

INTERIM
RESULTS
2017



北京控股有限公司
BEIJING ENTERPRISES HOLDINGS LIMITED

BEIJING ENTERPRISES HOLDINGS LIMITED

Stock Code : 392



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議程 Schedule

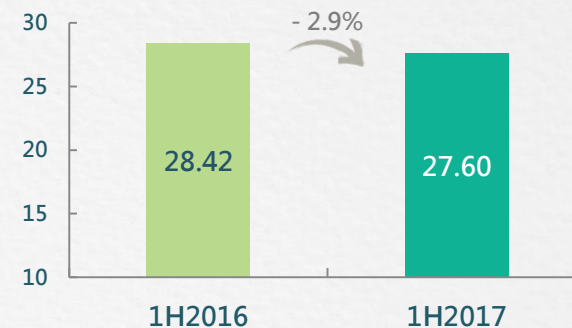
業績摘要 Financial Highlights

業績摘要 Financial Highlights

- 2017年上半年，北京控股實現營業收入276億港元，同比下降2.9%
- During 1H2017, Beijing Enterprises Holdings Ltd (BEHL) achieved a revenue of HK\$27.6 billion, representing a yoy decrease of 2.9%
- 股東應佔溢利37.8億港元，同比增長10.3%
- Profit attributable to shareholders amounted to HK\$3.78 billion, representing a yoy increase of 10.3%
- 每股基本盈利達2.99港元，同比增长11.2%
- Basic earnings per share amounted to HK\$ 2.99, representing a yoy increase of 11.2%
- 董事局建議派發中期股息每股港幣30仙
- The Board of Directors proposed an interim dividend of HK30 cents per share

營業收入 Revenue

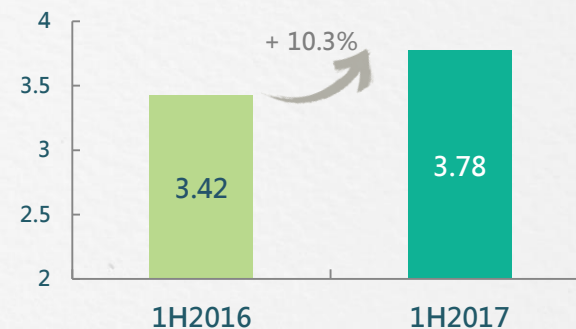
十億港元 Billion HKD



北控應佔溢利

Profit attributable to the Company

十億港元 Billion HKD



業績摘要 – 北京燃氣

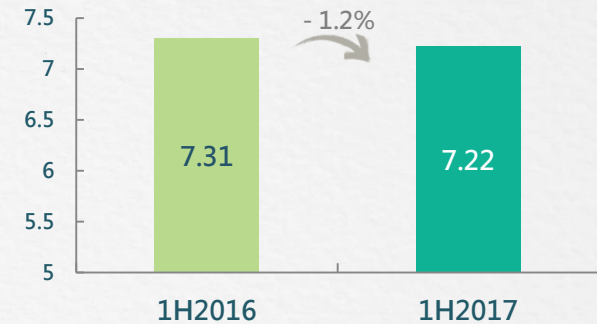
Results Highlights – Beijing Gas

- 2017年上半年，北京燃氣實現天然氣銷售量72.22億立方米，同比下降1.2%
- Beijing Gas recorded a gas sales volume of 7.222 billion cubic meters in 1H2017, representing a yoy decrease of 1.2%
- 完成營業收入186.2億港元
- Revenue amounted to HK\$18.62 billion in 1H2017



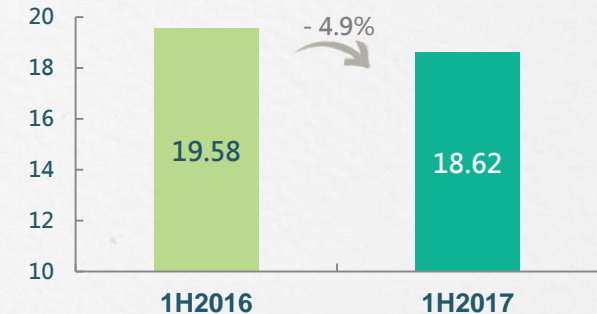
銷量 Sales Volume

十億立方米 Billion cubic meters



營業收入 Revenue

十億港元 Billion HKD

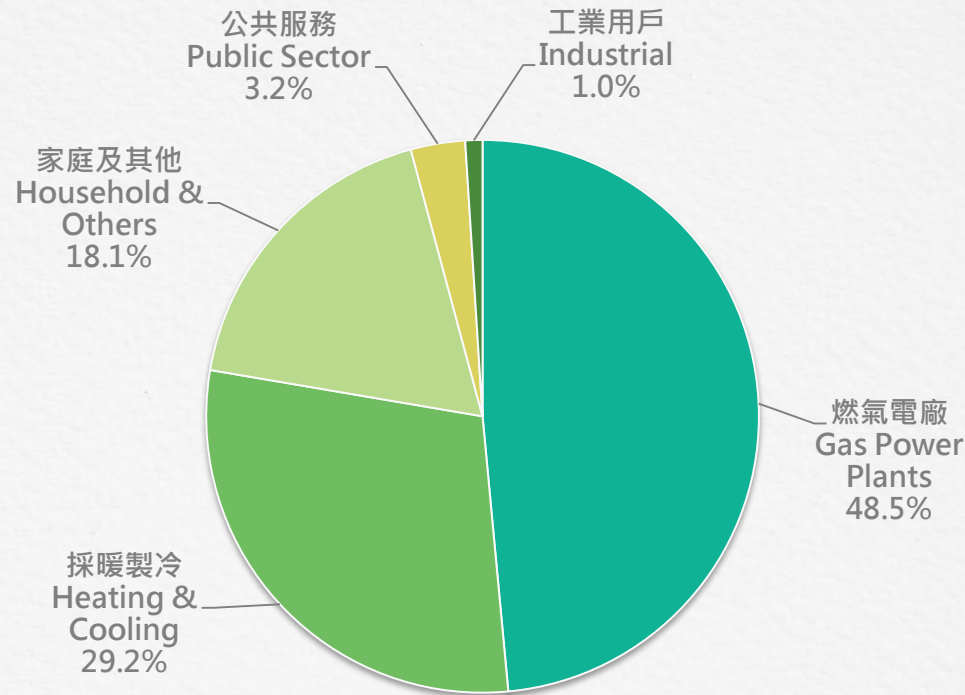


業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

銷售量分析

Analysis of sales volume by user sector



2017年上半年，北京燃氣新發展家庭用戶7.42萬戶、商服用戶2,504個。各類用戶發展量均實現同比穩定增長。
During 1H2017, Beijing Gas had 74,200 new household subscribers and 2,504 new 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

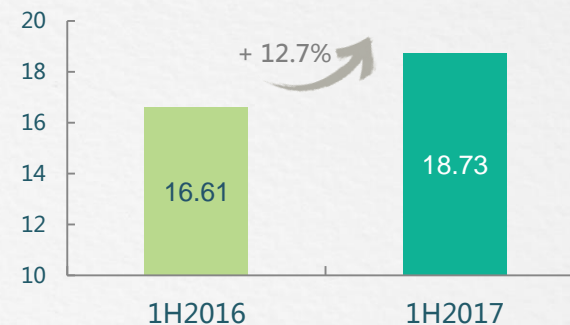
Results Highlights – PetroChina Beijing Pipeline Co.

- 2017年上半年，中石油北京天然氣管道有限公司實現輸氣量187.3億立方米，同比增長12.7%
- PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 18.73 billion cubic meters in 1H2017, representing a yoy growth of 12.7%
- 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14.9億港元，同比增長6.1%
- Profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$1.49 billion in 1H2017, representing a yoy increase of 6.1 %.



輸氣量 Gas Transmission Volume

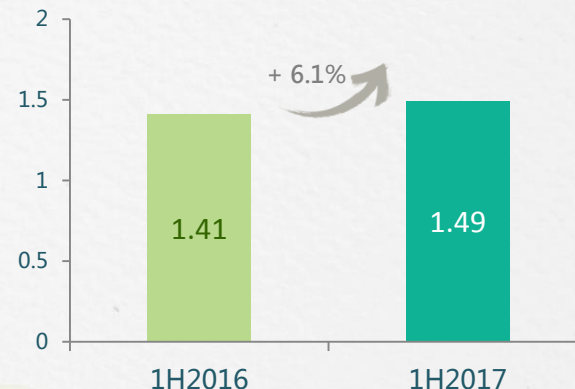
十億立方米 Billion cubic meters



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

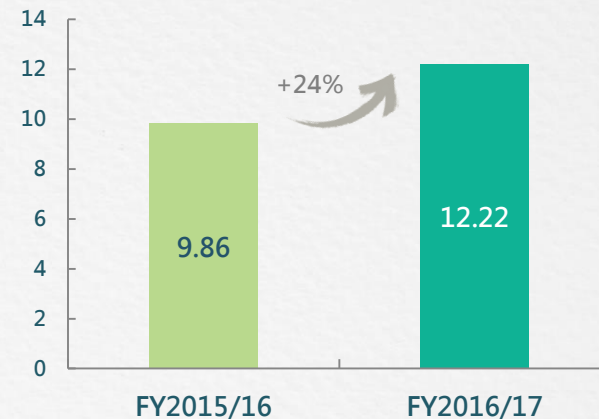
Results Highlights – China Gas

- 中國燃氣2017財政年度完成管道燃氣銷量122.2億立方米，同比增幅為24 %
- China Gas achieved a sales volume of 12.22 billion cubic meters in the financial year of 2017, representing a yoy increase of 24 %
- 2017年上半年對北控實現利潤貢獻約5.56億港元，同比大增163%
- In 1H2017, profits contributable to the Company achieved HK\$556 million, representing a sharp yoy increase of 163%



銷量 Sales Volume

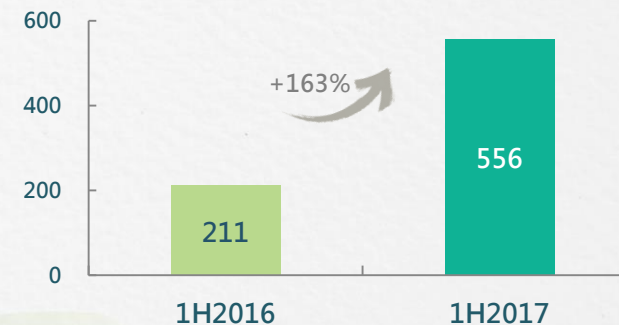
十億立方米 Billion cubic meters



北控應佔溢利

Profit attributable to the Company

百萬港元 Million HKD



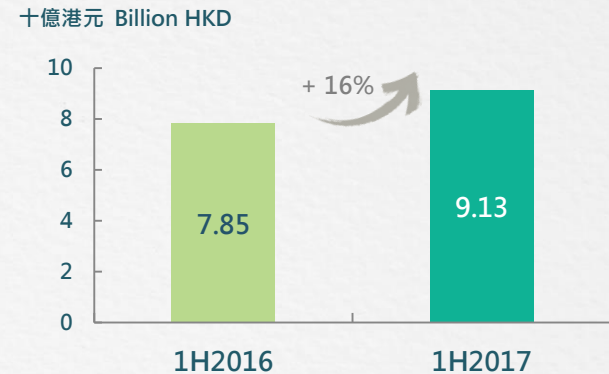
業績摘要 – 北控水務

Results Highlights – BE Water

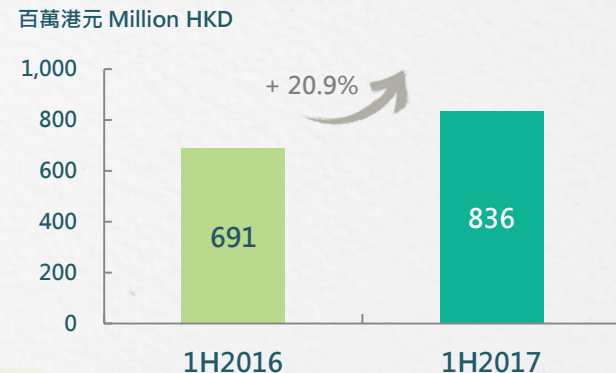
- 2017年上半年水務集團實現營業收入91.3億港元，同比增長16%；股東應佔溢利同比上升22%至19.1億港元
- BE Water's revenue increased by 16% to HK\$9.13 billion in 1H2017. Profit attributable to shareholders increased by 22% to HK\$1.91 billion
- 2017年上半年對北控實現利潤貢獻約8.36億港元，同比增長20.9%
- Profit attributable to the Company amounted to HK\$836 million approximately, representing a yoy increase of 20.9%.



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

- 2017年上半年，EEW項目之營業收入為23.2億港元，除息稅、折舊及攤銷前利潤為8,555萬歐元
- In 1H2017, EEW GmbH recorded a revenue of HK\$2.32 billion and EBITDA of EUR 85.55 million
- EEW期內垃圾處理量約219.7萬噸，銷售電量7.9億千瓦時
- EEW achieved actual waste treatment volume of 2.197 million tons and sale of electricity of 790 million KWH
- 境內固廢處理板塊上半年完成垃圾處理量約160.2萬噸，完成上網電量3.9億千瓦時
- Domestic solid waste treatment sector completed a waste treatment volume of 1.602 million tons and accomplished on-grid power generation volume of 390 million KWH
- 其中北控環境集團及北控環保合共實現營業收入5.2億港元
- The total revenue of BE Environment and BEHET reached HK\$520 million



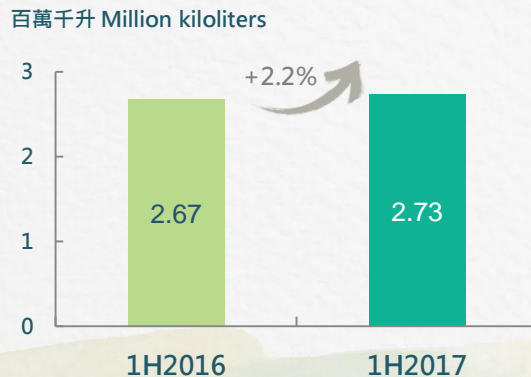
業績摘要 – 燕京啤酒

Results Highlights – Yanjing Beer

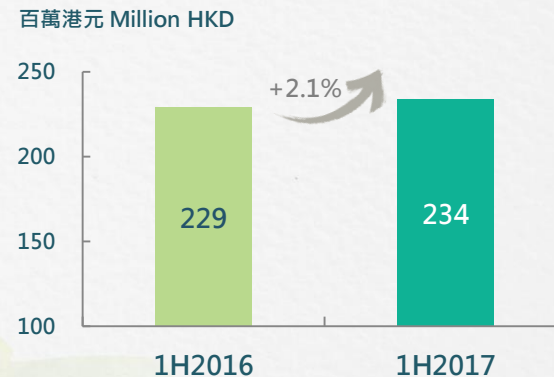
- 2017年上半年完成銷量273萬千升，同比增长2.2%
- Sales volume reached 2.73 million kilolitres in 1H2017, representing a yoy increase of 2.2%
- 實現營業收入60.9億港元，稅前利潤7.6億港元
- Revenue amounted to HK\$6.09 billion, profit before tax was HK\$759 million
- 本公司股東應佔溢利約2.34億港元，同比增加2.1%
- Profits contributed to the Company achieved approximately HK\$234 million, representing a yoy increase of 2.1%



銷量 Sales Volume



北控應佔溢利 Profit attributable to the Company



議程 Schedule

業務進展 Business Updates

業務進展 – 北京燃氣

Business Updates – Beijing Gas



清潔空氣行動計劃 Clean Air Action Plan

- 農村煤改氣
- “Coal-to-gas replacement” projects in villages

- 鍋爐煤改氣
- “Coal-to-gas conversion” projects for boilers



分佈式能源 Distributed Energy

- 北京城市副中心
- Subcenter of Beijing

- 通州環球影視城
- Tongzhou Universal Studio

- 大興新航城
- New aerospace city in Daxing



LNG點供 LNG point-to-point supply

- 拓展河北LNG點供項目
- Expand the LNG point-to-point supply projects in Hebei province

- 為農村煤改氣項目保駕護航
- Escorting the development of the “coal-to-gas replacement” projects in villages

業務進展 – 北控水務

Business Updates – BE Water

繼續做大做强核心主業 Continued to actively expand its core businesses :

- 水處理服務 Water treatment services
- 水環境治理建造及技術服務 Construction and technical services for water environmental renovation



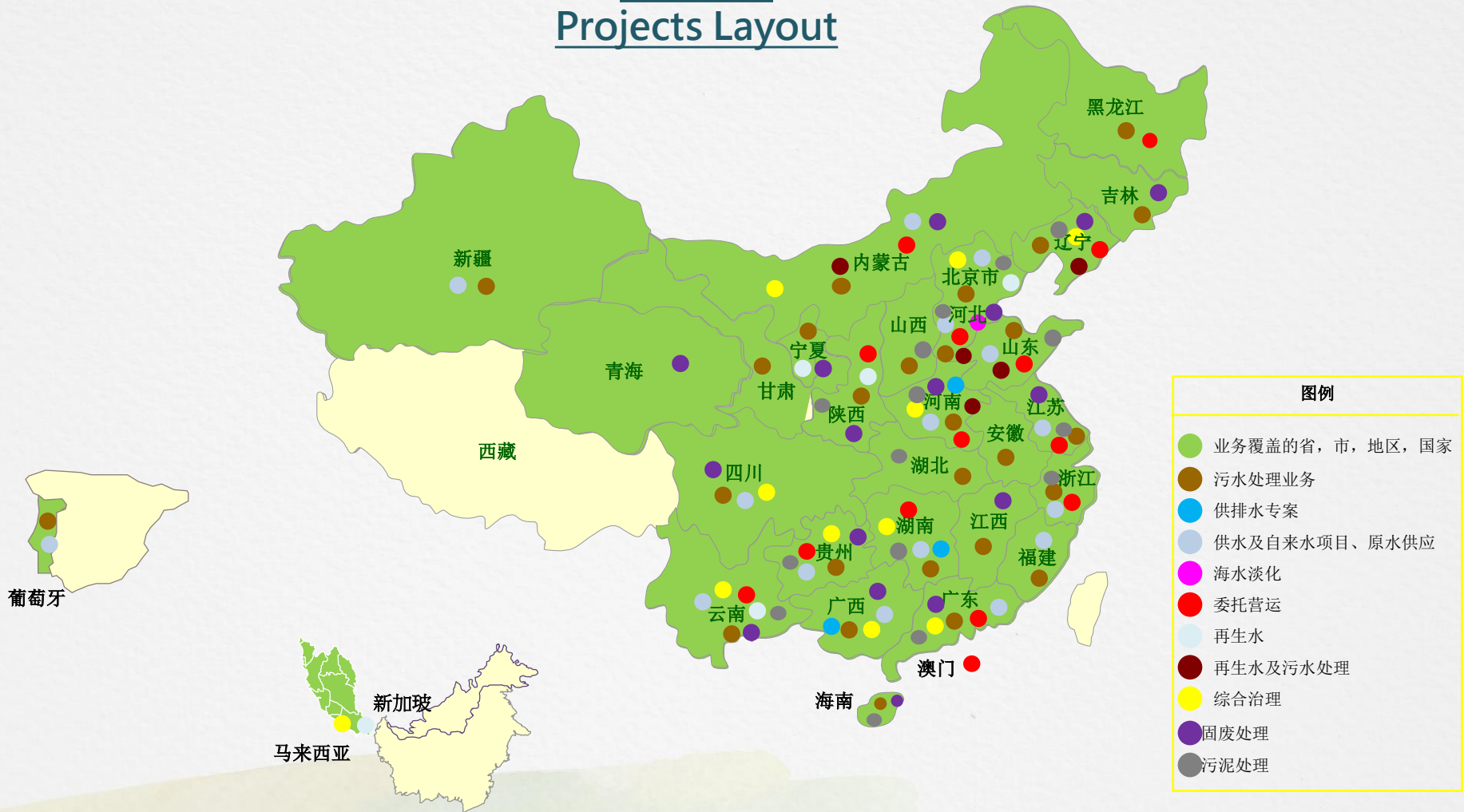
- 積極參加北京城市副中心建設，推動京津冀協同發展
- Actively participated in the construction of Subcenter of Beijing, and facilitated the synergic development among Beijing, Tianjin and Hebei region
- 中標包頭市城市水生態提升綜合利用PPP項目
- Secured the tender for the comprehensive improvement of urban water ecology PPP projects in Baotou
- 有序推進馬來西亞登嘉樓州自來水廠改建、管網拓建項目
- Steadily carried out the reconstruction of its water distribution plants and the construction of pipeline projects in Terengganu of Malaysia

業務進展 – 北控水務

Business Updates – BE Water

業務分佈

Projects Layout



業務進展 – 固廢處理業務

Business Updates – Solid Waste Treatment Business

- 北京控股固廢處理業務板塊已實現垃圾焚燒發電處理規模27,575噸/日
- The solid waste treatment business segment achieved a waste incineration power generation treatment capacity of 27,575 tons/day
- 北控環境目前擁有8個運營中的固廢項目及1個在建項目，營運規模同比大幅攀升
- BE Environment currently has 8 solid waste treatment projects under operation and one project under construction, which recorded a significant growth in its operation scale as compared with the same period of last year
- 北控環保注重技術創新，上半年共申請專利24項，其中6個實用新型專利順利獲得正式認證
- BEHET focused on technology innovation, and applied for a total of 24 patents in the first half year, of which 6 utility model patents were duly certified successfully



業務進展 – 燕京啤酒

Business Updates – Yanjing Beer



推進鮮啤與易拉罐戰略，
加大中檔產品的銷售力度

Moved forward the
strategy of Yanjing
fresh beer and cans,
increased efforts in
selling mid-range
products

緊跟市場消費模式升級步伐，
持續進行產品、品牌、市場三
大結構調整

Kept abreast of
consumption upgrading,
continued to facilitate the
three key structural
adjustment in products,
branding and market

適應消費結構變革，構建
線上線下融合的行銷格局

Adapted to the
changes in
consumption structure
and established
marketing layout
integration both online
and offline



運用雙品牌運作策略，提
高燕京主品牌占比和效益

Through dual banding
operational strategy,
enhanced the
proportion and
efficiency of Yanjing
main brands

業務進展 – 重大資本運作

Business Updates – Major Capital Operations

俄羅斯石油公司
上涅卻爾斯克油氣公司 (上喬項目)
Rosneft
Verkhnechonskneftegaz (VCNG)

- 大幅提升首都城市天然氣保障能力
- Greatly improve the capacity of natural gas supply in the capital city
- 全面規劃未來與俄天然氣進口相關的貿易、儲運、消納和市場拓展等
- Outline a comprehensive planning on issues related to the import of natural gas from Russia in future, such as trade, storage and transportation, consumption and market expansion
- 穩定的盈利貢獻和現金分紅
- Stable profit contribution and cash dividends



境外融資 Foreign Financing

- 在境外完成融資合計約129.8億港元
- Completed foreign financing of HK\$12.98 billion
- 北京控股成功發行5年期8億歐元債券，以置換部分用於收購EEW的過橋貸款
- BEHL issued the 5-year bonds amounting to EUR800 million, which replaces part of the bridging loans for acquiring EEW
- 北京燃氣成功發行5年期5億美元票據，以配合俄油上喬項目的收購
- Beijing Gas issued the 5-year notes amounting to US\$500 million to facilitate the acquisition of VCNG



議程 Schedule

展望 Outlook

展望 – 天燃氣業務

Outlook – Natural Gas Business



燃煤項目改造 Reconstruction of coal-fired projects

分佈式能源 Distributed Energy

儲備設施投資 Invest in storage facilities

CNG/LNG點供 CNG/LNG point-to-point supply

整合採購資源 Integrate the sourcing resources

陝京四線預期年底前完成及通氣 SJ Line 4 to be completed and put into operation by end of 2017

展望 – 水務及環境業務

Outlook – Water & Environmental Business



- 緊抓PPP項目機會，以進一步落實生態戰略為指引，有序開展重點工作
- Grasp the opportunities brought by the PPP projects and further embark on major works under the direction of its ecological strategies
- 廣泛與產業鏈相關各層開展工作，提升行業整體價值
- Engage in extensive co-operation with different levels within the industry chain and boost the value of the whole industry
- 以創新建設發展水環境綜合治理項目為突破口，為城市提供全業務、全鏈條的整體解決方案
- Gain an edge by creating and developing its own water environment comprehensive renovation projects and provide comprehensive solutions and services for cities

展望 – 固廢處理業務

Outlook – Solid Waste Treatment Business



- 境內依靠北控環境與北控環保兩大平臺，提升運營項目的經濟效益
- Leverage on the two domestic platforms of BE Environment and BEHET to improve economic benefits of the operating projects
- 引進境外EEW先進技術和管理理念
- Introduce the advanced technology and management concept from EEW GmbH
- 廣泛推進技術創新，積累工藝、設備、運行等方面的專利和技術成果，增強核心競爭力
- Promote technology innovation and accumulate patent and technical achievements relating to the process, equipment, and operations, to enhance core competitiveness

展望 – 啤酒業務

Outlook – Beer Business

- 順應啤酒消費結構個性化的升級方向，加大結構調整力度
- Follow the upgrading trends of personalization of beer consumption to enhance product structural adjustment
- 做強做實銷售渠道，提升銷售競爭力
- Strengthen and fortify the distribution channel to enhance sales competitiveness
- 充分利用內部各個平臺，提升市場和品質的管理水平
- Improve management standards in market and quality by adopting various internal platforms



議程 Schedule

問答環節 Q&A

謝謝大家！

Thank you!