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# 2022 广西喷施宝股份有限公司 GUANGXI PENSHIBAO CO., LTD. 社会责任报告 SOCIAL RESPONSIBILITY REPORT

粮食丰收三件宝：阳光 雨露 喷施宝  
Three treasures for grain bumper harvest: Sunshine, rain & dew, Penshibao







**为国家粮食生产和食品安全**  
PROVIDING GREEN MEANS OF PRODUCTION FOR NATIONAL

**提供绿色生产资料**  
GRAIN PRODUCTION AND FOOD SAFETY



**喷施宝稀有野生水稻示范基地**  
Penshibao demonstration Base for rare wild rice



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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“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15份社会责任报告。报告真实、客观地总结和反映了公司2022年度在履行社会责任的实践与成效。

This report is the 15th 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 2022.

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2022年1月1日至2022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 2022 to 31 December 2022. The report was reviewed and approved by The Company's Board of Directors.





# 关于公司创始人-王祥林董事长

About the founder of the company - Chairman Wang Xianglin



- 全国优秀企业家，
  - 多次荣获国内外荣誉称号，
  - 曾先后当选第八、九、十届 全国政协委员，
  - 中国全国工商联常委、执委，
  - “中华人民共和国成立70周年” 纪念章获得者，
  - 中国叶面肥行业的领军人物，
  - “全国民族团结进步模范” 获得者。
- National outstanding entrepreneur and he has won many honorary titles at home and abroad,
  - and has been elected as the member of the Eighth,
  - Ninth and Tenth Chinese People's Political Consultative Conference,
  - and the Standing Committee and Executive Committee of the All-China Federation of Industry and Commerce in China,
  - the winner of the "70th Anniversary of the Founding of People's Republic of China (PRC)" Medal,
  - and the leader of foliar fertilizer industry in China,
  - Winner of the "National Unity and Progress Model".

由他创办的喷施宝集团，每年为国家粮食生产和食品安全提供绿色生产资料，通过致力推广有机水溶肥产品使农产品增产、提质，带来巨大社会效益，为中国解决脱贫问题作出突出贡献；同时，土壤治污改良，降解农药残留，发展富硒产业，解决了让人们吃“好”的问题。

王祥林先生非常热心社会公益事业，是中国光彩事业第一批发起人之一，通过“服务三农”，回馈社会。



Penshibao Group, founded by him, provides green means of production for national grain production and food safety every year, and makes great social benefits by promoting organic water-soluble fertilizer products, making outstanding contributions to solving the problem of poverty alleviation in China; at the same time, improving soil pollution control, degrading pesticide residues and developing selenium-enriched industries have solved the problem of making people eat "good".

Mr. Wang Xianglin is very enthusiastic about social welfare undertakings and he is one of the first sponsors of China Glory Undertaking, giving back to the society by "serving agriculture, countryside and farmers".





# 庆丰收·振兴乡村

Celebrating a Bumper harvest and revitalizing the Rural areas

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# 公司概况

## COMPANY OVERVIEW

### 公司简介

#### Company Profile

公司创建于1985年，是集研发、生产、销售和服务为一体的水溶肥料行业国家高新技术企业、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；是中国最早注册的叶面肥生产厂家和最大的叶面肥生产基地之一。

Founded in 1985, the company is a national high-tech enterprise of water-soluble fertilizer, a drafting unit of national standard of organic foliar fertilizer and a member enterprise of the United Nations Global Compact Organization, which integrates R&D, production, sales and service. It is one of the earliest registered foliar fertilizer manufacturers and largest foliar fertilizer production bases in China.

### 发展战略

#### Development Strategy



紧跟国家发展新态势，专注农业领域，利用自己的专业，振兴乡村，服务社会。

Keep up with the new situation of national development, focus on the agricultural field, make use of their own specialties, revitalize the countryside and serve the society.



全力保障国家粮食和食品安全，增产增收，支农助农。

Spare no effort to ensure national grain and food security, increase production and income and support agriculture and farmers.



### 公司荣誉

#### Company Honors

- 深耕农业将近**40**年，公司**首创**的“叶面肥”施肥技术，
- 获得国内外荣誉和奖项近**300**项，
- 两次荣获“**广西科技进步一等奖**”，“**国家农牧渔业丰收奖一等奖**”，
- **是国家有机叶面肥标准的起草单位**。喷施宝已成为国内外业界的**驰名品牌**，
- 为**保障世界粮食和食品安全**作出杰出贡献。

After nearly 40 years of deep farming, the company's innovated “foliar fertilizer” fertilization technology has won nearly 300 honors and awards at home and abroad, and won the “First Prize of Guangxi Science and Technology Progress Award” twice and the “First Prize of National Harvest Award for Agriculture, Animal Husbandry and Fishery”. It is the drafting unit of the national organic foliar fertilizer standard. Penshibao has become a well-known brand in the industry at home and abroad, and has made outstanding contributions to ensuring world food and food safety.



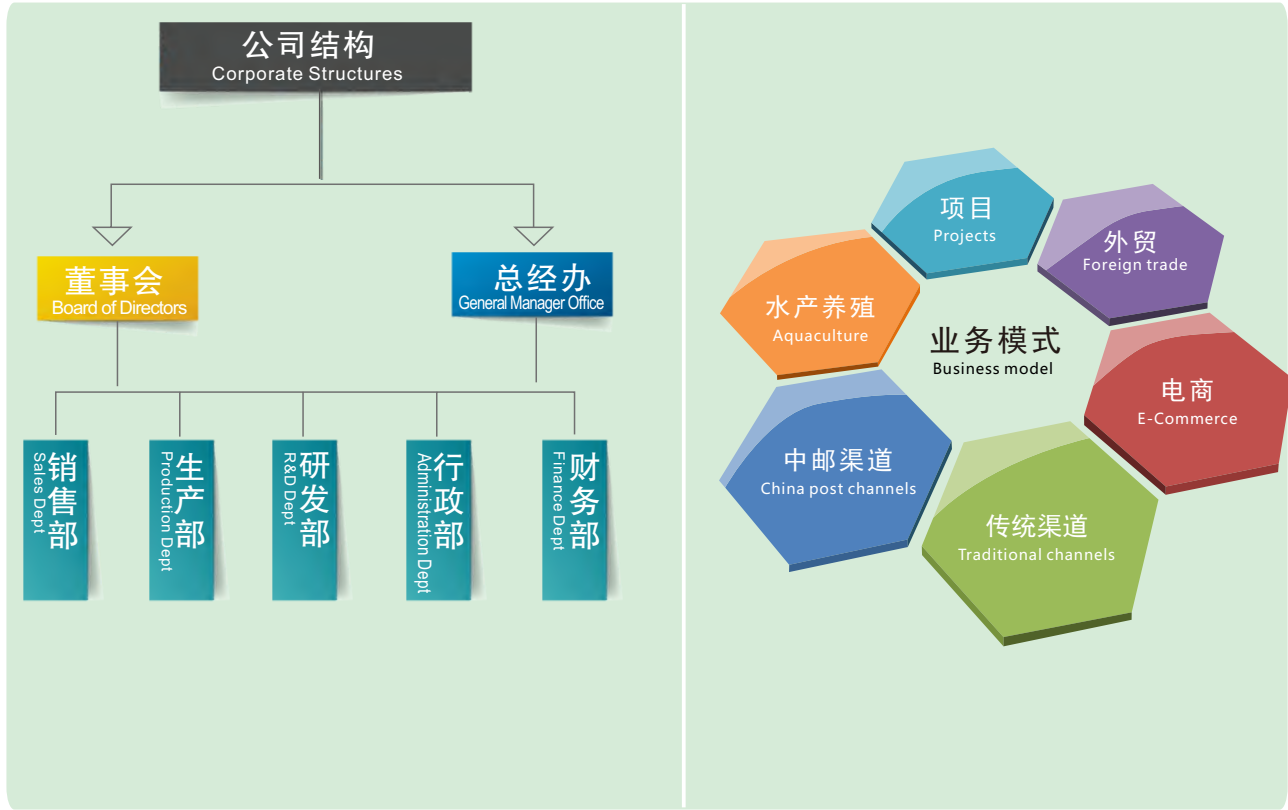
# 公司治理

## Corporate Governance

### 公司治理结构与业务模式

#### Corporate Governance Structure And Business Model

- 1、公司治理结构采用扁平化的部门管理模式，下设销售、生产、研发、行政、财务等部门，在董事会和总经办的指导下开展工作。
1. The corporate governance structure adopts a flat departmental management mode, with sales, production, R&D, administration, finance and other departments working under the guidance of the Board of Directors and General Manager Office.
- 2、公司业务模式，主要包括传统渠道、中邮渠道、水产养殖、项目、电商、外贸等。
2. The business model of the company mainly includes traditional channels, China Post channels, aquaculture, projects, E-commerce and foreign trade, etc.



# 经济责任

## ECONOMIC RESPONSIBILITY

### 关键经济指标

#### Key Economic Indicators

2022年度公司各类肥料总产量约

**2500吨** (浓缩型)

In 2022, the company's total output of various fertilizers was about 2,500 tons (concentrated)

为中国粮食生产和食品安全提供最可靠绿色生产资料，创造直接经济效益超过

**2亿** 美元

which provides the most reliable green production materials for grain production and food safety in China, and creates direct economic benefits of more than USD 200 million.



# 消费者责任

## CONSUMER RESPONSIBILITY



### 1、研发创新

#### R&D innovation

公司拥有专业的研发团队、专业的立体施肥研究中心和分析实验室；同时公司还与国内知名农业院校和农业推广部门密切合作，科技创新，充分论证喷施宝产品和技术在**修复土壤、降农残、富硒**等方面的可靠性并进行广泛的推广应用，**助力保障中国乃至世界的粮食安全**。

The company has a professional R&D team, a professional three-dimensional fertilization research center and an analysis laboratory; at the same time, the company also cooperates closely with well-known domestic agricultural colleges and agricultural extension departments to innovate in science and technology, fully demonstrates the reliability of Penshibao products and technologies in soil remediation, reducing pesticide residues and enriching selenium, and carries out extensive popularization and application to help ensure food security in China and even the world.

### 2、产品安全和质量管控

#### Product safety and quality control

公司是ISO9001国际质量管理体系及ISO14001国际环境管理体系双认证企业，视产品质量为企业生命，从采购源头开始就加强绿色供应商的管理，**产品主要原料环保，无污染、无激素、无残留，获绿色食品生产资料使用许可**；公司质控部门管理前置，做好售前售后质量管控，多年来未出现任何因产品质量问题引起的投诉，未发生任何安全生产事故。

The company is a double-certified enterprise with ISO9001 international quality management system and ISO14001 international environmental management system. It regards product quality as the life of the enterprise and strengthens the management of green suppliers from the source of procurement. The main raw materials of the products are environmentally friendly, pollution-free, hormone-free and residue-free, and it has obtained the license for the use of green food production materials. The quality control department of the company is in charge of pre-sales and after-sales quality control. For many years, there have been no complaints caused by product quality problems and no production safety accidents.

### 3、高效的服务水平和良好的顾客体验

#### Efficient service level and good customer experience

公司拥有高效的市场服务团队，为消费者提供细致周到的售前售后服务，大幅提升消费者满意度和购物体验。

The company has an efficient market service team to provide consumers with meticulous and thoughtful pre-sales and after-sales services, which greatly enhances consumer satisfaction and shopping experience.

公司商务专员与消费者沟通协调日常订单事务、电话回访及业务经理不定期上门拜访等方式，了解消费者需求，以顾客关注为焦点，及时解决实际问题，实现双赢。全年不定期在市场开展产品知识使用方法培训、春耕福袋产品免费派送等活动；并派送宣传单页、产品手册、帽子、文化衫等纪念品，提高用户对公司的品牌认可度。

The company's commercial specialist communicates with consumers to coordinate daily order affairs, telephone call back and business managers' irregular home visits to understand consumers' needs, focus on customers' attention and solve practical problems in time to achieve a win-win situation. Carry out product knowledge training and free delivery of spring ploughing blessing bags in the market from time to time throughout the year; in addition, distribute leaflets, product manuals, hats, cultural shirts and other souvenirs to improve users' brand recognition of the company.



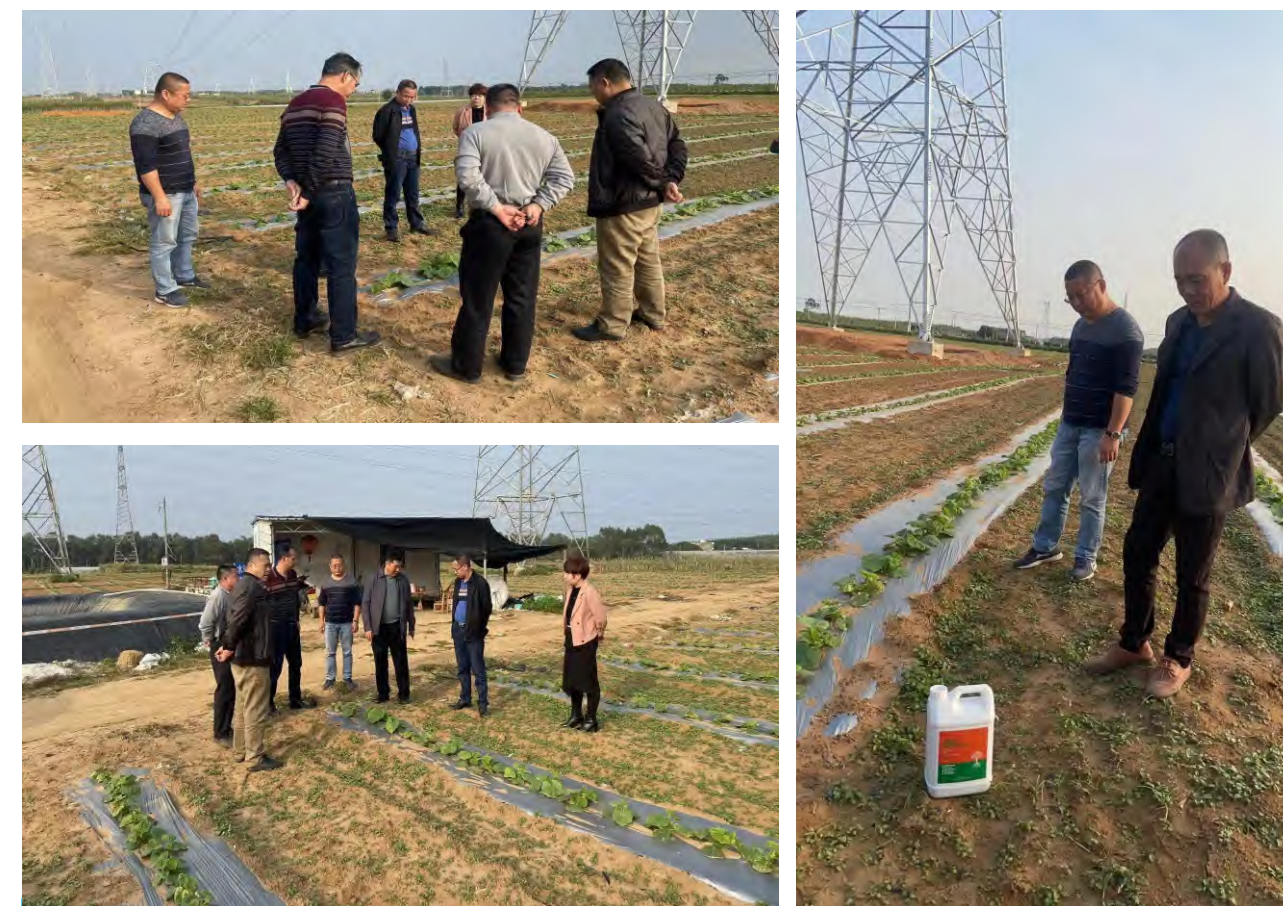
公司技术部门为山东、黑龙江、内蒙古、河南、河北、安徽、浙江、广西、新疆、四川、云南、福建等**31**个省（区）的市场客户按需求制定喷施宝立体施肥、降解农药残留、减肥增效、盐碱地治理改良、酸化耕地治理、富硒农畜产品、农业绿色种植等技术方案**630**余个。技术团队通过4008899989服务热线咨询及线上线下咨询等多种形式，为全国各地客户及业务员解答有关喷施宝产品使用、病虫害防治技术和疑难问题**1800**多次，加深用户对喷施宝产品和技术的了解和信任。同时根据客户和市场营销需要，2022年公司各省区技术人员，通过中国邮政强大的营业网络和社会经销网络，下乡驻村开展技术培训**530**场次，参加培训人员近**2**万人次，组织试验示范点**336**个，为客户提供全方位的技术指导等服务；**通过技术服务，引导用户由传统根部施肥方式向立体施肥方式转变，由浪费肥力向精准施肥、环保施肥转变，极大减少了过量施用化肥对环境**的危害，得到了广大用户的高度认可。

The technical department of the company has formulated more than 530 technical schemes, such as Penshibao three-dimensional fertilization, degradation of pesticide residues, weight loss and efficiency increase, saline-alkali land treatment and improvement, acidification of cultivated land, selenium-rich agricultural and livestock products and green planting of agriculture, for market customers in 31 provinces (autonomous regions) such as Shandong, Heilongjiang, Inner Mongolia, Henan, Hebei, Anhui, Zhejiang, Guangxi, Xinjiang, Sichuan, Yunnan and Fujian. Through 400889989 service hotline consultation and online and offline consultation, the technical team has answered more than 1,800 questions about the use of Penshibao products, pest control technology and difficult problems for customers and salesmen all over China, deepening users' understanding and trust in Penshibao products and technologies. At the same time, according to the needs of customers and marketing, in 2022, technical personnel from all provinces and autonomous regions, through China Post's strong business network and social distribution network, went to the countryside to carry out 530 technical training sessions with nearly 20,000 trainees attended, organized 336 experimental demonstration sites and provided customers with all-round technical guidance and other services; through technical services, users are guided to change from traditional root fertilization to three-dimensional fertilization, from wasting fertility to precise fertilization and environmental protection fertilization, which greatly reduces the harm of excessive application of chemical fertilizers to the environment and has been highly recognized by users.



2022年2月28日，龙胜镇山东村百香果和罗汉果喷施宝立体施肥技术培训

Penshibao three-dimensional fertilization technical training for passion fruit and Siraitia grosvenorii, Shandong Village, Longsheng Town, Guilin, Guangxi, On February 28, 2022



2022年2月28日，南瓜受冻后使用喷施宝恢复生长

Pumpkins were frozen and applied with Penshibao to restore their growth On February 28, 2022





2022年3月11日，合浦常乐红薯基地  
Sweet Potato Base, Changle town, Hepu, Guangxi, China on March 11, 2022



#### 4、净化市场环境，维护消费者权益

#### Purify the market environment and safeguard the rights and interests of consumers

公司不定期参加“消费者权益日”、“农资下乡”、反假冒伪劣、反串货等宣传活动，维护良好市场秩序，并向消费者开通多种方式的采购渠道。

The company irregularly participates in “Consumer Rights Day”, “Agricultural materials going to the countryside”, anti-counterfeiting, anti-bugsell and other publicity activities to maintain a good market order and open various procurement channels to consumers.



#### 5、消费者信息保障

#### Consumer information protection

为更好地服务消费者和保障消费者的合法权益，公司针对不同消费者建立相应的档案，由专人负责进行规范化的跟踪管理。

In order to better serve consumers and protect their legitimate rights and interests, the company establishes corresponding files for different consumers, and a special person is responsible for standardized tracking management.

## 合作伙伴责任

## RESPONSIBILITY OF PARTNERS



### 与经销商共谋发展

### Seek common development with dealers

公司根据国内外市场份额的不同，并综合行政区域、人口、种植面积等因素，设立总经销商、区域经销商和一般经销商，并严格按照经销合同约定进行管理，严厉查处串货、卖假货及销售有质量问题产品的经销行为，保障双方的合法权益。

According to the different market share at home and abroad, and taking into account the administrative region, population, planting area and other factors, the company has set up sole distributors, regional distributors and general distributors, and managed them in strict accordance with the distribution contract, and severely investigated and dealt with the distribution behaviors of bugselling, selling fake goods and selling products with quality problems to protect the legitimate rights and interests of both parties..



喷施宝公司携手中国邮政共同服务三农

Penshibao Company works with China Post to serve agriculture, rural areas and farmers.



### 与供应商共建双赢

### Build a win-win situation with suppliers

公司拥有多个稳定的供应商渠道，保障产品的正常生产和销售。公司首选与拥有ISO质量及环境管理体系认证和绿色发展理念的供应商合作，有力保障产品质量。

The company has many stable supplier channels to ensure the normal production and sales of products. The company firstly chooses to cooperate with suppliers with ISO quality and environmental management system certification and green development concept to effectively guarantee product quality.



# 供应链责任

## RESPONSIBILITY OF SUPPLY CHAIN



### 供应链责任

**Responsibility of Supply Chain**

公司将绿色供应链纳入企业的日常管理，结合ISO国际质量及环境管理的要求，对产品设计、原材料采购、生产、包装、物流、分配、消费到废物回收环节的整个过程提出绿色要求，推动企业提高能效和环境绩效。

The company brings green supply chain into the daily management of enterprises, and puts forward green requirements for the whole process from product design, raw material procurement, production, packaging, logistics, distribution, consumption to waste recycling in combination with the requirements of ISO international quality and environmental management, so as to promote enterprises to improve energy efficiency and environmental performance.

# 关怀员工

## CARE FOR EMPLOYEES

### 1、人才吸引与留任

#### Talent attraction and retention

为更好地服务“三农”，公司欢迎有志于振兴乡村、服务农业的专业人才加入，共同打造绿色和可持续农业。公司为人才的锻炼提供施展才华的平台和机会，更好实现个人价值和社会价值。

The company provides better career planning for the development of talents, who can get corresponding returns from the company and society according to their different abilities and contributions, maintains the stability of the talent team, and provides more development space for the development of talents.

### 2、员工培训与成长

#### Employee training and growth

不定期组织员工进行消防安全知识培训、健康知识培训、职业技能、职业资格、继续教育等培训，鼓励有能力的员工通过培训考取专业职称。

Irregularly organize employees to carry out fire safety knowledge training, health knowledge training, vocational skills, vocational qualifications, continuing education and other training, and encourage capable employees to obtain professional titles through training.







### 3、人才发展

#### Talent development

公司会为人才的发展提供更好的职业规划，并根据能力和付出的不同，从公司和社会获得相应的回报，保持人才队伍的稳定性，给人才事业发展提供更大的发展空间。

The company provides better career planning for the development of talents, who can get corresponding returns from the company and society according to their different abilities and contributions, maintains the stability of the talent team, and provides more development space for the development of talents.



### 4、强化党建引领、发挥工会活力

#### Strengthen the guidance of Party building and give full play to the vitality of trade union

喷施宝党支部是北海市成立最早的民营企业党支部之一，并多次荣获“优秀党支部”光荣称号。党建工作作为公司发展增添活力，各个岗位都有党员骨干在起带头作用；公司工会在公司党支部的指导下，冲锋在前，勇当志愿者，并多次组织工会会员及员工参加“世界环境日”、“振兴乡村”、“创建文明城市”等公益活动，增强企业凝聚力和向心力。

Penshibao Party Branch is one of the earliest private enterprise Party branches established in Beihai, and has won the honorary title of “Excellent Party Branch” for many times. Party building adds vitality to the company’s development, and party member backbone plays a leading role in each position; under the guidance of the Party branch of the company, the company’s trade union acts as the volunteer and has organized many trade union members and employees to

participate in public welfare activities such as “World Environment Day”, “revitalizing the countryside” and “creating a civilized city” to enhance the cohesion and centripetal force of the enterprise.





# 社会责任

## Social Responsibility

### 1、合法经营，依法纳税

#### Operate legally and pay taxes according to laws

公司多次荣获“重合同、守信用”荣誉称号，诚信经营，深受国内外用户和利益相关方的好评。依法按时纳税，为国分忧。2022年全年，公司没有受到任何违法处罚。

The company has won the honorary title of “honoring contracts and keeping promises” for many times, and operates in good faith, which has been well received by users and stakeholders at home and abroad. The company pays taxes on time according to laws and shares the worries for the country. In 2022, the company did not receive any illegal punishment.

## 2、践行公益

### Practice public welfare

#### (1) 助力促弱转壮夺丰收, 喷施宝40万亩小麦叶面肥免费捐赠仪式在京举办

Assist grain harvest and the free donation ceremony of Penshibao 400,000mu of wheat foliar fertilizer was held in Beijing

由于受2021年严重秋汛影响，河北、山西、山东和河南等省冬小麦主产区晚播弱苗面积较大。为响应农业农村部工作部署，彰显企业社会责任，公司经紧急研究后决定，于2022年3月10日通过全国农业技术推广服务中心免费向华北小麦主产区捐赠覆盖40万亩小麦的叶面肥产品，以促进小麦生长，提高小麦的抗旱、抗寒、抗干热风病虫害的能力。

Due to the severe autumn flood in 2021, the area of late sowing weak seedlings in the main producing areas of winter wheat in Hebei, Shanxi, Shandong and He'nan provinces is large. In order to respond to the work deployment of the Ministry of Agriculture and Rural Affairs and highlight corporate social responsibility, the company decided to donate foliar fertilizer products covering 400,000mu of wheat to the main wheat producing areas in North China on March 10, 2022 through the National Agricultural Technology Extension Service Center for free, so as to promote the growth of wheat and improve its ability to resist drought, cold and dry hot wind diseases and pests.

#### 全国农业技术推广服务中心

##### 感谢信

广西喷施宝股份有限公司：

去年春季我国冬小麦大面积晚播弱苗，夏季长江流域出现罕见高温干旱等灾害，给全年粮食生产造成严重威胁。按照农业农村部相关工作部署，全国农技中心及时发布《晚播小麦巧施肥水促弱转壮技术方案》《长江流域墒情旱情及农作物抗旱指导意见》等文件，组织在主要省份集中开展冬小麦促弱转壮和节水抗旱新技术、新模式、新产品试验示范。贵司强化大局意识和责任担当，主动参与试验示范工作，免费提供40万亩叶面肥产品，为冬小麦促弱转壮工作提供了重要支撑，为保全年粮食丰收发挥了重要作用。

值此新春来临之际，特向贵司表示衷心感谢！希望继续深化合作，为新时期推进节水增粮工作、服务新增千亿斤粮食产能目标作出新的贡献！





2022年4月1日下午，全国农技中心以网络视频方式在京举办喷施宝肥料免费捐赠仪式。全国农技中心党委书记张晔出席捐赠仪式并讲话，首席专家高祥照主持会议。广西喷施宝股份有限公司在全国主要冬小麦晚播弱苗面积较大的省份捐赠40万亩用量的叶面肥，助力晚播弱苗促弱转壮，增产提质，在全国起模范带头作用，推动了有机叶面肥在全国小麦和其它粮食主产区的广泛使用。全国农技中心专门发来感谢信，感谢喷施宝公司的大局意识和责任担当，为确保当年全国粮食丰收发挥了重要作用。

捐赠40万亩  
用量的叶面肥

On the afternoon of April 1, 2022, the National Agricultural Technology Center held a free donation ceremony of Penshibao fertilizer in Beijing by online video. Zhang Ye, Party Secretary of the National Agricultural Technology Center, attended the donation ceremony and delivered a speech. Gao Xiangzhao, the chief expert, presided over the meeting. Guangxi Penshibao Co., Ltd. donated 400,000mu of foliar fertilizer to the provinces with large areas of late-sowing weak seedlings of winter wheat in China, which helped the late-sowing weak seedlings to become stronger, increased production and improved quality, and played an exemplary role in China, promoting the wide use of organic foliar fertilizer in the main wheat and other grain producing areas in China. The National Agricultural Technology Center specially sent a thank-you letter, thanking the company for its overall awareness and responsibility, which played an important role in ensuring the national grain harvest that year.

公司免费捐赠产品在全国**4**省市开展**19**项田间促弱转壮监测试验，  
其中在河南开展了**5**项小麦应用试验；在山东开展**4**项小麦应用试验；  
在山西开展了**7**项小麦应用试验；在河北开展了**3**项小麦应用试验。  
从各地试验示范来看，喷施宝有机叶面肥表现出较好的应用效果，主要有三方面：

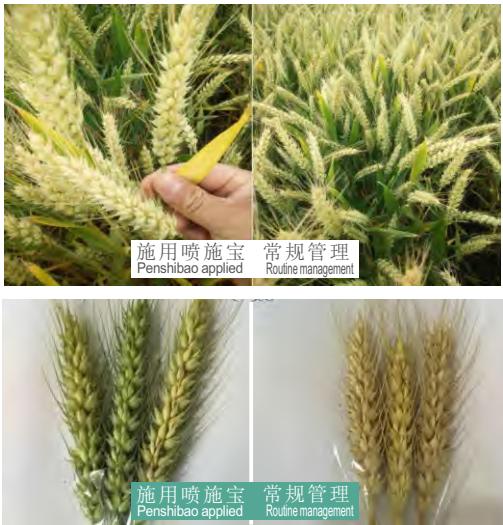
The company donated products free of charge to carry out 19 field monitoring experiments in 4 provinces and cities across the country, including five wheat application experiments in He'nan, four wheat application experiments in Shandong, seven wheat application experiments in Shanxi and three wheat application experiments in Hebei. Judging from the experiments and demonstrations in various places, Penshibao organic foliar fertilizer shows good application effect, mainly in three aspects:



- 一是提高农作物产量，在增产方面效果明显，能够实现稳产增产。在小麦试验上，
- 河南5县市小麦应用喷施宝水溶肥平均亩产量为 **699.4 kg/亩**，平均增产 **28.5 kg/亩**，平均增产率**4.24%**；
  - 山东4县市小麦平均亩产量为**601.7 kg/亩**，平均增产**56.1 kg/亩**，平均增产**10.29%**；
  - 山西6县市小麦平均亩产量为**509.4 kg/亩**，平均增产 **33.5 kg/亩**，平均增产率 **7.03%**。



The first is to increase crop yield, which has obvious effect in increasing production and can achieve stable and increased production. In the wheat experiment, the average yield per mu of wheat sprayed with Penshibao water-soluble fertilizer in five counties and cities of He'nan Province is 699.4 kg/mu, with an average increase of 28.5 kg/mu and an average increase rate of 4.24%. The average yield per mu of wheat in four counties and cities in Shandong is 601.7 kg/mu, with an average increase of 56.1 kg/mu and an average increase of 10.29%. The average yield per mu of wheat in six counties and cities in Shanxi is 509.4 kg/mu, with an average increase of 33.5 kg/mu and an average increase rate of 7.03%.



二是改善生物学性状，山东菏泽郓城县试验表明，小麦应用喷施宝与同期喷施等量清水相比，能增加小麦的穗粒数、千粒重，提高小麦抗旱、抗寒能力。

The second is to improve the biological characteristics. The experiment in Yuncheng County, Heze City, Shandong Province shows that application of Penshibao on wheat can increase the number of grains per spike and 1000-grain weight of wheat and improve the drought and cold resistance of wheat compared with spraying the same amount of clear water at the same time.





三是增加农户种植收入，应用喷施宝可增加农作物产量和提高小麦品质，提高农民收入。山西运城河津市试验表明，施用喷施宝有机水溶肥可使小麦

亩均增产	按现市场价	亩均可增收
<b>61.83</b> 公斤	<b>3.08</b> 元每公斤计算	<b>190.42</b> 元

The third is to increase farmers' planting income, and the application of Penshibao can increase crop yield and improve wheat quality and farmers' income. The experiment in Hejin City, Yuncheng City, Shanxi Province shows that the application of Penshibao organic water-soluble fertilizer can increase the average yield of wheat by 61.83kg/mu, and the average income per mu can be increased by 190.42 Yuan according to the current market price of 3.08 Yuan/kg.

## (2) 免费捐赠绿色蔬菜，助力北海抗疫

Free donation of green vegetables helped Beihai to fight the COVID-19 epidemic

2022年7月12日以来北海市突发新冠肺炎疫情，全市人民在党委和政府的领导下齐心协力全力抗疫，取得显著成绩。社会各界更是团结一致，有人出人、有力出力，为抗击疫情做出了巨大贡献。

Since July 12, 2022, COVID-19 epidemic broke out in Beihai City. Under the leadership of the Party Committee and the government, the people of the whole city made concerted efforts to fight the epidemic and made remarkable achievements. All walks of life are united and own efforts to make great contributions to fighting the epidemic.



疫情期间，公司了解到全市缺少绿色蔬菜供应，当即组织人员采摘公司蔬菜基地的绿色蔬菜，从7月25日到8月7日，连续10多天来，公司董事长、北海市博白商会会长王祥林先生给北海抗疫一线人员免费捐赠了公司蔬菜基地的逾万斤蔬菜，以实际行动支援北海抗疫。

During the epidemic period, the company learned that the whole city was short of green vegetables and immediately organized personnel to pick the green vegetables in the vegetable base of the company. From July 25 to August 7 for more than 10 days, Mr. Wang Xiang, the Chairman of the company and President of the Bobai Chamber of Commerce in Beihai, donated more than 5,000kg of vegetables from the vegetable base of the company to the frontline workers in Beihai for free, and supported the anti-epidemic in Beihai with practical actions.



## (3) 公司内蒙古项目经理退伍军人陈威，在“喷施宝土壤修复剂”治理内蒙古盐碱化土壤修复项目获重大突破，荣获第二届广西“军创会”创新展铜奖。

Chen Wei, a veteran of the Inner Mongolia project manager of the company, made a major breakthrough in the project of "Penshibao soil remediation agent" to control the saline-alkali soil remediation in Inner Mongolia and won the bronze award in the second Guangxi "Military Innovation Exhibition".







#### (4) 公司创始人王祥林连续十五年奖优敬老

Company Founder Wang Xianglin has encouraged the outstanding students and respected the elderly people for 15 years contiously

广西著名企业家王祥林给家乡博白县的66位优秀学子颁发由其发起和捐助的“贤林奖学金”。从2007年起，这是王祥林第15次（年）给家乡优秀学子颁发奖学金。创业成功，不忘回报社会。15年前，王祥林在家乡成立了“博白县贤林慈善爱心协会”，迄今已累计奖励优秀学子744人。同时，王祥林还先后为180多名家乡高龄老人发放春节慰问金，并对见义勇为的村民给予奖励，对因重大疾病造成经济困难的村民给予资助。既奖励学子后生又孝敬长者，雪中送炭的义举善行，既展现了感恩图报的企业家风采，又弘扬了中华优秀道德精神。

Wang Xianglin, a famous entrepreneur in Guangxi, awarded 66 outstanding students by "Xianlin Scholarship" initiated and donated by him in his hometown Bobai County. Since 2007, this is the 15th time that Wang Xianglin has awarded scholarships to outstanding students in his hometown. Wang Xianglin does not forget to repay the society despite his entrepreneurial success. 15 years ago, Wang Xianglin founded the "Bobai Xianlin Charity and Love Association" in his hometown, which has so far awarded a total of 744 outstanding students. At the same time, Wang Xianglin successively distributed Spring Festival condolences to more than 180 elderly people in his hometown, rewarded villagers who acted bravely for justice, and subsidized villagers in financial difficulties caused by major diseases. It not only rewards the students and young men, but also respects the elderly people, and gives timely assistance, which not only shows the entrepreneurial demeanor of gratitude, but also carries forward the excellent moral spirit of China.





# 环境责任

## ENVIRONMENTAL RESPONSIBILITY

### 无纸化办公，坚持环保节能

#### Paperless office and adhere to environmental protection and energy conservation

公司倡导“低碳、环保、绿色”的办公理念，节约环境资源，提高办公效率，推行无纸化办公。公司通过使用OA系统，不仅审批流程方便快捷，大大提升了企业的办公效率，而且一年下来节省了80% (约34000张) 纸张用量。

The company advocates the office concept of “low carbon, environmental protection and green”, saves environmental resources, improves office efficiency and promotes paperless office. By using OA system, the company not only has a convenient and fast approval process, but also greatly improves the office efficiency of the enterprise, and saves 80% (about 34,000 sheets) of paper in one year.



### 减少碳排放

#### Reduce carbon emissions

喷施宝产品作为一种高浓缩多功能营养型的肥料，具有明显的节能减排效果。根据华中农业大学研究表明，使用每吨喷施宝产品，可节省化肥35吨，相当于节省标准煤42吨，减少二氧化碳排放113吨。同时，能够有效节省运输成本和能源消耗。公司通过产能整合，全年共减少碳排放282500吨。

As a kind of highly concentrated and multifunctional nutrient fertilizer, Penshibao products has obvious energy conservation and emission reduction effects. According to the research of Huazhong Agricultural University, 35 tons of chemical fertilizer can be saved by Penshibao products per ton, which is equivalent to saving 42 tons of standard coal and reducing carbon dioxide emissions by 113 tons. At the same time, it can effectively save transportation costs and energy consumption. Through capacity integration, the company reduced carbon emissions by 282,500 tons.

### 企业通过ISO14001国际环境管理体系认证，企业环境管理做到标准化，并接受社会的监督。

The enterprise has passed ISO14001 international environmental management system certification, and its environmental management is standardized and subject to social supervision.

### 公司始终坚持“健康环保，造福人类”的企业宗旨和“以农为本，低碳环保”的企业理念。

The company always adheres to the corporate purpose of “health and environmental protection for the benefit of mankind” and the corporate philosophy of “agriculture-oriented, low-carbon and environmental protection”.





为水肥一体化、立体施肥、减肥增效、减少化肥使用量、  
降农药残留、盐碱地改良、酸化耕地治理等领域提供技  
术服务、维护生态平衡。

Provide technical services and maintain ecological balance in the  
fields of water and fertilizer integration, three-dimensional fertili-  
zation, weight loss and efficiency improvement, reducing the use  
of chemical fertilizers, reducing pesticide residues, improving  
saline-alkali land, and controlling acidified cultivated land.

新疆棉花水肥一体化示范，喷施宝可使棉花化肥使用量减少**20%**，  
经测产，示范区籽棉亩产量达**487.69**公斤，  
比常规施肥亩增**45.2**公斤。哈密瓜化肥减量增效示范，  
喷施宝技术可减少底肥的化肥使用量**65.7%**、  
减少追肥的化肥使用量**6.7%**，产量提高**13.5%**。

In Xinjiang cotton water and fertilizer integration  
demonstration, Penshibao can reduce the use of cotton chemical  
fertilizer by 20%. After yield measurement, the yield per mu of  
seed cotton in the demonstration area reaches 487.69 kg, which  
is 45.2kg higher than that of conventional fertilization. In Hami  
melon fertilizer reduction and efficiency demonstration,  
Penshibao technology can reduce the amount of fertilizer used  
as base fertilizer by 65.7%, reduce the amount of fertilizer used  
as topdressing by 6.7%, and increase the yield by 13.5%.



广西甘蔗研究所施用喷施宝生物有机肥比使用普通有机肥  
和化肥平均每亩产量提高**852**公斤和**59**公斤，  
蔗糖增产**126**公斤和**16**公斤。

Compared with ordinary organic fertilizer and  
chemical fertilizer, the average yield per mu of  
Penshibao bio-organic fertilizer in Guangxi Sugarcane  
Research Institute increased by 852kg and 59kg, and  
the yield of sucrose increased by 126kg and 16kg.



公司与农业农村部耕地质量监测保护中心、全国农业技术推广服务中心、中国农业大学等  
14家农业科研推广机构进行了系统开展多元生态水溶肥料肥效和机理研究和大范围试验：试  
验包括水稻、小麦、玉米、大豆等粮食作物、瓜果蔬菜，以及柑橘、苹果、脐橙、猕猴桃、  
葡萄、枸杞、蜜柚等水果，以及甘蔗、烟草等共计**38**种。获得了在减少多种作物当季化肥追  
肥使用量**10-30%**的情况下仍能达到**稳产增产**的效果。

其中：水稻减少**10-20%**追肥亩增产**30-51**公斤，增产**5.2-8.8%**；  
增收**28-84.7**元，增收**1.8-5.4%**。增产**30.9%**，增收**469.71**元；  
柑橘减少**20%**追肥亩均增产**328.7**公斤，增产**6.9%**；  
油菜减少**20%**追肥亩均增产**6.3**公斤，  
芹菜减少**20%**追肥亩均增产**283.6**公斤，增产**3.8%**；  
马铃薯减少**20%**追肥亩均增产**33**公斤，增产**2.0%**；  
胡萝卜减少**20%**追肥亩均增产**87**公斤，增产**2.0%**；  
番茄减少**20%**追肥亩均增产**6.0**公斤，增产**0.1%**；  
辣椒减少**30%**追肥亩均增产**3.8**公斤，增产**0.9%**；  
大豆减少**20%**氮肥、小麦减少**30%**追肥、棉花减少**30%**追肥产量与常规施肥持平。

The company and 14 agricultural research and extension institutions, including the  
Cultivated Land Quality Monitoring and Protection Center of the Ministry of Agriculture  
and Rural Affairs, the National Agricultural Technology Extension Service Center and  
China Agricultural University, carry out systematic research on the fertilizer efficiency  
and mechanism of multi-ecological water-soluble fertilizers and large-scale experiments:  
the experiments included rice, wheat, corn, soybeans and other food crops, fruits and



vegetables, citrus, apples, navel oranges, kiwifruit, grapes, medlar, honey pomelo and other fruits, as well as 38 kinds of sugarcane and tobacco. The effect of stable production and yield increase is achieved under the condition of reducing the amount of chemical fertilizer topdressing for various crops by 10-30% in season. Among them, rice is reduced by 10-20% topdressing, the yield is increased by 30-51kg/mu of 5.2-8.8% and the income is increased by 28-84.7 Yuan of 1.8-5.4%; citrus is reduced by 20% topdressing, the average yield per mu increased by 328.7kg of 30.9% and the income is increased by 469.71 Yuan; rape is reduced by 20% topdressing, and the yield is increased by 6.3kg/mu of 6.9%; celery is reduced by 20% topdressing, and the average yield is increased by 283.6kg/mu of 3.8%; potato is reduced by 20% topdressing, and the yield is increased by 33kg/mu of 2.0%; carrot is reduced by 20% topdressing, and the yield is increased by 87kg/mu, which is 2.0%; tomato is reduced by 20% topdressing, and the yield is increased by 6.0kg/mu of 0.1%; pepper is reduced by 30% topdressing, and the yield is increased by 3.8kg/mu of 0.9%; soybean is reduced by 20% nitrogen fertilizer, wheat is reduced by 30% topdressing and cotton is reduced by 30% topdressing, whose output is the same as that of conventional fertilization.



1、联合国教科文组织和粮农组织统计，全世界盐碱地面积约150亿亩，中国盐碱地面积约15亿亩，进行盐碱地的治理和改良将为保障中国14亿人口的粮食安全，为保障18亿亩耕地红线，为中国农业可持续发展具有重大意义。公司率先在内蒙古自治区巴彦淖尔市五原县采用喷施宝土壤修复技术参与盐碱地改良，应用效果非常明显，在行业中处于领先地位。喷施改良剂及改良技术，多次成功入选《巴彦淖尔市农业生产盐碱地改良剂主推名录》并由当地政府部门采购使用。内蒙古五原县利用喷施宝技术进行盐碱化治理试验示范，数据显示，

降低土壤全盐含量  
**57.4%-69.6%**

葵花出苗率提高了  
**54.7%**

According to the statistics of UNESCO and FAO, the saline-alkali land area in the world is about 15 billion mu, and that in China is about 1.5 billion mu. The control and improvement of saline-alkali land will be of great significance to ensure the food security of 1.4 billion people in China, the red line of 1.8 billion mu of cultivated land and the sustainable development of agriculture in China. The company takes the lead in improving saline-alkali land in Wuyuan County, Bayannaoer City,



Inner Mongolia Autonomous Region, adopting the Penshibao soil remediation technology, and the application effect is very obvious, which is in a leading position in the industry. Spraying modifiers and improvement techniques have been successfully selected into the Main List of Saline-alkali Soil Modifiers for Agricultural Production in Bayannaoer City formany times and purchased and used by local government departments. Wuyuan county, Inner Mongolia, uses Penshibao technology to carry out the experiment and demonstration of salinization control. It is shown by the data that the total salt content in soil is reduced by 57.4%-69.6%, and the emergence rate of sunflower is increased by 54.7%.

据不完全统计，喷施宝在五原县的土壤修复项目，每年为当地新增耕地超**5000**亩，地力提升**2**个等级，人均年增收**7000**多元。

According to incomplete statistics, the soil remediation project of Penshibao in Wuyuan County adds more than 5,000 mu of cultivated land to the local area every year, and the soil fertility is improved by two grades, with an annual per capita income of more than 7,000 Yuan.

广西利用喷施宝产品开展酸化治理，稻田pH值由**4.9**提升到**5.58**，有机质含量由**2.47%**提升到**3.93%**。

Guangxi applies Penshibao products to carry out acidification treatment, the pH value of paddy field is raised from 4.9 to 5.58 and the organic matter content is raised from 2.47% to 3.93%.







## 2、继续开展降农药残留研究，不单解决吃得饱，还得解决吃好的问题，保证农产品及食品安全。

Continue to carry out research on reducing pesticide residues, not only to solve the problem of well fed, but also to solve the problem of eating well and ensure the safety of agricultural products and food.

中国农业大学利用喷施宝产品在小麦田作试验研究，发现除草剂降解率达**76.39%**；  
福建农林大学的试验表明，药后3天、7天，土壤**中草甘膦的残留量分别降低16.52%**  
和**17.98%**，**乙草胺残留量降低42.98%和69.71%**，  
**三唑磷残留量降低24.49%和39.04%**；

China Agricultural University makes an experimental study on Penshibao products in wheat fields, and it is found that the degradation rate of herbicides reaches 76.39%. The experiment of Fujian Agriculture and Forestry University shows that the residues of glyphosate, acetochlor and triazophos in soil are decreased by 16.52% and 17.98%, 42.98% and 69.71%, 24.49% and 39.04% respectively after spraying for 3 days and 7 days.

福建省武夷山茶场连续两年使用喷施宝+农药对大红礼袍茶叶进行试验，经专门机构检测，200项指标均未检出农药残留；云南省西双版纳州管理平台在勐腊县对夏秋茶进行喷施宝立体施肥技术试验示范，

经西双版纳州普洱茶产品质量监督检测中心检测  
**18种农药 达到 欧盟出口标准**  
**残留零检出**  
青海省柴达木施用喷施宝水溶肥的枸杞  
**446项农药 获准 出口欧盟**  
**残留为零检出**

Wuyishan Tea Farm in Fujian Province has been experimenting with Penshibao+pesticide on Dahonglibao Tea for two consecutive years. After testing by specialized institutions, no pesticide residues are detected in 200 indicators. The management platform of Xishuangbanna, Yunnan Province, carries out the experimental demonstration of Penshibao three-dimensional fertilization technology on summer and autumn tea in Mengla County. After being tested by Xishuangbanna Pu'er Tea Product Quality Supervision and Testing Center, 18 kinds of pesticide residues are found to be zero, reaching the EU export standards. For Chinese wolfberry sprayed with Penshibao water-soluble fertilizer in Qaidam, Qinghai Province, 446 pesticide residues are found to be zero, allowing to be exported to the European Union.



## 3、化肥农药减量增效，减少碳排放和环境污染，节约资源。

Reduce the amount of chemical fertilizers and pesticides, increase efficiency, reduce carbon emissions and environmental pollution, and save resources.

2022年，公司继续与农业农村部耕地质量监测保护中心（原全国农业技术推广服务中心）和各地土肥工作站合作，对喷施宝减肥增效示范、水肥一体化、立体施肥进行广泛的试验示范与应用，喜获“**化肥减量增效优秀示范企业**”和“**化肥减量增效创新产品**”两项大奖。

In 2022, the company continued to cooperate with the Cultivated Land Quality Monitoring and Protection Center of the Ministry of Agriculture and Rural Affairs (formerly the National Agricultural Technology Extension Service Center) and local soil and fertilizer workstations, and carried out extensive experimental demonstration and application of Penshibao fertilizer reducing and efficiency increasing, integration of water and fertilizer and three-dimensional fertilization, and won two awards: “Excellent Demonstration Enterprise of Fertilizer Reduction and Efficiency Increase” and “Innovative Product of Fertilizer Reduction and Efficiency Increase”.





## 科技创新，开发环境友好型产品

### Scientific And Technological Innovation And Development Of Environmentally Friendly Products

#### 1、喷施宝土壤改良剂

##### Penshibao soil improver

- 通过与福建农林大学、中国农业大学合作开展土壤修复农药残留研究表明，喷施宝土壤改良剂能有效降低土壤中农药残留，保护环境。
- The research on pesticide residues in soil remediation carried out in cooperation with Fujian Agriculture and Forestry University and China Agricultural University shows that Penshibao soil improver can effectively reduce pesticide residues in soil and protect the environment.

#### 2、降农药残留专用产品-助安

##### Special product for reducing pesticide residues - Zhu'an

经过农业院所的研究表明，该产品能有效降低茶叶、蔬菜的农药残留

The research of agricultural institutes shows that this product can effectively reduce pesticide residues in tea and vegetables.



#### 3、发展富硒产业，缔造环境友好型农业

##### Develop selenium-enriched industries and create environment-friendly agriculture

公司提供富硒生产技术方案，指导用户和养殖户在富硒农产品、猪鸡羊、水产养殖等领域开展绿色产业，增产增收，保护环境。

The company provides selenium-enriched production technical solutions to guide users and farmers to develop green industries in selenium-enriched agricultural products, pigs, chickens and sheep, aquaculture and other fields to increase production and income and protect the environment.



#### 4、开发海洋废弃物再利用新产品，减少环境污染

##### Develop new products for recycling marine wastes to reduce environmental pollution

公司通过引进国家项目，有效处理海洋生物加工尾料、尾液；产品畅销全国，使用面积达30余万亩，有效减少废弃物排放，减少水体富营养化，缓解环境压力。

By introducing national projects, the company effectively handles the tailings and liquid from marine biological processing. The products are sold well all over China, covering an area of more than 300,000mu, effectively reducing waste discharge, reducing water eutrophication and alleviating environmental pressure.





## 社会评价

### SOCIAL EVALUATION



## 1、助力促弱转壮夺丰收 喷施宝40万亩小麦叶面肥捐赠仪式在京举办

全国农技推广National Agricultural Technology Promotion :  
<https://mp.weixin.qq.com/s/higlkEzAV3qNckwCvOdQ0A?>



## 2、广西喷施宝捐赠40万亩用量叶面肥 助力小麦主产区丰收

Guangxi Penshibao donated 400,000mu of foliar fertilizer to help the main wheat producing areas harvest

中新网广西China News, Guangxi:  
<http://m.chinanews.com/wap/detail/chs/zw/3872347hawzavpdf.shtml>



### 3、助力小麦主产区丰收 广西喷施宝捐赠40万亩用量叶面肥

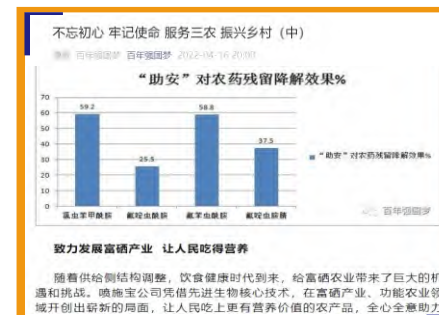
Help the main wheat producing areas to harvest and Guang xi Penshibao donated 400,000mu of foliar fertilizer

人民网广西people.cn, Guangxi  
<http://gx.people.com.cn/n2/2022/0403/c179409-35207343.html>



#### 4、不忘初心 牢记使命 服务三农 振兴乡村（上）

<https://mp.weixin.qq.com/s/WJQzdhtiaSXDTJbRmCZ-DA>



## 5、不忘初心 牢记使命 服务三农 振兴乡村（中）

Remain true to our original aspiration, keep our mission firmly in mind, serve agriculture, countryside and farmers and revitalize the countryside (II)

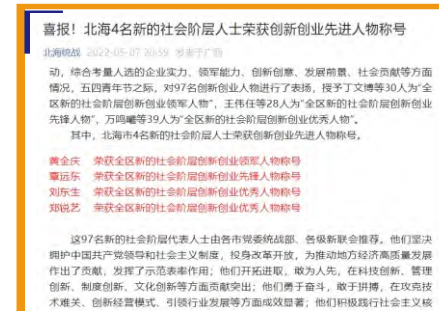
[https://mp.weixin.qq.com/s/7yJls\\_E9gT3jMS0BTCaIWA](https://mp.weixin.qq.com/s/7yJls_E9gT3jMS0BTCaIWA)



## 6、不忘初心 牢记使命 服务三农 振兴乡村（下）

Remain true to our original aspiration, keep our mission firmly in mind, serve agriculture, countryside and farmers and revitalize the countryside (III)

[https://mp.weixin.qq.com/s/gisVbf\\_Ig4JbNPpDagFeAA](https://mp.weixin.qq.com/s/gisVbf_Ig4JbNPpDagFeAA)



### 7、喜报！北海4名新的社会阶层人士荣获创新创业先进人物称号

Good news! Four new social strata in Beihai won the title of Advanced Figures in Innovation and Entrepreneurship

<https://mp.weixin.qq.com/s/V7V0DlqiBqMesd1711vuXA>



### 8、退伍军人陈威变身“土壤修复工”立志献身绿色环保农业

Veteran Chen Wei acts as the “soil restorer” and determines to devote himself to green and environmental-protection agriculture

[https://k.sina.com.cn/article\\_6479269589\\_18231ced500100vlg0.html](https://k.sina.com.cn/article_6479269589_18231ced500100vlg0.html)



### 9、再铸军创辉煌 我市24家退役军人创办企业及拥军企业参展第二届广西“军创会”

Re-casting the Army and Create Brilliance. 24 enterprises founded by veterans and enterprises supporting the army in our city participated in the second Guangxi "Military Innovation Exhibition"

<https://mp.weixin.qq.com/s/AhZpb9CTcEE6u1C> Kid2 A



# 展望2023年

## OUTLOOK IN 2023

公司将一如既往依靠自身专业技术和服务优势，推进可持续绿色农业的大发展，积极履行企业社会责任，做农业强国排头兵，全力保障国家粮食和农业生产，稳产保供，为实现2023年国家新一轮千亿斤粮食产量提升作出积极贡献。

The company will, as always, rely on its own professional technology and service advantages to promote the great development of sustainable green agriculture, actively fulfill its corporate social responsibility, be the vanguard of a powerful agricultural country, fully guarantee the national grain and agricultural production, and ensure stable production and supply, making positive contributions to the realization of a new round of national grain output increase of 50 billion kilograms in 2023.

2023年，随着新冠疫情走向尾声，各行各业将逐步回归正常，人民生产生活和经济将继续保持较快增长。党的二十大，已对“**农业强国和乡村振兴**”作出重大工作部署。农业强则国强，农业兴则国兴。

In 2023, as the epidemic in COVID-19 comes to an end, all walks of life will gradually return to normal, and people's production, life and economy will continue to maintain rapid growth. The 20th National Congress of the Communist Party of China has made major work arrangements for "strengthening the country through agriculture and revitalizing the countryside". If agriculture is strong, the country will be strong, and if agriculture is prosperous, the country will be prosperous.

民以食为天，国以农为本，农业是一个国家强盛的基石，中国强盛，农业这一基础必须稳固，农业强国是社会主义现代化强国的根基，满足人民美好生活需要，实现高质量发展、夯实国家安全基础，都离不开农业发展。

Food is the most important thing for the people and agriculture is the foundation of the country. Agriculture is the cornerstone of a strong country. China is strong, and the foundation of agriculture must be stable. Agricultural power is the foundation of a powerful socialist country. It is inseparable from agricultural development to meet the needs of people's better life, achieve high-quality development and consolidate the foundation of national security.





# 企业文化

## CORPORATE CULTURE

### 企业宗旨：健康环保 造福人类

Corporate purpose: healthy and environmental protection and benefit mankind

### 企业理念：以农为本 低碳环保

Corporate concept: agriculture-oriented, low-carbon and environmental protection

### 企业精神：和谐诚信 勤奋创新

Corporate spirit: harmony, honesty, diligence and innovation

### 管理目标：执行沟通 求实节俭

Management objective: implement communication and be realistic and frugal

### 质量目标：安全高效 保质保量

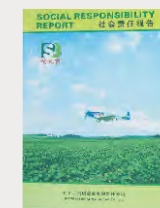
Quality objective: be safe and efficient and ensure quality and quantity

### 市场目标：立足国内 放眼世界

Market objective: be based on domestic market and look at the whole world

# 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



2021 Version