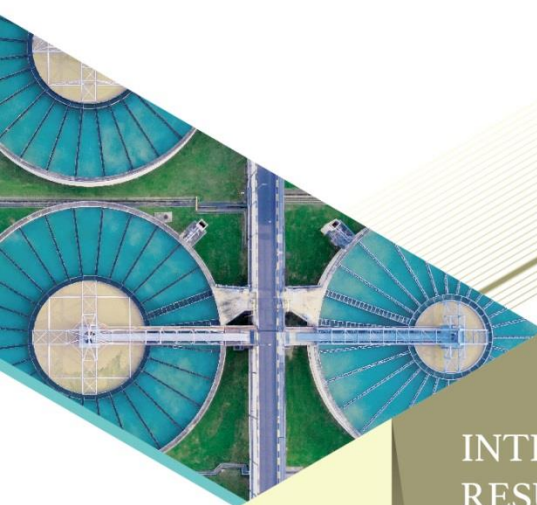




北京控股有限公司  
BEIJING ENTERPRISES HOLDINGS LIMITED



INTERIM  
RESULTS  
—  
2020

# BEIJING ENTERPRISES HOLDINGS LIMITED

Stock Code : 392



# 攜手戰疫 保障民生

## Fought against the pandemic and safeguard livelihood



- 排查燃气设施的安全隐患，保障首都平稳供气
- Investigate the safety hazards of gas facilities to ensure the stable gas supply to the Capital City



- 做好污水处理和安全供水，保障水质安全和员工健康安全
- Ensure sewage treatment and water supply safety, safeguard water quality as well as the health and safety of employees



- 加强疫情相关医疗废物的收治，确保安全处置，同时保障工作人员的健康安全
- Strengthen the collection and treatment of epidemic-related medical waste to ensure safe disposal, while ensuring the health and safety of staff



# 議程 Schedule

業績摘要及業務進展

Financial Highlights & Business Updates

展望

Outlook

問答環節

Q&A



INTERIM  
RESULTS  
2020

# 議程 Schedule

## 業績摘要及業務進展 Financial Highlights & Business Updates

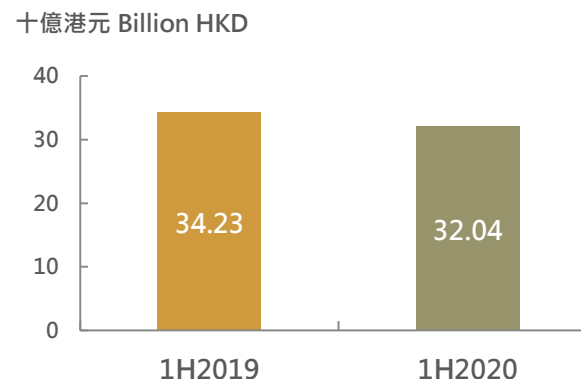
A decorative collage of images including beer bottles, industrial machinery, and a worker in a hard hat, arranged in a geometric pattern.

INTERIM  
RESULTS  
2020

# 業績摘要 Financial Highlights

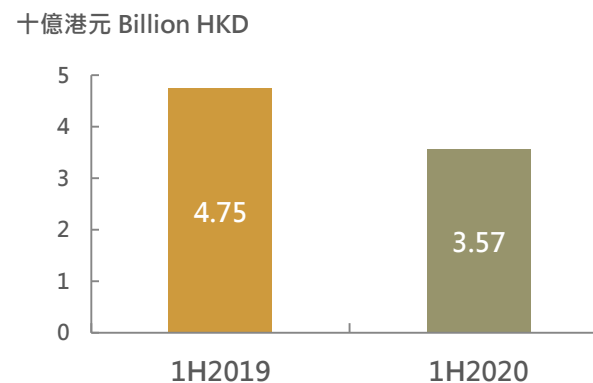
- 2020年上半年，北京控股實現營業收入320.4億港元，同比減少6.4%，主要是受人民幣同比貶值約4.5%的影響
- During 1H2020, Beijing Enterprises Holdings Ltd (BEHL) achieved a revenue of HK\$32.04 billion, representing a yoy decrease of 6.4%, mainly due to the RMB depreciation of around 4.5% compared to the same period of last year
- 股東應佔溢利達35.7億港元，同比減少24.8%
- Profit attributable to shareholders amounted to HK\$3.57 billion, representing a yoy decrease of 24.8%
- 每股基本盈利達2.83港元，同比減少24.8%
- Basic earnings per share amounted to HK\$2.83, representing a yoy decrease of 24.8%
- 董事局宣派中期股息每股港幣40仙，同比持平
- The Board of Directors declared an interim dividend of HK40 cents per share, which remains unchanged from the same period of last year

## 營業收入 Revenue



## 北控應佔溢利

### Profit attributable to the Company



# 業績摘要 – 北京燃氣

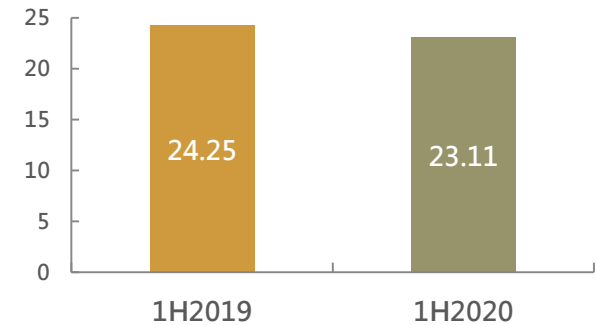
## Results Highlights – Beijing Gas

- 北京燃气上半年完成營業收入231.1億港元
- Revenue of Beijing Gas amounted to HK\$23.11 billion in 1H2020
- 北京燃氣合併外埠子公司完成總售氣量89.5億立方米；受新冠疫情和採暖季延長等綜合因素影響，北京市域內的天然氣銷售量為85.8億立方米，同比持平
- In 1H2020, Beijing Gas accomplished an aggregate gas sales volume of 8.95 billion cubic meters after combining with that of the subsidiaries outside Beijing. Affected by the combining issues of the COVID-19 and the extension of the heating period, the gas sales volume accomplished inside Beijing amounted to 8.58 billion cubic meters, which remained flat compared with the same period of last year



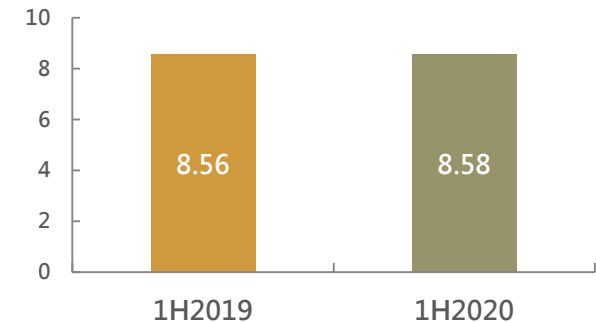
### 營業收入 Revenue

十億港元 Billion HKD



### 銷量 Sales Volume

十億立方米 Billion cubic meters

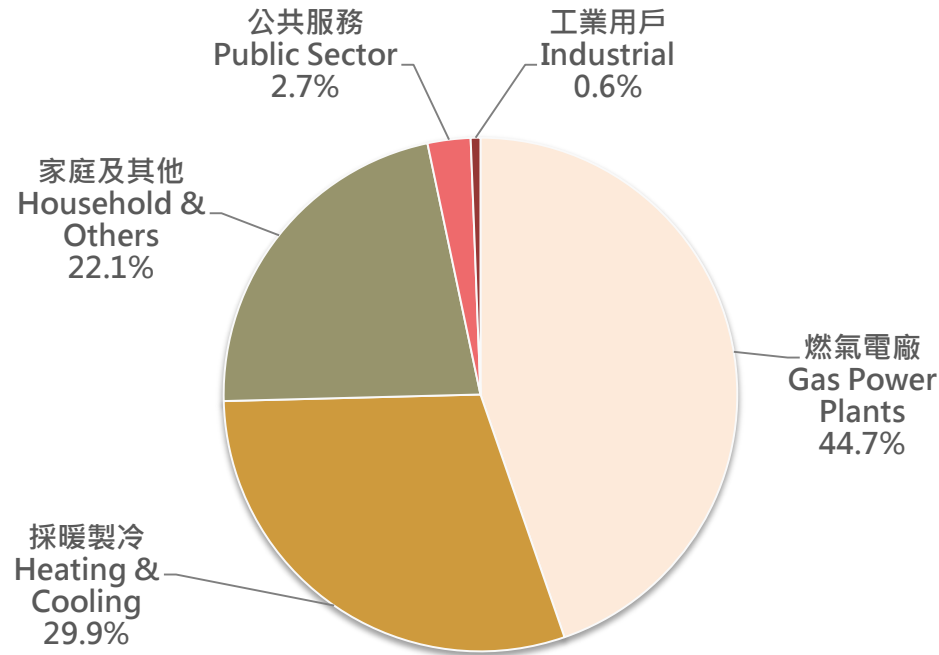


# 業績摘要 – 北京燃氣

## 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	1H2020
家庭用戶 Household	31,000
公共服務 Public Sector	1,063
採暖鍋爐 Heating Boiler	606 t/h

截至2020年6月30日 As at 30 Jun 2020	
累計總用戶數 Number of total subscribers	6,459,100
累計管線總長 Length of total pipelines	24,600 km



# 業務進展 – 北京燃氣

## Business Updates – Beijing Gas

- 積極落實各項安保和應急工作，高质量完成疫情期間北京市政府的重點供氣工程
- Proactively implemented all the works relating to security and emergency, and it completed the key gas supply work projects assigned by the Beijing municipal government during the epidemic with high quality



- 與上游積極對接落實氣源，有效應對延長供暖服務和強降雪降溫天氣，確保了首都天然氣穩定供應
- Collaborate with upstream enterprises to secure gas supply sources to cope with the extension of heating period and the heavily snowing and freezing weather, and ensured the stable supply of natural gas for the capital city

- 加快推進基礎設施重點工程，其中天津南港LNG項目和唐山LNG應急儲備項目的施工工程有序開展
- Accelerated the construction of its major projects, including the orderly development of the construction works of the LNG project in Nangang, Tianjin and the LNG emergency reserve project in Tangshan





# 業績摘要 – 中石油北京管道公司

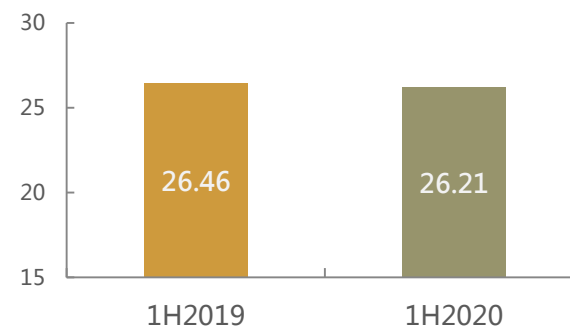
## Results Highlights – PetroChina Beijing Pipeline Co.

- 中石油北京管道公司於2020年上半年實現輸氣量262.1億立方米，同比略降0.9%
- PetroChina Beijing Pipeline Co. recorded a gas transmission volume of 26.21 billion cubic meters in 1H2020, representing a slight decrease of 0.9% yoy
- 本集團應占中石油北京管道公司除稅後利潤為9.54億港元，同比減少11.4%
- Profit attributable to the Group from PetroChina Beijing Pipeline Co. was HK\$954 million, representing a yoy decrease of 11.4%



### 輸氣量 Gas Transmission Volume

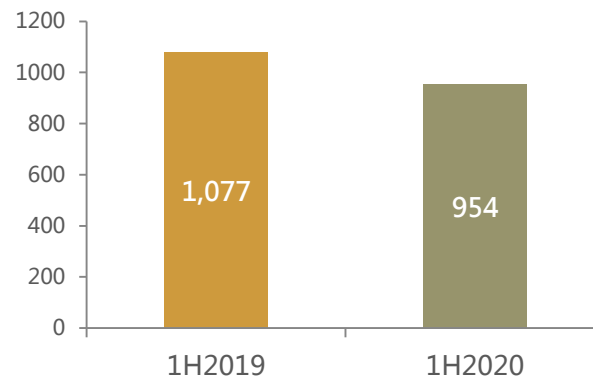
十億立方米 Billion cubic meters



### 北控應佔溢利

### Profit attributable to the Company

百万港元 Million HKD



# 業績摘要 – 俄油上喬項目

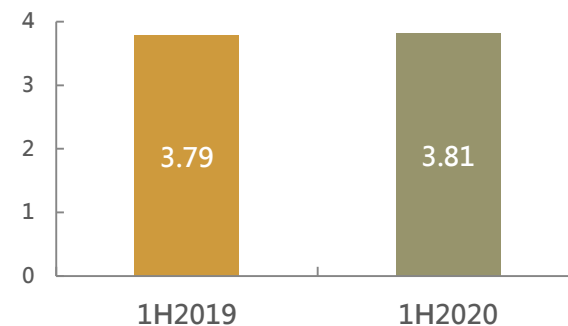
## Results Highlights – VCNG of Rosneft

- VCNG於2020年上半年完成石油銷售381萬噸
- VCNG achieved its petroleum sales of 3.81million tons in 1H2020
- 北京燃氣通過持有20%股權，上半年攤佔VCNG經營性除稅後淨利潤3.1億港元
- Beijing Gas shared a net operating profit after tax of HK\$ 310 million through its 20% equity interest in VCNG



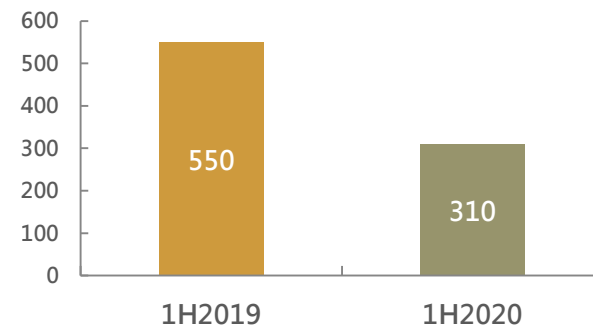
### 銷量 Sales Volume

百萬噸 Million Tons



### 北控應佔經營性除稅後淨利潤 Operating profit after tax attributable to the Company

百萬港元 Million HKD



# 業績摘要 – 北京燃氣

## Results Highlights – Beijing Gas

主營業務稅前利潤總額 Profit before tax of principal businesses	1H2019 十億港元 Billion HKD	1H2020 十億港元 Billion HKD
天然氣分銷業務 Natural Gas Distribution	1.65	1.39
天然氣輸氣業務 Natural Gas Transmission	1.08	0.95
俄油VCNG項目 VCNG of Rosneft	0.55	0.31
<b>合計 Total</b>	<b>3.28</b>	<b>2.65</b>

# 業績摘要 – 中國燃氣

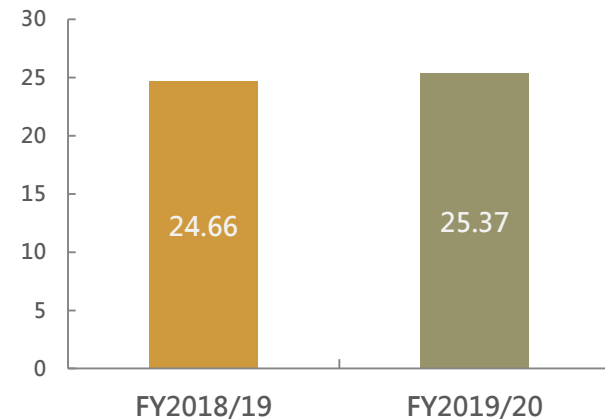
## Results Highlights – China Gas

- 中國燃氣2019/20財政年度完成天然氣銷量253.7億立方米，同比增幅為2.9%
- China Gas achieved a natural gas sales volume of 25.37 billion cubic meters in the financial year of 2019/20, representing a yoy increase of 2.9%
- 2020年上半年對北控實現利潤貢獻約10億港元，同比增長4.1%
- In 1H2020, profits contributable to the Company achieved HK\$1 billion, representing a yoy increase of 4.1%



### 銷量 Sales Volume

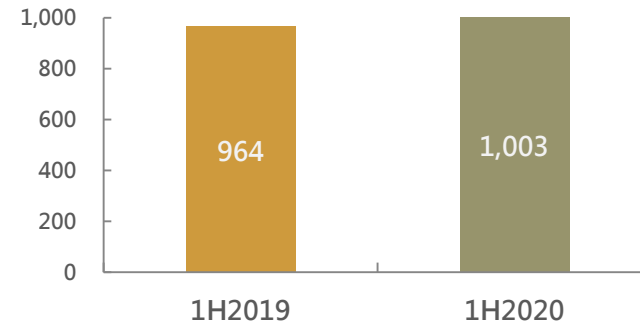
十億立方米 Billion cubic meters



### 北控應佔溢利

Profit attributable to the Company

百萬港元 Million HKD



# 業務進展 – 中國燃氣

## Business Updates – China Gas

液化石油氣業務 LPG Business	截至2020年 3月31日累計數 Accumulated Number as at 31 Mar 2020	天然氣業務 Natural Gas Business	截至2020年 3月31日累計用戶數 Accumulated User Number as at 31 Mar 2020
接收碼頭 Receiving Terminals	7	居民用戶 Residential	35,105,524
存儲能力 Storage Capacity	300,000 m <sup>3</sup>	工業用戶 Industrial	14,678
分銷項目 Distribution Projects	113	商業用戶 Commercial	233,687
銷售門店 Retail Stores	1,100	CNG/LNG 加氣站 CNG/LNG Stations	556

於2020年1-3月疫情期間：

During the pandemic from Jan to Mar 2020:

- 承擔湖北省一半以上LNG配送，約2億立方米
- Delivered more than 200 million m<sup>3</sup> of LNG, over half of the LNG distributed in Hubei
- LPG運輸船隊逆流而上馳援武漢，通過水路累計向武漢調運5,200噸LPG
- LPG vessels sailed up the Yangtze River and delivered 5,200 tons of LPG to Wuhan
- 為湖北省境內68家重點防疫醫院供氣
- Supplied gas to 68 major hospitals engaged in pandemic prevention in Hubei
- 為武漢市40余萬戶家庭及雷神山、方艙醫院、隔離醫院等一線抗疫機構累計供應LPG14萬噸
- Supplied 140,000 tons of LPG to over 400,000 households and frontline institutions engaged in pandemic prevention, including Leishenshan Hospital, mobile cabin hospitals and others



# 業績摘要 – 燕京啤酒

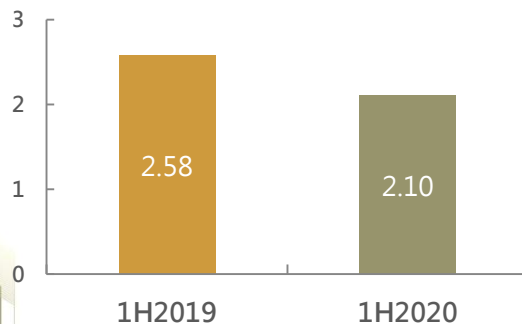
## Results Highlights – Yanjing Brewery

- 2020年上半年完成銷量210萬千升
- Sales volume reached 2.1 million kilolitres in 1H2020
- 燕京有限實現營業收入55.5億港元，稅前利潤3.15億港元
- Yanjing Ltd recorded a revenue of HK\$5.55 billion; profit before tax was HK\$315 million



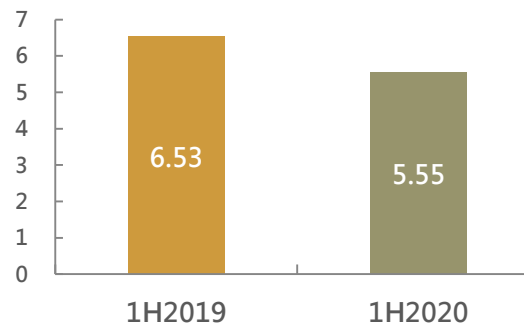
銷量 Sales Volume

百萬千升 Million kiloliters



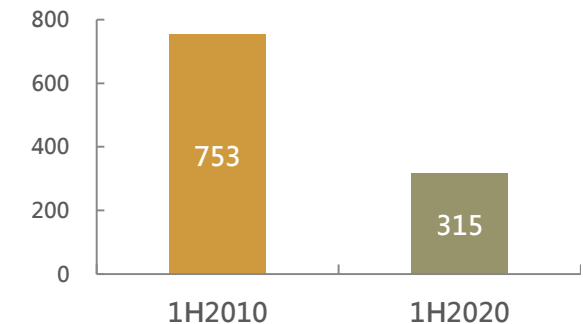
營業收入 Revenue

十億港元 Billion HKD



稅前利潤 Profit Before Tax

百萬港元 Million HKD



# 業務進展 – 燕京啤酒

## Business Updates – Yanjing Brewery

- 燕京啤酒適應疫情新形勢，探索新型行銷渠道的開發，上半年通過電商管道實現的啤酒銷量同比增長約74%，銷售額同比增長達82%
- By adapting to the new environment arising from the epidemic, Yanjing Brewery explored the possibilities of developing new marketing channels. In the first half year, sales volume and revenue of the beer sold through e-commerce channel achieved year-on-year growth of 74% and 82% respectively
- 著力推動產品升級，成功推出全國大單品燕京U8聽裝系列，啟動品牌年輕化、高端化轉型
- Put forth product upgrade and successfully launched a big single product Yanjing U8 tinned series nationwide, embarking brand rejuvenation, and transforming into higher end



- 分別通過北京市紅十字會、北京市順義區紅十字會、湖北省宜城市紅十字會、湖北省仙桃市紅十字會等途徑向抗擊疫情前線捐款捐物共計1,350萬元
- Donated RMB 13.5 million to the medical frontline in the fight against the epidemic through the Beijing Red Cross, the Red Cross Society of Shunyi District, Red Cross Society of Hubei Yicheng, Red Cross Society of Hubei Xiantao

# 業績摘要 – 北控水務

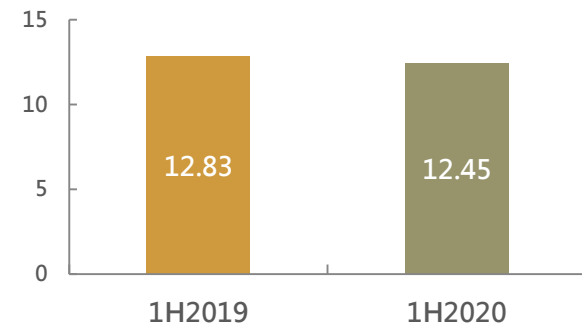
## Results Highlights – BE Water

- 2020年上半年北控水務實現營業收入124.5億港元；股東應佔溢利22.7億港元
- BE Water recorded a revenue of HK\$12.45 billion in 1H2020. Profit attributable to shareholders was HK\$2.27 billion
- 對北控實現利潤貢獻約9.33億港元，同比減少18%
- Profit attributable to the Company amounted to HK\$933 million approximately, representing a yoy decrease of 18%



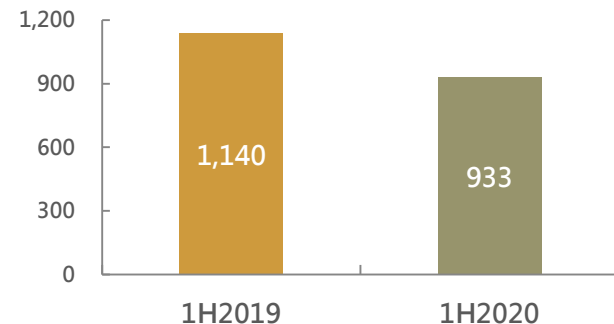
營業收入 Revenue

十億港元 Billion HKD



北控應佔溢利  
Profit attributable to the Company

百萬港元 Million HKD





# 業務進展 – 北控水務

## Business Updates – BE Water



- 深入實踐運營模式的升級創新，積極探索水環境業務品牌化的實現路徑
- Conducted in-depth implementation of the innovative upgrade of the operating model to proactively bring the brand concept into the Water and Environmental Business

- 截至2020年6月底，北控水務參與運營中或日後營運之水廠有1,289座，包括污水處理廠1,087座、自來水廠166座、再生水處理廠34座及海水淡化廠2座
- As at the end of June 2020, BE Water already participated in 1,289 water plants which are or will be in operation, including 1,087 sewage treatment plants, 166 water distribution plants, 34 reclaimed water plants and 2 seawater desalination plants
- 每日總設計能力為4,022萬噸，期內每日設計能力淨增加82.8萬噸
- The total design capacity was 40.22 million tons/day, and the net increase in daily design capacity during the period was 828,000 tons

# 業績摘要 – 固廢處理業務

## Results Highlights – Solid Waste Treatment Business

- 2020年上半年，EEW公司之營業收入為26.4億港元，同比增長1.2%。EEW期內垃圾處理量約236.4萬噸，同比增長3.1%；銷售電量9.01億KWH，同比增長6.8%
- In 1H2020, EEW GmbH recorded a revenue of HK\$2.64 billion, representing a yoy increase of 1.2%. EEW GmbH achieved actual waste treatment volume of 2.364 million tons, representing a yoy increase of 3.1%, and sales of electricity of 901 million KWH, representing a yoy increase of 6.8%
- 境內固廢處理板塊完成垃圾處理量212萬噸，同比減少0.7%；完成上網電量6.65億千瓦時，同比增长11.6%
- Domestic solid waste treatment sector completed a waste treatment volume of 2.12 million tons, representing a yoy decrease of 0.7%, and it accomplished on-grid power generation volume of 665 million KWH, representing a yoy increase of 11.6%
- 北控環境和北控環保合共實現營業收入6.98億港元
- BE Environment and BEHET together achieved a total operating revenue of HK\$698 million



# 業務進展 – 固廢處理業務

## Business Updates – Solid Waste Treatment Business



- 垃圾焚燒發電處理規模達29,932噸/日
- The waste incineration and power generation integrated treatment capacity reached 26,932 tons/day
- 承擔生活垃圾焚燒和醫療廢物處置的各項目公司保障環境治理和疫情防控
- The project companies that are responsible for household waste incineration and medical waste treatment ensured the environmental treatment and epidemic prevention and control

- 境內項目加大設備維護保養、檢修力度，增進機組穩定性和設備完好率，為後期恢復正常生產負荷、長週期運行做好準備
- The domestic projects expanded the repair and maintenance capacity, improve the stability and workability of the equipment, so as to be prepared for the restoration of normal production load and long cycle operation in the future
- EEW GmbH通過增加商業垃圾處理量，有效彌補疫情期間進口垃圾量下降的負面影響；克服歐洲能源價格波動影響，最大程度地確保了售電量及售電價格，在疫情高峰階段保持了經營總體平穩
- The growth in treatment volume of commercial waste offset the negative impact brought to EEW GmbH by the reduction of imported waste volume during the epidemic. During the peak period of the epidemic, despite the impact of European energy price volatility, EEW GmbH made utmost efforts to overcome the adversities and ensured that the sales of electricity and its pricing be steadily maintained, same as the overall stable operation as a whole



# 議程 Schedule

## 展望 Outlook

A decorative collage of images in the bottom-left corner, including blue circular machinery, a worker in a hard hat, beer bottles, and industrial structures.

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RESULTS  
2020

# 展望 – 天然氣業務

## Outlook – Natural Gas Business

- 加大市場拓展力度，着力提升市場規模，包括在京內市場推進郊區燃氣項目的收購和通氣工作，在京外市場加強與唐山市政府的合作、力爭擴大市場份額
- Intensify the efforts in market development, focus on expanding the market size; carry forward the acquisitions of gas projects and pipeline connection works in the suburbs within the greater Beijing area; strengthen its collaboration with the government of Tangshan city outside the Beijing market and endeavour market share expansion



- 緊抓國內外市場機遇，積極部署LNG業務、增值業務和綜合能源服務業務
- Capture the business opportunities both domestically and abroad to plan proactively for the development of LNG business, value-added business as well as the comprehensive energy services business

# 展望 – 啤酒業務

## Outlook – Beer Business

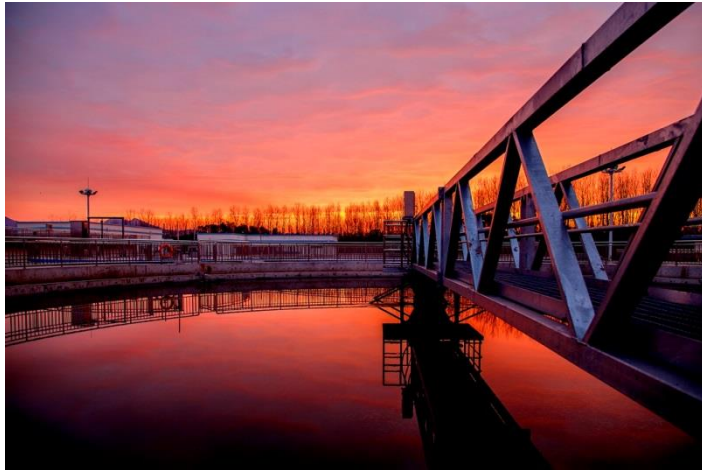
- 致力持續改進產品質量、推進產品升級、提升品牌形象
- Strive to improve product quality, put forth product upgrade and enhance brand image
- 做好產品的線上線下營銷策劃和廣告宣傳工作，繼續加大線上電商和KA渠道的資源投入，推動營銷渠道結構的優化
- Carry out on-line and off-line product marketing and advertising works, continue to expand the resource investments in e-commerce and Key Account channels to achieve structure optimization of distribution channels
- 密切關注國際國內物資採購價格變動，及時調整採購策略，加強供應鏈管理，降低採購成本
- Closely monitor the pricing of its international and domestic sourcing, and timely adjust the procurement policies accordingly to enhance supply chain management and reduce procurement costs



# 展望 – 水務及環境業務

## Outlook – Water & Environmental Business

- 致力打造以輕資產模式為基礎，以雙平台發展為支撐的戰略模型
- Strive to develop a strategic model which is based on an asset-light model and comprises dual platforms for development
- 通過投資能力提升、技術創新優化、智慧化升級、資產提質增效、高質量人才保障等手段進一步深化其核心競爭力
- Further enhancing its core competitiveness by strengthening investment capability, innovating and optimizing technology, applying intelligent technology, improving asset quality and efficiency, and recruiting high calibre talent



- 積極承擔「守護生命之源，創造綠色環境」的使命，竭力緩解水資源緊缺危局，以實際行動踐行生態環境保護宗旨，以規範贏得企業的穩健經營，不斷提升服務質量
- Committed to the mission of “safeguarding the source of life and creating a green environment” and will strive to alleviate water scarcity, take concrete action to practise its objective of eco-environment protection, secure the stable operation of the enterprise with norms and continuously improve service quality

# 展望 – 固廢處理業務

## Outlook – Solid Waste Treatment Business

開展提質增效，降低成本費用，提升整體經營效益

Embark quality and efficiency improvement measures, lower operating costs, enhance overall operation effectiveness

EEW將積極應對歐洲疫情常態化，加大防控力度，保證正常運行，穩定推進在建項目的建設工程

EEW GmbH will actively deal with the normalized status of the epidemic in Europe by extending the scope of prevention, ensuring normal operations and steadily carrying forward the construction works of the projects in progress

境內項目加強生產運營管理，提高運行和維護水平，並繼續開拓固廢收入來源

Strengthen the production operation management, improve the operation and maintenance standard and continue to expand into other revenue aspects of solid waste treatments





# 議程 Schedule

## 問答環節 Q&A

A decorative collage of images in the bottom-left corner, including beer bottles, industrial machinery, and a worker in a hard hat.

INTERIM  
RESULTS  
2020

謝謝大家！  
Thank you!

INTERIM  
RESULTS  
2020