Potential Opportunities for Potato Industry’s Development in China Based on Selected Companies

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EXECUTIVE SUMMARY

China has become the largest potato producer in the world. It has a robust potato industry that is expected to grow due to China’s economic development, increasing demand for diverse and quality food, and important government support. However, not much research exists about this industry, when compared with other crops such as rice, wheat, and maize.

The objective of this report is to identify possible opportunities for global potato industry stakeholders interested in finding potential links and collaborations in the Chinese potato industry. The idea of generating this report began at the very successful 9th World Potato Congress, held in Beijing (Yanqing), PR China, in 2015. Realizing the predominant global impact of the Chinese potato industry, the World Potato Congress, Inc. (WPC Inc.) and the International Potato Center (CIP) signed a memorandum of understanding, laying the initial steps of what later became this report. (See full press release at http://potatocongress.org/international-projects/china/.)

This report was generously funded by the WPC Inc., with supporting funds from CIP. The work was led by the CIP-China Center for Asia Pacific (CCCAP), and was prepared by a consultancy team, led by Dr. Huaiyu Wang from the Beijing Institute of Technology (BIT).

In total, we collected detailed data from 130 enterprises that were analyzed and recorded. This information covers potato production (51 companies), processing (30 companies), chemicals (31 companies), and machinery (18 companies). CIP-CCCAP led the survey design and collected the detailed information on 109 enterprises. The BIT team added information from another 21 enterprises, reanalyzed the data, and wrote the present report.

The main potato areas in China are mostly located in the country’s north and southwest. These areas, on average, have lower income levels and are less developed. In addition, potato yield there is lower than the national level. Inconsistency between demand and supply in the potato market seems to be the main constraint in the further development of the potato industry in China. High-yielding and high-quality potato varieties and improved technical services might be attractive for Chinese potato farmers.

The companies involved in the potato value chain tend to cluster in areas of specialty. For example, seed production companies are mostly found in the main potato-planting provinces. The companies in the processing, chemicals, and machinery industries tend to be found in the developed provinces such as Beijing, Shandong, and Shanghai.

To satisfy the increasing demand for processed potato products, we suggest that new entrants focus on the three developed provinces mentioned above. Also, investment in new or improved products for niche potato markets seems to be an opportunity in China. Finally, we also suggest that international companies trying to enter the Chinese potato industrial sector quickly may want to consider establishing a joint-venture with a local partner. If this is the preferred option, the international company will have to consider that the local partner will need—or may want to receive, as part of the joint-venture agreement—the transfer of advanced technology and modern management techniques.
INTRODUCTION

China has become the largest potato producer in the world, accounting for 25% of global production.¹ The Chinese potato industry has been growing rapidly thanks to strong government support, especially since the release of the “Potato-as-Staple Food Strategy” government report in 2015.² We expect the Chinese government to continue its decisive support for increasing the potato output due to the continuous implementation of this national strategy. Potato is China’s fourth staple crop after rice, wheat, and corn in terms of its sowing area.³ There are plenty of potential cooperation opportunities between the potato sector in China and those in other countries.

Despite the rapid development of Chinese potato production, there are few studies on the Chinese potato industry. At the time this report was prepared, the information that could be collected online was limited, especially in the socioeconomic field. Most studies available are related to the technology per se. Thus, the report was based on a literature review, expert interviews, and data analysis on various company information.

The objective of this report is to identify the possible prior opportunities for those interested in the Chinese potato industry based on the selected companies associated with the background information. The conclusions and suggestions would provide a reference for the potential linkage. The database collected for this report is provided as Annex 1; supplementary information on 25 potato production companies and on 16 potato-processing companies appears in Annex 2.

There were four main project activities: (1) Collection of background information of enterprises in key potato production regions in China, including enterprises engaged in potato production and processing, as well as suppliers of chemicals and machinery. The information was collected through online searches, telephone inquiries, and from conferences and expert opinions. (2) Chinese potato production statistical data were collected to help us better understand China’s potato industry. (3) Constraints and opportunities for potato development in China were reviewed. (4) After the respective analysis, conclusions and suggestions were made about which Chinese potato industry sectors would be of prime interest to overseas investors and companies.

Following this introduction, the report is organized as follows: section 1 describes the development of potato production in China based on statistical data. All the analyses, including the figures in this section, are elaborated by the authors based on the national statistical data from the National Bureau of Statistics of China (NBS) (http://data.stats.gov.cn/). Section 2 reviews the Chinese potato industry, focusing on its constraints and opportunities. Section 3 analyzes the distribution of the 130 surveyed potato enterprises by industry and region, helping us to identify priority areas and industries. Section 4 presents the conclusions and discusses the implications for the promotion of the potato industry’s development in China. References are included in Section 5.

¹ http://english.gov.cn/state_council/ministries/2015/07/29/content_281475156855776.htm
² http://jiuban.moa.gov.cn/zwllm/zwdt/201501/t20150106_4323476.htm
³ http://english.gov.cn/state_council/ministries/2015/07/29/content_281475156855776.htm
1. THE DEVELOPMENT OF POTATO PRODUCTION IN CHINA

The area and output of potato in China have been increasing continuously over the past decades (Qu et al. 2004; Sun and Liu 2009; Luo et al. 2015; Yang et al. 2017). In 2014, the country grew 5.6m hectares (ha) of potato, with an output of over 95m tons (t). This provides an average yield of about 17 t/ha. Although China is the largest potato producer in the world, and accounted for more than 80% of the increase in global production in the last few years (Wang and Zhang 2004), its average yield is still below the global average yield of 20 t/ha.

Nowadays, the main potato-planting areas are in the country’s north and southwest regions (Yang et al. 2017); however, potato is mostly produced in the less-developed provinces. In 2014, the top five provinces for potato production accounted for more than 60% of China’s total potato-planting area (Fig. 1)—namely Sichuan (14.16%), Guizhou (12.64%), Gansu (12.25%), Yunnan (10.12%), and Inner Mongolia (9.7%). They also accounted for nearly 60% of the potato output, measured in metric tons, in China (Fig. 2). The income in both urban and rural areas in the main potato-planting areas is lower than the Chinese national average (Fig. 3). These facts also highlight the importance of potato’s contribution to the income of local farmers.

The per capita potato-planting area in these provinces is higher than the national level of 0.004 ha, especially when referring to Inner Mongolia, Gansu, and Guizhou provinces. The planting area in these provinces is more than 0.02 ha per capita—five times greater than the national average. The large area dedicated to potato cultivation shows the big potential of introducing mechanization.

In addition, the yield in the main potato-planting areas is much lower than the national level. Yield in Sichuan, Gansu, Guizhou, and Inner Mongolia is under 20 t/ha. According to national statistics, the highest yield in the country is in Jilin Province, which recorded yields of over 40 t/ha in 2014.4

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4 The calculation is based on the data from NBS (http://data.stats.gov.cn/easyquery.htm?cn=C01).
This points to the existing potential to increase their potato yield and total potato production. Associated with local economic development, local experts who were interviewed agreed that the major bottleneck to increasing potato yield locally is the lack of inputs, such as better varieties, quality seed, and increased fertilizer use. The same experts indicated that the second most important bottleneck was the limited access to equipment and machinery for mechanized cultivation, planting, fertilizing, spraying, and harvesting. For a detailed analysis of the causal effects of the yield gap, further study may be warranted.

2. CONSTRAINTS AND OPPORTUNITIES OF THE CHINESE POTATO INDUSTRY

During this work, we summarized the policies related to potato industry development for the past 10 years. From 2009 to 2015, the few new policies promoting the potato industry tended mainly on the industrial use of potato, such as chips-processing. In 2015, the “Potato-as-Staple Food Strategy” was implemented. This policy was pivotal in the development of the potato industry in China since it enacted the use of subsidies from the central government to promote potato production and processing industry in a comprehensive way. In 2016, potato became China’s fourth largest crop (in terms of area) after rice, wheat, and corn.

2.1 POTATO-BREEDING PROGRAMS

Major potato production constraints include inadequate germplasm resources for cultivar development and the lack of high-quality seed potatoes (Jansky et al. 2009).

5 http://jiuban.moa.gov.cn/zwllm/zwdt/201501/t20150106_4323476.htm
6 http://english.gov.cn/state_council/ministries/2015/07/29/content_281475156855776.htm
The breeding programs in China focused mainly on improving high-yielding varieties (Qu et al. 2004) and lacked diversified uses. Special-purpose potato cultivars started to be released after 2000; however, the quality of the newly released potato varieties varied greatly across regions and cultivars. A standardized system and a centralized authority would be helpful to monitor and approve new potato varieties and track their adoption (Qu et al. 2004; Sun 2006; Qu et al. 2007; Peng 2017).

2.2 PROCESSING INDUSTRY

Thanks to the expansion of the potato starch-processing industry in China, it has become a priority to develop new potato varieties with high starch content for this industry. The production and processing of potato starch are the most important components of the potato-processing industry, although the industry is marked by overcapacity (Qu et al. 2004; Jansky et al. 2009; Wang 2011).

2.3 DEMAND AND PRODUCTION

Potato consumption in China has increased significantly in previous years. This increase was seen mostly in food, feed, and processing with shares of 59%, 21%, and 8.9%, respectively (Huang 2017; Luo 2015; Yang 2017). The demand for potato and its products has increased and is higher than the global level (Wang 2009). Because of the significant increase in incomes of rural and urban areas in China, there is high demand for high-quality potato products.

Most high value-added potato products (e.g., crisps and French fries) were imported into China, showing, to some extent, the inability of local potato production (Zhang 2007) to supply these markets. Most imported industrial machinery was not suited for the crisps and French fries processing industries (Li 2004) because of the lack of suitable processing varieties grown by farmers.

Although some main potato-planting areas established the brand for fresh potato products—for instance, “Dingxi Potato” in Gansu Province—consumers in a small, nonscientific consumer survey that we conducted were not familiar with any of them. If more detailed information about market preferences and brand recognition of processed potato products is needed, we suggest an unbiased, deeper research and analysis be done of consumer behavior toward potato products in China. Also, there is little promotion or advertisement for any potato brand in supermarkets. In our opinion, a famous brand, a marketing push, and an efficient production system are all needed to increase the price, develop the local industry, and expand the market.

2.4 POTATO CULTIVATION

We believe that the limitations China faces in the production of potato should be an opportunity for any enterprise focused on improving productivity in this sector. Labor costs in China have increased as the average urban wages has nearly tripled in a decade, from RMB 24,721 in 2007 to RMB 67,569 in 2016.7 The share of labor cost in total cost in potato production in China was more than four times that in the United States (Liu 2014). The costs of producing potato in China have been increasing as well (Luo et al. 2015). Also, mechanized cultivation covers less than 1% of the total potato cultivated area, compared with about 70% in developed countries (Sun and Liu 2009). Machinery and technologies related to potato cultivation could be a potential market for the industry.

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7 http://data.stats.gov.cn/easyquery.htm?cn=C01
2.5 High Industry Concentration

Based on the dates when 130 selected Chinese potato-processing enterprises were created, it seems that in the past 15 years China’s potato industry developed very fast. Yet the industry appears to have become concentrated in certain regions and with a few players dominating the market. For example, in 2010, the top five enterprises for crisps accounted for more than 80% of the market (Wang 2011). At the same time, the top five starch-processing companies accounted for 40% of market capacity (ibid.).

3. Analysis of a Sample of the Companies Being Collected

The potato companies were selected and interviewed during the 2015 National Potato Conference. Complementary information was collected from experts in the field and from the internet. It is difficult to find information on potato-related companies in China because there is no specific organization in charge of data collection in this sector.

We collected detailed data on 130 Chinese potato enterprises. The database containing all information on these 130 companies is presented as Annex 1 (an Excel file). Extra, detailed information on 25 potato production companies and on 16 potato-processing companies is presented as Annex 2. The information covered in this report and its files cover potato production (51 companies), potato processing (30 companies), chemicals (31 companies), and machinery (18 companies). These 130 enterprises can be found across the country but are geographically concentrated in the north: Hebei (19), Beijing (14), Shandong (12), Inner Mongolia (10), and Heilongjiang (8). Besides the north, the provinces of Yunnan (11), Gansu (8), and Shanghai (7) are also represented in our surveys.

The registered capital varies across industries. In total, nearly half of the companies have no more than 20m RMB of registered capital. Over 30% of the companies have 20m–100m RMB in capital. The share of companies with capital of 100m–500m RMB and more than 500m RMB are 12.5% and 9.4%, respectively (Table 1). Six companies with more than 1,000m RMB of registered capital are engaged in processing and chemicals industry. The capital distribution of chemical and processing companies varies more than those in potato production and machinery. The companies for production and machinery are mostly small and medium-sized enterprises, largely with less than 100m RMB in registered capital.

Table 1. Distribution of companies by registered capital

<table>
<thead>
<tr>
<th>Registered Capital (million RMB)</th>
<th>No. of Companies</th>
<th>Share (%)</th>
<th>Registered Capital (million RMB)</th>
<th>No. of Companies</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>51</td>
<td>39.8</td>
<td>Chemicals</td>
<td>31</td>
<td>24.2</td>
</tr>
<tr>
<td>&lt;=20</td>
<td>28</td>
<td>21.9</td>
<td>&lt;=20</td>
<td>9</td>
<td>7.0</td>
</tr>
<tr>
<td>20–100</td>
<td>17</td>
<td>13.3</td>
<td>20–100</td>
<td>7</td>
<td>5.5</td>
</tr>
<tr>
<td>100–500</td>
<td>4</td>
<td>3.1</td>
<td>100–500</td>
<td>7</td>
<td>5.5</td>
</tr>
<tr>
<td>&lt;=1,000</td>
<td>2</td>
<td>1.6</td>
<td>&lt;=1,000</td>
<td>3</td>
<td>2.3</td>
</tr>
<tr>
<td>&gt;1,000</td>
<td>0</td>
<td>0.0</td>
<td>&gt;1,000</td>
<td>4</td>
<td>3.1</td>
</tr>
<tr>
<td>Processing</td>
<td>30</td>
<td>23.4</td>
<td>Machinery</td>
<td>18</td>
<td>14.1</td>
</tr>
</tbody>
</table>
Registered Capital (million RMB) | No. of Companies | Share (%) | Registered Capital (million RMB) | No. of Companies | Share (%)
---|---|---|---|---|---
<=20 | 9 | 7.0 | <=20 | 15 | 11.7
20–100 | 12 | 9.4 | 20–100 | 3 | 2.3
100–500 | 5 | 3.9 | 100–500 | 0 | 0.0
<=1,000 | 1 | 0.8 | <=1,000 | 0 | 0.0
>1,000 | 2 | 1.6 | >1,000 | 0 | 0.0

Source: Authors’ own survey. Average exchange rate at the time of the survey: $1 = 6.76 RMB.

As for the time of establishment, most of the sampled companies were formed after 2000 (Table 2); there were only chemical companies before 1990. This indicated, to some extent, that the companies related to potato production are still relatively new.

Table 2. Distribution of companies by established time

<table>
<thead>
<tr>
<th>Year Established</th>
<th>No. of Companies</th>
<th>Share (%)</th>
<th>Year Established</th>
<th>No. of Companies</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>51</td>
<td>39.8</td>
<td>Chemicals</td>
<td>31</td>
<td>24.2</td>
</tr>
<tr>
<td>Before 1990</td>
<td>0</td>
<td>0.0</td>
<td>Before 1990</td>
<td>2</td>
<td>1.5</td>
</tr>
<tr>
<td>2010–2016</td>
<td>19</td>
<td>14.6</td>
<td>2010–2016</td>
<td>4</td>
<td>3.1</td>
</tr>
<tr>
<td>Processing</td>
<td>30</td>
<td>23.4</td>
<td>Machinery</td>
<td>18</td>
<td>14.1</td>
</tr>
<tr>
<td>Before 1990</td>
<td>0</td>
<td>0.0</td>
<td>Before 1990</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>1991–1999</td>
<td>9</td>
<td>6.9</td>
<td>1991–1999</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>2010–2016</td>
<td>7</td>
<td>5.4</td>
<td>2010–2016</td>
<td>7</td>
<td>5.4</td>
</tr>
</tbody>
</table>

Source: Authors’ own survey.

Except for potato-processing companies, most of the potato seed producers are based in the main potato-producing area (Table 3). The companies in potato production are mostly engaged in seed production. Many seed producers (seed companies) are in the north of Hebei Province (Zhangjiakou Prefecture) and the middle-east of Inner Mongolia. Owing to the climate conditions in these regions (sandy soils, cool weather conditions, and high altitude) and convenient transportation, many companies are incorporated in these regions or have their production fields there. The potential problems for these regions are the (1) overuse of groundwater and the fast drop of the water table, and (2) serious soil-borne diseases and difficulty to arrange rotation. The geographic locations of the processing, chemicals, and machinery companies are more scattered.
Table 3. Distribution of companies by location

<table>
<thead>
<tr>
<th>Location</th>
<th>No. of Companies</th>
<th>Share (%)</th>
<th>Location</th>
<th>No. of Companies</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>51</td>
<td>39.8</td>
<td>Processing</td>
<td>30</td>
<td>23.4</td>
</tr>
<tr>
<td>Hebei</td>
<td>13</td>
<td>10.0</td>
<td>Yunnan</td>
<td>4</td>
<td>3.1</td>
</tr>
<tr>
<td>Inner Mongolia</td>
<td>8</td>
<td>6.2</td>
<td>Shanghai</td>
<td>4</td>
<td>3.1</td>
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<tr>
<td>Gansu</td>
<td>6</td>
<td>4.6</td>
<td>Beijing</td>
<td>2</td>
<td>1.5</td>
</tr>
<tr>
<td>Yunnan</td>
<td>5</td>
<td>3.8</td>
<td>Guizhou</td>
<td>2</td>
<td>1.5</td>
</tr>
<tr>
<td>Heilongjiang</td>
<td>5</td>
<td>3.8</td>
<td>Ningxia</td>
<td>2</td>
<td>1.5</td>
</tr>
<tr>
<td>Guangxi</td>
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<td>Shanxi</td>
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<td>1.5</td>
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<td>Chongqing</td>
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<td>Shanxi</td>
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<td>Hebei</td>
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<td>Ningxia</td>
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<td>Heilongjiang</td>
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<tr>
<td>Others</td>
<td>6</td>
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<td>Hubei</td>
<td>2</td>
<td>1.5</td>
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<tr>
<td>Chemicals</td>
<td>31</td>
<td>24.2</td>
<td>Others</td>
<td>6</td>
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<tr>
<td>Shandong</td>
<td>7</td>
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<td>Machinery</td>
<td>18</td>
<td>14.1</td>
</tr>
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<td>Beijing</td>
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<td>Inner Mongolia</td>
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<td>Others</td>
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<td>2.3</td>
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<td>Yunnan</td>
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<tr>
<td>Guangdong</td>
<td>2</td>
<td>1.5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>3</td>
<td>2.3</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Authors’ own survey.

4. Conclusions and Suggestions

4.1 Increasing Demand for High-Yielding and Quality Varieties with Diversification

The production of potato in China has been fluctuating over the past decades. Yield has increased but is still below the international average. High-yielding table and processing varieties resistant to biotic and abiotic stresses might be attractive to farmers. This indicates the substantial potential of potato production in China as farmers would need more support in inputs and services to realize the full yield potential of potato and increase their livelihood.

4.2 Potential for Companies to Produce Agricultural Inputs and Provide Technical Services

The large scale of potato production in China shows the possibility of mechanized cultivation in the future. According to the Xinhua News Agency, the policy document called for the implementation of a rural land reform which separates farmland ownership rights, contract rights,
and operating rights, allowing farmers to earn more by transferring their land rights to individuals or conglomerates. Based on policy, farmland could be exchanged and contracted more often among local farmers. We expect that the scale of potato production has the potential to increase further and could be an opportunity for mechanized cultivation. Also, this would increase demand for agricultural inputs such as fertilizer and pesticides, relevant machinery, and technical services. By 2012, the number of large- and medium-sized tractors per 100 rural households was 4.40 units, and the number of mini- and walking tractors per 100 rural households was 20.49.

4.3 INCREASING DEMAND FOR QUALITY PROCESSED PRODUCTS

China’s economic development is projected to keep increasing in the next few years, which will be reflected in the steady growth of consumer income. This will affect food consumption patterns, with consumers demanding better and more elaborate products, including potato products. This should fuel growth in China’s potato production market and its output. As already mentioned, the potato-processing and potato seed industries are highly concentrated. This means that new entrants to these markets would need clearly defined competitive advantages, possibly with high investment and high innovation, to break through.

In general, the economic development level is an important indicator for the openness of the market and the transaction costs associated with the policy environment and transportation as well as services for the companies. To access the target market for processed products, the developed provinces might be given priority (e.g., Beijing, Shanghai, Shandong, etc.).

4.4 POTENTIAL FOR INVESTMENT IN THE POTATO-PROCESSING INDUSTRY

In China, the potato-processing industry is highly concentrated, with over-investment particularly in the starch-processing industry. As a result, we suggest that future potential investments in the Chinese potato industry should focus instead on niche markets like quality fresh potatoes and processed specialized potato products, such as potato bread, potato noodles, and others.

Potential investments in the machinery/equipment potato industry need to factor in that local competitors are mostly small and medium-sized enterprises. To invest in such industries with advanced technology and management experience may be very attractive for local governments. Any investor needs to take into consideration all multiple facts and factors that can potentially affect the investment, which is beyond the scope of this study.

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5. REFERENCES


### ANNEX 2. INFORMATION ON POTATO COMPANIES IN CHINA

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 01</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Name</td>
<td>Inner Mongolia Linkage Potato Co., Ltd.</td>
</tr>
<tr>
<td>Chinese name</td>
<td>内蒙古凌志马铃薯科技股份有限公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>Private</td>
</tr>
<tr>
<td>Registration ID</td>
<td>150400000013332</td>
</tr>
<tr>
<td>Website</td>
<td><a href="http://www.linkagepotato.com">www.linkagepotato.com</a></td>
</tr>
<tr>
<td>Province</td>
<td>Inner Mongolia</td>
</tr>
<tr>
<td>Address</td>
<td>Yulong Food Industrial Park in Wengniute Banner, Chifeng City, Inner Mongolia, China</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Hongzhi Yan</td>
</tr>
<tr>
<td>Position</td>
<td>Chairman and Managing Director</td>
</tr>
<tr>
<td>Contact person</td>
<td>Jian Zhang</td>
</tr>
<tr>
<td>Position of contact person</td>
<td>Marketing manager</td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-476-2275009/13739939951</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:zhangjian@lingkage.cc">zhangjian@lingkage.cc</a></td>
</tr>
<tr>
<td>Fax</td>
<td>+86-476-2275008</td>
</tr>
<tr>
<td>Established time</td>
<td>8/28/2006</td>
</tr>
<tr>
<td>Registered capital</td>
<td>76m RMB</td>
</tr>
<tr>
<td>Employee</td>
<td>The self-owned brands of Linkage are Funong seed potato, Linkage potato flakes, Shuwang potato leisure food and so on.</td>
</tr>
<tr>
<td>Main products</td>
<td>Seed/fresh potato/Flakes/French frites/Snacks</td>
</tr>
<tr>
<td>Company profile</td>
<td>Inner Mongolia Linkage Potato Co., Ltd. has 2,100 m² of lab and 33.3 ha of net house for minituber production. They can produce 20m plantlets and 50m minitubers per year. They also have five modern farms and 4,667 ha of high standard planting bases.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 02</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Name</td>
<td>Inner Mongolia Zhengfeng Potato Seed Co., Ltd.</td>
</tr>
<tr>
<td>Chinese name</td>
<td>内蒙古正丰马铃薯种业股份有限公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>State-owned</td>
</tr>
<tr>
<td>Registration ID</td>
<td>150000000004394</td>
</tr>
<tr>
<td>Website</td>
<td><a href="http://zfmlszy.com">http://zfmlszy.com</a></td>
</tr>
<tr>
<td>Province</td>
<td>Inner Mongolia</td>
</tr>
<tr>
<td>Address</td>
<td>22# Zhaojunlu, Yuquan Region, Hohhot, Inner Mongolia, China</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Ting Yun</td>
</tr>
<tr>
<td>Position</td>
<td>Chairman and Managing Director</td>
</tr>
<tr>
<td>Contact person</td>
<td>Ting Yun</td>
</tr>
<tr>
<td>Position of contact person</td>
<td>Chairman and Managing Director</td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-471-5976740/13804714769</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:zfyunting@126.com">zfyunting@126.com</a></td>
</tr>
</tbody>
</table>
Inner Mongolia Zhengfeng Potato Seed Co., Ltd. has 1,500 m² of lab, 1,800 m² of tissue culture room, 30 greenhouses, 6.7 ha of net house, 20,000 m² of large-scale storage space, and 2,667 ha of arable land for seed potato production. They can produce 20m plantlets, 50m minitubers, and 50,000 t of virus-free seed annually. Their products are sold to more than 20 provinces in China.

The company was established in 2008 with its headquarter in Wulanchabu City, occupying 3m500 mu of land. Its registered capital was 120m Yuan and the total investment was 650m Yuan, which goes to potato R&D, seed production, grade and processing, warehousing and shipment. It is one of the leading agricultural companies in China, and has a total staff of 142, including three PhDs, 10 MSc, and 10 employees with senior academic titles.
Ownership
Private
Registration ID
91130700798405073D
Website
www.snowvalley.com.cn
Province
Hebei
Address
Huangshan, Chabei Region, Zhangjiakou, Hebei, China
Legal representative
Dengshe Wang
Position
Chairman and Managing Director
Contact person
Lin Zhang
Position of contact person
Deputy Director
Telephone
+86-400-851-6000/18531302003
E-mail
admin@snowvalley.com.cn/1393238800@163.com
Fax
+86-313-5367660
Established time
1/15/2007
Registered capital
75.94m RMB
Employee
Main products
Shuniliang, Shuniniu, Snow Valley, Snow Peak
Main business
Seed/fresh potato/Flakes/French frites/Snakes
Company profile
Snow valley is a national agricultural enterprise in China. Currently the group has 3 subsidiaries for seed production, 3 subsidiaries for potato cultivation, 1 Sino-Holland joint venture for frozen fries and flake processing, 1 provincial enterprise technology center, 11 large farms and 1 agricultural machinery service unit. It has built a large-scale base of 10,000 ha with 180 sets of imported large pointer type sprinkler, and 320 sets of agricultural equipment from home and abroad. Each year it can produce 50m minitubers and 100,000 t of tubers of different generations. Snow Valley is also one of the units for agricultural product traceability system development and is the only group that passed the Global G.A.P., China G.A.P., ISO9001 and ISO22000, and obtained five certifications for potato as a green food.

Code
Production 05
English Name
Inner Mongolia Grade Seed Potato Co., Ltd.
Chinese name
内蒙古格瑞得马铃薯种业有限公司
Ownership
Private
Registration ID
152527000003305
Website
http://www.img-grade.com
Province
Inner Mongolia
Address
Agricultural Industry Park, Taipusiqi, Inner Mongolia, China
Legal representative
Donghu Li
Position
Chairman
Contact person
Hao Chen
Position of contact person
Manager
Telephone
13947391493, 0479-5232000, 4006341909
E-mail
admin@geruide.net
Fax
Established time
Registered capital
Employee
Main products
Main business
Company profile

0479-5232666
1/25/2007
50m RMB
220
Seed/fresh potato

The Grade Group has 5 subsidiaries, including Chengde Dafeng Seed Potato Co., Ltd., Inner Mongolia Baisite Agriculture Science and Technology Co., Ltd., Inner Mongolia Grade Northwest Branch, Inner Mongolia Grade Northeast Branch and Taipusiqi Potato Research Institute. Currently they have 18.4 ha of construction land, 8,800 m² of tissue culture room, 354 net houses, storage space for 20,000 t of potato, 5,400 m² of storage space for machinery, 3,000 ha of arable land, 62 sets of pointer type sprinkler, and 20 sets of potato production facilities. The group can produce 35m plantlets and 50m minitubers annually and grow 1,000 ha of field that produces 50,000 t of seed potato.

Code
Production 06

English Name
Xisen Potato Industry Group Co., Ltd.

Chinese name
希森马铃薯产业集团有限公司

Ownership
Private

Registration ID
91371481796196845U

Website
http://www.xisen.com.cn

Province
Shandong

Address
Xujia Village, Huangjia Township, Laolin City, Shandong Province, China

Legal representative
Xisen Liang

Position
Chairman

Contact person
Position of contact person

Telephone
010-60159988 60159509

E-mail

Fax

Established time
12/17/2006

Registered capital
154.8m RMB

Employee
94

Main products
Seed/fresh potato

Main business

Company profile

Xisen Group has 4 subsidiaries, including Beijing Xisen Sanhe Potato Co., Ltd., Inner Mongolia Xisen Seed Potato Co., Ltd., Laolin Xisen Potato Market Co., Ltd. and Laolin Sisen Potato Breeding Company. The Group planned to attract a total investment of 3.25bn RMB. In 2008, it introduced 175m RMB from Hong Kong Mantu Investment Group, and 115m RMB from Beijing Huiyuan Beverage Food Group. Up till now, it has altogether attracted 1.8bn RMB. The Group can produce 0.4bn minitubers annually, 2.5 bn by Laolin base, and 1.5bn by Beijing
Potential Opportunities for Potato Industry’s Development in China Based on Selected Companies

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Base. In the base of Wulanchabu in Inner Mongolia, they have 8,000 ha of arable land with an annual yield of 1,300,000 t of seed potato. They also established air-conditioned storage space with the capacity of 450,000 t and a flake processing facility with the productivity of 20,000 t.

**Code** Production 07  
**English Name** Daxinganlin Xingjia Seed Co., Ltd.  
**Chinese name** 大兴安岭兴佳种业有限公司  
**Ownership** Private  
**Registration ID** 91232700692617166M  
**Website** www.xjseed.com  
**Province** Heilongjiang  
**Address** Changhong block, Jiagedaqi, Daxinganling, Heilongjiang, China  
**Legal representative** Wenge Zhu  
**Position** Chairman  
**Contact person** Wenge Zhu  
**Position of contact person** Chairman  
**Telephone** +86-0457-2174949/13804845555  
**E-mail** xingjiazy@163.com  
**Fax**  
**Established time** 9/1/2009  
**Registered capital** 6.39m RMB  
**Employee**  
**Main products** Seed/fresh potato  
**Main business** Daxinganling Xingjia Seed Co., Ltd. is supported by Daxinganling Academy of Agriculture and Forestry and works on potato research, production and marketing. It has 400 sets of professional equipment, 25,500 m² of greenhouse, 95,000 m² of net house, and 16,000 m² of seed storage space.

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**Code** Production 08  
**English Name** Hongee Agriculture  
**Chinese name** 张家口弘基农业科技开发有限责任公司  
**Ownership** Private  
**Registration ID** 9113071167738689X8  
**Website** http://www.zjkjhjny.com  
**Province** Hebei  
**Address** Yushugou, Saibei Region, Zhangjiakou City, Hebie, China  
**Legal representative** Hai Zhang  
**Position** Chairman  
**Contact person** Ge Zhang  
**Position of contact person** Manager
Telephone +86-13803133133
E-mail hjjtbg@126.com
Fax +86-313-5755902
Established time 7/18/2008
Registered capital 56.1m RMB
Employee
Main products
Main business
Company profile Hongee Agriculture has a complete potato multiplication system with 33.3 ha of potato tissue culture center, 200 ha of greenhouse/net house and 1,333.3 ha of field for seed multiplication. It can produce 50m plantlets, 100m minitubers, and 40,000 basic seeds annually. It also has a 5,000 m² greenhouse for aeroponics that can produce 5m minitubers annually. It has 3 air-controlled storage rooms (13,000 m² for each) with a total storage capacity of 90,000 t. The company also established long-term cooperation with the Chinese Academy of Agricultural Sciences, China Agricultural University and Zhangjiakou Academy of Agricultural Sciences.

Code Production 09
English Name Yanbei Group
Chinese name 张家口市燕北薯业开发有限公司
Ownership Private
Registration ID 130700000005233
Website www.ybpotato.com
Province Hebei
Address 1# Yanbei Road, Zhangbei Economic Development Zone, Zhangjiankou City, Hebei, China
Legal representative Qing Dong
Position Chairman
Contact person Ming He
Position of contact person Manager Assistant
Telephone +86-313-5212288/+86-13335394864
E-mail yanbeimsc@163.com
Fax +86-313-5221355
Established time 12/19/2006
Registered capital 30m RMB
Employee 300
Main products Seed/Flakes
Main business
Company profile Yanbei (Group) Corporation is a comprehensive modern business group engaged in potato breeding, cultivation, storage and processing. Currently it has one parent company and three subsidiaries. 1) Yanbei Potato Industry Development Co., Ltd., the parent company, can produce 20,000 t of potato
flakes, 20,000 t of fresh potato and other derivative products. The “Yanbei Flakes” are sold to food companies in Orion, Dadi and Dingda, etc. 2) Inner Mongolia Hengyuan Agriculture Co., Ltd. in Taipusiqi can produce 10,000 t of French fries annually and has a potato cultivation base of 666.7 ha. 3) Zhangjiakou Bangcheng Potato Industry Co., Ltd. in Guyuan County plans to produce 10,000 t of French fries annually. 4) Zhangbei Yanbei Agriculture Development Co., Ltd. in Zhangbei County has a tissue culture center of 1,000 m² and a potato multiplication base of 666.7 ha. It can produce 20m minitubers, 200 t of basic seeds, and 10,000 t of certified seeds.

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Name</td>
<td>Gansu Ailan Seed Potato Co., Ltd.</td>
</tr>
<tr>
<td>Chinese name</td>
<td>甘肃爱兰马铃薯种业有限责任公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>Private</td>
</tr>
<tr>
<td>Registration ID</td>
<td>916211027190926391</td>
</tr>
<tr>
<td>Website</td>
<td></td>
</tr>
<tr>
<td>Province</td>
<td>Gansu</td>
</tr>
<tr>
<td>Address</td>
<td>Xichuan Park, Anding Zone, Dingxi City, Gansu, China</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Ailan Zhou</td>
</tr>
<tr>
<td>Position</td>
<td>Chairman</td>
</tr>
<tr>
<td>Contact person</td>
<td>Ailan Zhou</td>
</tr>
<tr>
<td>Position of contact person</td>
<td>Chairman</td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-932-8265969</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:dxailanshy@163.com">dxailanshy@163.com</a></td>
</tr>
<tr>
<td>Fax</td>
<td>+86-932-8265969</td>
</tr>
<tr>
<td>Established time</td>
<td>6/25/2001</td>
</tr>
<tr>
<td>Registered capital</td>
<td>50m RMB</td>
</tr>
<tr>
<td>Employee</td>
<td></td>
</tr>
<tr>
<td>Main products</td>
<td>Seed/fresh potato</td>
</tr>
<tr>
<td>Main business</td>
<td>Gansu Ailan Potato Seed Co., Ltd. is a professional company engaged in potato breeding, virus-free plantlets, seed production, and industrial development. It has 6,160 m² of tissue culture room, 800 m² of breeding lab, 560 greenhouses, 5.3 ha of net house for minituber production, 1,333.3 ha of storage space, 93 sets of equipment for tissue culture, and 86 sets of equipment for field cultivation. It can produce 150m minitubers and has 1,666.7 ha of standard production base and demonstration base.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 11</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Name</td>
<td>Chengde YongFeng Seeds Co., Ltd.</td>
</tr>
<tr>
<td>Chinese name</td>
<td>承德永丰种业有限公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>Private</td>
</tr>
</tbody>
</table>
Potential Opportunities for Potato Industry’s Development in China Based on Selected Companies

Company profile

The headquarter of Chengde YongFeng Seeds Co., Ltd. covers an area of 20 ha. The company has 38 sets of large-scale irrigation facilities, 10,000 m² of storage space, 2,000 m² of tissue culture room, 150,000 m² of net house, 2,000 ha of seed multiplication base with a total productivity of 40m plantlets, 100m minitubers, 10m microtubers, and 40,000 t of basic seeds.

Company profile

Ningxia Modern Agriculture Group established their potato multiplication

Registration ID 91130828757548940L
Website www.yfzy.com.cn
Province Hebei
Address Siheyong Industry Park, Weichang County, Chengde City, Hebei
Legal representative Yong Yu
Position General Manager
Contact person Weichao Li
Position of contact person Manager of Market
Telephone +86-13313145800
E-mail cdyfzy@126.com
Fax +86-341-7840638
Established time 2/13/2004
Registered capital 30m RMB
Employee
Main products Seed
Main business

Code Production 12
English Name Ningxia Modern Agriculture Group Co., Ltd.
Chinese name 宁夏现代农业集团有限公司
Ownership State-owned
Registration ID 91640000574857484M
Website http://www.nxxdnyjt.com/
Province Ningxia
Address 908# Hedong Road, Yingchuan City, Ningxia, China
Legal representative Guangrong Xu
Position Chairman
Contact person Hu Wang
Position of contact person Manager
Telephone +86-18695118340
E-mail 18695118340@163.com
Fax
Established time 6/7/2011
Registered capital 582.61m RMB
Employee
Main products Seed/fresh potato/Starch
Main business

Code Production 12
English Name Ningxia Modern Agriculture Group Co., Ltd.
Chinese name 宁夏现代农业集团有限公司
Ownership State-owned
Registration ID 91640000574857484M
Website http://www.nxxdnyjt.com/
Province Ningxia
Address 908# Hedong Road, Yingchuan City, Ningxia, China
Legal representative Guangrong Xu
Position Chairman
Contact person Hu Wang
Position of contact person Manager
Telephone +86-18695118340
E-mail 18695118340@163.com
Fax
Established time 6/7/2011
Registered capital 582.61m RMB
Employee
Main products Seed/fresh potato/Starch
Main business

Company profile

The headquarter of Chengde YongFeng Seeds Co., Ltd. covers an area of 20 ha. The company has 38 sets of large-scale irrigation facilities, 10,000 m² of storage space, 2,000 m² of tissue culture room, 150,000 m² of net house, 2,000 ha of seed multiplication base with a total productivity of 40m plantlets, 100m minitubers, 10m microtubers, and 40,000 t of basic seeds.

Code Production 12
English Name Ningxia Modern Agriculture Group Co., Ltd.
Chinese name 宁夏现代农业集团有限公司
Ownership State-owned
Registration ID 91640000574857484M
Website http://www.nxxdnyjt.com/
Province Ningxia
Address 908# Hedong Road, Yingchuan City, Ningxia, China
Legal representative Guangrong Xu
Position Chairman
Contact person Hu Wang
Position of contact person Manager
Telephone +86-18695118340
E-mail 18695118340@163.com
Fax
Established time 6/7/2011
Registered capital 582.61m RMB
Employee
Main products Seed/fresh potato/Starch
Main business
system in 2012 to produce potato that can meet the market requirements. The group grows more than 1,333.3 ha of potato annually, and its subsidiary established a line for potato starch production which can produce 10,000 t of starch annually.

Code          Production 13
English Name  Beidahuang Potato Group Co., Ltd.
Chinese name  北大荒马铃薯集团有限公司
Ownership     State owned
Registration ID 91233000677471963T
Website       http://www.chinabdh.com/bdhsy/index.jhtml
Province      Heilongjiang
Address       175# Hongqi Street, Nangang Zone, Harbin City, Heilongjiang, China
Legal representative Shun Li
Position      Chairman
Contact person Mingan Li
Position of contact person Deputy Manager
Telephone    +86-18045641988
E-mail        kslimingan@126com
Fax
Established time 8/11/2008
Registered capital 914m RMB
Employee
Main products Seed/fresh potato/Starch
Main business
Company profile Beidahuang Potato Group Co., Ltd. is one of the 15 subsidiaries of Beidahuang Group. It can produce 10m minitubers and process 700,000 t of potato and 240,000 t of cassava annually. The 8 main products include potato starch, cassava starch, potato flakes, seed potato and fresh potato, etc. It ranks the 1st among potato starch processing companies in China. It grows 20,000 ha of potato annually, mainly materials for processing.

Code          Production 14
English Name  Hebei Jiuen Agricultural Development Co., LTD.
Chinese name  河北久恩农业开发有限公司
Ownership     Private
Registration ID 91130724694660889J
Website       http://www.9nny.com/
Province      Hebei
Address       Huanggainao Township, Guyuan County, Hebei, China
Legal representative Jiuen Wang
Position      Chairman
Contact person
Jiuen Wang

Position of contact person
Chairman

Telephone
+86-15031393901

E-mail
wangjn@sina.com

Fax

Established time
9/9/2009

Registered capital
10m RMB

Employee
30

Main products
Seed/fresh potato

Company profile
Hebei Jiuen Agricultural Development Co., Ltd. has 480 m² of tissue culture room and 18.3 ha of greenhouse and net house for minituber production. The facility can produce 30m minitubers annually. It also has 1,000 ha of arable land for seed production and 666.7 ha of land for fresh potato production. Besides, they have transferred 3,000 ha of land from farmers for potato production. Every year, they sell 450,00 t of seed potato to Hebei, Shandong, Inner Mongolia and Guangdong etc. and 30,000 t of fresh potato to Oishi, Pepsi and Lambweston, etc.

Code
Production 15

English Name
Zhangjiakou Qizhi Seed Potato Industry Co., Ltd.

Chinese name
张家口奇志马铃薯种业有限公司

Ownership
Private

Registration ID
91130722557687970F

Website
www.qizhipotato.com

Province
Hebei

Address
Chenyanggou, Zhangbei Township, Zhangbei County, Hebei, China

Legal representative
Jianhua Guo

Position
Chairman and Managing Director

Contact person
Xiangqian Ma

Position of contact person
Deputy Manager

Telephone
+86-13613138383

E-mail
qizhipotato@qq.com

Fax

Established time
7/2/2010

Registered capital
5m RMB

Employee
48

Main products
Seed

Company profile
Zhangjiakou Qizhi Seed Potato Industry Co., Ltd. has a 660-m² center for virus-free seed multiplication, a 120-m² room for seed inspection and detection, 5,000 m² of greenhouse for breeding, 120,000 m² of net house for minituber production, 3,800 m² of storage facilities, and a 800-ha base for basic seed
production. It can produce 15m plantlets, 45m minitubers, and 15,000 t of basic seeds annually. It also selects new varieties with good shape, yield and quality such as ‘Qizhi 1’ and ‘Qinzhi 2’.

**Code**
Production 16

**English Name**
Zhangjiakou Danong Seed Potato Industry Co., Ltd.

**Chinese name**
张家口大农种业有限公司

**Ownership**
Private

**Registration ID**
130722000004008

**Website**
http://www.zjkdnzy.com/

**Province**
Hebei

**Address**
Desheng Village, Xiaoertai Township, Zhangbei County, Hebei, China

**Legal representative**
Zhou Zhu

**Position**
Chairman

**Contact person**
Jinkai Li

**Position of contact person**
General Manager

**Telephone**
+86-13582430753

**E-mail**
1253045470@qq.com

**Fax**

**Established time**
3/5/2010

**Registered capital**
10m RMB

**Employee**
25

**Main products**
Seed

**Main business**
Zhangjiakou Danong Seed Potato Industry Co., Ltd. has a 100-m² tissue culture room, a 100-m² room for seed inspection and detection, 4 ha of house for minituber production, 333.3 ha of field for basic seed production and 333.3 ha of field for certified seed production. It can produce 12,500 t of basic seeds and 15,000 t of certified seeds annually. It also has a storage capacity of 2,000 t.

**Code**
Production 17

**English Name**
Guyuan Hejian Agriculture Development Co., Ltd.

**Chinese name**
沽源县禾佳农业开发有限责任公司

**Ownership**
Private

**Registration ID**
911307245968211409

**Website**

**Province**
Hebei

**Address**
Sulutan, Guyuan County, Hebei, China

**Legal representative**
Zhanwang Gao

**Position**
Chairman

**Contact person**
Zhanwang Gao

**Position of contact person**
Chairman
### Potential Opportunities for Potato Industry's Development in China Based on Selected Companies

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>English Name</strong></td>
<td>Guyuan Zhongfeng Agriculture Co., Ltd.</td>
</tr>
<tr>
<td><strong>Chinese name</strong></td>
<td>沽源县种丰农业有限公司</td>
</tr>
<tr>
<td><strong>Ownership</strong></td>
<td>Private</td>
</tr>
<tr>
<td><strong>Registration ID</strong></td>
<td>130724000002454</td>
</tr>
<tr>
<td><strong>Province</strong></td>
<td>Hebei</td>
</tr>
<tr>
<td><strong>Address</strong></td>
<td>Qiaodongdajie, Qingdingbao Township, Guyuan County, Hebei, China</td>
</tr>
<tr>
<td><strong>Legal representative</strong></td>
<td>Jinming Yuan</td>
</tr>
<tr>
<td><strong>Position</strong></td>
<td>Chairman</td>
</tr>
<tr>
<td><strong>Contact person</strong></td>
<td>Jincheng Yuan</td>
</tr>
<tr>
<td><strong>Position of contact person</strong></td>
<td>Chairman</td>
</tr>
<tr>
<td><strong>Telephone</strong></td>
<td>+86-18931316523</td>
</tr>
<tr>
<td><strong>E-mail</strong></td>
<td><a href="mailto:liucegyzf@163.com">liucegyzf@163.com</a></td>
</tr>
<tr>
<td><strong>Fax</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Established time</strong></td>
<td>1/13/2011</td>
</tr>
<tr>
<td><strong>Registered capital</strong></td>
<td>5m RMB</td>
</tr>
<tr>
<td><strong>Employee</strong></td>
<td>36</td>
</tr>
<tr>
<td><strong>Main products</strong></td>
<td>Seed/fresh potato</td>
</tr>
<tr>
<td><strong>Main business</strong></td>
<td>Guyuan Zhongfeng Agriculture Co., Ltd. has 3,800 m² of intelligent greenhouse, 800 m² of constant-temperature storage space and ordinary storage space with a capacity of 15,000 t. It also has 6.7 ha of net house and 200 ha of potato field. It can produce 12m minitubers, 300 t of basic seeds, and 1,500 t of certified seeds.</td>
</tr>
</tbody>
</table>

---

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>English Name</strong></td>
<td>Guyuan County Tuda Potato Planting Co., Ltd.</td>
</tr>
<tr>
<td><strong>Chinese name</strong></td>
<td>沽源县土达马铃薯种植有限公司</td>
</tr>
<tr>
<td><strong>Ownership</strong></td>
<td>Private</td>
</tr>
<tr>
<td><strong>Province</strong></td>
<td>Hebei</td>
</tr>
<tr>
<td><strong>Address</strong></td>
<td>Qiaodongdajie, Qingdingbao Township, Guyuan County, Hebei, China</td>
</tr>
<tr>
<td><strong>Legal representative</strong></td>
<td>Jinming Yuan</td>
</tr>
<tr>
<td><strong>Position</strong></td>
<td>Chairman</td>
</tr>
<tr>
<td><strong>Contact person</strong></td>
<td>Jincheng Yuan</td>
</tr>
<tr>
<td><strong>Position of contact person</strong></td>
<td>Chairman</td>
</tr>
<tr>
<td><strong>Telephone</strong></td>
<td>+86-13381281806</td>
</tr>
<tr>
<td><strong>E-mail</strong></td>
<td><a href="mailto:gaozw88@126.com">gaozw88@126.com</a></td>
</tr>
<tr>
<td><strong>Fax</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Established time</strong></td>
<td>5/29/2012</td>
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<tr>
<td><strong>Registered capital</strong></td>
<td>10m RMB</td>
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<tr>
<td><strong>Employee</strong></td>
<td>100</td>
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<tr>
<td><strong>Main products</strong></td>
<td>Seed/fresh potato</td>
</tr>
<tr>
<td><strong>Main business</strong></td>
<td>Guyuan Hejian Agriculture Development Co., Ltd. has 3.3 ha of net house and 6m ha of potato field. It can produce 12.5m minitubers, 3,000 t of basic seeds, 4,500 t of certified seeds, and 10,000 t of fresh potato annually. It also has 3 advanced storage rooms with a capacity of 8,000 t.</td>
</tr>
</tbody>
</table>

---
Guyuan County Tuda Potato Planting Co., Ltd. has 1,000 m² of greenhouse, 6.7 ha of net house, and 200 ha of field for seed multiplication. It can produce 8m plantlets, 15m minitubers, and 6,000 t of basic seeds annually.

Zhongnong Seed Industry has 9,000 m² of facilities for tissue culture, hydroponic, aeroponics and virus testing, including 500 m² of tissue culture room, 500 m² of intelligent greenhouse, and 8,000 m² of greenhouse. It also
has 500 m² of pre-storage space, 530 m² of cool storage space for minitubers, and sub-ground storage space with a capacity of 2,000 t. The company also has advanced equipment for soil preparing, planting, fertilizing, tillage, plant protecting and harvest etc. The technologies of drip irrigation under film and fertigation were used in basic seed and certified seed production. The company has close exchanges with companies from home and abroad.

**Code** | Production 21  
**English Name** | Shengyuan Potato Industry Co., Ltd.  
**Chinese name** | 张家口市盛源薯业有限公司  
**Ownership** | Private  
**Registration ID** | 911307095881980613  
**Website** | http://www.zjksysy.com/  
**Province** | Hebei  
**Address** | Shagou Township, Chabei region, Zhangjiakou City, Hebei  
**Legal representative** | Zhichen Hou  
**Position** | Chairman  
**Contact person** | Zhichen Hou  
**Position of contact person** | Chairman  
**Telephone** | +86-13803134455  
**E-mail** | zjksysy@126.com  
**Fax** |  
**Established time** | 1/11/2012  
**Registered capital** | 10m RMB  
**Employee** |  
**Main products** | Seed  
**Main business** | Shengyuan Potato Industry Co., Ltd. has a center for potato tissue culture, 2.7 ha of net house for minituber production and 200 ha of field for basic seed production. It can produce 8m plantlets, 10m minitubers, and 6,000 t of basic seed annually. And it also has 3,000 m² of potato storage space.  

**Code** | Production 22  
**English Name** | Yunnan Yinmao Morden Agriculture Co., Ltd.  
**Chinese name** | 云南英茂现代农业有限公司  
**Ownership** | Private  
**Registration ID** | 915300003095968939  
**Website** | http://www.yinmore.com/  
**Province** | Yunnan  
**Address** | 739# Tianchi Road, Kunming City, Yunnan  
**Legal representative** | Zhijian Wang  
**Position** | Chairman and Manager Director
<table>
<thead>
<tr>
<th>Contact person</th>
<th>Zhijian Wang</th>
</tr>
</thead>
<tbody>
<tr>
<td>Position of contact person</td>
<td>Chairman and Managing Director</td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-13808715858</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:wangzhijian@yinmore.com">wangzhijian@yinmore.com</a></td>
</tr>
<tr>
<td>Fax</td>
<td></td>
</tr>
<tr>
<td>Established time</td>
<td>7/21/2014</td>
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<td>Registered capital</td>
<td>128m RMB</td>
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<tr>
<td>Employee</td>
<td></td>
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<tr>
<td>Main products</td>
<td>Potato seed and Flower</td>
</tr>
<tr>
<td>Main business</td>
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</tr>
</tbody>
</table>

**Company profile**

Yunnan Yinmao Morden Agriculture Co., Ltd. is one of the wholly-owned subsidiaries of Yinmao Group. Its predecessor, Yunnan Yinmao Flower Industry Co., Ltd. was established in 1996. It mainly works on flower cutting, flower potting and potato production.

---

<table>
<thead>
<tr>
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<th>Production 23</th>
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<tbody>
<tr>
<td>English Name</td>
<td>Lijiang Bofu Morden Agriculture Technology and Science Development Co., Ltd.</td>
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<tr>
<td>Chinese name</td>
<td>丽江伯符农业科技发展有限公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>Private</td>
</tr>
<tr>
<td>Registration ID</td>
<td>91530721681279181B</td>
</tr>
<tr>
<td>Website</td>
<td></td>
</tr>
<tr>
<td>Province</td>
<td>Yunnan</td>
</tr>
<tr>
<td>Address</td>
<td>Taian Township, Yulong County, Lijiang City, Yunnan</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Wenfang Song</td>
</tr>
<tr>
<td>Position</td>
<td>Manager director</td>
</tr>
<tr>
<td>Contact person</td>
<td>Wenfang Song</td>
</tr>
<tr>
<td>Position of contact person</td>
<td>Manager director</td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-15284471641</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:songwenfangjinli@126.com">songwenfangjinli@126.com</a></td>
</tr>
<tr>
<td>Fax</td>
<td></td>
</tr>
<tr>
<td>Established time</td>
<td>11/20/2008</td>
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<tr>
<td>Registered capital</td>
<td>5m RMB</td>
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<tr>
<td>Employee</td>
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<td>Main products</td>
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<tr>
<td>Main business</td>
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**Company profile**

Yulin Haoge Potato Industry Co., Ltd. |

---

<table>
<thead>
<tr>
<th>Code</th>
<th>Production 24</th>
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</thead>
<tbody>
<tr>
<td>English Name</td>
<td>Yulin Haoge Potato Industry Co., Ltd.</td>
</tr>
<tr>
<td>Chinese name</td>
<td>榆林郝哥薯业有限公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>Private</td>
</tr>
<tr>
<td>Registration ID</td>
<td>91610802681585613C</td>
</tr>
</tbody>
</table>
Yulin Haoge Potato Industry Co., Ltd. is one of the wholly-owned subsidiaries of Shaanxi Dadi Seed Co., Ltd. It has a 4,000-m² tissue culture center, 4,000 m² of greenhouse, 60,000 m² of net house, and 10,000 m² of storage space. It can produce 20m plantlets, 30m minitubers, 10,000 t of pre-basic seeds, and 25,000 t of basic seeds. It can provide potato seeds for 26.7 thousand ha of potato field around Yulin.

Gansu Tianrun Potato Industry Co., Ltd. is one of the wholly owned subsidiaries
of Gansu Yasheng Industrial (Group) Co., Ltd. It has 2,251 m² of greenhouse for tissue culture, 15 greenhouses (8,970 m²), 18 net houses (86,100 m²), 4,841 m² of mechanical ventilation storage space (3,500 t), and 1,600 m² of cool storage space. It can produce 50m pre-basic seed minitubers, 16,000 t of basic seeds, 10,000 t certified seeds, and 10,000 t of ware potato annually.

<table>
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<th>Code</th>
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<tbody>
<tr>
<td>English Name</td>
<td>PepsiCo food (China) Co., Ltd.</td>
</tr>
<tr>
<td>Chinese name</td>
<td>百事食品（中国）有限公司</td>
</tr>
<tr>
<td>Ownership</td>
<td>Wholly foreign venture</td>
</tr>
<tr>
<td>Registration ID</td>
<td>913100006073993000</td>
</tr>
<tr>
<td>Province</td>
<td>Shanghai</td>
</tr>
<tr>
<td>Address</td>
<td>#99 Dongxing Road, Songjiang Industry region, Shanghai, China</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Yuechen Shi</td>
</tr>
<tr>
<td>Position</td>
<td>Chairman</td>
</tr>
<tr>
<td>Contact person</td>
<td>Yuqing Huang</td>
</tr>
<tr>
<td>Position of contact person</td>
<td>Senior Manager in Agriculture department</td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-21-23058161</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:vicky.huang@inti.pepsico.com">vicky.huang@inti.pepsico.com</a></td>
</tr>
<tr>
<td>Fax</td>
<td>+86-21-23058010</td>
</tr>
<tr>
<td>Established time</td>
<td>11/8/1998</td>
</tr>
<tr>
<td>Registered capital</td>
<td>69m RMB</td>
</tr>
<tr>
<td>Employee</td>
<td>Lay's chips</td>
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</tbody>
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<table>
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<tr>
<th>Code</th>
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<tbody>
<tr>
<td>English Name</td>
<td>Dali Foods Group</td>
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<tr>
<td>Chinese name</td>
<td>达利食品集团有限公司</td>
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<tr>
<td>Ownership</td>
<td>Wholly foreign venture</td>
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<tr>
<td>Registration ID</td>
<td>91350000611541826X</td>
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<tr>
<td>Website</td>
<td><a href="http://dali-group.com/">http://dali-group.com/</a></td>
</tr>
<tr>
<td>Province</td>
<td>Fujian</td>
</tr>
<tr>
<td>Address</td>
<td>Linkou Village, Zishan Township, Huian County, Quangzhou City, Fuzhou Province, China</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Shihui Xu</td>
</tr>
<tr>
<td>Position</td>
<td>Chairman</td>
</tr>
<tr>
<td>Contact person</td>
<td></td>
</tr>
<tr>
<td>Position of contact person</td>
<td></td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-595-87335077/87333507</td>
</tr>
</tbody>
</table>
Dali Foods Group has 18 subsidiaries in 16 provinces in China, including 30 bases for food and beverage production, 1 base for potato flake production and 1 company for printing & packaging. It has also established “gold sales channels” that cover the whole country. “Daluyuan cake,” “Haochidian cooking,” and “Copico chips” are three leading snack brands under Dali. It also owns famous beverage brands like “Heqizheng cool tea,” “Daluyuan peanut milk,” and “Lehu functional drink.”
Kunming Zidi Food Co., Ltd. is a professional food company, mainly engaged in potato chip development, production and marketing. It uses the most advanced potato chip processing technology, supported by rigorous and scientific production technology and standard and strict production process control. Since “Zidi” natural potato chips entered the market, it has become the top brand among similar products in Yunnan Province due to its excellent product quality, special flavors and the efficient and precise marketing, and the chips are deeply welcomed by consumers. The company established potato planting bases in Yunnan in the form of “company + base” to guide farmers to produce high-quality potato and bring them benefit. Over the years, the value of the potato produced by farmers under company support has reached 40m RMB, and more than 30,000 farmers’ income has increased.
Established time: 3/27/1991
Registered capital: 7.53m
Employee
Main products: Chips
Main business
Company profile

Code: Processing 06
English Name: Yunnan Yudian Starch Co., Ltd.
Chinese name: 云南云淀淀粉有限公司
Ownership: Private
Registration ID: 915303815873825379
Website: http://www.yndianfen.com/
Province: Yunnan
Address: Wude Township, Xuanwei City, Yunnan Province, China
Legal representative: Yinghui Lin
Position: Executive director
Contact person: Yinghui Lin
Position of contact person: Executive director
Telephone: +86-874-7071111/+86-15187870088
E-mail: 361707098@qq.com
Fax: +86-874-7071111

Yunnan Yudian Starch Co., Ltd. covers an area of 60,000 m² with a total investment of 122m RMB. It has a potato starch processing line with a total processing capacity of 50,000 t. The lines include a potato residue and sewage disposal system to solve the contamination problem. The products are widely used in food, medicine and chemical industry, etc. Their products are exported to over 20 provinces and cities and are deeply welcomed by customers.

Established time: 12/27/2011
Registered capital: 20m
Employee
Main products: Starch
Main business
Company profile

Code: Processing 07
English Name: Sichuan Guangyou Co., Ltd.
Chinese name: 四川光友薯业有限公司
Ownership: Private
Registration ID: 91510700MA6241F773
Website: http://www.guang-you.com/
Province: Sichuan
Address: 8# Huojuxijie, high-tech industrial development zone, Mianyang City, Sichuan
Potential Opportunities for Potato Industry’s Development in China Based on Selected Companies

Ningxia Jiali Biology Technology Co., Ltd. mainly works on potato planting, marketing and starch & flake processing. It has three production lines for potato starch processing with a capacity of 50,000 t, 2 lines for potato flake processing, and a 666.7-ha planting base for seed multiplication. The processing lines are introduced from USA, Netherland, and Poland. The “Lanou” potato starch and flakes are sold to 25 provinces in China and 10 other countries including Germany, USA, Italy, Mexico, and Indonesia.
Code Processing 09
English Name Yunnan Lishi Industry (Group) Co., Ltd.
Chinese name 云南理世实业（集团）有限责任公司
Ownership Private
Registration ID 530621100000666
Website http://www.ynlishi.cn/
Province Yunnan
Address 358# Wenpingdonglu Ludian County, Yunnan Province
Legal representative Bin Li
Position Executive director
Contact person Wuansheng Liu
Position of contact person
Telephone +86-870-8126366/+86-15368287555
E-mail ynlsljt008@163.com
Fax +86-870-8124788
Established time 5/6/2003
Registered capital 36m RMB
Employee
Main products Mulula Chips
Main business Yunnan Lishi Industry (Group) Co., Ltd. is a Halal food company. Its main products are “Mulula” brand potato chips and highland beef products. The company has obtained certificates of QS, HACCP and ISO9001. With years of steady development, the company has been recognized as provincial- and city-level leading agro-enterprise, and is among the top 100 enterprises and the top 15 agro-processing enterprises in Yunnan Province. The company’s brand “Lumimi” was rewarded the title “Famous Brand in Yunnan Province” for 3 consecutive years, and is among the top 10 national brands. Currently it has five wholly-owned subsidiaries and three equity subsidiaries.

Code Processing 10
English Name Orion (Guangzhou)
Chinese name 好丽友食品（广州）有限公司
Ownership Wholly foreign venture
Registration ID 440101400009615
Website http://www.orion.cn/
Province Guangdong
Address 15# Jingunanlu Huadong Township, Guangzhou City, Guangdong Province
Legal representative Shijie Zhang
Position Chairman
Contact person
Position of contact person
### Orion (Shanghai)

**Company profile**
Orion was established in 1956. It is one of the four biggest food companies in Korea. In the middle of 1990s, Orion entered the China market and decided to make its business in China the biggest piece of the global pie. Orion invested more than $50m to set up two branches, one in Guangzhou and one in Shanghai.

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>English Name</td>
<td>Orion (Shanghai)</td>
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<td>Chinese name</td>
<td>好丽友食品（上海）有限公司</td>
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<td>Registration ID</td>
<td>91310000607378253W</td>
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<td>Website</td>
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</tr>
<tr>
<td>Province</td>
<td>Shanghai</td>
</tr>
<tr>
<td>Address</td>
<td>#5151 Waiqingsonggonglu, Qingpu Industry Park, Shanghai City, China</td>
</tr>
<tr>
<td>Legal representative</td>
<td>Shijie Zhang</td>
</tr>
<tr>
<td>Position</td>
<td>Chairman</td>
</tr>
<tr>
<td>Contact person</td>
<td></td>
</tr>
<tr>
<td>Telephone</td>
<td>+86-21-6921-1888</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:orioncn@orion.com.cn">orioncn@orion.com.cn</a></td>
</tr>
<tr>
<td>Fax</td>
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<tr>
<td>Registered capital</td>
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<td>Employee</td>
<td></td>
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### Lambweston

**Company profile**

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<thead>
<tr>
<th>Code</th>
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<td>English Name</td>
<td>Lambweston</td>
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<tr>
<td>Chinese name</td>
<td>蓝威斯顿（上海）商贸有限公司</td>
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<td>Ownership</td>
<td>Wholly foreign venture</td>
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<td>Registration ID</td>
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<td>Website</td>
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<tr>
<td>Province</td>
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</tr>
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</table>
Potential Opportunities for Potato Industry’s Development in China Based on Selected Companies

Taimei Potato Industry Co., Ltd. is a wholly foreign-owned enterprise with a total investment of $99m and registered capital of $46m, established in mainland China by Hong Kong-based TaiMei Agriculture Limited. The company is a processor and distributor of French fries, potato granules, potato flakes, mashed potato, potato waffles, hash browns and tomato paste products, and is also engaged in cultivation, high-tech agricultural research & development, and storage of agricultural products. The company is a large-scale potato product processor focusing on cultivation, procurement, storage, production
and sales. TaiMei factory covers 23 ha with an investment of 500m RMB, and the factory has an annual capacity for processing 50,000 t of French fries and 50,000 t of potato flakes. It has a storage capacity of 100,000 t of potato and has 3,300 ha of cultivation area.

**Company Profile**

**Code**  Processing 14  
**English Name**  Hubei Renseng Agriculture Science and Technology Co., Ltd.  
**Chinese name**  湖北任森农业科技有限公司  
**Ownership**  Private  
**Registration ID**  91420500691759365X  
**Website**  http://www.linlaotou.net/  
**Province**  Hubei  
**Address**  689# Changyang Dadao, Changyang Economy Development Zoon, Changyang County, Hubei Province, China  
**Legal representative**  Yeshi Lin  
**Position**  Chairman and Direct manager  
**Contact person**  
**Position of contact person**  
**Telephone**  +86-717-5900999  
**E-mail**  linlaotou@hbrskj.com.cn  
**Fax**  
**Established time**  7/21/2009  
**Registered capital**  50m RMB  
**Employee**  
**Main products**  Lin Lao Tou”  
**Main business**  Hubei Renseng Agricultural Science and Technology Co., Ltd. covers an area of 34,000 m² and is mainly engaged in potato/sweetpotato starch production, marketing and R&D. It also produces and develops organic fertilizer, plant protein, and dietary fiber, etc. It has invested 123m RMB. It has an RTC production capacity of 120,000 t and an organic fertilizer production capacity of 10,000 t.

**Company Profile**

**Code**  Processing 15  
**English Name**  Hubei Wuling Mountain Ecological Agriculture Co., Ltd.  
**Chinese name**  武陵山生态农业股份有限公司  
**Ownership**  Private  
**Registration ID**  91422800673665947W  
**Website**  http://www.hbwlsstny.com/  
**Province**  Hubei  
**Address**  Jinguidadao, Enshi City, Hubei Province  
**Legal representative**  Hongbo Liu  
**Position**  Chairman
Potential Opportunities for Potato Industry’s Development in China Based on Selected Companies

Hubei Wuling Mountain Ecological Agriculture Co., Ltd. is mainly engaged in potato planting, producing, processing and R&D. It has 8 professional potato planting cooperatives and signed contracts with farmers to grow 10,000 ha of potato. The company invested 120m RMB to establish a base for raw material production and a 32,000-m² processing base. It will purchase a line from the Netherlands for potato deep processing. It also registered the brands of “Maerke potato,” “Mira potato,” “Tianchishan potato,” and “Xi potato” to sell potato/potato products rich in Se.

McCann Foods is the world’s largest producer of frozen French fries and appetizers. Nearly 1/3 of the world’s French fries come from McCann. It has more than 60 factories on six continents in the world and has production lines
in more than 110 countries with more than 22,000 employees. Since McCann entered China in 1994, it has been committed to the development and cultivation of high-quality potato and has provided world-class quality fries products for the Chinese market. McCann began to conduct potato field experiments in China in 1994 and established its sales representative office in Shanghai in 1997, which mainly imports products from Canada, the United States, Australia, and New Zealand. In 2004, a modern French fries production and processing plant—McCann food (Harbin) Co., Ltd. was established.
The International Potato Center (known by its Spanish acronym CIP) is a research-for-development organization with a focus on potato, sweetpotato, and Andean roots and tubers. CIP is dedicated to delivering sustainable science-based solutions to the pressing world issues of hunger, poverty, gender equity, climate change, and the preservation of our Earth’s fragile biodiversity and natural resources.

www.cipotato.org

CIP is a member of CGIAR.

CGIAR is a global research partnership for a food-secure future. Its science is carried out by 15 research centers in close collaboration with hundreds of partners across the globe.