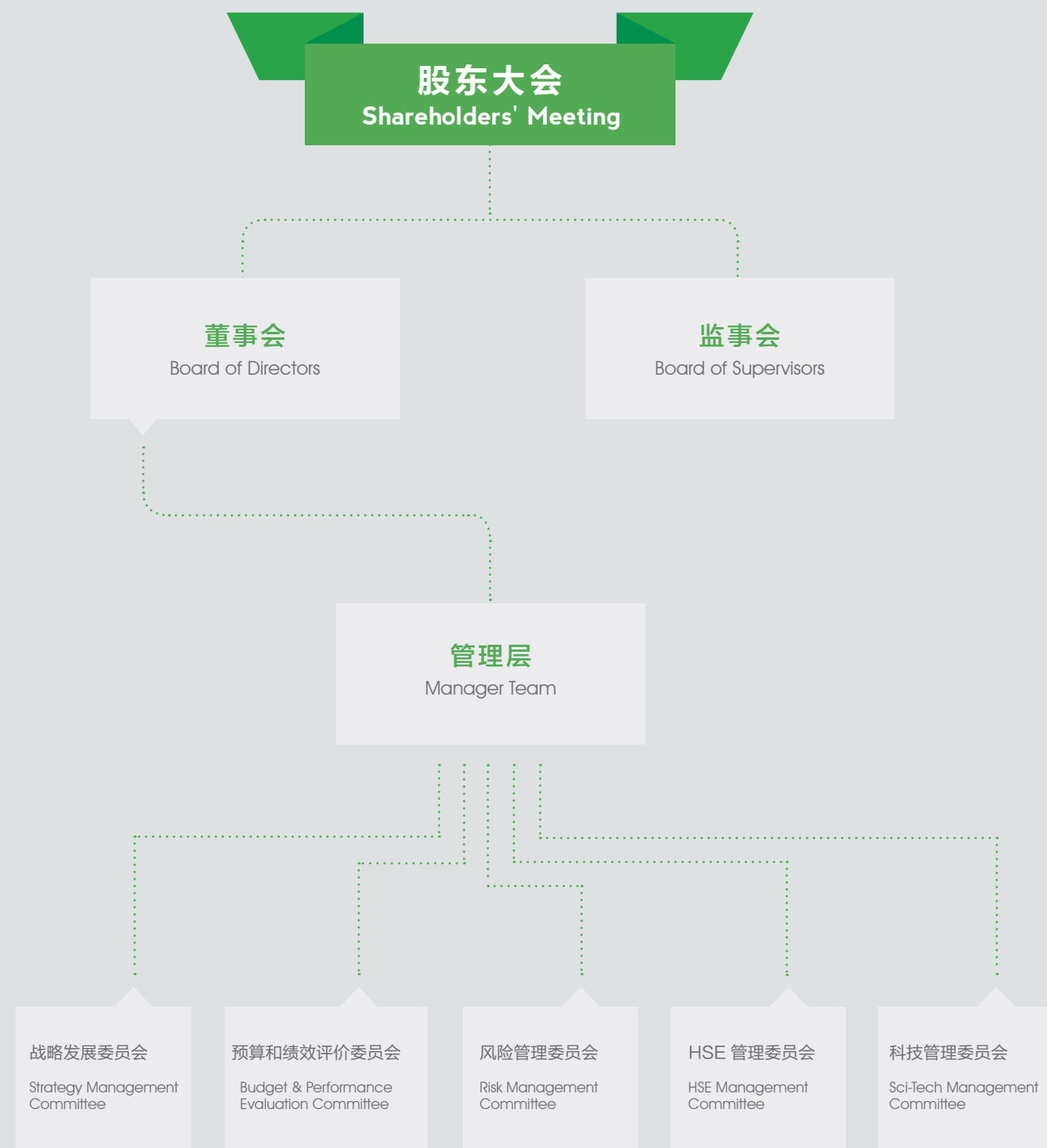
2011

深化差异化竞争战略，提出在微笑曲线两端下功夫，成立医药中心和制冷新材料中心，研发、生产、营销一体化运营体系推向深入，年销售收入达 40 亿元，贸易板块税前利润突破 2 亿元。

To further the advance of the competitive differentiating strategy, Ninhua Group Co.,Ltd performed well at both ends of the smile curve and established its Pharmaceutical Center and HVAC Center to push the company's unified operations of R&D, production and marketing to a new level. Its annual sales volume totaled 4 billion RMB yuan, and its pretax profit surpassed 200 million RMB yuan in the board of foreign trade

ORGANIZATIONS

组织结构



总裁办公室
President Office

人力资源管理部
HR Management Division

党办
CPC Committee Office

纪检监察室
Discipline Inspection & Supervision Dept.

业务管理部
Business Operation Division

财务管理部
Finance Management Division

项目管理部
Project Management Division

HSE 管理部
HSE Management Division

医药中心 Pharmaceutical Center

医药事业部 (浙江诺柏医药有限公司)
Pharmaceuticals Division
(Zhejiang Nuobai Pharmaceutical Co.,Ltd.)

医药研究所
Pharmaceutical Research Institute

浙江朗华制药有限公司
Zhejiang LangHua Pharmaceutical Co.,Ltd.

农化中心 Agrochemicals Center

农化事业部 (宁波三江益农作物保护有限公司)
Agrochemicals Division
(Ningbo Sunjoy Cropscience Co.,Ltd.)

农药研究所
Agrochemical Research Institute

宁波三江益农化学有限公司
Ningbo Sunjoy Agroscience Co.,Ltd.

墨西哥索尔农化科技有限公司
Tecnologia Solagro, S.A. de C.V.

肯尼亚索尔农化有限公司
Solagro Kenya Limited

制冷新材料中心 HVAC Materials Center

制冷工程事业部
HVAC Division

标准实验室
Special Standard Laboratory

通风实验室
Ventilating Laboratory

宁波艾科制冷工程有限公司
Icool Ningbo Co.,Ltd.

余姚金刚环境科技有限公司
Yuyao Jingang Environmental Sci-tech Co. Ltd.

安达倍尔 (欧洲) 有限责任公司
Entalpia Europe Limited Liability Company

多元中心 Multiple Center

嘉德户外事业部 (宁波嘉德户外用品有限公司)
Jarder Outdoor Division
(Jarder Outdoor Ningbo Co.,Ltd.)

健康食品部 (宁波雅滋食品有限公司)
Health Food Department
(Itaste Food Ningbo Co., Ltd.)

石油化工部
Petrochemicals Department

宁波保税区宁化国际贸易有限公司
SC Ningbo International Ltd. in Ningbo Tax Free Zone

宁化国际 (香港) 有限公司
SC Ningbo International (Hongkong) Limited

MANAGEMENT REPORT

管理层报告

2015 年，公司顺利完成从国有控股到民营企业的身份转变。中宁化继续围绕“三步走”发展目标，在差异化竞争战略的指引下，进一步夯实实业基础，在微笑曲线两端提升价值，进口内贸业务得到拓展，较好地完成了全年各项预算任务，重点工作取得较大进展，核心竞争力进一步增强。公司位列中国服务业企业 500 强第 465 位，浙江省服务业百强第 61 位，宁波市服务业百强企业第 28 位，宁波市综合百强企业第 80 位；并获得 2015 年度宁波市海曙区突出贡献企业。

The year 2015 witnessed the company's successful transformation from state-owned to private ownership. Ninhua Group was making concerted efforts to pursue its three-step targets under the guidance of its competitive differentiating strategy to lay a solid industrial foundation, upgrade the value at both ends of the smiling curve, and expand its import and domestic business. The company completed all its budgetary goals and performed well in major projects, thus enhancing its core competitiveness. It was ranked the 465th of Top 500 Chinese Tertiary Industries, the 61st of the Top 100 Zhejiang Tertiary Industries, the 28th of Ningbo's Top 100 Enterprises, the 80th of Ningbo's Top 100 Comprehensive Strength Industries, and awarded the title of Haishu District's Outstanding Enterprises. The year witnessed Ninhua Group's progress in the areas as follows:

围绕“三步走”发展目标，持续推进差异化发展战略，加快创新转型步伐

主动进行业务结构调整，淘汰了一系列低附加值、高风险、低内涵业务，外贸出口水平全年稳定在全市前列。全年实现税前利润 2.39 亿元，继续保持在 2 亿元以上水平。

Developing around the “3-step Targets” and Advancing its Differentiating Strategy to Speed up its Innovative Shift.

Ninhua Group proactively adjusted its business structure to eliminate low value-added, high risk and low self-developed operations. Its annual export turnover was ranked the 20th of the whole city. It created a new record of profits, reaching 248 million RMB yuan, and fulfilled the company's first step profiting target.

465^位

中国服务业企业 500 强

61^位

浙江省服务业百强

三大主营业务核心竞争力进一步加强

定制研发生产业务逐步成熟并快速发展。医药事业部统筹项目运作，朗华制药及医药研究所为定制研发、商业化生产工艺优化等提供保障，年内不仅完成了从单一化学合成到成功应用生物酶技术合成产品成功的升级，同时探索完成首个定制项目前道关键原料药的自主研发，成功通过客户认证。凭借在新项目运作研发等方面的杰出表现，医药中心荣获杨森公司 2015 年度“最佳创新奖”、“最佳协作奖”和“最佳供应商”三项大奖。农化中心全面推进制剂二期项目，提升制剂生产的自动化水平，同时依托农药研究所这一研发平台，开发新制剂品种，全年制剂销售占比超过 80%；内贸业务加快从产品供应商到完整作物解决方案服务商的转型；农化中心蝉联入围 2015 年度中国农药出口前 20 强。制冷新材料中心扎根艾科工厂，打造供应链和业务组相结合的新架构，实施更加紧密的研发、生产、营销一体化运作。

Consolidating the Core Competitiveness of its Three Pillar Businesses

CDMO business grows healthily in 2015. Pharmaceutical Business Centre has obtained a lot of CDMO experience in past years. Many projects management has been succeeded with high integration of Pharmaceutical Division, R&D Center and ZheJiang Langhua Pharmaceutical Co. Ltd. The technology innovation from chemical synthesis to bio-process by R&D team made significant improvement on this new API, which has been highly recognized by the customer. In this year, Pharmaceutical business center were awarded by Janssen Pharmaceuticals with COLLABORATION AWARD, INNOVATION AWARD and SUPPLIER AWARD. The agrichemicals center endeavored to push forward the 2nd-phase project to update its automatic output of preparations while developing new types of preparations with the help of the agrichemicals institute's R&D. 2015 saw its growth of preparations sales volume by 80%, and the center thus ranked the top 20th of Chinese agrichemicals exporters. And the HVAC Materials Center chained its supply and business to the producers of Icool Ningbo Co., Ltd. to implement its unified operation of R&D, production and distribution.

管理保障平稳过渡

公司各职能部门在过去一年中，积极适应公司新体制，统筹内外部资源，有序推进并完成各项变更工作，为经营平稳过渡保驾护航。重新搭建集团银行授信体系，与中行签订战略合作协议，扩大工行授信，新增汇丰香港授信。顺利通过 2015 年本部资信等级评定，连续六年获批 AAA 级。

Streamlining the Transition of Management

The functional divisions of Ninhua Group took actions to be adjusted to the Company's new institutions and coordinate the interior and exterior resources to ensure the shift of management in order and envoy the smooth transformation of operations. Restructuring the credit extension of its bank, Ninhua Group signed cooperative agreements with the Bank of China, expanded the credit extension of the ICBC, and added the credit extension of the HSBC HK. It passed the assessment of credit rating and won the AAA credit rate for the 6th consecutive year.



人力资源建设成果突出

过去一年，公司加强了“中宁化”雇主品牌推广，积极参评各类人力资源管理及雇主品牌奖项，顺利荣获 2015 年度“浙闽人力资源管理杰出奖”和“中国年度最佳雇主——宁波十强企业”。

Making Great Achievements in Human Capacity-building

In 2015, Ninhua Group worked well to promote its brand of "Credible Employer", and compete for prizes awarded to the best of human resources management and employers. That year witnessed the Company to win the Top Prize of Human Resource Management in Zhejiang and Fujian and the Best Employer of China, Ningbo's Top 10 Enterprises.

党工团工作创新交流平台

公司完成党组织关系由市商务委划转到海曙区两新党工委的对接工作。开通中宁化集团及公司团委微信公众号。举办第二届运动会暨羽毛球团体赛、篮球比赛等符合青年员工特点的各类活动，丰富了员工文化生活。

Creating an Interactive Platform for CPC, Trade Union and Youth League

The Company's CPC organizations were smoothly transferred from the Department of Commerce to the Development Zones of Haishu District. Ninhua Group and its Youth League Commission opened the WeChat accounts for the general public's interaction. It held the Badminton Group Contest, Basketball Competition, etc. to meet the demand of the young staff members for physical training and recreation, therefore enriching the staff's cultural life.

为实现“三步走”发展目标，当前及今后一段时期，我们须努力做到“推进改革、增强活力、做强出口、发展内贸、控制风险、优化管理”：

To realize the targets of the three-step development, we are making efforts, and will take further actions, to propel the reform, instill vigor, strengthen export, extend domestic business, control risks and optimize management specifically as follows:

推进体制改革，加速走向资本市场步伐，完善公司治理结构

康可持续发展，公司将始终坚持有利于中宁化集团及各业务板块健康可持续发展，有利于全体股东利益最大化，有利于为员工创造更好的事业平台的原则；始终遵循市场化、责权利一致以及合法合规的原则，继续坚定不移的推进第三次体制改革工作。

Push forward the structural reform to speed up the capital marketization and improve the managerial institutions

To maintain the Company's sustainable development, Ninhua Group will adhere to the principle of boosting the company's sustainable business development, maximizing shareholders' returns and creating a vast platform for its staff's personal development, and firmly advance the third round of reform in accordance with marketization, integration of liability, right and interest, and legitimacy.

深化各中心一体化运作，推进差异化战略，密切关注行业动态变化，强化核心能力建设

公司会继续在微笑曲线的两端下功夫，进一步发挥研发、科技创新、登记注册、自主设计、专利、品牌等作用，提升生产平台的战略支撑及自我盈利能力，加快企业转型升级步伐。继续加快产品的三项转变，即从原药、原料向制剂、成品转变，从低附加值产品向高附加值产品转变，从常规产品向自主品牌、专利产品转变。

Further The Unified Operation, Reinforce The Implementation Of The Differentiating Strategy, Track The Dynamic Change Of Business And Heighten The Rise Of Core Competitiveness

Ninhua Group will work hard at both ends of the smiling curve and make full use of the R&D, innovation, registration, autonomous design, patent and brand to elevate the strategic support of production and profit-making capability, and step up its transformation and upgrade. The Company will accelerate the transformation of its products from raw materials and medicines to preparations and finished products, from low value-added to high value-added products, and from regular products to autonomously-branded and patented products.

进一步拓展国际市场，加快走出去步伐

通过项目合作、登记合作、设立网点等方式巩固欧美传统市场，结合国家“一带一路”战略及地区中东欧博览会平台等外部政策资源，积极开拓新兴市场，在南美、非洲等地重点加大制剂及品牌产品的销售。各中心根据业务发展需要，积极“走出去”，一方面进一步发挥现有香港、墨西哥、肯尼亚等海外网点的作用，另一方面加快农化哥伦比亚平台及制冷波兰网点的建设，加快“走出去”步伐。

Expand overseas markets and speed up the global-going

With the national strategy of One Road and One Belt to be put into operation, and the central and eastern EU exhibition platform to be established, the Company will take initiatives to develop the emerging markets and promote the sales of its preparations and well-branded products in South America and Africa while consolidating the existing marketplaces in Europe and America through close cooperation in the areas of projects, registration and outlets setup. Each division will take workable steps to go global through the overseas networks in Hong Kong, Mexico, Kenya, etc. and by spurring up the setup of the agrichemicals platform in Columbia and the HVAC outlets in Poland.

加大培育新的经营增长点，大力培育新业务，拓展进口和内贸，扩总量、提质量

以互联网思维创新发展新业务，找到国家战略、地区发展规划与公司业务发展的契合点。近年来，随着出口数据的持续回落以及刺激居民消费的需要，国家已谋划出台对进口业务的各项有利政策，加之人民生活水平日益提高，对产品的需求已经从功能性逐渐向品牌性、定制化转变，对进口产品的热衷程度连年高涨，需求持续扩大。因此，要下大力气解决公司进出口不平衡问题，千方百计寻找机会，探索“以出带进、进出结合”。积极拓展内贸市场，做到“以进促内”，同时，要积极探索在新常态下，公司未来新的业务领域。不断开发新产品、新市场、新的业务模式，鼓励创新创业。未来 3-5 年，公司现有经营单元相继完成改制，为全体员工创新创业搭建新的平台。总而言之，公司应以更加开放包容的心态，去积极地接触、了解并探索发展新业务，为未来发展提供不竭动力。

Foster fresh business for growth and extend import and domestic business in quantity and quality

Ninhua Group will take the advantage of the Internet+ mode and the convergence of the state strategy, regional development plan and the Company's business trend to develop innovative operations. In the recent years, the central government has issued policies in favor of import business to respond to the decreasing export data and the increasing demand of residents' consumption. Along with the improvement of the people's livelihood, domestic consumers demand for imported products has continuously expanded from functional products to brands and customer products. Therefore, the Company will make greater endeavor to promote the integration of balanced import and export, and it will actively extend its domestic market. Meanwhile, it will explore the frontier areas of business in the context of the New Normals, to develop new products, new marketplaces, new operating modes, and motivate innovation and entrepreneurship. In the next 3-5 years, Ninhua Group will establish fresh innovating platforms for its staff with the operating units to have been restructured. It will take an inclusive, open-minded and tolerant attitude to get involved in innovative businesses and prepare a driving force for future progress.

实施全面风险管理

重点关注并加强政治国别风险、安全环保及职业健康风险、市场经营风险、道德风险、投资风险等管控，牢固树立合法合规经营理念。要坚持不懈地抓经营质量的改善，力促信保赔付额的下降、高龄存货的处理、提高业务操作的规范性等，切实将措施落实到位，相关职能管理部门要加强对风险点分析，把好中后台的这道关，防止出现重大风险。

Implement allround risk management

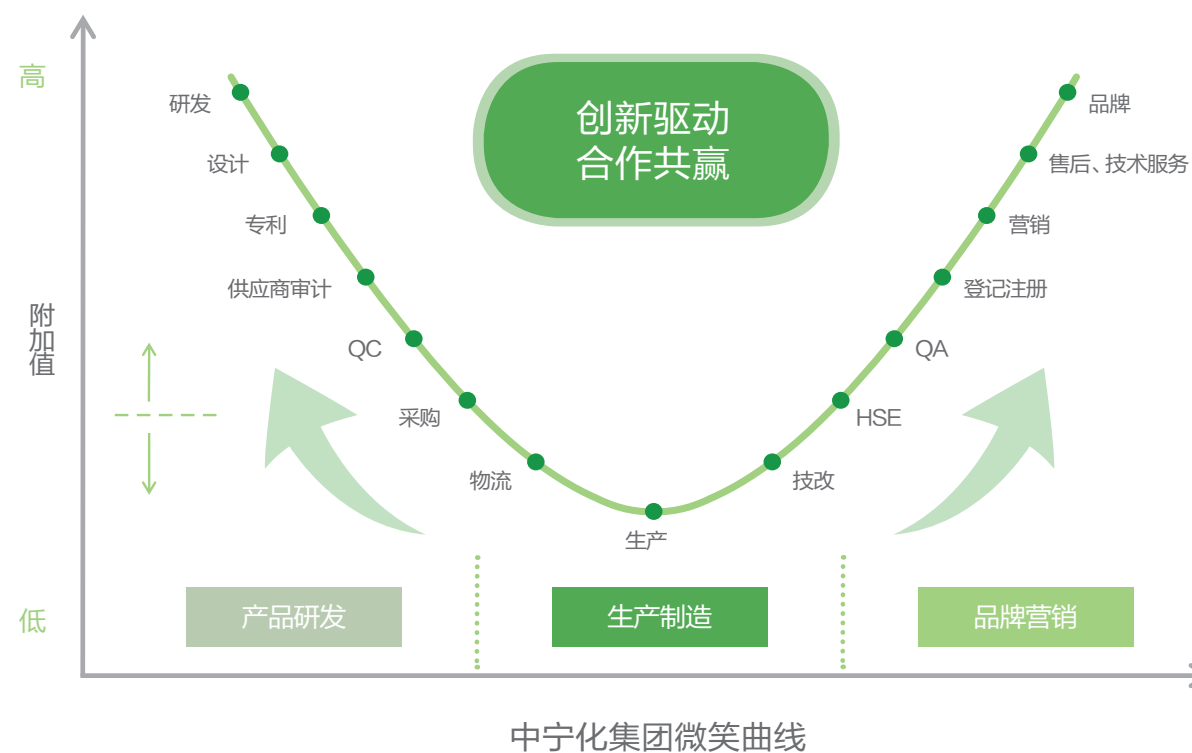
Efforts will be made to strengthen the risks management and control in state politics, safety, environmental protection, job-related health, marketing, ethics, investment, etc. to cultivate the conception of legal operations. Work will be focused on the improvement of quality operation, the decrease of credit and insurance compensation, history-long stock, and the standardization of business operating. The functional divisions in management will step up the risk analysis to avoid any occurrence of serious risks.

解放思想，建立更适应新体制的公司管理体系

一是要使各经营主体逐步成为真正的市场主体，自主经营、自我发展、自我约束、自负盈亏；二是集团公司将进一步发挥股东会、董事会作用，做好经营战略的研究和把控，在管理上“抓大放小、授权经营”，在资金、风险、薪资总额等方面建立更加高效灵活，更加符合新体制、新治理模式要求的内部管控体系和机制；三是伴随下步体制改革的推进，进一步梳理职能岗位职责、精简机构人员，推进相关职能管理功能的下沉。

Refresh ideologies to establish the management system in line with the new structure

Ninhua Group will gradually marketize its operating divisions to enable them autonomously to operate, develop, control and take accountability for profit and loss. It will bring the board of shareholders and the board of directors in full play to work well in strategic research and control. In management, it will focus on the general layout and authorized operation, and in capital, risk and salary scale, it will formulate an increasingly flexible and practical interior control institution in tune with the new structure and the new mode. And finally, it will advance the work to streamline post responsibility and lean office staff to urge the decentralization of the functional administrations.



继承央企优良基因，加强企业文化建设

在秉承原有的“做人、做事”企业文化基础上，建设宣导新形势下的企业文化，即“忠诚敬业、合作共享”，培养和选拔适应新体制、符合新要求的新一代优秀员工，更加关心广大员工的成长发展，为全体员工搭建更为广阔的事业平台，并充分发挥工、党、妇、团的作用，凝心聚力、共建共享。

Promote the merits of the state-owned enterprise and enhance the corporate cultural construction

The Company will advocate the corporate culture of professional loyalty and win-win cooperation in the new context to train a new generation of excellent staff who can be adapted to the new system while adhering to the existing business culture of integrity and commitment. For the staff's personal development, it will establish a vast platform for their career progress, and will bring the trade union, CPC, women's federation and the youth league into full swing to jointly win cohesiveness.

加强党建和反腐倡廉工作，充分发挥党员的先锋模范作用，杜绝腐败

对如何在新体制条件下围绕中心开展党建工作进行探索和改进，在具体工作上，一是重点抓好组织和队伍建设，发挥党员的先锋模范作用及基层党组织（支部）的战斗堡垒作用，有序推进党委换届选举各项工作，二是结合经营管理实际贯彻落实上级党组织部署的各项工作，以中央、地方和上级党组织部署的学习活动为契机，充分发挥各党支部作用，开展形式更为丰富的组织生活，加强各级党员的党性修炼，凝聚发展力量，三是发挥党建工作服务保障作用，协力推进经营管理和体制改革，促进企业健康发展。

Consolidate the CPC work and prevent corruption

Much work will be done to explore how to consolidate the CPC construction in the present circumstances. The most important is to put CPC members' exemplary models and the grassroots CPC organizations' role of strongholds in full play to complete the transition of CPC committees; superior CPC organizations' programs must be put into practice in accordance with the Company's status of operating management such as the learning campaigns planned by the CPC central committee, local and superior organizations to live a rich democratic life and train CPC members' loyalty and cohesion to the party; finally, the CPC will work to serve the business management and the structural reform and facilitate the sound corporate development.

01

公司愿景 Our Vision

为人类提供更加健康、安全、环保的产品，及更加优质高效的增值服务，成为客户满意、股东信任、员工热爱，受人尊敬的优秀公司

Ninhua Group will be committed to its targets to provide the world with healthy, safe and environment-friendly products, and efficient value-added service of high quality, being a well-deemed Company to clients' satisfaction, shareholders' trust and staff's love.

公司发展战略（“差异化”战略） Our Development Strategy: Differentiating Tactics

- 比国内企业更加国际化
- 比一般贸易企业更加专业化
- 比生产企业更加市场化
- 比跨国企业更加本土化
- Stepping up the Company's globalization ahead of domestic enterprises
- Advancing its marketization to a level higher than other manufacturing industries
- Fostering its specialization of international business
- Making full use of the Company's advantages of localization over the transnational corporations

02

03

公司发展目标 Our Strategic Targets

- 第一阶段：利润突破 2 亿元，销售收入达到 50 亿元
- 第二阶段：利润迈上 5 亿元台阶，销售收入达到 100 亿元
- 第三阶段：利润破 10 亿大关，销售收入达到 200 亿元
- Phase 1: Profit: 200,000,000 RMB yuan; sales volume: 5,000,000,000 RMB yuan
- Phase 2: Profit: 500,000,000 RMB yuan; sales volume: 10,000,000,000 RMB yuan
- Phase 3: Profit: 1,000,000,000 RMB yuan; sales volume: 20,000,000,000 RMB yuan

BUSINESS OVERVIEW

业务概览

11.43 亿元



医药中心
Pharmaceutical Center

中宁化集团是中国医药保健品进出口商会副会长单位，30 年来一直致力于医药产品的国际化经营。现已建立覆盖医药原料、医药中间体、医药制剂的科工贸一体化经营中心，为客户提供从研发、生产到贸易、供应链管理以及注册支持等专业化服务。凭借多年的海外合作基础，依托一体化的定制研发能力与生产能力，医药中心成功参与多个新药的从早期研发到商业化的全过程，逐渐成为世界创新药公司优选的一站式医药定制研发生产合作伙伴，助力世界新药的发展。2015 年，医药中心实现销售收入 11.43 亿元。

Ninhua Group Co. Ltd., an executive director of Chinese Medicine Health Products Import and Export Chambers of Commerce, has been committed to pharmaceutical business in the last 30 years. Its well-established business center, an integration of R&D, production and marketing of raw materials, intermediates, and preparations, is capable of providing clients with one-stop solution including development, production, registration, inspection, marketing and supply chain management, etc. With years' experience of overseas cooperation and integration of R&D and production capacity, Pharmaceutical Center has provided good service in the whole process of pharmaceutical development from the early R&D to commercialization, being the preferred partner of worldwide pharmaceutical companies. The Pharmaceutical Center achieved a sales volume of 1.1443 billion RMB yuan in 2015.

10.85 亿元



农化中心
Agrochemical Center

中宁化集团农化业务秉承“为人类、为自然”的使命，追求“解决问题、创造价值”的理想，坚持“一个中心（差异化）、两大支撑（产品和服务）、四个重点（技术、品质、品牌、渠道）”的发展战略，经过 20 多年的持续发展和战略转型，打造了一条由技术研发单元（中宁化集团农药研究所）、生产制造单元（宁波三江益农化学有限公司）和市场营销单元（宁波三江益农作物保护有限公司）组成的完整的农药产业链，并参股连云港埃森化学有限公司（原连云港中化化学品有限公司），形成了以营销为核心、以研发和生产为支撑的农药产业服务型的发展模式，连续多年位列中国农药出口企业 20 强和中国农药生产企业百强。2015 年，农化中心实现销售收入 10.85 亿元。

The agrichemical business of Ninhua Group devotes itself to the mission to serve human beings and nature, and cherishes a hope to resolve problems and create values. It sticks to the strategy to develop around the differentiation, products and service support, and key technology, quality, brand and distribution network. Over 20-odd years' sustainable development and strategic upgrade, it has unified the marketing units of Ningbo Sunjoy Cropscience Co., Ltd., the manufacture unit of Ningbo Sunjoy Agroscience Co., Ltd., and the R&D of its Agrochemical Institute into a complete agrichemicals industrial chain. It took stake in Lianyungang Essen Chemicals Co., Ltd., adopting an agrichemicals industrial service-oriented approach supported by distribution, R&D and production. The Division ranked Top 20 Chinese agrichemicals export enterprises and Top 100 Chinese agrichemicals producers in consecutive years. In 2015, the Agrichemicals Center realized its total turnover of 1.085 billion RMB yuan.

中宁化集团不断深化差异化竞争战略，坚持向产业链上下游延伸，持续提升服务营销能力，做强做优医药、农化、制冷、户外用品、健康食品、石化六大业务板块，推动企业价值不断提升。

Ninhua Group will make full use of its globalized operations to extend its businesses to the upper and lower reaches of industrial chains, sustain its service-based marketing capabilities and constantly escalate its business value with stronger boards of pharmaceuticals, agrochemicals, HVAC, outdoor appliances, healthy foods and petrochemicals.

7.20 亿元



制冷新材料中心
HVAC Materials Center

中宁化集团制冷业务一直专注于在空调暖通领域为全球用户提供优质的产品和服务，凭借着不断创新与探索，现已成功转型为研发、生产和贸易一体化经营的空调暖通系列产品专业制造商和产品服务供应商。我们的产品已销往全球 130 多个国家，2015 年制冷新材料中心在波兰成立了第一家拥有贸易、生产和仓储配送服务的子公司。我们将继续在全球寻找投资机会，为全球用户提供最优质的产品和最便捷的服务是我们持续追求的目标和发展的动力。2015 年，制冷新材料中心实现销售收入 7.20 亿元。

The HVAC Division of Ninhua Group is dedicated to providing high-quality air-conditioners ventilating and insulating articles and service. Through constant innovation and exploration, it has grown into a special supplier of air-conditioning and ventilating products with an integration of R&D, production and trade. Its products sell well in over 130 countries. In 2015, the HVAC New Material Center established its first subsidiary involving trade, production and logistical delivery in Poland. The Company will continue its search for outbound investment opportunities dynamically to supply clients across the world with quality products and convenient service. The Center's sales volume totaled 720 million RMB yuan in 2015.

1.73 亿元



多元中心
Multi-functional Center

为推进公司战略转型，进一步落实“调整结构、精耕细作、进出并举”的发展战略，寻求新的利润增长点，2012 年 3 月，公司成立多元化中心，经营产品涵盖健康食品、户外产品及石油化工。这一举措为公司加快发展进口、内贸业务，实现“三步走”发展目标奠定基础。2015 年，多元中心实现销售收入 1.73 亿元。

To push forward its transformation and strategy of restructuring, lean management, and import and export balance, Ninhua Group founded a multi-functional center in March of 2012 to handle health food business, outdoor products and petrochemicals business. This greatly facilitated its rapid development of import and domestic trade as well as its achievement of three-step targets. In 2015, the Center scored a turnover of 173 million RMB yuan.



医药中心

PHARMACEUTICAL CENTER



当年经营亮点

定制研发生产业务快速增长，获得杨森制药“最佳创新奖”、“最佳协作奖”和“最佳供应商”三项大奖，成为其战略合作伙伴。

Outstanding performance

Fast growth of CDMO business. Company was awarded by Janssen Pharmaceutical Companies with COLLABORATION AWARD, INNOVATION AWARD and SUPPLIER AWARD.



单孟春副总裁
George Shan, Vice President



单孟春副总裁（前排中）、班艳副总裁（前排左六）与医药中心团队
George Shan, Vice President (middle in the front row) and Cynthia Ban, Vice President (6th on the left in the front row), with Pharmaceutical Center team

医药事业部（浙江诺柏医药有限公司）

作为改革开放后最早开展医药产品进出口业务的公司之一，医药事业部凭借优良的产品质量、完善的售后服务和优异的性价比，在西成药制剂、中间体、原料药、精细化工及兽药产品领域销量名列前茅；同时部门不断完善供应链管理体系，借助医药中心平台优势，为客户提供包括产品研发、生产、注册、检验、EHS支持、项目管理等一系列全面专业的服务。自有品牌“思宁”在非洲、东南亚和南美等国际市场享有盛誉，2015年再次入围“中国西成药行业会员企业出口十强”。

Pharmaceutical Division(Zhejiang Nuobai Pharmaceutical Co.,Ltd.)

As one of the first importer and exporter of pharmaceuticals, Pharmaceutical Division of Ninhua Group has been a leading supplier of pharmaceutical intermediates, APIs and Formulations. With Strong market intelligence and network, regulatory support (GMP, EHS and registration), R&D support and GMP production support, pharmaceutical center can provide one-stop solution to customers for supply chain improvement. Its SINING-branded preparations are well recognized in Southeast Asia, Africa, South America, etc. In 2015, Ninhua Pharmaceutical center was re-awarded as the Top 10 Exporters of Pharmaceuticals Enterprises of China.



医药研究所

医药研究所(中宁化·理工学院联合实验室)成立于2003年,以浙江大学宁波理工学院为依托,携手共建联合实验室。主要提供医药原料药、中间体及精细化工品的定制合成、合同研发、工艺优化及质量检测等服务。自成立以来,已完成多个在研新药从早期开发到产业化的全过程,客户满意度高,产品放大成功率100%。

2015年,医药研究所同时参与到多个前沿新药的关键中间体的研发和生产,为客户设计开发、优化适合大规模生产的工艺路线,路线转化高效、技术新颖、成本领先、环境友好,为产品商业化生产提供了强有力的技术支持。

Pharmaceutical Institute

Pharmaceutical Institute, Ninhua-Ningbo Institute of Technology United Laboratory, was founded in 2003, which is specialized in the pharmaceutical development, process optimization, customized synthesis and quality control. As Ninhua Pharmaceutical R&D center, it has achieved in many projects from development to commercialization with 100% successful scaling up.

In year 2015, the R&D team has been involved in many key intermediates development for new APIs. With concept of Innovation, Quality by design, EHS by design, competitiveness by design and scaling up possibility consideration, Ninhua R&D centre has been a great support to our customers.

成品放大成功率 100%

 **100%**



三大系列产品



喹诺酮类



心血管类



抗艾滋病类



浙江朗华制药有限公司

2015年,朗华制药继续着眼高端市场,以研发、质量管理、风险管控为保障,以安全生产为基础,以国际注册为突破口,培植差异化竞争优势,逐步提高高端市场占有率。国际注册稳步推进,累计通过FDA、EDQM、WHO官方现场审计六次,并导入欧洲人力资源管理系统,加强人力资源体系建设,打造以结果为导向、以客户为中心、快速学习型团队核心能力。

导入国际先进理念,搭建多功能生产平台,不断提升从产品研发阶段的小规模生产服务能力到商业化阶段的大规模生产服务能力,培育特色原料药,力争成为客户优选的CDMO合作伙伴。

Zhejiang Langhua Pharmaceutical Co., Ltd.

Zhejiang Langhua Pharmaceutical Co., Ltd. has been working on high-focus of regulated market. The share was expanded in 2015 on these markets with R&D, quality system, EHS management and regulatory support. Langhua has passed six authorities inspection from USFDA, EDQM and WHO etc. Meanwhile, European HR system was introduced to all the company to strengthen sustainability and improve the teamwork with performance-based, customer-centered and learning-oriented culture.

Multifunctional State-of-the-art workshops were constructed in Zhejiang Langhua to integrate R&D, scaling up and industrialization to be a leading CDMO manufacturer with whole process in house.





农化中心 AGROCHEMICAL CENTER

当年经营亮点

在全球市场整体低迷的不利环境下，完成全年利润预算并创历史新高。持续推进发展国内业务的重点战略议题；通过优化工艺提升制剂化水平，海外注册登记逐步覆盖重点市场。

Outstanding performance

Actualizing the annual budgetary profits and creating a record high despite the stagnant global demand. Promoting the strategic hotspots on domestic business: upgrading the techniques for higher quality preparations, and involving major overseas marketplaces in registration.



何东升副总裁
He Dongsheng, Vice President

农化事业部（宁波三江益农作物保护有限公司）

农化海外营销业务起步于 1989 年。27 年来我们坚持差异化的经营理念，推行产品制剂化、品质高端化、渠道终端化的营销策略，充分发挥自身在研发、生产和登记方面的综合优势，为客户定制优质高效、药效独特的制剂新品种，开发自主创新的混剂新品种，通过提供技术领先的植保解决方案为客户创造更大价值。与此同时，积极培育和支持面向终端、追求品质和品牌的制剂分销商，本着互惠互利、合作共赢的理念与全球 80 多个国家的优质客户建立起业务关系，海外业务持续多年保持稳定增长，2015 年海外销售额达到 1.6 亿美元。

相对海外市场而言我们在国内市场的起步比较晚，主要是担忧出口海外的优质高端产品不适应当时比较混乱的国内农药市场。随着土地流转政策的不断推进和农田集约化、专业化经营模式的逐步普及，国内市场对农药产品的品质、药效和安全性要求不断提升，这为三江益农创造了一个良好的市场发展机遇。从 2013 年起，我们每年新投入 15 个以上品规的登记，围绕水稻、玉米、马铃薯、果树和蔬菜等重点作物打造杀虫、杀菌和除草综合解决方案。与此同时，我们也从海外引进一些农药好品种投放国内市场，逐步拓展和完善我们的产品线。2015 年我们顺利拿到了第一个进口产品登记证：智利科米塔工业公司的“智多收 DF”（86% 波尔多液水分散粒剂），将于 2016 年投入中国市场。

Agrochemical Division(Ningbo Sunjoy Cropsience Co.,Ltd.)

Ninhua Group's overseas agrochemical distribution started in 1989. Since then, it has established business relations with clients in over 80 countries through constant overseas registration and marketing strategies of differentiation, high-end preparation and end-use on the win-win principle of mutual benefits to support distributors of quality and branded preparations for end-users with its advantage of R&D, production, registration, customer preparations of high efficiency and unique effect. The company has sustained its consecutive growth in international business through independently developing mixed preparations and supplying clients with advanced technology and programs for crop protection. In 2015, its overseas sales turnover came to 160 million US dollars.

By contrast, its domestic market developed later for fear that the export-oriented products can't be accepted in the irregular domestic market. With the promotion of land transfer, farm cluster and specialized operation, however, the growing domestic demand for high-quality, efficient and safe agrichemicals provided the Sunjoy a good opportunity for development. Since 2013, the Company annually input another 15 more products for registration to provide comprehensive solutions of insecticides, fungicides and herbicides for major crops like rice, corn, potato, fruits and vegetables. And it introduced some good quality agrichemicals from abroad to fill in the domestic products series. In 2015, the company was authorized the first registration certificate for import of 86% DF Bordeaux mixture water dispersible granule produced by Quimetal Industrial S.A Los, Chile. The products will be put to the market in 2016.

海外销售额（美元）

 **160** Million



农药研究所 Agrochemical Institute

中宁化集团农药研究所成立于 2009 年。下设合成组、分析组、制剂组和工程设计组，拥有研究人员共 20 余人，其中高级工程师 3 人、博士 2 人、硕士 10 人。研究所目前主要从事：农药新制剂和新剂型开发、专利后新产品开发、农药产品新工艺开发、农药中间体开发、产品杂质分析、农药产品质量分析、生产车间设计等。

Founded in 2009, the Agrochemical Institute now boasts groups specialized in synthesis, analysis, formulation and engineering design that are composed of 20-odd researchers including 3 senior engineers, 2 PhDs and 10 postgraduates. It is mainly involved in the R&D of new agrichemical preparations, post-patent products, new technology, preparations and agrochemical intermediates, analysis of product residues and quality, and design of workshops.



高级工程师 3 人
博士 2 人
硕士 10 人

宁波三江益农化学有限公司 Ningbo Sunjoy Agrosience Co.,Ltd.

宁波三江益农化学有限公司的前身是创建于 1958 年的宁波农药厂。作为原国家化工部下属重点骨干企业，建厂 57 年来为国家农药工业的技术进步和农业生产的可持续发展作出了重要贡献。2002 年成建制划归中化宁波集团有限公司，成为中国中化集团下属重要农药生产基地。2015 年 3 月跟随中化宁波整体脱离中化集团，更名为宁波三江益农化学有限公司，是中宁化集团下属全资企业和国家工信部定点农药合成企业。公司位于宁波镇海国家级化工园区，占地 168 亩，除原药合成车间外，拥有完备的农药制剂加工设备和技術，按照国家标准并参照国际 FAO 标准加工各种 WG、WP、SG、SC、SL、EC、ME 和 EW 等剂型。三江益农取意于宁波著名的三江口景观，蕴含“财源茂盛达三江、科技益农成大业”之意。

Ningbo Sunjoy Agrosience Co. Ltd., a significant agrochemical base of Ninhua Group, was established on the former Ningbo Agrochemicals founded in 1958 that was acquired by Ninhua Group in 2002, and renamed in 2015. Since its founding, it has contributed much to the sustainable development of China's technology in agrichemical industries and agricultural production. As a vital enterprise of agrochemicals synthesis designated by the Ministry of Industry and Information, it is situated in the state chemical industrial zone in Zhenhai, Ningbo, with a size of 168 mu. It boasts sophisticated agrichemical preparations processing equipment and technology to manufacture preparations of WG, WP, SG, SC, SL, EC, ME and EW in accordance with the national standards with a reference to the international FAO. Ningbo Sunjoy Agrosience Co. Ltd., named after the picturesque converging point of Fenghua River, Yao River and Yong River in Ningbo, implied that it will prosper as the rich waters run in the three rivers to be developed into a giant benefiting farming with science and technology.



宁波三江益农化学有限公司多年来协同中宁化集团农药海外业务，为了在海外市场与国际农药巨头正面竞争，我们在国标和行标的基础上参照联合国粮农组织（FAO）的产品规格和国际大公司严苛的质量标准组织生产、管控品质。三江农化生产的品种丰富、优质高效、环境友好的农药产品系列早已蜚声海外市场。2016 年 7 月，我们投资近一亿元，按照最新技术标准和最高自动化水平设计的制剂二期项目即将投入运行，届时制剂生产总吨位将超过 3 万吨，产品品质和包装质量也将达到一个更高的水准。三江农化生产的品质优良、药效独特、安全稳定的系列农药产品在为中国农民解决植保问题的同时也一定能够为我们的客户创造利益和价值！

Ningbo Sunjoy Agrosience Co. Ltd. has been working together with the Agrichemical Division of Ninhua Group to compete with transnational agrichemical giants in overseas markets with its strict control of quality production in line with national and special standards with a reference to the specifications of FAO and transnational companies' rigorous quality requirements. In July, 2016, the 2nd project of around 100 million yuan investment in line with the state-of-art standard and automation will be put into operation, which will produce 30,000 tons of preparations in higher quality and exquisite package per year. Its series of products of good quality, unique effect and constant safety can bring clients and customers benefits and values while resolving crop-protecting problems encountered by Chinese farmers.





制冷新材料中心 HVAC MATERIALS CENTER

当年经营亮点

合资成立通风配件生产基地，与艾科互通资源，中心研产销一体化协作更加紧密。

Outstanding performance

establishing a joint venture to manufacture ventilating parts, and sharing resources with Icool Ningbo Co., Ltd. to coordinate the integration of R&D, production and distribution.



陈友相副总裁
Kent Chen, Vice President

制冷工程事业部

制冷国际营销业务起步于 2003 年，作为国内第一批从事制冷剂出口业务的公司之一，十三年来我们坚持以客户需求为导向，依托产品研发创新、生产工艺优化创新、全球生产基地布局和海外仓储配送服务平台的建设，我们的全球供应链组织实力持续提升，已在全球空调暖通领域积累了一定知名度。

自主品牌“ICOOL”在欧美、亚洲、中东及南美市场的业务量持续增长，其中制冷剂类产品出口位列全国前茅。我们在欧洲、北美、澳洲布局了 18 个仓储配送基地，在波兰布局了生产基地，配送范围已覆盖北美及中南美、欧洲、澳大利亚、中东等主要市场，主要区域实现 48 小时配送。

HAVC Division

HVAC international marketing business started in 2003. As one of the first group of companies specializing in HVAC export, the past decade has witnessed Ninhua Group's strength in global supply chain organization and growing reputation in the world air-conditioners ventilating line for its orientation to clients' need and its platforms of R&D, technical innovation, global production bases and overseas logistical delivery service.

The Division's Brand ICOOL boasted a running growth in the marketplaces of Asia, Europe, Middle East, North and South Americas with its refrigerants listed on the top of exports in China. To perfect and upgrade its logistics networks and aftersales service, it set up 18 warehouses and distribution outlets in North America, Europe, and Australia and a production base in Poland that covered the markets in North America, Mid- and South America, Europe, Australia, Mid-east Asia, etc. with delivery in major areas to be reached within 48 hours.

主要区域配送

48h

仓储配送基地

16个

宁波艾科制冷工程有限公司 Icool Ningbo Co., Ltd.



宁波艾科制冷工程有限公司成立于1984年，下属产品研发认证（制冷新材料研究所）及三个生产基地（宁波艾科制冷工程有限公司、余姚金刚环境科技有限公司、安达倍尔（欧洲）有限责任公司），是制冷新材料中心发展的重要研发生产平台。

艾科拥有根据ISO/IEC 17025-2005、CNAS CL01标准建立的标准实验室和通风实验室，培养了一支专业从事空调保温管、通风配件、制冷配件等制冷新材料的产品研发团队，成功研发了一系列受到全球客户认可的高品质产品，其中包括通过日本120度耐高温测试的保温管，通过法国M1、B1、EN 13501等认证及美国UL测试的高阻燃保温管；其他产品在年内也取得了显著进展，包括铜水管AS 1432认证、七氟丙烷美国UL认证等。

Icool Ningbo Co., Ltd., established in 1984, is a vital platform for R&D and production of HVAC New Materials Center. It possesses a HVAC new materials institute for products R&D and accreditation, and three production bases of Icool Ningbo Co., Ltd., Yuyao Jingang Environmental Sci-tech Co. Ltd. and Entalpia Europe Limited Liability Company.

The company has its own standard labs and ventilating lab in line with ISO/IEC 17025-2005、CNAS CL01 that has trained a special team involved in the R&D of insulating tubes, ventilating accessories, HVAC parts, etc. It successfully developed a series of high quality and worldknown products such as the Japanese 120°C tube, France's M1, B1, EN 13501 and American UL tested and certified inflaming retarding tubes. And development of other products are also well under way such as AS 1432 copper tubes, American UL-certified HFC-227ea.





陈维军总裁助理
Chen Weijun, Assistant President



多元中心
MULTI-FUNCTIONAL
CENTER

当年经营亮点

加快产品更替，多个新产品销量上榜前十。

Outstanding performance

new products sale ranking Top 10 with rapid refreshments of products.

嘉德户外事业部（宁波嘉德户外用品有限公司）

宁波嘉德户外用品有限公司集设计、生产和销售于一体，以户外家具、吊床和庭院伞等庭院产品为主营业务，通过积极创新产品，加大自主设计和研发的力度，已有 30 多款产品获得由中国国家知识产权局颁发的外观设计和实用新型专利证书，同时还持有 20 多项由欧盟内部市场协调局或美国专利和商标局授予的国际专利证书。为确保产品质量，所有特色产品都已获得专业检测机构如 SGS 或 TUV 的质量检测证书。目前，业务已拓展至美国、加拿大、德国、法国、英国等 100 多个国家和地区，与大型 DIY 卖场建立了密切的合作关系。

2015 年，嘉德户外积极研发设计新产品，加强品控团队建设，提高产品质量管理水平，与核心供应商签署战略合作协议。嘉德户外始终坚持“为全球用户提供创新、高品质、安全舒适的户外用品”的理念，致力成为“中国一流、世界有名的专业户外生活解决方案提供者。”

Jarder Outdoor Division(Jarder Outdoor Ningbo Co., Ltd.)

Jarder Outdoor Ningbo Co., Ltd., an integration of design, production and distribution, now mainly handles gardening products such as outdoor furniture sets, hammocks, parasols, etc. to meet the increasing demand for outdoor leisure activities. Through innovation, design and R&D, its 30-odd products have been certified the patents for image design by the State Intellectual Property Office of China, and over 10 products have been accredited the patent certificates by European Patent Commission and the United States Patent and Trademark Office. To guarantee the quality, all its feature products have been awarded quality testing certificates issued by such special agencies as SGS or TUV. Currently, its business has been expanded to more than 100 countries and regions like the US, Canada, Germany, France and the UK, and kept in close cooperation with DIY hypermarkets.

In 2015, Jarder Outdoor mobilized the whole staff to energetically contribute their efforts to develop new products and HR building in quality control, and sign strategic cooperation agreements with core suppliers. Now Jarder Outdoor is sticking to the concept of supplying worldwide clients with innovative, high quality and comfortable outdoor facilities", and makes concerted efforts to grow into China's toplist and world-known supplier of outdoor leisure utilities.



当年经营亮点

探索电商自媒体营销，开设“雅滋雅味”微信服务号并增加网上商城模块；入驻多家电商平台亚马逊商城，阿里诚信通，天猫商城等，进驻省内（外）多家银泰西选进口超市。

Outstanding performance

Making use of e-commerce and we-media as marketing platform, opening YAZIYAWEI We-chat account and online malls, register in Amazon, Ali TPC and Teehoo, and entering Intime's Choice Import Supermarkets in Zhejiang and beyond.



“雅滋雅味”自营进口食品
"YAZIYAWEI" Self-Import Food



健康食品部（宁波雅滋食品有限公司）

“民以食为天，食以安为先”。通过持续优化质量管理体系，加强食品质量和安全控制，健康食品部经过十余年的不懈努力，目前经营范围已涵盖天然配料、天然成分配料和合成配料三大领域，形成脱水果蔬、食品添加剂、营养添加剂、蜂产品和花生五大系列。目前是中国医药保健品进出口商会植物提取物分会副理事长单位、中国医药保健品进出口商会蜂皇浆分会理事单位、中国食品土畜商会花生分会监事单位和中国食品土畜商会生姜分会监事单位。

2015年，部门在充分挖掘主流市场的基础上，积极开拓新市场和发展潜力新产品。同时为满足国内市场对健康优质食品日益增长的需求，健康食品部秉持“从源头保证食品安全”的宗旨积极发展进口食品业务，以宁波雅滋食品有限公司为平台，努力从上游渠道获取优质产品资源，大力开拓销售渠道，目前已形成酒类、橄榄油、蜂蜜三大重点产品，并取得多个知名品牌的中国地区独家代理权。

Health Food Division(Itaste Food Ningbo Co., Ltd.)

Food is people's paramount necessity while food security comes to the priority indeed. Ninhua Group Co., Ltd. has been dedicated to developing and supplying fine and safe food ingredients to our customers by perfecting the quality monitoring system. Through years of stable growth, our major food business covers both areas of natural ingredients and synthetic ingredients, specialized in dehydrated vegetables & fruits, food additives and nutrient additives as the core operations.

Faced with the challenges presented by the stagnant global market in 2015, the Company endeavored to alleviate the negative impact of the severe export environment by maintaining current market share while exploring new market and potential products. It upheld the principle of source quality safety control to acquire well-recognized goods resources from the upper stream channels. Currently, it has successfully obtained the agencies of overseas celebrated brands of such core products as red wine, olive oil, honey and milk.

泉州石化 20 万吨 / 年聚丙烯装置
Devices for annual production of 200,000 tonnes of polypropylene in Sinochem, Quanzhou



当年经营亮点

强化服务营销理念，着力构建终端市场网络。

Outstanding performance

Strengthening service-based operations and endeavoring to construct end-users networks.

石油化工部

石油化工部是中宁化集团从事石化类产品进口和内贸业务的部门，主要经营范围涵盖塑料、芳烃、液化气及其他进口产品。部门以“重资源，建渠道，树品牌”为指导，强化服务营销理念，着力构建终端市场网，立足华东，面向全国，与国内外客户保持长期、稳定、互信、互惠的合作关系。

Petrochemicals Division

Petrochemicals Division, a key player of Ninhua Group, is specialized in importing and domestically trading petrochemicals involving plastics, arenes, liquefied gas, etc. Upholding the vision of "seeking resources, constructing networks and creating brands", it maintains a long-term, trustworthy and steady collaboration with magnitudes of clients in East China and beyond.



CORPORATE CITIZENSHIP

社会责任

中宁化集团在追求自身可持续发展的过程中，积极承担优秀企业公民应尽的社会责任；在努力创造经济效益的同时，不忘社会效益和环境效益，矢志成为能带给客户、员工、股东和社会大众幸福的伟大公司。

While pursuing its sustainable development, the Ninhua Group initiatively takes the social responsibility of a corporate citizen. While maximizing its economic effects, the Company spontaneously values its social and environmental benefits in hope that it will make for a respectable company that brings remarkable happiness to its clients, workers, directors and the general public.



朱复员财务总监
Zhu Fuyuan, CFO

中宁化集团社会责任目标 Ninhua Group's Goals as a Corporate Citizen

服务客户、回报股东，成为客户满意、股东信赖的企业
Being a service-oriented and value-creating company that satisfies its clients and that shareholders trust;

重视健康、安全和环保，成为本质安全、资源节约、环境友好型企业
Being a healthy, safe, and green company that is committed to an environment-friendly enterprise of safety and resource conservation.

关爱员工、回馈大众，成为员工热爱、社会尊敬的企业
Being a caring and feedbacking company that its staff love to work for and communities tend to respect;



SERVING THE PEOPLE AND GROWING WITH SOCIAL PROGRESS

服务人类生活 与社会共进步

我们积极推进市场化战略，着力开拓医药、农化、制冷三大主营业务及多元业务，把为人类提供更加健康、安全、环保的化学产品，及更加优质高效的增值服务当作重要使命。在医药领域，我们致力于为国内外客户提供更加可靠、安全和高性价比的人类及动物用药产品和服务；在农药领域，我们推出高效、低毒、环保的农药制剂产品以满足不同地区多样化的病虫害防治需求，同时为国内外客户提供安全、健康的农用化工产品解决方案；在制冷领域，为更好地顺应节能环保的社会潮流，满足人类美好生活的需要，我们专注于安全、环保、节能、高效的新材料产品的开发和推广。我们积极开拓新兴市场，为广大亚非拉人民带去健康、安全、环保的优质产品和服务，促进地区经济发展和产业技术进步。

Ninhua Group is vigorously involved in its three mainstay businesses of pharmaceuticals, agrochemicals and HVAC. The Company will devote itself to fulfill its mission to contribute to human beings chemicals of wellbeing, safety and environment-friendliness, as well as high-efficient and value-added service. In the pharmaceutical sector, Ninhua Group will be committed to supplying clients and customers with reliable, safe and cost-effective medicines and service for humans and animals; in the pesticide sector, the Company will produce environmental-friendly preparations of high-efficiency and low toxicity to meet the distinct demand of varied regions, and as well, work out solutions of agri-chemicals of harmlessness and wholesomeness for domestic and overseas end-users; in the realm of refrigeration, it will be dedicated to development and promotion of safe, green, energy-saving and highly-efficient new materials to satisfy humans' need for a better life in tune with the social demand of energy-saving and environmental protection. Ninhua Group was energetically engaged in development of emerging markets in a bid to supply the peoples of Asia, Africa and Latin America with wholesome, safe and environmental-friendly products and services to foster regional economic progress and industrial and technological advance.



VALUING TALENTS AND DEVELOPING WITH THE EMPLOYEES

尊重人才价值 与员工共成长

人力资源是中宁化集团谋求长期健康发展的第一资源，优秀的员工是未来事业成功的关键。我们主张以人为本，体现专业、敬业、职业、认同。我们看重人、尊重人，坚信员工个人的进步与公司的发展息息相关——公司的生命力源于员工的创造力，员工孜孜以求，公司就蒸蒸日上；员工锐意创新，公司则活力常存。

中宁化集团坚定认为企业的成功主要源于员工的智慧与努力，历来视员工为公司最宝贵的财富与核心竞争力，并努力为员工营造良好的工作环境与职业发展平台，旨在为股东创造价值的同时实现员工和社会价值的有机统一。我们愿意与员工分享工作目标并共同成长，期待高度认同公司价值理念且渴望快速成长的优秀人才不断加入，共同致力于为客户提供高价值含量及无与伦比的产品与服务。

Human resources composed of excellent staff members are of great value to a company's sound progress. With the concept of people-centered management, Ninhua Group does its utmost to think highly of and respect talents, taking note of specialization, devotion, professionalization and identification. It upholds that an enterprise's growth depends much upon its staff's advance as the corporate vitality originates from its workers. Employees' vigor and innovation will push a company forward to its everlasting prosperity.

Ninhua Group insists that a company's success and prosperity is attributed to its staff's wisdom and endeavor. Considering its employees the most valuable and core competitive, it is trying to cultivate a humanistic atmosphere for work and a platform for professional advance in the hope of actualizing both workers and communities' value while adding shareholders' wealth. With a wish to share its pursuit of objectives and growth, the Company welcomes talents who will identify its concept of value and long for rapid sophistication. The whole company is expected to work hand-in-hand to supply its clients products and service of high value and zero match.

保障员工权益

中宁化集团注重员工权益保护，坚持合法用工，全面保障员工的权益，促进人才多元化发展，为公司可持续发展提供有力支持。

Protecting Employees' Rights

Ninhua Group sticks to legal employment and safeguard the rights and interests of its staff. It aims to enhance employees' all-round development and maintain its sustainable progress.

增强员工归属感

中宁化集团贯彻“以人为本”的思想，加强企业文化建设，充分关怀员工，急员工所急，想员工所未想，给予员工全方位、多角度、深入人心的关怀，不断增强员工归属感。

Enhancing Employees' Sense of Belonging

With the concept of people-centered corporate culture construction, Ninhua Group is devoted to heighten its workers' sense of belonging through its thoughtful care, love and concern of the staff's need and anticipation.

实现员工价值

中宁化集团持续加大员工的培养力度，不断提升员工业务能力，拓宽员工职业发展空间，实现员工价值最大化。

Realizing Employees' Value

To maximize its staff's value, the Company is endeavoring to broaden space for employees' training and professional advance.



PRACTICING HSE MANAGEMENT TO ACHIEVE SAFE, GREEN AND HARMONIOUS DEVELOPMENT

践行安全环保 与自然共和谐

2015年，中宁化集团在追求经济效益最大化，保护股东、职工利益的同时，在各级领导高度重视与员工努力下，紧紧围绕体系完善、安全专项检查、设施设备改造升级、环保规范化管理、HSE合法合规、职业健康建设等重点工作，在安全生产、环境保护、资源利用、利益相关者和谐等方面继续做出贡献，社会责任意识得到进一步提高。

In 2015, Ninhua Group focused much of its work on such areas as institutional improvement, workplace safety, techniques and facilities maintenance, HSE legality, job-related health, environmental protection equipment upgrade, hidden risk correction, etc., while maximizing its economic effects and protecting its staff and shareholders' interests. The whole company made concerted efforts to enhance safe production, environmental protection, resource utilization, interest groups' harmony, etc. to further fulfill its social responsibility.

完善体系建设

落实责任制，组织各级签订HSE及节能减排责任书，全面覆盖各生产单位、业务单元以及职能部门，以“横向到边，纵向到底”的形式逐级落实安全生产责任制。2015年，公司HSE及节能减排目标责任全部完成年初指标，安全生产经营形势持续稳定，未发生车间级及以上安全生产事故。

完善体系建设，完成ISO9001、ISO14001、OHSAS18001三项管理体系换证审核。结合ISO审核，公司本部制定水、电、办公用纸节能降耗目标，加强宣贯节能环保理念，实施推进节能举措，层层落实责任，为公司健康、有序发展提供保障。

Improving its Institutional Construction

To enforce the responsibility system, Ninhua Group requires its subordinates and subsidiaries to sign responsibility agreements on HSE, energy-conservation and emission reduction. In 2015, it involved all its functionary departments, production units and business divisions vertically and horizontally in performing their HSE duties, successfully avoiding any occurrence of HSE accidents.

It completed its re-examination and approval of ISO9001, ISO14001 and OHSAS18001 management systems certificates. In line with the ISO examination, the Company set the energy-saving goals in water, electricity and stationery, and took specific measures to strengthen the publicity of concepts on energy-conserving and environmental protection as well as overall implementation of responsibility system, to ensure the Company's sound development.



刘建平总裁（中）调研下属企业安全生产工作
President Liu Jianping is inspecting the production safety work in the subsidiaries.

安全生产与职业健康

公司汲取天津港“8·12”特别重大火灾爆炸事故教训，组织开展安全生产大检查，对下属企业、科研单位、危化品承运商、公司样品间、危化品经营风险等进行专项检查，对重大隐患（朗华制药消防系统改造、艾科制冷消防管道维修）进行公司挂牌督办推进整改。按照自查、复查、整改三个阶段落实检查工作，公司领导高度重视，亲自部署，亲临一线，各单位积极响应，全面排查隐患，完成整改。

巩固设备标准化建设基础，组织企业开展“十要素”对标自查工作。规范设备设施日常维护保养和运行管理，突出关键装置与重点设备和重大危险源强检等日常管理，将设备标准化管理工作纳入2015年HSE责任考核指标中，与企业HSE绩效挂钩。

推进设备升级，彻底根除重大危险源。宁波三江农化完成活塞式液氨制冷机升级改造，更新为螺杆式普通冷媒制冷剂，同时新建液体储罐区，便于原辅料集中存放和管道化、密闭化输送，避免液体泄漏。随着宁波三江农化2000吨/年低毒农药项目及配套设施改造的完成，公司下属企业均已根除重大危险源，安全生产风险得到极大缓解。

加强危化品经营风险管控，对公司ERP万余种经营商品进行全面风险辨识，创新安全管理模式，建立危化品分类界定标准，施行内部分级管理，对高危化品进行专项管控，紧抓主要风险，防止发生事故。同时，完成中宁化集团及下属三家企业危化品经营许可证换证、新办以及营业执照经营范围变更和非药品类易制毒经营备案。

填补HSE合法合规工作全部空白。随着朗华制药四个项目（1600吨/年盐酸环丙沙星、15吨/年齐多夫定、100吨/年盐酸左氧氟沙星、600吨/年恩诺沙星）2015年底前取得浙江省环保厅环评批复，以及宁波三江农化2000吨/年低毒农药项目完成安全、职业卫生竣工验收、环保试生产并于年底申请环保竣工验收监测，公司HSE合法合规工作历经三年努力，多处空白得以填补，为公司合法经营及走向资本市场打下了坚实基础。

推进职业健康工作，重点从劳保用品配备和穿戴、岗前/在岗/离岗职业健康体检、作业现场职业危害因素监测着手，逐步完善职业健康基础管理。

SAFE PRODUCTION AND JOB-RELATED HEALTH

Ninhua Group has learnt a lesson from the fire incident that occurred in the seaport of Tianjin on Aug. 12, 2015 to conduct an inclusive inspection of safe production in its subsidiaries, R&D units, dangerous chemicals carriers, sample warehouse, chemicals operations. Those with severe risks would be supervised to improve such as the fire control system renovation in Langhua Pharmaceuticals and the fire extinguishing tubes maintenance in Icool Ningbo. Led by the senior leaders of the Company, all units responded actively to the call to detect any potential risks through self-examination, reexamination and renovation.

Its enterprises were required to self-inspect the “10 Factors” in line with standards of facilities. Efforts were made to standardize the routine management of equipment and facilities daily maintenance and operation, and enhance the forced inspection of key instruments, facilities and serious source of risks. The standardized management of facilities was added to the assessment index of HSE responsibility system in 2015, and linked to enterprises’ HSE performance.

The upgrade of facilities was driven forward to root out any potential risks. Ningbo Sunjoy Agrosience Co. Ltd. completed its update of refrigeration system from piston liquid ammonia refrigerating machine to common screw vapor-compression refrigerants, and as well, designated a new liquid tanks zone for raw materials stored and conveyed in sealed tubes to avoid any leak. With the completion of its project of yearly capacity of 2000 tons of low-toxic agrochemicals and attached facilities, all the enterprises of Ninhua Group removed the potential source of perilous risks, therefore greatly improving the risk control environment for safe production.

The Company focused on the risk control of dangerous chemicals to prevent any occurrence of accidents through complete risk identification of over 10,000 ERP goods, innovation of safety management mode, definition of assorted chemicals, implementation of tiered management and inclusive control of risky chemicals. And work had been done to apply for and renew the business license for risky chemicals, alter the business scope of license, and record the controlled drugs and substances in the Company and its subsidiaries.

The Company has filled in the gaps in HSE legality through its three years’ endeavor to lay a solid foundation for the Company’s legal operations and entry to the capital market. For that purpose, Zhejiang Langhua Pharmaceuticals’ four projects of a yearly production of 1600 tons of ciprofloxacin hydrochloride, 15 tons of zidovudine, 100 tons of levofloxacin hydrochloride and 600 tons of enrofloxacin respectively had been approved by the end of 2015 by the Zhejiang Provincial Department of Environmental Protection, and Ningbo Sunjoy Agrosience Co., Ltd. completed its evaluation and examination of safety, job-related health, environment-friendly trial production of the project of an annual output of 2000 tons of low-toxic agrochemicals, and would apply for examination and approval of its completion tests in environmental protection.

To push forward the job-related health work, the Company took specific steps to perfect the management of professional health in the perspectives of labor protection appliance, clothing, pre-service, on-service and post-service physical check-up, and on-site harmful factors supervision.



朗华制药废水站废气收集装置
Lang hua pharmaceutical wastewater treatment station gas collecting device

环保与节能减排

加强环保规范化管理。继续推行“一清二明三规范”建设，加强抽查、检查力度，定期对企业环保管理与污染物设施运行情况进行检查，每季度开展量化过程目标考核，及时了解各单位污染物的增减情况、环保设施运行情况，发现问题限期整改并上报备案。

推进环保设施升级改造。宁波三江农化完成两套废气吸附回收设施安装调试、完善废气末端处理设施10000NM³/小时（RTO）蓄热式热力焚化炉；联合沈阳化工研究院对500吨/日废水站进行优化，污水排放各项指标满足三级纳管标准；新建符合规范的危废仓库。朗华制药全面开展挥发性有机物（VOCs）废气整治，完成盐酸环丙沙星车间和齐多夫定车间废气处理及收集装置整改，新建20000NM³/小时（RTO）蓄热式热力焚化炉；邀请比利时EPAS机构对废水处理系统进行诊断，积极落实提效降耗措施。

着力推进清洁生产，努力实现降本增效。朗华制药结合审核报告持续推行清洁生产，完成车间投料装置升级，减少原料浪费，实现了无组织废气收集，同时开展全厂用水摸排分析，大幅度降低了新水量。宁波三江农化完成新一轮清洁生产审核并将持续推行。

与此同时，朗华制药积极响应临海市政府“千企联村助治水”号召，捐资50万元用于农村污水治理项目，切实为改善农村人居环境、打造美丽和谐乡村提供支持。

ENVIRONMENTAL PROTECTION, ENERGY CONSERVATION AND LOW EMISSION

To enhance the standard management of environmental protection, Ninhua Group continued its promotion of clarified, well-defined and regulated management mechanism to carry out sample inspection and overall inspection to regularly check the enterprises’ status of environmental protection and pollutants treatment facilities operation. A seasonal assessment was conducted to inspect the quantitative process of goals and learn of the situation pollutants fluctuation and relevant facilities operation, thus finding problems that would be reported and required to be resolved in a limited period.

The Company made great efforts to push forward the upgrade of facilities for environmental protection. Ningbo Sunjoy Agrosience Co., Ltd. finished the installation and trial operation of two gas adsorption recycling setups, renovated the gas end processor of regenerative thermal oxidizer in the capacity of 10,000NM³ per hour, worked together with Shenyang Chemicals Institute to streamline the station with daily treatment of 500 tons of waste water in line with the Level C nanotubes standard of disposal, and built standard warehouse for dangerous waste. Langhua Pharmaceuticals launched a campaign to treat the VOCs gas, completed the treatment of gas from the workshops for ciprofloxacin hydrochloride and zidovudine, and the renovation of gas recycling facilities, built another regenerative thermal oxidizer in the capacity of 20,000NM³ per hour, and invited the Belgium’s EPAS to diagnose the waste water treatment system to score the results of higher efficiency and lower consumption.

It was committed to clean production to achieve better interest and lower cost. Langhua Pharmaceuticals thus responded actively to the auditor’s report to promote clean production through the update of the feeding equipment in the workshops to reduce the waste of raw materials, and it succeeded in recycling the gas. Meanwhile, the company conducted a survey over its whole consumption of water to drastically decrease the water use. Ningbo Sunjoy Agrosience Co., Ltd. concluded its new round of auditing and examination of its clean production.

And also, Langhua Pharmaceuticals took initiatives to answer the Linhai City’s call of “Thousands of Enterprise and Villages Jointly Conserving Waters” and donate 500,000 yuan to the projects of rural water conservancy to provide financial support to the improvement of livable rural environments, beautiful villages and harmonious rural communities.



废气处理设施
Facilities for Waste Gas



废水处理装置
Facilities for Waste Water Treatment



废气处理回收装置
Reclaiming Facilities for Waste Gas



固废焚烧装置
Facilities for Solid Waste Disposal

KEY EVENTS

大事记



01

- 1月6日
Jan. 6

公司 51% 国有股权于北京产权交易所挂牌交易。
The Company offered its 51% state-owned stock rights by listing public on the Beijing Property Right Exchange.
- 1月28日

宁波市海曙区召开 2015 年全区经济工作会议。公司被评为 2014 年度海曙区突出贡献企业，刘建平总裁被评为 2014 年度海曙区突出贡献企业家。
- Jan. 28

The Company was awarded the Haishu District's Outstanding Enterprise in 2014, and President Liu Jianping, the Haishu District's Outstanding Entrepreneur in 2014, at the 2015 economic work meeting held by the Haishu District, Ningbo.

02

- 2月9日

经北京产权交易所盖章确认，公司职工持股会正式受让中化集团持有的 51% 中化宁波（集团）有限公司股权，成为全资控股股东。

公司顺利通过 ISO9001/ISO14001/OHSAS18001 三项体系认证机构 TUV NORD 为期三天的 2014 年度监督审核。
- Feb. 9

Sealed and confirmed by the Beijing Property Right Exchange, the board of staff shareholders officially sold 51% Sinochem Group-held stock rights of Sinochem Ningbo Group, and Ninhua Group came to be a wholly-owned controlling shareholder.

The Company successfully passed the 3-day examination of TUV NORD over its ISO9001, ISO14001 and OHSAS18001 systems
- 2月12日

公司在宁波音乐厅举办 2015 新春表彰联欢会，对 2014 年度 11 个优秀团队、28 名优秀个人进行表彰。
- Feb. 12

2015 New Year's celebration was held at Ningbo Concert Hall to honor 11 excellent teams and 28 advanced individuals in 2014.
- 2月28日

公司召开职工持股会 2015 年第二次会员大会，会议经投票表决同意《中宁化集团有限公司章程》，选举产生第一届董事会、监事会。

公司召开中宁化集团有限公司 2015 年第 1 次董事会，选举刘建平为董事长、公司法定代表人，任期三年；选举陈友相、单孟春为副董事长，任期三年。聘任刘建平为总裁，聘任陈友相为副总裁，聘任单孟春为副总裁，聘任朱复员为财务总监，聘任何东升为副总裁，聘任班艳为副总裁，聘任陈维军为总裁助理，任期均为三年。
- Feb. 28

The board of staff shareholders held its 2nd session in 2015 to vote for the "Ninhua Group's Articles of Association" and elect the first session of the Board of Directors and the Board of Supervisors.

The Board of Directors held its first session in 2015 to elect Liu Jianping Chairman and legal Representative in a three-year term, Chen Youxiang and Shan Mengchun, Deputy Chairmen in a three-year term, Liu Jianping, President, Chen Youxiang, Shan Mengchun, He Dongsheng and Ban Yan, Vice President, Zhu Fuyuan, Accounting Director General, and Chen Weijun, Presidential Assistant, all in a three-year term.

03

- 3月2日
Mar. 2

宁波市市场监督管理局核发中宁化集团有限公司营业执照，公司名称变更手续全部完成。
The Company completed all the formalities for its rename with its business license to have been granted by Ningbo Market Supervision and Administration.
- 3月19日
Mar. 19

公司与中国银行宁波市分行签署战略合作协议。
Ninhua Group signed an agreement on strategic cooperation with Ningbo Branch, the Bank of China.
- 3月31日
Mar. 19

公司与中国出口信用保险宁波分公司签署战略合作协议。
The Company an agreement on strategic cooperation with Ningbo Branch, China Export and Credit Insurance Corporation.

04

- 4月16日

公司与浙江埃森化学有限公司、宁波三江益农化学有限公司在金华东阳共同签订连云港三江益农化学有限公司股权转让协议。
The Company signed an agreement on the equity transfer of Lianyungang Sunjoy Agrosience Co. Ltd. with Zhejiang Essen Chemicals Co. Ltd., Ningbo Sunjoy Agrosience Co. Ltd. and Dongyang, Jinhua.

05

- 5月6日
May 6

杨森制药全球供应商大会上公司一举囊获“最佳创新奖”、“最佳协作奖”和“最佳供应商”三项大奖。
The Company scored COLLABORATION AWARD, INNOVATION AWARD and SUPPLIER AWARD at the conference of global Janssen pharmaceuticals suppliers.

06

- 6月7日
June 7

黑山共和国副总理拉佐维奇在宁波参加首届中国－中东欧国家投资贸易博览会期间，专程至宁波保税区进口商品市场考察，重点参观了公司“雅滋雅味”展厅。
Montenegrin deputy Prime Minister Lazović made an inspection of the imported commodities market in Ningbo Free Trade Zone and focused his view of the YAZIYAWEI hall during his visit to the China-CEE Investment and Trade Exhibit.

07

- 7月16日
July 16

宁波市企业联合会、宁波市企业家协会正式发布 2015 宁波市百强企业榜单。我司荣获“2015 宁波市综合百强企业”“2015 宁波市服务业百强企业”称号。
Ningbo City Enterprises Association and Ningbo City Entrepreneurs Society released the Top 100 Enterprises List in 2015. Ninhua Group won the titles of Ningbo Top 100 Enterprises of Comprehensive Strength and Top 100 Enterprises of Tertiary Industry in 2015.
- 7月20日-21日
July 20-21

公司召开 2015 年中工作会议，会议全面回顾了上半年公司经营管理和战略实施情况，客观评价取得的经营业绩，深入查找经营管理中存在的问题，并对下半年工作目标和任务作出了部署。
Ninhua Group held the mid-year conference to objectively review its first half year's performance and implementation of its strategy, consult over the existing issues and problems and lay out the second half year's goals and tasks.

09

- 9月8日
Sept. 8

中宁化集团在本部正式揭牌。
The headquarters of Ninhua Group was officially opened.

11

- 11月2日-3日
Nov. 2-3

公司组织中高层管理团队参加“商业敏感度”专题培训。
The Company organized the intermediate and the senior management teams for "commercial sensitivity" training.

ANNUAL HONORS

年度荣誉

- 中国服务业企业 500 强第 465 位
- 浙江省服务业百强第 61 位
- 宁波市服务业百强企业第 28 位
- 宁波市综合百强企业第 80 位
- 宁波市海曙区突出贡献企业
- 中国西成药行业会员企业出口十强
- 中国农药出口前 20 强
- 宁波市年度出口额 14 位
- 浙江省工商企业信用 AA 级守合同重信用单位
- 宁波市重点大户借款企业资质等级 AAA 级
- 宁波市财贸金融工会年度重点工作目标考核一等奖
- 465th of Top 500 Chinese Tertiary Industries
- 61st of the Top 100 Zhejiang Tertiary Industries
- 28th of Ningbo's Top 100 Enterprises
- 80th of Ningbo's Top 100 Comprehensive Strength Industries
- Haishu District's Outstanding Enterprises
- Top 10 Exporters of Pharmaceuticals Enterprises of China
- Top 20th of Chinese Agrichemicals Exporters
- Ningbo City's 14th of Annual Export Volumes
- Zhejiang AA-class Credit Rating Industrial and Commercial Enterprise
- Ningbo's AAA-class Credit Rating Enterprise of Debtors
- First Prize of Target Assessment by Ningbo City's Financial Trade Unions



AUDITOR'S REPORT

审计报告

大华审字 [2016]050658 号

中宁化集团有限公司

我们审计了后附的中宁化集团有限公司(以下简称“贵公司”)的财务报表,包括2015年12月31日合并及公司的资产负债表,2015年度合并及公司的利润表、合并及公司的现金流量表和合并及公司的所有者权益变动表,2015年12月31日合并及公司的资产减值准备情况表以及财务报表附注。

一、管理层对财务报表的责任

编制和公允列报财务报表是贵公司管理层的责任。这种责任包括:(1)按照企业会计准则的规定编制财务报表,并使其实现公允反映;(2)设计、执行和维护必要的内部控制,以使财务报表不存在由于舞弊或错误导致的重大错报。

二、注册会计师的责任

我们的责任是在执行审计工作的基础上对财务报表发表审计意见。我们按照中国注册会计师审计准则的规定执行了审计工作。中国注册会计师审计准则要求我们遵守中国注册会计师职业道德守则,计划和执行审计工作以对财务报表是否不存在重大错报获取合理保证。

审计工作涉及实施审计程序,以获取有关财务报表金额和披露的审计证据。选择的审计程序取决于注册会计师的判断,包括对由于舞弊或错误导致的财务报表重大错报风险的评估。在进行风险评估时,注册会计师考虑与财务报表编制和公允列报相关的内部控制,以设计恰当的审计程序,但目的并非对内部控制的有效性发表意见。审计工作还包括评价管理层选用会计政策的恰当性和作出会计估计的合理性,以及评价财务报表的总体列报。

我们相信,我们获取的审计证据是充分、适当的,为发表审计意见提供了基础。

三、审计意见

我们认为,上述财务报表在所有重大方面按照企业会计准则的规定编制,公允反映了贵公司2015年12月31日合并及公司的财务状况以及2015年度合并及公司的经营成果和现金流量。



TO NINHUA GROUP

We have audited the accompanying financial statements of Ninhua Group Co.,Ltd. (hereafter referred to as "Ninhua Group") which comprise the balance sheet as of 31 December 2015, and the income statement, cash flow statement for the year then ended, statement of changes in equity, impairment of assets statement, and related notes on the financial statement.

1. Management's Responsibility for the Financial Statements

Ninhua Group's Management is responsible for the preparation of these financial statements in accordance with the Accounting Standards for Business Enterprises. This responsibility includes: (1) designing, implementing and maintaining internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error; (2) selecting and applying appropriate accounting policies; (3) making accounting estimates that are reasonable in the circumstances.

2. Certified Public Accountant's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing for China Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amount and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing any opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of the management's accounting policies, the reasonable accounting estimates, and the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

3. Opinion

In our opinion, the financial statements present fairly, in all material aspects, the financial position of Sinochem Ningbo as of 31 December 2015, and of its financial performance and its cash flows for the year then ended in accordance with the Accounting Standards for Business Enterprises.

大华会计师事务所(特殊普通合伙)

浙江万邦分所

中国·杭州

中国注册会计师:

中国注册会计师:

二〇一六年三月三十一日

大华会计师事务所(特殊普通合伙)

浙江万邦分所

中国·杭州

中国注册会计师:

中国注册会计师:

二〇一六年三月三十一日

CONSOLIDATE BALANCE SHEET

合并资产负债表

(人民币 RMB)

项目	Items	年末金额	年初金额
流动资产：	Current Assets	—	—
货币资金	Cash	143,490,469.64	381,104,451.30
结算备付金	Cash and Time Deposits		
拆出资金	Loans		
以公允价值计量且其变动计入当期损益的金融资产	Financial Assets at Fair Value Through Profit and Loss		
衍生金融资产	Derivative Financial Assets		
应收票据	Notes Receivable	16,239,690.00	45,536,039.62
应收账款	Accounts Receivable	689,478,027.72	519,604,143.79
预付款项	Prepaid Expenses	14,583,083.20	18,042,370.13
应收保费	Premiums Receivable		
应收分保账款	Acounts Receivable Reinsurance		
应收分保准备金	Subcontract Receivable Reserves		
应收利息	Interest Receivable		
应收股利	Dividends Receivable		
其他应收款	Other	226,624,294.53	76,104,952.39
买入返售金融资产	Buying Back the Sale of Financial Assets		
存货	Inventory	290,131,827.84	374,163,271.85
其中：原材料	Including: Raw Material	54,722,595.57	69,349,093.18
库存商品（产成品）	Finished Goods	171,922,756.15	220,620,626.00
划分为持有待售的资产	Classified as Assets Held for Sale		
一年内到期的非流动资产	Current Assets Expired in a Year		
其他流动资产	Other Current Assets	50,912,542.43	44,602,699.18
流动资产合计	Total Current Assets	1,431,459,935.36	1,459,157,928.26
非流动资产：	Non-Current Assets	—	—
发放贷款及垫款	Loans Extension and Advanced Cash		
可供出售金融资产	Marketable Financial Assets	55,406,253.24	29,600,802.80
持有至到期投资	Held-to-due Investment		
长期应收款	Long-term Accounts Receivable	13,197,000.00	
长期股权投资	Long-term Equity Investment	20,270,589.36	4,045,402.92
投资性房地产	Investment real estate		
固定资产原价	Fixed Assets Original Cost	452,600,659.80	646,470,612.45
减：累计折旧	Less:Deduction of Accumulated Depreciation	193,834,527.39	270,980,522.96
固定资产净值	Total Fixed Assets	258,766,132.41	375,490,089.49
减：固定资产减值准备	Less:Fixed Asset Depreciation Reserve	1,194,583.04	1,929,009.61
固定资产净额	Net Fixed Assets	257,571,549.37	373,561,079.88
在建工程	Construction in Progress	28,566,727.88	49,655,530.85
工程物资	Project Material	676,485.40	806,049.56
固定资产清理	Liquidation of Fixed Assets		
生产性生物资产	Biological Assets		
油气资产	Oil and Gas assets		
无形资产	Intangible Fixed Assets	63,785,774.25	69,322,496.90
开发支出	Development Expenditure		
商誉	Goodwill	5,064,883.32	5,064,883.32
长期待摊费用	Long-term Deferred Expense	2,568,107.66	1,378,536.43
递延所得税资产	Deferred Tax Assets	24,232,943.12	22,913,407.91
其他非流动资产	Other Fixed Assets	7,450,789.91	11,027,179.91
其中：特准储备物资	Including:Authorized Material Reserve		
非流动资产合计	Total Fixed Assets	478,791,103.51	567,375,370.48
资产总计	Total Assets	1,910,251,038.87	2,026,533,298.74

(人民币 RMB)

项目	Items	年末金额	年初金额
流动负债：	Current Liabilities	—	—
短期借款	Short-term Loans	155,331,282.06	138,529,498.72
向中央银行借款	Central Bank's Loans		
吸收存款及同业存放	Deposits and Interbank Placement		
拆入资金	Loan from Other Banks		
以公允价值计量且其变动计入当期损益的金融负债	Financial Liabilities at Fair Value Through Profit and Loss		
衍生金融负债	Derivative Financial Liabilities	570,194.71	
应付票据	Notes Payable	472,138,002.26	516,546,738.35
应付账款	Accounts Payable	346,134,280.13	314,175,302.67
预收款项	Received Items in Advance	62,649,851.76	72,619,842.66
卖出回购金融资产款	Financial Asset Sold for Repurchase		
应付手续费及佣金	Commission Payable		
应付职工薪酬	Payroll Payable	77,678,030.75	69,037,542.45
其中：应付工资	Including:Wages Payable	70,391,267.40	62,635,703.14
应付福利费	Welfare Payable		
其中：职工奖励及福利基金	Including:Bonus and Welfare Fund		
应交税费	Tax Payable	20,489,368.22	35,166,345.00
其中：应交税金	Including:Accrued Tax	20,226,117.37	34,928,093.83
应付利息	Interest Payable	456,628.08	502,699.13
应付股利	Dividends Payable		
其他应付款	Other	12,918,534.05	18,117,970.14
应付分保账款	Accounts Payable Reinsurance		
保险合同准备金	Provision for Insurance Contracts		
代理买卖证券款	Acting Trading Securities		
代理承销证券款	Acting Underwriting Securities		
划分为持有待售的负债	Liabilities Classified as Held for Sale		
一年内到期的非流动负债	Non-current Liabilities Expired in a Year	150,000,000.00	50,000,000.00
其他流动负债	Other Current Liabilities		
流动负债合计	Total Current Liabilities	1,298,366,172.02	1,214,695,939.12
非流动负债：	Fixed Liabilities	—	—
长期借款	Long-term Loans	51,410,911.00	181,763,638.00
应付债券	Bond Payable		
长期应付款	Long-term Payables		
长期应付职工薪酬	Long-term Employee Benefits Payable		
专项应付款	Special Payables		
预计负债	Accrued Liabilities		
递延收益	Deferred Income	1,280,000.00	450,000.00
递延所得税负债	Deferred Tax Liabilities	19,856,336.01	16,949,990.57
其他非流动负债	Other Fixed Liabilities		
其中：特种储备基金	Including:Authorized Reserve Fund		
非流动负债合计	Total Fixed Liabilities	72,547,247.01	199,163,628.57
负债合计	Total Liabilities	1,370,913,419.03	1,413,859,567.69
所有者权益（或股东权益）：	Shareholder's Equity	—	—
实收资本（股本）	Paid-in Capital	200,000,000.00	200,000,000.00
国有资本	State Capital		102,000,000.00
其中：国有法人资本	Including:State Legal Entity Capital		102,000,000.00
集体资本	Collective Capital		98,000,000.00
民营资本	Private capital	200,000,000.00	
其中：个人资本	Including:Individual Capital		
外商资本	Foreign Capital		
减：已归还投资	Less:Capital Redemption		
实收资本（或股本）净额	Net Paid-in Capital	200,000,000.00	200,000,000.00
其他权益工具	Other Equity Instruments		
其中：优先股	Including:Preferred Stock		
永续债	Perpetual Debt		
资本公积	Capital Reserve	6,158,173.86	5,848,971.65
减：库存股	Less:Treasury Stock		
其他综合收益	Other Comprehensive Income	38,020,361.44	18,561,429.85
其中：外币报表折算差额	Including:Currency Translation Differences		
专项储备	Special Reserve	1,380,540.12	1,164,938.04
盈余公积	Retained Earnings	94,205,601.54	80,906,609.68
其中：法定公积金	Including:Legal Reserve of Retained Earnings	94,205,601.54	80,906,609.68
任意公积金	Optional Reserve of Retained Earnings		
储备基金	Reserve Fund		
企业发展基金	Enterprise Expansion Fund		
利润归还投资	Capital Redemption		
一般风险准备	General Risk Preparation		
未分配利润	Undistributed Profit	194,307,197.68	301,791,180.15
归属于母公司所有者权益合计	Total Owners' Equity to Parent Company	534,071,874.64	608,273,129.37
少数股东权益	Minority Shareholders' Euity	5,265,745.2	4,400,601.68
所有者权益（或股东权益）合计	Total Shareholder's Equity	539,337,619.84	612,673,731.05
负债和所有者权益（或股东权益）总计	Total Liabilities and Shareholder's Equity	1,910,251,038.87	2,026,533,298.74

CONSOLIDATED INCOME STATEMENT

合并利润表

(人民币RMB)			
项目	Items	本年金额	上年金额
一、营业总收入	I. Total Operating Income	3,160,724,109.60	3,293,153,784.71
其中：营业收入	Including:Operating Earnings	3,160,724,109.60	3,293,153,784.71
利息收入	Interest Income		
已赚保费	Earned Premium		
手续费及佣金收入	Commision		
二、营业总成本	II. Operating Expenses	2,951,077,490.53	3,074,535,084.16
其中：营业成本	Including:Operating Cost	2,612,530,891.30	2,675,406,589.90
利息支出	Interest Oaid		
手续费及佣金支出	Commission Paid		
退保金	Loan Value		
赔付支出净额	Net Payment Expenditure		
提取保险合同准备金净额	Net Provision for Insurance Contracts		
保单红利支出	Expenditure Dividend Policy		
分保费用	Reinsurance Expense		
营业税金及附加	Operating Tax and Additions	4,889,918.19	6,954,480.30
销售费用	Cost of Sales	181,159,445.83	180,763,505.40
管理费用	Expense of Management	160,096,708.66	166,247,337.78
其中：研究与开发费	Including:R&D Expense	19,160,592.75	23,473,258.02
财务费用	Finance Expenses	-14,954,190.36	28,728,398.47
其中：利息支出	Including:Interest Expense	21,466,230.44	26,763,247.98
利息收入	Interest Income	3,266,088.80	3,955,257.20
汇兑净损失(净收益以“-”号填列)	Net Exchange Loss (Net Income marked with "-")	-38,216,440.68	221,522.13
资产减值损失	Asset Impairment Loss	7,354,716.91	16,434,772.31
其他	Other		
加：公允价值变动收益 (损失以“-”号填列)	Add: Fair Value Changes Income (Loss marked with "-")	-570,194.71	
投资收益(损失以“-”号填列)	Investment Income (Loss mared with "-")	22,524,050.07	25,209,867.2
其中：对联营企业和合营企业的投资收益	Including:Income form Associates		
汇兑收益(损失以“-”号填列)	Exchange Income (Loss Marked with "-")		
三、营业利润(亏损以“-”号填列)	III. Operating Profit (Loss marked with "-")	231,600,474.43	243,828,567.75
加：营业外收入	Add:Non-operating Income	15,784,754.62	9,909,109.28
其中：非流动资产处置利得	Including: Non-current Asset Disposal Income	168,423.05	40,123.09
非货币性资产交换利得	Non-monetary Asset Exchange Income	-	
政府补助	Government Allowance	13,054,325.20	7,508,942.61
债务重组利得	Debt Restructuring Gains	-	
减：营业外支出	Less: Nonbusiness Expense	8,690,384.30	3,815,556.37
其中：非流动资产处置损失	Including: Non-current Asset Disposal Expense	8,110,857.65	1,924,817.69
非货币性资产交换损失	Nonmonetary Asset Exchange Loss		
债务重组损失	Debt Restructuring Loss		

CONSOLIDATED INCOME STATEMENT

合并利润表

(人民币RMB)			
项目	Items	本年金额	上年金额
四、利润总额(亏损总额以“-”号填列)	IV. Total Profit (Loss marked with "-")	238,694,844.75	249,922,120.66
减：所得税费用	Less:Income Tax Expense	61,702,225.91	67,063,713.78
五、净利润(净亏损以“-”号填列)	V. Net Profit (Loss marked with "-")	176,992,618.84	182,858,406.88
归属于母公司所有者的净利润	Owners' net Profit belonging to Parent Company	176,527,475.32	182,635,523.77
少数股东损益	Minority Interest Income	465,143.52	222,883.11
六、其他综合收益的税后净额	VI. Other Comprehensive Income after Tax	19,458,931.59	-1,615,056.88
(一)以后不能重分类进损益的其他综合收益	(1) After Severe Classification into the Profits and Losses of Other Comprehensive Income	-	-
其中：1、重新计量设定受益计划净负债或净资产的变动	Including: To Measure Set Benefit Plan Changes in Net Debt or Equity		
2、权益法下在被投资单位不能重分类进损益的其他综合收益中享有的份额	Under the Equity Method in Classification into the Profits and Losses of the Invested Entity cannot the Share of Other Comprehensive Income		
(二)以后将重分类进损益的其他综合收益	(2) After Severe Classification into the Profits and Losses of Other Comprehensive Income	19,458,931.59	-1,615,056.88
其中：1、权益法下在被投资单位以后将重分类进损益的其他综合收益中享有的份额	Including: Under the Equity Method after the Invested Entity will be Classified into the Share of Profits and Losses of Other Comprehensive Income		
2、可供出售金融资产公允价值变动损益	Available for Sale Financial Assets Changes in Fair Value Gains and Losses	19,458,931.59	-1,615,056.88
3、持有至到期投资重分类为可供出售金融资产损益	The Held-To-Maturity Investment Classified As Available For Sale Financial Assets Gains And Losses		
4、现金流量套期损益的有效部分	The Effective Part Of The Cash Flow Hedging Gains And Losses		
5、外币财务报表折算差额	Currency Financial Statements Convert The Difference		
七、综合收益总额	VII. Total Comprehensive Income	196,451,550.43	181,243,350.00
归属于母公司所有者的综合收益总额	Total Owners' Income belonging to Parent Company	195,986,406.91	181,020,466.89
归属于少数股东的综合收益总额	Total Minority Shareholders' Income	465,143.52	222,883.11
八、每股收益：	VIII. EPS	-	-
基本每股收益	Primary EPS		
稀释每股收益	Dilluted EPS		

CONSOLIDATED CASH FLOW STATEMENT

合并现金流量表

(人民币RMB)			
项目	Items	本年金额	上年金额
一、经营活动产生的现金流量：	I. Cash Flow from operating activities	—	—
销售商品、提供劳务收到的现金	Cash from sales and labor service	2,883,287,450.09	3,155,703,757.09
客户存款和同业存放款项净增加额	Cash received from sale of goods or rendering of services	—	
向中央银行借款净增加额	Net increase in loan from the central bank	—	
向其他金融机构拆入资金净增加额	Net increase in loan from other financial institutions	—	
收到原保险合同保费取得的现金	Cash premiums received on original insurance contracts	—	
收到再保险业务现金净额	Net premium received on reinsurance business	—	
保户储金及投资款净增加额	Net increase in deposits and investments from insurers	—	
处置以公允价值计量且其变动计入当期损益的金融资产净增加额	Net increase from disposal of marketable financial assets	—	
收取利息、手续费及佣金的现金	Cash from interest and commision	—	
拆入资金净增加额	Net increase from loans	—	
回购业务资金净增加额	Net increase in repurchasement business funds	—	
收到的税费返还	Tax Refund	216,175,334.61	142,485,867.28
收到的其他与经营活动有关的现金	Other cash from operation-related activities	22,803,005.81	31,681,074.68
经营活动现金流入小计	Sub-total of cash inflows from operating activities	3,122,265,790.51	3,329,870,699.05
购买商品、接受劳务支付的现金	Cash payment for commodities purchase and labor service	2,577,969,039.31	2,539,363,253.37
客户贷款及垫款净增加额	Net increase in loans and payments on behalf	—	—
存放中央银行和同业款项净增加额	Net increase in deposits with the central bank and interbanks	—	
支付原保险合同赔付款项的现金	Payments of claims for original insurance contracts	—	
支付利息、手续费及佣金的现金	Payments of interest and commission	—	
支付保单红利的现金	Cash payments of policy dividends	—	
支付给职工以及为职工支付的现金	Cash payments to workers and for workers	195,198,876.13	170,270,069.98
支付的各项税费	Varied Tax payments	105,459,229.30	74,783,560.59
支付的其他与经营活动有关的现金	Operation-related payments	155,163,002.72	150,232,246.11
经营活动现金流出小计	Subtotal of operating cash outflows	3,033,790,147.46	2,934,649,130.05
经营活动产生的现金流量净额	Net operating cash flow	88,475,643.05	395,221,569.00

CONSOLIDATED CASH FLOW STATEMENT

合并现金流量表

(人民币RMB)			
项目	Items	本年金额	上年金额
二、投资活动产生的现金流量：	II. Invesstment-related cash flow	—	—
收回投资收到的现金	Cash receipts from disposals and withdrawal on investment	1,404,169,019.59	12,645,348.10
取得投资收益收到的现金	Cash from investment income	6,331,822.37	348,002.50
处置固定资产、无形资产和其他长期资产而收回的现金净额	Net cash recovered from the disposal of fixed assets, intangible assets and long-term assets	1,106,087.38	610,863.60
处置子公司及其他营业单位收回的现金净额	Net cash recovered from the disposal of subsidiaries and other operating units	1,000,000.00	17,904,287.65
收到的其他与投资活动有关的现金	Other investment-related cash reecepts	150,000,000.00	37,391,929.02
投资活动现金流入小计	Investing cash inflow	1,562,606,929.34	68,900,430.87
购建固定资产、无形资产和其他长期资产支付的现金	Payments of fixed assets, intangible assets and long-term assets	56,287,571.08	62,147,960.32
投资支付的现金	Payments for investments	1,394,213,000.00	
质押贷款净增加额	Net increase of mortgage loans		
取得子公司及其他营业单位支付的现金净额	Net cash from subsidiaries and operating units		
支付的其他与投资活动有关的现金	Other investment-related payments	149,809,589.33	
投资活动现金流出小计	Subtotal of investment cash outflow	1,600,310,160.41	62,147,960.32
投资活动产生的现金流量净额	Net cash flow from investments	-37,703,231.07	6,752,470.55
三、筹资活动产生的现金流量：	III. Fundraising cash flow	—	—
吸收投资收到的现金	Cash from investment attractions	400,000.00	
其中：子公司吸收少数股东投资收到的现金	Including:Cash from subsidiaries minority shareholders' investment	400,000.00	
取得借款收到的现金	Cash receipts from borrowings	495,449,004.43	1,063,574,739.78
发行债券收到的现金	Cash receipts from bond issuance		
收到其他与筹资活动有关的现金	Other fundraising cash	20,551,447.42	
筹资活动现金流入小计	Subtotal of fundraising cash inflow	516,800,451.85	1,063,574,739.78
偿还债务支付的现金	Debt Payments	513,255,690.24	1,127,470,613.65
分配股利、利润或偿付利息支付的现金	Dividend, profit and interest payments	292,565,718.29	127,524,418.43
其中：子公司支付给少数股东的股利、利润	Including:Subsidiaries' dividend and profit payements to minority shareholders		
支付的其他与筹资活动有关的现金	Other fundraising cash	68,750.00	
筹资活动现金流出小计	Subtotal of fundraising cash outflow	805,890,158.53	1,254,995,032.08
筹资活动产生的现金流量净额	Net cash flows in fundraing activities	-289,089,706.68	-191,420,292.30
四、汇率变动对现金及现金等价物的影响	IV. Impact of forex rate fluctuations on cash and its equivalents	21,654,760.46	-1,717,736.48
五、现金及现金等价物净增加额	V.Net increase in cash and its equivalents	-216,662,534.24	208,836,010.77
加：期初现金及现金等价物余额	Add: Surplus of the year's opening cash and its equivalents	285,874,752.09	77,038,741.32
六、期末现金及现金等价物余额	VI.Surplus of ended year's cash and its equivalents	69,212,217.85	285,874,752.09

DIRECTORY

机构通讯录



• 中宁化集团有限公司

电话：0574-87348868（总机）
传真：0574-87366775

• 医药事业部（浙江诺柏医药有限公司）

电话：0574-87260209；87260123
传真：0574-87262797
邮箱：pharmaceuticals@ninhua.cn

• 医药研究所

电话：0574-88229589
传真：0574-88229593
邮箱：jenuiszhu@ninhua.cn
地址：宁波市高教园区钱湖南路 1 号

• 浙江朗华制药有限公司

电话：400-881-1828
传真：0576-85588100
邮箱：sales@langhuapharma.com
地址：浙江省化学原料药基地临海园区东海第三大道 7 号

• 农化事业部（宁波三江益农作物保护有限公司）

电话：0574-87346015；87260180
传真：0574-87263319
邮箱：agrochemical@ninhua.cn

• 农药研究所

电话：0574-87774814
传真：0574-87780009
邮箱：zhangzy@sunjoycrop.com
地址：宁波市江北工业园 C 区洪塘广元路 175 号

• 宁波三江益农化学有限公司

电话：0574-87778946
传真：0574-87773812
邮箱：sales@sunjoyagro.com
地址：宁波市镇海区宁波石化经济技术开发区北海路 1165 号

• 制冷工程事业部

电话：0574-87654666
邮箱：hvac@ninhua.cn
地址：宁波市江北工业园 C 区洪塘广元路 175 号

• 宁波艾科制冷工程有限公司

电话：0574-87430221
传真：0574-87432725
邮箱：zhuangsj@icoolglobal.com
地址：宁波市江北工业园 C 区洪塘广元路 175 号

• 嘉德户外事业部（宁波嘉德户外用品有限公司）

电话：0574-87260190
传真：0574-87269903
邮箱：outdoor@ninhua.cn

• 健康食品部（宁波雅滋食品有限公司）

电话：0574-87260163；87262843
传真：0574-87346701
邮箱：healthfood@ninhua.cn

“雅滋雅味”宁波进口商品中心门店

电话：0574-27858599
地址：宁波市江东区会展路 181 号国际会展中心 9 号馆 2010 室

“雅滋雅味”北仑保税区门店

电话：0574-87348868
地址：宁波保税区港东大道 5 号进口商品市场 1 期 102 室

“雅滋雅味”品牌入驻 Choice 西选门店

银泰百货杭州百大店、银泰百货杭州庆春店、银泰百货宁波江东店、银泰百货宁波鄞州万达店、银泰百货宁波东门店、银泰百货宁波杉井奥特莱斯店、银泰百货合肥店

• 石油化工部

电话：0574-87365183
传真：0574-87260230
邮箱：import@ninhua.cn

• Ninhua Group Co.,Ltd.

Tel: 0574-87348868
Fax: 0574-87366775

• Phamaceutical Division (Zhejiang Nuobai Pharmaceutical Co.,Ltd.)

Tel: 0574-87260209 87260123
Fax: 0574-87262797
Email: pharmaceuticals@ninhua.cn

• Phamaceutical Institute

Tel: 0574-88229589
Fax: 0574-88229593
Email: jenuiszhu@ninhua.cn
Add: South Qianhu Rd. No.1, University Garden, Ningbo

• Zhejiang Langhua Pharmaceutical Co. Ltd.

Tel: 400-881-1828
Fax: 0576-85588100
Email: sales@langhuapharma.com
Add: Donghai Third Avenue No. 7, Zhejiang Linhai Raw Pharmaceuticals Zone

• Agrochemical Division (Ningbo Sunjoy Cropsience Co.,Ltd.)

Tel: 0574-87346015; 87260180
Fax: 0574-87263319
Email: agrochemical@ninhua.cn

• Agrochemical Institute

Tel: 0574-87774814
Fax: 0574-87780009
Email: zhangzy@ninhua.cn
Add: Guangyuan Rd., Hongtang, Area C, Jiangbei Industrial Zone, Ningbo

• Ningbo Sunjoy Agrosience Co.,Ltd.

Tel: 0574-87778946
Fax: 0574-87773812
Email: sales@sunjoyagro.com
Add: Beihai Rd. No.1165, Ningbo Petrochemical Economic Development Zone, Zhenhai District, Ningbo

• HVAC Division

Tel: 0574-87654666
Email: hvac@ninhua.cn
Add: Guangyuan Rd., Hongtang, Area C, Jiangbei Industrial Zone, Ningbo

• Icool Ningbo Co., Ltd.

Tel: 0574-87430221
Fax: 0574-87432725
Email: zhuangsj@icoolglobal.com
Add: Guangyuan Rd., Hongtang, Area C, Jiangbei Industrial Zone, Ningbo

• Jarder Outdoor Division (Jarder Outdoor Ningbo Co., Ltd.)

Tel: 0574-87260190
Fax: 0574-87269903
Email: outdoor@ninhua.cn

• Health Food Division(Itaste Food Ningbo Co., Ltd.)

Tel: 0574-87260163; 87262843
Fax: 0574-87346701
Email: healthfood@ninhua.cn

YAZIYAWEI Center of Ningbo Imported Commodities Market

Tel: 0574-27858599
Add: Hall 2010, Building No. 9, Int'l Exhibition Center, Huizhan Rd. No. 181, Jiangdong District, Ningbo

YAZIYAWEI Mall of Beilun Free Trade Zone

Tel: 0574-87348868
Add: Room 102, Phase No.1, Import & Export Commodities Fair, Gangdong St. No. 5, Ningbo Free Trade Zone, Ningbo

YAZIYAWEI entering Intime's Choice Import Supermarkets

Intime Retail Baida Hangzhou Intime Retail Qingchun Hangzhou
Intime Retail Jiangdong Ningbo
Intime Retail Yinzhou Wanda Ningbo Intime Retail Dongmen Ningbo
Intime Retail Shanjing Outlet Plaza Ningbo Intime Retail Hefei

• Petrochemicals Division

Tel: 0574-87365183
Fax: 0574-87260230
Email: import@ninhua.cn