Company Study of Ningbo Shanshan Co., Ltd, 2009-2010

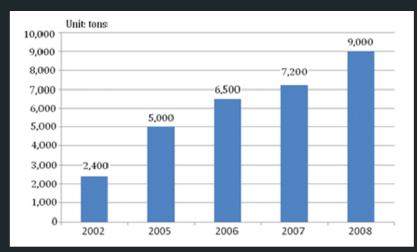


As an emerging sector in China, Lithium-ion battery has been widely used in mobile phones, cameras, video cameras, notebooks, MP3 and other electronics. Due to its distinct advantages in energy conservation and environmental protection, lithium-ion battery industry gets policy support from Chinese Government; in particular the promotion of new energy vehicles will make Li-ion batteries be applied to electric vehicles in large scale.

LiCoO2, a downstream product of lithium cobalt oxide, serves as the core anode material in Li-ion battery production. In 2002, the domestic demand for LiCoO2 reached 2,400 tons, and most of the products relied on import, but with the production of major Chinese manufacturers, production capacity and demand have been greatly raised. In 2006, 6,500 tons were in demand, while more than 9,000 tons were in demand by 2008.



Demand for LiCoO in China, 2002-2008



Source: Research in China

Ningbo Shanshan Co., Ltd. has a complete lithium-ion battery materials system, with products covering cathode, anode and electrolyte. Shanshan develops the upstream industry actively and cooperates with HERON to explore nickel-cobalt mines and reduce the production cost.

In 2008, Shanshan gained the revenue of RMB2.49 billion, with an increase of 14.1% over the same period of last year. Apparel business grew 9.6%, while lithium batteries increased by 40.1%.

In the first half of 2009, Shanshan achieved the sales income of RMB337.87 million from lithium battery business, down 26.31% over the same period of last year; the operating profit got to RMB50.11 million; and the gross profit margin fell by 0.43% from the same period of last year. This was because the declining prices of cobalt, nickel and other raw materials caused the market prices of finished product to drop, therefore the sales revenue and the profit margins decreased.



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