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○ 垌心渡槽 (农业水利灌溉工程, 建于1976年, 位于广西北海市石湾镇境内)  
Tongxin Aqueduct (Water Irrigation Project for Agriculture, built in 1976 in Shiwan Town, Beihai City, Guangxi, China)



# SOCIAL RESPONSIBILITY REPORT 社会责任报告 2018

 广西喷施宝股份有限公司  
GUANGXI PENSHIBAO CO., LTD.

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GUANGXI PENSIBAO CO., LTD.

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## About the Report 关于本报告

本报告是广西喷施宝股份有限公司（以下简称为“喷施宝公司”或“公司”）自2007年加入联合国全球契约组织以来，向有关机构报送和社会公开发布的第11份社会责任报告。报告真实、客观地总结和反映了公司2018年度在经营发展过程中积极履行社会责任的实践与成效。

本报告依据全球报告倡导组织（GRI）的《可持续发展报告指南》相关要求，结合公司实际情况进行编制，时间跨度为2018年1月1日至2018年12月31日。报告经公司董事会审议通过。

This report is the 11th consecutively released social responsibility report of Guangxi Penshibao Co., Ltd since Penshibao Company's entry into the United Nations Global Compact (UNGC) in 2007. The report faithfully and objectively reflects and summarizes the practices and achievements of Penshibao in performing its social responsibilities in 2018.

This report is compiled in accordance with the Corporate real situation and related requirements of Sustainability Reporting Guidelines of The Global Reporting Initiative (GRI), with the time range from 1 January 2018 to 31 December 2018. The report has been reviewed and approved by the Board of Directors of Penshibao.





广西喷施宝股份有限公司董事长 王缉东  
CHAIRMAN WANG JIDONG  
GUANGXI PENSHIBAO CO.,LTD.

## Address from the Chairman 董事长致辞

2018年，公司在面临市场竞争激烈、生产成本上涨过快、资金周转困难、企业转型压力加大等内外部环境下，坚持“健康环保造福人类”理念，坚定信心，励精图治、奋发作为，保持各项经营活动持续平稳发展。

一年来，公司组织全体员工认真学习领会党的十九大报告和中央经济工作会议精神，学习贯彻习近平总书记在民营企业座谈会提出的支持民营企业发展壮大的六个方面政策举措，增强信心，妥善应对和克服发展中的困难和问题。各部门、各市场团队努力开拓，紧紧围绕履行企业社会责任，主动积极开展本职工作，取得良好成绩。特别是经过多年努力，顺利通过国家标准委员会在贵州、辽宁进行的两次现场审核，公司与上海化工研究院共同起草制定的GB/T 17419-2018《含有机质叶面肥料》国家标准，已于2018年5月14日发布，并于当年12月1日正式实施。这个国家标准的实施，填补了长期以来行业产品国家标准的空白，有利于明确规范有机水溶肥的标准管理，为促进行业和农业可持续发展做出重大贡献。

2019年仍然是充满挑战和机遇的一年，公司将理清思路，坚定信心，加强团结，奋力拼搏，为开创喷施宝发展新局面而不懈奋斗。

In 2018, despite the internal and external challenges including fierce market competition, quick production cost increase, difficulties in fund flow, and increased pressure on company transformation, Penshibao stuck to its principles of “Health and environmental protection benefit the entire human race” and was determined and worked actively to maintain the stable development of company operation activities by taking a series of proactive and effective measures.

In the year, Penshibao organized all its staff in studying the reports of the 19th National Congress of CPC and the spirits of the Central Economic Working Conference, and in studying and implementing the six policies proposed by General Secretary Xi Jinping at the symposium with private enterprises, in order to support the development and growth of private enterprises. Penshibao was confident and took appropriate actions to overcome its difficulties and troubles in enterprise development. All departments and marketing teams worked actively at various positions in performing Penshibao’s social responsibilities, and their efforts were well rewarded. Especially through the efforts for years, Penshibao successfully passed two field inspections by the Standardization Administration of China respectively in Guizhou and Liaoning. Penshibao worked with Shanghai Research Institute of Chemical Industry in developing the national standard GB/T 17419-2018 Foliar Fertilizer with Organic Matter which was issued on May 14, 2018 and implemented on December 1, 2018. The implementation of this standard successfully solved the challenges of the unavailability of national standards on the industrial products, and therefore was positive to regulate the standardization and management of organic water-soluble fertilizer and contributed greatly to the sustainable development of agriculture and the related industry.

2019 is still a year with many challenges and opportunities, and Penshibao will clarify its development strategies, unify all strengths and work hard and confidently for the new blue print of the company.

董事长: 王缉东  
Chairman: Wang Ji Dong



**企业宗旨：健康环保 造福人类**

Corporate Tenet: Healthy and Environmentally-friendly, Benefit the Human.

**企业理念：以农为本 低碳环保**

Corporate Concept: Agriculture-oriented, Low-carbon Life

**企业精神：和谐诚信 勤奋创新**

Corporate Spirit: Harmonious, Honest, Diligent and Innovative

**管理目标：执行沟通 求实节俭**

Management Objectives: Implement, Communicate, Practical and Frugal

**质量目标：安全高效 保质保量**

Quality Objectives: Safe, Efficient, Quality and Quantity Assured

**市场目标：立足国内 放眼世界**

Market Objectives: Standing on China, Embrace the World



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## About Penshibao Company 公司简介

喷施宝公司创建于1985年，是国内较早、规模较大、最具品牌影响力的水溶肥研发、生产、销售、服务企业，被授予中国水溶肥十大品牌等荣誉称号，被认定为国家高新技术企业和国家知识产权优势企业，是有机叶面肥国家标准起草单位和联合国全球契约组织成员企业。

喷施宝公司致力研发生产的拥有独立知识产权和国家技术专利的喷施宝系列产品，经过中国农业农村部全国农业技术推广服务中心、耕地质量监测保护中心，中国农业大学、华中农业大学、湖南农业大学、福建农林大学等科研机构试验研究表明，对增产增收、改善品质、提高抗性、降解农药残留、减少化肥使用量、防治与修复土壤污染、促进富硒健康农业发展具有明显效果。

近年来，喷施宝公司认真贯彻国家提出的绿色发展理念，以及农业农村部部署的土壤污染防治和化肥农药使用量零增长行动，坚持科技创新，调整产品结构，转变营销模式，履行社会责任，为谱写新时代乡村全面振兴新篇章而不懈努力。

Founded in 1985, Penshibao has now become the earliest and one of the largest and most influential enterprises in water-soluble fertilizer development, production, sales and services. It was awarded the honorable title of Top Water-Soluble Brand in China, and was recognized as a national high-tech enterprise and advantageous enterprise in the fields of intellectual properties, and was one of the compilers of national standards on foliar fertilizer and a member to the UN Global Compact.

Penshibao was devoted to the R&D and production of Penshibao series products with its independent intellectual property rights and national patents. It has been found through the tests and experiments conducted by the Ministry of Agriculture and Rural Affairs National Agricultural Technology Promotion and Service Center, the Farm Land Quality Supervision and Protection Center, China Agricultural University, Huazhong Agricultural University, Hunan Agricultural University, and Fujian Agriculture and Forestry University, that Penshibao series products work effectively in increasing the farm production, improving farm product quality, improving the crops resistance, decomposing pesticide residues, lowering the fertilizer use, soil pollution prevention and restoration, and promoting the development of Selenium-rich healthy agriculture.

In recent years, Penshibao carefully and thoroughly implemented the national strategies of green development and the action plans required by the Ministry of Agriculture and Rural Affairs for soil pollution prevention and zero increase of pesticide use. Penshibao stuck to the technological innovation and adjustment to product structures, and has successfully transformed its marketing models and performed its social responsibilities, all of which marked the continuous efforts and contribution of Penshibao to development rural regions in the new era.

# Corporate Events 2018 公司2018年纪事



- 1月15日 2018喷施宝公司新战略研讨会在北海总部举行。  
January 15 Peshibao Seminar on New Strategies 2018 was held at the headquarters in Beihai.
- 1月25日 广西大学课题组就参与全国特色海洋项目前来公司考察调研。  
January 25 A research group from Guangxi University visited Peshibao for investigation in relation to the participation in the national feature marine programs.
- 1月25日 四川省雅安市委常委、副市长葛书院和雅安市供销社负责人等一行前来公司考察调研。  
January 25 Mr. Ge Shuyuan, member of the standing CPC Committee of Ya'an Sichuan, Vice Mayor, and the responsible persons from Ya'an Supply and Market Agency visited Peshibao for investigation.
- 2月2日 农业农村部耕地质量监测保护中心在北海召开2017年喷施宝优质耕地培育技术培训会。  
February 2 Peshibao High-Quality Farm Cultivation Technology Training Session 2017 was held in Beihai by Ministry of Agriculture and Rural Affairs Farm Quality Supervision and Protection Center.
- 2月27日 北海市副市长刘翔与市海洋局等部门领导前来公司调研座谈。  
February 27 Mr. Liu Xiang, Vice Mayor of Beihai and related leaders from the Beihai Ocean Administration and Fishery visited Peshibao for a symposium and investigation.
- 3月15日 中央统战部原副部长、全国工商联原党组书记胡德平一行前来公司了解创新发展情况。  
March 15 Mr. Hu Deping, former Minister of the United Front Work Department of CPC Central Committee and former Secretary of CPC Committee of All-China Federation of Industry and Commerce visited Peshibao for investigation of latest development of company innovation.
- 3月30日 喷施宝公司与四川省雅安市供销合作社在雅安市名山区举行绿色农资捐赠仪式。  
March 30 Peshibao and Sichuan Ya'an Supply and Market Cooperative held the donation ceremony of green farm materials.
- 3月30日 喷施宝公司出席2018年中国-东盟博览会柬埔寨展。  
March 30 Peshibao attended the China-ASEAN Expo 2018 Cambodia Exhibition.
- 4月25日 喷施宝公司应邀出席生物刺激素国际法规及标准论坛。  
April 25 Peshibao was invited and attended the International Laws, Regulations and Standard Forum for Biostimulant.

- 5月5日 柬埔寨CPMK进出口公司林萌董事长一行前来喷施宝公司考察洽谈合作事宜。  
May 5 Mr. Lin Meng, Chairman of Cambodia CPMK visited Peshibao for negotiation on new cooperation programs.
- 5月14日 喷施宝公司参与起草的有机叶面肥国家标准正式发布。  
May 14 Peshibao attended, as a compiler, the official issuance ceremony of national standard on Foliar Fertilizer with Organic Matter.
- 6月3日 广西商标品牌强桂战略宣讲团前来喷施宝公司进行实地调研宣讲活动。  
June 3 Strong Guangxi Strategy Promotion Group for Guangxi Brands visited Peshibao for field investigation and strategy promotion.
- 7月6日 国家“十三五”海洋经济创新发展示范工作第二批示范城市督导组前来公司考察指导。  
July 6 The Supervision Panel for the 2nd group of demonstrative cities for National "13th Five-Year Plan" Maritime Economy Innovation, Development and Demonstration visited Peshibao for investigation.
- 8月22日 喷施宝公司参与北海市爱心企业资助贫困大学生捐赠活动。  
August 22 Peshibao participated in the donation activity of Beihai enterprises to impoverished university undergraduates.
- 10月16日 喷施宝公司被授予赞助协办全国肥料双交会特殊贡献奖。  
October 16 Peshibao was granted Special Award for sponsoring and assistance in the national fertilizer trade affairs.
- 11月26日 公司董事长王缉东出席第七届联合国企业与人权论坛大会。  
November 26 Peshibao Chairman Wang Jidong attended the 7th UN Enterprise and Human Right Forum.
- 12月19日 喷施宝公司创始人王祥林出席新时代全要素生产率创新院士论坛活动。  
December 19 Peshibao founder Wang Xianglin attended the New Era TFP Innovation Academician Forum.
- 12月24日 喷施宝集团董事长王祥林出席广西民企话改革开放四十年主席峰会。  
December 24 Peshibao Chairman Wang Xianglin attended the Chairman Summit for 40th Anniversary of China Reform and Opening.



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## Social Responsibility Management 社会责任管理



## Employee Right Protection 员工权益保护

1. 公司严格遵守《劳动法》和《劳动合同法》，规范执行劳动用工制度，与员工通过平等协商签订劳动合同，严格执行工作时间和休息、休假制度。

1. Penshibao regulates its employment policies and enters into employment contracts with employees through equal negotiation and in strict accordance with the Labor Law and Labor Contract Law, and strictly follows the regulations on work time and holidays during the employment period.

2. 公司坚持“以人为本”理念，对员工原有薪酬方案进行适当调整，提高部分岗位基础工资标准，较大幅度上调市场业务员薪资水平。

2. Penshibao adheres to its “human-oriented” philosophies in making necessary adjustments to the employee payment plans, by which Penshibao increased the basic payment to employees at some positions and substantially increased the payments to the marketing and sales staff.

3. 公司加强生产和员工安全管理，坚持严格

按照规定进行监控检查和设备维护保养，重视职业病防治管理，全年无安全生产事故。

3. Penshibao strengthened production safety and employee safety management, and carried out supervision, inspection and equipment maintenance, and major occupational disease prevention in strict accordance with applicable standards and regulations. Through these efforts, no safety accident occurred in the report year.

4. 公司开展各种文体活动，组织员工参加北海高新区2018年“高新杯”运动会、前往浦北县五皇山国家地质公园旅游，活跃业余文化生活，增进团队合作意识。

4. Penshibao launched a number of sports and recreational activities, including the “Gaoxin Cup” Sport Meeting 2018 of Beihai High-Tech Development Zone, the tourism to Wuhuangshan National Geological Park in Pubei County. These activities successfully enriched the lives of Penshibao employees and improved their awareness of teamworking.



## Customer Right Protection 客户权益保护

1. 公司连续第11年与农业农村部农业技术推广合作，在31个省区对进行新产品和立体施肥新模式的试验示范，为客户推广使用提供技术服务支持。

1. Penshibao cooperated with the Ministry of Agriculture and Rural Affairs Agricultural Technology Promotion Center in consecutively 11 years, and carried out pilot tests and demonstration of Penshibao new products and 3D fertilization in 31 provinces and districts, providing customers with technical supports for the promotion of new technologies.



## 2008-2018年“喷施宝”增产情况汇总表

Summary of increased farm yield with Penshibao products, 2008-2018

作物	常规对照增收 (公斤/亩)	与清水对照增收 (公斤/亩)	与常规对照增收 百分比%	与清水对照增收 百分比%
黄瓜	416.8	387.9	28.6%	26.1%
枸杞	180.0	150.0	30.0%	23.8%
蘑菇	106.6	101.7	17.8%	16.9%
辣椒	240.3	256.9	18.7%	16.7%
菜花	290.8	260.1	17.6%	15.4%
油菜	15.3	13.7	14.7%	13.0%
花生	24.5	27.6	10.5%	11.6%
猕猴桃	187.3	124.3	15.9%	10.1%
茄子	261.0	251.6	10.6%	10.1%
大豆	18.6	17.1	11.4%	9.5%
马铃薯	202.9	154.1	12.6%	9.2%
小白菜	315.9	269.2	10.6%	9.0%
芹菜	464.2	631.0	6.2%	8.7%
柑橘	257.8	205.2	17.7%	8.2%
棉花	21.2	15.0	9.5%	8.1%
番茄	388.9	366.6	8.5%	8.0%
葡萄	178.9	132.2	10.7%	7.7%
芒果	72.9	57.0	9.8%	7.5%
小麦	37.6	32.6	8.8%	7.5%
梨	427.0	303.0	10.4%	7.2%
苹果	509.9	174.1	10.2%	6.9%
蜜柚	216.8	181.6	8.3%	6.8%
水稻	38.3	32.0	7.4%	6.1%
烟草		9.2	7.4%	6.0%
玉米	44.3	39.0	6.9%	5.9%
娃娃菜	402.0	425.0	5.4%	5.7%
冬枣	76.3	62.9	6.8%	5.5%
谷子	30.0	16.7	8.6%	4.6%
胡萝卜	193.0	186.0	4.6%	4.4%
脐橙	153.9	73.6	6.5%	2.9%
甘蔗	566.7	96.7	9.3%	1.5%
向日葵	154.3		308.6%	

## 2008-2018年“喷施宝”增产情况汇总表

Summary of increased farm yield with Penshibao products, 2008-2018

Crops	Increased Production over Normal Reference Group (kg/Mu)	Increased Production over Reference Group with Fresh Water (kg/Mu)	Percentage of Increase over Normal Reference Group (%)	Percentage of Increase over Reference Group with Fresh Water (%)
Watermelon	416.8	387.9	28.6%	26.1%
Medlar	180.0	150.0	30.0%	23.8%
Mushroom	106.6	101.7	17.8%	16.9%
Pepper	240.3	256.9	18.7%	16.7%
Cauliflower	290.8	260.1	17.6%	15.4%
Oilseed rape	15.3	13.7	14.7%	13.0%
Peanut	24.5	27.6	10.5%	11.6%
Kiwi Fruit	187.3	124.3	15.9%	10.1%
Eggplant	261.0	251.6	10.6%	10.1%
Soybean	18.6	17.1	11.4%	9.5%
Potato	202.9	154.1	12.6%	9.2%
Pakchoi	315.9	269.2	10.6%	9.0%
Celery	464.2	631.0	6.2%	8.7%
Mandarin	257.8	205.2	17.7%	8.2%
Cotton	21.2	15.0	9.5%	8.1%
Tomato	388.9	366.6	8.5%	8.0%
Grape	178.9	132.2	10.7%	7.7%
Mango	72.9	57.0	9.8%	7.5%
Wheat	37.6	32.6	8.8%	7.5%
Pear	427.0	303.0	10.4%	7.2%
Apple	509.9	174.1	10.2%	6.9%
Honeypomelo	216.8	181.6	8.3%	6.8%
Rice	38.3	32.0	7.4%	6.1%
Tobacco		9.2	7.4%	6.0%
Corn	44.3	39.0	6.9%	5.9%
Baby cabbage	402.0	425.0	5.4%	5.7%
Winter jujube	76.3	62.9	6.8%	5.5%
Millet	30.0	16.7	8.6%	4.6%
Carrot	193.0	186.0	4.6%	4.4%
Navel orange	153.9	73.6	6.5%	2.9%
Sugarcane	566.7	96.7	9.3%	1.5%
Sunflower	154.3		308.6%	

## 2008-2018年“喷施宝”增收情况汇总表

Summary of increased agricultural revenue with Penshibao products, 2008-2018

作物	与常规对照增收 (元/亩)	与清水对照增收 (元/亩)	与常规对照增收 百分比%	与清水对照增收 百分比%
蘑菇	1668.1	1589.7	17.4%	16.5%
枸杞	1790.0	1490.0	29.8%	23.7%
黄瓜	974.4	1127.6	22.3%	26.7%
葡萄	1261.6	945.6	9.4%	6.9%
番茄	861.3	821.6	8.3%	8.1%
茄子	787.6	779.4	8.1%	8.0%
辣椒	497.6	560.0	15.3%	17.3%
猕猴桃	849.6	545.2	13.4%	8.2%
蜜柚	585.6	540.0	7.5%	6.8%
苹果	434.6	510.5	5.3%	6.2%
冬枣	512.8	469.2	5.3%	5.0%
菜花	505.6	451.9	18.5%	16.2%
芒果	555.2	448.0	9.3%	7.4%
柑橘	447.9	423.2	16.6%	7.3%
娃娃菜	365.0	393.0	4.1%	4.4%
小白菜	396.2	338.3	9.4%	7.8%
梨	767.9	222.5	7.5%	2.1%
甘蔗	1315.1	217.1	9.0%	1.4%
棉花	198.3	209.0	10.7%	12.5%
脐橙	413.0	208.9	5.3%	2.4%
花生	185.2	199.5	16.3%	18.3%
烟草		167.4	16.3%	4.1%
马铃薯	185.4	150.5	9.8%	8.0%
胡萝卜	96.8	116.8	3.1%	3.8%
油菜	117.1	114.0	13.2%	12.9%
大豆	55.8	107.9	4.9%	7.8%
水稻	83.2	81.0	7.2%	7.1%
玉米	75.7	78.1	6.3%	6.6%
小麦	68.2	62.3	8.2%	7.0%
谷子	30.0	58.5	2.4%	4.8%



## 2008-2018年“喷施宝”增收情况汇总表

Summary of increased agricultural revenue with Penshibao products, 2008-2018

Crops	Increased Production over Normal Reference Group (RMB/Mu)	Increased Production over Reference Group with Fresh Water (RMB/Mu)	Percentage of Increase over Normal Reference Group (%)	Percentage of Increase over Reference Group with Fresh Water (%)
Mushroom	1668.1	1589.7	17.4%	16.5%
Medlar	1790.0	1490.0	29.8%	23.7%
Watermelon	974.4	1127.6	22.3%	26.7%
Grape	1261.6	945.6	9.4%	6.9%
Tomato	861.3	821.6	8.3%	8.1%
Eggplant	787.6	779.4	8.1%	8.0%
Pepper	497.6	560.0	15.3%	17.3%
Kiwi Fruit	849.6	545.2	13.4%	8.2%
Honeypomelo	585.6	540.0	7.5%	6.8%
Apple	434.6	510.5	5.3%	6.2%
Winter jujube	512.8	469.2	5.3%	5.0%
Cauliflower	505.6	451.9	18.5%	16.2%
Mango	555.2	448.0	9.3%	7.4%
Mandarin	447.9	423.2	16.6%	7.3%
Baby cabbage	365.0	393.0	4.1%	4.4%
Pakchoi	396.2	338.3	9.4%	7.8%
Pear	767.9	222.5	7.5%	2.1%
Sugarcane	1315.1	217.1	9.0%	1.4%
Cotton	198.3	209.0	10.7%	12.5%
Navel orange	413.0	208.9	5.3%	2.4%
Peanut	185.2	199.5	16.3%	18.3%
Tobacco		167.4	16.3%	4.1%
Potato	185.4	150.5	9.8%	8.0%
Carrot	96.8	116.8	3.1%	3.8%
Oilseed rape	117.1	114.0	13.2%	12.9%
Soybean	55.8	107.9	4.9%	7.8%
Rice	83.2	81.0	7.2%	7.1%
Corn	75.7	78.1	6.3%	6.6%
Wheat	68.2	62.3	8.2%	7.0%
Millet	30.0	58.5	2.4%	4.8%

2. 公司根据客户和市场营销需要, 2018年组织专业技术人员前往全国各省区开展技术培训577场次, 参加培训人员近2万人次, 组织试验示范点354个, 为客户提供全方位的技术指导等服务。

2. Based on market demands and marketing needs, Penshibao sent nearly 20 thousand professionals and technicians to 577 technical training sessions held in various provinces and regions. The 354 demonstration bases provided customers with all-round technical guidance and services.

## 2018年公司开展培训情况

Penshibao Training Activities in 2018

项目 Item	东北 Northeast China	华北 North China	华中 Central China	华东 East China	华南 South China	西南 Southwest China	西北 Northwest China	合计 Total
培训场次 Training Sessions	180	56	66	24	86	75	90	577
培训人次 Persons Trained 5280	5280	1680	1980	1200	2580	2250	4500	19470
示范点 Demonstrative Bases	48	67	50	20	58	66	55	364

3. 公司技术部门2018年为全国10多个省区和越南的30多种作物制定喷施宝立体施肥、降解农药残留、土壤修复治理、富硒农畜产品等技术方案20余个。其中在内蒙古五原县统一组织下, 实施五万亩盐碱地治理修复试验示范项目取得明显成效。经对0-20cm、20-40cm试验地块取样鉴定, 本底全盐含量分别由原来的3.8g/kg、3.47g/kg, 减少到2.4g/kg、2.6g/kg, 下降率分别为38.2%、26.3%;

3. In 2018, the technology department of Penshibao worked out over 20 customized plans for 3D fertilization, pesticide residue decomposition, soil restoration and treatment, and Selenium-rich farm products for over 10 Chinese provinces and over 30 plant species in Vietnam. Among them, with the unified organization by Wuyuan County Inner Mongolia, Penshibao launched the 50 Thousand Mu Saline-Alkali Soil Improvement and Restoration Demonstration Program, and achieved remarkable success in these activities. Through tests on sample products from 0-20cm and 20-40cm, the total salt content dropped from 3.8g/kg and 3.47g/kg to 2.4g/kg and 2.6g/kg, respectively by 38.2% and 26.3%;

碱化度由76.4%、79.7%, 下降到17.8%、25.7%; 容重从1.4kg/m<sup>3</sup>、1.5kg/m<sup>3</sup>, 下降至1.03 g/m<sup>3</sup>和1.11

g/m<sup>3</sup>; 保苗率由20%上升到64%。土壤板结现象得到明显改观, 促进农作物大幅增产。经内蒙古农业大学和五原县农牧业局综合评分, 喷施宝土壤修复组合在中度盐碱地6号地块上的总得分为91.04分。

The alkalization level dropped from 76.4% and 79.7% to 17.8% and 25.7%, while the unit weight dropped from 1.4kg/m<sup>3</sup> and 1.5kg/m<sup>3</sup> to 1.03 g/m<sup>3</sup> and 1.11 g/m<sup>3</sup>, with germination rate increased from 20% to 64%. The soil hardening problem was apparently improved, and therefore the farm production increased dramatically. According to the comprehensive evaluation by Inner Mongolia Agricultural University and the Agricultural and Animal Husbandry Bureau of Wuyuan County, the soil restoration product portfolio of Penshibao won 91.04 points at 6# moderate saline and alkaline land.

4. 公司通过400服务热线咨询和网络电话咨询等形式, 为全国各地客户及业务员解答有关喷施宝产品使用、病虫害防治等技术难题300多次。

4. Penshibao provides national customers and sales staff with technical supports via 400 telephones and online phone calls, answering their questions and solving over 300 pest control and prevention.

# Environmental Protection 生态环境保护



1. 公司加大对改善土壤环境质量，修复防治土壤污染等产品技术研发工作，在内蒙古五原县进行盐碱化治理试验示范方面取得良好成效。在该自治区有关机构举办的2017年新型肥料遴选推荐优管控制农行动肥料遴选结果发布会上，广西喷施宝股份有限公司生产的施益宝系列大量元素水溶肥料，分别被遴选推荐为在马铃薯和玉米上表现较好水溶肥料。

1. Penshibao strengthened and increased the investments in R&D of products and technologies for soil quality improvement and soil pollution prevention, and carried out a series of soil remediation activities in Wuyuan, Inner Mongolia, and received very remarkable achievements. At the news conference held by The related Government agencies of Inner Mongolia for the selection of new fertilizer, quality control and support to farmers, the Shiyibao series water-soluble fertilizer products with mass elements produced by Penshibao were selected as the preferred fertilizer for potato and corn.

2. 公司推进降解农药残留、保障农产品安全工作，云南省西双版纳州勐腊县利用喷施宝技术种植的茶叶，经检测18种农药残留零检出，达到欧盟出口标准。

2. Penshibao make great efforts in reducing the pesticide residues and in safeguarding farm product safety. Penshibao technologies were applied in tea plantation in Mengla, Xishuangbanna, Yunnan. The tests found zero pesticide residue from the 18 plant varieties, which can fully satisfy the requirements on products exported to EU.

3. 公司采取有效措施做好节能减排工作，2018年每吨产品减少用电16.9千瓦时，减少耗电25.2%；严格控制办公用品、招待费用支出，比上年下降到7.8%。

3. Penshibao has taken effective actions to reduce the energy consumption and CO2 emission. The electricity consumption was 16.9 KWH/ton of product, reducing YoY by 25.2%. Also, Penshibao has implemented strict control over the expenses on office supplies and reception, which reduced YoY by 7.8%.

# Social Benefit Activities 社会公益事业



1.3月30日，由喷施宝公司、四川省雅安市供销合作社在雅安市名山区隆重举行以生态雅安、健康茶源为主题的广西喷施宝绿色农资捐赠启动仪式，捐赠价值21万元的喷施宝有机水溶肥等农资产品。

1. On March 30, Penshibao cooperated with Sichuan Ya'an Supply and Market Cooperative in holding the donation ceremony of Panshibao Green agricultural materials. The ceremony was themed biology and healthy source of tea products. On the ceremony, Panshibao donated CNY 210 thousand worth organic water-soluble fertilizers and related agricultural materials.



2.3月31日，喷施宝公司党支部组织党员参加海城区企业党工委开展的以“清洁海滩保护蔚蓝”为主题的弘扬雷锋精神党日活动。

2. On March 31, the CPC committee of Panshibao had the CPC members in Panshibao attended the Leifeng Day activity which was hosted by the CPC Working Committee of Haicheng District and themed "clean beach and protect the blue water".



3.6月25日，喷施宝公司和新疆广西商会为新疆和田市墨玉县捐赠价值10万元的喷施宝农用物资，扶持发展特色种植业。

3. On 25th June, Penshibao agricultural materials appraised 100,000 yuan was donated to Moyu County, Hotan City, Xinjiang by Penshibao Company and Xinjiang GUAANGXI Chamber of Commerce, to support the development of characteristic planting.



4.8月18日，公司举行2017-2018年度“尊师爱学”表彰活动，22名“三好学生”、“优秀少先队员”、“美德少年”、“优秀学生干部”、“优秀团干”，以及考取大专院校和省级名校的学生和两名优秀教师荣获奖励。

4. On August 18, Penshibao held the “Respect to Teachers and Love for Learning” commendation activity 2017-2018, on which 22 “Triple A” students, “Merit Young Pioneers”, “Young Morality Models”, “Outstanding Student Cadres”, “Outstanding CYL Cadres”, a number of students who have been admitted by colleges and universities and renowned universities in Guangxi, and two outstanding teachers were awarded for the excellent performance.



5.8月21日，公司参加2018年北海市爱心企业资助贫困大学生捐赠仪式在北海市教育局举行，为20名品学兼优的贫困大学生提供资助。

5. On August 21, the donation ceremony 2018 of caring enterprises in Beihai to impoverished undergraduates was held in the Education Bureau of Beihai. Penshibao attended the ceremony and provided sponsorship to 20 outstanding but impoverished undergraduates.



6.10月26日，公司在北海市海城区高德街道高农村举办扶贫助农捐赠活动，为该村赠送价值6万元的喷施宝有机水溶肥等农资产品。

6. On October 26, Penshibao held the Poverty Relief themed donation activity at the Gaode Community, Haicheng, Beihai. On the activity, Penshibao donated CNY 60 thousand worth organic water-soluble fertilizers and other agricultural materials.

# Social Evaluation

## 社会评价



1. 2018年2月2日，农业农村部耕地质量监测保护中心副主任刘玉国，在2017年喷施宝优质耕地培育技术培训会讲话中指出，总结十年来喷施宝产品试验示范取得的效果：一是喷施宝试验示范内容多样，安排布局与耕地质量保护建设紧密结合；二是产品增产增收、提质抗逆效果好；三是产品质量经得起长期跟踪考验，未出现假冒伪劣和不合格现象。他表示将继续通过试验示范工作，进一步探索喷施宝产品在耕地质量改良培肥与治理修复方面的作用，为我国耕地质量保护与提升事业做出更大的贡献。

1. On February 2, 2018, Liu Yuguo, Vice Director of the Ministry of Agriculture and Rural Affairs Farm Quality Supervision and Protection Center, pointed out at a training session for advanced farming technologies held by Peshibao for the year 2017, that the application of Peshibao in the pilot farming and demonstrative plantation has revealed very satisfactory effect: 1) The pilot farming and demonstrative application of Peshibao may be realized in various forms and the arrangements can perfectly echo with the local actions to protect the local farm quality; 2) Peshibao products are very effective in increasing the farm production and in improving the product quality and resilience; and 3) The Peshibao products realize amenable quality and no quality defect event has been identified so far. According to Liu, with the help of the pilot and demonstrative farming practices with Peshibao, more researches will be done to measure the roles and effect of Peshibao in improving farm quality and soil restoration. The application of Peshibao products in farming practice will contribute greatly to the farm quality protection and improvement in China.

2. 2018年2月27日，北海市副市长刘翔与市海洋局等部门领导前来喷施宝公司调研。刘翔听取有关情况汇报后，对喷施宝公司长期以来依靠科技创新，坚持服务农业所取得的成绩给予了充分肯定。他希望喷施宝公司继续履行企业社会责任，积极参与实施乡村振兴战略，为提升北海农业发展质量、推进乡村绿色发展、打好精准脱贫攻坚战、有效增加农民收入作出新贡献。

2. On February 27, 2018, Liu Xiang, Vice Mayor of Beihai and a number of leaders from the Beihai Maritime Administration Bureau and other related departments visited Peshibao for research and investigation. After the briefing, Liu Xiang highly recognized and appraised Peshibao for its long-term and continuous technological innovation and remarkable achievements in agricultural services. Liu hoped that Peshibao would continue to perform its social responsibilities, actively participate and implement the urban development strategies, and make new and continuous contribution to the agricultural development, green rural development, poverty relief and increasing farmer's income.

3. 在内蒙古自治区农牧业厅、工商行政管理局、质量技术监督局和内蒙古广播电视台、自治区土壤肥料学会联合开展的2017年全区新型肥料遴选推荐优管控助农行动中，经过众多肥料企业角逐，喷施宝公司生产的施益宝系列大量元素水溶肥料，分别被遴选推荐为在马铃薯和玉米上表现较好水溶肥料。

3. In the campaigns that were launched jointly by the Agricultural and Farming Department of Inner Mongolia, the local Administration for Industry and Commerce, the local Quality and Technology Supervision Administration, the Inner Mongolia Radio and Television Station, and the Inner Mongolia Society of Soil and Fertilizer and aimed to select new outstanding fertilizers and to support the local farmers, the Shiyibao series water-soluble fertilizer with abundant elements or Peshibao were selected as the preferred water-soluble fertilizers for potato and corn.

4. 2018年4月25日至26日，由全国肥料和土壤调理剂标准化技术委员会、上海化工研究院有限公司主办的“生物刺激素国际法规及标准论坛”在山东临沂举行。喷施宝公司创始人王祥林、首席专家姚源琼应邀出席本次论坛。姚源琼在论坛上以大量成功案例作了《生物刺激素在农业生产中的作用》的主题报告，得到了与会中外专家的认可和好评。全国肥料和土壤调理剂标准化技术委员会秘书长刘刚表示，喷施宝公司的报告让国外专家了解了中国也有这么好的生物刺激素产品。

4. The "International Regulation and Standardization Forum on Biostimulants" hosted and sponsored by the National Fertilizer and Soil Conditioner Standardization Technical Committee and Shanghai Research Institute of Chemical Industry was held on April 26-26, 2018 in Linyi, Shandong. Mr. Wang Xianglin, Founder of Peshibao, and Mr. Yao Yuanqiong, the Chief Expert were invited and attended the Forum. Yao Yuanqiong delivered a theme report titled Roles of Biostimulants in Agricultural Production, and received extensive recognition and praise from experts from both China and abroad. According to Mr. Liu Gang, General Secretary of National Fertilizer and Soil Conditioner Standardization Technical Committee, the report by Peshibao gave foreign experts the opportunities to learn about the marvelous biostimulants provided by Peshibao.

5. 2018年5月14日，国家市场监督管理总局、国家标准委联合发布《中华人民共和国国家标准》2018年第6号公告，批准“含有机质叶面肥料”（国家标准编号为GB/T 17419-2018）等389项国家标准。创办于1985年的喷施宝公司作为我国叶面肥料行业具有较高知名度和品牌影响力的企业，是含有机质叶面肥料国家标准起草制订小组成员单位。

5. On May 14, 2018, the State Administration for Market Regulation and the Standardization Administration of China jointly issued the National Standard of the People's Republic of China No. 6 announcement of Year 2018, approving 389 new national standards including the "Foliar Fertilizer With organic Matter" (GB/T 17419-2018). Peshibao, founded in 1985 and as a renowned enterprise and an influential brand of foliar fertilizers, was one of the compilers of the national standard.

6. 2018年10月12日，首届君垦富硒健康大米现场品鉴推广会在黑龙江农垦建三江七星农场举办。出席会议的中国农业技术推广协会会长陈生斗在讲话中指出，喷施宝公司在建三江助力发展富硒产业符合国家的政策，也符合习近平总书记考察建三江七星农场时的重要指示精神，在促进农业高质量发展上找对了切入点，希望把这个利民产业的产业做大做强。

6. On October 12, 2018, the first Junken Selenium-rich Health Rice Field Sampling and Promotion Meeting was held at the Heilongjiang Farms & Land Reclamation Administration Jiansanjiang Seven-Star Farm. Mr. Chen Shengdou, President of China Agro-technological Extension Association, pointed out in a speech that the efforts of Peshibao to develop Selenium-rich products in Jiansanjiang were well in line with the national policies and the important instructions of the CPC General Secretary in his visit to Jiansanjiang Seven-star Farm, and that Peshibao is working on the right entry point to promote the high-quality agricultural development. Therefore, he wished that Peshibao could make the industry stronger and bigger.

# Penshibao Outlook 2019

## 公司2019年展望



2019年仍然是充满挑战和机遇的一年，喷施宝公司将本着“稳中求进，改革创新，扎实推进高质量发展”的总基调，为开创喷施宝发展新局面而不懈奋斗。

The year 2019 is still a year full of challenges and opportunities. Penshibao will stick to the overall philosophy “Seeking improvement in stability, reform and innovation, and promoting high-quality development” and will make continuous efforts to realize the bright prospect of Penshibao.

1. 坚定信心推进公司持续发展。要正确分析认清公司当前面临的形势任务，拓宽思路，积极谋划，主动协同，全力推动公司高质量发展。

1. Firm confidence in promoting the sustainable development of Penshibao. Penshibao will carefully study the current situations, broaden the way of thinking, make active plans, and pool all hands and resources, to promote the high-quality development of Penshibao.

2. 千方百计开拓产品销售市场。要坚持以市场营销为中心，积极应对复杂多变的市场环境，推进营销模式、经营模式等方面改革创新。

2. No effort to be spared to explore new markets for Penshibao products. Penshibao will focus on marketing and take proactive actions to cope with the changing market situations, and will facilitate the reform and innovation of marketing and operation models, etc.

3. 加强研发质控和技术服务工作。要根据公司长远发展需要，引进和稳定科技研究队伍，加强新技术、新产品研发，为市场和客户提供优质服务。

3. Strengthen R&D, quality control and technical services. Based on the long-run development of Penshibao, it will introduce and maintain a stable research team. Penshibao will strengthen the development of new technologies and new products, to provide the market and customers with high-quality services.

4. 主动履行职责做好各项保障工作。公司营销、生产、采购、财务、行政等部门，要紧密围绕市场营销履行好本部门职能，保障公司正常运营。

4. Proactive performance of obligations and supports. The departments of Penshibao, including marketing, production, procurement, finance, and administration will collaborate closely in performing their responsibilities and secure the normal operation of Penshibao.

5. 通过改革创新加强企业规范管理。要强化内部管理创新，完善建章立制工作，及时解决公司经营过程存在的问题，确保各项经营活动全面系统推进。

5. Strength enterprise procedures management. Penshibao will strengthen the innovation of internal management by establishing complete regulations and procedures, and solve the open issues in company operation, to secure the comprehensive and systematic progress of various operation activities.



# 历年社会责任报告

Previous yearly versions of Social responsibility Report



2007 Version



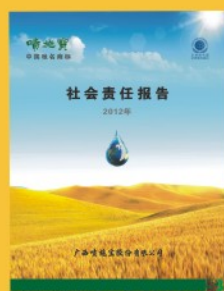
2008 Version



2009-2010 Version



2011 Version



2012 Version



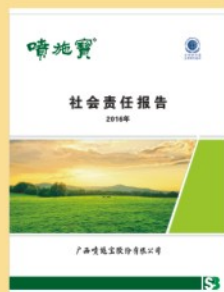
2013 Version



2014 Version



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2016 Version



2017 Version



2018 Version