

BEIJING ENTERPRISES HOLDINGS LIMITED

INTERIM RESULTS 2019



北京控股有限公司
BEIJING ENTERPRISES HOLDINGS LIMITED

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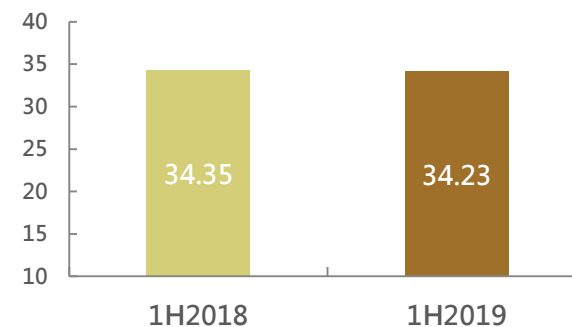
業績摘要 Financial Highlights

業績摘要 Financial Highlights

- 2019年上半年，北京控股實現營業收入342.3億港元，較去年同期基本持平
- During 1H2019, Beijing Enterprises Holdings Ltd (BEHL) achieved a revenue of HK\$34.23 billion, which was basically unchanged as compared with that of the corresponding period in last year
- 股東應佔溢利達47.5億港元，同比增長11.2%
- Profit attributable to shareholders amounted to HK\$4.75 billion, representing a yoy increase of 11.2%
- 每股基本盈利達3.76港元，同比上升11.2%
- Basic earnings per share amounted to HK\$3.76, representing a yoy increase of 11.2%
- 董事局宣派中期股息每股港幣40仙
- The Board of Directors declared an interim dividend of HK40 cents per share

營業收入 Revenue

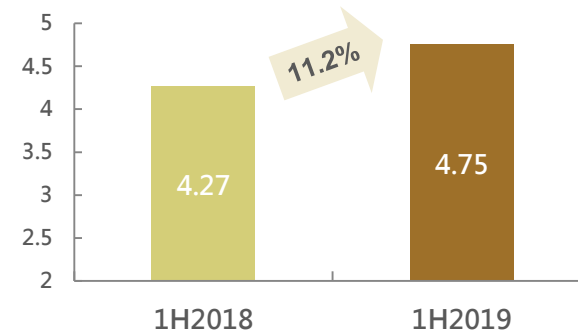
十億港元 Billion HKD



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

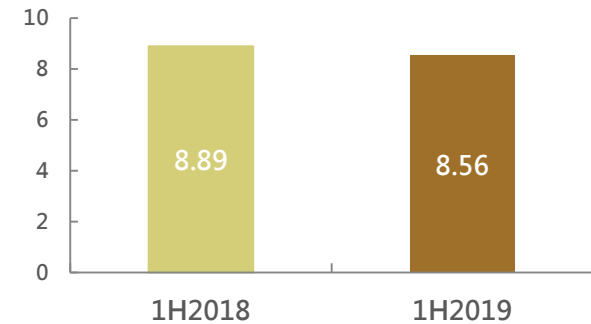
Results Highlights – Beijing Gas

- 2019年上半年，北京燃氣實現天然氣銷售量85.62億立方米，同比下降3.7%，主要是受暖冬因素影響，以致採暖板塊售氣量下降
- Beijing Gas recorded a gas sales volume of 8.56 billion cubic meters in 1H2019, representing a yoy decrease of 3.7%, which was mainly due to a decrease in the gas sales volume of the heating segment resulting from the effect of warmer winter
- 完成營業收入242.5億港元，主營業務本公司股東應占利潤（包括天然氣分銷業務、輸氣業務及俄油VCNG項目）達30.1億港元
- Revenue amounted to HK\$24.25 billion in 1H2019, profit from principal businesses attributable to shareholders of the Company (including natural gas distribution business, natural gas transmission business and VCNG of Rosneft) was HK\$3.01 billion



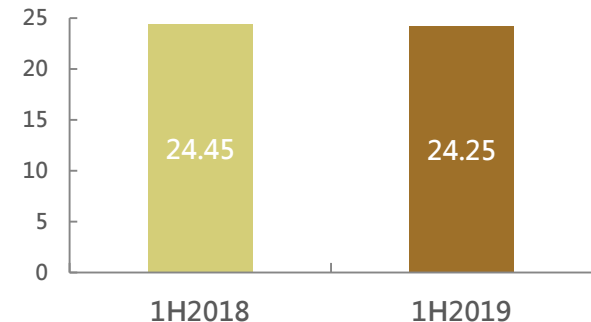
銷量 Sales Volume

十億立方米 Billion cubic meters



營業收入 Revenue

十億港元 Billion HKD

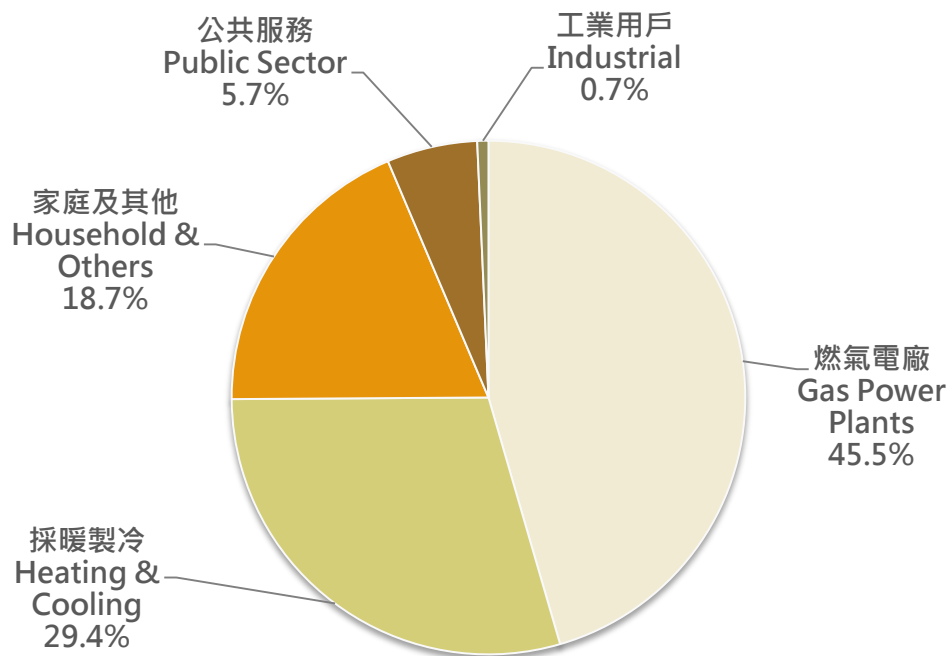


業績摘要 – 北京燃氣

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	1H2019
家庭用戶 Household	59,000
公共服務 Public Sector	3,208
採暖鍋爐 Heating Boiler	427 t/h

截至2019年6月30日 As at 30 Jun 2019	
累計總用戶數 Number of total subscribers	6,310,000
累計管線總長 Length of total pipelines	23,800 km

業績摘要 – 中石油北京管道公司

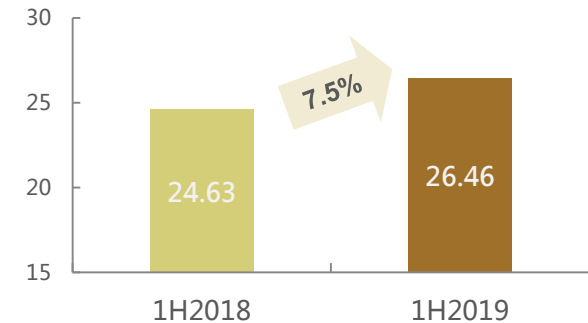
Results Highlights – PetroChina Beijing Pipeline Co.

- 中石油北京管道公司於2019年上半年實現輸氣量264.6億立方米，同比增長7.5%
- PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 26.46 billion cubic meters in 1H2019, representing a yoy growth of 7.5%
- 本集團應占中石油北京管道公司除稅後利潤為10.8億港元，同比上升16.8%
- Profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$1.08 billion in 1H2019, representing a yoy increase of 16.8%



輸氣量 Gas Transmission Volume

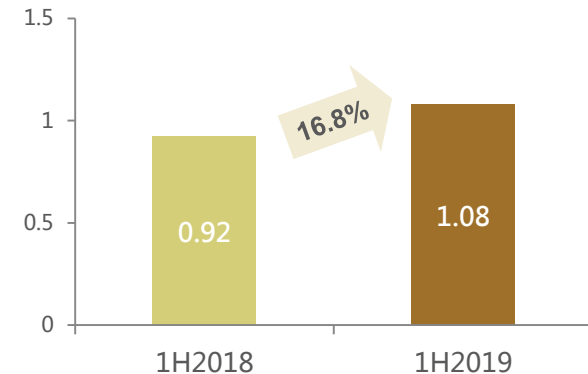
十億立方米 Billion cubic meters



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

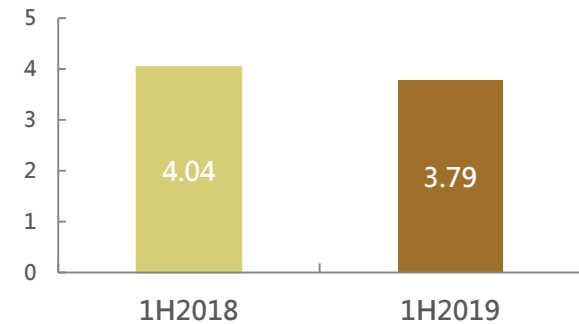
Results Highlights – VCNG of Rosneft

- VCNG於2019年上半年完成石油銷售379萬噸
- VCNG achieved its petroleum sales of 3.79 million tons in 1H2019
- 北京燃氣通過持有20%股權，上半年攤佔VCNG除稅後淨利潤5.5億港元
- Beijing Gas shared a net profit after tax of HK\$550 million through its 20% equity interest in VCNG



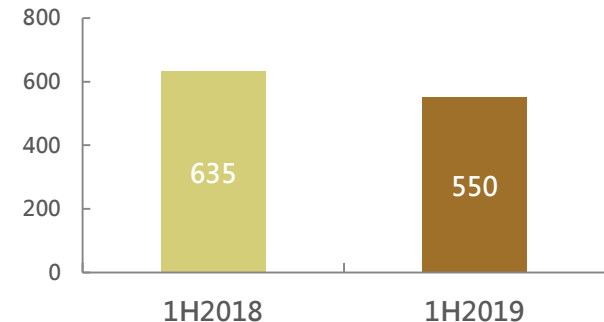
銷量 Sales Volume

百萬噸 Million Tons



Profit Attributable to the Company

百萬港元 Million HKD



業績摘要 – 中國燃氣

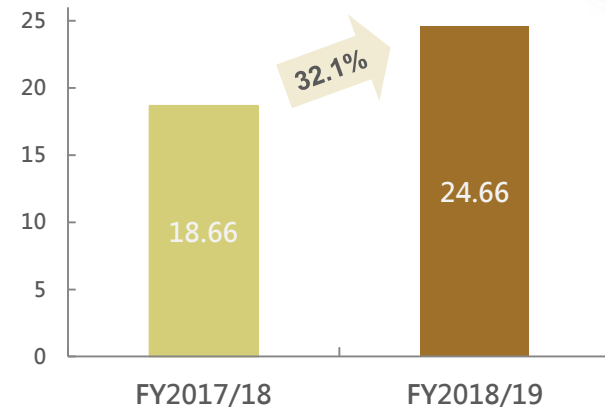
Results Highlights – China Gas

- 中國燃氣2019財政年度完成天然氣銷量246.6億立方米，同比增幅為32.1%
- China Gas achieved a natural gas sales volume of 24.66 billion cubic meters in the financial year of 2019, representing a yoy increase of 32.1 %
- 2019年上半年對北控實現利潤貢獻約9.64億港元，同比增長46%
- In 1H2019, profits contributable to the Company achieved HK\$964 million, representing a yoy increase of 46%



銷量 Sales Volume

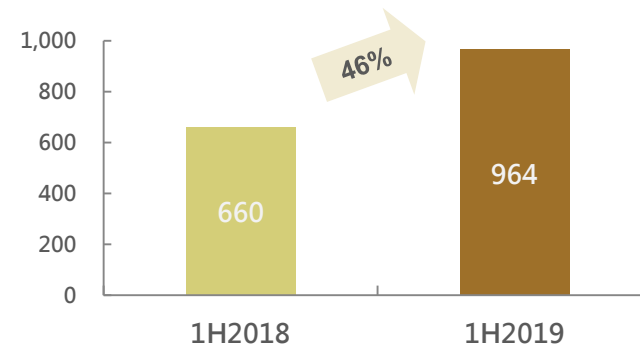
十億立方米 Billion cubic meters



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

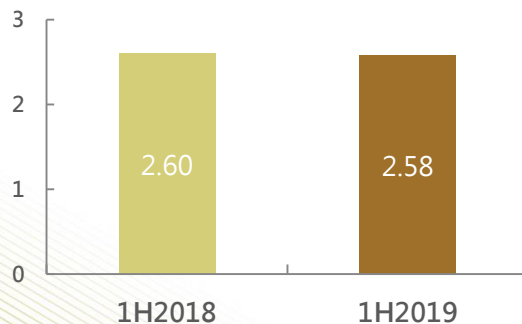
Results Highlights – Yanjing Brewery

- 2019年上半年完成銷量258萬千升
- Sales volume reached 2.58 million kilolitres in 1H2019
- 燕京有限實現營業收入65.3億港元，稅前利潤7.53億港元
- Yanjing Ltd recorded a revenue of HK\$6.53 billion; profit before tax was HK\$753 million



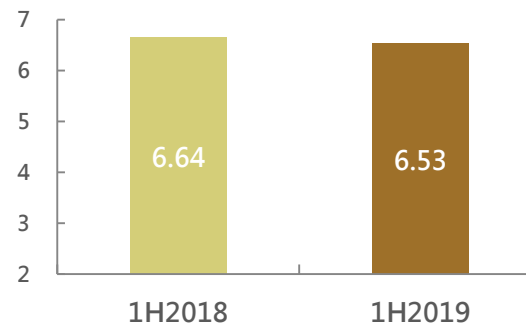
銷量 Sales Volume

百萬千升 Million kiloliters



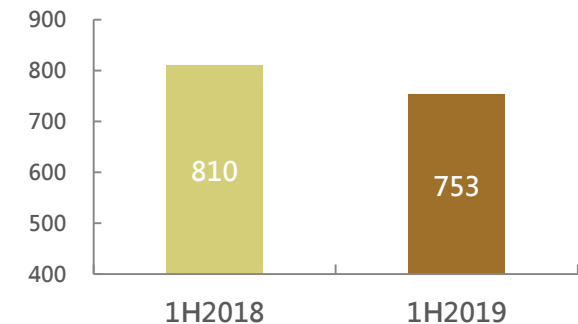
營業收入 Revenue

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

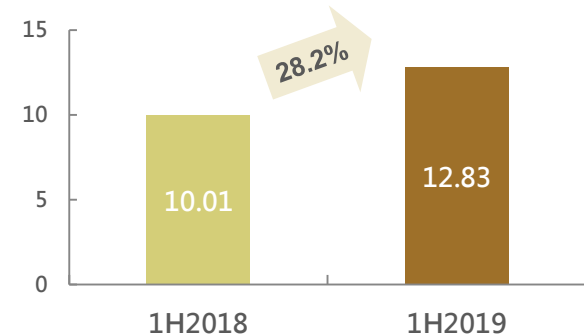
Results Highlights – BE Water

- 2019年上半年水務集團實現營業收入128.3億港元，同比增長28.2%；股東應佔溢利同比上升17.1%至27.7億港元
- BE Water's revenue increased by 28.2% to HK\$12.83 billion in 1H2019. Profit attributable to shareholders increased by 17.1% to HK\$2.77 billion
- 對北控實現利潤貢獻約11.4億港元，同比增長13.6%
- Profit attributable to the Company amounted to HK\$1.14 billion approximately, representing a yoy increase of 13.6%



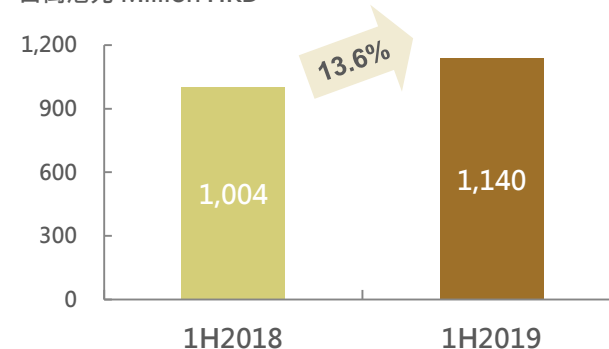
營業收入 Revenue

十億港元 Billion HKD



北控應佔溢利 Profit attributable to the Company

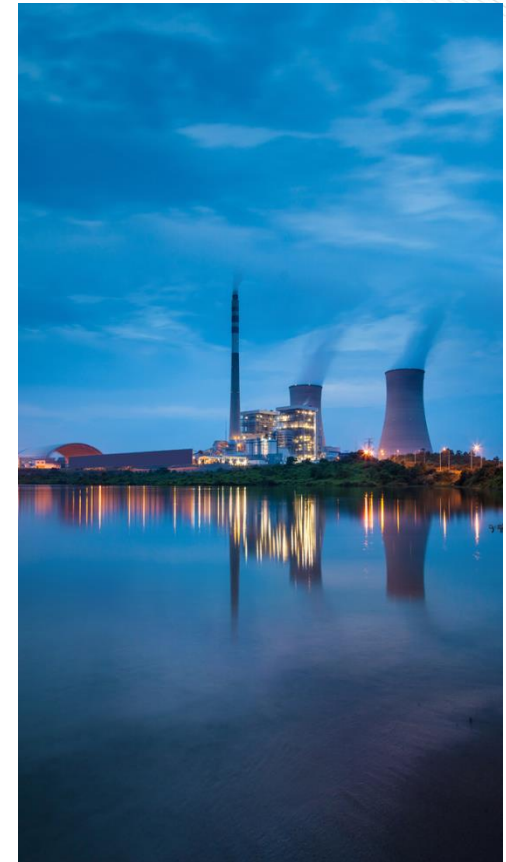
百萬港元 Million HKD



業績摘要 – 固廢處理業務

Results Highlights – Solid Waste Treatment Business

- 2019年上半年，EEW公司之營業收入為26.1億港元，同比增長3.7%。EEW期內垃圾處理量約229.2萬噸，同比增長0.5%；銷售電量8.44億KWH，同比增長1.7%
- In 1H2019, EEW GmbH recorded a revenue of HK\$2.61 billion, representing a yoy increase of 3.7%. EEW GmbH achieved actual waste treatment volume of 2.292 million tons, representing a yoy increase of 0.5%, and sales of electricity of 844 million KWH, representing a yoy increase of 1.7%
- 境內固廢處理板塊2019年上半年完成垃圾處理量213.6萬噸，同比增長2.5%；完成上網電量5.96億千瓦時，同比增長8.4%
- Domestic solid waste treatment sector completed a waste treatment volume of 2.136 million tons, representing a yoy increase of 2.5%, and it accomplished on-grid power generation volume of 596 million KWH, representing a yoy increase of 8.4%
- 北控環境和北控環保合共實現營業收入7.91億港元，本集團股東應占利潤0.49億港元
- BE Environment and BEHET together achieved a total operating revenue of HK\$791 million and profit attributable to the Group of HK\$49 million



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業務進展 Business Updates

業務進展 – 北京燃氣

Business Updates – Beijing Gas

京內：加快接收管道燃氣資產以擴大北京市場佔有率

Inside Beijing: accelerating the takeover of the piped gas assets to expand its market share in Beijing

加速供氣保障體系的建成
Accelerated the establishment of the gas supply security system

下游市場：繼續做好管網運行管理，持續推進北京城市副中心智慧燃氣、環球影城能源中心等項目的建設

Downstream Market: kept making efforts in pipeline network operation management and continued to propel the construction of several projects such as intelligence gas project of Beijing sub-center, energy center project of Universal Studio

京外：積極參與雄安新區燃氣市場建設

Outside Beijing: proactively participated in the construction of the gas market at 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2019年 3月31日累計數 Accumulated Number as at 31 Mar 2019
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2019年 3月31日累計數 Accumulated User Number as at 31 Mar 2019
居民用戶 Residential	29,678,157
工業用戶 Industrial	12,407
商業用戶 Commercial	199,637
CNG/LNG 加氣站 CNG/LNG Stations	575

業務進展 – 燕京啤酒

Business Updates – Yanjing Brewery

- 全面加強市場建設，推動市場管理向精細化轉變
- Comprehensively enhanced its market construction measures and propelled the refined transformation of market management
- 優化產品結構提升盈利能力
- Optimizing its product structure to improve profitability
- 加強品牌宣傳，依託「中國足協杯」、北京冬奧會以及2019年籃球世界盃等賽事贊助權益，開發相關主題新產品，豐富燕京品牌內涵
- Strengthened its brand promotion, developed new products of related themes by leveraging on sponsorship rights of the “CFA Cup”, the Beijing Winter Olympics and the Basketball World Cup 2019 and so on to enrich the content of Yanjing brand

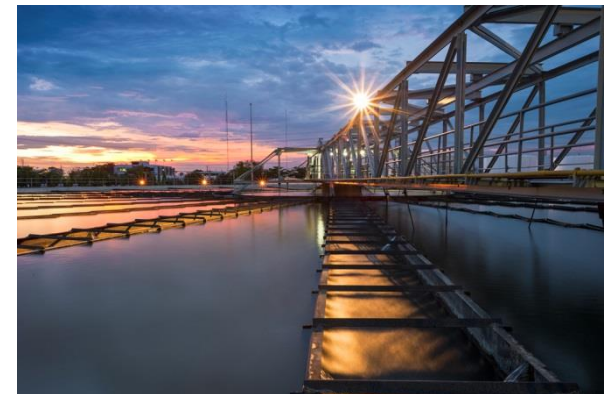


業務進展 – 北控水務

Business Updates – BE Water



- 與三峽集團開展戰略合作，成功拓展長江流域生態環保市場
 - Conducted strategic corporation with the China Three Gorges Corporation and had successfully expanded the ecological and environmental protection market in the Yangtze River basin
 - 與多方共同設立長江綠色發展投資基金
 - Jointly established the Yangtze River Green Development Investment Fund with several parties
 - 有效提升存量資產品質，推進智慧水務運營的數字化升級
 - Effectively improved the quality of existing assets and promoted the digital upgrading of Smart Water operation
-
- 截至2019年6月底，北控水務參與運營中或日後營運之水廠有1,047座，包括污水處理廠875座、自來水廠140座、再生水處理廠30座及海水淡化廠2座
 - As at the end of June 2019, BE Water already participated in 1,047 water plants which are or will be in operation, including 875 sewage treatment plants, 140 water distribution plants, 30 reclaimed water plants and 2 seawater desalination plants
 - 每日總設計能力為3,776萬噸，期內每日设计能力净增加93.7萬噸
 - The total design capacity was 37.76 million tons/day, and the net increase in daily design capacity during the period was 0.937 million tons



業務進展 – 固廢處理業務

Business Updates – Solid Waste Treatment Business



固廢處理業務板塊之垃圾焚燒發電處理規模達26,932噸/日The solid waste treatment business segment reached a waste incineration and power generation integrated treatment capacity of 26,932 tons/day

境內項目積極探索技術改造並實施擴建工程，以面對新的環保及排放標準

Active efforts have been made to explore technological innovation and carry out expansion work for domestic projects so as to cope with new environmental protection and emission standards

進一步規範戰略管控、資源整合及專業化管理力度，促進技術、人才、管理等方面的交流以及文化融合

Further standardized the strategic control, resources integration and professional management intensity to promote the technology, personal, and management exchange as well as cultural integration



議程 Schedule

展望 Outlook

展望 – 天然氣業務

Outlook – Natural Gas Business

- 將持續優化營商環境，提高北京地區用戶發展效率
- Continue to optimize the business environment to increase subscriber development efficiency in Beijing



- 積極參與雄安新區智慧能源建設
- Proactively participate in the intelligence energy construction of Xiong' an New District

- 加快唐山LNG接收站擴建項目建設
- Accelerate the construction of the Tangshan LNG receiving terminal expansion project

展望 – 啤酒業務

Outlook – Beer Business

- 啤酒行業競爭升級、消費者需求多元化
- Intensified competition in the beer industry and diversified consumer demand
- 燕京啤酒重點抓好市場結構調整、產品結構調整、品牌結構調整和管理創新
- Yanjing Brewery will focus on market structure adjustment, product structure adjustment, brand structure adjustment and management innovation



- 努力實現產品升級、市場升級和管理升級
- Strive to realize product upgrade, market upgrade and management upgrade
- 提升品牌影響力，提高市場競爭力
- Enhance its brand influence and strengthen its market competitiveness

展望 – 水務及環境業務

Outlook – Water & Environmental Business

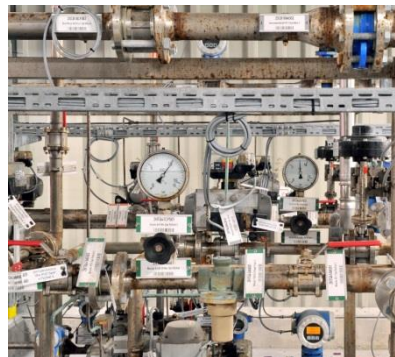
- 牢牢把握輕資產戰略轉型，依據全面創新和生態戰略，以綜合性、全產業鏈、領先的專業化水務環境綜合服務商為戰略定位，促進主營業務及新興業務快速穩健發展
- Endeavour to grasp a strategic move heading towards an asset-light enterprise, and drive the growth of both core and emerging businesses according to its comprehensive innovative and ecological strategies by capitalising on its strategic position as an integrated, leading and professional water environment comprehensive service provider that offers services across the industry chain
- 優化市場選擇、資源配置、現金流管理、運營能力建設，繼續做大做強市政水務和水環境綜合治理兩大核心主業
- Expand and strengthen the two core businesses of urban water business and comprehensive water environment treatment through optimized market choice, resources allocation, cash flow management and operating capacity building



展望 – 固廢處理業務

Outlook – Solid Waste Treatment Business

- 強化境內項目的運營管理能力
- Improve the operation and management ability of domestic projects
- 嚴格控制生產成本，確保項目收益水平實現穩步增長
- Strictly control production cost to ensure a steady increase of project income level
- 整體提升固廢處理業務板塊的市場競爭力
- Improve its market competitiveness of the solid waste treatment business overall
- 加快對EEW GmbH的先進運營管理經驗的吸收、引進，促進成果轉化
- Accelerate the absorption and introduction of the advanced operation management experience of EEW GmbH and promote the transformation of its achievements



議程 Schedule

問答環節 Q&A

謝謝大家！
Thank you!