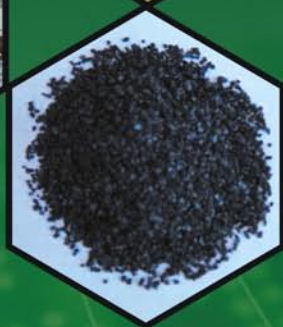
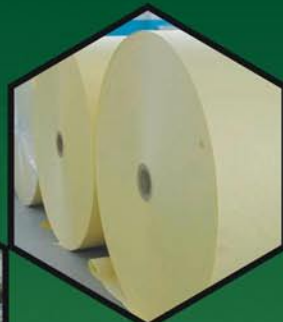


FOREST CHEMICALS

CHINA NEWS



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China's forest chemicals industry thriving but starving for upgrade

China's forest chemicals industry is thriving and its output value is predicted to increase with double-digit growth rate in the coming 3 years, driven by China's high-speed development of downstream industries, including adhesive, ink, printing, paper-making, coating, rubber, leather and over 400 kilotons of oversea demand to China's forest chemicals. Also China is starving for advanced production technology, innovative deep processing forest chemicals and derivatives and long-sighted investment.

China has abundant forest resources and Chinese government has worked out the blueprint that China's forest coverage rate will reach 19% and 23% by 2010 and 2020, respectively.

China ranks the first in the fields of gum rosin, furniture, hard board, fresh and dried fruits by annual output. The output of rosin in China reaches 600 kilotons in 2007, accounting for 50% of global rosin output. The exploitable crude oleoresin in China is over 1.5 million tonnes, and it has a promising prospect in the coming 10 years.

Besides, the industries of pulp and paper, turpentine and activated carbon are also thriving and they challenge people's attention too. China's flavor and fragrance industry, with the output of nearly 20 kilotons, one third of the global output, develops quickly, driven by people's increasing desire for a more natural and healthier life.

With 10% GDP growth rate, China's adhesive, ink, printing, paper-making, coating, rubber and leather industries all develop at the annual growth rate of over 10%, which greatly promotes the domestic demand to forest chemicals and derivatives.

Developed counties including US, Japan and EU are starving for China's forest chemicals and derivatives in order to protect the forest resources in their own countries. This is

another key driven force pushing China's forest chemicals industry forward. In the first 10 months of 2007, the export of China's gum rosin, turpentine and other rosins totally reached 418 kilotons, increasing by 8.5% year on year. Although China's export tax rebate rate to gum rosin has been reduced from 13% to 5% since the second half 2007, China's export volume of gum rosin will keep stable by 2010.

However, now China's forest chemicals industry confronts bottlenecks in its further development, including supply shortage of deep processing and top-grade products, lack of scientific management for forest resource, backward production technology, small production scale and ability, serious pollution, insufficient investment in medicinal plants selection and new medicine development and etc.

It is the very time to invest in and develop the business of forest chemicals and their derivatives in China. If you have advanced production technology, innovative deep processing forest chemicals and derivatives, and abundant capital, you can share the fast development of China's forest chemicals industry. With China's low labor cost and preferential policies, your investment in China's forest chemicals industry will bring about considerable profit to you.

Forest Chemicals China News presents statistical information on production and trade of forest chemicals involving all aspects along the value chain, from raw material sources, to initial processing, to upgraded derivatives and to ultimate end uses. You can get industry news, company dynamics, export figures, price fluctuations, management strategies, technology briefings, regulatory matters, and other features of interest to anyone engaged in this industry.

Main content

■ Industry News and Market Information

Cover the updated industry news and market information on forest chemicals industry including rosin & its derivatives, turpentine & its derivatives, tanning extract, herb extract, activated carbon, paper & pulp, flavor & fragrance etc. Also monitor market changes, market spotlights, policies, events, environmental protection and industrial trend and forecast.

■ Company Dynamics

Cover the events of forest chemicals companies, such as news of launch, expansion, merger, cooperation, strategy, future plan, as well as stories behind such actions

Provide in-depth interview report to top Chinese forest chemicals producers, from the aspects of commercial activities, strategies, R&D, distribution, competitiveness and what businesses they are searching for.

■ Price Fluctuation Analysis

Table or figure of the latest price including spot price, wholesale price, FOB, procurement price and so on for major forest products such as gum rosin, turpentine, activated carbon, lignin and others.

Analyze the great price fluctuation of major forest chemicals and derivatives, also the background, driven forces, key factors, future trends and forecast.

■ Forest Resource and Management

Cover the actual situation of Chinese forest resources, including both natural forests and plantation forests, their growing situation, distribution and etc.; Analyze how such factors as natural disasters, events, governmental policies and regulations, peasants' planting preference shift between forests and other plants including crops and etc. influence the development of forest chemicals and derivatives industry.

Cover forest resource management situation in China.

■ Export Figures and Legislation

Track the latest import and export figures, price fluctuation, export destination, key exporters of major forest chemicals. Analyze the driven forces, barriers, government policies on import & export and impacts of export tariff adjustment.

■ Technology & New Products Briefings

Discover China's innovative forest chemicals and their derivatives, and their R&D status, new applications, and the major and new production technology.

Find out what kinds of advanced production technologies and deep processing and top-grade forest chemicals and derivatives that China is starving for.

■ Downstream Industry Monitoring

Cover breaking news on downstream industries including ink, paint & coating, rubber, adhesive, pharmaceutical, leather, cosmetic, printing, furniture, paper-making and floor board industry. Analyze the demand situation of downstream industries for forest chemicals, how downstream industries influence or promote the development of forest chemicals, and the requirement of downstream industries to forest chemicals and derivatives.

■ Competitiveness and substitution analysis

Analyze the competition and substitution between forest chemicals and petroleum chemicals, for instance, the competitiveness between rosin ester and C5 & C9 petroleum resin; the competition between different forest chemicals, for instance, tall oil rosin and gum rosin; the competition between different forest resources such as pine resource and eucalypt resource, the substitution among various forest chemicals and derivatives and the competition between domestic and oversea forest chemicals and etc.

What's the scope?

➤ **Forest resource**

- ✓ Soft-wood forest (Especially Pine)
- ✓ Hard-wood forest
- ✓ Medicinal plants resource

➤ **Rosin and its derivatives**

- ✓ Gum rosin
- ✓ Tall oil rosin
- ✓ Modified rosin
- ✓ Rosin esters

➤ **Turpentine and its derivatives**

- ✓ Gum turpentine
- ✓ Crude sulphate turpentine
- ✓ Terpene resin
- ✓ Pinane
- ✓ Camphor
- ✓ Borneol
- ✓ Linalool
- ✓ Geraniol
- ✓ Myrcene
- ✓ Citral
- ✓ Citronellal
- ✓ Etc.

➤ **Paper & pulp**

- ✓ Paper
- ✓ Board
- ✓ Wood pulp
- ✓ Straw pulp
- ✓ By products of papermaking

➤ **Activated carbon**

➤ **Lignin**

➤ **Tanning extract**

➤ **Herb extract**

➤ **Flavor & fragrance**

➤ **Downstream industries**

- ✓ Adhesive
- ✓ Paint & coating

- ✓ Printing & packaging
- ✓ Ink
- ✓ Rubber
- ✓ Cosmetic
- ✓ Traditional Chinese Medicine (TCM)
- ✓ Food
- ✓ Vitamins
- ✓ Pharmaceuticals
- ✓ Catalyst
- ✓ Water treatment
- ✓ Leather
- ✓ Others

Why to subscribe?

- To find out where the Chinese forest chemicals market will go next and how your business can be involved
- To identify new business opportunities in China – where should you invest and when?
- To follow which project is looking for investment and which company is looking for cooperation
- To know what advanced technology and deep processing and top-grade forest chemicals and derivatives China is starving for
- To know China's innovative forest chemicals and derivatives, and their R&D status
- To keep track of your competitor's actions in China
- To ensure your procurement – which company can provide or export deep processing and top-grade forest chemicals and derivatives
- To gain the latest export price of China's forest chemicals and derivatives
- To know China's governmental regulations and policies including policies of export on forest chemicals and derivatives
- To gain insight into forest resource supply and management
- To know which downstream industry of forest chemicals is blooming

Who needs to subscribe?

- **Forest chemicals producers** paying close attention to raw material supply, planning to invest in China or looking for Chinese partners
- **Producers of synthetic rosins, rosin resins, turpentine, tall oil and alcohols etc** looking to develop China's forest chemicals market
- **Producers of ink, paper making, coating, rubber, leather, and adhesive** needing to import forest chemicals and derivatives from China
- **Deep processing forest chemicals companies** targeting to transfer advanced technology for innovative deep processing and top-grade forest chemicals
- **Import/export companies** paying close attention to China's export legislation and tariff adjustment
- **Research institutes** who desire to know China's research status of forest chemicals and derivatives
- **Analysts and consultants** trying to gain insight into China's fast-growing forest chemicals market

How to guarantee quality of CCM Newsletter?

- **Telephone interview**

Telephone interview with forest ministry, producers, traders, distributors, downstream enterprises, associations, governments, Customs and so on to gain first-hand information

Establish long-term cooperative relationships with domestic companies, associations and government, and gain the latest information through providing them free advertisement or free intelligence.

- **Face-to-face interview**

CCM carries out face-to-face interviews, and in-depth investigations in China's forest chemicals companies, which have great influence on China's forest chemicals market, or even the global market.

- **Database searching**

CCM has a large database providing strong support of

information and data about forest chemicals and products along the value chain.

CCM can get authoritative data from CIQ, associations and other organizations about prices, production and consumption, import and export of forest chemicals in the past 5 years.

- **Exhibition attendance**

CCM will attend influential exhibitions to obtain the latest information on new products, new technologies, and price etc. CCM will keep in touch with these exhibitors and work out database of these exhibitors for future work.

- **Internet and other media**

Register to be some authoritative or professional or well-known websites' members, obtaining the information and data which is usually provided to members only.

Use internet and other medias to discover new applications of forest chemicals, new company dynamics, current events and new policies and so on.

- **Experts offering**

Establish long-term friendly relationships with experts in the industry, who will offer information and termly contribute stories to CCM.

- **Professional data processing and forecasting**

Team members in CCM are professionals in processing information on export and import analysis, consumption analysis, forecast and statistics and etc.

Professional software for data processing and forecasting, including SPSS/SAS, Vensim, Eviews, are applied to facilitate our work. Specialized backgrounds will ensure that our work will be well done.

- **Other methods helpful to our work**

Any working method feasible and helpful to our work is adopted.

CCM major newsletters

- Crop Protection China News
- Herbicides China News
- Corn Products China News
- Forest Chemicals China News
- Dairy Products China News
- Food Ingredients China News
- Pharmaceuticals & Intermediates China News
- Sugar and Sweeteners China
- Investments in China & Commerce Opportunities
- ...


CCM International Limited is an independent consulting company focused on China's market. CCM's expertise lies in market researches, newsletters, conferences and databases, in such industries as packaging, printing, fine chemicals, agrochemicals, food ingredients, polymers, etc. CCM has established a good reputation as one of the key knowledge providers in these industry sectors.

CCM newsletter is focused on market and technology that are in rapid development. Our aim is to ensure subscribers have the inside track on stories affecting their business to ensure that they maintain their competitive advantages in an increasingly competitive marketplace and even get more business opportunities in China.

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Fax: +86-21 62136446

E-mail: amyshen@ringiertrade.com