



CIMC ENRIC

中集安瑞科控股有限公司
(3899.HK)

2021 Q3 Operational Updates

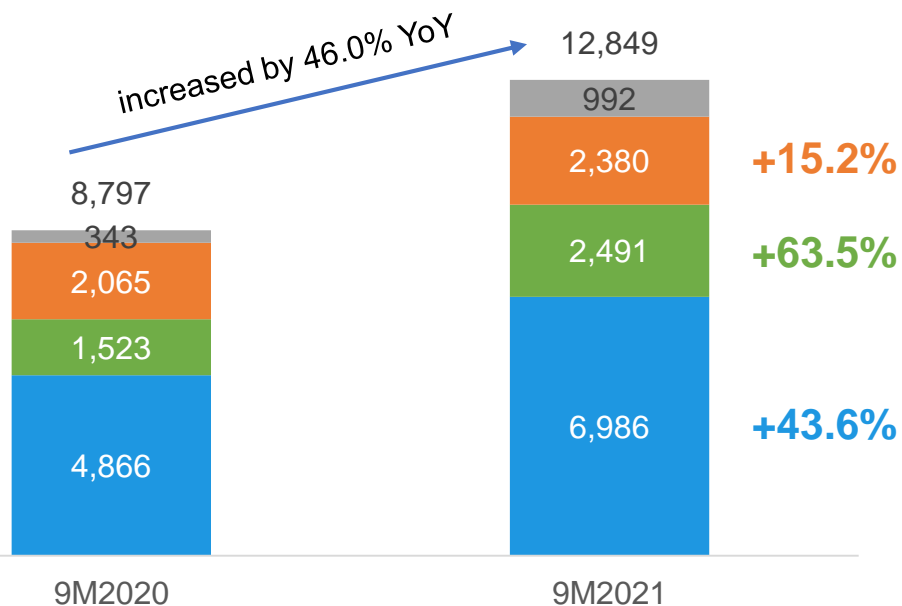
English Version

2021.10

Revenue

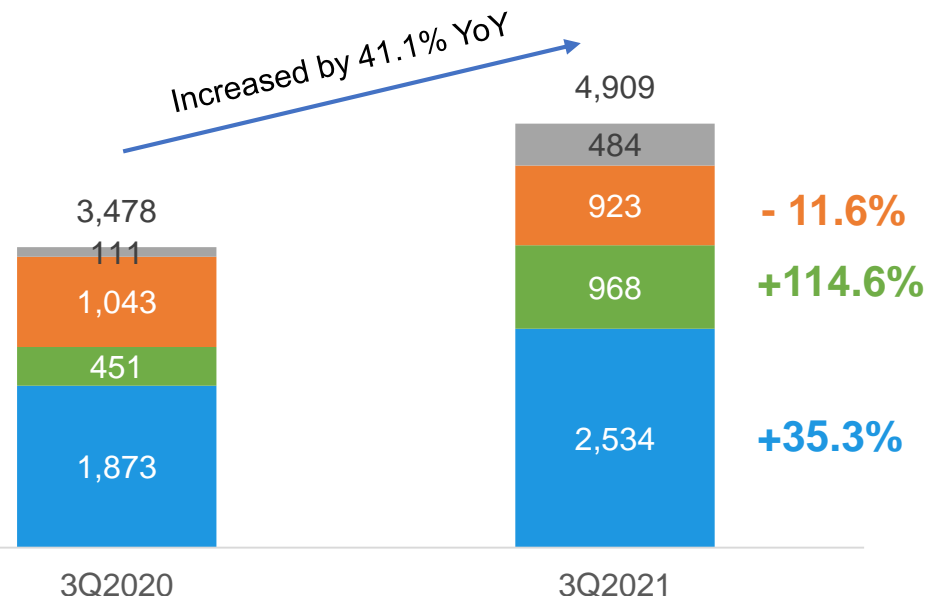
Revenue for 9M2021

Unit: RMB million



Revenue for 3Q2021

Unit: RMB million



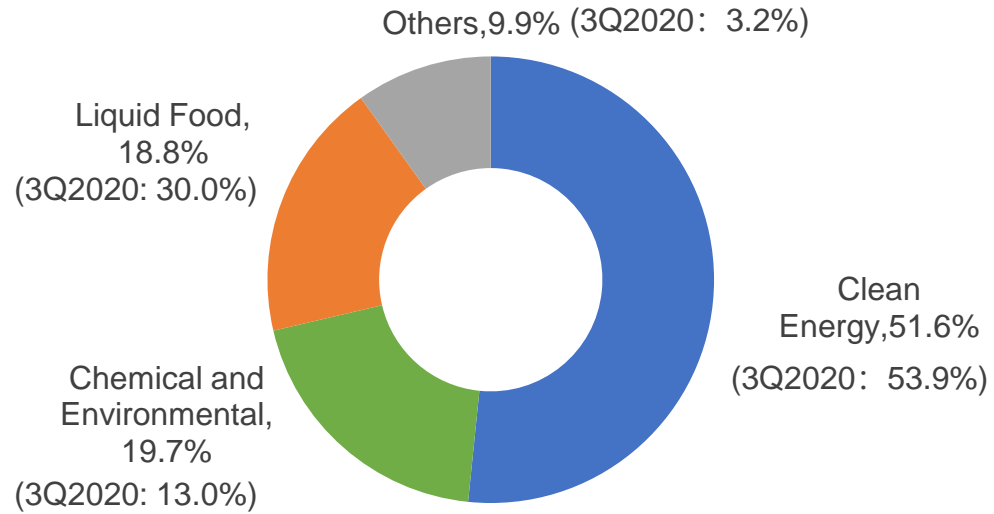
Analysis

- The market demand for LPG remained strong, which led to an increase in the sales of LPG spherical tanks and LPG trailers; the demand for LNG and industrial gas was strong, and the sales of cryogenic storage tanks and cryogenic trailer increased.
- The recovery of international trade has led to substantial increase in sales of chemical tank containers;
- Global liquid food businesses and projects have been increasing steadily.

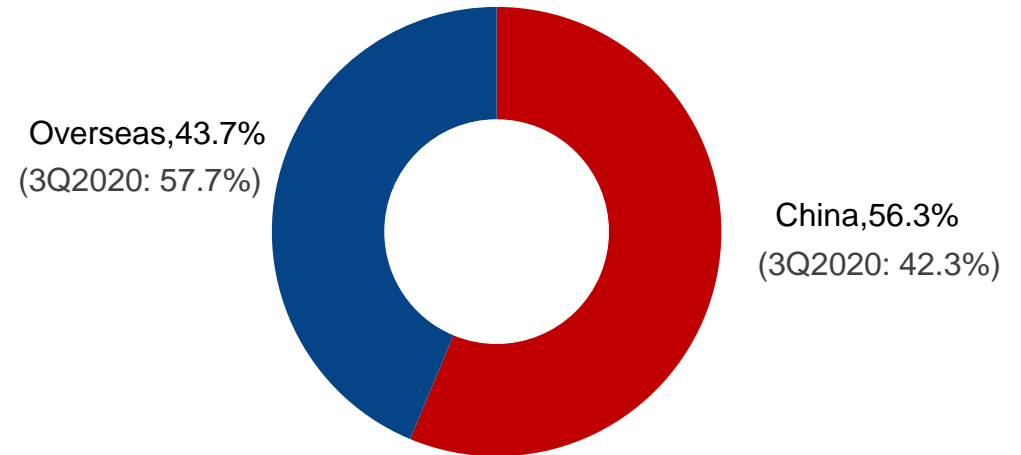
* Hong Kong Accounting Standards, unaudited

Analysis on the Structure of Revenue for 3Q2021

Revenue Breakdown by Segment



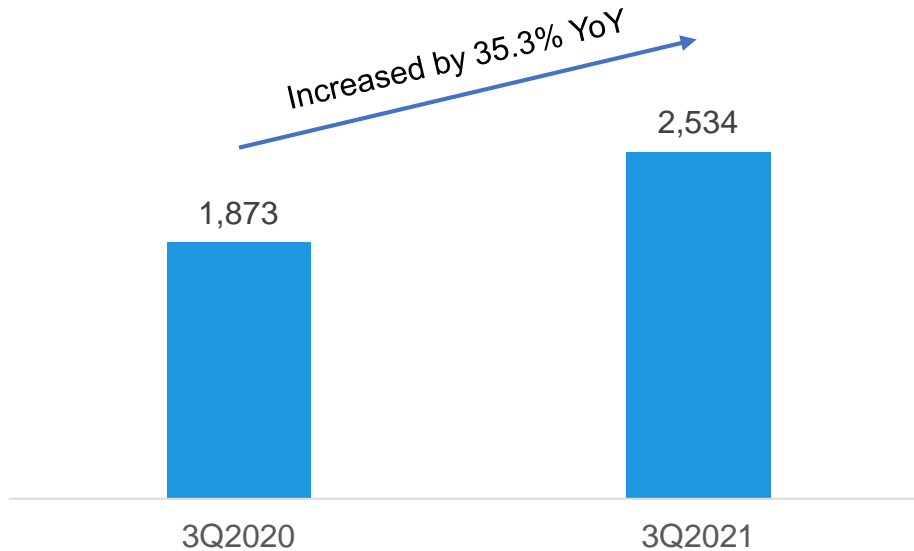
Revenue Breakdown by Geographical Region



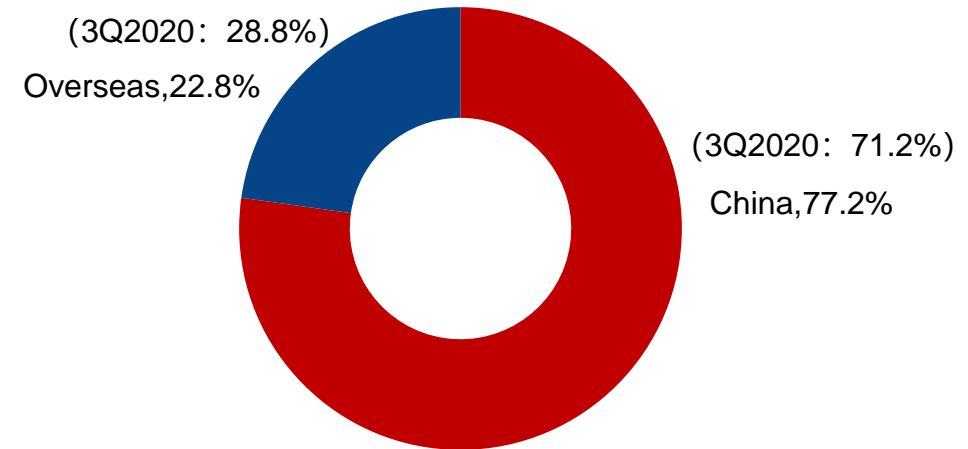
Revenue From Clean Energy Segment

Revenue From Clean Energy Segment Increased by about 35.3% YoY

Unit: RMB million



Revenue Breakdown by Geographical Region



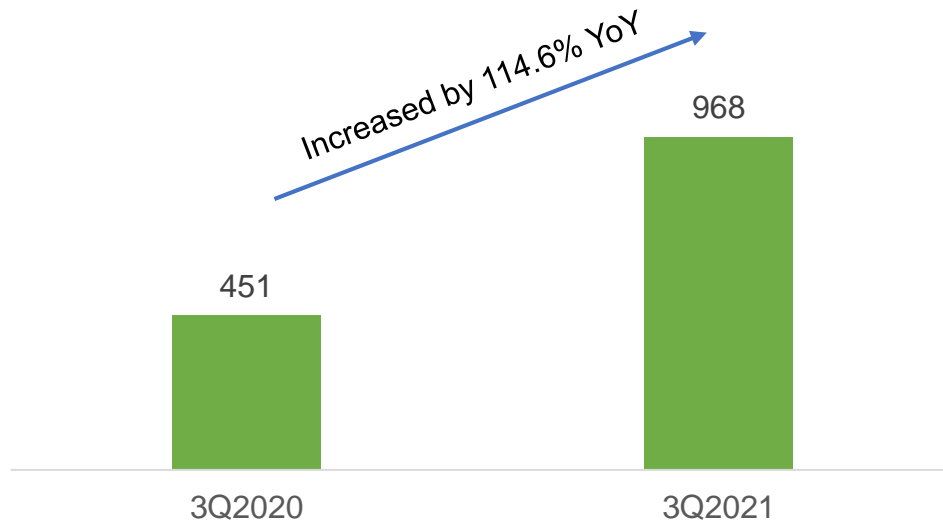
Analysis

- Top sales of equipment and projects including spherical tanks, cryogenic small storage tanks, cryogenic trailer and LPG trailer.

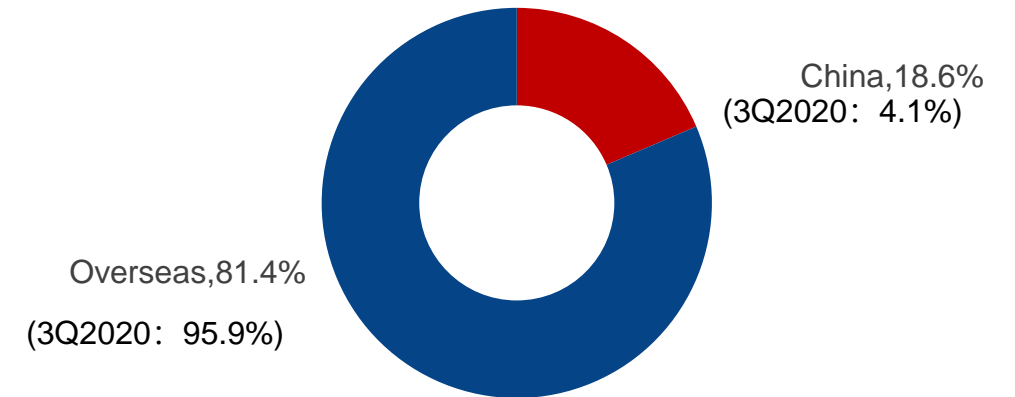
Revenue From Chemical & Environmental Segment

Revenue From Chemical & Environmental Segment Increased by 114.6% YoY

Unit: RMB million



Revenue Breakdown by Geographic Region



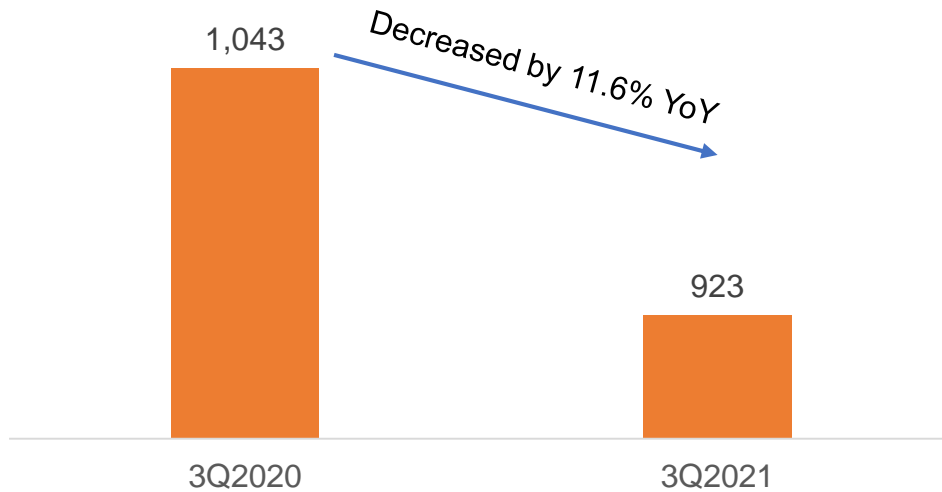
Analysis

- Supported by strong demand during the peak season with global shortage of marine transportation capacity, orders for standard liquid tank containers and special liquid tank containers were sufficiently high. Revenue for Chemical & Environmental Segment increased by 114.6% YoY.

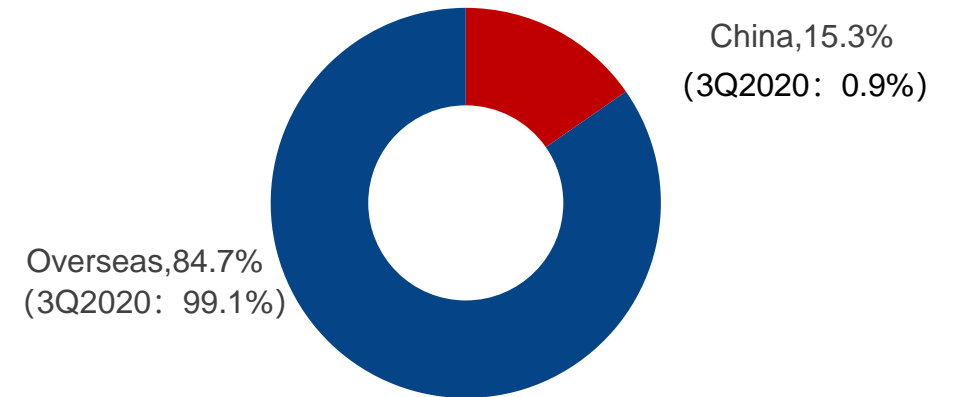
Revenue From Liquid Food Segment

Revenue From Liquid Food Segment decreased by 11.6% YoY

Unit: RMB million



Revenue Breakdown by Geographic Region



Analysis

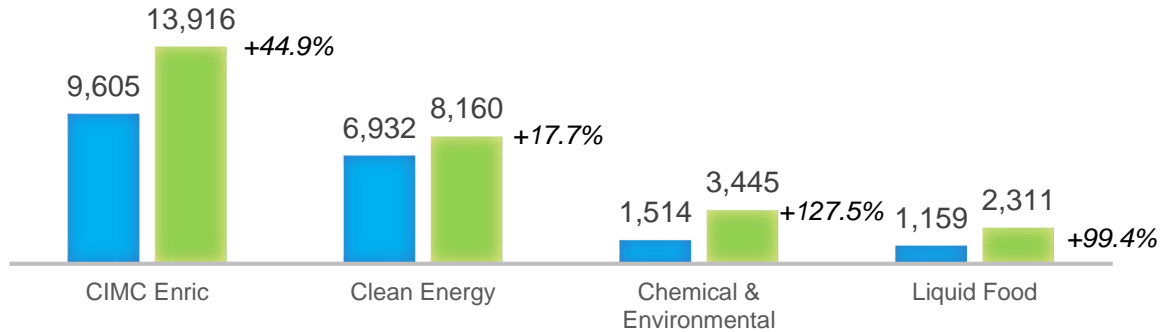
- Revenue decrease mainly attributable to an early termination of a project in Mexico in Q3 2020, a total revenue of RMB 375 million was fully recorded.
- Major breakthroughs made in domestic Baijiu business, won a bid for over RMB100 million for Baijiu project from Shuijingfang.

Significant Backlog and New Orders Growth

New Orders Signed

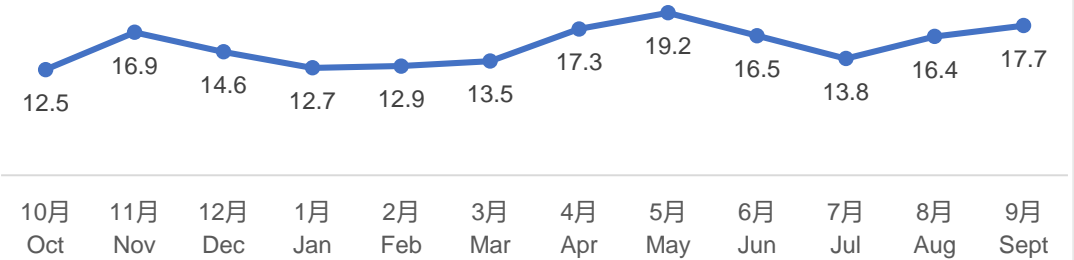
Unit: RMB million

■ Cumulative new orders of corresponding period last year
■ Cumulative new orders as of the end of Sept 2021



New Orders by Month

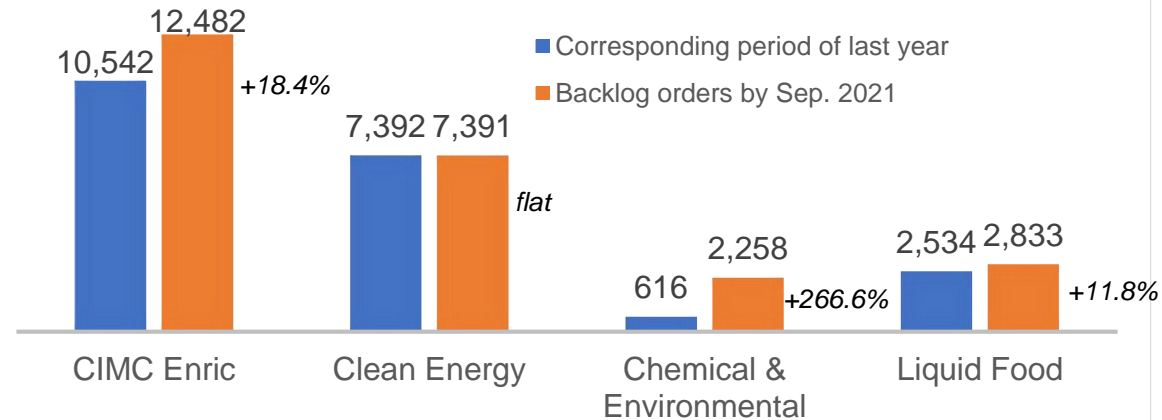
Unit: RMB 100 million



Backlog Orders

Unit: RMB million

■ Corresponding period of last year
■ Backlog orders by Sep. 2021



New Orders:

- Hydrogen new orders was approximately RMB 250 million.
- Onshore clean energy business new orders increased by 23% YoY to approximately RMB 6,990 million

Backlog Orders:

- Hydrogen backlog orders was RMB 67.17 million, yoy increased 130%
- Onshore clean energy business backlog orders increased by 9% YoY to approximately RMB 5,500 million.



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