

## China Sunsine Chemical Holdings Ltd.

中国尚舜化工控股有限公司

3Q2009 Results Briefing 30 Oct 2009



### **Presentation Outline**

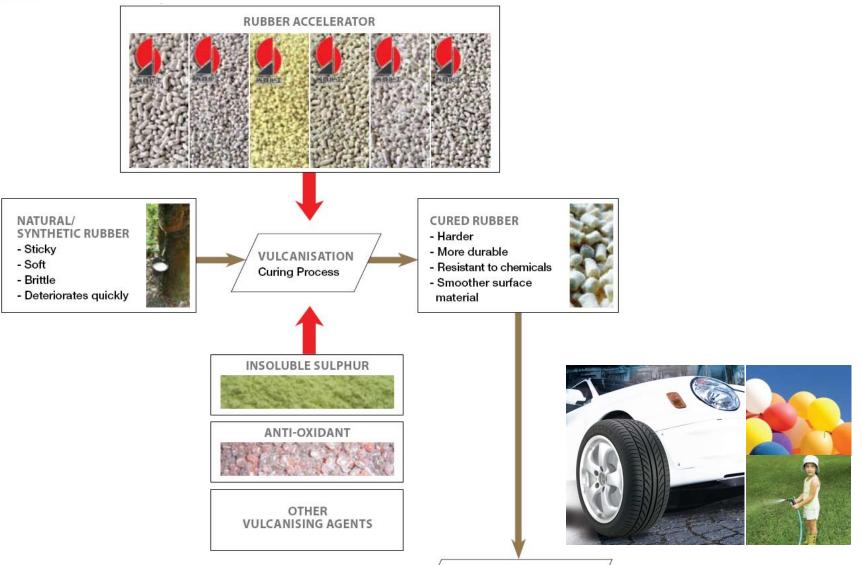
- Company Introduction
- > Financial Highlights
- Key Developments/New Project
- Outlook



# **Our Company**



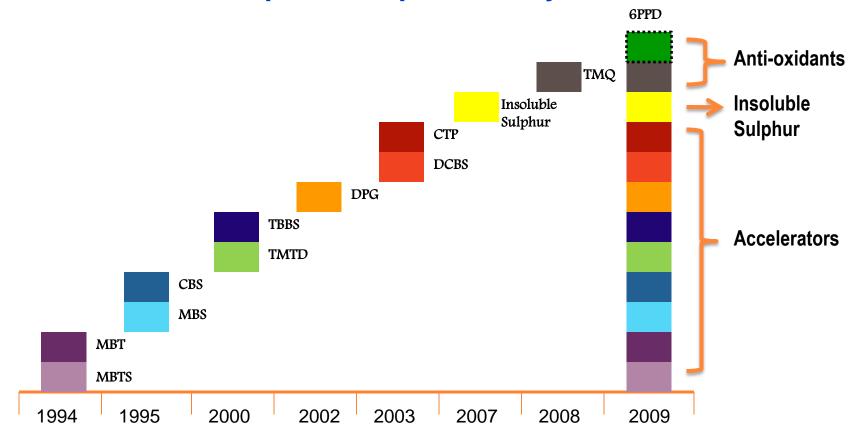
### **Our Products**





### **Our Products**

# **Expanding product range with the Introduction of new products periodically**





### **Market Position**

### Global No. 1 producer of rubber accelerators

#### **Global Top 3 Accelerator Producers**

Company	Annual Capacity
China Sunsine	50,000 tons
LANXESS Corp.	45,000 tons
Chemtura	<30,000 tons

#### **PRC Top 3 Accelerator Producers**

Company	Annual Capacity
China Sunsine	50,000 tons
Tianjin Organic (SOE)	26,000 tons
Zhenjiang No. 2 Chemical (SOE)	19,000 tons

Current market share (FY08):

PRC ~ 19%

Global ~ 8%

Target: Global market share >15% by 2011



## **Strong Customer Base**

Quality growth from strong customer base of over 600 customers including Global and PRC tyre makers







## **Strong Customer Base**

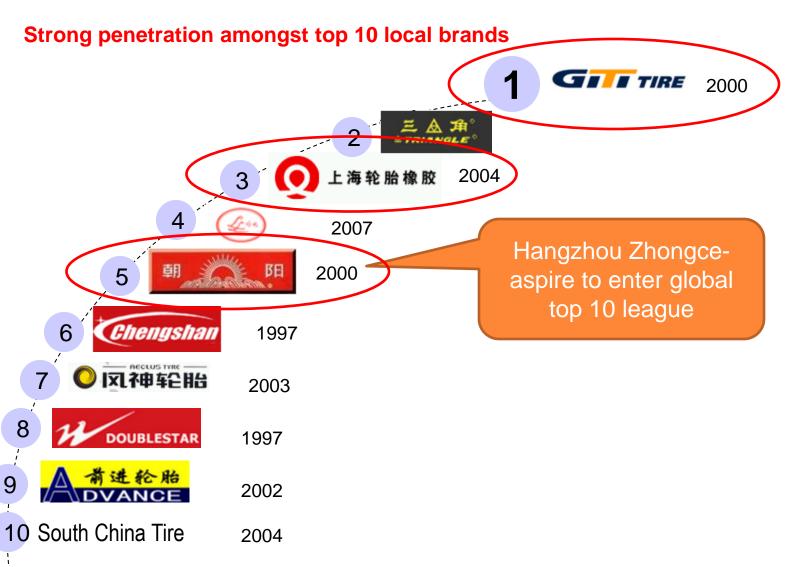
Serves 45 of Global Top 75 tire makers, including ALL of the Global Top 10 Int'l Tyre Manufacturers



2003



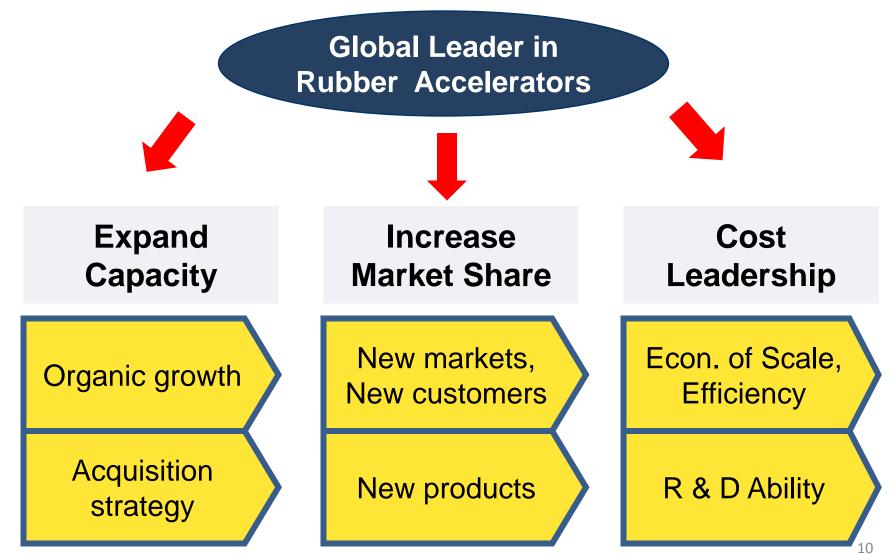
## **Strong Customer Base**



Source: http://www.tirebusiness.com.



## **Business Strategy**





## **Capacity Expansion**

### **Updated Annual Capacity (Tons)**



	FY2007	FY2008	FY2009e
Rubber Accelerators	39,000	50,000	55,000
Insoluble Sulphur	5,000	5,000	10,000
Anti-oxidant	-	5,000	10,000



# **Financial Highlights**



## **Financial Highlights**

RMB 'million	9 Month	s Ended	Change	Quarter	· Ended	Change
	30 Sept 09	30 Sept 08		30 Sept 09	30 June 09	
Group Revenue	513.5	660.8	(22.3%)	201.7	177.7	13.5%
<b>Gross Profit</b>	110.4	184.9	(40.3%)	44.5	43.6	2.1%
<b>Gross Profit Margin</b>	21.5%	28.0%	-6.5 pts	22.1%	24.5%	-2.4 pts
Profit Before Tax	70.7	113.8	(37.9%)	28.8	29.6	(2.7%)
Net Profit	61.4	98.6	(37.7%)	25.0	25.5	(2%)
EPS * (RMB cents)	12.79	20.05	(36.2%)	5.24	5.31	(1.3%)
NAV per share (RMB cents) as of the period	119.92	109.84	9.2%	119.92	114.57	4.7%

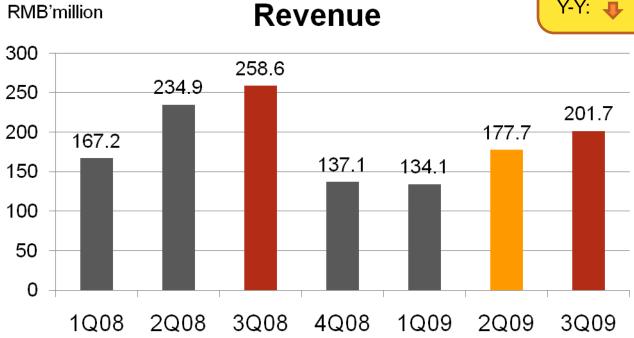
<sup>\*</sup> Based on weighted average number of shares applicable to basic EPS



### Revenue

#### Revenue

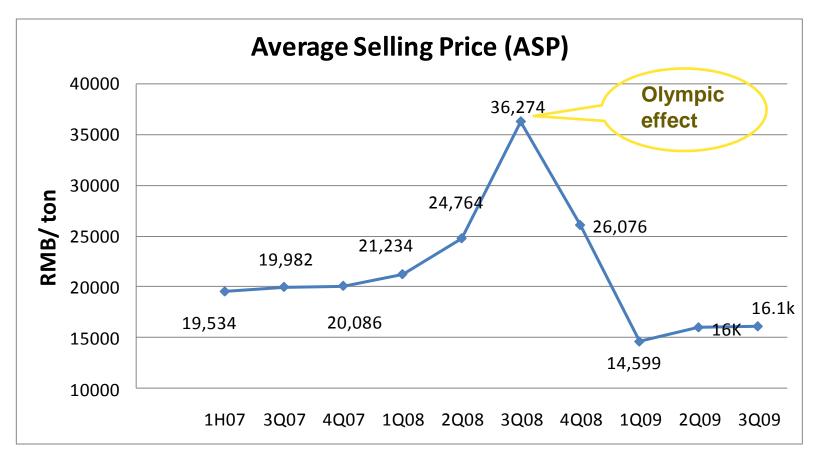
Q-Q: 13.5% Y-Y: 22.0%



- Continuous weak pricing in recession year
- But higher sales volume



## **Overall Average Selling Price**

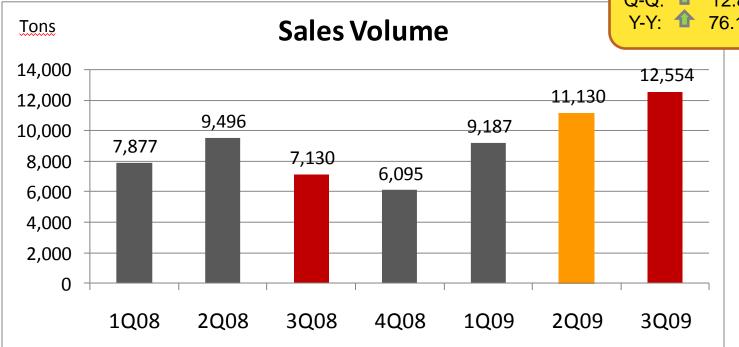




### Sales Volume



Q-Q: 1 12.8% 76.1%



- Sales volume up 12.8% compared with 2Q09 resulted from our increasing competitiveness and market share
- Continued support from existing customers and new customers



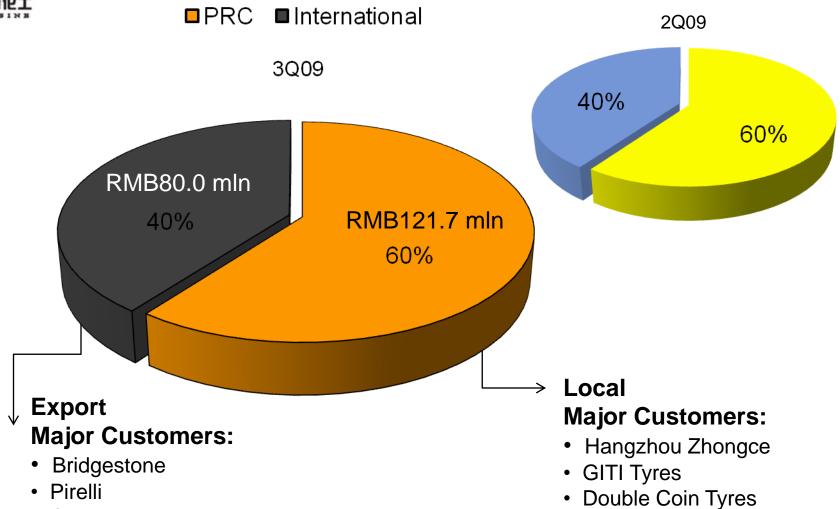
Continental

Goodyear

Sumitomo Rubber

PT Gajah Tunggal

### **Sales Contribution**



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Sumitomo Rubber (China)

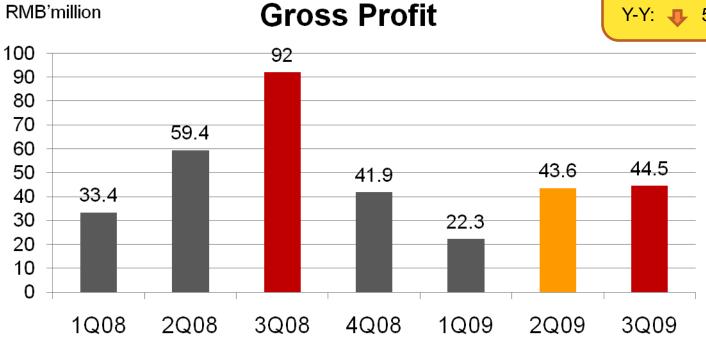
Korean Kumho (China)



### **Gross Profit**

#### **Gross Profit**

Q-Q: 1 2.1% Y-Y: 1 51.6%

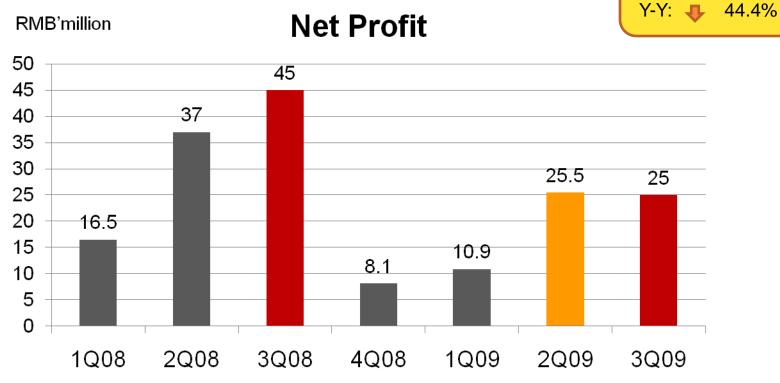




### **Net Profit**



Q-Q: • 2.0%





## Operating Expenses (3Q09 vs 3Q08)

#### Selling and distribution expenses

- Declined by 54% to RMB5.3 mln in 3Q09
- Due to lower shipping cost, lower sales commission and lower sales taxes and the cut back of most discretionary expenses

#### Administrative expenses

- Declined by 61% to RMB11.2 mln in 3Q2009
- Due to lower staff costs including bonuses, government levies, and lower discretionary expenses
- Absence of RMB5.9 mln provision of doubtful debt in 3Q08

#### Research costs

Declined by 90% to RMB0.2 mln due to cut back of R&D projects

#### Other operating costs

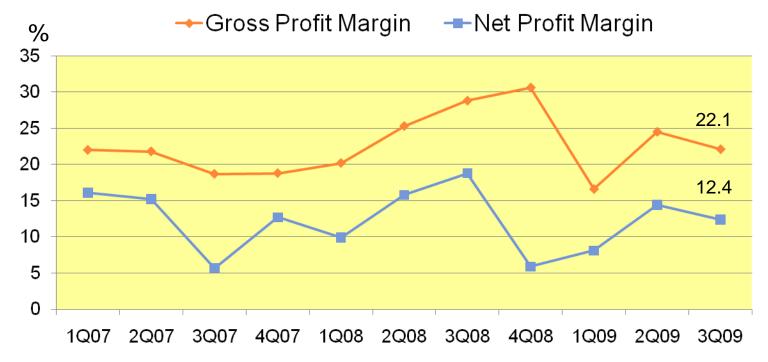
 Lower at RMB1.4 mln, consists of mainly investment income and sales of scrap materials

#### Taxation costs

12.5% taxation of RMB3.9 million



## **Margins Analysis**



• Gross profit margin maintained above 20% within the range of management's expectation of a sustainable long term margin



## **Balance Sheet Highlights**

RMB 'million	30/09/2009	31/12/2008
Current assets	540.3	477.2
Current liabilities	176.5	122.6
Non-current assets	208.9	185.9
Non-current liabilities	0	0
Shareholders' equity	572.7	540.5
Cash+Notes receivables*	279.3	252.7

<sup>\*</sup>Note: Cash RMB227.0 mln, Notes receivables RMB52.3 mln



## **Key Financial Ratios**

	3Q09	2Q09	FY08
Current assets / Current Liabilities	3.1	2.7	3.9
Avg Receivables Turnover (days)	59	59	52
Avg Payables Turnover (days)	10	10	10
Avg Inventory Turnover (days)	27	31	31
Cash Conversion Cycle (days)	76	80	73
Gearing Ratio	Net cash	Net cash	Net cash
NAV per share (RMB cents) as of end period	119.92	114.57	111.57



# **Key Developments**



### **Key Development in 3Q09**



Completion of expansion of Anti-oxidant TMQ from 5,000 tons to 10,000 tons



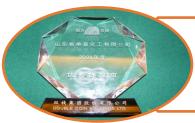
The new MBTS plant in Facility 2 commenced commercial production after satisfactory testing



**Expansion of Insoluble Sulphur plant** 

FY2009: 7,000 to 8,000 tons capacity

1H2010: Upgrade to 10,000 tons



Awarded "Excellent Supplier" from Double Coin Group



## **Ongoing Projects Glance**

Project	Scheduled Completion Date	Status	CapEx
Insoluble Sulphur plant upgrade	<b>FY2009</b> : 7,000-8,000 <b>1H2010</b> : 10,000 capacity	In progress	RMB 10 million
Anti-Oxidant TMQ plant from 5,000 to 10,000 tons	Completion by End 2009	Completed in Sept, Internal testing	RMB 10 million
DCBS of 3,000 tons production workshop	Re-schedule to 3Q2010	Pending, monitoring market demand	RMB 15 million
MBTS of 7,000 tons plant	Construction by 3Q 2009	Completed, commercial production w.e.f Aug 2009	RMB 20 million
Upgrading waste-water treatment plant at facility 2	Completion by 3Q2009	Completed	RMB 20 million
R&D centre, Office Building, worker's canteen and rest quarters at Facility 2	Construction completion by end of FY2009. Operational by 2H2010	Under construction	RMB 20 million

ZΌ



### **Launch of New Project**

### 30,000-ton Anti-oxidant 6PPD (or "4020")

- Total Investment: RMB200 million
- Land area: 100,000 square meter, situated at north of current Facility 2)
- About Anti-oxidant 6PPD:
  - anti-oxidant, together with accelerators and insoluble sulphur are main types of rubber chemicals, widely used in production of tyres and rubber products
  - 6 PPD's superior properties
    - Highly efficient and effective
    - High-tech
    - Environmental friendly, energy saving
    - Highly automated processing
    - No alternatives
  - Capital intensive project





## Launch of New Project

### 30,000-ton Anti-oxidant 6PPD (or "4020")

- Rationale
  - Revenue/profit growth driver
  - Ready customer base, request from customers
  - Leverage on strong brand 'Sunsine'
  - Lower production cost, rich material resources, process knowhow
  - Ready capital resources
- Building Schedule:
  - **Phase 1**: 15,000 tons, expected to be completed by end 1H2010, budget RMB100-120 million. 2H2010 begin trial production for internal and customer testing
  - Phase 2: Scale up to 30,000 tons, completion planned for end 2011, depending on market condition

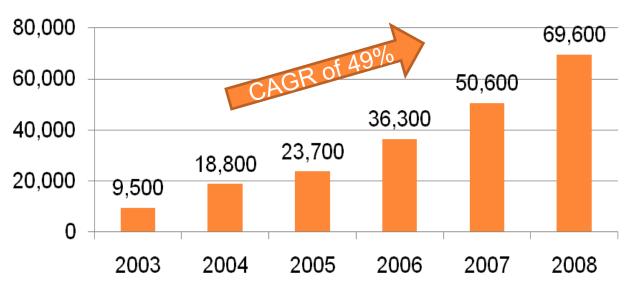


### **Launch of New Project**

### **30,000-ton Anti-oxidant 6PPD (or "4020")**

- Industry Info:
  - 49% growth over last 6 years due to strong consumption demand
  - Global demand estimated 260k TPA

#### **Production Volume of 6PPD in PRC**



Source: Company estimation



### **New Project Introduction**

- Funding:
  - Internal resources
  - Bank loans, or
  - External investors in form of debt/equity securities

"We have ready international and local customer base for this new product. On completion of the project, we expect the product to begin contributing to our bottomline from 2011 onwards."

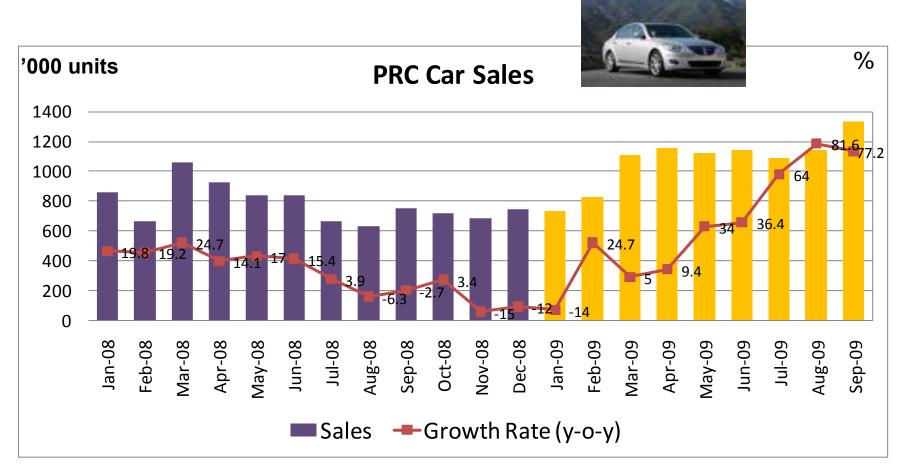
> Xu Cheng Qiu Executive Chairman



## **Outlook for FY2009/2010**



### **PRC Automotive Market**



- Sales over 1 mln units for 7 consecutive months
- China car sales reached 9.7 million units for 9 months ended Sept 2009
- The car sales expected to excess US to be world No. 1 in 2009



## **Challenges & Opportunities Ahead**

#### Benefiting from the strong PRC automotive market recovery

#### **Challenges:**

- In a recession year, selling prices continues to be low, with any adjustments depending on prices of raw materials
- U.S tariff on light truck and passenger car tyres imported from China, may affect Chinese tyre sector in 4Q09 and onwards

#### **Opportunities:**

- Competitive pricing strategy and marketing activities helps to increase market share
- Diversify sales to other tyre companies less or not affected by the U.S. tariff
- Exploring collaboration opportunities in other regions:
  - India, Latin America, and others
- Need for further capacity expansion for accelerators, IS



## Chairman's Message

"We are thankful to our customers who have supported us as much as we have supported them.

With 6PPD, we are essentially providing customers with more choices and building a long-term sustainable growth drivers for Sunsine, and our shareholders."



Xu Cheng Qiu Executive Chairman



## Beyond FY2009...2010-2012

- Recovery in global tyre/auto, China/India/Brazil growth Engines
- Strategy:
  - Increase market share N. America, LatinAmerica,
     Europe
  - Expansion of product line
  - 3 growth engines for China Sunsine
    - Accelerators
    - Insoluble Sulphur
    - Antioxidant (TMQ, 6PPD)

## China Sunsine Chemical Holdings Ltd.

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### **Q & A**

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