

Investor Presentation

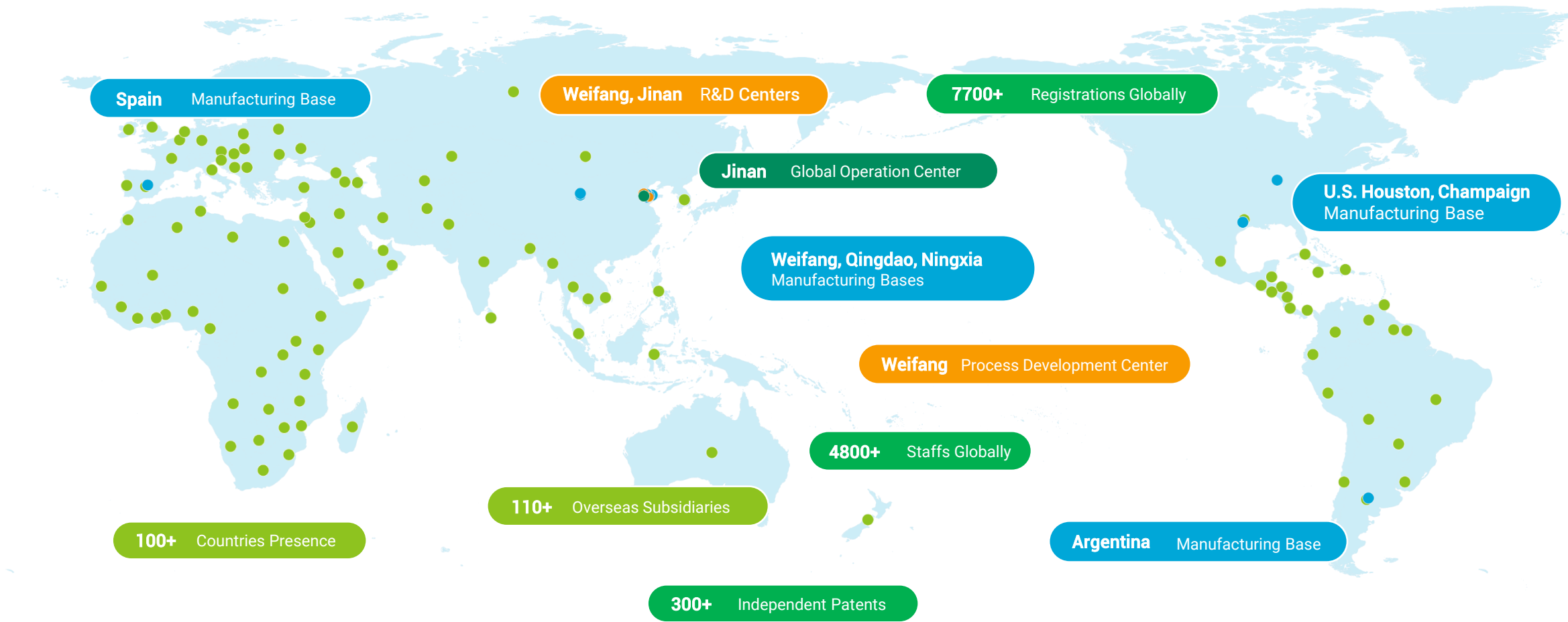
2024 Annual Report
2025 Quarter 1 Report

Rainbow
all about growing



Rainbow Global

● Global Operation Center ● Manufacturing Base ● Subsidiary / Office ● R&D Centers



Industry Overview Of 2024

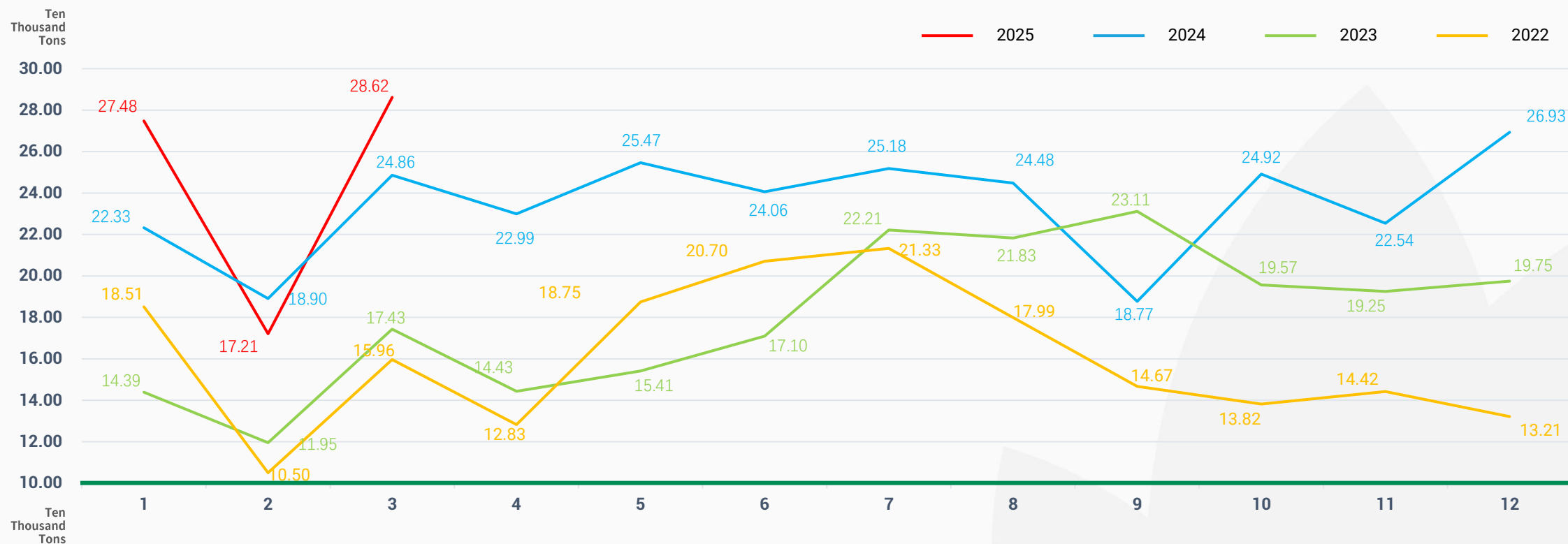
During the reporting period, the industry remained in a situation where supply exceeded demand and competition in the market was still fierce, with the prices of most of the technical-products remaining low but stabilizing.

The exchange rate fluctuation range has increased for some important crop protection products markets, and the risk of debt default has also risen, which has an adverse impact on the stability of business activities in the local market.

The inventory levels in overseas markets remain at a persistently low level, and the demand for crop protection products in the global market has returned to normal and is relatively robust.

Industry Overview

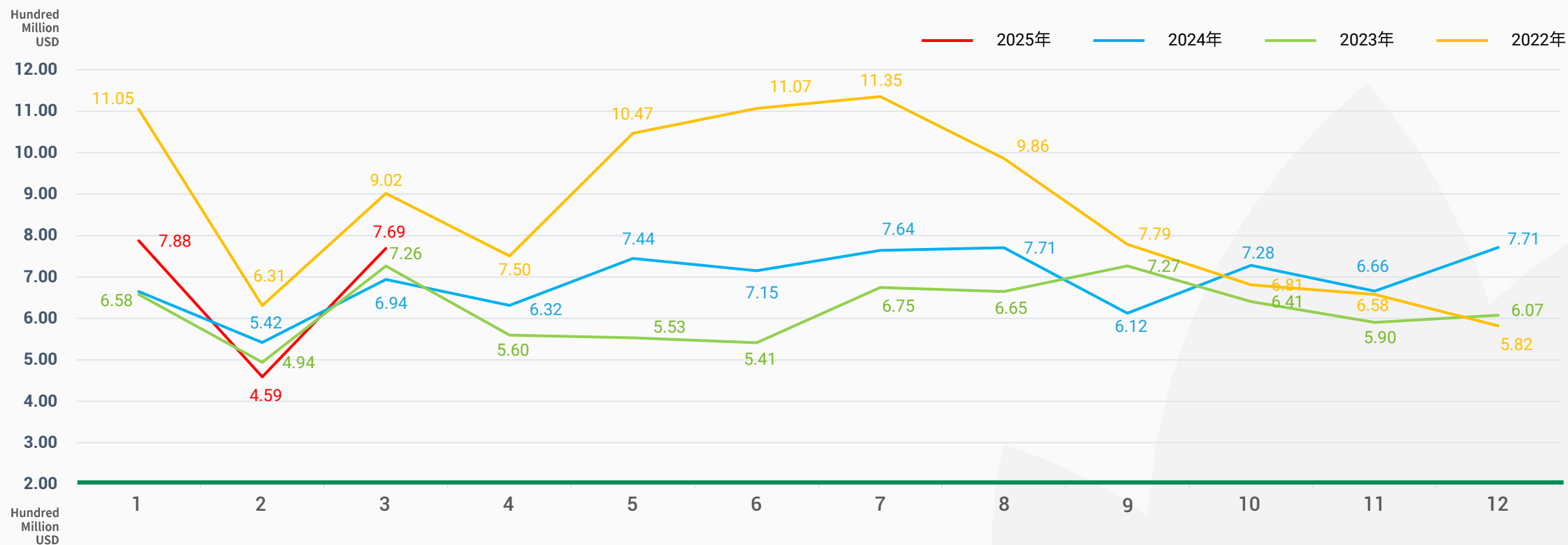
The trend of the export quantity of formulated products under China's Customs HS Code 3808.



- The total export quantity under HS code 3808 in 2024 increased by 30.03% year-on-year.
- The total export quantity under HS code 3808 in the first quarter of 2025 increased by 12.39% year-on-year.

Industry Overview

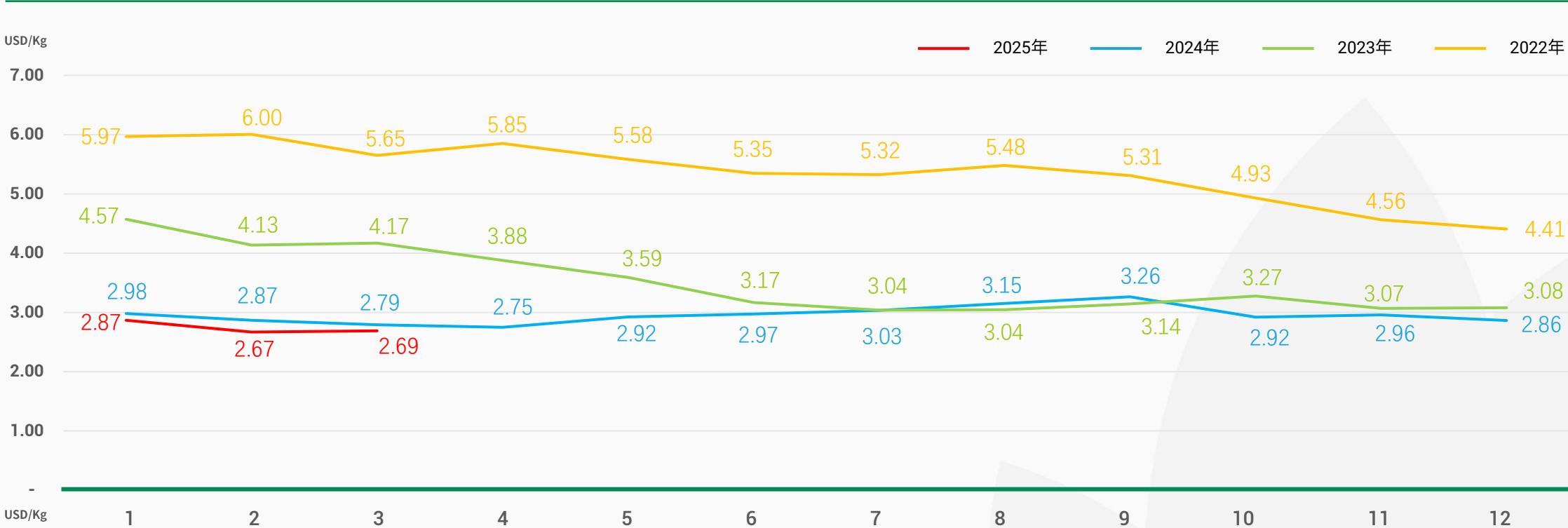
The trend of the export value of formulated products under China Customs HS Code 3808.



- The total export value under HS code 3808 in 2024 increased by 11.66% year-on-year.
- The total export value under HS code 3808 in the first quarter of 2025 increased by 8.47% year-on-year.

Industry Overview

The trend of the average export price of formulated products under China Customs HS Code 3808.



- In 2024, the monthly average export unit price under HS code 3808 decreased from USD 2.98 per Kg in January to USD 2.86 per Kg in December.
- In the first quarter of 2025, the monthly average export unit price under HS code 3808 decreased from USD 2.87 per Kg in January to USD 2.69 per Kg in March.

2024 Full Year Operational Analysis

The company has established a global management system based on nine core processes, aiming to continuously enhance and improve its global operational capabilities.

To support the achievement of the company's vision and ensure that the company's global operations can be effectively managed and governed, the company has increased its investment in process and IT construction. In terms of IT, the company has specified that it will continue to invest until the end of 2029 to achieve a global coverage rate of over 95% for systems such as SAP, CRM, BI, comprehensive budget system, and global collaboration tools. In terms of processes, it has been determined that by the end of 2029, the construction and full implementation of the four major main business processes (DSTE, MTC, CTP, PTD) and the five major supporting processes will be completed.

Continuously improve the global marketing network.

- While intensively cultivating the business in existing target markets, we have newly completed in-depth market research in Senegal, Sierra Leone, Liberia, Libya, Italy, the United Kingdom, Croatia, Romania and other markets.
- We have newly launched the sales of the Rainbow brand in countries such as Mexico, Australia, Italy, Romania, Germany, Slovakia, Moldova, Lithuania, Tunisia, Algeria, Belarus, Azerbaijan, Bangladesh, South Korea, Mongolia, Botswana, Namibia and so on.
- A global Rainbow Bio products team has been newly established, and the Rainbow Bio products business has been launched in relevant countries in an orderly manner in accordance with the plan.
- In this year, we have newly obtained over 1,000 registrations. As of December 31, 2024, the company has a total of over global pesticide registration certificates.
- We have obtained registrations for the first time in countries such as the United States, Canada, Italy, Romania, France, Germany, Portugal, Ireland, Slovakia, Moldova, Estonia, Lithuania, Belarus, Tunisia, Algeria, Trinidad and Tobago and so on.

Analysis of the Full - year Operations in 2024

All four major strategy growth directions specified in the company's strategic plan are being advanced smoothly.

- Increase the proportion of To C business: During the reporting period, we made all-out efforts to promote the growth of the To C business. The revenue proportion of the To C business continued to rise, increasing from 33.82% in 2023 to 37.65%. The gross profit margin of the To C business during the reporting period was 28.99%, a year-on-year increase of 0.09%.
- Increase the proportion of business in EU and North America: The proportion of business in EU and North America increased from 5.69% in 2023 to 9.75%.
- Increase the proportion of insecticides and fungicides: The revenue proportion of the insecticide and fungicide business increased from 25.41% in 2023 to 25.71%.
- Strengthen the business expansion of Rainbow Bio segment: A global Rainbow Bio team was established, and Rainbow Bio products achieved the sales target of approximately US\$10 million in the first year of revenue.

The fluctuations in exchange rates in some markets and the risks of debt defaults have dragged down the company's overall annual performance.

The fluctuation range of exchange rates in some important markets for crop protection products, as well as the risk of debt default, have increased. In particular, countries such as Brazil and Argentina have suffered significant losses related to foreign exchange due to substantial exchange rate depreciation, losses caused by the risk of debt default, and have been dragged down by the factor of previously high-cost inventory, which has affected the company's overall annual performance.

Overall Performance Overview

Financial Data Analysis in 2024 (Year-on-year)

Project	In 2024	In 2023	Increase Or Decrease Rate	Note
Sales revenue	13,296,203,422.72	11,484,792,643.38	15.77%	With the implementation of strategic plans in various countries, the efforts to expand the market have been continuously intensified, and the revenues of major regions have steadily increased.
Gross profit rate	19.79%	21.19%	-1.40%	Intensified market competition led to a year-on-year decline in the gross profit margin of Model A/B business, resulting in a decrease in the overall gross profit margin.
Net profit attributable to the parent company shareholders	450,082,509.47	771,120,761.85	-41.63%	The decline in gross profit margin and the increase in expenses, especially the growth of financial expenses and sales expenses, have led to the decline in net profit attributable to the parent company.
Net business activities generated cash flow	751,338,988.37	-1,350,375,311.36	155.64%	The improvement of proceeds from sales led to a year-on-year increase in the net cash flow from operating activities.

Overall Performance Overview

Financial Data Analysis for 2024 (Year-on-year)

Project	In 2024	In 2023	Increase Or Decrease Rate	Note
Sales expenses	654,095,305.31	432,967,568.95	51.07%	This is mainly due to the increase in the salaries of overseas employees, information consultation fees related to registration, advertising expenses, export credit insurance and travel expenses during the reporting period.
Administrative expense	547,396,454.50	515,227,243.83	6.24%	It is mainly due to the increase in consulting fees, amortization of intangible assets and compensation of overseas employees during the reporting period.
Research and development expenditure	169,415,449.97	298,481,326.30	-43.24%	The experimental expenses related to registration have been capitalized and amortized year by year. However, in the same period last year, these experimental expenses were directly expensed, resulting in a decline in research and development expenses compared with the same period last year.

Overall Performance Overview

Financial Data Analysis for 2024 (Year-on-year)

Project	In 2024	In 2023	Increase Or Decrease Rate	Note
Net interest income	83,051,699.44	19,332,521.19	329.60%	The year-on-year impact on profit from finance costs + gains and losses from foreign exchange locks was a decrease in profit, mainly due to a decrease in profit from losses on foreign exchange and foreign exchange locks, a decrease in profit from an increase in net interest, and a decrease in profit from an increase in surcharges.
Service charge	41,749,918.62	22,326,965.58	86.99%	
Exchange gains and losses (net loss with "+" fill column)	552,550,123.94	-78,666,068.98	-802.40%	
Gains and losses arising from exchange lock (Net loss is represented by "+")	-112,127,909.61	175,410,040.39	163.92%	

Overall Performance Overview

Financial Data Analysis for the First Quarter of 2025 (Year-on-year)

Project	Quarter 1, 2025	Quarter 1, 2024	Increase Or Decrease Rate	Note
Sales revenue	2,686,285,834.39	2,693,191,98.95	-0.26%	
Gross profit rate	19.27%	20.10%	-0.83%	The gross profit margins of both Model A/B and Model C have declined, resulting in a decrease in the overall gross profit margin.
Net profit attributable to the parent company shareholders	256,742,629.50	152,843,351.25	67.98%	The year-on-year impact on profit from finance costs + gains and losses from lock-ups was an increase in profit, leading to an increase in net attributable profit.
Net business activities generated cash flow	-66,760,267.05	-297,983,503.10	77.60%	

Overall Performance Overview

Financial Data Analysis for the First Quarter of 2025 (Year-on-year)

Project	Quarter 1, 2025	Quarter 1, 2024	Increase Or Decrease Rate	Note
Sales expenses	160,867,196.07	136,012,126.19	18.27%	It was mainly due to the increase in salary and export credit insurance during the reporting period.
Administrative expense	126,256,414.43	95,232,946.97	32.58%	It is mainly due to the increase in compensation and depreciation and amortization during the reporting period.
Research and development expenditure	41,478,564.79	36,086,891.09	14.94%	It was mainly due to the increase in salary during the reporting period.

Overall Performance Overview

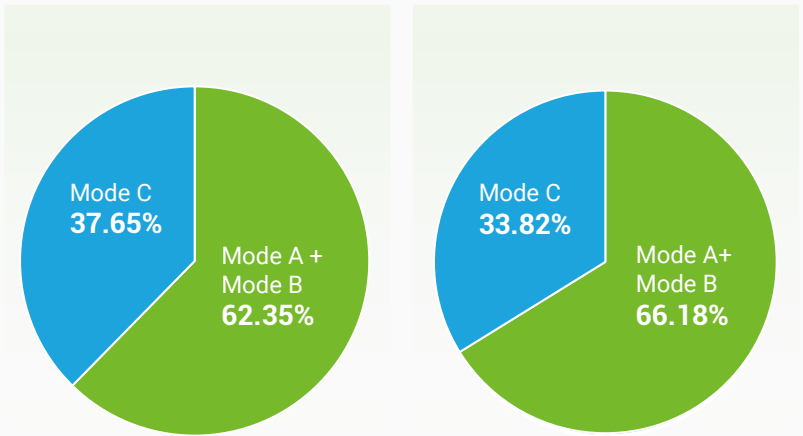
Financial Data Analysis in the first quarter of 2025 (year-on-year)

Project	Quarter 1, 2025	Quarter 1, 2024	Increase Or Decrease Rate	Note
Net interest income	21,039,185.87	10,085,118.39	108.62%	The year-on-year impact of finance costs + gains and losses from foreign exchange locks on profit was an increase in profit, mainly due to increased profit from foreign exchange and foreign exchange lock gains.
Service fee	10,752,087.30	7,856,597.51	36.85%	
Exchange gains and losses (net loss with "+" fill column)	-190,107,477.77	55,606,835.61	441.88%	
Gains and losses arising from exchange lock (Net loss is represented by "+")	27,246,355.68	-13,729,994.95	-298.44%	

Overall Performance Overview

Comparison of business model revenue ratio (year-on-year)

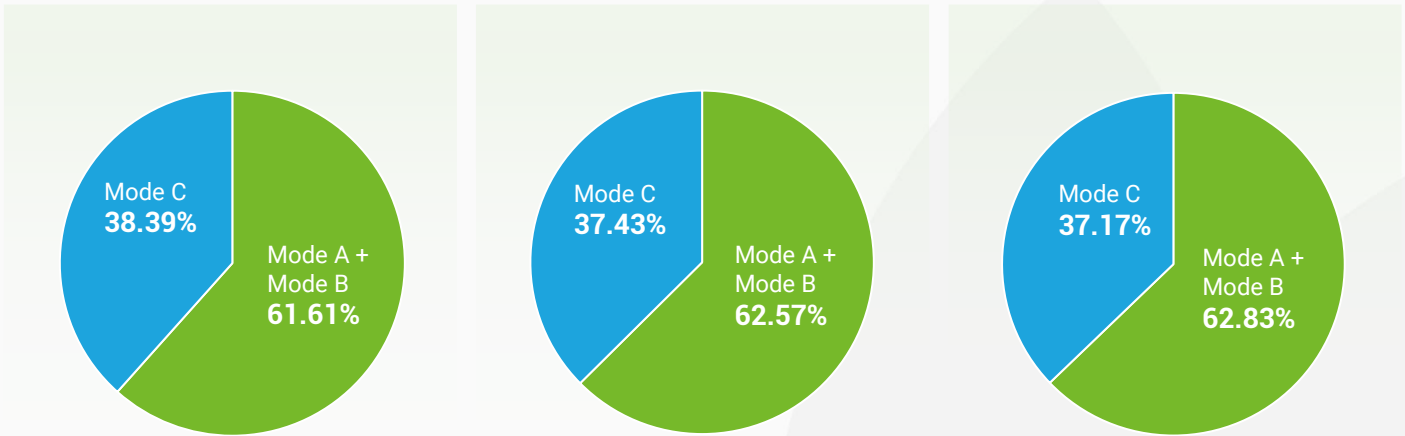
Proportion of annual revenue on different business models



2024

2023

Proportion of quarterly revenue on different business models



First quarter of 2025

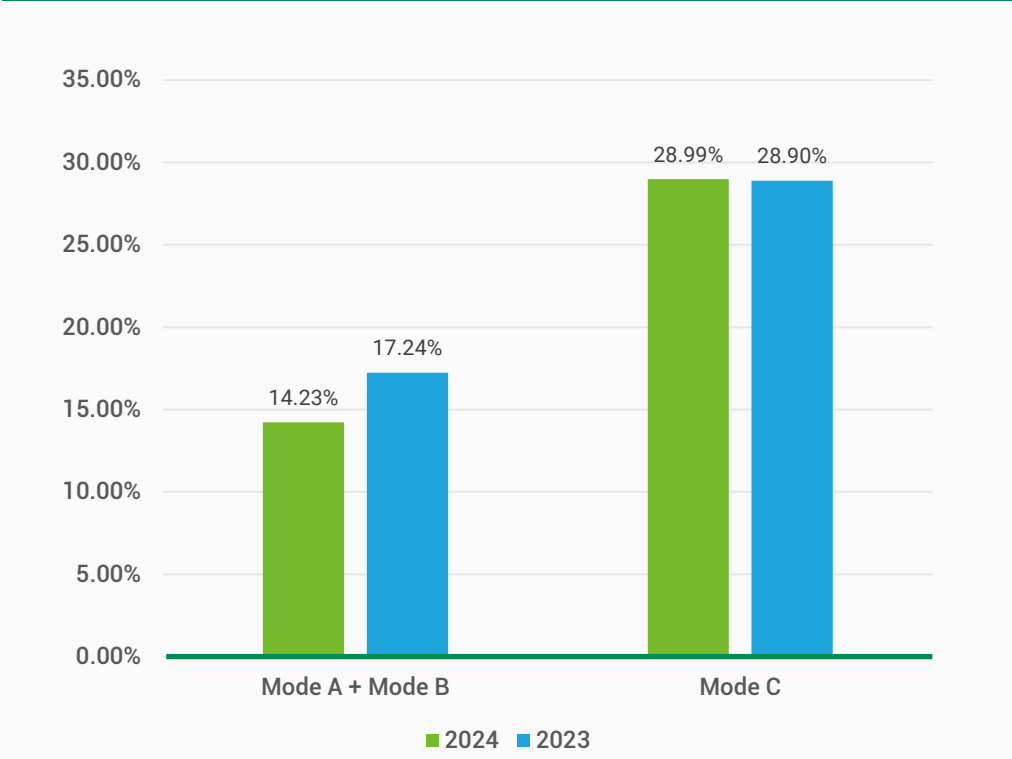
Fourth quarter of 2024

First quarter of 2024

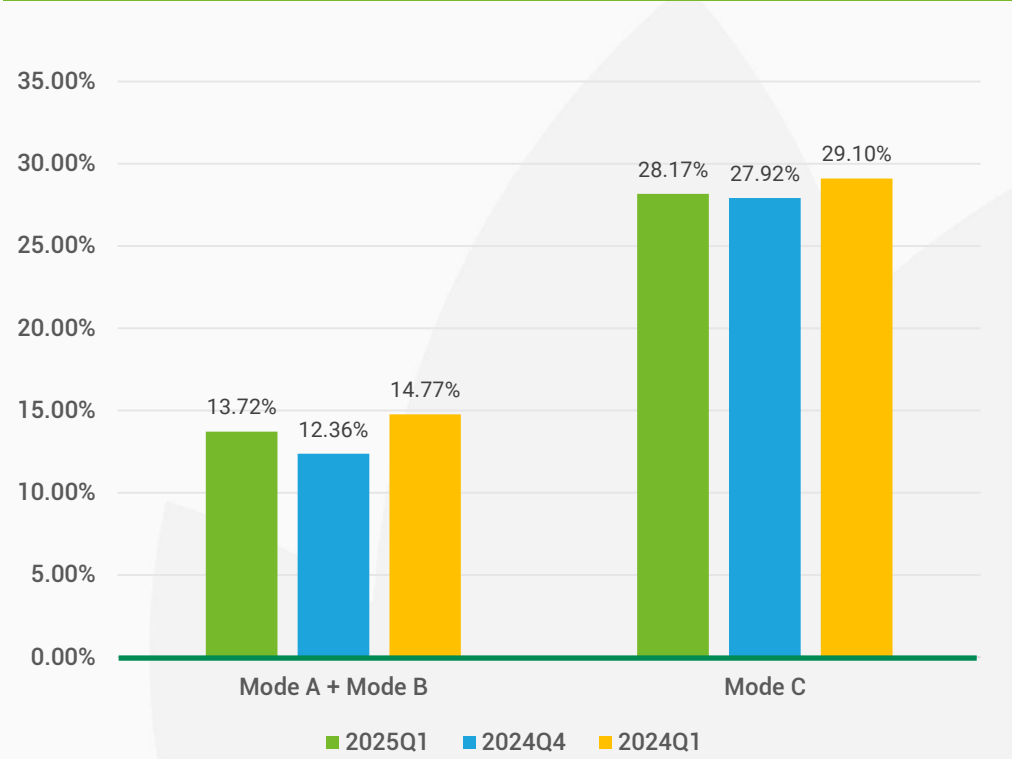
Overall Performance Overview

Gross margin ratio comparison on different business models

Annual gross margin ratio on different business models

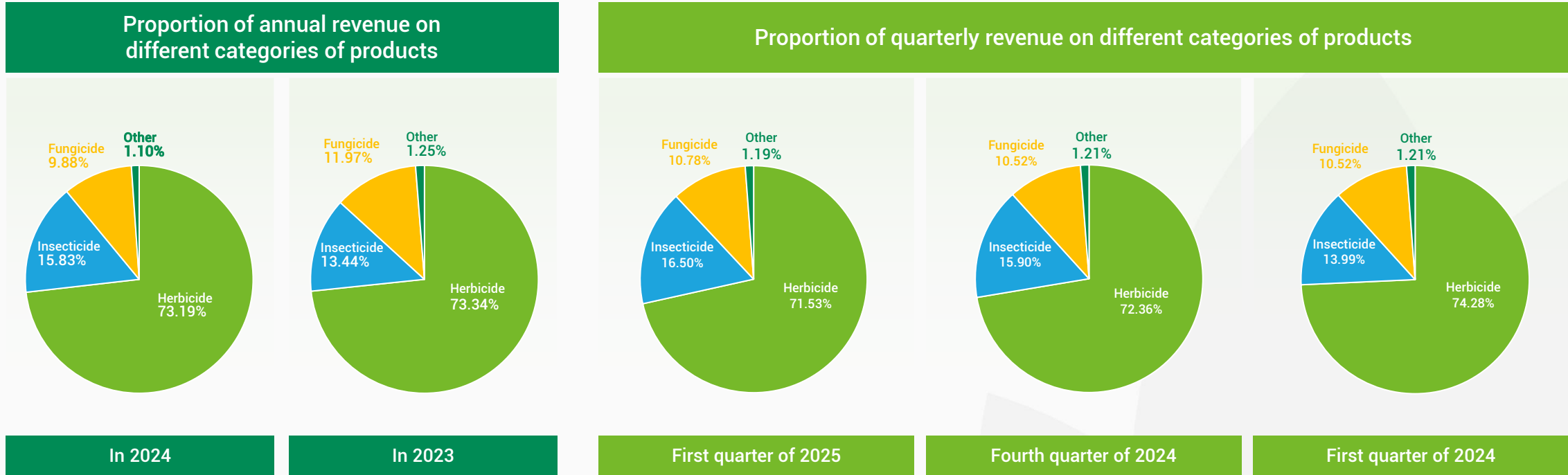


Quarterly gross margin ratio comparison on different business models



Overall Performance Overview

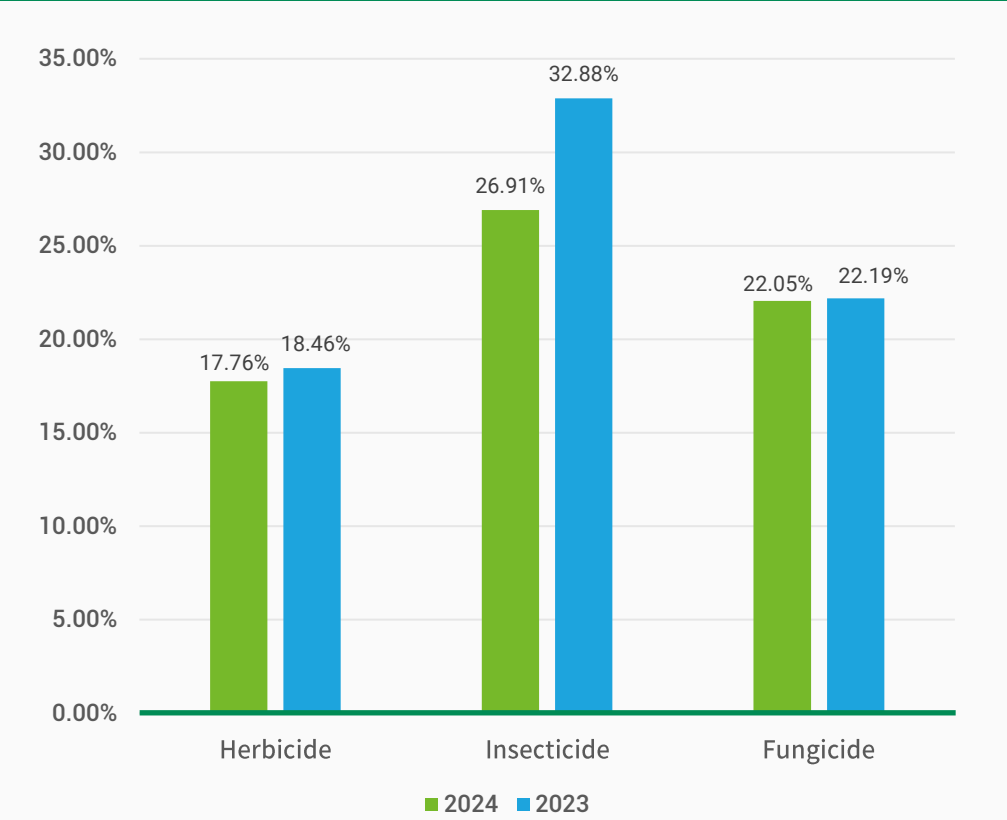
Comparison of revenue proportion on different categories of products



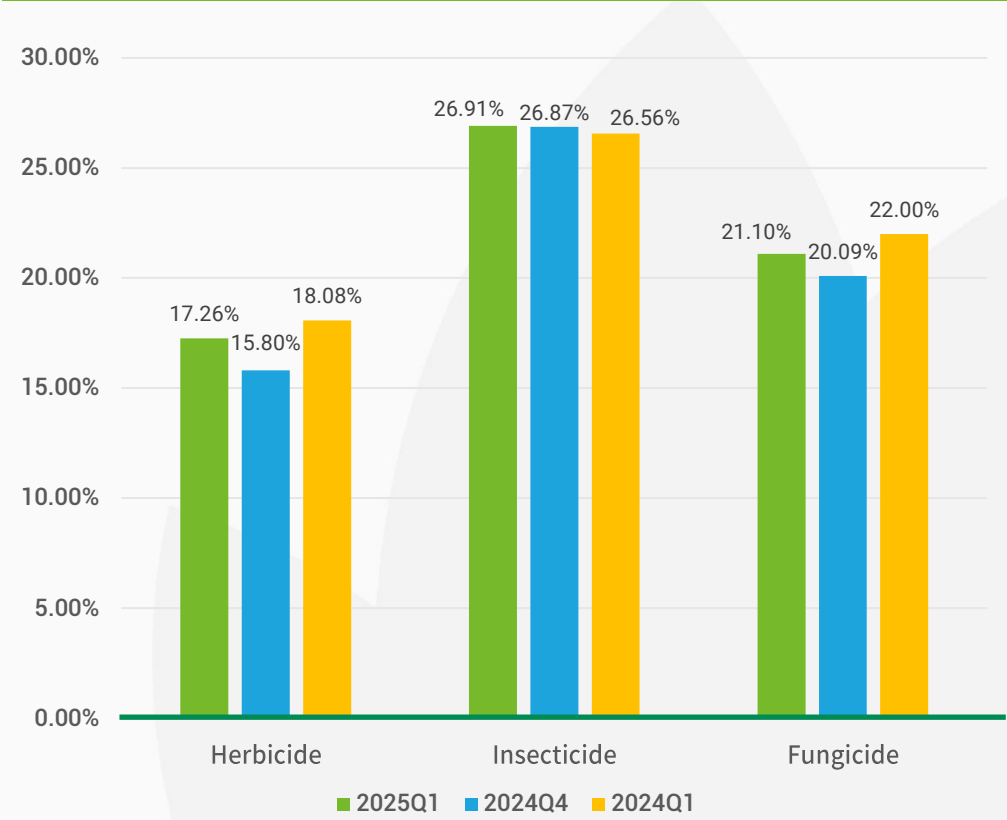
Overall Performance Overview

Comparison of gross margin ratio on different categories of products

Comparison of annual gross margin ratio on different categories of products



Comparison of quarterly gross margin ratio on different categories of products



Global Crop Protection Products Market Outlook in 2025

The crop protection industry remains at the cyclical bottom.

China and Indian production capacities remain severely oversupplied. By 2025, the market will transition from a "destocking" phase to a "capacity rationalization" stage, intensifying competition to unprecedented levels.

It is anticipated that after a period of painful industry consolidation and capacity optimization, less competitive players will gradually exit the market. This will further increase industry concentration, creating expanded growth opportunities for leading companies with competitive advantages.

The eventual winners will be those who control technology, cost efficiency, and market access—solidifying their position as long-term industry leaders.

Most crop protection active ingredient prices are expected to remain range-bound at cyclical lows.

The prices of most active ingredients have already hit historical lows—many even breaking through previous bottom levels—reaching a point where further declines seem unsustainable. However, given the massive capacity expansion and subsequent supply release from China and India over the past three years, most active ingredients will remain in a state of oversupply, prolonging their bottom-bouncing phase.

Adjustments in Procurement Behavior Among Distributors & End-Users.

Distributors and end-users are increasingly adopting lean inventory practices—delaying purchases, buying on-demand, and fragmenting orders—with a clear reluctance to commit to advance procurement plans, preferring last-minute purchases just before application seasons. This shift poses significant challenges for crop protection companies in supply chain orchestration.

Global Crop Protection Products Market Outlook in 2025

Occasional incidents may trigger significant price fluctuations for specific products.

When products hover near historic price floors, unexpected shocks can trigger abrupt swings—demanding nimble inventory control and tactical market responses to mitigate exposure.

Generic crop protection products with cost-performance advantages are gaining market share at an accelerating pace

The sustained decline in active ingredient prices for most crop protection products in recent years has further accentuated the cost-performance advantages of generic agrochemicals. Concurrently, as commodity crop prices soften, growers—seeking to optimize returns—are increasingly favoring high-value generic solutions, accelerating their market share growth.

Market demand is expected to continue recovering, with end-user prices gradually stabilizing at more rational levels.

With the depletion of high-cost inventories across most downstream markets, the irrational, clearance-sale price dumping previously seen among competitors has significantly subsided. As supply-side costs decline, gross margins in these markets are steadily recovering, bringing profitability back to rational levels.

Business Outlook of the Company in 2025

1

The escalation of trade protectionism across various countries has led to substantial disruptions in import tariffs, market access policies, exchange rates, and commodity market prices, potentially heightening operational uncertainties for the company.

2

Market prices and gross profit margins at the retail level are steadily stabilizing to reasonable levels, with most subsidiaries in key target countries projected to sustain margin growth.

3

As the TO C segment's revenue contribution expands and high-value registrations in major global markets are secured, the company's overall gross margin will continue to rise.

4

The development of a process- and IT-driven global management system is enhancing worldwide operational efficiency, leading to continuous optimization in operational performance.

5

Aligned with its 2025 objectives, the company anticipates steady year-on-year growth in both total revenue and shareholder net profit.

Medium-term Strategic Plan (2025-2029)

The Guiding Principles

"Enhancing quality and efficiency" – prioritizing the improvement of operational quality over the expansion of revenue scale. We seek progress while maintaining stability, and pursue excellence within that progress. Ensuring health, operational safety, and controllable risks, we aim to grow stronger and larger, steadily advancing on the path toward realizing the company's vision.



Medium-term Strategic Plan (2025-2029)

Four major strategy growth directions

1

Increase the proportion of business TO C

2

Increase the proportion of EU and North American business

3

Increase the proportion of insecticides and fungicides

4

Strengthen the business development of biological products



Medium-term Strategic Plan (2025-2029)

Seven Key Tasks

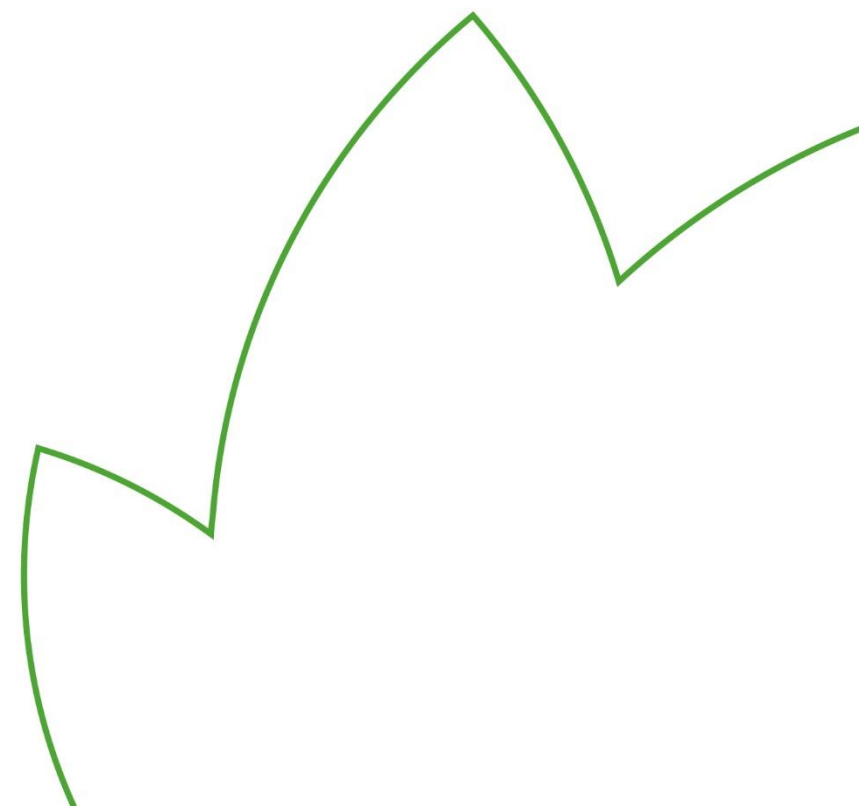
1. Continue to improve and optimize the global management system based on nine core processes to ensure that the global operation is managed well and with good governance.
2. Through forward-looking portfolio planning, we prioritize global registration strategies and commercialization preparedness for key products to ensure first-to-market authorization and successful launch in strategic markets.
3. Continuous optimization synthesis of existing active ingredients while ensuring high-standard execution for new active ingredients synthesis, thereby enhancing the competitiveness of our self-produced active ingredients and strengthening their role in market expansion.
4. Continuously enhance formulation development system to facilitate product registration, reliable delivery, and successful commercialization.
5. Pursue sustained global business expansion and market penetration, reinforced by strategic brand-building initiatives, to ensure balanced and healthy business growth.
6. Gain end-to-end supply chain visibility to enable precise procurement decisions, diversify strategic supplier partnerships, and build a secure, competitive global supply network.
7. Continuously optimize and efficiently operate the delivery system to ensure high-quality, low-cost, and fast on-time order fulfillment.

Medium-term Strategic Plan (2025-2029)

Build five core capabilities

1	Global Operation Capability
2	Brand and Channel Development Capability
3	Agile, Efficient, and Data-Driven Supply Chain Capability
4	The ability to successfully commercialise key products
5	Cost-Effective and Highly Synergistic Differentiated Formulation Technology Capability

Should there be any difference in the interpretation of the contents, the Chinese versions of the 2024 annual report and the 2025 first quarter report shall prevail.



A photograph of several young green seedlings with two leaves each, growing out of dark, rich soil. A bright green checkmark is drawn over the seedlings on the right side of the image. The text "To be a Global Leading Crop Protection Company" is overlaid in white at the top, and "Thank You" is overlaid in white at the bottom center.

**To be a Global Leading Crop
Protection Company**

Thank You