

### China Sunsine Chemical Holdings Ltd.

中国尚舜化工控股有限公司

2Q2009 Results Briefing 30 July 2009



### **Presentation Outline**

- > Financial Highlights
- Key Developments
- Outlook



# **Financial Highlights**



# **Financial Highlights**

RMB ' million	Half Year Ended		Change	Quarter Ended		Change
	30 Jun 09	30 Jun 08		30 Jun 09	31 Mar 09	
Group Revenue	311.8	402.1	(22.5%)	177.7	134.1	32.5%
Gross Profit	65.9	92.8	(29.0%)	43.6	22.3	95.5%
<b>Gross Profit Margin</b>	21.1%	23.1%	-2 pts	24.5%	16.6%	+7.9 pts
Profit Before Tax	41.9	61.1	(31.4%)	29.6	12.3	140.7%
Net Profit	36.4	53.5	(32.0%)	25.5	10.9	133.9%
EPS * (RMB cents)	7.55	10.89	(30.7%)	5.31	2.25	136.0%
NAV per share (RMB cents) as of the period	114.57	111.57	2.7%	114.57	109.14	5.8%

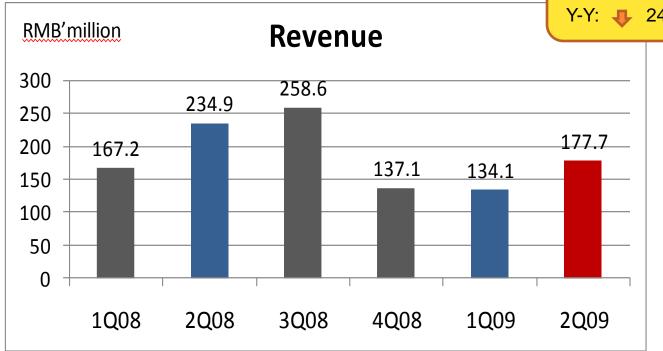
<sup>\*</sup> Based on weighted average number of shares applicable to basic EPS



#### Revenue

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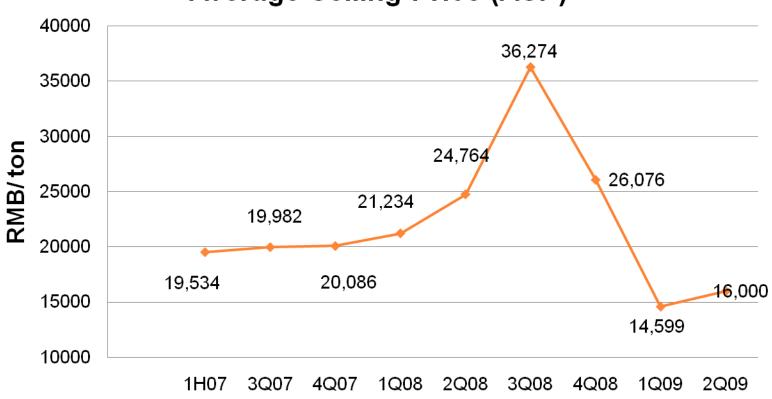
Q-Q: 1 33% Y-Y: 1 24%





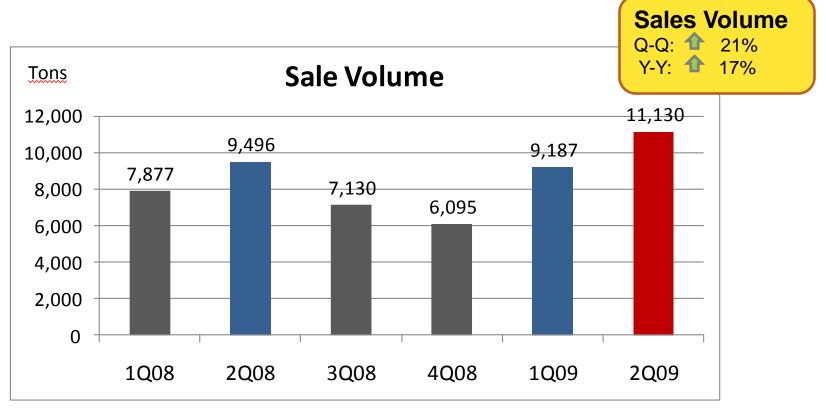
## **Overall Average Selling Price**

#### **Average Selling Price (ASP)**





#### **Sales Volume**



- Sales volume up 21% compared with 1Q09 reflects increase of competitiveness and market share
- Continued support from existing customers, new customers



• Pirelli

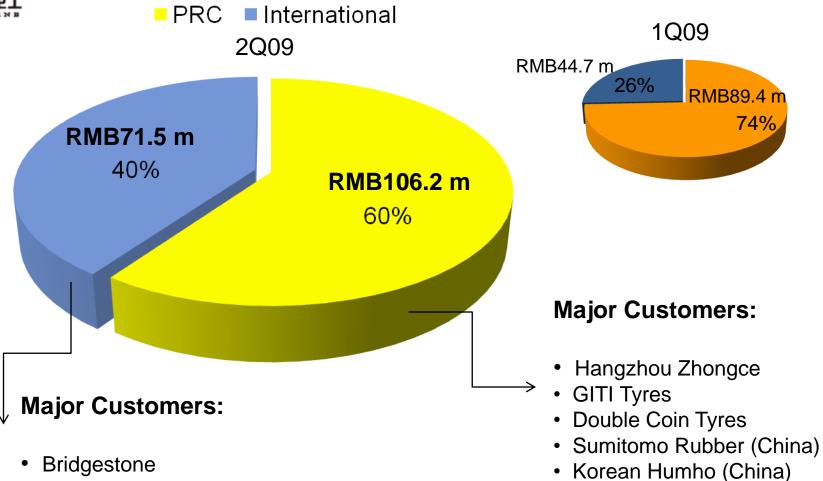
Continental

Goodyear

Sumitomo Rubber

PT Gajah Tunggal

#### **Sales Contribution**



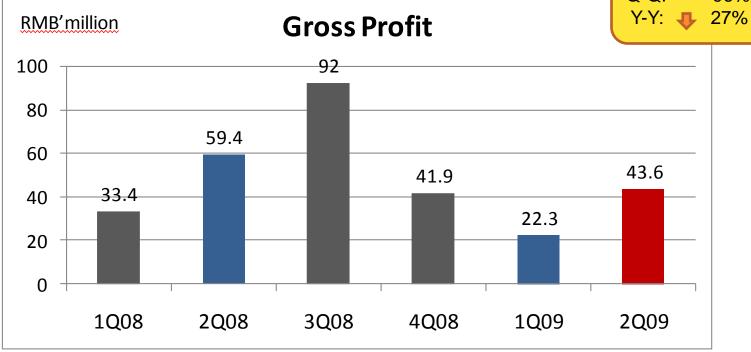
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#### **Gross Profit**



Q-Q: 1 96%

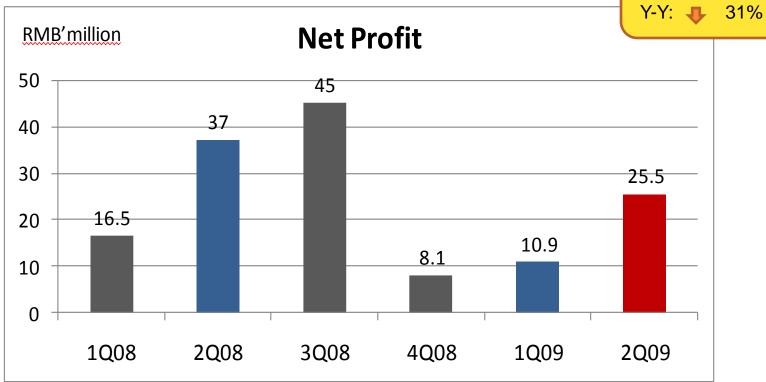




### **Net Profit**

#### **Net Profit**

Q-Q: 134%





## Operating Expenses (2Q09 vs 2Q08)

#### Selling and distribution expenses

- Declined by 6.7% to RMB5.6 mln in 2Q09
- Due to lower shipping cost offset by higher volumes of shipments incurred

#### Administrative expenses

- Increased by 11.1% to RMB10.0 mln in 2Q2009
- Due to increase in overall headcount and related expenses

#### Research costs

Declined by 90.5% to RMB0.2 mln, previous project not repeated

#### Other operating costs

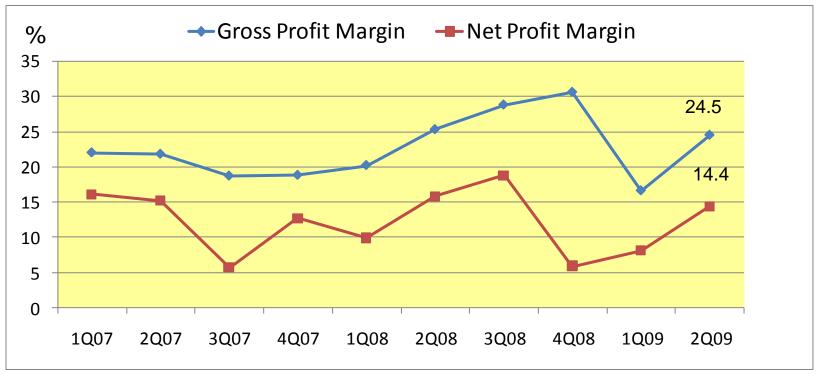
- Reduced to RMB0.4 mln from RMB2.1 mln in 2Q08
- Prior year exchange loss of RMB1.8 mln not repeated

#### Taxation costs

12.5% taxation of RMB4.1 million



## **Margins Analysis**



- Gross profit margin improved due to lower raw material costs, increase of efficiency, economics of scale
- Demand picked up from the lowest period in 4Q08



## **Balance Sheet Highlights**

RMB 'million	30/06/2009	31/12/2008
Current assets	551.9	477.2
Current liabilities	202.2	122.6
Non-current assets	199.7	185.9
Non-current liabilities	0	0
Shareholders' equity	548.7	540.5
Cash+Notes receivables*	316.4	252.7

<sup>\*</sup>Note: Cash RMB285.9 mln, Notes receivables RMB30.5 mln



# **Key Financial Ratios**

	2Q09	1Q09	FY08
Current assets / Current Liabilities	2.7	3.4	3.9
Avg Receivables Turnover (days)	59	69	52
Avg Payables Turnover (days)	10	15	10
Avg Inventory Turnover (days)	31	44	31
Cash Conversion Cycle (days)	80	98	73
Gearing Ratio	Net cash	Net cash	Net cash
NAV per share (RMB cents) as of end period	114.57	109.14	111.57



# **Key Developments**



#### **Key Development in 2Q09**



# Completion of 7000-ton MBTS Plant

(Foray into pharma market)



Setting up Risk Management Advisory Committee



Partnership with India's Leading Distributor- Malaney Group



## **Ongoing Projects Glance**

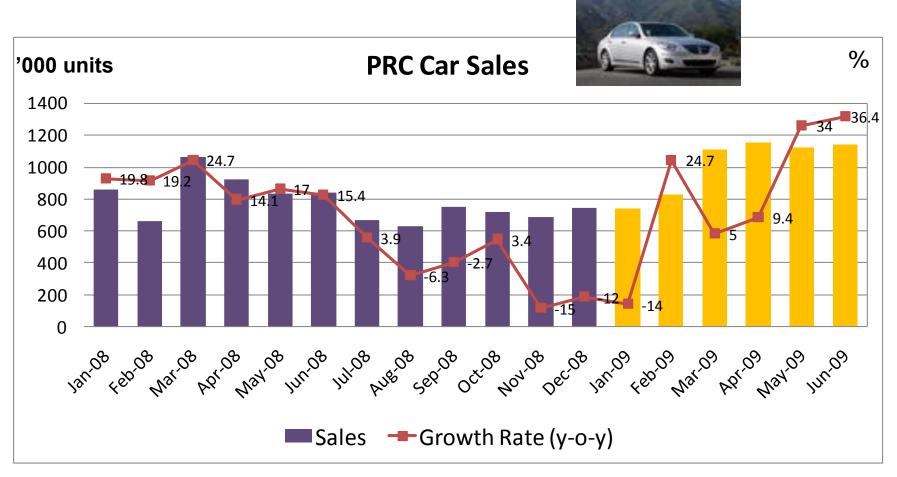
	Project	Progress	CapEx
f	nsoluble Sulphur plant from 5,000 to 10,000 tons	Completion by End 2009	RMB 10 million
f	Anti-Oxidant TMQ plant from 5,000 to 10,000 tons	Completion by End 2009	RMB 10 million
- 1	DCBS of 3,000 tons production workshop	Completion by FY2009	RMB 15 million
	MBTS of 7,000 tons plant	Construction completed, commercial production w.e.f . Aug 2009	RMB 20 million
t	Upgrading waste-water treatment plant at facility 2	Completion by 3Q2009	RMB 20 million
R&D centre, Office Building, worker's canteen and rest quarters at Facility 2		Completion by end of FY2009	RMB 20 million



## **Outlook for FY2009**



#### **PRC Automotive Market**





## **Challenges & Opportunities Ahead**

Benefiting from the strong PRC automotive market recovery in 1H09

#### **Challenges:**

- High oil price may dampen the sales of cars
- International car market recovery?
- Potential protectionist action from the U.S government to reject Chinese tyre imports into US market

#### **Opportunities:**

- Strong cost-leadership position, high quality and increase of economics of scale help us to stay ahead
- Efforts on expanding market share:
  - More competitive pricing
  - Increased efforts on sales/marketing activities e.g. India, Latin
     America
- New products in the pipeline



### Chairman's Message

"The improvement of business results illustrates the effectiveness of our strategy which is to be more price competitive, and expand new markets through various channels. As a result, we have achieved another historical high sales volume. We are confident of the profitability for the rest of year 2009."



Xu Cheng Qiu Executive Chairman



## Beyond FY2009...2010-2012

- Recovery in global tyre/auto, China/India/Brazil growth Engines
- Strategy:
  - Up market share N. America, LatinAmerica, Europe
  - Global mkt share 15%-20% for accelerators
  - 2 growth engines for China Sunsine
    - Insoluble Sulphur
    - Antioxidant

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#### **Q & A**

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