

ANNUAL
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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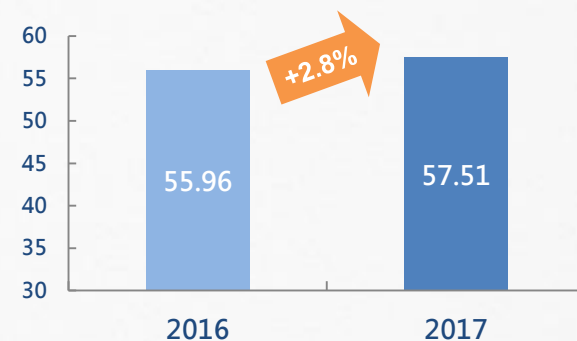
業績摘要 Results Highlights

業績摘要 Results Highlights

- 2017年，北京控股實現營業收入575.1億港元，同比增長2.8%
- During 2017, Beijing Enterprises Holdings Ltd (BEHL) achieved a revenue of HK\$57.51 billion, representing a yoy increase of 2.8%
- 股東應佔溢利68.8億港元，同比增長10.3%
- Profit attributable to shareholders amounted to HK\$6.88 billion, representing a yoy increase of 10.3%
- 每股基本盈利達5.45港元，同比增長10.8%
- Basic earnings per share amounted to HK\$5.45, representing a yoy increase of 10.8%
- 董事局建議派發末期股息每股68港仙
- The Board of Directors proposed a final dividend of HK68 cents per share

營業收入 Revenue

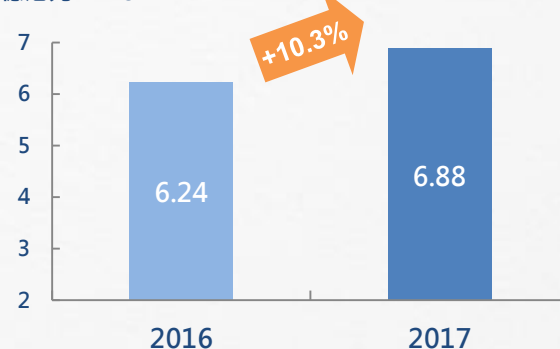
十億港元 Billion HKD



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

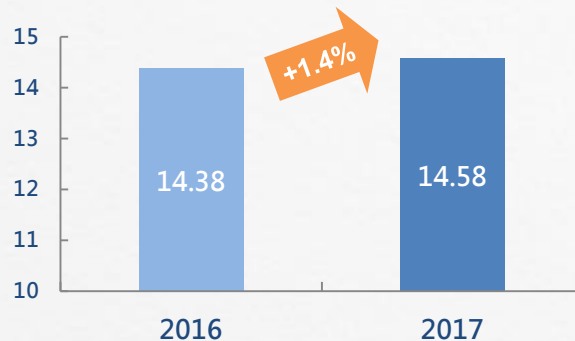
Results Highlights – Beijing Gas

- 2017年，北京燃氣實現天然氣銷售量145.8億立方米，同比增長1.4%
- Beijing Gas recorded a gas sales volume of 14.58 billion cubic meters in 2017, representing a yoy increase of 1.4%
- 完成營業收入398.9億港元，同比增長1.3%
- Revenue amounted to HK\$ 39.89 billion, representing a yoy increase of 1.3%



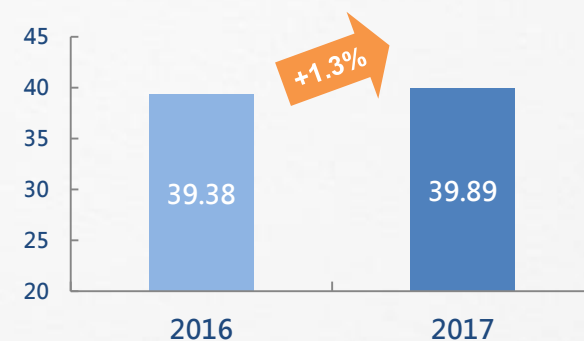
銷量 Sales Volume

十億立方米 Billion cubic meters



營業收入 Revenue

十億港元 Billion HKD

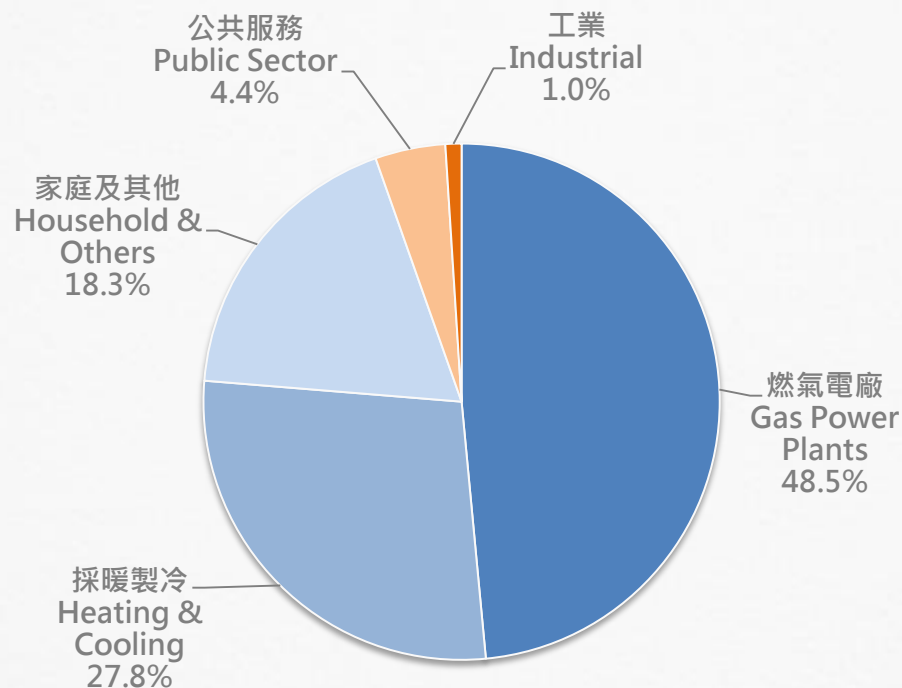


業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

銷售量分析

Analysis of sales volume by user sector



新增用戶數 Number of new subscribers	2017
家庭用戶 Household	272,000
公共服務 Public Sector	6,763
採暖製冷 Heating & Cooling	10,862 t/h

截至2017年12月31日 As at 31 Dec 2017	
累計總用戶數 Number of total subscribers	6,030,000
累計管線總長 Length of total pipelines	20,700 km

業績摘要 – 中石油北京天然氣管道

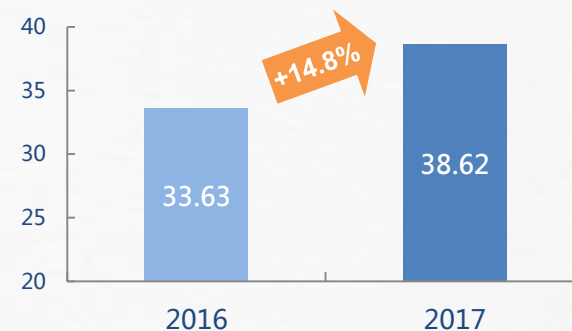
Results Highlights – PetroChina Beijing Pipeline Co.

- 2017年，中石油北京天然氣管道有限公司實現輸氣量386.2億立方米，同比增加14.8%
- PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 38.62 billion cubic meters in 2017, representing a yoy growth of 14.8%
- 受9月1日起實施的跨省管道運輸價格下調影響，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22.8億港元，同比減少18.2%
- Due to the lowered inter-provincial natural gas pipeline transmission tariff effective from 1 Sep 2017, profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$ 2.28 billion, representing a yoy decrease of 18.2%
- 陝京四線於2017年11月投運，有效提升京津冀地區天然氣供應
- SJ Pipeline IV was put into operation in Nov 2017, improving the natural gas supply in the Beijing-Tianjin-Hebei area



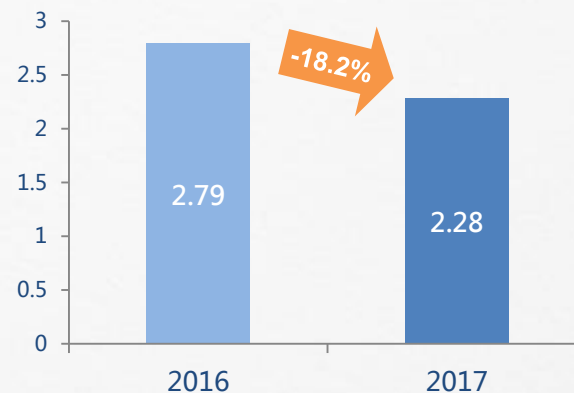
輸氣量 Gas Transmission Volume

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

- 北京燃氣於2017年6月底順利完成對俄羅斯石油公司之上喬項目20%股權的收購
- Beijing Gas successfully completed the acquisition of a 20% stake in VCNG of Rosneft Oil Company at the end of June 2017
- 獲得VCNG未來天然氣產出之優先購買權
- Obtained the right of first refusal to the future natural gas output of VCNG
- 將大幅提升北京燃氣的供應保障能力
- Will greatly enhance the gas supply capacity of Beijing Gas
- 本集團自2017年下半年開始攤佔VCNG之經濟收益，其對本集團實現利潤貢獻4.21億港元
- The Group began to share the economic benefits of VCNG from 2H2017. The profit contribution to the Group amounted to HK\$421 million



業績摘要 – 中國燃氣

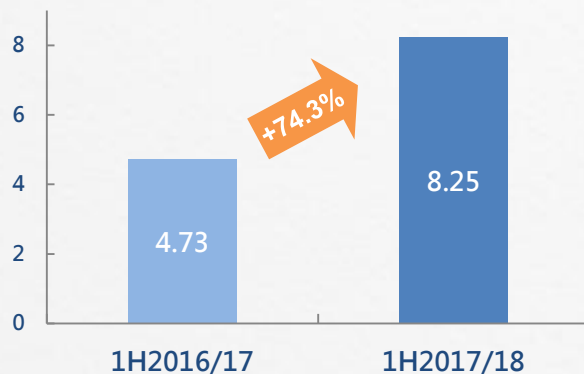
Results Highlights – China Gas

- 中國燃氣2017/18上半財年完成管道燃氣總銷量82.5億立方米，同比增幅為74.3 %
- China Gas achieved a total piped gas sales volume of 8.25 billion cubic meters in 1H2017/18, representing a yoy increase of 74.3 %
- 2017全年對北控實現利潤貢獻約13.9億港元，同比大增136%
- In 2017, profits contributable to the Company achieved HK\$1.39 billion, representing a sharp yoy increase of 136%



銷量 Sales Volume

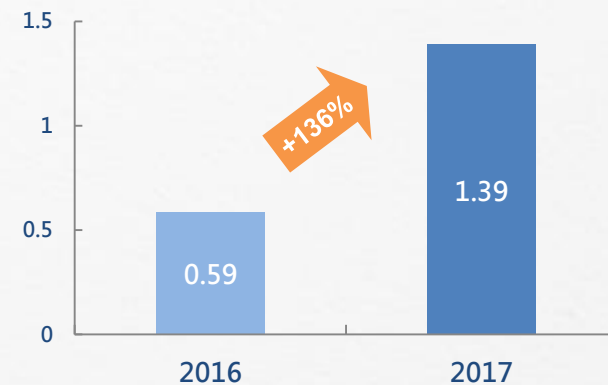
十億立方米 Billion cubic meters



北控應佔溢利

Profit attributable to the Company

十億港元 Billion HKD



業績摘要 – 燕京啤酒

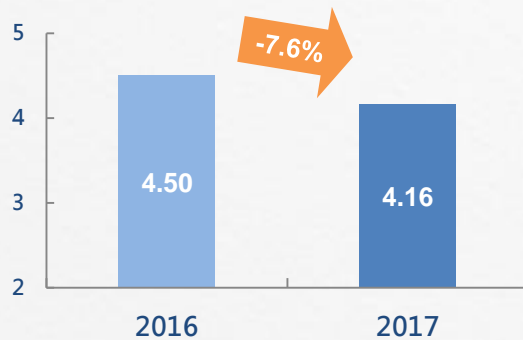
Results Highlights – Yanjing Beer

- 2017年完成銷量416萬千升
- Sales volume reached 4.16 million kilolitres in 2017
- 「1+3」品牌銷量占比92%，燕京主品牌銷量占比74%
- “1+3” brands products account for 92% of the sales volume, Yanjing main brands products account for 74% of the sales volume
- 實現營業收入114.1億港元
- Revenue amounted to HK\$11.41 billion



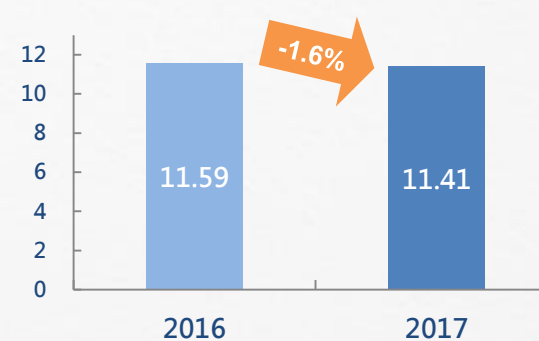
銷量 Sales Volume

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

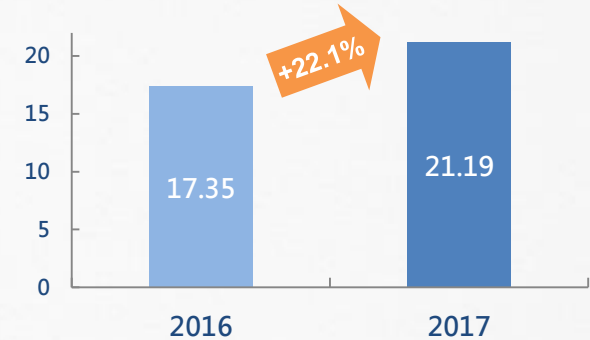
Results Highlights – BE Water

- 2017年北控水務實現營業收入211.9億港元，同比增長22.1%；股東應佔溢利同比上升15.2%至37.2億港元
- BE Water's revenue increased by 22.1% to HK\$21.19 billion in 2017. Profit attributable to shareholders increased by 15.2% to HK\$3.72 billion
- 2017年對北控實現利潤貢獻約16.2億港元，同比增長14.5%
- Profit attributable to the Company amounted to HK\$1.62 billion approximately, representing a yoy increase of 14.5%.



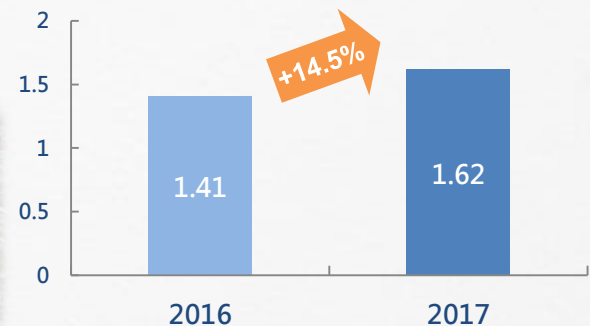
營業收入 Revenue

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 – 固廢處理業務

Results Highlights – Solid Waste Treatment Business

- 2017年，EEW公司之營業收入為48億港元
- In 2017, EEW GmbH recorded a revenue of HK\$ 4.8 billion
- EEW公司期內垃圾處理量約455.3萬噸，銷售電量16.26億千瓦時
- EEW GmbH achieved actual waste treatment volume of 4.553 million tons and sale of electricity of 1.626 billion KWH
- 境內固廢處理板塊完成垃圾處理量約325.3萬噸，完成上網電量8.3億千瓦時
- Domestic solid waste treatment sector completed a waste treatment volume of 3.253 million tons and accomplished on-grid power generation volume of 830 million KWH
- 北控環境集團及北控環保合共實現營業收入13.1億港元、股東應佔利潤1.15億港元
- BE Environment and BEHET altogether recorded a revenue of HK\$ 1.31 billion and profit attributable to shareholders of HK\$ 115 million



議程 Schedule

業務進展 Business Updates

業務進展 – 北京燃氣

Business Updates – Beijing Gas



管線建設 Pipeline Construction

- 延慶區正式通氣，實現全市管道天然氣「區區通」
- With the natural gas pipeline in Yanqing District formally in operation, “natural gas for all districts of the city” connectivity target was achieved



煤改氣項目 Coal-to-gas Conversion Projects

- 農村煤改氣工程覆蓋10個區44個鎮328個村約12.6萬戶
- The coal-to-gas replacement projects in rural areas covered a total of 126,000 households in 328 villages of 44 towns in 10 districts

分佈式能源 Distributed Energy

- 北京城市副中心6號能源站等項目有序推進
- Projects such as Beijing City sub-center No. 6 Energy Station progressed in an orderly manner

服務國家戰略 Support National Strategies

- 參與雄安新區能源規劃編制工作，提供智慧燃氣整體解決方案
- Participated in the preparation of energy planning of Xiong' An New District and provided smart integrated solutions for gas supply

業務進展 – 中國燃氣

Business Updates – China Gas



天然氣業務 Natural Gas Business	截至2017年 9月30日累計數 Accumulated User Number as at 30 Sep 2017
居民用戶 Residential	22,823,770
工業用戶 Industrial	8,512
商業用戶 Commercial	155,423
CNG/LNG 加氣站 CNG/LNG Stations	580

液化石油氣業務 LPG Business	截至2017年 9月30日累計數 Accumulated Number as at 30 Sep 2017
接收碼頭 Receiving Terminals	8
存儲能力 Storage Capacity	300,000 m ³
分銷項目 Distribution Projects	92
銷售門店 Retail Stores	1,100

業務進展 – 燕京啤酒

Business Updates – Yanjing Beer



燕京啤酒主动调整与迎合市場變化，注重提升科技創新能力和產品品質

Yanjing Beer actively adjusted and catered to the market changes, and focused on improving technological innovation capabilities and product quality



加強和完善公司內部管理，貫徹和落實綠色生產理念

Strengthened and improved its internal management, consistently implemented and executed the green production concept



深入進行產品、品牌、市場三大結構調整，構建線上、線下融合的行銷格局

Continued to facilitate the three key structural adjustments in products, brands and market, and set up the integrated online and offline marketing layout



世界品牌實驗室 “2017年中國500最具價值品牌”

“China’ s 500 Most Valuable Brands 2017” by the World Brand Laboratory



業務進展 – 北控水務

Business Updates – BE Water

- 繼續做大做強水處理服務和水環境治理建造服務兩大核心主業，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 water treatment services and construction services for the water environment renovation, and explored new profit growth drivers centering on the segments with resources advantage
- 截至2017年年底，北控水務參與運營中或日後營運之水廠有782座，包括污水處理廠655座、自來水廠112座、再生水處理廠14座及海水淡化廠1座
- As at the end of 2017, BE Water already participated in 782 water plants which are or will be in operation, including 655 sewage treatment plants, 112 water distribution plants, 14 reclaimed water plants and 1 seawater desalination plant
- 每日總設計能力為3,139萬噸，本年度新項目之總設計能力為484萬噸/日
- The total designed capacity was 31.39 million tons/day, and the total designed capacity of new projects for the year was 4.84 million tons/day



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21,975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 21,975 tons/day, and the hazardous waste treatment capacity has reached 115,000 tons/year



- 北控環境旗下具有代表性的海淀生活垃圾焚燒項目於2017年11月進入商業試運行，有效提升北控環境在北京市作為固廢處理行業龍頭企業的整體能力及市場地位
- Haidian household waste incineration project, a representative project of BE Environment, was put into commercial trial operation in November 2017, which improves the overall ability and market status of BE Environment as a leading enterprise in the solid waste treatment industry in Beijing

議程 Schedule

展望 Outlook

展望 – 天燃氣業務

Outlook – Natural Gas Business

天然氣分銷業務 Natural Gas Distribution

煤改氣項目及周邊城鎮燃氣業務
拓展

“Coal-to-gas replacement”
projects and gas business
expansion in surrounding
towns

天然氣業務從保供走向貿易

Natural gas business develops
from safeguarding gas supply
to gas trading

加快LNG接收站儲罐及配套管線
建設

Accelerate the construction of
LNG storage tanks at receiving
terminals and ancillary
pipelines

天然氣輸氣業務 Natural Gas Transmission

陝京四線全面投運后，陝京線管
道整體輸氣能力將進一步擴大以
應付未來的需求，將有效緩解京
津冀地區冬季供氣能力不足問
題，促進北京及華北地區能源結
構優化，有利於該地區大氣污染
治理

After SJ Pipeline IV put into
full operation, the total
transmission capacity of the SJ
Lines will be further expanded
to meet the future demand,
which will effectively alleviate
the winter gas shortage in the
Beijing-Tianjin-Hebei region,
facilitate the optimization of
the energy structure in Beijing
and Northern China, and
promote the air pollution
treatment in the region

中國燃氣 China Gas

加快城市燃氣業務的全國佈局，
大力發展鄉鎮氣代煤業務

Accelerate the nationwide
layout of its city gas business,
double its efforts in
developing “replacement of
coal with gas” business in
towns and villages

加快分佈式能源業務的市場拓展，
加速推進LNG貿易、增值業務、
熱電等諸多新業務發展

Accelerate its market
expansion of distributed
energy business and promote
the development of various
new businesses such as LNG
trading, value-added business
and thermoelectric

展望 – 啤酒業務

Outlook – Beer Business

- 中國啤酒市場的結構調整在繼續穩步推進，中高檔產品的市場占比不斷提高，總體需求結構進一步向碎片化、個性化、多元化方向發展
- The China beer market witnessed a continuous and steady structural adjustment. The overall market share of medium- to high-end products continued to increase, while the overall demand structure was further moving towards the direction of fragmentation, individuation and diversification
- 燕京啤酒將以消費者為導向，全面加強市場建設，構建卓越的質量管理體系
- Yanjing Beer will adhere to consumer-oriented development to strengthen market construction and establish an excellent quality management system
- 依託供給側結構性改革，堅定推進鮮啤戰略及聽啤戰略，著力提高中高檔產品占比
- By leveraging the supply side structural reform, Yanjing Beer will persist to implement its fresh beer strategy and canned beer strategy, and endeavor to increase the market share of medium- to high-end products
- 持續優化品牌結構，明晰燕京全國性品牌定位，對接國際標準，打造國際化的民族品牌
- Continue to optimize the brand structure, distinctively position “Yanjing” as a national brand and build a globalized national brand that is in line with international standards



展望 – 水務及環境業務

Outlook – Water & Environmental Business



- 國家生態文明建設的戰略部署給環保行業帶來了新的機遇
- The strategic deployment of the national ecological civilization construction has brought new opportunities for the environmental protection industry
- PPP模式進入提質階段，能提供整體解決方案和治理技術的公司更加凸顯發展優勢
- PPP model has entered the upgrade phase, and those companies that can provide comprehensive solutions and treatment technologies have further highlighted their development advantages
- 把握政策方向和市場趨勢，通過構建資產管理平臺、運營管理平臺，逐步向輕資產企業轉型
- Grasp the policy direction and market trends, and gradually transform BE Water into a light asset company by building asset management platform and operation management platform
- 加強投資風險管理和技術研發建設，提高項目建設管理水準，以全面提升企業核心競爭力
- Strengthen investment risk management and technology research and development, improve project construction management level, and fully enhance corporate core competitiveness

展望 – 固廢處理業務

Outlook – Solid Waste Treatment Business



隨着城鄉一體化的持續推進，垃圾收運體系的逐步成熟，垃圾處理需求日益增加 With the continuous promotion of urban-rural integration, the waste collection and transfer system is becoming more and more mature and the demand of waste treatment is also increasing gradually

境內項目中有部分運行中的生活垃圾焚燒發電項目正進行技術改造及續建工程，將有助於其面對日益嚴格的環保標準 Some of the domestic household waste incineration power generation projects in operation are undertaking technological transformation and expansion construction, which will enable them to meet the growing environmental standards



加強境內項目與EEW GmbH先進管理和技術的深度融合，提高固廢處理板塊的整體競爭力 Strengthen the in-depth integration of advanced management and technology concept from EEW GmbH into domestic projects, enhance the overall competitiveness of the solid waste treatment segment

議程 Schedule

問答環節 Q&A



謝謝大家！

Thank you!