

## **2015 Interim Results Presentation**

(於百基達註冊成立之有限公司) (Incorporated in Bermuda with limited liability) 股份代號 stock code: 1193









華潤燃氣控股有限公司 China Resources Gas Group Limited

## **1H2015 Results Highlights**





#### Stable Growth & Profitability

- Profit attributable to shareholders was HK\$ 1,564 million, 25.0% higher than the HK\$ 1,251 million for 1H2014.
- Weighted average EPS: HK\$ 0.72 per share with an increase of 24.1% (1H2014: HK\$ 0.58)
- Turnover reached HK\$ 15,091 million, an increase of HK\$ 2,245 million or 17.5% over that of the 1H2014 HK\$ 12,846 million, mainly due to increase in gas sales revenue by 17.6% from HK\$ 10,633 million to HK\$ 12,506 million and connection fee revenue by 16.8% from HK\$ 2,212 million to HK\$ 2,584 million.
- Interim dividend proposed:10 HK Cents /Share (1H2014: 5 HK Cents / Share)



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Stable Growth & Profitability

- Increase in profit attributable to shareholders was mainly driven by organic growth.
  - 10.9% increase in gas sales volume from 6,816 million m<sup>3</sup> to 7,556 million m<sup>3</sup>. Operating profit from gas sales increased 40.0% from HK\$ 1,076 million to HK\$ 1,506 million.
  - 12.5% increase in connected households from 19.35 million units to 21.76 million units. Operating profit from connection fee income increased by 26.5% from HK\$ 985 million to HK\$ 1,246 million.
  - Tianjin Project contributed a profit of HK\$ 1 million compare to a loss of HK\$ 45 million in 1H2014.
  - Improvement in operational efficiency and economy of scale resulted in reduction of general & administration expenses of about 1% as a percentage of revenue.





#### Stable Growth & Profitability

- Gross Profit margin of 30.0%, in line with 30.2% in 1H2014, mainly due to two compensating factors:
  - Improvement in gas sales margin from 22.7% to 23.5% as a result of dollar margin expansion of RMB 0.02/m<sup>3</sup> from RMB 0.65/m<sup>3</sup> to RMB 0.67/m<sup>3</sup>. The expansion was mainly because of residential step-pricing measure, delay in passing through the April 2015 price reduction and increase in price of gas stations in Zhengzhou.
  - Reduction in gross margin of connection fee income from 66.3% to 61.5% due to city mix.



1H2015 Results Highlights



Notes: (1) Includes transmission volume of 380 million m<sup>3</sup> by Chongqing Project (2) There are no wholesale gas trading by CR Gas

# 1H2015 Results Highlights



**Revenue Breakdown** - High proportion of revenue derived from recurring gas sales ensures protection against the risk of reduction in one-off connection fees.

Gas Sales Revenue by Customer -Reasonable proportions of gas sales derived from commercial/industrial customers, CNG stations and residential customers provides stable margin.

Gas Sales Volume by Customer -Reasonable proportions of gas sales derived from commercial/industrial customers, CNG stations and residential customers provides stable margin.



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## **Operational Highlights**



# Operational Highlights

## **Operational Performance in 1H2015**

Operational Performance	As at 30 June 2015	As at 30 June 2014	Change/%	As at 31 Dec 2014	Change/%
Number of projects	213	191	22	205	8 (2)
Gross Gas Sale Volume (million m <sup>3</sup> )	7,556	6,816	10.9%	13,323	NA
Residential	2,123	1,897	11.9%	3,467	NA
Commercial & Industrial	4,612	4,229	9.1%	8,239	NA
Gas station	821	690	19.0%	1,617	NA
Connected Customers and Gas stations					
Residential <sup>(1)</sup>	21,762,685	19,351,000	2,411,685	20,738,125	1,024,560
Commercial & Industrial	159,898	140,240	19,658	142,172	17,726
Gas station(CNG/LNG/L-CNG)	294(196/66/32)	241(175/48/18)	53(21/18/14)	279(194/55/30)	15(2/11/2)

Note:

(1) 1,024,560 (1H2014: 798,000) gross new households with paid connection fee during 1H2015, out of which 673,969 (1H2014: 521,196) are accounted in consolidated financial statements.

(2) 9 new registered projects in 1H2015, Fuzhou LPG and Fuzhou project merged into one company, so the net increase in number of projects was 8.

## **Operational Performance in 1H2015**

	As at	As at		As at	
Operational Performance	30 June 2015	30 June 2014	Change/%	31 Dec 2014	Change/%
Average Gas Tariff / Cost / Gross Margin (RMB per m³)	2.86/2.19/0.67	2.85/2.20/0.65	0.01/(0.01)/0.02	2.91/2.24/0.67	(0.05)/(0.05)/0.00
Residential	2.23/1.92/0.31	2.33/2.00/0.33	(0.10)/(0.08)/(0.02)	2.16/1.99/0.17	0.07/(0.07)/0.14
Commercial & Industrial	2.93/2.19/0.74	2.85/2.12/0.73	0.08/0.07/0.01	2.99/2.27/0.72	(0.06)/(0.08)/0.02
Gas station	3.70/2.59/1.11	3.56/2.63/0.93	0.14/(0.04)/0.18	3.62/2.55/1.07	0.08/0.04/0.04
Average Gas Gross Profit Margin	23.5%	22.7%	0.8%pt	22.2%	1.3%pt
Residential	13.8%	14.3%	(0.5%)pt	7.8%	6.0%pt
Commercial & Industrial	25.3%	25.6%	(0.3%)pt	24.0%	1.3%pt
Gas station (CNG/LNG)	30.0% (33.2%/21.1%)	26.1% (27.8%/14.6%)	3.9%pt	29.5% (30.1%/19.6%)	0.5%pt
Average Residential Connection Fee (RMB) <sup>(1)</sup>	2,580	3,004	(424)	3,160	(580)
Installed designed capacity for C&I customers (m3 per day) / Utilization rate(%)	49,866,870 46.9%	47,359,000 49.1%	2,507,870 (2.2%)pt	47,431,293 47.6%	2,435,577 (0.7%)pt
Penetration Rate of Residential Household	43.1%	42.5%	0.6%pt	41.5%	1.6%pt
Total Length of Pipeline (km)	105,952	93,139	12,813	98,512	7,440



## Major Development in 1H2015

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#### **New Investment in 2015**

## **Qingdao Project**







On 9 March 2015, CR Gas announced that its indirect wholly owned subsidiary, CR Gas Investment, invested RMB 612.5 million to set up a Qingdao Gas joint venture with Qingdao(QD) Energy Group, with 49%/51% owned by CR Gas/ QD Energy Group, respectively. CR Gas will appoint the executive chairman and CFO to the joint venture.

Currently, the gas source of QD area is only from Sinopec's pipeline. However, there will be two new gas sources: pipelines from CNPC will arrive QD towards the end of 2015 and a new LNG terminal has just been built in Qingdao. This JV in QD, one of the most economically developed cities in China with annual GDP exceeding RMB800 billion with vast demand for piped natural gas in the foreseeable future, will enable the Group to further extend its coverage and footprint in the PRC, create synergy with the Group's existing gas operations in Shandong. The current market share of QD Energy is over 70% and the gas sale volume in 2014 was 380 million m<sup>3</sup>. The volume of 2015 will be more than 400 million m<sup>3</sup> and will double to some 800 million m<sup>3</sup> by 2020.

As one of the biggest remaining projects in China, QD project will bring immediate profit contribution in 2015 and become one of our top 10 projects by sales volume.

Qingdao project is expected to be finalized in 2H2015.





# Major Development in 1H2015

#### New Investment in 2015

## Qinhuangdao Project



On 8th March 2015, CR Gas has signed a Framework Agreement for a new proposed gas joint venture in Qinhuangdao with local government, with 49%/51% owned by CR Gas/Qinhuangdao Government, respectively.

Qinhuangdao is a coastal city in Hebei province with an annual GDP of RMB 120 billion and annual gas consumption of 225 million m<sup>3</sup>. The existing gas concession area covers Harbor Zone, Beidaihe Zone, Shanhaiguan Zone, New Development Zone and Beidaihe New Zone, with more than 390,000 connected households, 6 gas stations(5 CNGs and 1 LNG) and 1,357 km pipeline.

This joint venture is expected to be set up in 2H2015.





CR Gas



#### **New Investment in 2015**



**Dalian Project** 

On 12th April 2015, CR Gas entered into Cooperation Agreement with Dalian Gas to establish a joint venture, with CR Gas and Dalian Gas holding 40% and 60% respectively.

Dalian is a major city in Liaoning province with an annual GDP of RMB 766 billion, population of 5.94 million and annual natural gas consumption of 98.75 million m<sup>3</sup> currently. The gas sales volume has a lot of upside potential in view of the size of its population and GDP.

The joint venture will cover concession area in high-tech industrial zone, Zhongshan, Xigang, Shahekou, Ganjingzi and the new airport business zone districts.

The joint venture is expected to be set up in 2H2015.





New legally registered projects in 1H2015

Total No. of legally registered projects up to Jun. 2015 213

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CR Gas has invested, including Qingdao project of RMB 612 million, a total investment of **RMB 829 million** (HK\$ 1,036 million) in 9 city gas distribution and related projects in the PRC, most of which are either whollyowned or majority-owned by the Group.

Further new projects approved by the Board with total investment of RMB 1,313 million (HK\$ 1,641 million)

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Total no. of projects after all the above projects are registered.



#### 1H2015 Other New Investment

New registered Projects

Province	Projects	% of equity ownership by CR Gas
Guanadana	Dongyuan	100%
Guangdong	Heshan	55%
Guangxi	Qinzhou	60%
Hebei	Tangshan Hi-Tech Zone	51%
Hunan	Shuangfeng	70%
Jilin	Hunchun Development Zone	100%
Shandong	Zhangqiu	51%
Yunnan	Kunming Hi-Tech Zone	60%
Zhejiang	Xiangshan	51%



#### 1H2015 Gas Price Reduction

On 28th Feb 2015, the NDRC merged city gate prices of incremental and existing gas volumes by lowering the price ceiling of incremental volumes by Rmb0.44 per cm and raising the price ceiling for existing volumes by Rmb0.04 per cm with effect from April 1st 2015. The blended average non-residential gas price would fall. As at 30th June 2015, 43% of our Group's affected gas volume have executed this price reduction pass through.

The magnitude of the price reduction is not too substantial, however, the above downward adjustment of blended city gate gas prices should increase the pricing competitiveness of natural gas in the short term and, in turn, demand growth. The cut, being the first after the gas price reform started in 2011 whereby gas prices have been steadily increasing since then, also sent a significant message: the PRC government is serious and willing to push forward with the reform with both upward or downward price adjustments to reflect market prices. We expect another more significant price cut in 2H2015.

In the long run, the cheaper gas will greatly stimulate demand as abundant cheaper gas are going to be available globally and in China within the next 3 to 5 years and will thus enable the NDRC to meet its stated goal of gas making 10% or more of the total Chinese energy sources by 2020, up from the current 6% level. Such an environment will be extremely positive for the entire downstream city gas industry. Going forward we expect that city gate price of gas will see more frequent adjustments, half yearly or even quarterly and eventually fully market driven once Shanghai gas exchange market matures.











## **Residential Step Pricing System**

In the effort to shift the cost border way from industrial sector, the NDRC announced in March 2014, the country would introduce three-tiered gas pricing for residential use by the end of 2015. Up to date, 24% of our affected residential volume in cities such as Wuxi, Zhengzhou, Nanjing, Shanghai, etc., have adopted step pricing system for residential customers. This step pricing mechanism, if fully implemented throughout CR Gas's projects, could lead to a potential upside of 11 RMB cents/m<sup>3</sup> in residential dollar-margin or an overall dollar margin expansion of RMB 3.3 cents/m<sup>3</sup>.

Among all peers, CR Gas has the most expose to residential customers, thus stands to benefit most from this measure.





## **Positive Development in 1H2015**

#### **Commercial Customers**

For the 6 months of 2015, gas volume sales to commercial customers accounted for 18.1% of total gas sales volume and amounted to 1,293 million m<sup>3</sup>, an increase of 13.3% over corresponding period of 2014. Dollar margin is at reasonable high level. Commercial customers are not sensitive to gas prices as gas input costs form a small part of their operating costs.

The commercial customers are those in the service industry such as hotels and restaurants, whose growth are driven by the robust local tourism industry and service industry.

CR Gas has substantial expose to big cities in China where tourism and service sectors are growing more rapidly than small cities. Therefore, CR Gas has the biggest room for commercial customer growth among peers.







#### **Benchmarking**

Continuing "1+2+3" management system to further enhance operational efficiency, improve core competence, so as to drive and sustain the organic growth of the Group.

- 1 Principle: Integrity and Compliance
- 2 Approaches: Action Learning and Lean Management
- 3 Themes: Borderless, Organization, 3C Leadership and Benchmarking



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Both "Benchmarking" and "Lean Management" campaigns remained as two very useful company-wide management measures for CR Gas to accomplish the fundamental transformation of its growth model from resources-driven growth to efficiency improvement and create a foundation from which the company can further its organic growth in the future.

All member companies were required to not only sign "Benchmarking Responsibility Contracts" containing 82 benchmarking criteria with head office, but also to implement those targets as their daily working standards. This ongoing campaign has led to many satisfying results in various management areas. For example, our average gas leakage rate has decreased further to 2.73%, lower than the industry average of 5% and the period needed to install gas connection to commercial & industrial customers was further reduced from 54 days to 42 days.







# Major Development in 1H2015

## **Enhance Safety Management**

Regular Safety Inspection

**Strict Safety Guidelines** 

**Frequent CEO Inspection** 



CR Gas has always been following a sustainable business model and performed a high standard Corporate Social Responsibility by improving its compliance with local and national laws and regulations, minimizing the disturbance caused by the installation of gas mains and services on the surrounding environment and vegetation, providing reliable and safe supply of gas to more than 20 million customers, and maintaining permanent dialogue with society in order to understand and satisfy its needs.

To improve our safety standard, the Group implemented a range of company-wide safety and environment conscious campaigns, closely monitored safety performance by conducting regular safety inspection of gas stations, branch pipelines, customer pipelines, gas meters and gas appliances, carried out safety related trainings and seminars in regional centers and hired more than 500 state certified safety technicians to manage and prevent any potential accidents in our natural gas related facilities which may cause damage to the environment. We have made great achievements in many pipeline network KPI indices. For example, our pipeline leakage self-inspection rate has increased by 26% and our Network Third Party Damage Index has been reduced by 29% in the past two years.

Dedicated Safety Team



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## 2008-1H2015 CR Gas Performance



## 2008-1H2015 CR Gas Capital Market Performance





- 1) Leading position in China's city piped-gas distribution industry;
- 2) Strong support from its parent, CRH, a conglomerate under the State Council of China;
- 3) Geographically diversified city-gas projects and end-user portfolio;
- 4) Exposure to China's evolving regulatory and operating environment;
- 5) Improved financial profile.



## **Future Outlook**

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#### To Become China's Leading City-Gas Distributor

The Group is confident of continuing its organic and acquisition growth strategy. The goal is to become China's leading city-gas distributor.







## **Revenue and Profit**

For the period ended 30th June	2015	2014 Restated	Increase/ (Decrease)
	HK\$'000	НК\$'000	
Turnover	15,090,569	12,845,540	17%
Gross profit	4,533,277	3,877,671	17%
Profit from operations (Before Finance Cost and Share of JV & associates results)	2,443,976	2,121,704	15%
Profit for the period	2,009,577	1,694,453	19%
Profit attributable to the Company's equity holders	1,563,802	1,251,010	25%
Net cash from operating activities (after tax payments)	2,952,847	2,335,493	26%
Basic EPS <sup>(1)</sup> (HK cents)	72	58	24%
Interim dividend proposed/paid per share (HK cents)	10	5	100%

Note: (1) Basic earnings per share is calculated based on weighted average number of issued share., excluding restricted award shares held by trustee.

Assets, Liability & Equity
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For the period ended	30th June 2015	31st December 2014 Restated	Increase/ (Decrease)
	HK\$'000	HK\$'000	
Total assets	61,106,012	57,537,800	6%
Bank balances and cash	11,077,061	9,707,507	14%
Total bank and note borrowings	14,917,392	14,929,154	0%
Net borrowings	3,840,331	5,221,647	(26%)
Equity attributable to the Company's equity holders	17,207,431	16,063,368	7%
Non-controlling interests	5,512,432	4,966,268	11%
Total equity	22,719,863	21,029,636	8%

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## **Profitability, Liquidity & Equity Ratios**

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Financial Indicators	As at 30th June 2015	As at 31st December 2014 Restated
Gross profit margin	30.0%	30.2% (1)
Net profit margin	10.4%	9.7% (1)
Current ratio	0.8x	0.9x
Net Debt to equity ratio <sup>(2)</sup>	22.3%	32.5%
Debt to capitalization ratio <sup>(3)</sup>	39.6%	41.5%
Debt to assets ratio <sup>(4)</sup>	24.4%	25.9%
Return on weighted average equity <sup>(5)</sup> (annualized)	18.2%	16.9% <sup>(1)</sup>

#### Notes:

(1) Margin and return as at 30th June 2014 (Restated)

(2) Net Debt/equity gearing ratio is the ratio of net borrowings to shareholders' equity

(3) Debt/capitalization gearing ratio is the ratio of total bank and note borrowings to total bank borrowings and total equity

(4) Debt/asset gearing ratio is the ratio of total bank and note borrowings to total assets

(5) If merger reserve is excluded, return was 12.1%(1H2015), 10.7%(1H2014)

## **Balanced Capital Structure**

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	Equity	/ & Debt		
-	<u>HK\$'000</u>	<u>%</u>	Debt & Equity Ratio's %	
Total equity	22,719,863	60.4%	39.6%	otal Equity
Total bank and note borrowings	14,917,392	39.6%		Borrowings
Total capital	37,637,255	100.0%		
	Long & Short	Term Borrowings		
	<u>HK\$'000</u>	<u>%</u>	Long & Short Term Borrowing Rati	os %
Less than 1 year	4,487,542	30.1%		
1-2 years	903,273	6.0%	30.1%	ss than 1 year
2-5 years	3,668,205	24.6%	39.3%	2 years
More than 5 years	5,858,372	39.3%	24.6%	5 years ore than 5 yea
	14,917,392	100.0%		ore than 5 yea
	Fixed & Floatin	ng Rate Borrowings		
	<u>HK\$'000</u>	<u>%</u>	Fixed & Floating Interest Rates	
			Borrowing Ratios %	
Floating rate borrowings	8,796,158	59.0%		
Floating rate borrowings Fixed rate borrowings	8,796,158 6,121,234	59.0% 41.0%	41.0% Floa	iting Rate rowings



## **Robust Growth & Profitability**





## Stable Gross Margin, Cost & Expenses





#### (HK\$ Mm)



Increase in absolute amount of selling and distribution expenses as well as general and administrative expenses are mainly due to the inclusion of the projects newly acquired in 2H2014 and 1H2015 which will take some time to achieve scale and efficiency.

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# **Natural Gas Industry in the PRC**

#### **Favorable Industry Environment**



#### Source: 2015E (NDRC); 2000-2014 (BP Statistical Review of World Energy June 2015)

## Strong Commitment to Cleaner Energy



## Sustainable Growth of Natural Gas



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# Disclaimer and Contact

## **Disclaimer:**

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# Thank you !



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