

INTERIM
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 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

INTERIM
RESULTS
2018

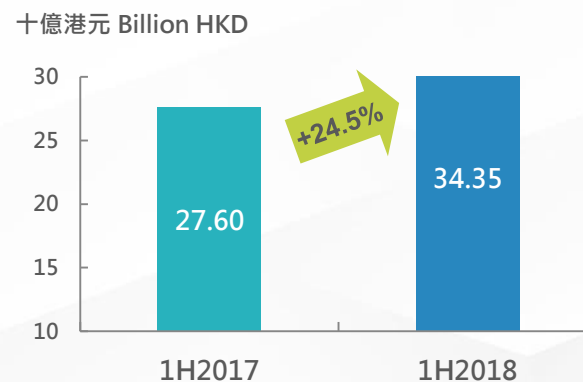


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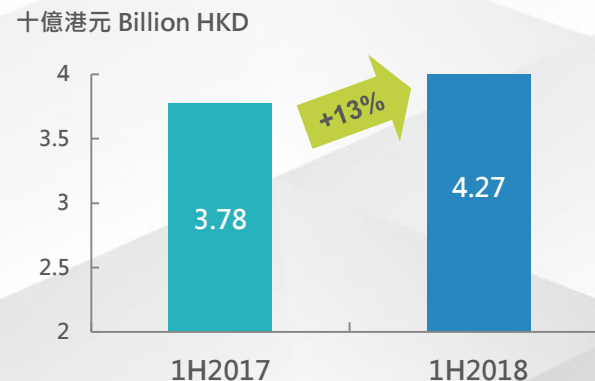
業績摘要 Financial Highlights

- 2018年上半年，北京控股實現營業收入343.5億港元，較去年同期上升24.5%
- During 1H2018, Beijing Enterprises Holdings Ltd (BEHL) achieved a revenue of HK\$34.35 billion, representing an increase of 24.5% over the corresponding period of last year
- 股東應佔溢利達42.67億港元，同比增長13%
- Profit attributable to shareholders amounted to HK\$4.267 billion, representing a yoy increase of 13%
- 每股基本盈利達3.38港元，同比上升13%
- Basic earnings per share amounted to HK\$3.38, representing a yoy increase of 13%
- 董事局建議派發中期股息每股港幣32仙
- The Board of Directors proposed an interim dividend of HK32 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

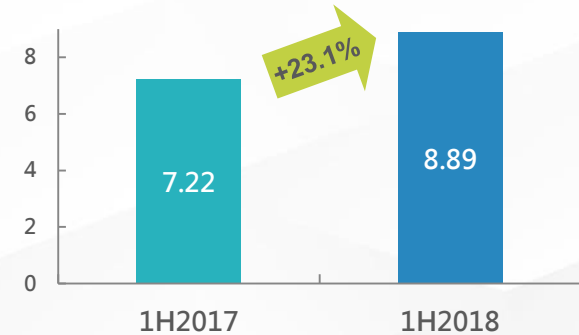
Results Highlights – Beijing Gas

- 2018年上半年，北京燃氣實現天然氣銷售量88.88億立方米，同比上升23.1%
- Beijing Gas recorded a gas sales volume of 8.888 billion cubic meters in 1H2018, representing a yoy increase of 23.1%
- 完成營業收入244.5億港元，同比上升31.3%
- Revenue amounted to HK\$24.45 billion in 1H2018, representing a yoy increase of 31.3%



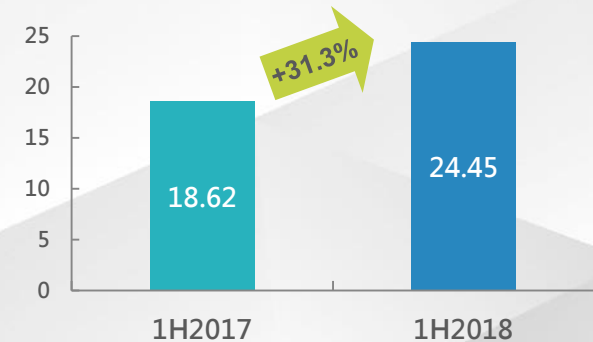
銷量 Sales Volume

十億立方米 Billion cubic meters



營業收入 Revenue

十億港元 Billion HKD

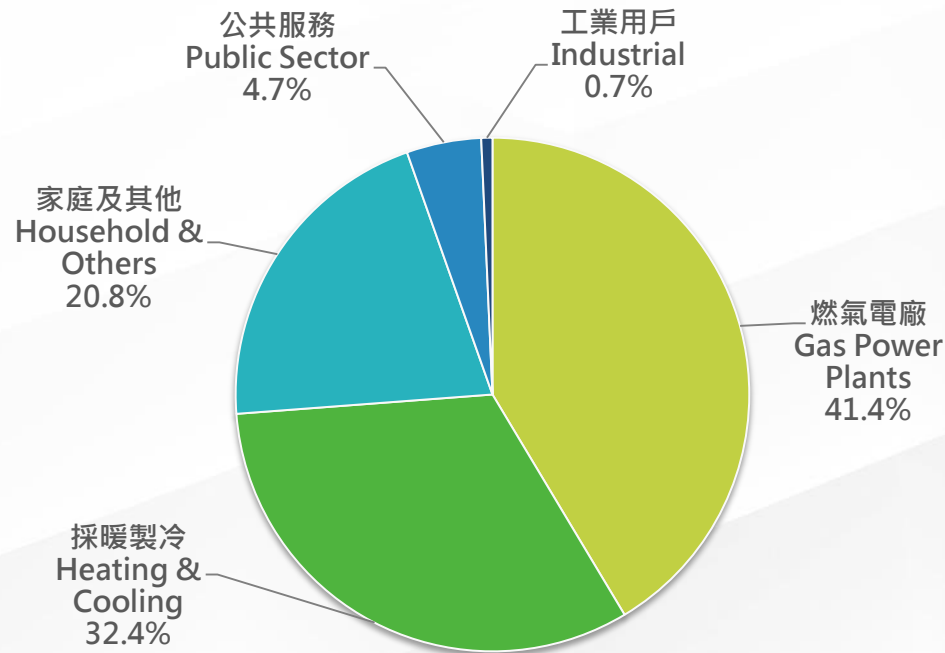


業績摘要 – 北京燃氣

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	1H2018
家庭用戶 Household	71,521
公共服務 Public Sector	3,042
採暖製冷 Heating & Cooling	878 t/h

截至2018年6月30日 As at 30 Jun 2018	
累計總用戶數 Number of total subscribers	6,120,000
累計管線總長 Length of total pipelines	22,300 km

業績摘要 – 中石油北京管道公司

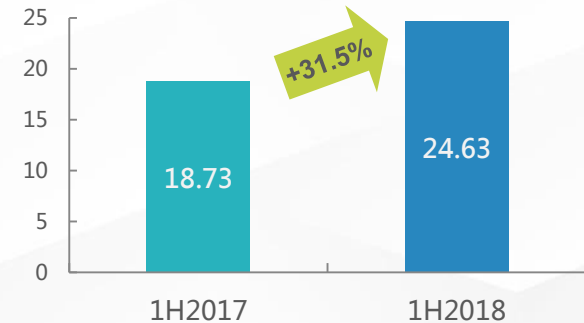
Results Highlights – PetroChina Beijing Pipeline Co.

- 受惠於陝京4線輸氣管道於2017年底正式投產，中石油北京管道公司於2018年上半年實現輸氣量246.3億立方米，同比增長31.5%
- Benefiting from the official operation of the No.4 Shaanxi-Beijing Pipeline at the end of 2017, PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 24.63 billion cubic meters in 1H2018, representing a yoy growth of 31.5%
- 本集團應占中石油北京管道公司除稅後利潤為9.22億港元，同比下降38.2%，主要是受二零一七年九月一日開始實施的天然氣跨省管道運輸價格下調影響
- Profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$922 million in 1H2018, representing a yoy decrease of 38.2%, mainly due to the downward adjustment of the inter-provincial gas pipeline transmission price effective on 1 Sep 2017



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
- 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於二零一八年上半年完成石油銷售403.6萬噸
- VCNG achieved its petroleum sales of 4.036 million tons in 1H2018
- 北京燃氣通過持有20%股權，上半年攤佔VCNG除稅後淨利潤6.35億港元
- Beijing Gas shared a net profit after tax of HK\$635 million through its 20% equity interest in VCNG



業績摘要 – 中國燃氣

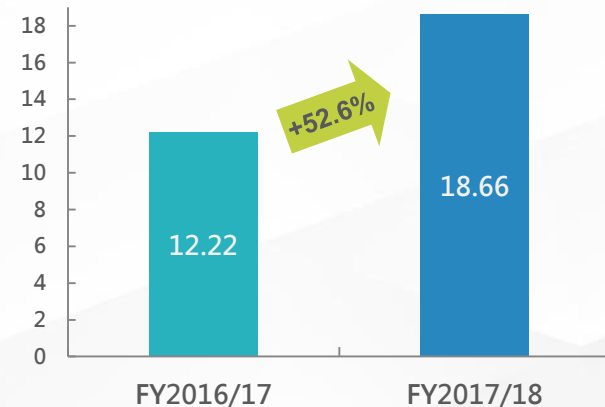
Results Highlights – China Gas

- 中國燃氣2018財政年度完成天然氣銷量186.6億立方米，同比增幅為52.6 %
- China Gas achieved a natural gas sales volume of 18.66 billion cubic meters in the financial year of 2018, representing a yoy increase of 52.6 %
- 2018年上半年對北控實現利潤貢獻約6.6億港元，同比增長18.8%
- In 1H2018, profits contributable to the Company achieved HK\$660 million, representing a yoy increase of 18.8%



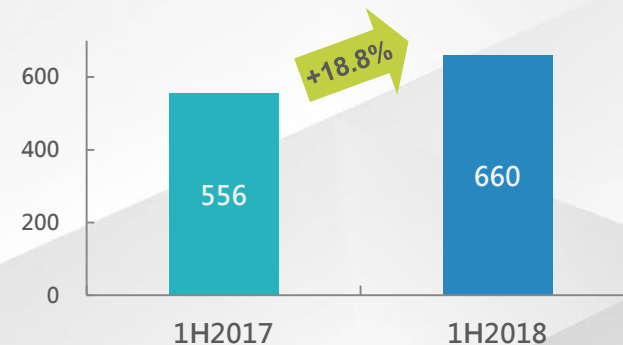
銷量 Sales Volume

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 – 燕京啤酒

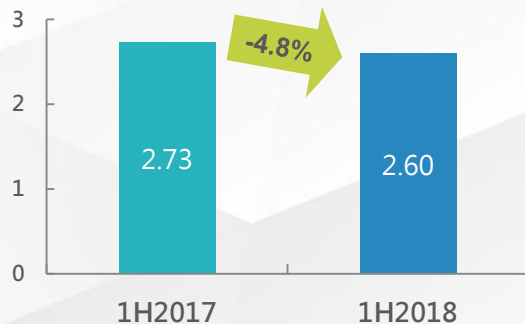
Results Highlights – Yanjing Beer

- 2018年上半年完成銷量260萬千升，同比下降4.8%
- Sales volume reached 2.6 million kilolitres in 1H2018, representing a yoy decrease of 4.8%
- 實現營業收入66.4億港元，同比增加8.9%
- The revenue recorded was HK\$6.64 billion, representing a yoy increase of 8.9%
- 稅前利潤8.1億港元，同比增加6.7%
- Profit before tax was HK\$810 million, representing a yoy increase of 6.7%



銷量 Sales Volume

百萬千升 Million kiloliters



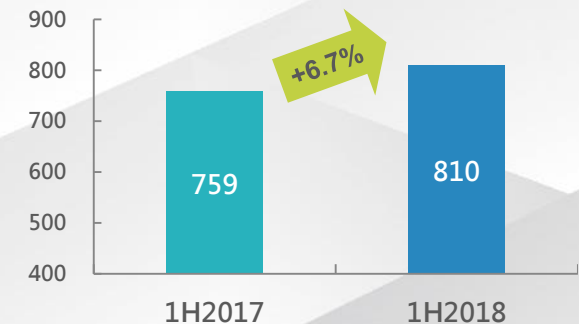
營業收入 Revenue

十億港元 Billion HKD



稅前利潤 Profit Before Tax

百萬港元 Million HKD



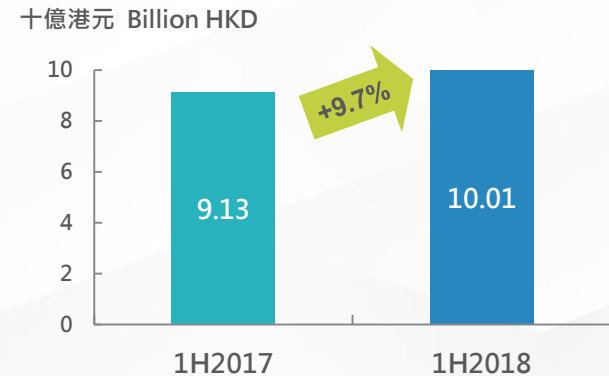
業績摘要 – 北控水務

Results Highlights – BE Water

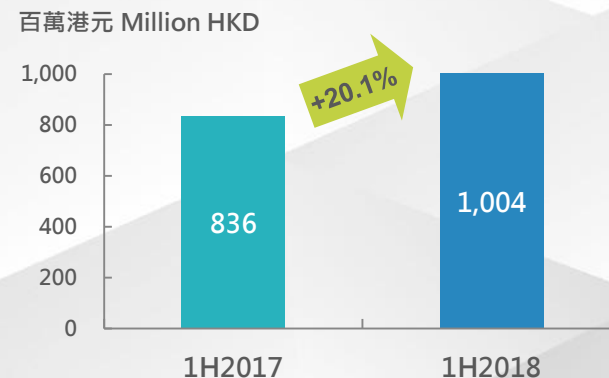
- 2018年上半年水務集團實現營業收入100.1億港元，同比增長9.7%；股東應佔溢利同比上升23.6%至23.7億港元
- BE Water's revenue increased by 9.7% to HK\$10.01 billion in 1H2018. Profit attributable to shareholders increased by 23.6% to HK\$2.37 billion
- 對北控實現利潤貢獻約10億港元，同比增長20.1%
- Profit attributable to the Company amounted to HK\$1 billion approximately, representing a yoy increase of 20.1%.



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

- 2018年上半年，EEW公司之營業收入為25.2億港元，同比增長8.5%。EEW期內垃圾處理量約228.1萬噸，同比增長3.8%；銷售電量8.3億KWH，同比增長5.1%
- In 1H2018, EEW GmbH recorded a revenue of HK\$2.52 billion, representing a yoy increase of 8.5%. EEW GmbH achieved actual waste treatment volume of 2.281 million tons, representing a yoy increase of 3.8%, and sales of electricity of 0.83 billion KWH, representing a yoy increase of 5.1%
- 境內固廢處理板塊2018年上半年完成垃圾處理量208.4萬噸，同比增長30.1%；完成上網電量5.5億千瓦時，同比增長41%
- Domestic solid waste treatment sector completed a waste treatment volume of 2.084 million tons, representing a yoy increase of 30.1%, and it accomplished on-grid power generation volume of 0.55 billion KWH, representing a yoy increase of 41%
- 北控環境和北控環保合共實現營業收入6.9億港元，本集團股東應占利潤6,859萬港元
- BE Environment and BEHET together achieved a total operating revenue of HK\$690 million and profit attributable to the Group of HK\$68.59 million



議程 Schedule

業務進展 Business Updates

INTERIM
RESULTS
2018



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業務進展 – 北京燃氣

Business Updates – Beijing Gas



藍天保衛任務

"Protect Blue Sky" Mission

- 郊區鍋爐煤改氣
- “Coal-to-gas conversion” projects for boilers in suburbs
- 農村煤改氣
- “Coal-to-gas replacement” projects in villages
- 平原地區管道天然氣鎮鎮通
- Piped gas connections for all towns in plain area



加強供應保障

Strengthen Supply Capability

- 強化管網運營
- Strengthen the operations of pipeline networks
- 積極規劃LNG接收站及儲罐設施
- Actively plan for the construction of LNG receiving terminal and storage tanks



推進智能化建設

Promote Intelligent Business Construction

- 編制智能化設備及通訊標準
- Formulated the intelligent facility and communication standard
- 為通州城市副中心、雄安新區提供智慧燃氣規劃方案
- Provided intelligent gas planning solutions for Beijing Tongzhou sub-center and Xiong' an New District

業務進展 – 中國燃氣

Business Updates – China Gas

液化石油氣業務 LPG Business	截至2018年 3月31日累計數 Accumulated Number as at 31 Mar 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
天然氣業務 Natural Gas Business	截至2018年 3月31日累計數 Accumulated User Number as at 31 Mar 2018
居民用戶 Residential	24,570,321
工業用戶 Industrial	9,721
商業用戶 Commercial	168,964
CNG/LNG 加氣站 CNG/LNG Stations	580



業務進展 – 燕京啤酒

Business Updates – Yanjing Beer

堅持以市場整體品質與效益提升為目標

Adhered to the goals of overall market quality and efficiency improvement

重點加強基地市場建設

Focused on enhancing base markets construction

推進產品、市場、品牌三大結構調整

Propelled adjustments in product mix, market mix and brand mix

積極順應中國啤酒消費向年輕化、時尚化、個性化轉變的新趨勢

Followed positively the new trends of being younger, fashionable and personalized in beer consumption in China



業務進展 – 北控水務

Business Updates – BE Water



- 以打造「資產管理與運營管理」雙平臺為戰略目標，從重資產向輕資產模式轉型發展
- Strategically aimed at establishing the dual platforms of “assets management and operational management” and transformed itself from asset intensive to light asset development model
- 繼續做大做強城鎮水務和水環境治理兩大核心主業，並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2018年6月底，北控水務參與運營中或日後營運之水廠有860座，包括污水處理廠704座、自來水廠133座、再生水處理廠21座及海水淡化廠2座
- As at the end of June 2018, BE Water already participated in 860 water plants which are or will be in operation, including 704 sewage treatment plants, 133 water distribution plants, 21 reclaimed water plants and 2 seawater desalination plants
- 每日總設計能力為3,404萬噸，期內每日设计能力净增加265萬噸
- The total design capacity was 34.04 million tons/day, and the net increase in daily design capacity during the period was 2.65 million tons

業務進展 – 固廢處理業務

Business Updates – Solid Waste Treatment Business

- 北控環境旗下具有代表性的海淀生活垃圾焚燒項目已進入商業運營，開始體現穩定的經營利潤
- The signature Haidian Domestic Waste Incineration Project of BE Environment has entered into commercial operation and began to generate stable operating profit
- 本集團境內項目與EEW GmbH深度開展技術、管理方面的培訓交流，整體經濟效益穩步增長
- The Group's domestic projects conducted in-depth training and communication on technology and management with EEW GmbH and its overall economic efficiency increased in a stable manner
- 於2018年6月30日，本集團固廢處理業務板塊之垃圾焚燒發電處理規模達24,768噸/日
- The solid waste treatment business segment of the Group achieved a waste incineration power generation treatment capacity of 24,768 tons/day as at 30 June 2018



議程 Schedule

展望 Outlook

INTERIM
RESULTS
2018



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展望 – 天然氣業務

Outlook – Natural Gas Business



•堅持全產業鏈的發展戰略，逐漸形成上下游一體化運營的發展模式

•Insist on the whole industry chain development strategy to gradually form an up and downstream integrated development model

•做好城市天然氣供應保障、堅持推進煤改氣項目

•Provide sound natural gas supply to the municipality and continuously promote coal-to gas projects

•繼續開展智能管網建設，形成智能化的建設標準體系

•Continue to carry out the intelligent pipeline network construction to form an intelligent construction standard system

•進一步拓展分佈式能源市場，全力提升CNG、LNG市場佔有率

•Further expand the distributed energy market, fully strengthen CNG and LNG market shares

•積極推進LNG接收站和儲罐設施建設的籌備工作

•Actively promote the preparation works of the LNG receiving terminal construction

展望 – 啤酒業務

Outlook – Beer Business

- 重點加強卓越質量管理體系建設，對標行業國際標準持續改進
- Emphasize the construction of premier quality management system and make improvements by imitating industry international standards
- 重點加強營銷模式創新，強化基地市場建設，鞏固主導產品的市場份額
- Focus on reinforcing innovativeness in marketing models, intensify base markets construction and consolidate the market shares of the main products
- 重點加強產品創新，順應消費結構升級著力中高端市場
- Focus on strengthening product innovation, follow the consumption mix upgrading trend, focus on mid-to-high end markets
- 提升品牌影響力，擴大產品認知度，促進產品結構優化，提高供給質量
- Promote brand influence and enlarge the wider recognition of products to facilitate product mix optimization and enhance quality supply



展望 – 水務及環境業務

Outlook – Water & Environmental Business



- 緊緊圍繞雙平台戰略，以領先的專業化水務環境綜合服務商為定位
- Focus on the dual-platform strategy, positioning itself as a leading professional integrated service provider in water environment
- 提升內外部資源整合能力，促進主業務及新興業務快速發展
- Enhance the integration ability of internal and external resources and promote the rapid development of the principal businesses and emerging businesses
- 加強現金流與融資管理以改善資金效率，強化技術服務以適應業務發展需求，完善項目管理制度并加強項目安全檢查
- Strengthen cash flow and financing management to improve capital efficiency, enhance technical services to meet business development needs, improve project management systems and strengthen project safety inspections
- 致力實現智慧化平臺的基本建立，努力向卓越運營邁進
- Strive to achieve the basic set up of an intelligent platform and endeavor for operational excellence

展望 – 固廢處理業務

Outlook – Solid Waste Treatment Business

- 加快吸收和轉化EEW GmbH的運營管理經驗
- Accelerate the assimilation and conversion of the operational management experience of EEW GmbH

- 確保在建中項目的工程安全和質量，提升運營中項目的經濟效益和社會效益
- Ensure the security and quality of the projects under construction and enhance both economic and social efficiency of the projects in operation



- 嚴格控制生產安全和環保排放等經營風險
- Strictly control the operational risks such as production safety and environmental emissions

- 繼續推進建立大數據運營管理體系，全力強化本集團固廢處理板塊的整體市場競爭力
- Keep on propelling the establishment of big data operational management system to comprehensively strengthen the overall market competition of the Group' s solid waste treatment segment

議程 Schedule

問答環節 Q&A

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RESULTS
2018



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謝謝大家！
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2018



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