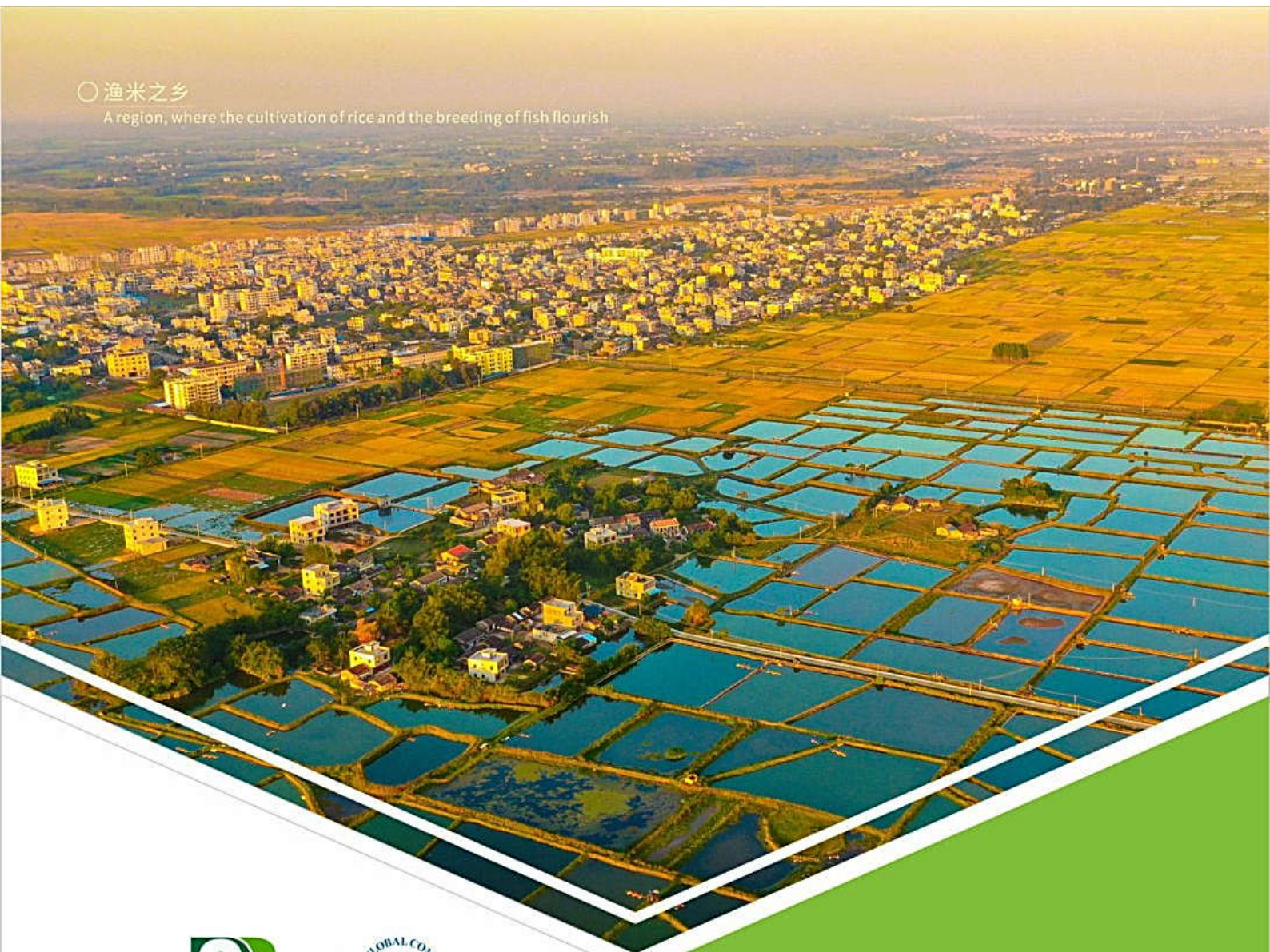


○ 渔米之乡

A region, where the cultivation of rice and the breeding of fish flourish



► 2020

社会 责任 报 告

SOCIAL RESPONSIBILITY REPORT 2020

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





SOCIAL RESPONSIBILITY REPORT

社会责任报告

2020



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# 关于本报告

## ABOUT THE REPORT

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13份社会责任报告。报告真实、客观地总结和反映了公司2020年度在履行社会责任的实践与成效。

This report is the 13th social responsibility report submitted by Guangxi Penshibao Co., Ltd. (hereinafter referred to as "Penshibao Company" or "The Company") to relevant institutions and released to the public since The Company's entry into the UN Global Compact Outfit in 2007. The report truly and objectively summarizes and reflects The Company's practice and effectiveness in fulfilling social responsibilities in 2020.

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2020年1月1日至2020年12月31日。报告经公司董事会审议通过。

This report has been compiled in accordance with the relevant requirements of Sustainability Reporting Guidelines of Global Reporting Initiative (GRI) and combining the actual situation of The Company with the time range from 1 January 2020 to 31 December 2020. The report was reviewed and approved by The Company's Board of Directors.



公司创始人: 王祥林  
Company Founder: Wang xianglin

## 董事长致辞

## ADDRESS FROM THE CHAIRMAN

2020年,新冠肺炎疫情全球性爆发,全球经济受到毁灭性打击,喷施宝公司也面临前所未有的挑战,企业复工慢、市场萎缩等问题,一度阻挠了企业的发展。在中国各级政府的领导和全球契约组织的指导下,公司知难而上、积极抗击新冠疫情、迅速复工复产,各项工作得到稳步发展,取得可喜的成绩。

In 2020, the Covid-19 epidemic broke out globally, and the global economy suffered a devastating blow. Penshibao Company also faced unprecedented challenges, such as slow return to work and shrinking market, which once hindered the development of the enterprise. With the leadership of Chinese governments at all levels and the guidance of the Global Compact, the company has overcome difficulties, actively fought against the COVID-19 epidemic, quickly resumed work and production and achieved stable development in all the work, thus achieving satisfactory results.



得益于各级政府部门及用户的高度认可,一年来,在公司董事会的领导下,公司营销模式改革深化,市场潜能快速恢复,喷施宝系列产品被列入河南当地政府指定抗疫物资清单,并在CCTV新闻联播中播出,农资招标工作喜人,海洋生物资源再利用开发项目继续推进,土壤修复及富硒项目已引起地方政府部门的高度重视,在土地污染修复、耕地再利用、农村扶贫、退役军人再就业等领域作出了巨大贡献,得到了内蒙古五原县、陕西安康市等地方政府的大力支持;继续获“国家高新技术企业”称号。

Thanks to the high recognition of government departments and users at all levels, with the leadership of the board of directors of the company, the marketing model reform of the company has deepened and the market potential has recovered rapidly in the past year. The series of Penshibao products have been listed in the list of anti-epidemic materials designated by the local government in Henan and broadcast on CCTV News. The bidding for agricultural materials was satisfactory, the reuse and development projects of marine living resources continued to advance, and the soil remediation and selenium enrichment projects have attracted great attention from local government departments. The company has made great contributions in the fields of land pollution restoration, cultivated land reuse, rural poverty alleviation, and re-employment of retired military personnel, and has received strong support from local governments such as Wuyuan County in Inner Mongolia and Ankang City in Shaanxi Province. In addition, the company has been awarded “National High-tech Enterprise” again.

公司从疫初的彷徨无助到知难而上、复工复产,使产能及销量快速恢复,取决于公司内部的通力合作,也来自各级政府部门的大力扶持。公司积极履行企业社会责任,在疫情初期就向疫区捐赠富硒肥料等抗疫生产资料,支援疫区快速恢复生产,受到当地政府部门的高度赞赏。公司的外贸业务,也为世界农业疫情期间快速恢复生产、粮食安全提供强有力的生产资料保障。

The company has undergone from the helplessness at the beginning of the epidemic to advancing despite difficulties to resuming production, enabling rapid recovery in production capacity and sales volume, all of which depend on the cooperation within the company and the strong support from government departments at all levels. The company has actively fulfilled its corporate social responsibility that it donated selenium-rich fertilizers and other anti-epidemic production materials to the epidemic areas at the early stage of the epidemic, and supported the rapid recovery of production in the epidemic areas, which was highly appreciated by local government departments. The company's foreign trade business has also provided a strong production guarantee for the rapid recovery of production and food security for worldwide agriculture during the epidemic.

公司继续加强与农技部门和科研院校的合作,在盐碱地修复、减少化肥使用量、降农药残留等领域进行深入研究探索,为产品的大面积推广及对外宣传提供技术支撑。

The company has continued to strengthen cooperation with agricultural technology departments and scientific research institutions, and conducted in-depth research and exploration in the fields of saline-alkali land restoration, reducing fertilizer use and reducing pesticide residues, providing technical support for large-scale promotion and external publicity of products.

2021年,是国家“十四五”的第一年,坚持农业农村优先发展,全面推进乡村振兴已被列入《规划》,政府也相应成立乡村振兴部门。发展高质量产业和打造高质量生态,提高农业生产的效益及竞争力和解决农业农村生态环境保护问题,公司责无旁贷。

2021 is the first year of the “14th Five-Year Plan”. It has been listed in the Plan to give priority to the development of agriculture and rural areas and comprehensively promote rural revitalization, and the government has set up the rural revitalization department accordingly. It is the company's duty to develop high-quality industries and create high-quality ecology, improve the efficiency and competitiveness of agricultural production and solve the problems of agricultural and rural ecological environment protection.

集团董事长:



Group Chairman: Wang Xiang Lin





大寨的清晨  
Early morning in Dazhai





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# 公司简介

## COMPANY PROFILE

公司始建于1985年,是国内较早、规模较大、较具品牌影响力的水溶肥领军企业,是高效农业、经济农业和环保农业的引领者,是土壤污染修复改良的推动者,是富硒健康产业的发起者,也是有机叶面肥国家标准起草单位和联合国全球契约成员企业。荣获国家农业农村部颁发的“全国农牧渔业丰收奖(一等奖)”。

Founded in 1985, the company is one of the earliest and largest companies with the most brand influence in water soluble fertilizer, the leader of efficient agriculture, economic agriculture and environmental protection agriculture, the promoter of soil pollution remediation and improvement, the initiator of selenium-rich health industry, the drafting unit of national standards for organic foliar fertilizer and the member company of the UN Global Compact. The company is awarded the “National Agricultural, Animal Husbandry and Fishery Harvest Award (First Prize)” issued by the Ministry of Agriculture and Rural Affairs.





喷施宝公司深化与农业科研院所的合作,加强土壤治理和降解农药残留项目的机理研究和投入,为可持续发展农业,保护农业生态环境提供强有力保障。

Penshibao Company deepens its cooperation with agricultural science and technology institutes and strengthens the mechanism research and investment of soil treatment and pesticide residue degradation projects to provide a strong guarantee for sustainable development of agriculture and protection of agricultural ecological environment.

公司加强企业管理,优化管理结构,完善市场营销模式,为企业快速走出新冠疫情影响、经营正常化奠定了坚实基础。

The company strengthens enterprise management, optimizes its management structure and improves its marketing model, which lays a solid foundation for the company to quickly get out of the influence of COVID-19 epidemic and normalize its operation.





# 公司2020年纪事

## Company Events in 2020

- 01 2020.1.6喷施宝2019年会暨客户答谢会。  
6 January, 2020 Penshibao 2019 Annual Meeting and Customer Appreciation Meeting.
- 02 2020.1.11农业农村部耕保中心和广西土肥站领导到喷施宝公司调研。  
11 January, 2020 The leaders of the Cultivated Land Protection Center of the Ministry of Agriculture and Rural Affairs and Guangxi Soil and Fertilizer Station went to Penshibao Company for investigation.
- 03 2020.2.14北海市海城区领导深入喷施宝公司指导疫情防控工作。  
14 February, 2020 The leaders of Haicheng District of Beihai City went to Penshibao Company to guide the epidemic prevention and control.
- 04 2020.3.11中共广西喷施宝股份有限公司党支部战疫助农生产志愿者服务活动暨2020年助农增产增收党员捐赠和科技服务活动。  
11 March, 2020 The volunteer service activities of the Party Branch of CPC Guangxi Penshibao Co., Ltd. and the donation and scientific and technological service activities of Party members to help farmers increase production and income in 2020.
- 05 2020.3.13国家农牧渔业丰收奖证书送达。  
13 March, 2020 The certificate of National Agricultural, Animal Husbandry and Fishery Harvest Award was delivered.
- 06 2020.3.30公司为湖北武汉疫区捐赠富硒有机水溶肥料恢复疫后农业生产。  
30 March, 2020 The company donated selenium-rich organic water-soluble fertilizer to epidemic area in Wuhan, Hubei Province to resume post-epidemic agricultural production.
- 07 2020.5.6公司收到湖北省红安县新冠病毒防控指挥部感谢信。  
6 May, 2020 The company received a letter of thanks from the Prevention and Control Headquarters of Covid-19, Hong' an County, Hubei Province.
- 08 2020.5.21广西农业厅“春雷”行动肥料生产检查组来公司检查工作。  
21 May, 2020 The "Spring Thunder" fertilizer production inspection team of the Guangxi Agriculture Department came to the company to inspect the work.
- 09 2020.7.01庆“七一”活动。  
1 July, 2020 The activity of celebrating "the Party's Day".





- 10 2020.7.09喷施宝有机水溶肥料接受绿色食品生产资料认证专家组评审。  
9 July, 2020 The organic water-soluble fertilizer of Penshibao was reviewed by the expert group for certification of green food production materials.
- 11 2020.7.10消防安全培训。  
10 July, 2020 Fire safety training.
- 12 2020.8.08喷施宝2020年销售攻坚工作会议。  
8 August, 2020 Meeting on the 2020 Sales Promotion of Penshibao Company.
- 13 2020.9.09特色海洋生物资源综合利用开发项目专家组到访, 公司创始人王祥林先生接受采访。  
9 September, 2020 The expert group of the characteristic marine living resources comprehensive utilization development project visited the company. Mr. Wang Xianglin, the founder of the company, was interviewed.
- 14 2020.9.12喷施宝贤林发展基金会“尊师爱学”表彰会  
12 September, 2020 Commendation Meeting of “Respect Teachers and Love Students” by Penshibao Xianlin Development Foundation was held.
- 15 2020.9.29喷施宝公司与中国林业与环境促进会土壤治理工作委员会战略合作签约仪式  
29 September, 2020 The signing Ceremony of strategic cooperation between Penshibao Company and Soil Treatment Working Committee of China Forestry and Environment Promotion Association.
- 16 2020.10.20《品质》栏目组就“喷施宝产品减量增效”专访农业部耕地质量监测保护中心任意处长  
20 October, 2020 The Quality program interviewed Ren Yi, the Director of the Cultivated Land Quality Monitoring and Protection Center of the Ministry of Agriculture and Rural Affairs, on “reducing amount and increasing efficiency of Penshibao Products”.
- 17 2020.11.23 喷施宝与中国林业与环境促进会土壤治理工作委员会联合举办的《2020全国土壤污染防治暨环保新型肥料研讨会及生物刺激素团体标准启动会》在南京隆重召开  
23 November, 2020 The 2020 National Seminar on Soil Pollution Prevention and Environmental Protection of New Fertilizers and the Launching Meeting of Biostimulant Group Standards jointly organized by Penshibao Company and the Soil Treatment Working Committee of China Forestry and Environment Promotion Association was grandly held in Nanjing.
- 18 2020.12.06 广西喷施宝创始人发起土壤修复公益行动暨媒体见面会在广西南宁举行  
6 December, 2020 The founder of Guangxi Penshibao initiated the soil restoration public welfare action and media meeting, which was held in Nanning, Guangxi Province.
- 19 2020.12.07全国农业科技创新联盟土壤修复与植物健康专家座谈会在广西北海市喷施宝公司总部召开  
7 December, 2020 The expert symposium on soil restoration and plant health of the National Agricultural Science & Technology Entrepreneurship and Innovation Alliance was held at the headquarters of Penshibao Company in Beihai City, Guangxi Province.
- 20 2020.12.24公司举办公共安全职业健康培训  
24 December, 2020 The company held the training on public safety occupational health.





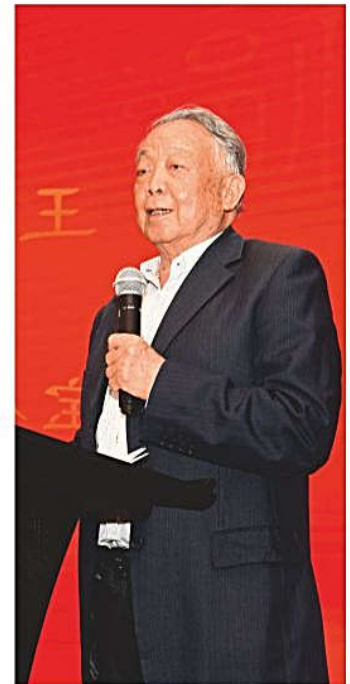
公司年会上王祥林董事长(左2)与客户代表合影留念  
Chairman Wang Xianglin (second from left) took a group photo with the customer representatives at the company's annual meeting.



客户代表参观公司荣誉室  
Customer representatives visited the company's honor room



王缉东董事长(左2)在公司年会上与客户代表合影  
Chairman Wang Jidong (second from left) took a group photo with customer representatives at the company's annual meeting.



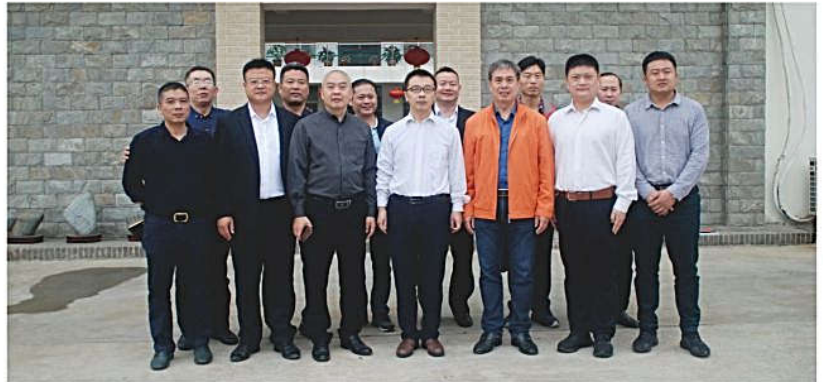
公司董事长王祥林在年会上发言  
Chairman Wang Xianglin made a speech at the annual meeting

2020.1.6 喷施宝2019年年会暨客户答谢会;  
6 January, 2020 Penshibao 2019  
Annual Meeting and Customer  
Appreciation Meeting.



2020.1.11农业农村部耕地质量监测保护中心和广西土肥站领导到喷施宝公司调研；

11 January, 2020 The leaders of Center of the Cultivated land quality monitoring protection of the Ministry of Agriculture and Rural Affairs and Guangxi Soil and Fertilizer Station went to Penshibao Company for investigation.



(左7) 农业农村部耕保中心任意处长; (右3) 农业农村部耕保中心郑磊处长; (右5) 广西土肥站站长徐世宏; (左5) 王缉东董事长

(7th person from left) Director Renyi, Center of Cultivated Land quality Monitoring and Protection, Ministry of Agriculture and rural affairs; (3rd person from right) Director Zheng Lei, Center of Cultivated Land quality Monitoring and Protection, Ministry of Agriculture and rural affairs; (5th person from right) Xu Shihong, stationmaster of Guangxi soil and Fertilizer Station; (5th person from left) Chairman Wang Jidong.

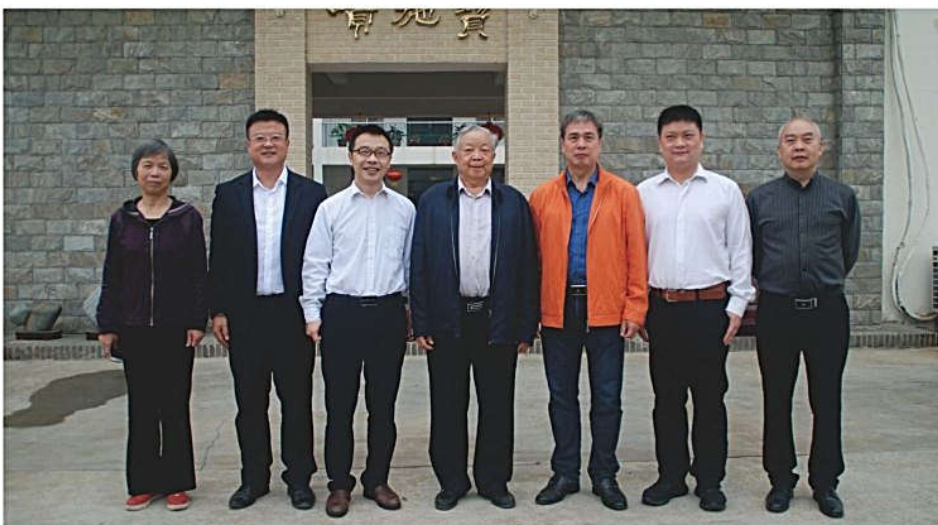


广西土肥站站长徐世宏参观公司荣誉室  
Xu Shihong, director of Guangxi soil Fertilizer Station, visited the company's honor room.



农业农村部耕保中心和广西土肥站领导到喷施宝公司调研

The leaders of Center of cultivated land quality monitoring and Protection of the Ministry of Agriculture and Rural Affairs of China and the Guangxi soil and Fertilizer Station visited Penshibao Company with guidance and investigation.



(左3) 农业农村部耕保中心任意处长;  
(右2) 农业农村部耕保中心郑磊处长;  
(右3) 广西土肥站站长徐世宏  
(Third from left) Director Renyi, Center of Cultivated Land quality Monitoring and Protection, Ministry of Agriculture and rural affairs; (Second from right) Director Zheng Lei, Center of Cultivated Land quality Monitoring and Protection, Ministry of Agriculture and rural affairs; (Third from right) Xu Shihong, stationmaster of Guangxi soil and Fertilizer Station.



2020.2.14北海市海城区领导深入喷施宝公司指导疫情防控工作

14 February, 2020 The leaders of Haicheng District of Beihai City went to Penshibao Company to guide the epidemic prevention and control.



(左1) 北海市海城区副区长周畅; (左2) 北海市海城区工信局局长何开华  
(First from left) Zhou Chang, deputy head of Haicheng District, Beihai City; (Second from left) He Kaihua, Director of Industry and Information Bureau, Haicheng District, Beihai City



防疫物资  
Epidemic prevention materials



2020.3.11中共广西喷施宝股份有限公司党支部战疫助农生产志愿者服务活动暨2020年助农增产增收党员捐赠和科技服务活动。

11 March, 2020 The volunteer service activities of the Party Branch of CPC Guangxi Penshibao Co., Ltd. and the donation and scientific and technological service activities of Party members to help farmers increase production and income in 2020.





2020.3.13国家农牧渔业丰收奖证书送达

13 March, 2020 The certificate of National Agricultural, Animal Husbandry and Fishery Harvest Award was delivered.



2020.3.30公司为湖北武汉疫区捐赠富硒有机水溶肥料恢复疫后农业生产。

30 March, 2020 The company donated selenium-rich organic water-soluble fertilizer to epidemic area in Wuhan, Hubei Province to resume post-epidemic agricultural production.



2020.5.6公司收到湖北省红安县新型冠状病毒防控指挥部感谢信。

6 May, 2020 The company received a letter of thanks from the Prevention and Control Headquarters of Covid-19, Hong'an County, Hubei Province.



2020.5.21广西农业厅“春雷”行动肥料生产检查组来公司检查工作

21 May, 2020 The “Spring Thunder” fertilizer production inspection team of the Guangxi Agriculture Department came to the company to inspect the work.



广西农业厅春雷行动肥料生产检查组一行参观公司荣誉室  
The “Chunlei Action” Fertilizer production Inspection Group of Guangxi Agricultural Department visited the Honor Room of the company.



广西农业厅春雷行动肥料生产检查组一行参观公司生产车间  
The “Chunlei Action” Fertilizer production Inspection Group of Guangxi Agriculture Department and his party visited the company's production workshop.



庆祝建党99周年“七一”主题活动  
Themed activity “Qi Yi” to celebrate the 99th Anniversary of the Founding of the Communist Party of China on July 1st



庆祝建党99周年“七一”主题活动2  
Themed activity “Qi Yi” to celebrate the 99th Anniversary of the Founding of the Communist Party of China on July 1st



庆祝建党99周年“七一”主题活动3  
Themed activity “Qi Yi” to celebrate the 99th Anniversary of the Founding of the Communist Party of China on July 1st

2020.7.01庆“七一”活动

1 July, 2020 The activity of celebrating “the Party’s Day”.



2020.7.09喷施宝有机水溶肥料接受绿色食品生产资料认证专家组评审。

9 July, 2020 The organic water-soluble fertilizer of Penshibao was reviewed by the expert group for certification of green food production materials.



绿色食品生产资料审核会议  
Review meeting on means of production of Green Food



绿色食品生产资料认证专家参观公司实验室  
Green food production materials certification experts visited the company's laboratory.



绿色食品生产资料认证专家参观公司生产车间  
Green food production materials certification experts visited the company's production workshop.



2020.7.10消防安全培训。  
10 July, 2020 Fire safety training





2020年销售攻坚工作会议参会人员合影留念  
A souvenir group photo of the attendees at 2020 work meeting for storming sales



王祥林董事长在2020年销售攻坚工作会议上发言  
Chairman Wang Xianglin made a speech at the storming-sales work meeting in 2020.

2020.8.08喷施宝2020年销售攻坚工作会议。

8 August, 2020 Meeting on the 2020 Sales Promotion of Penshibao Company.



2020年销售攻坚工作会议  
Working meeting on storming sales in 2020



2020.9.09特色海洋生物资源综合利用开发项目专家组到访,公司创始人王祥林先生接受广西电视台采访。

9 September, 2020 The expert group of the characteristic marine living resources comprehensive utilization development project visited the company. Mr. Wang Xianglin, the founder of the company, was interviewed by Guangxi TV Station .



2020.9.12喷施宝贤林发展基金会“尊师爱学”表彰会。

12 September, 2020 Commendation Meeting of “Respect Teachers and Love Students” by Penshibao Xianlin Development Foundation was held.



喷施宝贤林发展基金会“尊师爱学”表彰会获奖学生合影  
Group photo of award-winning students at the "respect for teachers and love learning" commendation meeting.



王祥林董事长与喷施宝贤林发展基金会“尊师爱学”表彰会获奖代表合影  
Chairman Wang Xianglin took a group photo with the award-winning representatives of the "respect for Teachers and Love for Learning" commendation meeting of the Penshibao Xianlin Development Foundation.

2020.9.29喷施宝公司与中国林业与环境促进会土壤治理工作委员会战略合作签约仪式。

29 September, 2020 The signing Ceremony of strategic cooperation between Penshibao Company and Soil Treatment Working Committee of China Forestry and Environment Promotion Association.



2020.10.20《品质》栏目组就“喷施宝产品减量增效”专访农业部耕地质量监测保护中心任意处长。

20 October, 2020 The Quality program interviewed Ren Yi, the Director of the Cultivated Land Quality Monitoring and Protection Center of the Ministry of Agriculture and Rural Affairs, on “reducing amount and increasing efficiency of Penshibao Products”.





2020全国土壤污染防治暨环保新型肥料研讨会及生物刺激素团体标准启动会参会嘉宾合影

Group photo of the guests at the 2020 National Symposium on soil pollution Prevention and Environmental Protection and New Fertilizer for Environmental Protection and launch meeting of Biological stimulating hormone Group Standard



会议现场  
In the meeting



王祥林董事长参加2020全国土壤污染防治暨环保新型肥料研讨会及生物刺激素团体标准启动会期间接受媒体采访  
Chairman Wang Xianglin was interviewed by the media during the 2020 National Symposium on Prevention and Control of soil pollution and Environmental Protection of New Fertilizer and the launching meeting of Biological stimulating hormone Group Standards.

2020.11.23 喷施宝与中国林业与环境促进会土壤治理工作委员会联合举办的《2020全国土壤污染防治暨环保新型肥料研讨会及生物刺激素团体标准启动会》在南京隆重召开。

23 November, 2020 The 2020 National Seminar on Soil Pollution Prevention and Environmental Protection of New Fertilizers and the Launching Meeting of Biostimulant Group Standards jointly organized by Penshibao Company and the Soil Treatment Working Committee of China Forestry and Environment Promotion Association was grandly held in Nanjing.





全国农业科技创新联盟土壤修复与植物健康专家座谈会参会嘉宾参观喷施宝荣誉室  
Guests at the symposium of experts on soil remediation and plant health of the National Alliance for Agricultural Science and Technology Entrepreneurship and Innovation visited Honor Room of Penshibao Company



全国农业科技创新联盟土壤修复与植物健康专家座谈会在喷施宝总部召开  
A symposium of experts on soil remediation and plant health of the National Agricultural Science and Technology Entrepreneurship and Innovation Alliance was held at Penshibao headquarters



全国农业科技创新联盟土壤修复与植物健康专家座谈会参会嘉宾合影  
Group photo of guests attending the symposium of experts on soil remediation and plant health of the National Alliance for Agricultural Science and Technology Entrepreneurship and Innovation.

2020.12.07全国农业科技创新联盟土壤修复与植物健康专家座谈会在广西北海市喷施宝公司总部召开

7 December, 2020 The expert symposium on soil restoration and plant health of the National Agricultural Science & Technology Entrepreneurship and Innovation Alliance was held at the headquarters of Penshibao Company in Beihai City, Guangxi Province.



2020.12.24公司举办公共安全职业健康培训。

24 December, 2020 The company held the training on public safety occupational health.





The background of the image shows a close-up of a small green seedling with two leaves emerging from dark, rich soil. A bright green diagonal stripe runs from the top left towards the bottom right. In the upper right corner, there is a dark grey hexagonal shape with a white outline. Overlaid on the center of the image is a large, solid green hexagon with a thin white border. Inside this green hexagon, the text "社会责任管理" is written in white Chinese characters, and below it, the words "SOCIAL RESPONSIBILITY MANAGEMENT" are written in white capital letters.

# 社会责任管理

SOCIAL  
RESPONSIBILITY  
MANAGEMENT



## 修复土壤 Soil restoration

1、2018年至2020年,公司在内蒙古应用喷施宝土壤治理修复技术种植葵花,开展土壤改良修复总面积达4500余亩,治理成效显著。

1. From 2018 to 2020, the company planted sunflower in Inner Mongolia by using the soil treatment and restoration technology of Penshibao, and carried out soil improvement and restoration with a total area of more than 4,500 mu, with remarkable treatment results.

(1) 2018年可降低土壤全盐含57.4-69.6%,葵花出苗率提高54.7%,在200多个厂家,300多个产品治理效果中排行前5位;

(1) In 2018, the total salt content of soil was reduced by 57.4-69.6%, and the emergence rate of sunflower was increased by 54.7%, ranking the top 5 governance effects among more than 200 manufacturers and more than 300 products;

(2) 2019年土壤肥力增加,pH、全盐、碱化度降低,起到了改良土壤盐碱的作用;葵花籽商品性好,单盘饱粒数平均为1015粒,单盘粒重平均为231.2g,百粒重为24.27g,产量平均为299.2kg/亩,增产105.3kg,增产率54.3%;

(2) In 2019, the soil fertility increased, while pH, total salt and alkalinity decreased, which improved the soil salinity. Sunflower seeds were good in commodity, with an average of 1015 full seeds per disc, an average weight of 231.2g per disc and 24.27g per 100 seeds, an average yield of 299.2kg/ mu, an increase of 105.3kg and an increase rate of 54.3%.

(3) 2020年改良后较改良前土壤有机质、全氮均有所增加,土壤容重显著降低,处理后的土壤肥力增加,pH、全盐、碱化度降低,起到了改良土壤盐碱的作用,处理后的葵花出苗率提高了45.9%,籽粒商品性好,饱粒数多,秕粒数少,籽粒饱满,百粒重高,增产幅度较大,增产率22.5%,各项指标均优于对照。

(3) After improvement in 2020, soil organic matter and total nitrogen increased, soil bulk density decreased significantly, soil fertility increased, pH, total salt and alkalinity decreased after treatment, which played a role in improving soil salinity. After treatment, the emergence rate of sunflower increased by 45.9%, and the seeds were good in commodity with more full grains, less immature grains, and higher 100-grain weight; in addition, the output was greatly increased with growth rate of 22.5%. All indicators were better than the control group.





内蒙古临河区盐碱地“向日葵”种植施用“喷施宝土壤修复组合”对比试验效果图

Comparative experiment on "Sunflower" planting and Application of "Penshibao soil remediation combination" in Linhe District, Inner Mongolia, China



内蒙古临河区盐碱地(苗期)土壤改良试验对照图

Control Picture of soil improvement experiment on Saline-Alkali Land (Seedling stage) in Linhe District, Inner Mongolia, China



内蒙古临河区盐碱地(苗期)喷施宝土壤改良组合产品无人机喷施中

Penshibao soil improvement combination product was spraying by UAV on Saline-Alkali Land (Seedling stage) in Linhe District, Inner Mongolia, China

2、公司还积极配合全国农技部门和科研院所,加强土壤污染防治研究,加大土壤修复适用技术的推广力度,特别是在内蒙古五原县进行盐碱地治理,在内蒙古、陕西、湖北、广西等省区进行广泛的富硒作物种植,并开展重金属污染降解、降农药残留、减少化肥使用量等试验示范,试验表明“喷施宝”土壤改良剂和“康熙宝”富硒有机水溶肥料,不仅有效改善了土地健康,还为农民平均增产15%,减少化肥使用量30%,减少农药使用量10%,大幅度提升农副产品的含硒量,维护了公众健康,带来了巨大的社会和经济效益,推动了土壤治理与修复产业发展,保障了农业的可持续发展。





使用喷施宝土壤修复技术的宁夏硒砂瓜基地, 喜获丰收

Ningxia selenium sand melon base, which uses the soil remediation technology of Penshibao, has reaped a bumper harvest.

2. The company also actively cooperated with national agricultural technology departments and scientific research institutes to strengthen the research on soil pollution prevention and control, and increase the promotion of applicable technologies for soil restoration, especially saline-alkali soil treatment in Wuyuan County, Inner Mongolia, and extensively planting of selenium-rich crops in Inner Mongolia, Shaanxi, Hubei, Guangxi and other provinces and regions, and carried out experimental demonstrations such as heavy metal pollution degradation, pesticide residue reduction and fertilizer use reduction. It is shown by experiments that “Penshibao” soil conditioner and “Kangxibao” selenium-rich organic water-soluble fertilizer not only effectively improve the land health, but also increase the average yield of farmers by 15%, reduce the use of chemical fertilizers by 30%, reduce the use of pesticides by 10%, greatly increasing the selenium content of agricultural and sideline products, maintaining public health, bringing huge social and economic benefits, promoting the development of soil treatment and restoration industry and ensuring the sustainable development of agriculture.



3、公司与中国林业与环境促进会土壤治理工作委员会签署战略协议，并冠名承办了“2020全国土壤污染防治暨环保新型肥料研讨会及生物刺激素团体标准启动会”。两百多名全国土壤肥料行业的政府官员、知名专家、企业家等人士齐聚一堂为加强农业绿色发展支招助力，推动中国土壤修复的产业发展步伐和可持续再生资源的发展，王祥林在会上作了《秉持生态文明理念，为加强绿色发展和推进土壤修复贡献力量》的主题发言，并提出以下建议：

3. The company signed a strategic agreement with the Soil Treatment Working Committee of China Forestry and Environment Promotion Association, and hosted the “2020 National Seminar on Soil Pollution Prevention and Environmental Protection of New Fertilizers and the Launching Meeting of Biostimulant Group Standards”. More than 200 government officials, well-known experts and entrepreneurs from the national soil and fertilizer industry gathered together to help strengthen the green development of agriculture and promote the industrial development of soil restoration and the development of sustainable renewable resources in China. Wang Xianglin made a keynote speech at the meeting on Adhering to the Concept of Ecological Civilization to Contribute to Strengthening Green Development and Promoting Soil Restoration, and put forward the following suggestions:





(1)、加速相关的试点、示范工作,各省设立示范基地,每亩给予实验费用补贴,时机成熟后再进行全国推广;

(1) Accelerate the relevant pilots and demonstrations, set up demonstration bases in various provinces, give subsidies for experimental expenses according to mu and promote them nationwide when it is mature;

(2)、制定、出台配套法规与措施,推动有机水溶肥大面积推广使用,减少化肥使用量;

(2) Formulate and promulgate supporting regulations and measures to promote the large-scale popularization and use of organic water-soluble fertilizers and reduce the use of chemical fertilizers;

(3)、对有机水溶肥高新技术企业在产品研发方面加大政策扶持力度,以保障高品质新型水溶肥产品的尽快入市;

(3) Increase policy support for organic water-soluble fertilizer high-tech enterprises in new product research and development to ensure that high-quality new water-soluble fertilizer products enter the market as soon as possible;

(4)、加大对有机水溶肥高新技术企业给予税收优惠、贴息贷款、科技项目补贴等税收、财政方面的政策支持力度,以推动水溶肥企业的高速发展。

(4) Increase the tax and financial policy support for organic water-soluble fertilizer high-tech enterprises, such as tax preferences, soft loans and subsidies for scientific and technological projects, so as to promote the rapid development of water-soluble fertilizer enterprises.

王祥林还在会上倡议成立“中国土壤修复产业协会”,统筹协调全国土壤修复产业各方力量,共同推进我国土壤修复产业发展。

Wang Xianglin also proposed to set up “China Soil Restoration Industry Association” to coordinate all forces in the national soil restoration industry and jointly promote the development of soil restoration industry in China.



## 降农药残留 Reduction of pesticide residues

1、公司连续多年与福建农林大学合作开展修复土壤农药残留研究。

1. The company has cooperated with Fujian Agriculture and Forestry University for many years to carry out research on restoration of pesticide residues in soil.



试验一：修复土壤中草甘膦残留，药后3天添加喷施宝的土壤中草甘膦残留量为957.9ug/kg，比不添加1067.3ug/kg降低11.42%；药后7天添加喷施宝土壤中的草甘膦残留量458.3ug/kg，比不添加的558.8ug/kg降低了21.9%；

Experiment 1: Restoration of glyphosate residue in soil. The glyphosate residue in the soil 3 days after adding Penshibao was 957.9ug/kg, which was 11.42% lower than that without adding Penshibao of 1067.3ug/kg; the glyphosate residue in the soil 7 days after adding Penshibao was 458.3ug/kg, which was 21.9% lower than that without adding Penshibao of 558.8ug/kg.



试验二：修复土壤中乙草胺残留，试验结果表明，随着时间的进行，土壤中乙草胺残留量呈现明显下降的变化趋势。药后3天，添加喷施宝产品的残留量比不添加的对照区下降43.36%；药后7天比不添加的对照区土壤中乙草胺残留量降低69.71%，达到极显著水平 ( $p<0.01$ )；

Experiment 2: Restoration of acetochlor residue in soil. The results showed that acetochlor residue in soil showed a significant downward trend as time went on. Three days after treatment, the residual amount of the products added with Penshibao decreased by 43.36% compared with that of the control area without adding products; seven days after treatment, the acetochlor residue in soil decreased by 69.71% compared with that of the control area without adding products, reaching a very significant level ( $p<0.01$ ).



小麦喜获丰收  
A bumper harvest of wheat

试验三：修复土壤中三唑磷残留，在使用三唑磷时添加喷施宝产品，土壤中三唑磷残留量呈现明显下降的变化趋势。药后3天、7天添加喷施宝的残留量比不添加的对照区，土壤中三唑磷残留量降低了24.49%、39.04%，其差异经t检验均达极显著水平 ( $p<0.01$ )。

Experiment 3: Restoration of triazophos residue in soil. When adding Penshibao products when the triazophos was used, the triazophos residue in soil showed an obvious decreasing trend. Compared with the control area without adding products, the residual amount of triazophos in the soil after 3 days and 7 days after treatment decreased by 24.49% and 39.04%, and the difference was extremely significant by t test ( $p<0.01$ ).



2、公司与中国农业大学合作研究乙草胺在土壤中的降解动态,采用实验室模拟方法研究了乙草胺在不同土壤中的降解动态,其降解速率与土壤微生物、土壤类型、土壤湿度、环境温度以及光照均有关,其中土壤微生物是影响乙草胺降解的主要因素,在乙草胺的降解中占首要地位。

2. The company cooperated with China Agriculture University to study the degradation dynamics of acetochlor in soil, and studied the degradation dynamics of acetochlor in different soils by laboratory simulation method. The degradation rate was related to soil microorganism, soil type, soil humidity, environmental temperature and light, among which soil microorganism was the main factor affecting the degradation of acetochlor, and played the leading role in the degradation of acetochlor.

3、公司与福建安溪茶学院合作研究——使用喷施宝技术降低铁观音茶树鲜叶中农药残留含量的影响

3. The company cooperated with Fujian Anxi College of Tea Science to study the effect of reducing pesticide residues in fresh tea leaves of Tieguanyin by using Penshibao technology

处理		联苯菊酯		毒死蜱		虫螨腈	
		含量 (mg/kg)	降幅/%	含量 (mg/kg)	降幅/%	含量 (mg/kg)	降幅/%
A区,检测机构1	对照喷施宝	27.30 13.90	— 49.08	2.30 1.50	— 34.78	5.90 3.60	— 38.98
B区,检测机构2	对照喷施宝	2.93 1.58	— 46.08	0.29 0.08	— 72.41	7.33 2.13	— 70.94

Treatment		Bifenthrin		Chlorpyrifos		Chlorfenapyr	
		Content (mg/kg)	Decreasing amplitude/%	Content (mg/kg)	Decreasing amplitude/%	Content (mg/kg)	Decreasing amplitude/%
Area A, inspection institution 1	Compared with Penshibao used	27.30 13.90	— 49.08	2.30 1.50	— 34.78	5.90 3.60	— 38.98
Area B, inspection institution 2	Compared with Penshibao used	2.93 1.58	— 46.08	0.29 0.08	— 72.41	7.33 2.13	— 70.94

4、公司与福建农林大学合作研究:

4. The company cooperated with Fujian Agriculture and Forestry University to carry out research:

试验一:结果表明喷施宝能有效促进小白菜叶片和番茄上吡虫啉和毒死蜱两种杀虫剂残留的降解。

Experiment 1: The results showed that Penshibao could effectively promote the degradation of imidacloprid and chlorpyrifos pesticide residues on Chinese cabbage leaves and tomatoes.



处理	第5天	第10天	第5天	第10天
	吡虫啉 (降幅/%)	吡虫啉 (降幅/%)	毒死蜱 (降幅/%)	毒死蜱 (降幅/%)
对照喷施宝 (小白菜)	— 60.2	— 77.4	— 21.3	— 58.5
对照喷施宝 (番茄)	— 36.5	— 54.3	— 43.3	— 82.5

Treatment	The 5th day	The 10th day	The 5th day	The 10th day
	Imidacloprid (decreasing amplitude/%)	Imidacloprid (decreasing amplitude/%)	Chlorpyrifos (decreasing amplitude/%)	Chlorpyrifos (decreasing amplitude/%)
Compared with Penshibao used (Chinese cabbage)	— 60.2	— 77.4	— 21.3	— 58.5
Compared with Penshibao used (tomato)	— 36.5	— 54.3	— 43.3	— 82.5

试验二：喷施宝对芥蓝菜中吡虫啉和毒死蜱及高效氯氰菊酯残留均有明显的降解作用。

Experiment 2: Penshibao can obviously degrade imidacloprid, chlorpyrifos and beta cypermethrin residues in Chinese kale.

处理	第3天	第7天	第3天	第7天	第3天
	吡虫啉 (降幅/%)	吡虫啉 (降幅/%)	毒死蜱 (降幅/%)	毒死蜱 (降幅/%)	高效氯氰菊酯 (降幅/%)
对照喷施宝 (芥蓝菜)	— 57.9	— 83.4	— 47.5	— 65.8	— 76.1

Treatment	The 3rd day	The 7th day	The 3rd day	The 7th day	The 3rd day
	Imidacloprid (decreasing amplitude/%)	Imidacloprid (decreasing amplitude/%)	Chlorpyrifos (decreasing amplitude/%)	Chlorpyrifos (decreasing amplitude/%)	Beta cypermethrin (decreasing amplitude/%)
Compared with Penshibaoused (Chinese kale)	— 57.9	— 83.4	— 47.5	— 65.8	— 76.1

试验三：喷施宝对农药胁迫下芥蓝菜保护酶活性的影响

Experiment 3: Effect of Penshibao on protective enzyme activity of Chinese kale under pesticide Stress

芥蓝菜在分别喷施高效氯氰菊酯、毒死蜱、吡虫啉农药试验中，叶面施用喷施宝产品，均可提高芥蓝菜中的过氧化物酶 (POD)、超氧歧化酶 (SOD)、过氧化氢酶 (CAT) 酶的活性，激活了芥蓝菜的应急反应，有助于对农药的降解。

In the experiment of spraying beta cypermethrin, chlorpyrifos and imidacloprid pesticides on Chinese kale, the activities of peroxidase (POD), superoxide dismutase (SOD) and catalase (CAT) in Chinese kale can be increased by leaves application of Penshibao products, which activates the emergency response of Chinese kale and contributes to the degradation of pesticides.



5、公司与中国农业大学合作研究喷施宝对降低油麦菜中高效氯氰菊酯和茚虫威残留的影响,结果表明在油麦菜分别进行的高效氯氰菊酯、茚虫威农药试验中叶面喷施“喷施宝”产品,在第5天和第7天,“喷施宝”产品对这两种杀虫剂在油麦菜中的最终降解有较强的促进作用,随着“喷施宝”产品浓度的加大,这种促进效果越明显。

5. The company cooperated with China Agriculture University to study the effect of Penshibao on reducing the residues of beta cypermethrin and indoxacarb in oil-wheat vegetables. The results showed that spraying Penshibao products on leaves in the pesticide experiments of beta cypermethrin and indoxacarb in oil-wheat vegetables respectively had a strong promotion effect on the final degradation of these two pesticides in oil-wheat vegetables on the fifth and seventh days. With the increase of the concentration of Penshibao products, the promotion effect was more obvious.



#### 6、其他的蔬菜示范试验：

#### 6. Demonstration experiments of other vegetables:

(1)广西北海合浦豇豆吡虫啉农药残留量下降39.6%,每亩农药用量降低11.2%,增产率12.6%;

(1) The residue of imidacloprid pesticide in cowpea in Hepu, Beihai, Guangxi decreased by 39.6%, the dosage of pesticide decreased by 11.2% per mu, and the growth rate was 12.6%;

(2)新疆阿克苏红枣中毒死蜱农药残留降解率82.0%;

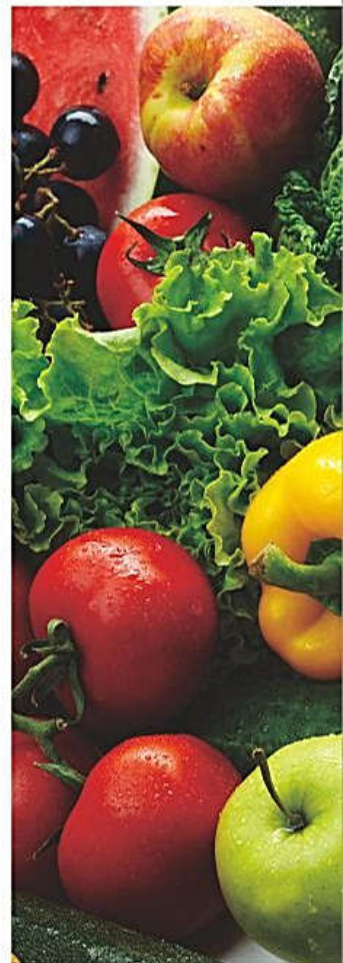
(2) The degradation rate of chlorpyrifos pesticide residues in Aksu red dates in Xinjiang was 82.0%;

(3)新疆阿克苏苹果喷施毒死蜱时加入喷施宝“助安”有机水溶肥,检测苹果中毒死蜱含量为0.6mg/kg,符合食品安全标准,不添加的对照组毒死蜱残留量超标;

(3) When adding Penshibao “Zhu’ an” organic water-soluble fertilizer in spraying chlorpyrifos on Aksu apples in Xinjiang, the content of chlorpyrifos in apples was 0.6mg/kg, meeting the food safety standard, and the residual amount of chlorpyrifos in the control group without addition exceeded the standard;

(4)新疆哈密市蔬菜(番茄、辣椒、茄子、尖叶笋子)喷施常规农药+喷施宝产品,可明显降低农药残留量,降低蔬菜上的农药残留达57.8-99.9%之间。

(4) Spray conventional pesticides + Penshibao products on vegetables (tomatoes, peppers, eggplants and bamboo shoots) in Hami, Xinjiang, can significantly reduce pesticide residues, and the reduced pesticide residues on vegetables was 57.8-99.9%.





## 重视公众健康 Focus on public health

1、发展富硒产业，让世界普通老百姓吃得起富硒产品，是喷施宝公司最大的社会责任。

1. It is the biggest social responsibility of Penshibao Company to develop selenium-rich industries and make selenium-rich products affordable to ordinary people worldwide.

“硒”被业界称为“长寿元素”“心脏守护神”和“抗癌之王”，是人体必需的微量元素之一，对人体健康至关重要。全球有40多个国家缺硒，缺硒人口达10亿。多年来，喷施宝公司与全国农业推广服务中心、农业农村部耕地质量检测保护中心及各地区的合作社等单位开展富硒试验，试验结果表明喷施宝富硒有机水溶肥，无论是在动物还是在植物方面都能提高本体的硒含量，增加经济附加值，形成绿色健康的富硒产业链。

“Selenium” is called “longevity element”, “patron saint of heart” and “king of anti-cancer” in the industry. It is one of the essential trace elements for human body, and is very important to human health. There are more than 40 countries in the world that are deficient in selenium, with a population of 1 billion. Over the years, Penshibao Company has carried out selenium-rich experiments with the National Agricultural Popularization Service Center, the Cultivated Land Quality Inspection and Protection Center of the Ministry of Agriculture and Rural Affairs, and cooperatives in various regions. The experimental results show that the selenium-rich organic water-soluble fertilizer of Penshibao can improve the selenium content of the body whether in animals or plants, increase the economic added value and form a green and healthy selenium-rich industrial chain.



富硒试验田  
Selenium-rich experimental field



富硒试验田  
Selenium-rich experimental field



富硒猪  
Selenium-rich pig



富硒鸡鸭  
Selenium-rich chicken and duck



富硒鸭蛋  
Selenium-rich duck eggs



### (1) 全国各地农作物富硒试验

#### (1) Selenium-rich experiment of crops all over China

2014年以来在全国多省区开展富硒水稻示范, 喷施宝富硒产品可让稻谷富硒含量达到0.064-0.283mg/kg、稻米硒含量达到0.049-0.265mg/kg, 与空白对照组相比硒含量提高61.4-812.3%, 产量提高幅度达8.69-12.73%。

Since 2014, selenium-rich rice demonstrations have been carried out in many provinces and regions of China. The use of Penshibao selenium-rich products can make the selenium-rich content of rice and selenium content of rice reach 0.064-0.283mg/kg and 0.049-0.265mg/kg respectively, the selenium content is 61.4-812.3% higher than that of the blank control group, and the yield increases by 8.69-12.73%.

2014-2020年在蔬菜上进行增硒试验, 其中白菜、菜心、芥菜、葱等作物等增硒效果和增硒质量较好, 白菜硒含量达到0.16-0.24mg/kg, 菜心硒含量在0.14-0.25mg/kg, 芥菜硒含量达到0.23-0.63mg/kg, 葱的硒含量在0.20mg/kg, 在富硒的同时也提高的亩产率在9.71-13.59%, 增产增硒效果达极显著水平; 番茄、南瓜、韭菜等硒含量也符合富硒农产品标准。

Selenium increase experiments were carried out on vegetables from 2014 to 2020. Among them, Chinese cabbage, Chinese flowering cabbage, Chinese kale, onion and other crops have better selenium increase effect and quality that the selenium content of Chinese cabbage is 0.16-0.24mg/kg, the selenium content of Chinese flowering cabbage is 0.14-0.25mg/kg, the selenium content of Chinese kale is 0.23-0.63mg/kg, and the selenium content of onion is 0.20mg/kg. While enriching the selenium, the yield is increased by 9.71-13.59% per mu, so the yield and selenium increasing effect is significant. Selenium contents of tomatoes, pumpkins and leeks also meet the standards of selenium-rich agricultural products.

2020年喷施宝与内蒙古商都县农牧科技局在乌兰察布市商都县田家村开展富硒马铃薯试验, 结果表明施用康熙宝有机水溶肥(水剂)后的马铃薯株高、叶绿素含量、商品率和亩产量均有所提高, 马铃薯株高增加21.9%, 叶绿素含量增加12.8%, 商品率提高16.6%, 亩产量增加10.7%, 马铃薯硒含量达0.42mg/kg。

In 2020, Penshibao carried out selenium-rich potato experiment with the Agriculture and Animal Husbandry Technology Bureau of Shangdu County, Inner Mongolia in Tianjia Village, Wulanchabu City. The results showed that the plant height of potato, chlorophyll content, commodity rate and yield per mu after using Kangxibao organic water-soluble fertilizer (water aqua) were all increased; among which, the plant height of potato increased by 21.9%, chlorophyll content increased by 12.8%, commodity rate increased by 16.6%, yield per mu increased by 10.7% and selenium content of potato reached 0.42mg/kg.

### (2) 全国各地动物富硒试验

#### (2) Animal selenium-rich experiments all over China

采用喷施宝的富硒技术养殖鹌鹑, 不大于40只, 按每天1毫升产品计, 将产品滴入喂水器让鸟自由采食, 三十四天后取样检测, 鹌鹑蛋硒含量为0.26mg/kg, 产品达到富硒标准。

No more than 40 quails were bred by the selenium-rich technology of Penshibao. Dripped the product as 1ml/day into the water feeder for birds to eat freely. After 34 days, the selenium content of quail eggs was 0.26mg/kg, reaching the selenium-rich standard.



采用喷施宝的富硒技术养殖猪，将喷施宝产品添加在饲料或饮用水中饲喂，当猪体重增长到50-60斤（80-90日龄）时开始饲喂，每天每头猪用本品20毫升，分两餐饲喂，每餐10毫升，拌稀料或兑少量水均匀的喷洒在干料中饲喂，连续饲喂5天，然后停喂5天，依次循环，在猪出栏前20天停止饲喂。经检测猪里脊肉、猪血、猪肠、猪心、猪肺等部位硒含量到达0.235-0.318mg/kg之间，猪达到富硒标准。

Adopted the selenium-rich technology of Penshibao to breed pigs. Added Penshibao products in feed or drinking water and started feeding when the weight of pigs increased to 50-60kg (80-90 days old) with this product 20ml every day in two meals with 10ml for each meal, which was mixed with dilute material or mixed with a small amount of water, and evenly sprayed in dry material, fed continuously for 5 days, then stopped feeding for 5 days, circulated in turn and stopped feeding 20 days before pigs grew up. The selenium content in pork tenderloin, pig blood, pig intestine, pig heart and pig lung reached 0.235-0.318mg/kg, and pigs reached the selenium-rich standard.

2019年内蒙古田之宝农业发展有限公司与喷施宝签订的富硒鸡养殖协议，喷施宝提供富硒养殖技术指导，结果表明：按照指导使用喷施宝产品的鸡生长壮实，毛颜色发亮有光泽，抵抗力强，肉质更加鲜美紧致，产蛋率提升，鸡肉硒含量达0.26mg/kg，鸡蛋硒含量达到0.22mg/kg，均达到富硒产品标准。

In 2019, Inner Mongolia Tianzhibao Agricultural Development Co., Ltd. signed a selenium-rich chicken breeding agreement with Penshibao and Penshibao provided technical guidance for selenium-rich chicken breeding. The results showed that chickens using Penshibao products according to the guidance were strong with bright hair, strong resistance, more delicious and compact meat quality, and improved egg production rate. The selenium content in chicken and eggs reached 0.26mg/kg and 0.22mg/kg respectively, reaching the selenium-rich product standard.

## 2、保障农产品安全

### 2. Ensure the safety of agricultural products

多年来公司重视维护公众健康，保障农产品安全工作，与多家科研院校合作，研发喷施宝降解农产品农药残留技术。其中有中国福建武夷山大红袍茶叶、中国青海枸杞，使用喷施宝技术栽培管理，茶叶、枸杞经权威部门检测，均为0检出。

Over the years, the company has attached great importance to maintaining public health and ensuring the safety of agricultural products, and cooperated with many scientific research institutions to develop the technology of degrading pesticide residues in agricultural products of Penshibao. Among which, Dahongpao tea in Wuyishan, Fujian, China, and Lycium barbarum in Qinghai, China are cultivated and managed by Penshibao technology. Tea and Lycium barbarum are detected by authoritative departments, both of which are 0.



## 客户权益保护

## Protection of customer rights and interests

1、公司是重合同守信用诚信单位，保护客户的合法权益就是保护了企业的可持续发展，是企业的生命。

1. The company always honors contracts and keeps promises. Protecting the legitimate rights and interest of customers is to protect the sustainable development of enterprises, which is the life of enterprises.

2、公司多渠道保证客户的合法权益不受侵犯。

2. The company guarantees that the legitimate rights and interests of customers are not infringed through multiple channels.

01

(1) 企业综合实力保证，品牌影响力在业界受到高度赞赏；

(1) The comprehensive strength of the enterprise is guaranteed, and the brand influence is highly appreciated in the industry;

02

(2) 技术及产品质量方面有双重保证，是ISO质量及环境管理体系双认证企业；

(2) There are double guarantees in technology and product quality, and it is certificated by ISO quality and environmental management systems;



## 2020年公司开展培训情况 Training Developed by the Company in 2020

项 目	东北	华北	华中	华东	华南	西南	西北	合计
培训场次	176	60	66	24	86	75	83	570
培训人次	5080	1880	1980	1200	2580	2250	4400	19370
示范点数	46	67	50	20	58	66	53	360



Item	Northeast	North China	Central China	East China	South China	Southwest	Northwest	Total
Training times	176	60	66	24	86	75	83	570
Trainees	5080	1880	1980	1200	2580	2250	4400	19370
Demonstration sites	46	67	50	20	58	66	53	360



03

(3) 售前售后提高客户满意度,一心为农,让老百姓吃得上吃得起“喷施宝”产品种植出来的农产品,是企业长期的发展目标。

(3) Pre-sales and after-sales improve the customer satisfaction and devote to agriculture. It is the long-term development goal of the company to ensure that agricultural products grown by “Penshibao” products are affordable by ordinary people.

04

(4) 公司根据客户和市场营销需要,2020年各省区技术人员下乡驻村开展技术培训570场次,参加培训人员近2万人次,组织试验示范点360个,为客户提供全方位的技术指导等服务。

(4) According to the needs of customers and marketing, in 2020, technicians from various provinces and regions went to the countryside to carry out technical training for 570 times, with nearly 20,000 trainees and 360 pilot demonstration sites, providing customers with all-round technical guidance and other services.



## 员工权益保护

## Employee Right Protection

1、公司严格遵守《中华人民共和国劳动法》，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，严格执行国家工作时间和休息、休假制度。

1. The company strictly abides by the Labor Law of the People's Republic of China, regulates the implementation of the labor system, enters into employment contracts with employees through equal negotiation, and strictly implements the national working hours and rest and vacation systems.

2、公司坚持“以人为本”的管理理念，组织员工进行健康体检，不定期组织员工进行安全生产、职业健康知识培训，增强员工健康安全意识，防患于未然。

2. The company adheres to the “people-oriented” concept, organizes physical examinations for employees, organizes training on safe production and occupational health for employees irregularly to strengthen the health and safety awareness of employees and nip in the bud.

3、作为国家医保的补充，公司工会为员工额外购买集体医疗互助商业保险，为生日员工赠送生日蛋糕。

3. As a supplement to the national medical insurance, the company's trade union buys collective medical mutual commercial insurance for employees and presents birthday cakes for employee's birthdays.



农技及产品知识培训中  
Training in agricultural technology and product knowledge



安全职业健康培训中  
Training in Safety and occupational health



消防安全培训中  
Fire safety training



全民阅读活动进行中  
The reading activity of the whole people is in progress.



## 社会公益事业 Social benefit activities

1、公司勇于承担社会责任，关心下一代未成年人的成长，是北海市关心下一代工作委员会成员单位，为培养下一代办实事、做好事。

1. The company is active in undertaking social responsibilities and caring for the growth of the next generation of minors. It is a member unit of Beihai Care for the Next Generation Committee, which do practical things and good deeds for the training of the next generation.



(1) 2020年“六一”国际儿童节，公司组织员工子女活动，并为孩子们发放节日礼物，让孩子们度过一个喜庆快乐的节日。

(1) On 1 June 2020, the company organized activities for employee's children and distributed holiday gifts to children, so that they could have a happy holiday.



(2) 9月12日，公司举行了每年一次的“尊师爱学”表彰会，对当年考上大学和在中学表现好的学子进行表彰和奖励。教育和鼓励他们爱国爱民、勤奋学习、报效祖国、建功立业。

(2) On 12 September, the company held an annual commendation meeting for “respecting teachers and loving students”, which commended and rewarded students who had been admitted to universities and performed well in middle schools to educate and encourage them to love the country and people, study hard, serve the motherland and make contributions.

2、公司积极参加抗疫助农复产活动，捐赠价值40多万元的富硒产品给湖北省武汉市、红安县等地，并为种植户提供农业技术指导，助农增产增收。

2. The company has actively participated in the activities of fighting against epidemic and helping agriculture to resume production, donated selenium-rich products worth more than 400,000 Yuan to Wuhan City and Hong'an County of Hubei Province, and provided agricultural technical guidance for growers to help farmers increase production and income.





# 利益相关方

## STAKEHOLDERS

利益相关方	关注议题	沟通形式及表现
客户	重合同、守信用 合作双赢 货款及售后有保证	合同及交货付款等条款确定、严格履约、较高的客户满意度 完善售后服务、ISO质量及环境管理体系认证
供应商	公平采购 实现双赢 战略合作	合同协议及谈判、严格履约、较高的供应商满意度、 ISO质量及环境管理体系认证
金融机构	降低融资成本 减少风险 及时付款	合同谈判、日常业务交流、研究融资政策、减少融资风险
社区	关注社会发展 共建和谐社区	参与志愿者活动、公益捐款及扶贫、社区文明共建

Stakeholders	Issues of concern	Communication forms and manifestations
Clients	Respect contracts and keep promises Cooperation and win-win Loan and after-sales are guaranteed	Determined by the contract and delivery payment and other articles. Strict contract performance. High customer satisfaction Perfect after-sales service. ISO quality and environment management system certification
Suppliers	Respect contracts and keep promises Cooperation and win-win Loan and after-sales are guaranteed	Contract agreement and negotiation. Strict contract performance High supplier satisfaction. ISO quality and environment management system certification
Financial institutions	Reduce financing cost Reduce risks Payment in due course	Contract negotiation. Daily business communication. Study on financial policies. Reduce financing risks
Communities	Focus on social development Build harmonious community together	Participate in voluntary activities. Donation and poverty alleviation Building of community civilization together



# 社会评价

## SOCIAL APPRAISAL

1、新闻报道：土壤修复任重道远 全国农业专家汇聚南京助力绿色发展。来源：《中国网》

1. News report: Soil restoration has a long way to go. Agricultural experts from all over China gather in Nanjing to help green development. Source: China.org.cn



南京2020'全国土壤污染防治研讨会启动仪式  
Launching ceremony at the Nanjing 2020' National Symposium on soil pollution Prevention.



公司荣获中国林业与环境促进会副理事长单位  
The company was awarded the deputy director unit of the China Association for the Promotion of Forestry and Environment.



2、陕西靖边王渠则镇富硒农业带来致富新“硒”望：喷施宝陕西分公司签订万亩富硒荞麦基地，引导当地贫困户和农户加入富硒产业合作社，脱贫致富。来源：《中国网》

2. Selenium-rich agriculture in Wangquze Town, Jingbian County, Shaanxi Province brings a new “selenium” prospect of getting rich: Penshibao Shaanxi Branch signed a 10,000 mu selenium-rich buckwheat base to guide local poor households and farmers to join selenium-rich industrial cooperatives to get rid of poverty and become rich. Source: China.org.cn



3、中央CCTV 1台2021年3月11日新闻联播报道：河南将喷施宝等农资纳入防控优先保障清单。

3. CCTV 1 News on 11 March, 2021: He'nan Province includes agricultural materials such as Penshibao in the list of priority protection for prevention and control.



4、喷施宝内蒙古分公司成立退役军人农业技术服务队，得到党和国家的大力支持。来源：《农民日报》

4. Inner Mongolia Branch of Penshibao set up the ex-servicemen agricultural technical service team, which is strongly supported by the Party and the state. Source: Farmers' Daily



# 公司2021年展望

## PENSHIBAO OUTLOOK IN 2021



2021年是“十四五”开局之年，振兴农村、服务三农，仍然是公司未来发展战略的重中之重，并列入公司2021年度发展规划及经营目标，公司将继续利用自身的技术、产品、服务等优势，为发展农业生态产业、推进乡村振兴贡献力量。

2021 is the first year of the “14th Five-Year Plan”. Revitalizing rural areas and serving agriculture, rural areas and farmers are still the top priority of the company’s future development strategy, and are included in the company’s development plan and business objectives in 2021. The company will continue to make use of its own advantages in technology, products and services to contribute to the development of agro-ecological industries and rural revitalization.



(一) 提升站位,提升格局,加大服务“三农”力度。

(I) Improve the stance, enhance the pattern and increase the service for agriculture, rural areas and farmers.

1、公司2021年会,将加强渠道大建设、拓展项目大联盟、依靠政策大发展作为全年工作的指导方针和工作方向。

1. The company will strengthen the large-scale channel construction, expand the large-scale project alliance and rely on the large-scale development of policies in 2021, which will be the guiding principles and working directions of the whole year.

(1) 加强渠道大建设:传统经销渠道、中邮配送、外贸、电商、分公司等营销渠道,拟在全国建设1000个“喷施宝”直销店铺,业务及专业技术服务人员达300人以上;

(1) Strengthen the large-scale channel construction: traditional distribution channels, China Post distribution, foreign trade, E-commerce, branches and other marketing channels; the company is planned to build 1,000 “Penshibao” direct sales stores nationwide, with more than 300 business and professional technical service personnel;

(2) 拓展项目大联盟:大力推广富硒农业,提高农业开发质量,帮助农民农村脱贫致富;加大农资招标采购及土壤修复项目建设,利用国家惠农政策,服务乡村,振兴乡村;

(2) Expand the large-scale project alliance: vigorously promote selenium-rich agriculture, improve the quality of agricultural development, and help farmers get rid of poverty and become rich in rural areas; increase the bidding and procurement of agricultural materials and the construction of soil restoration projects, and make use of the national policy of benefiting farmers to serve the countryside and revitalize the countryside;

(3) 依靠政策大发展:利用国家各项惠农惠企业政策,利国利民,企业也得到发展壮大。

(3) Rely on the large-scale policy development: make use of various national policies of benefiting farmers and enterprises to benefit the country and the people and expand enterprises.

(二)、后疫情时代,随着新冠肺炎灭活疫苗的大范围接种,世界经济将缓慢恢复,人民生活将回归正轨,喷施宝公司将一如既往响应联合国全球契约倡议,积极承担社会责任,为国家粮食安全及农业的可持续发展做出积极的贡献。

(II) In the post-epidemic era, with the large-scale vaccination of inactivated vaccine in Covid-19, the world economy will recover slowly, and people's work and life will return to the right track. Penshibao Company will, as always, respond to the United Nations Global Compact initiative, actively undertake social responsibilities and make positive contributions to national food security and sustainable development of agriculture.



# 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



2015 Version



2016 Version



2017 Version



2018 Version



2019 Version



2020 Version







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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