



BEIJING ENTERPRISES HOLDINGS LIMITED

2016 ANNUAL RESULTS



YEARS OF LISTING

北京控股有限公司上市二十周年
BEIJING ENTERPRISES HOLDINGS LIMITED

議程 Schedule

業績摘要 Financial Highlights

業務進展 Business Updates

展望 Outlook

問答環節 Q&A

議程 Schedule

業績摘要 Financial Highlights

業績摘要 Financial Highlights



2016年，環球經濟發展的落差較大，美國經濟繼續穩步復蘇，歐洲以德國經濟表現最佳

In 2016, the global economic development experience was uneven, the US economy continued to recover steadily, and Germany outperformed the rest of Europe.



北京控股持續推進現有業務發展，全年業績保持了穩步的增長

BEHL continued to move forward its existing business development with its annual results maintained at a stable growth.



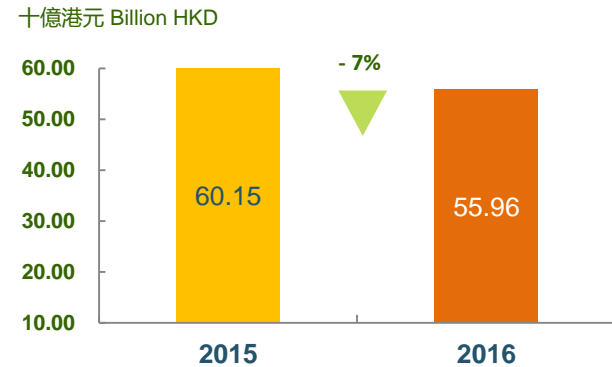
同時，公司於海外業務方面取得戰略上重大突破，成功收購了德國最大的固廢處理兼垃圾發電營運商EEW集團

At the same time, the Company achieved significant breakthrough in expanding its overseas business, in which it had successfully acquired the EEW Group, the largest solid waste treatment and waste-to-energy operator in Germany.

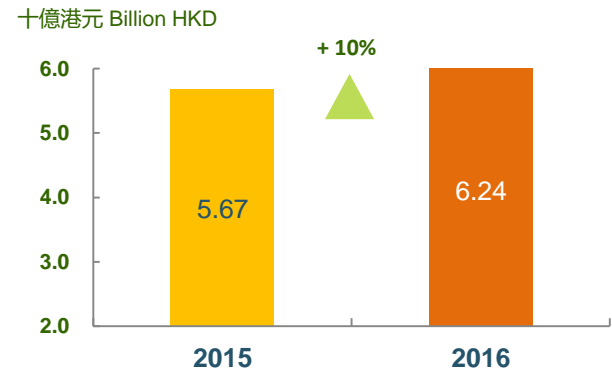
業績摘要 Financial Highlights

- 北京控股實現營業收入559.6億港元，同比下降7%
- Beijing Enterprises Holdings achieved a revenue of HK\$55.96 billion, representing a yoy decrease of 7%
- 股東應佔溢利62.36億港元，同比增長10 %
- Profit attributable to shareholders amounted to HK\$6.236 billion, representing a yoy increase of 10%.
- 每股基本盈利達4.92港元，同比增长11.6 %
- Basic earnings per share amounted to HK\$ 4.92, representing a yoy increase of 11.6 %
- 董事局建議派發末期股息每股港幣65仙
- The Board of Directors proposed a final dividend of HK 65 cents per share.

營業收入 Revenue



北控應佔溢利 Profit attributable to the Company



業績摘要 – 北京燃氣

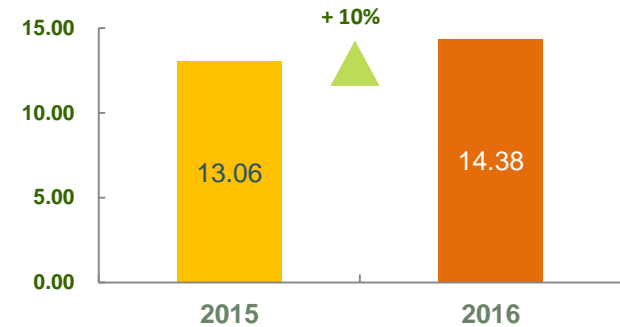
Results Highlights – Beijing Gas

- 2016年北京燃氣實現天然氣銷售量143.8億立方米，同比增長10%
- Beijing Gas recorded a gas sales volume of 14.38 billion cubic meters in 2016, representing a yoy growth of 10%
- 完成營業收入393.8 億港元
- Revenue amounted to HK\$ 39.38 billion in 2016



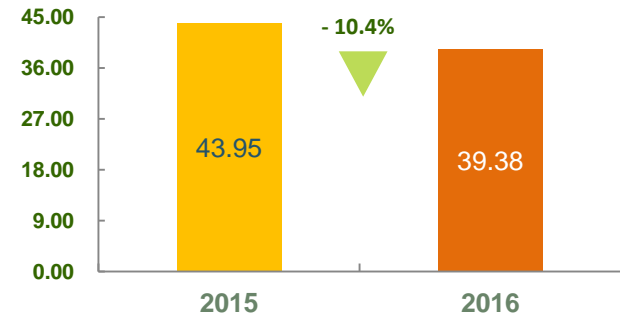
銷量 Sales Volume

十億立方米 Billion cubic meters



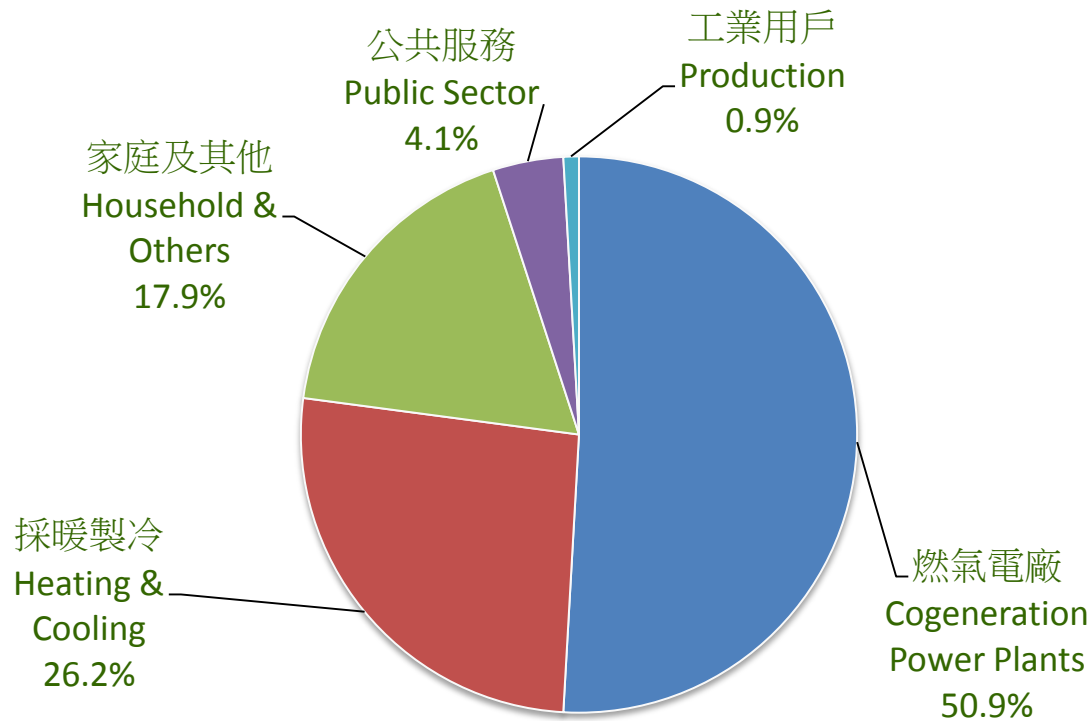
營業收入 Revenue

十億港元 Billion HKD



銷售量分析

Analysis of sales volume by user sector



2016內，北京燃氣新增用戶約22.13萬戶，其中家庭用戶21.6萬戶，公服用戶4,624戶。各類用戶發展量，均實現同比穩定增長。

During 2016, Beijing Gas had approximately 221,300 new subscribers, of which 216,000 were household subscribers and 4,624 were public-sector subscribers. The development of all user sectors achieved a year-on-year stable growth.

業績摘要 – 中石油北京天然氣管道

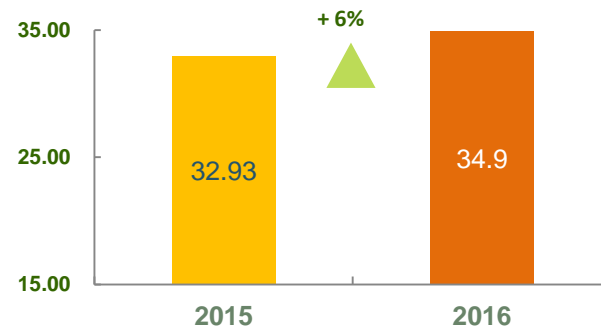
Results Highlights – PetroChina Beijing Pipeline Co.

- 中石油北京天然氣管道有限公司實現輸氣量349億立方米，同比增長6%
- PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 34.9 billion cubic meters in 2016, representing a yoy growth of 6%
- 本集團應占中石油北京天然氣管道有限公司除稅後利潤為27.9億港元，同比增長2.2%
- Profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$ 2.79 billion in 2016, representing a yoy increase of 2.2 %.



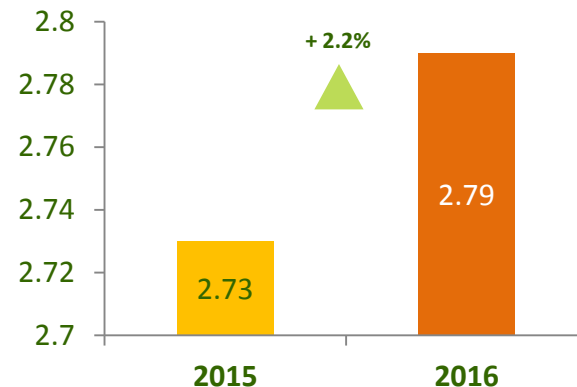
輸氣量 Gas Transmission Volume

十億立方米 Billion cubic meters



北控應佔溢利 Profit attributable to the Company

十億港元 Billion HKD



業績摘要 – 中國燃氣

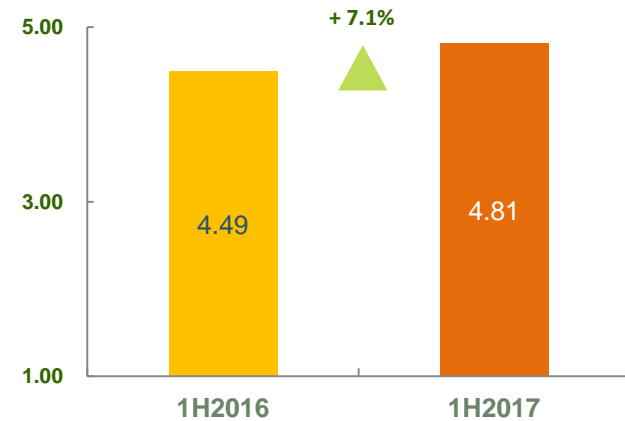
Results Highlights – China Gas



- 截至2016年9月30日止之中期業績報告:
- The interim report as at the end of September 30, 2016:
- 2017上半財年中國燃氣完成管道燃氣銷量48.1億立方米，同比增幅為7.1 %
- China Gas achieved a sales volume of 4.81 billion cubic meters for 1st half of 2017, representing a yoy increase of 7.1 %
- 2016年對北控實現利潤貢獻約5.88億港元
- Profits contributable to the Company achieved HK\$588 million in 2016

銷量 Sales Volume

十億立方米 Billion cubic meters



NATURAL GAS



業績摘要 – 北控水務

Results Highlights – BE Water

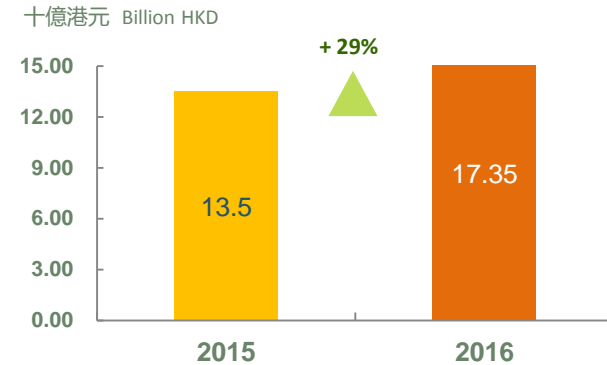


北控水務

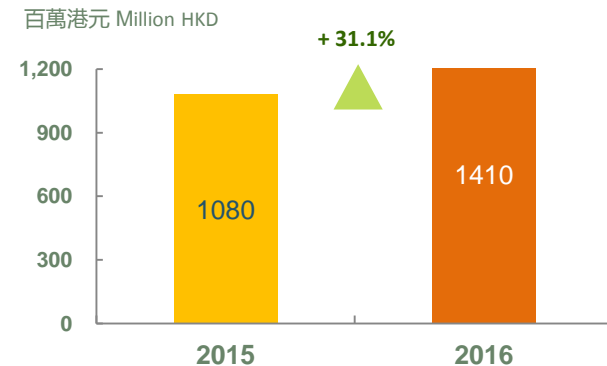
- 2016年水務集團實現營業收入173.5億港元，同比增長29 %；股東應佔溢利同比上升31 %至32.3 億港元
- BE Water's revenue increased 29 % to HK\$ 17.35 billion in 2016. Profit attributable to shareholders increased 31 % to HK\$ 3.23 billion
- 2016年對北控實現利潤貢獻約14.1億港元，同比增長31.1 %
- Profit attributable to the Company amounted to HK\$ 1.41 billion approximately, representing a yoy increase of 31.1 %.



營業收入 Revenue



北控應佔溢利 Profit attributable to the Company



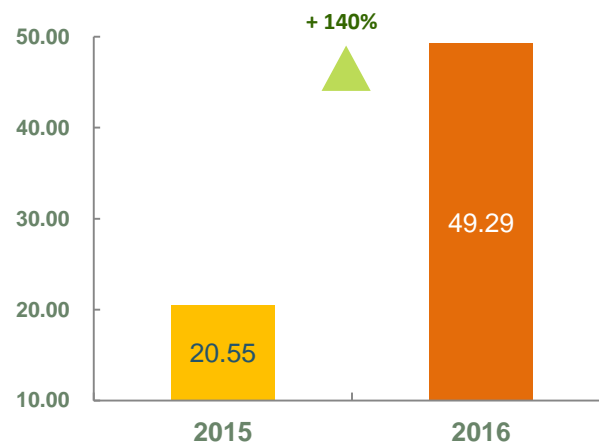
業績摘要 – 固廢處理業務

Results Highlights – Solid Waste Treatment Business

- 2016年固廢業務實現垃圾焚燒發電處理規模27,961噸/日，其中新收購德國EEW專案處理規模約13,000噸/日；
- In 2016, the solid waste treatment business segment has accomplished waste incineration and power generation integrated treatment capacity of 27,961 tons/day, of which the newly acquired EEW project in Germany achieved a treatment capacity of approximately 13,000 tons/day
- 2016年固廢業務實現營業收入49.29億港元，同比增長140%；其中EEW貢獻了10個月營業額37.9億港元
- In 2016, the revenue of solid waste treatment business amounted to HK\$4.929 billion, representing a yoy increase of 140%, in which EEW contributed 10 months' revenue of HK\$3.79 billion
- 國內方面，北控環境集團及北控環保合共實現營業收入7.9億港元，實現經營利潤2.1億港元
- Domestically, the total revenue of BE Environment and BEHET reached HK\$ 790 million, with operating profit amounted to HK\$ 210 million

營業收入 Revenue

十億港元 Billion HKD



業績摘要 – 燕京啤酒

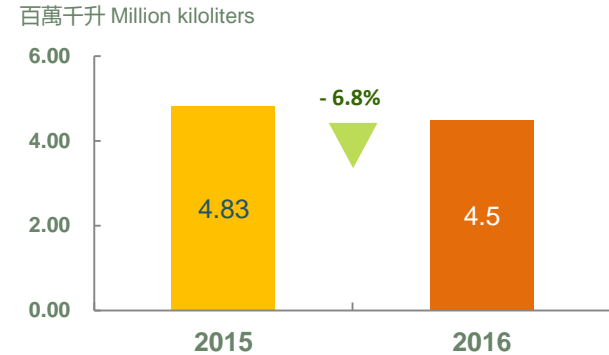
Results Highlights – Yanjing Beer



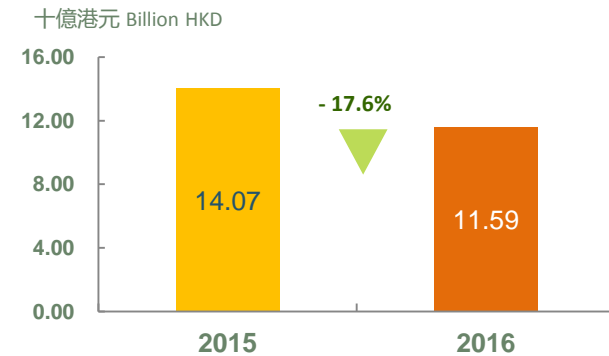
- 2016年燕京啤酒完成銷量450萬千升
- Sales volume of Yanjing Beer reached 4.5 million kilolitres in 2016;
- 實現營業收入115.9億港元
- Revenue amounted to HK\$ 11.59 billion



銷量 Sales Volume



營業收入 Revenue



議程 Schedule

業務進展 Business Updates

業務進展 – 北京燃氣

Business Updates – Beijing Gas

清潔空氣工作

Clean Air Work

- 建立煤改氣LNG供應保障體系，全年完成6,227蒸噸燃煤鍋爐改造，農村煤改氣78個村
- Established the coal-to-gas conversion LNG supply assurance system. It completed the coal-fire boiler transformation with a capacity of 6,227 t/h steam and coal-to-gas conversion in 78 villages.



大規模外采

Scalable offshore LNG sourcing

- 打通進入國際能源貿易市場管道，逐步形成北京燃氣LNG貿易板塊
- Opened the channel for entering into international energy trade market, and gradually formed the LNG trade sector of Beijing Gas



“產業鏈延伸”發展戰略 “Industrial Chain Extension” Strategy

- 決議投資俄羅斯石油公司VCNG（上喬）項目
- Resolved to invest in VCNG project controlled by Rosneft Oil Company
- 認購北京燃氣藍天威力控股29%股權
- Acquired the 29% equity interests in Beijing Gas Blue Sky Holdings



業務進展 – 北控水務

Business Updates – BE Water

加快推進海淡進京項目的制水和輸水項目

Accelerated the water production and transportation projects for seawater desalination projects entering into Beijing

城鎮水務完成新簽約項目55個，新增水處理規模454.8萬噸/日

Contracted 55 new projects for urban water service with additional water treatment capacity of 4.548 million tons/day

繼續積極拓展兩大核心主業

Continued to actively expand its two core businesses :

- ▶ 城鎮水務 Urban Water services
- ▶ 水環境治理 Water environment renovation



有序推進涼水河水環境綜合治理工程

Promoted orderly the comprehensive water environmental treatment projects for Liangshui River

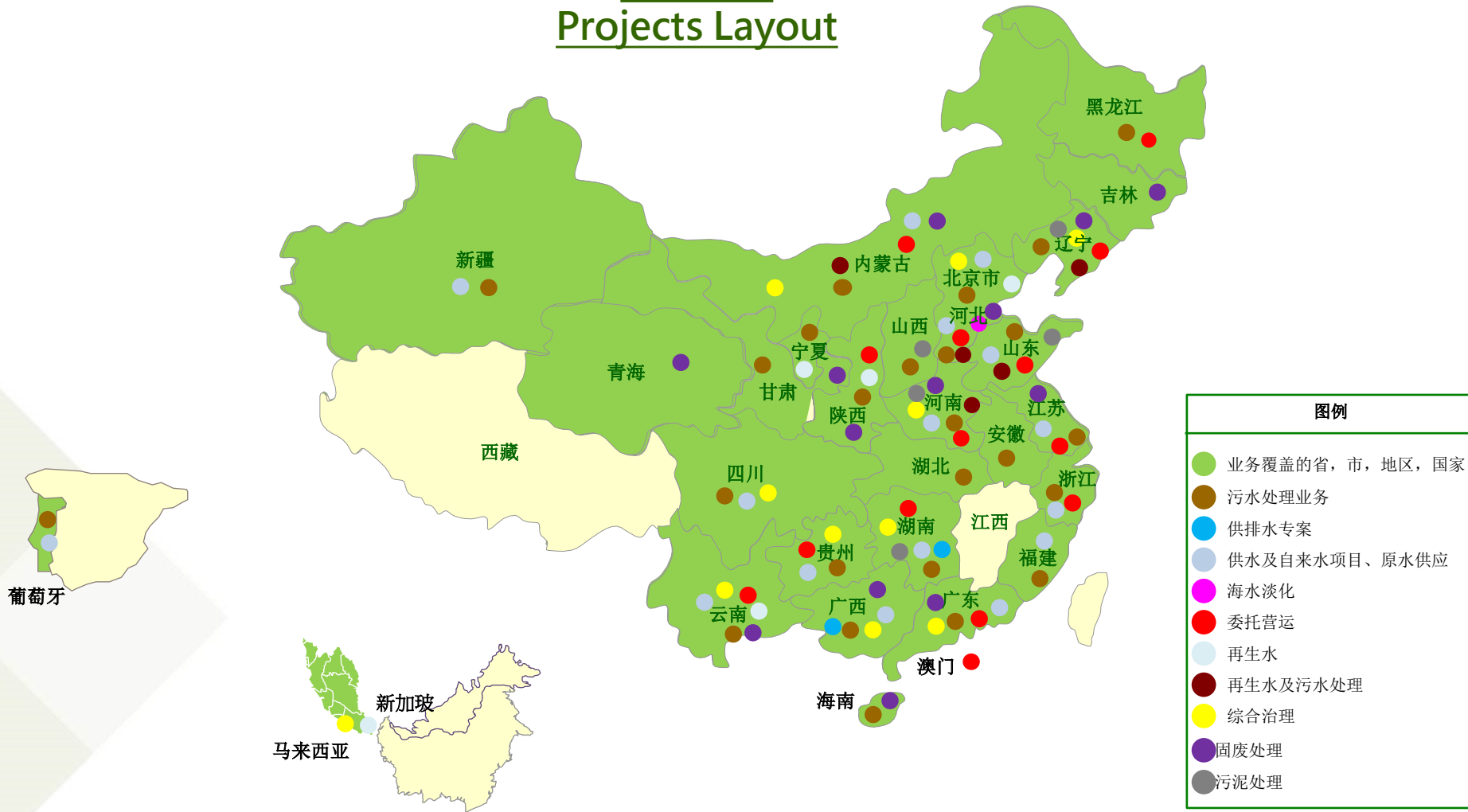
獲得幾個新開發區水環境綜合治理PPP項目

Secured a few PPP projects for comprehensive water environmental treatment

業務進展 – 北控水務

Business Updates – BE Water

業務分佈 Projects Layout



業務進展 – 環保固廢處理業務

Business Updates – Solid Waste Treatment Business

北京控股固廢業務板塊實現垃圾焚燒發電處理規模 27,961 噸/日（其中新收購德國EEW項目處理規模約 13,000噸/日）

The solid waste treatment business segment achieved a waste incineration power generation treatment capacity of 27,961 tons/day (of which, the newly acquired EEW project in Germany achieved a treatment capacity of approx. 13,000 tons/day)

- 加強運營項目的精細化管理，強化成本控制
- Enhanced operation project efficiency management, strengthening cost control

- 有序推進工程項目建設進度，不斷擴大項目儲備
- Promoted the construction progress of engineering projects in an orderly manner and continued to expand its project reserves

- 注重技術引進與自有技術管理創新相結合，提高企業專業技術含量
- It focused on the integration of introducing know-how and its own technology management and innovation to enhance corporate specialized technology quality.

- 2016年經營業績實現穩步增長，步入健康良性發展軌道
- In 2016, each of the entities under the solid waste segment achieved a stable growth in operating results, showing a healthy and positive growth trend.



業務進展 – 燕京啤酒

Business Updates – Yanjing Beer



業務進展 – 重大收購戰略實踐

Business Updates – Major Acquisitions



3月成功完成對德國
EEW垃圾焚燒發電企業
100%股權的併購

In March, successfully
completed the
acquisition of 100%
equity interest in EEW, a
waste-to-energy
enterprise in Germany



10月將中國境內6個固廢
項目，以總代價18.5億
港元注資更名後的北控
環境集團

In October, injected 6
solid waste projects in
China into the renamed
BE Environment at a total
consideration of HK\$1.85
billion



大幅提升北控在固廢環
保領域的業務規模和行
業地位

Enhanced significantly
its business capacity
and industrial position
in the environmental
protection sector for
solid waste



北京控股環境集團有限公司
BEIJING ENTERPRISES ENVIRONMENT GROUP LIMITED

議程 Schedule

展望 Outlook

展望 – 北京燃氣

Outlook – Beijing Gas

落實LNG國際貿易
項目

Implement
international trade
projects for LNG

CNG/LNG 市場聯
合開發

Joint development
of CNG/LNG
markets

重點推進津、冀
兩地項目落地

Accelerate the
implementation of
city gas projects in
Tianjin and Hebei
as priority

積極落實清潔空氣行
動計劃

Implement actively
clean air action plan

俄油股權交割

Complete the
equity interest
acquisition of
Rosneft Oil

積極開拓下游銷
售市場

Expand actively
downstream sales
markets

加強與北京燃氣藍
天控股協同發展

Strengthen the
synergetic
development with
Beijing Gas Blue Sky
Holdings



展望 – 天然氣輸氣業務

Outlook – Gas Distribution Business

- 中石油北京管道公司將會積極推進陝京四線長輸管道項目之建設，爭取於2017年底前完成第一期並投入營運
- PetroChina Beijing Pipeline Co. will actively push forward the construction of the long-haul transmission pipeline projects of the No. 4 Shaanxi-Beijing Pipeline, target to complete phase one and put into operation by the end of 2017
- 本集團長遠將受惠於輸氣業務規模的增長及分享有關經濟收益
- The Group will benefit from the gas transmission growth in the long-run and will share its related economic benefits



展望 – 中國燃氣

Outlook – China Gas

- 繼續加快城市燃氣業務的全國佈局，加大城市周邊鄉鎮拓展力度
- Continue to accelerate the nationwide layout for its city gas business and strengthen its suburbs expansion
- 實現管道氣、液化天然氣、壓縮天然氣、液化石油氣、分散式能源等多元化的能源業務佈局
- Achieve the diversified energy business layout involving pipeline gas, LNG, CNG, LPG and diversified energy segments
- 積極參與華北地區煤改氣改展，保持城市燃氣、車船燃氣及液化石油氣市場的領導地位
- Proactively participate in the development of coal-to-gas replacement projects in the Northern China regions; maintain its leading position in city gas, gas for vehicles and vessels and LPG markets



人企合一的
世界级能源服务企业
WORLD-CLASS ENERGY

展望 – 水務及環境業務

Outlook – Water and Environmental Business

進一步加快推動市場佈局，通過水環境業務打包拉動其他業務綜合發展
Further accelerate the facilitation of its market layout to drive the comprehensive development of other businesses by consolidating water environmental business

通過與政府環境局合作、行業企業並購合作等方式實現傳統水務業務外延式發展
Achieving the external development of traditional water business through the co-operation with governmental environmental authorities and industry mergers and acquisitions

以公共私營資本合作方式為契機，建立長期穩定的項目資源管道
Seizing the Public-Private-Partnership opportunity to establish the long-term and stable project resource channel;

複合運用多種融資手段，解決資金需求，逐步從重資產模式轉型為輕資產模式

Solving the capital needs by making use of various financing tools; changing gradually from heavy to light assets operation

展望 – 環保固廢業務

Outlook – Solid Waste Treatment Business

統一對外固廢品牌形象建設，提升固廢業務板塊的行業影響力

Unifying the construction of the solid waste brand image to improve its influence in the solid waste business sector



加強板塊協同管理，提高運營效率
Enhancing segment synergetic management to improve overall operational efficiency



迅速實現“十三五”產業新動能的發展突破
Achieving the rapid development breakthrough in the new industrial drivers during the 13th Five-Year Plan

展望 – 啤酒業務

Outlook – Beer Business



產品結構、品牌結構和
市場結構調整

Structural adjustments
on products, branding
and market



提升均勢、弱勢市場佔
有率

Increase market share
for both the balanced
and weak markets



強化燕京作為全國知名
品牌地位

Enhanced the
nationwide renowned
brand position of
Yanjing brand



議程 Schedule

問答環節 Q&A

謝謝大家！

Thank you!