

证券代码:002125

证券简称:湘潭电化

公告编号:2008-009

湘潭电化科技股份有限公司 2007年度报告摘要

§1 重要提示

1.1 本公司董事会、监事会及董事、监事、高级管理人员保证本报告所载资料不存在任何虚假记载、误导性陈述或者重大遗漏...

§2 公司基本情况简介

Table with 2 columns: Item and Content. Includes company name, stock exchange, registration address, office address, website, and contact information.

§3 会计数据和业务数据摘要

Table with 2 columns: Item and Value. Shows financial data for 2007 and 2006, including total assets, revenue, and profit.

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董事、监事、高级管理人员报告期内被授予的股权激励情况

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§6 重要事件

6.1 管理层讨论与分析

(一) 报告期内总体经营情况的回顾: 公司的主要业务包括: 研发、生产及销售电解二氧化锰、电池材料和其他新能源材料, 以及经营

本公司(中华人民共和国进出口企业资格证书)核定范围内的进出口业务。 本报告期间, 公司紧紧围绕年初确定的经营目标, 根据市场的供求情况, 科学组织生产, 积极开拓销售

市场, 2007年4月3日成功实现网上融资, 4月投资新建湘西万吨电解二氧化锰项目如期实现达产, 9月环保二期工程竣工运行。这些项目的成功为公司今后发展奠定了坚实的基础。

但由于受人民币升值汇率上升、主要原材料价格大幅上涨、出口退税取消、市场竞争加剧等不利因素的影响, 公司业绩较上年出现一定幅度的下滑, 2007年公司全年共生产人造产品42, 020.5吨, 较上年同期

41, 068.07吨同比增长0.8%; 完成销售量40, 004.1吨, 与上年同期41, 546.38吨相比减少1, 542.28吨, 下降3.71%; 实现营业收入314, 089, 278.00元, 与上年同期381, 649, 340.14元相比减少77, 550, 061.15元, 下降20.08%; 累计实现利润总额2, 561, 004.74元, 与上年同期29, 134, 061.03元相比

减少26, 572, 966.29元, 下降91.21%。实现净利润1, 747, 732.54元, 与上年同期16, 614, 466.93元相比

减少14, 866, 734.39元, 下降89.48%。 2. 公司主要控股公司的经营情况 (1) 靖西电化, 主要经营范围为: 生产销售电解二氧化锰。2007年4月10日顺利开车。2007年共

生产电解二氧化锰9612吨, 实现营业收入5, 363.7万元, 实现净利润408万元。公司产品质量得到各客户的一致好评, 顺利通过ISO9001国际质量体系认证, 碱性产品通过设备公司现场评审, 得到百色市政府

及县政协的大力支持, 取得靖西市“区”的开采权, 被百色市列为“区”重点扶持企业。 (2) 湘南电化, 主要经营范围为: 高纯度的生产、销售、利用余热、余气、发电。全年共完成产气量

474621吨, 发电量39570000KWh, 实现营业收入8332万元, 净利润931万元。 (3) 湘进电化, 主要经营范围为: 生产电解二氧化锰及产品销售。全年完成产量7062.70吨, 实现销

营业收入6024.70万元, 实现净利润-351万元。2007年面临的困难有原材料价格上涨、出口退税取消、同

行业竞争加剧、人民币升值等等。 (二) 公司所处行业的发展趋势及公司面临的市场竞争格局: 2007年, 全国电解二氧化锰包括在建或拟建的产能达到20万吨/年, 预计2008年国内电解二氧化

锰产能可达25万吨/年。因此, 2008年, 行业内产能过剩问题将仍持续。 国内电解二氧化锰生产仅

为15万吨左右, 因此, 此类产品产销情况良好, 库存较低。导致2007年下半年国内电解二氧化锰基本

出现全线亏损的主要原因: 锰锭、硫酸以及能源价格上涨并一直维持高位运行; 在2008年内电解二

氧化锰国内电解二氧化锰行业成本压力持续增加。 预计2008年电解二氧化锰产品价格上升幅度不能

完全消化行业成本上升压力, 由于没有稳定的原材料供应基地, 缺乏国际市场竞争力的企业将保持持续

亏损状态。具有自主知识产权、具备一定国际市场竞争能力的厂商将可以利用国内主要竞争对手在欧洲被

淘汰14.9%的反倾销税, 并由于环保和成本问题缩减生产能力的有利时机, 抢占欧洲市场, 部分消化国内

市场的产能。 (三) 公司未来发展战略和机遇: (1) 机遇: ①公司作为国内用低品位锰矿生产电解二氧化锰的生产技术上继续保持相对领先地位。

②公司继续保持国内电解二氧化锰行业龙头地位, 与下游电池、商业客户关系保持稳定, 市场份额继续

保持。 ③公司控股子公司靖西电化电解二氧化锰项目成本优势明显; ④公司募集资金变更项目万吨电解金属锰工程开始运作, 预计2008年投产运行, 该项目将提高

公司抗风险能力。 (2) 挑战: ①国内主要竞争对手在欧洲被征收14.9%的反倾销税, 并由于环保和成本问题缩减生产能力, 为公司

扩大国际市场份额, 提供国际竞争优势, 带来新的市场机会。 ②建设稳定的原材料基地, 提高公司应对原材料价格变化的能力。 (3) 挑战: ①2007年电解金属锰价格一直维持高位运行, 全年均价达到21866.25元/吨。2008年以来电解金

属锰继续呈上升趋势, 预计2008年还将维持高位。这对公司电解二氧化锰产品主要原材料硫酸锰、硫酸

供应构成了的压力。 ②人民币升值趋势明显, 公司产品国际竞争力将受此影响。此外, 美国、欧洲遭受次贷危机影响, 出现累

跌迹象, 公司出口产品13%的退税被取消, 这些都对公司产品的出口构成压力。 ③国内电解二氧化锰产能过剩问题依然存在, 市场竞争依然激烈。

④国内环保标准趋严, 环保投入增大, 单位产品成本上升。 (四) 公司发展机遇及未来经营计划: (1) 公司将继续奉行“以市场为导向, 以科技为依托, 以管理为核心”的企业发展战略, 在市场开拓方面,

公司将充分发挥公司电解二氧化锰产品的品牌优势, 在稳定国内市场的同时, 积极拓展国际市场, 继续保

持国内电解二氧化锰行业的龙头地位。在技术革新方面, 公司将加大对研发的投入, 提高科技创新能力,

积极发展高纯电解二氧化锰产品, 保持公司国内领先的技术地位; 在管理方面, 公司将进一步完善公司

治理结构, 强化企业管理制度, 增强企业核心竞争力。在节能减排方面, 公司量化减排目标, 建立考核制

度, 健全环保应急预案, 做到环保优先。 (2) 2008年, 公司计划电解二氧化锰产量达到4.2万吨, 生产销售电解二氧化锰4.05万吨, 并重点抓好

以下三个方面的项目: 1) 发展新项目, 尽快使募集资金发挥效益 抓住国内钢铁行业快速发展, 投资电解金属锰具有较高盈利水平, 加快一万吨电解金属锰项目的

建设进度, 争取年底投产, 尽快实现利润目标增强的既定目标。 抓紧剩余募集资金使用项目的考察论证

工作, 尽快找到适宜投资项目, 尽早使募集资金充分发挥效益。 2) 确保硫酸锰稳定的供货渠道

08年集团对资源控制方面做了两大举措: 一是接管了原湖南锰矿的生产, 成立了自己的锰业公

司; 二是收购了湖南湘进电化, 这些都对公司产品的出口构成压力。 ③国内电解二氧化锰产能过剩问题依然存在, 市场竞争依然激烈。

④国内环保标准趋严, 环保投入增大, 单位产品成本上升。 (四) 公司发展机遇及未来经营计划: (1) 公司将继续奉行“以市场为导向, 以科技为依托, 以管理为核心”的企业发展战略, 在市场开拓方面,

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持国内电解二氧化锰行业的龙头地位。在技术革新方面, 公司将加大对研发的投入, 提高科技创新能力,

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单位: (人民币) 万元

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