



北京控股有限公司
BEIJING ENTERPRISES HOLDINGS LIMITED

Interim Results 2021

BEIJING ENTERPRISES HOLDINGS LIMITED

Stock Code : 392



議程

AGENDA

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Part 1

業績摘要及業務進展

Results Highlights & Business Updates

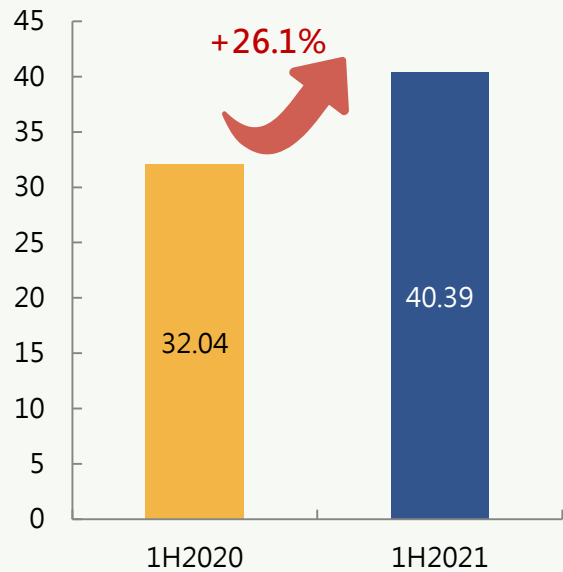


業績摘要

Results Highlights

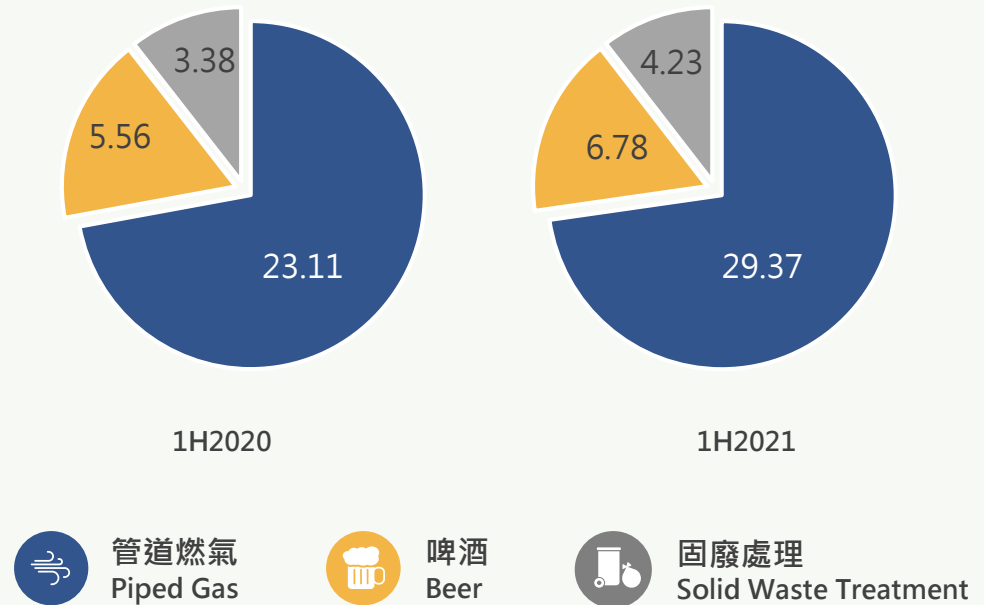
營業收入 Revenue

十億港元 Billion HKD



各分部營業收入 Revenue by segment

十億港元 Billion HKD

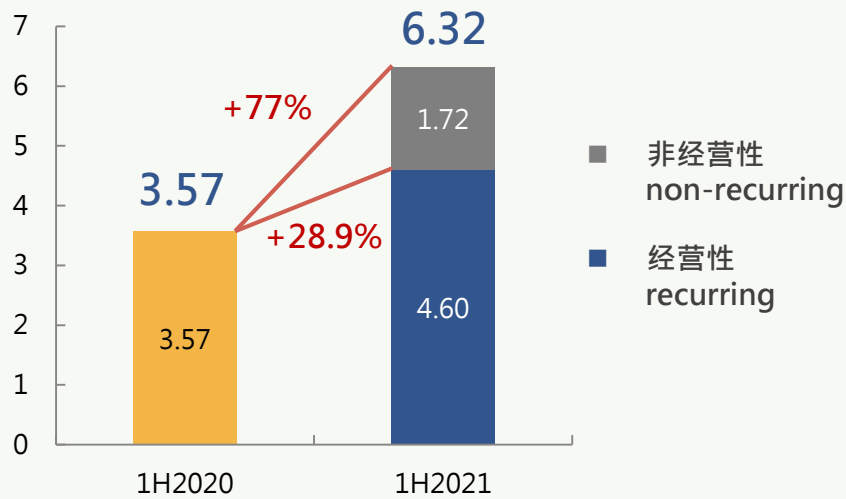


業績摘要

Results Highlights

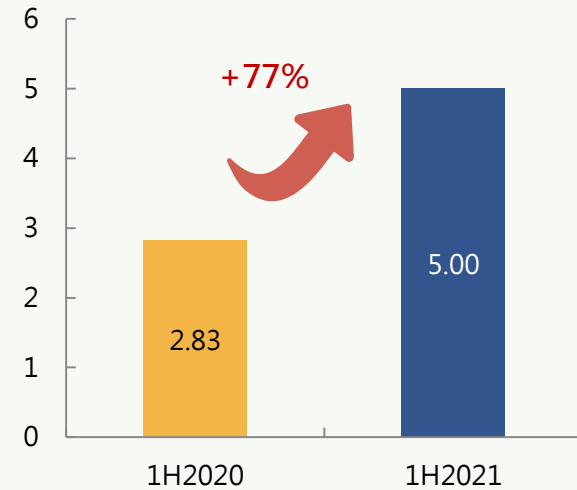
北控應佔溢利 Profit attributable to the Company

十億港元 Billion HKD



每股基本盈利 Basic EPS

港元 HKD



*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 HK 40 cents per share, which remains unchanged from the same period of last year

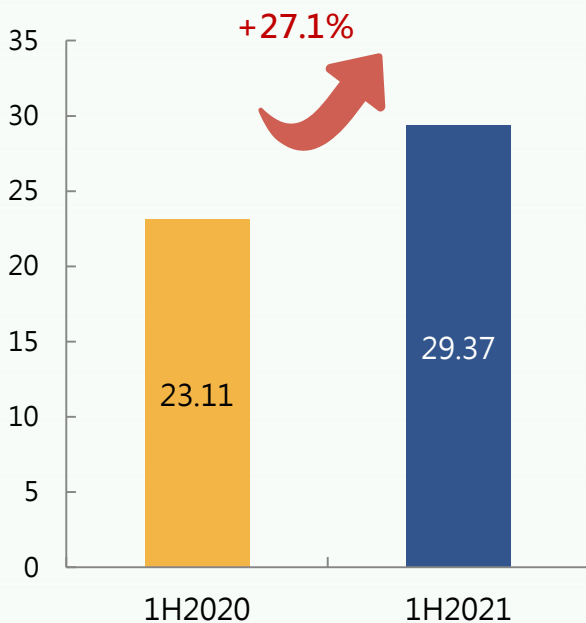
業績摘要 – 北京燃氣

Results Highlights – Beijing Gas



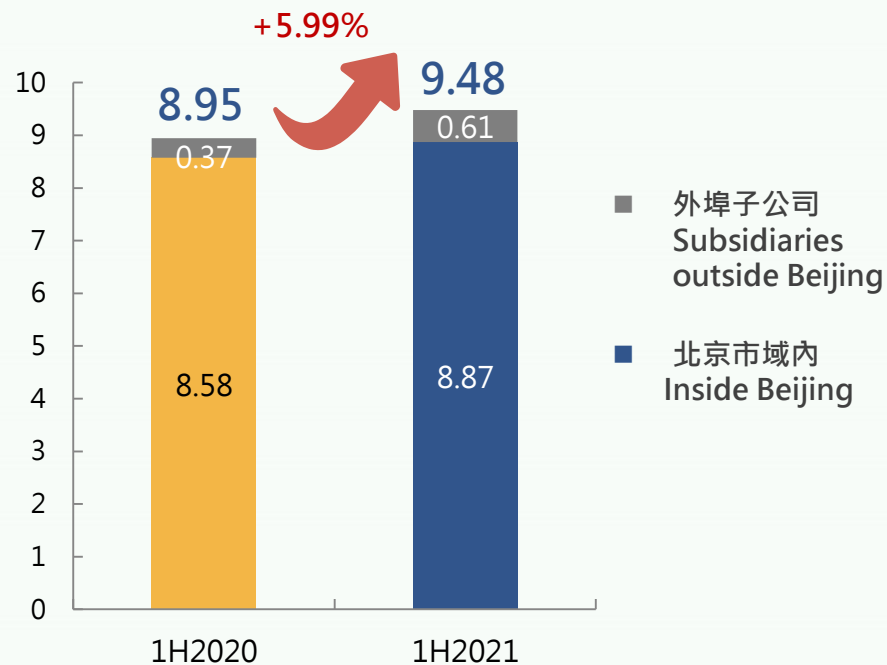
營業收入 Revenue

十億港元 Billion HKD



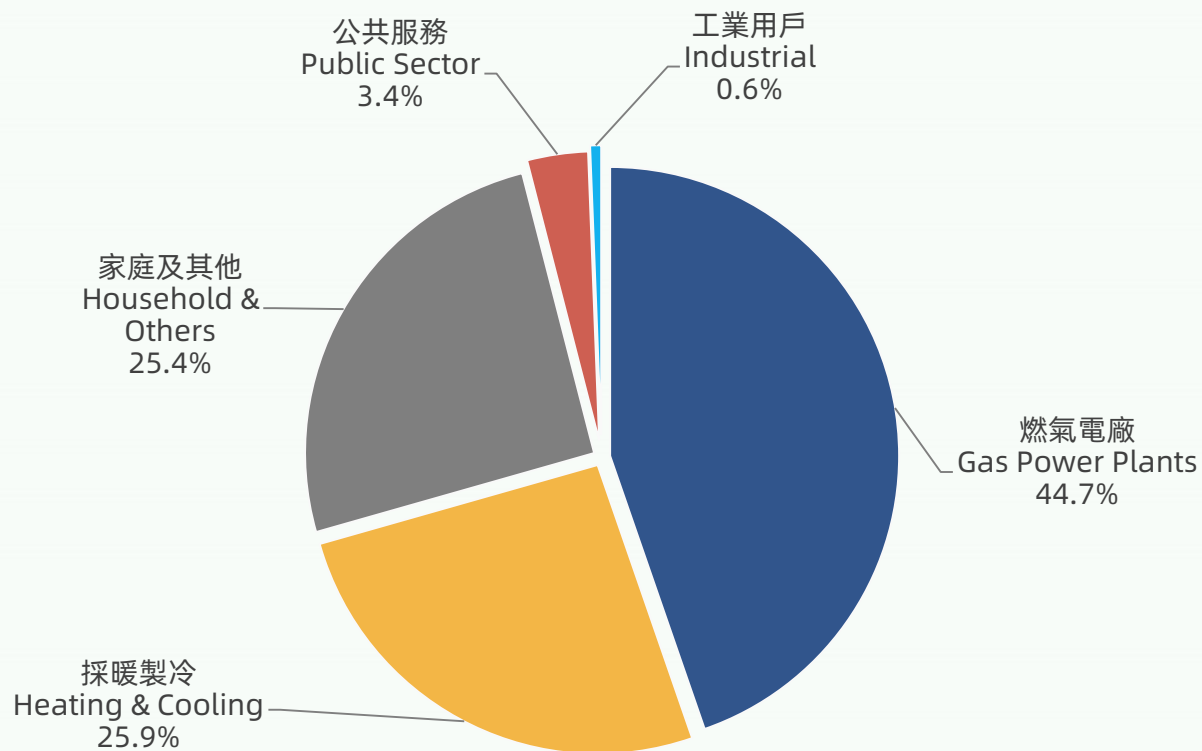
銷量 Sales Volume

十億立方米 Billion cubic meters



北京市域內銷售量分析

Analysis of sales volume inside Beijing by user sector



業績摘要 – 北京燃氣

Results Highlights – Beijing Gas



數據統計日期 Date of statistics	項目 Item	主要運營數據 Key Operating Data
於2021年上半年 During 1H2021	新發展家庭用戶 (千) Household Increment (Thousand)	45.9
	新增公共服務 Public Sector Increment	3,255
	新增採暖鍋爐 (蒸噸) Heating Boiler Increment (t/h)	683
截至2021年6月30日 As at 30 Jun 2021	累計總用戶數 (百萬) Number of total subscribers (Million)	6.58
	累計管線總長 (千公里) Length of total pipelines (Thousand Kilometers)	26.4



業務進展 – 北京燃氣

Business Updates – Beijing Gas



- 天然氣業務持續拓展市場規模，在積極發展管道天然氣項目的同時，LNG業務亦取得快速發展，購銷體系日趨成熟。

The natural gas business continued to expand its market scale. While developing piped natural gas projects proactively, Beijing Gas also secured rapid development in LNG business, with procurement and sales system becoming increasingly matured.

- 增值業務收入同比實現大幅增長，與主營業務協同效應增強。

Revenue from value-added businesses grew substantially over the corresponding period, which posed enhanced synergy effects with the principal businesses.

- 北京燃氣亦於期內持續提升服務品質，優化營商環境及綜合服務能力，加強安全生產及隱患治理工作並著力提升風險防控水平。

During the period, Beijing Gas also continued to improve its service quality, optimize business environment and comprehensive service capabilities, strengthen its safety production and potential risk management efforts, and strive to improve risk prevention and control standard.

- 國家重點工程天津南港LNG項目的建設工程亦按計劃推進中。

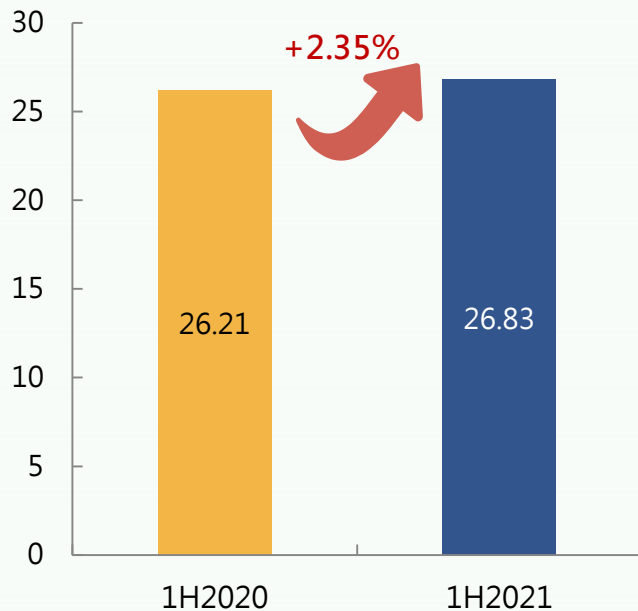
The construction of the LNG project in Nangang, Tianjin, a key national project, was under progress as scheduled.

業績摘要 – 國家管網北京管道公司

Results Highlights – PipeChina Beijing Pipeline Co.,

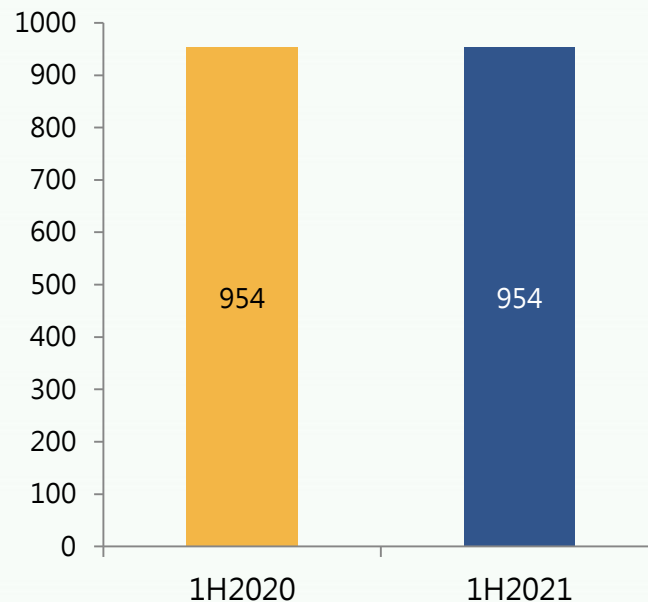
輸氣量 Gas Transmission Volume

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



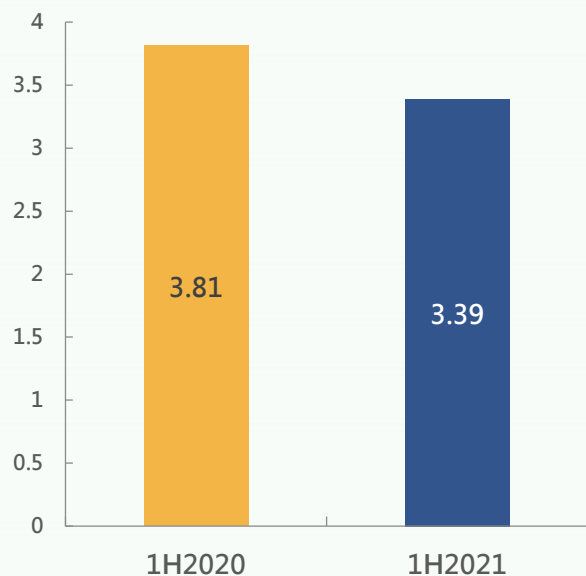
業績摘要 – 俄油上喬項目

Results Highlights – VCNG of Rosneft



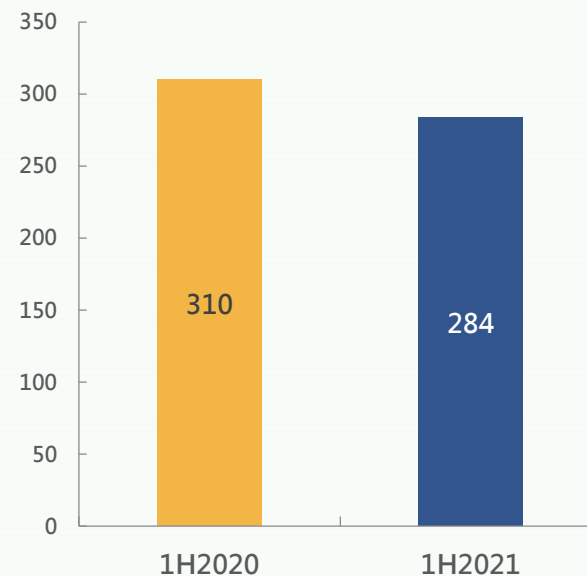
銷量 Sales Volume

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



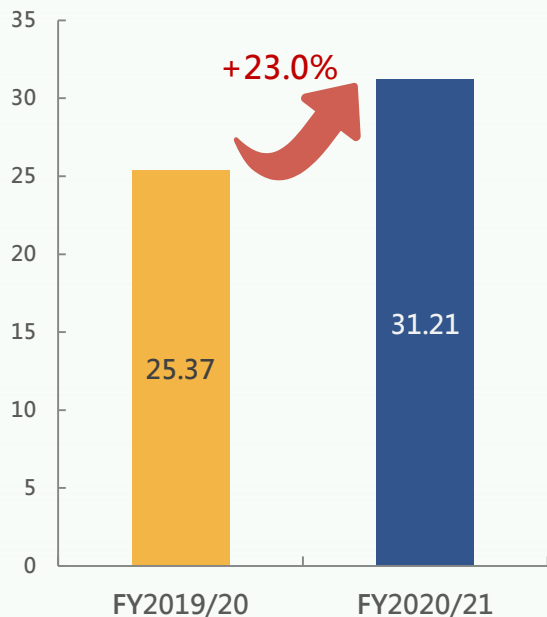
業績摘要 – 中國燃氣

Results Highlights – China Gas



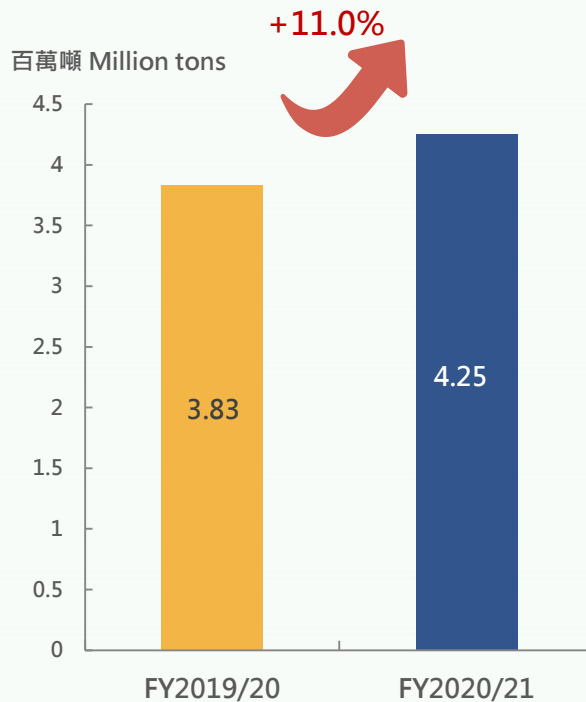
天然氣銷量
Natural gas sales volume

十億立方米 Billion cubic meters



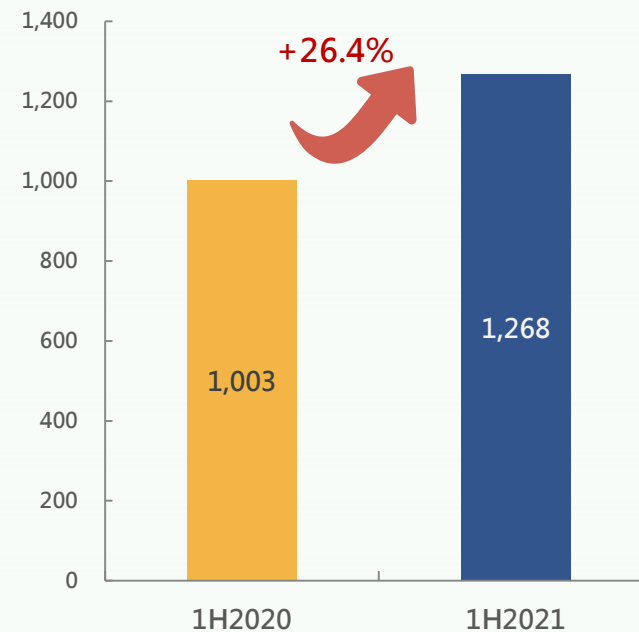
液化石油氣銷量
LPG sales volume

百萬噸 Million tons



北控應佔溢利
Profit attributable to the Company

百萬港元 Million HKD



*中國燃氣於二零二一年按每股29.75港元配發3.92億股普通股份，本集團持股被攤薄因而確認視作出售一間聯營公司部份權益收益17.2億港元。

China Gas allotted 392 million ordinary shares at the price of HK\$29.75 per share during 2021, accordingly, the Group recognized a gain of HK\$1.72 billion on the deemed disposal of the partial interests in an associate as a result of the dilution in the Group's shareholding in China Gas.



業績摘要 – 中國燃氣

Results Highlights – China Gas



業務範圍 Business Sector	種類 Items	截至2021年 3月31日累計數 Accumulated Number as at 31 Mar 2021
天然氣 業務 Natural Gas Business	居民用戶 Residential	40,153,824
	工業用戶 Industrial	17,046
	商業用戶 Commercial	266,464
	CNG/LNG 加氣站 CNG/LNG Stations	557
液化石油氣業務 LPG Business	接收碼頭 Receiving Terminals	7
	分銷項目數 Distribution Projects	113
	覆蓋省份數 Provinces Coverage	21



業務進展 – 中國燃氣

Business Updates – China Gas



- 緊緊圍繞「降本增效」的管理目標，穩步開展管控體系變革，激發組織活力。

Conducted the reform of the management and control system steadily with main focus on the management target of “reducing costs and increasing efficiency”, so as to stimulate organizational dynamism.

- 持續拓展城鎮燃氣項目版圖，推進工商業「煤改氣」和北方鄉鎮冬季天然氣取暖，保障燃氣供應。

Continued to expand the urban gas project footprint, facilitated the conversion of coal to gas in the industrial and commercial sectors as well as the natural gas supply for winter heating in northern villages and towns, and safeguard gas supply.

- 加大LPG、增值業務和綜合能源等業務的開發力度。正式啟動LPG智能微管網與暖居工程兩大新型業務的市場開發。

Strengthened the development efforts of LPG, value-added business and integrated energy and other businesses, and commenced the market development of two new businesses, namely LPG Smart Microgrid and Urban Heating.

業績摘要 – 燕京啤酒

Results Highlights – Yanjing Brewery

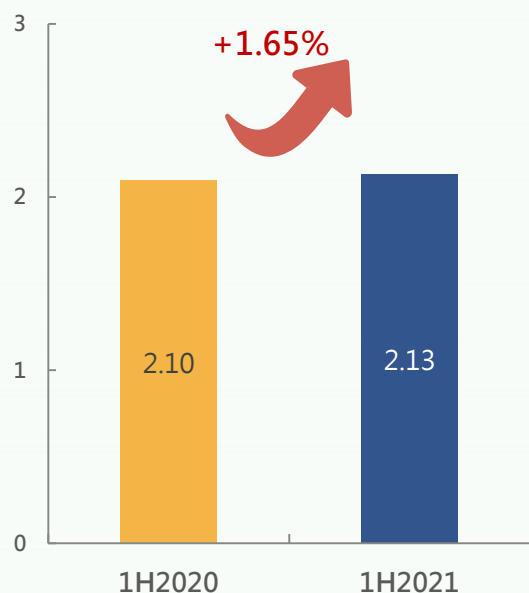


銷量 Sales Volume

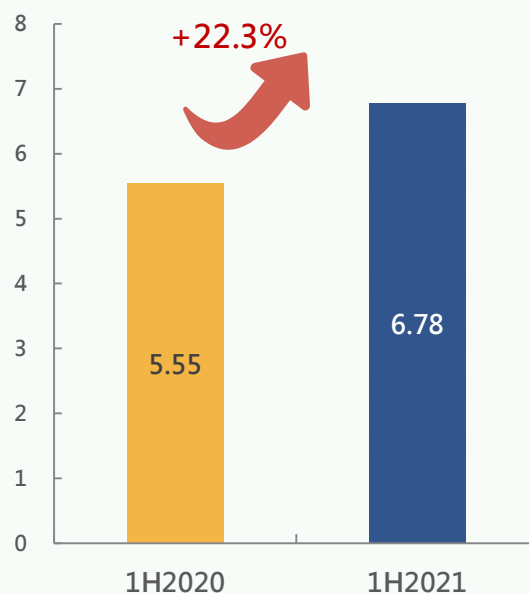
營業收入 Revenue

稅前利潤 Profit Before Tax

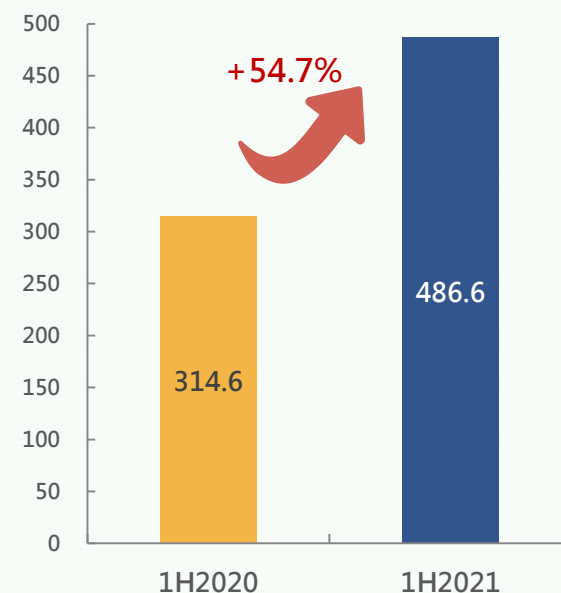
百萬千升 Million kiloliters



十億港元 Billion HKD



百萬港元 Million HKD



業務進展 – 燕京啤酒

Business Updates – Yanjing Brewery



- 強化質量觀念，促進產品標準的統一與規範，並開展綜合質量評價工作。

Strengthened quality concept, promoted the unification and standardization of product standards and carried out comprehensive quality evaluation.

- 持續推進大單品戰略，在突出U8戰略核心地位的同時，相繼推出一系列新品，優化產品結構。

Continued to promote the strategy of bulk single product during the period and successively launched a series of new products to optimize the product structure while highlighting the strategic core position of U8.

- 開展全鏈路品牌營銷，構建品牌內容體系，豐富品牌宣傳手段。

Carried out full-chain brand marketing during the Reporting Period to build a brand content system and enrich brand promotion methods.



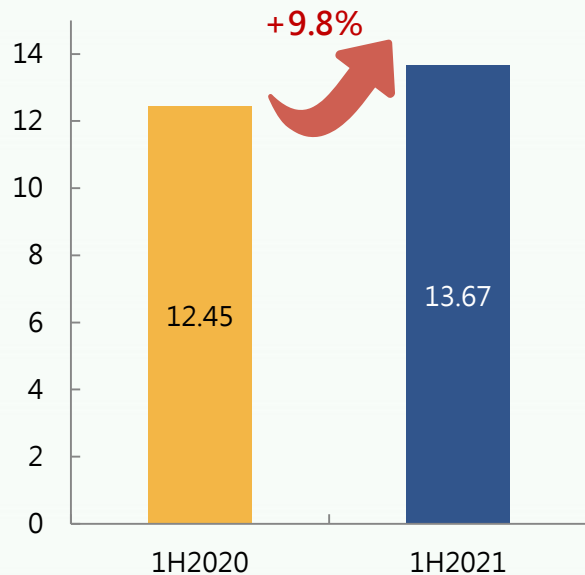
業績摘要 – 北控水務

Results Highlights – BEWG



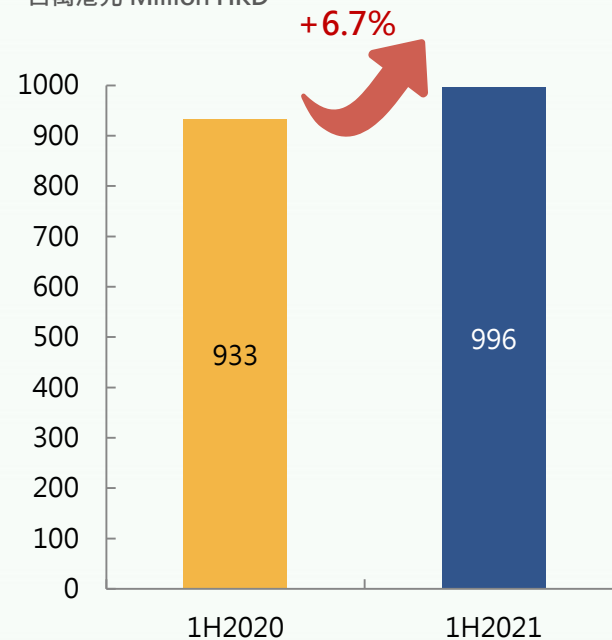
營業收入 Revenue

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 – BEWG



- 強化安全生產，履行主體責任

Strengthen production safety, take principal responsibility.

- 全面推進智慧水務業務建設，在1+N組團建設、應用產品開發、新技術研發等方面開展了卓有成效的工作。

Comprehensively promoted the construction of smart water business, and made concrete achievements in 1+N group construction, application products development, and new technology research and development.

- 銀川市第一再生水廠項目及江門市蓬江區水環境綜合治理項目（二期）工程EPCO項目有序推進。

The First reclaimed water project in Yinchuan City and the EPCO project of the comprehensive water environment treatment program in Pengjiang District, Jiangmen City (Phase II) were implemented in an orderly manner.

業績摘要 – 北控水務

Results Highlights – BEWG



業績摘要 – 固廢處理業務

Results Highlights – Solid Waster Treatment Business



亮點數據 Data Highlights	境外 EEW GmbH	同比變化 YoY Change	境內 BE Environment & BEHET	同比變化 YoY Change
營業收入 (十億港元) Revenue (Billion HKD)	2.96	+12.2%	1.22	+74.8%
垃圾處理量 (百萬噸) Solid waste treatment volume (Billion ton)	2.38	+0.5%	2.52	+18.8%
上網電量 (百萬千瓦時) On-grid power generation volume(mm KWH)	864	-4.1%	843	+26.7%



業務進展 – 固廢處理業務

Business Updates – Solid Waster Treatment Business

- 建立總部管控模式，通過集中採購的方式降本增效，確保項目採購質量

The domestic solid waste treatment business segment established a headquarter management and control model to reduce costs and increase efficiency through centralized procurement, so as to ensure the quality of project procurement.

- 持續強化安全環保管控，健全安全生產責任體系，保障生產安全。

Continued to strengthen safety and environmental protection management and control, and improved the safe production accountability system, so as to ensure production safety.



Part 2

展望

Outlook



展望 – 天然氣業務

Outlook – Natural Gas Business

- 持續鞏固和拓展市場規模，推動在京津冀地區的市場整合。

Continue to consolidate and expand its market size, promote market integration in the Beijing-Tianjin-Hebei region.

- 協調推進LNG業務，繼續擴大國際貿易規模，拓展下游分銷市場。

By coordinating and promoting the LNG business, Beijing Gas will continue to expand the scale of international trade, expand downstream distribution markets.

- 打造增值業務增長點，開展主營產品優化迭代及電商商品的品類拓展。

Create growth drivers for value-added business, as well as carrying out optimization and iteration of major products and category expansion of e-commerce products.



展望 – 啤酒業務

Outlook – Beer Business



- 穩步推進質量體系建設，以燕京U8、燕京V10、雪鹿啤酒三大單品推進為抓手，全面推進卓越質量體系建設

Steadily carry out the construction of quality system, leveraging the promotion of the three major single products, namely Yanjing U8, Yanjing V10, and Xuelu Beer, as starting points to comprehensively promote the construction of an excellent quality system;

- 加大技術改造力度，打造集中式釀造中心，提高勞動生產效率和釀造控制水平。

Increase efforts in technological transformation and create a centralized brewing center, and improve the efficiency of labor and production and brewing.

- 穩固北京大本營市場，以市場佔有率的提升支撐銷量增長。

Consolidate its position in Beijing as the base market, and support sales growth with increased market share.

展望 – 水務及環境業務

Outlook – Water & Environmental Business

- 持續推進市場開發體系建設，加快建立客戶關係管理體系，打造數字化的業務支撐賦能平台。

Continue to propel the construction of a market development system, speed up the establishment of a customer relationship management system, build a digitalized business support and empowerment platform.

- 積極響應國家政策目標，持續優化環境管理體系，積極踐行低碳理念，引領並推動行業高質量發展，助力實現國家碳達峰、碳中和目標。

Proactively respond to the national policy and objectives, continue to optimize the environmental management system, actively implement low-carbon concepts and become a leader in promoting high-quality industrial development, so as to help achieve the national emission peak and carbon neutrality targets.



展望 – 固廢處理業務

Outlook – Solid Waste Treatment Business



- 境內：推動固廢產業向專業規模化、集約化發展；積極關注碳交易市場發展及碳排放交易；探索工業廢棄物的資源化利用，推動有機垃圾處理項目，促進生態環境治理業務落地。

Domestic: Promote the development of the solid waste industry towards a professional, large-scale and intensive direction; actively pay attention to the development of the carbon trading market and carbon emissions trading; and explore resources utilization of industrial wastes, promote organic waste treatment projects, and facilitate the ecological environment management business.

- 境外：EEW GmbH繼續在現有項目設施基礎上擴產擴能，優化採購物流管理，控制運營成本，提高資本效益。

Overseas: EEW GmbH will continue to expand production and capacity based on existing project facilities, optimize the management of procurement and logistics, control operating costs, and improve capital efficiency.

Part 3

問答環節

Q & A



謝謝大家
Thanks for Watching

Interim Results 2021

