



北京控股有限公司
BEIJING ENTERPRISES HOLDINGS LIMITED



ANNUAL
RESULTS
—
2020

BEIJING ENTERPRISES
HOLDINGS LIMITED

Stock Code : 392

疫情防控、業務發展統籌推進

Coordinated promotion of pandemic prevention and business development

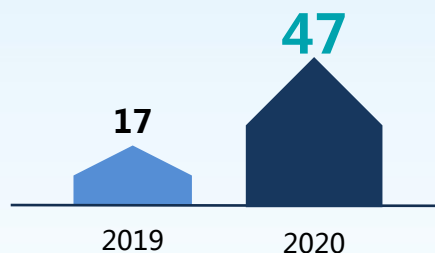


推動可持續發展，提升ESG表現

Promote sustainable development, enhance ESG performance



Dow Jones
Sustainability Indexes



环境
Environment

57 +40



社会 Social

43 +24



企业管治
Governance

40 +25

高于全球同行平均分 41分
Above global industry average score of 41

环境得分领先同行23%
Score in Environment is 23% higher than industry average



B
2020

首次针对性回应
First time participation

位列全球同行业前37%
Ranked top 37% among global industry average

MSCI



BB
2020

维持评级BB
Maintain the rating of BB

生物多样性表现优于同行
Score in Biodiversity is above industry average

議程 Schedule

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Financial Highlights & Business Updates | 5 |
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Outlook | 19 |
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業績摘要及業務進展

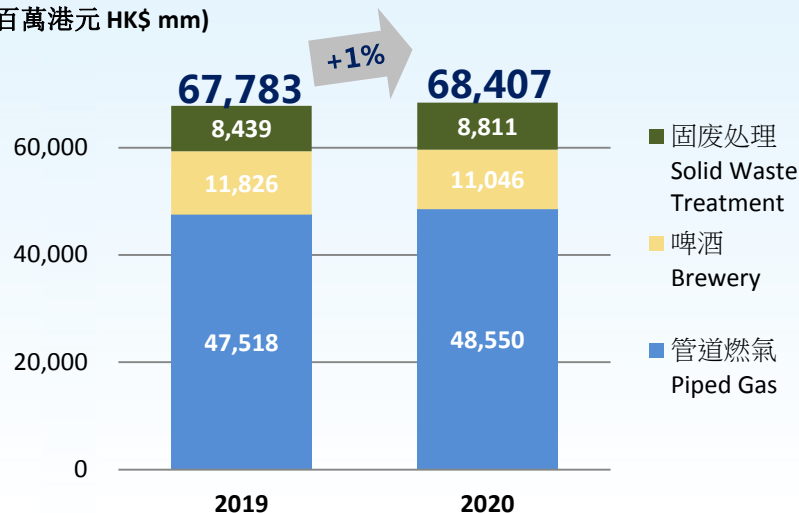
I. Results Highlights & Business Updates



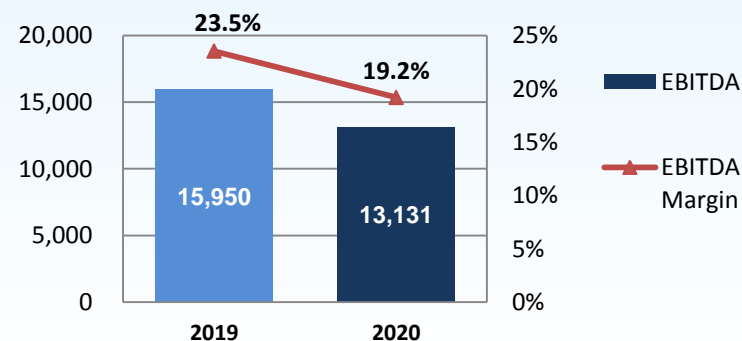
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業績摘要 Results Highlights

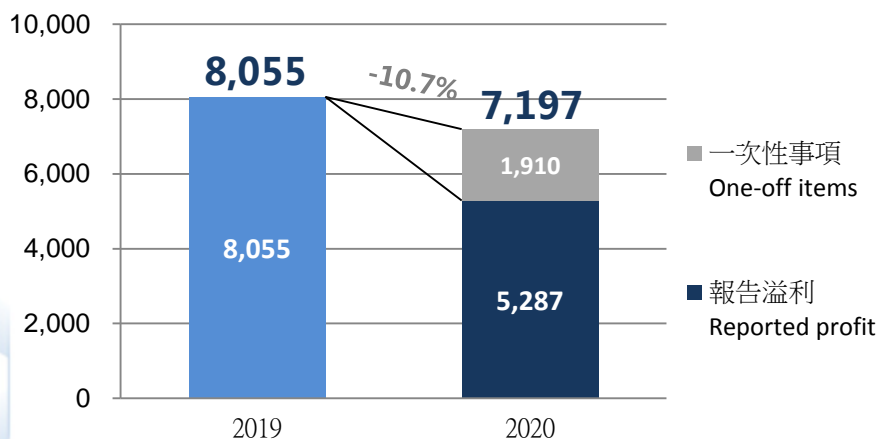
營業收入 Revenue
(百萬港元 HK\$ mm)



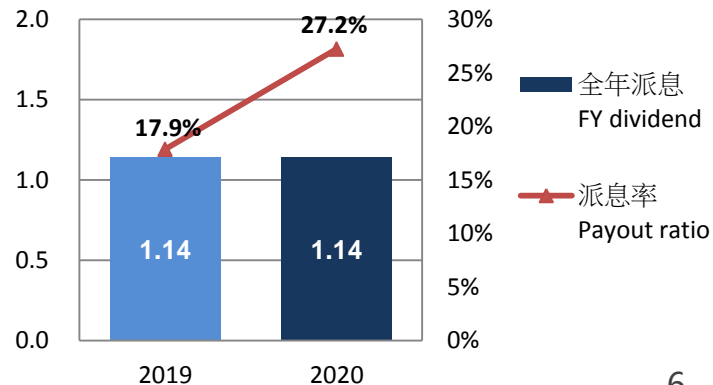
EBITDA 及 EBITDA 利潤率
EBITDA & EBITDA Margin
(百萬港元 HK\$ mm)



北控應佔溢利
Profit attribute to the Company
(HK\$ mm)



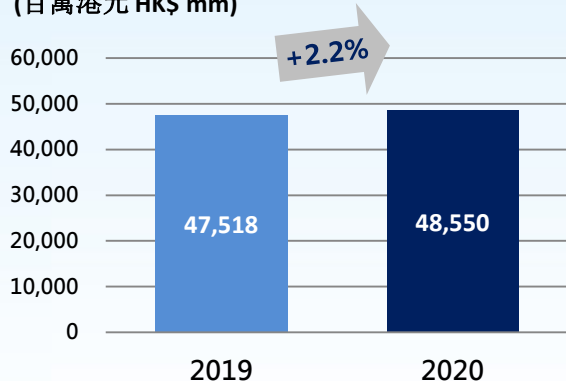
全年派息
FY Dividend
(HK\$)



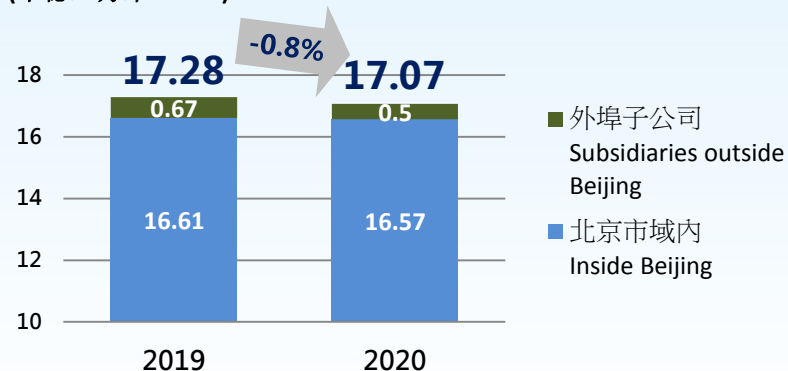
業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

營業收入 Revenue
(百萬港元 HK\$ mm)

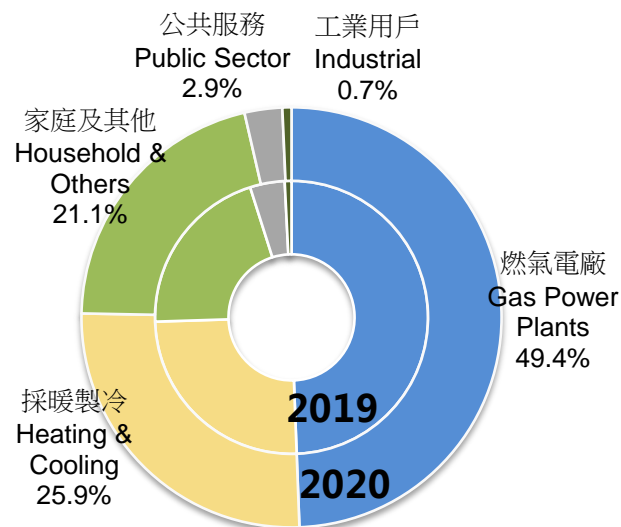


售氣量 Gas sales volume
(十億立方米 bn m³)



北京市域內售氣量分析

Gas sales volume inside Beijing by user sector



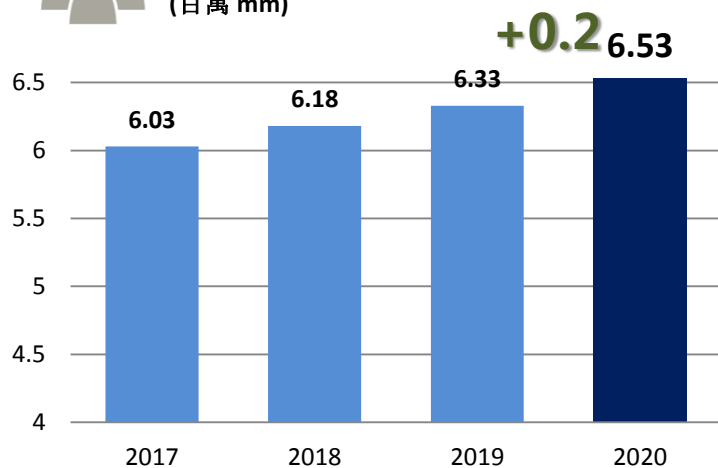
業績摘要 – 北京燃氣

Results Highlights – Beijing Gas

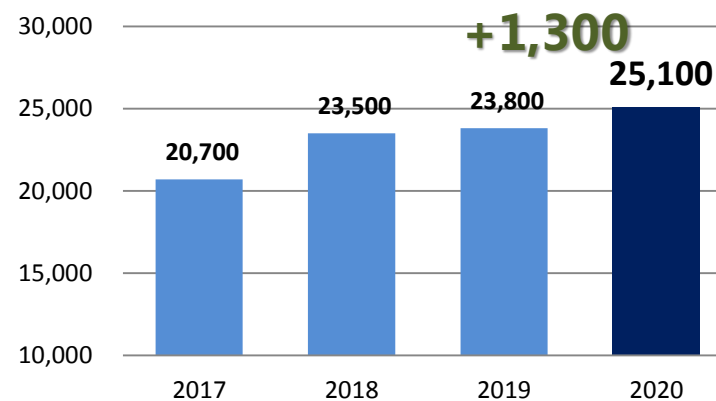
2020年内新增用戶數 Number of new subscribers in 2020	
家庭用戶 Household	241,800
公共服務 Public Sector	4,902
採暖製冷 Heating & Cooling	3,301 t/h



 用戶總數 Total number of subscribers
(百萬 mm)



 管線總長 Total length of pipelines
(公里 km)



業務進展 – 北京燃氣

Business Updates – Beijing Gas

- 高質量落實首都天然氣保供任務
Completed with its high quality natural gas supply mission in the capital city
- 唐山LNG項目完工、天津南港LNG項目穩步推進，進一步提升供應保障能力
Tangshan LNG project was completed, and the construction of the Tianjin Nangang LNG project progressed steadily, which further enhanced the capabilities in gas supply
- 京內市場加快資產收購和集中整合，京外市場參與推動雄安新區燃氣配套設施建設，完成雄安高鐵站天然氣通氣任務
Accelerated the acquisition and centralized integration of assets inside Beijing, and participated in the facilitation of the gas supporting facilities construction in the Xiong' an New Area outside Beijing and completed the natural gas ventilation project of Xiong' an High-speed Railway Station
- 穩步推進綜合能源項目，其中環球度假區項目實現天然氣通氣
Steadily propelled the integrated energy projects, among which the Universal Beijing Resort project completed its natural gas ventilation installation
- 增值業務快速增長，服務能力和服務品質持續改善
Value-added businesses grew rapidly and its service capabilities and service quality continued to improve



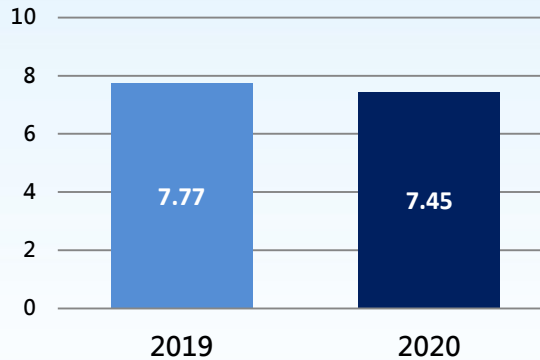
業績摘要 – 燃氣價值鏈投資

Results Highlights – Investments in Gas Value Chain

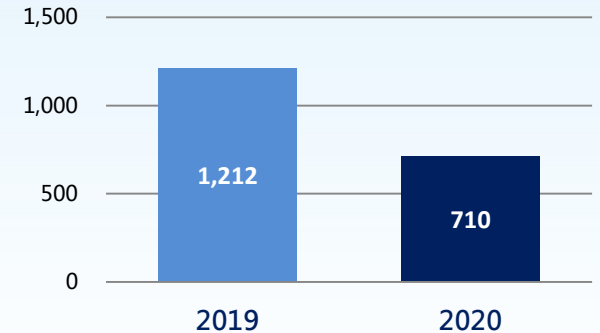
上游油氣勘探與生產 Upstream oil and gas exploration and production


20% ROSNEFT
俄羅斯石油上喬油氣田
VCNG of Rosneft


石油銷量 Oil sales volume
(百萬噸 mm tons)



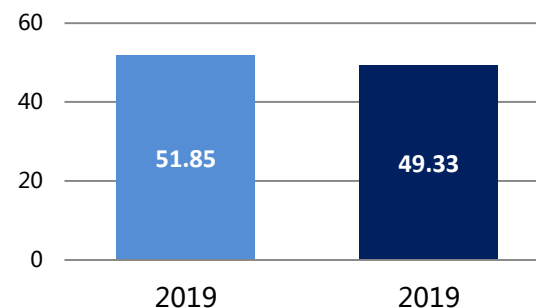
北控應佔除稅後淨利潤
PAT attributable to the Company
(百萬港元 HK\$ mm)



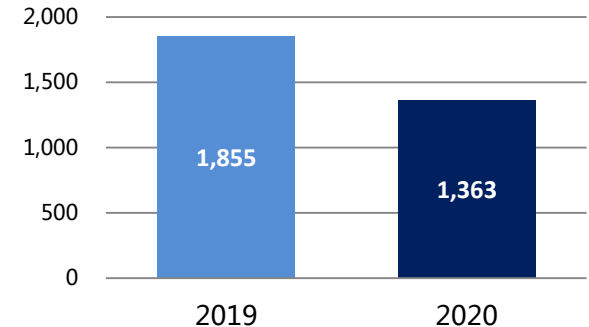
中游天然氣管輸 Midstream gas transmission


40% PetroChina
中石油北京管道公司
PetroChina Beijing Pipeline Co.

輸氣量 Gas Transmission Volume
(十億立方米 bn m³)



北控應佔除稅後淨利潤
PAT attributable to the Company
(百萬港元 HK\$ mm)



下游城市管道燃氣 Downstream city gas


41.13% 北京燃氣藍天控股有限公司
Beijing Gas Blue Sky Holdings Limited

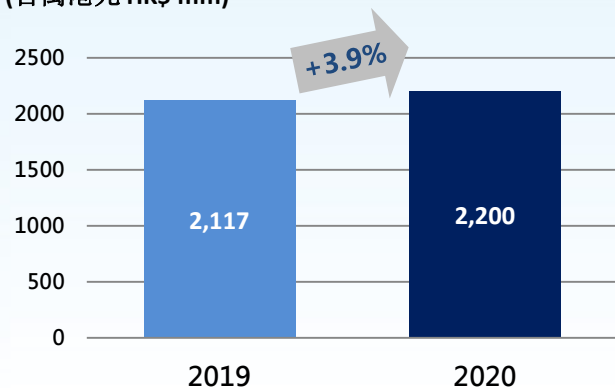
對聯營公司北燃藍天參考其股價計提資產價值調整影響利潤11.2億港元
Provided for asset value adjustment for its associate, Beijing Gas Blue Sky, with reference to its share price, and the impact was a decrease in profit of HK\$1.12 billion

業績摘要 – 中國燃氣

Results Highlights – China Gas

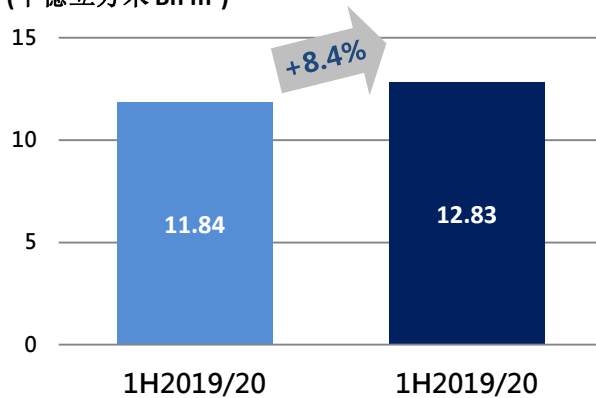
北控應佔溢利

Profit attributable to the Company
(百萬港元 HK\$ mm)

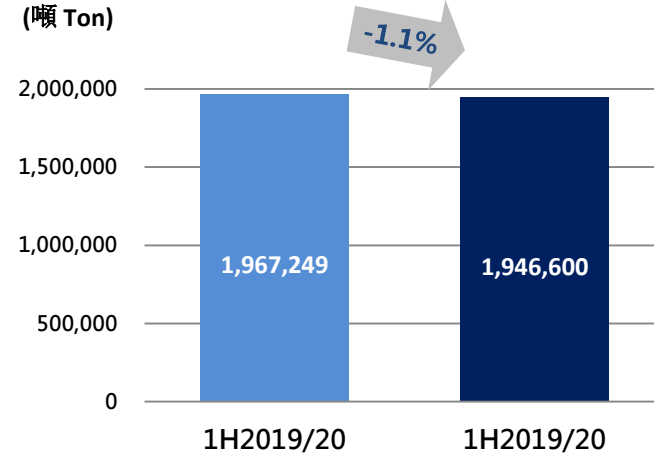


天然氣銷量

Natural gas sales volume
(十億立方米 Bn m³)



液化石油氣銷量 LPG sales volume
(噸 Ton)



業務進展 – 中國燃氣

Business Updates – China Gas

天然氣業務 Natural Gas Business	截至2020年 9月30日累計數 Accumulated User Number as at 30 Sep 2020
居民用戶 Residential	37,935,794
工業用戶 Industrial	15,579
商業用戶 Commercial	251,797
CNG/LNG 加氣站 CNG/LNG Refilling Stations	556

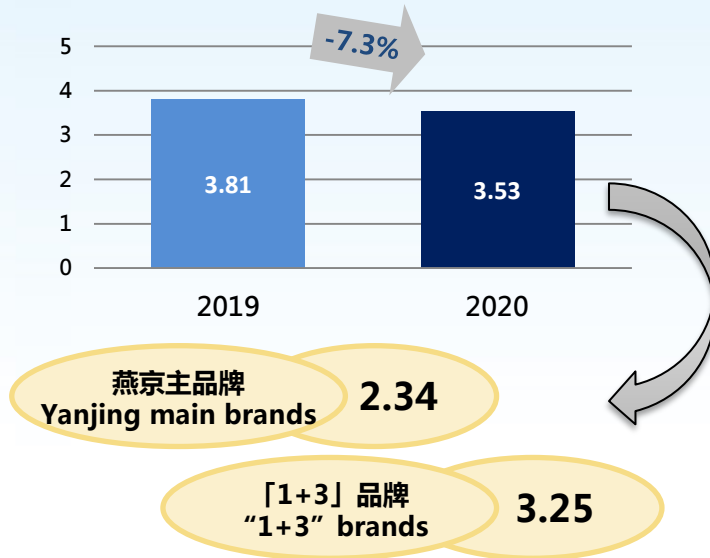
液化石油氣業務 LPG Business	截至2020年 9月30日累計數 Accumulated Number as at 30 Sep 2020
接收碼頭 Receiving Terminals	7
存儲能力 Storage Capacity	300,000 m ³
分銷項目 Distribution Projects	113
銷售門店 Retail Stores	1,100



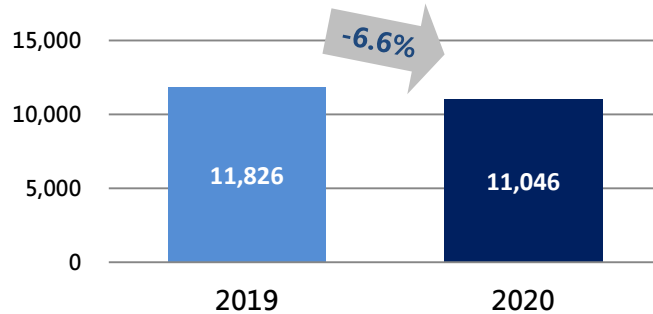
業績摘要 – 燕京啤酒

Results Highlights – Yanjing Brewery

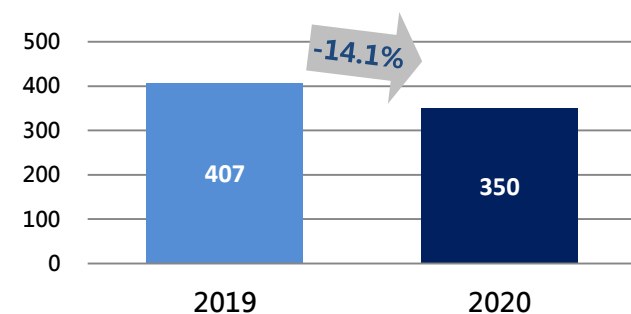
啤酒銷量 Beer sales volume
(百萬千升 mm kiloliters)



營業收入 Revenue
(百萬港元 HK\$ mm)



稅前溢利 Profit before tax
(百萬港元 HK\$ mm)



業務進展 – 燕京啤酒

Business Updates – Yanjing Brewery



- 以「強大品牌、夯實渠道、深耕市場、精實運營」四大關鍵舉措作為戰略轉型的重要佈局
4 key measures of “brand enhancement, channel consolidation, market intensification, and precision operation” as an important layout of strategic transformation
- 聚焦產品、渠道、市場三個重要抓手
Focused on the 3 important means in products, channels and markets
- 積極採取各種措施如豐富產品矩陣、創新傳播媒介等
Actively adopt various measures such as enriching product matrix and innovating communication media
- 2020年「中國500最具價值品牌」，品牌價值評估為1,326億元人民幣
China’s 500 Most Valuable Brands of 2020, with brand value estimated at RMB 132.6 bn

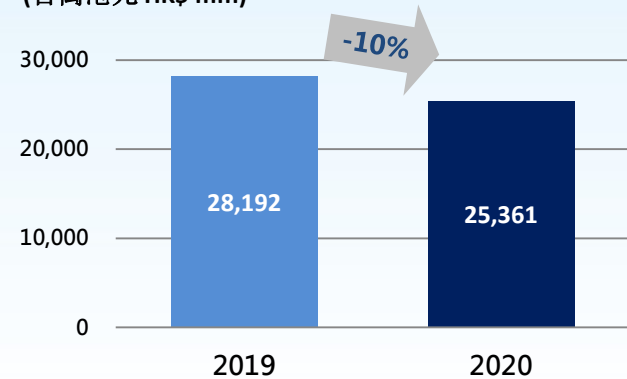


業績摘要 – 北控水務

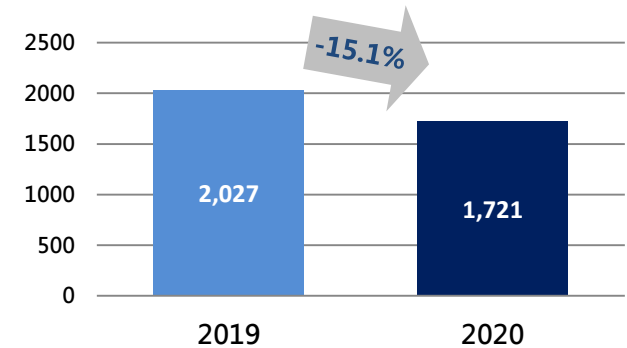
Results Highlights – BEWG



營業收入 Revenue
(百萬港元 HK\$ mm)



北控應佔溢利
Profit attributable to the Company
(百萬港元 HK\$ mm)



業務進展 – 北控水務

Business Updates – BEWG

- 持續打造卓越運營核心能力
Continued to develop its core capabilities to operate distinctively
- 推進標準化示範廠的建設
Facilitated the construction of standardized model plants
- 強化企業投資策略指導及提升自身投資能力
Strengthened the guidance on corporate investment strategy and enhanced internal investment capabilities



總設計能力
Total design capacity
42,124,736 噸/日
Tons/day

總設計能力淨增加
Net increase in design capacity
2,735,854 噸/日
Tons/day



污水處理廠
Sewage treatment plants

1,115



自來水廠
Water distribution plants

174



海水淡化廠
Seawater desalination plants

2



再生水處理廠
Reclaimed water treatment plants

43



業績摘要 – 固廢處理業務

Results Highlights – Solid Waste Treatment Business

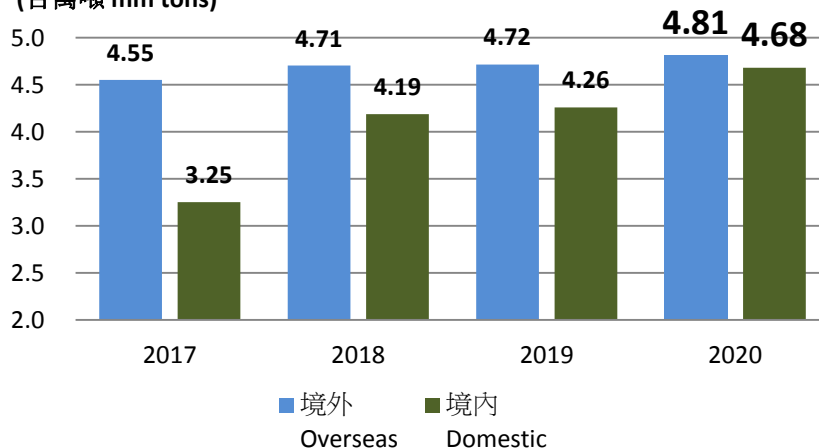


- 營業收入：56.6億港元，同比增長6.5%
Revenue: HK\$5.66bn, +6.5% yoy
- 垃圾處理量：481萬噸，同比增長1.9%
Waste treatment volume: 4.81 mm tons, +1.9% yoy
- 銷售電量：18.2億千瓦時，同比增長2.5%
Sales of electricity: 1.82 bn KWH, +2.5% yoy
- 售熱量：8.87億千瓦時，同比增長12.1%
Sales of heat: 887 mm KWH, +12.1% yoy
- 售蒸氣量：21億千瓦時，同比減少3.7%
Sales of steam: 2.1 bn KWH, -3.7% yoy

垃圾處理量

Waste Treatment Volume

(百萬噸 mm tons)



- 北控環境集團及北控環保合共實現營業收入：30.5億港元，同比增長86%
BE Environment and BEHET total revenue: HK\$3.05 billion, +86% yoy
- 境內垃圾處理量：468.3萬噸，同比增長9.9%；上網電量：14.5億千瓦時，同比增長18.5%
Domestic solid waste treatment volume: 4.683 million tons, +9.9%; on-grid power generation volume: 1.45 billion KWH, +18.5%



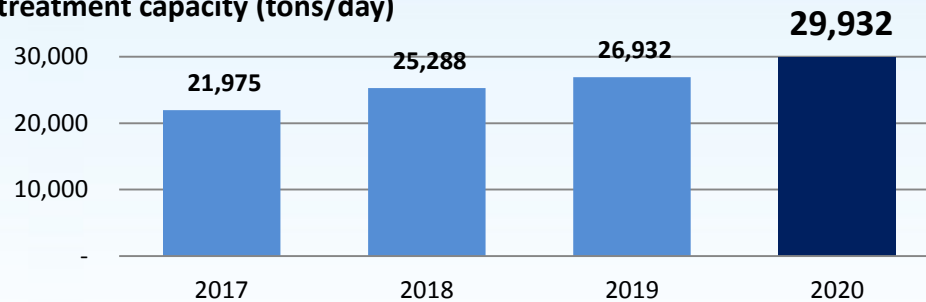
受電費補貼政策改變影響，對境內若干項目計提了資產減值撥備
Due to policy adjustments in electricity tariff subsidies, certain asset impairment was charged to some domestic WTE projects

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（噸/日）

Waste incineration and power generation integrated treatment capacity (tons/day)



垃圾焚燒發電處理規模

Waste incineration and power generation integrated treatment capacity

 **29,932** 噸/日
Tons/day

危廢處理規模

Hazardous waste treatment capacity

 **115,000** 噸/年
Tons/year

- 境內項目強化運行維護管理，疫情期間加大設備維護保養、檢修力度，增加機組穩定性和設備完好率，為後期達產穩產做好準備
- The domestic projects had strengthened the operation and maintenance management, put more efforts in equipment maintenance and overhaul during the pandemic, improved machinery unit stability and equipment serviceability, and well prepared for the post stage operation after reaching the capacity in stable production

- 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



II. 展望 Outlook

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展望 – 天然氣業務

Outlook – Natural Gas Business



- 整合京內市場、擴大點供份額
Integrate the market inside Beijing, and expand market share of point-to-point supply
- 打通海外資源自主採購、自有LNG儲罐存儲、自有市場銷售的LNG業務全流程
Open up the entire LNG business line including independent procurement of overseas resources, storage in own LNG tanks, and sales in own market
- 開拓清潔能源和綜合能源項目，實現多元發展
Explore clean energy and integrated energy projects, realize diversified business development
- 城鎮燃氣：提升銷氣量、優化銷氣結構
Increase gas sales volume while optimizing the gas sales structure
- 液化石油氣：將強化運營管理、完善市場化機制
LPG business: strengthen operation management, improve market-oriented
- 增值業務：依託其龐大的管道天然氣和液化石油氣服務網絡以及優質的客戶資源，開拓新的市場增長空間
- Value-added services: open up new market growth potential based on its huge piped natural gas and LPG service network and high quality customer resources



展望 – 啤酒業務

Outlook – Beer Business

- 夯實渠道、深耕市場
Channel consolidation and market intensification
- 擴大中高端產品供給，提速新品研發與儲備
Expand the supply of mid-to-high-end products, speed up the development and storage of new products



- 優化產能佈局，構建產品研發、供應鏈、生產品控及營銷管理為核心的全週期、高效生產運營體系
Optimize production capacity layout, and build a full-cycle, efficient production and operation system centering on product development, supply chain, production control and marketing management

- 從高速發展轉向高質量發展
Shifting from high-speed development to quality growth
- 聚焦智慧水務升級，塑造科技創新動能，促進技術業務融合
Focus on smart water upgrade, shape the momentum of technological innovation and promote the integration of technology and business
- 以城域級智慧平台，連結整個區域涉水資產，提升輕資產運營核心競爭力
Use the metropolitan smart platform to link the water-related assets of the entire region and enhance the core competitiveness of asset-light operations
- 推動投資體系能力升級，落實高質量的項目投資策略
Promote the upgrading of our investment system capabilities and implement high-quality project investment strategies



展望 – 固廢處理業務

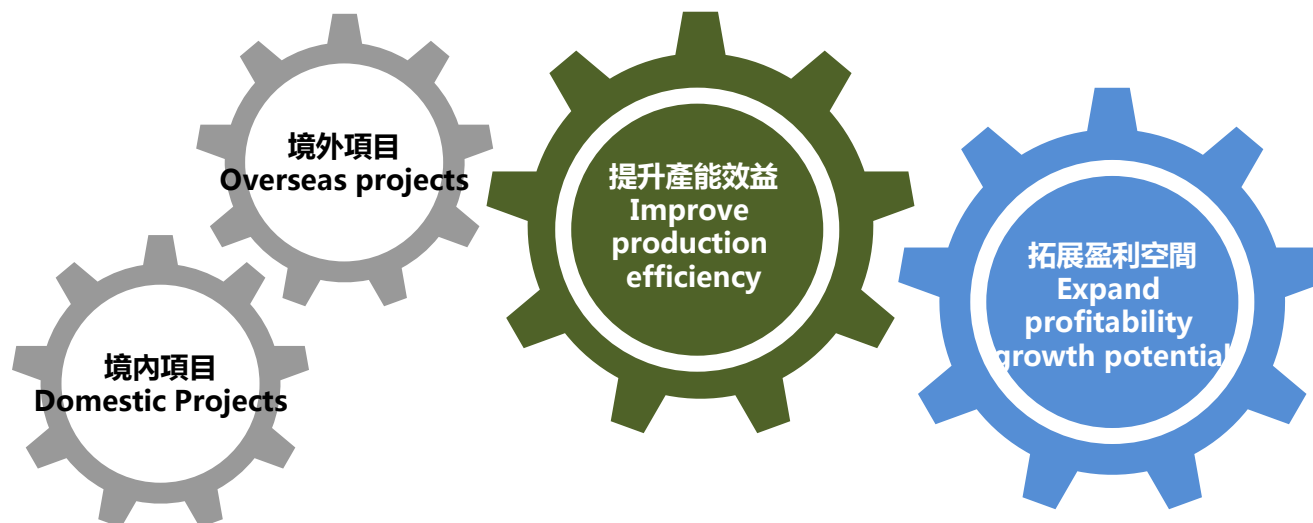
Outlook – Solid Waste Treatment Business

- 境內企業將強化現有項目的高效穩定運營，同時不斷提升污泥、餐廚、生物質等新型固廢的協同處置能力；深入研究工業固廢與危廢的資源化利用，拓展企業創收的新渠道

The domestic enterprises will strengthen the efficient and stable operation of existing projects, while continuing to improve the co-processing capabilities of new types of solid waste such as sludge, kitchen waste and biomass waste. Meanwhile, conduct in-depth study of resources utilization of industrial solid waste and hazardous waste, and expand new revenue streams

- 境外EEW GmbH將積極應對歐洲疫情影響，在確保垃圾供應量穩定的基礎上，依託新項目投產帶來的內部增長，穩步提升收益貢獻

For the overseas projects through EEW GmbH, we will actively respond to the impact of the pandemic in Europe, rely on the internal growth brought about by the commissioning of new projects and steadily increase its revenue contributions on the basis of ensuring a stable waste supply



III. 問答環節 Q&A

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謝謝大家！

Thank you!

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