

ANNUAL
RESULTS
2018

BEIJING ENTERPRISES HOLDINGS LIMITED

Stock Code : 392



北京控股有限公司
BEIJING ENTERPRISES HOLDINGS LIMITED

議程 Schedule

業績摘要 Results Highlights

業務進展 Business Updates

展望 Outlook

問答環節 Q&A



議程 Schedule

業績摘要 Results Highlights

ANNUAL
RESULTS
2018

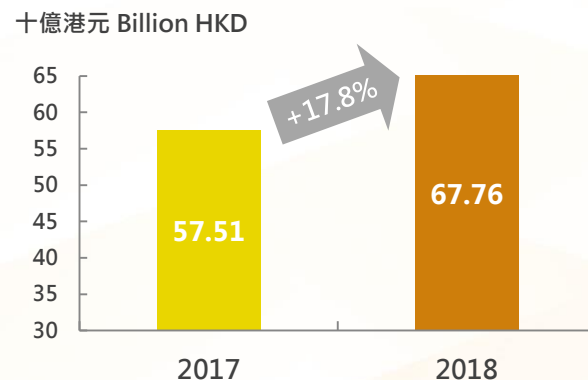


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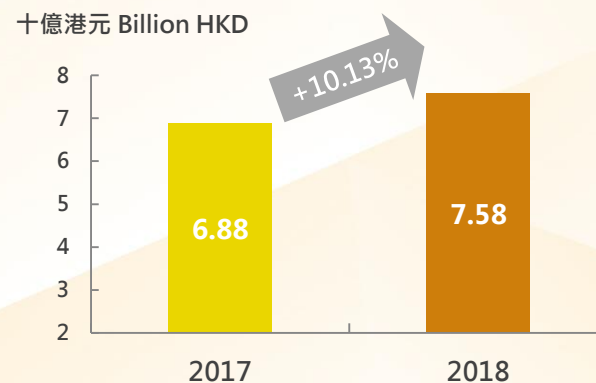
業績摘要 Results Highlights

- 2018年，北京控股實現營業收入677.6億港元，同比增長17.8%
- During 2018, Beijing Enterprises Holdings Ltd (BEHL) achieved a revenue of HK\$67.76 billion, representing a yoy increase of 17.8%
- 股東應佔溢利達75.8億港元，同比增長10.13%
- Profit attributable to shareholders amounted to HK\$7.58 billion, representing a yoy increase of 10.13%
- 每股基本盈利達6港元，同比增長10.1%
- Basic earnings per share amounted to HK\$ 6, representing a yoy increase of 10.1%
- 董事局建議派發末期股息每股73港仙
- The Board of Directors proposed a final dividend of HK73 cents per share

營業收入 Revenue



北控應佔溢利 Profit Attributable to The Company



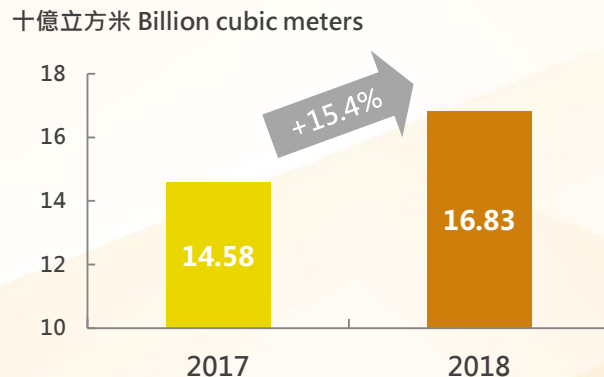
業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

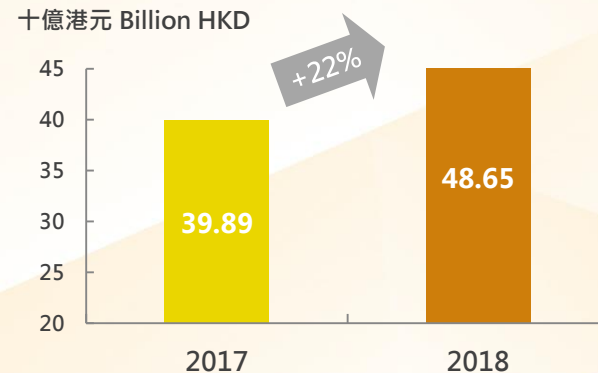
- 2018年，北京燃氣實現天然氣銷售量168.3億立方米，同比增長15.4%
- Beijing Gas recorded a gas sales volume of 16.83 billion cubic meters in 2018, representing a yoy increase of 15.4%
- 完成營業收入486.5億港元，同比增長22%
- Revenue amounted to HK\$48.65 billion, representing a yoy increase of 22%



銷量 Sales Volume



營業收入 Revenue

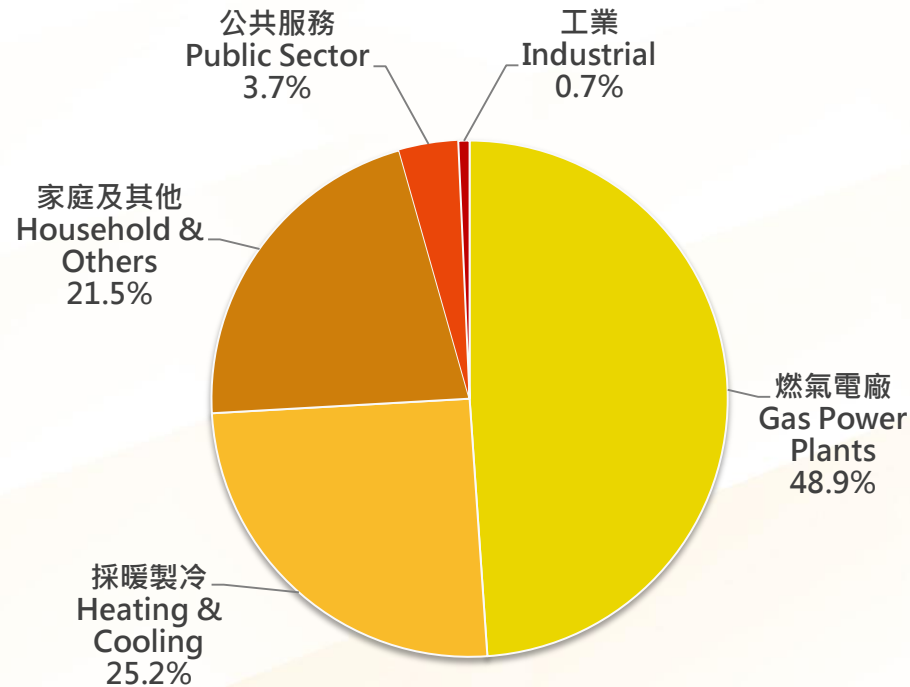


業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

銷售量分析

Analysis of sales volume by user sector



2018年内新增用戶數

Number of new subscribers in 2018

家庭用戶 Household	190,000
公共服務 Public Sector	8,611
採暖製冷 Heating & Cooling	5,241 t/h

截至2018年12月31日 As at 31 Dec 2018

累計總用戶數 Number of total subscribers	6,180,000
累計管線總長 Length of total pipelines	23,500 km

業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

北京燃氣 – 強勁的盈利水平

Beijing Gas – Strong Profitability

主營業務利潤總額 Profit before tax of principal business	2017 十億港元 Billion HKD	2018 十億港元 Billion HKD
天然氣分銷業務 Natural Gas Distribution	2.38	2.65
天然氣輸氣業務 Natural Gas Transmission	2.28	1.67
俄油VCNG項目 VCNG of Rosneft	0.42	1.41
合計 Total	<u>5.08</u>	<u>5.73</u>

北京燃氣的整體盈利能力不斷提升，主營業務利潤總額達到 57.3 億港元。
Beijing Gas achieved sustainable growth of its overall profit. Profit before tax of principal business reached HK\$5.73 billion.

業績摘要 – 中石油北京天然氣管道

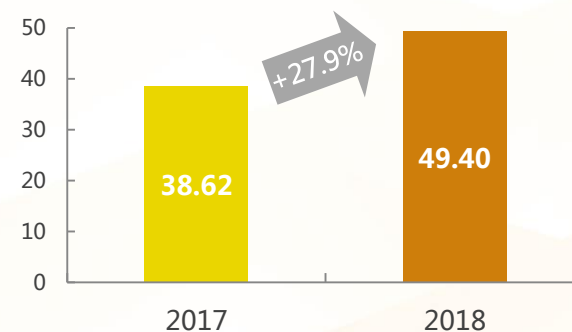
Results Highlights – PetroChina Beijing Pipeline Co.

- 2018年，中石油北京天然氣管道有限公司實現輸氣量494億立方米，同比增加27.9%
- PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 49.4 billion cubic meters in 2018, representing a yoy growth of 27.9%
- 受2017年9月1日起實施的跨省管道運輸計價方法調整影響，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16.7億港元，同比減少26.6%
- Due to the adjustment of the inter-provincial natural gas pipeline transmission pricing method effective from 1 Sep 2017, profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$16.7 billion, representing a yoy decrease of 26.6%



輸氣量 Gas Transmission Volume

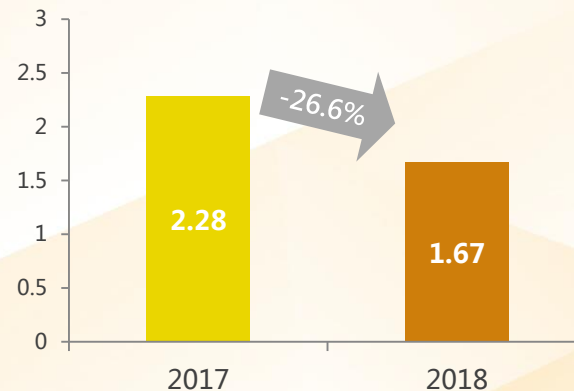
十億立方米 Billion cubic meters



北控應佔溢利

Profit attributable to the Company

十億港元 Billion HKD



業績摘要 – 俄油上喬項目

Results Highlights – VCNG of Rosneft

- VCNG自二零一七年下半年開始對本集團形成了新的利潤來源
- VCNG project has become a new source of profit for the Group since 2H2017
- VCNG於二零一八年完成石油銷售818萬噸
- VCNG achieved its petroleum sales of 8.18 million tons in 2018
- 北京燃氣通過持有20%股權，2018年攤佔VCNG除稅後淨利潤14.1億港元
- Beijing Gas shared a net profit after tax of HK\$1.41 billion in 2018 through its 20% equity interest in VCNG



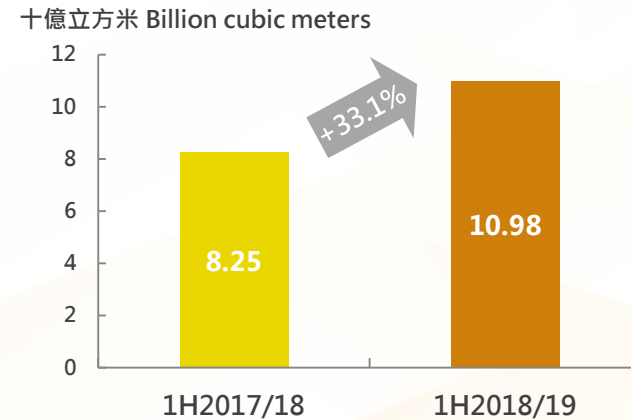
業績摘要 – 中國燃氣

Results Highlights – China Gas

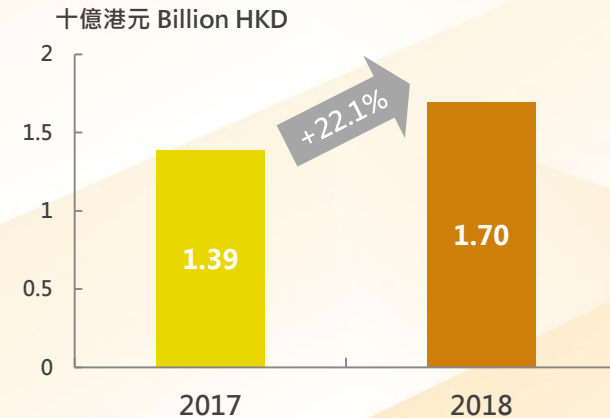
- 中國燃氣2018/19上半財年完成天然氣總銷量109.8億立方米，同比增幅為33.1%
- China Gas achieved a total natural gas sales volume of 10.98 billion cubic meters in 1H2018/19, representing a yoy increase of 33.1%
- 2018全年對北控實現利潤貢獻約17億港元，同比增長22.1%
- In 2018, profits contributable to the Company achieved HK\$1.7 billion, representing a yoy increase of 22.1%



銷量 Sales Volume



北控應佔溢利 Profit attributable to the Company



業績摘要 – 燕京啤酒

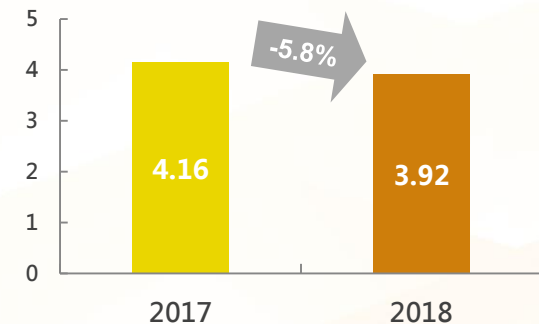
Results Highlights – Yanjing Beer

- 2018年燕京啤酒完成銷量392萬千升
- Yanjing Beer recorded a sales volume of 3.92 million kilolitres in 2018
- 燕京主品牌銷量占比70%，「1+3」品牌銷量占比93%
- Yanjing main brands products accounted for 70% of the sales volume, 1+3” brands products accounted for 93% of the sales volume
- 實現營業收入123.7億港元
- Revenue amounted to HK\$12.37 billion



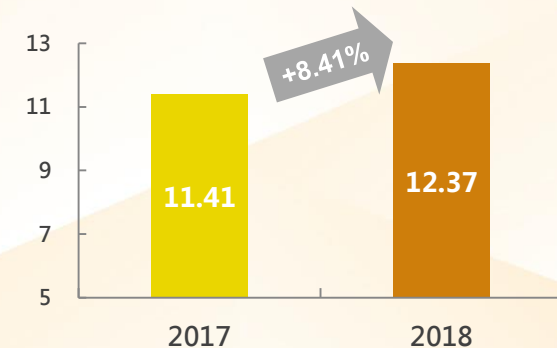
銷量 Sales Volume

百萬千升 Million kiloliters



營業收入 Revenue

十億港元 Billion HKD



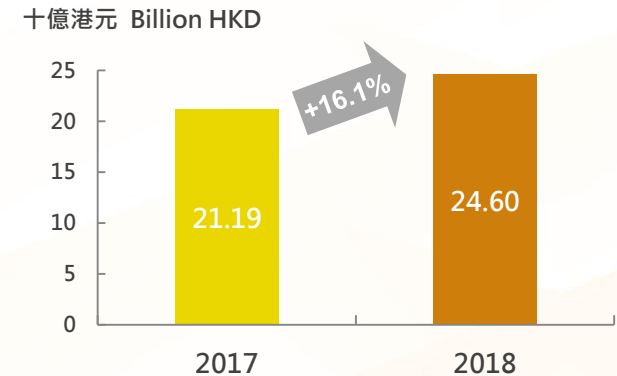
業績摘要 – 北控水務

Results Highlights – BE Water

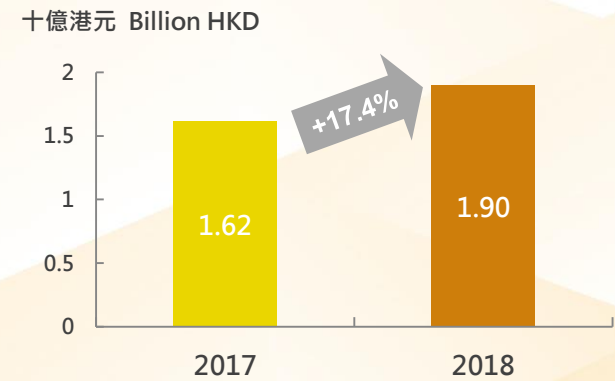
- 2018年北控水務實現營業收入246億港元，同比增長16.1%；股東應佔溢利同比上升20%至44.7億港元
- BE Water's revenue increased by 16.1% to HK\$24.6 billion in 2018. Profit attributable to shareholders increased by 20% to HK\$4.47 billion
- 2018年對北控實現利潤貢獻約19億港元，同比增長17.4%
- Profit attributable to the Company amounted to HK\$1.9 billion approximately, representing a yoy increase of 17.4%.



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

- 2018年，EEW公司之營業收入為51.2億港元，同比增長6.6%；完成垃圾處理量約470.5萬噸；銷售電量16.99億千瓦時；售熱量7.75億千瓦時；售蒸氣量18.75億千瓦時
- In 2018, EEW GmbH recorded a revenue of HK\$5.12 billion, representing a yoy increase of 6.6%. EEW GmbH achieved actual waste treatment volume of 4.705 million tons and sales of electricity of 1.699 billion KWH
- 境內固廢處理板塊完成垃圾處理量約419萬噸；完成上網電量11.1億千瓦時
- Domestic solid waste treatment sector completed a waste treatment volume of 4.19 million tons and accomplished on-grid power generation volume of 1.11 billion KWH
- 北控環境集團及北控環保合共實現營業收入15.2億港元、股東應佔利潤1.58億港元
- BE Environment and BEHET altogether recorded a revenue of HK\$1.52 billion and profit attributable to shareholders of HK\$158 million



議程 Schedule

業務進展 Business Updates

ANNUAL
RESULTS
2018



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業務進展 – 北京燃氣

Business Updates – Beijing Gas

中游儲氣業務

- 推動投資建設唐山LNG儲罐二期工程
- Facilitated the investment and construction of Tangshan LNG storage tank phase II project
- 打造戰略資源接收基地
- Built an important strategic resource receiving base



下游藍天保衛任務

- 完成57個村約2.46萬戶農村「煤改氣」改造工作
- Completed the conversion of rural “coal to gas” development of about 24,600 households in 57 villages
- 建設管線705公里，調壓站（箱）89個、LNG站3座，合計92座
- Built 705 kilometers of pipeline network, 89 pressure regulating stations (tanks) and 3 LNG stations totaling 92 stations



智慧燃氣理念

- 北京城市副中心智慧燃氣項目的投資與建設
- Investment and construction of intelligence gas project of Beijing sub-center
- 將綜合能源服務與智慧燃氣理念植根于雄安新區能源建設體系
- Rooted the concept of comprehensive energy services and intelligence gas in Xiong'an New District



業務進展 – 中國燃氣

Business Updates – China Gas

天然氣業務 Natural Gas Business	截至2018年 9月30日累計數 Accumulated User Number as at 30 Sep 2018
居民用戶 Residential	27,105,030
工業用戶 Industrial	10,831
商業用戶 Commercial	184,586
CNG/LNG 加氣站 CNG/LNG Stations	580

液化石油氣業務 LPG Business	截至2018年 9月30日累計數 Accumulated Number as at 30 Sep 2018
接收碼頭 Receiving Terminals	8
存儲能力 Storage Capacity	300,000 m ³
分銷項目 Distribution Projects	100
銷售門店 Retail Stores	1,100



業務進展 – 燕京啤酒

Business Updates – Yanjing Beer



適應消費升級，拓展經營思路，保持了穩定、健康的發展

adapted itself to consumption upgrading, expanded business thoughts, in order to maintain a stable and healthy development



持續優化產品結構，年內對主導產品進行結構性漲價

continued to optimize its product structure; structural price increases for its leading products



順應消費新趨勢，擴大個性化高端產品供給，噸酒盈利能力不斷增強

conforming to the new consumption trend; expanded the supply of personalized high-end products; profitability of sales per tonne enhanced

業務進展 – 北控水務

Business Updates – BE Water

- 繼續做大做強城鎮水務和水環境治理兩大核心主業，圍繞資源優勢領域探索新的利潤增長點
- Continued to strengthen and expand its two core businesses, namely urban water services and water environment comprehensive renovation, and explored new profit growth drivers centering on the segments with resources advantage
- 截至2018年年底，北控水務參與運營中或日後營運之水廠有937座，包括污水處理廠771座、自來水廠139座、再生水處理廠25座及海水淡化廠2座
- As at the end of 2018, BE Water already participated in 917 water plants which are or will be in operation, including 771 sewage treatment plants, 139 water distribution plants, 25 reclaimed water plants and 2 seawater desalination plant
- 每日總設計能力為 3,682萬噸，年內每日設計能力淨增加543.7萬噸
- The total design capacity was 36.82 million tons/day, and the net increase in daily design capacity during the year was 5.437 million tons



業務進展 – 固廢處理業務

Business Updates – Solid Waste Treatment Business

- 本集團固廢處理業務板塊之垃圾焚燒發電處理規模達25,288噸/日，危廢處理規模達11.5萬噸/年
- The solid waste treatment business segment of the Group achieved a waste incineration and power generation treatment capacity of 25,288 tons/day, and the hazardous waste treatment capacity has reached 115,000 tons/year
- 境內項目定期與EEW GmbH開展技術應用和運行管理對接，提升境內項目運營和建設服務的質量
- Regular technical application and operation management connection with EEW were carried out for domestic projects to improve the quality of project operation and construction services
- 海淀項目於二零一八年八月下旬正式進入商業營運階段，為集團體現穩定的經營利潤
- Haidian project was formally entered the commercial operation phase in late August 2018 and began to contribute stable operating profit for the Group



議程 Schedule

展望 Outlook

ANNUAL
RESULTS
2018



北京控股有限公司
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展望 – 天燃氣業務

Outlook – Natural Gas Business of Beijing Gas

天然氣分銷業務 Natural Gas Distribution

- 以北京市天然氣管網為基礎，結合管道輸氣與點供的模式，打通周邊區域城鎮燃氣市場、拓展業務規模
- natural gas pipe network in Beijing as base; combine pipeline transmission model with station supply; connect gas market in surrounding urban area; expand the business scale
- 優化北京燃氣現有LNG資源組合，搭建LNG銷售平台、增強國際LNG貿易的工作力度
- optimize existing LNG resources portfolio
- 繼續推進北京城市副中心、北京新航城和雄安新區智慧能源建設，努力打造一批高端示範項目
- continue to promote intelligence energy construction of BJ sub-center, BJ New Aerotropolis and Xiong'an New District

天然氣輸氣業務 Natural Gas Transmission

- 陝京管道系統將通過科學合理安排管網、壓縮機組運行，提升管網管輸效能，從源頭上提升保供能力
- enhance transmission capability of pipeline network by scientific & rational arrangements of pipe network and compressor unit operation; improve pipeline transmission efficiency and increase its guaranteed supply ability at the source
- 透過陝京四線托克托壓氣站之建設，將陝京四線的日輸氣能力提升
- increase the daily gas transmission capacity of the Shaanxi-Beijing No.4 Line through construction of Togtoh gas station on the fourth line of Shaanxi-Beijing

中國燃氣 China Gas

- 推動城鎮燃氣、液化石油氣及增值業務三大業務板塊的變革與發展
- promote the reform and development of the three business segments of urban gas, LPG and value-added services
- 深化成本控制，推進資訊系統的整合，提高安全運營水平和風險管理能力
- deepen cost control, promote integration of information system, improve standard of safe operation and risk management capabilities
- 努力構建4G (LNG、CNG、LPG、PNG)能源網絡發展的新生態
- Committed in building a new ecosystem for the 4G (LNG, CNG, LPG, PNG) energy network

展望 – 啤酒業務

Outlook – Beer Business



繼續推進燕京鮮啤戰略與易拉罐戰略，不斷擴大燕京白啤等高端產品的市場認知度

Continue to promote the strategy of Yanjing fresh beer and canned beer, and expand the market recognition of high-end products such as Yanjing white beer

拓展營銷手段，滿足消費多元化需求

Expand its marketing measures to meet diversified consumer demand



以提質增效為總目標，突出卓越品質體系構建、基地市場建設兩大核心

Improving quality and increasing efficiency as the overall goal; highlight the construction of excellent quality system and base market

展望 – 水務及環境業務

Outlook – Water & Environmental Business

- 從高速發展轉向高質量發展，圍繞打造資產管理平台和運營管理平台的發展戰略
- shifting from high-speed development to quality growth; in adherence to the development strategy of setting up asset management and operational management platforms
- 以全面創新為第一動力，夯實發展基礎，繼續做大做強市政水務和水環境綜合治理兩大核心主業
- will reinforce its presence and continue to expand and strengthen its two core businesses, namely urban water services and water environment comprehensive renovation
- 在達成既定年度經營目標，實現跨越式增長的同時，提升行業整體生態價值
- will be dedicated to promote the ecological value of the entire industry while achieving its yearly business goals and pursuing a momentous and leapfrogging growth



展望 – 固廢處理業務

Outlook – Solid Waste Treatment Business

- 加強市場調研和投資分析，強化運營中項目的精細化管理，嚴格控制生產安全和環保排放等經營風險，快速提升固廢產業規模效益和利潤貢獻
- strengthen market research & investment analysis; strictly control production safety & environmental protection emissions and other business risks

- 對於在建項目，強化工程進度管控，加強施工組織和現場管理，儘早實現項目調試轉商業運營
- For projects under construction, strengthen the project progress control, enhance the construction organization and site management; realize project commissioning to commercial operation asap

- 對於老舊、問題項目，統籌開展提標改造，加快吸收並轉化EEW GmbH的運營管理經驗，做好項目技術整改評估和方案準備，全力強化本集團固廢處理板塊的整體市場競爭力
- For old projects & those have problems, carry out transformation by tender; speed up in learning & adopting the operation & management experience of EEW; complete project technical rectification



議程 Schedule

問答環節 Q&A

ANNUAL
RESULTS
2018



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謝謝大家！
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RESULTS
2018



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