

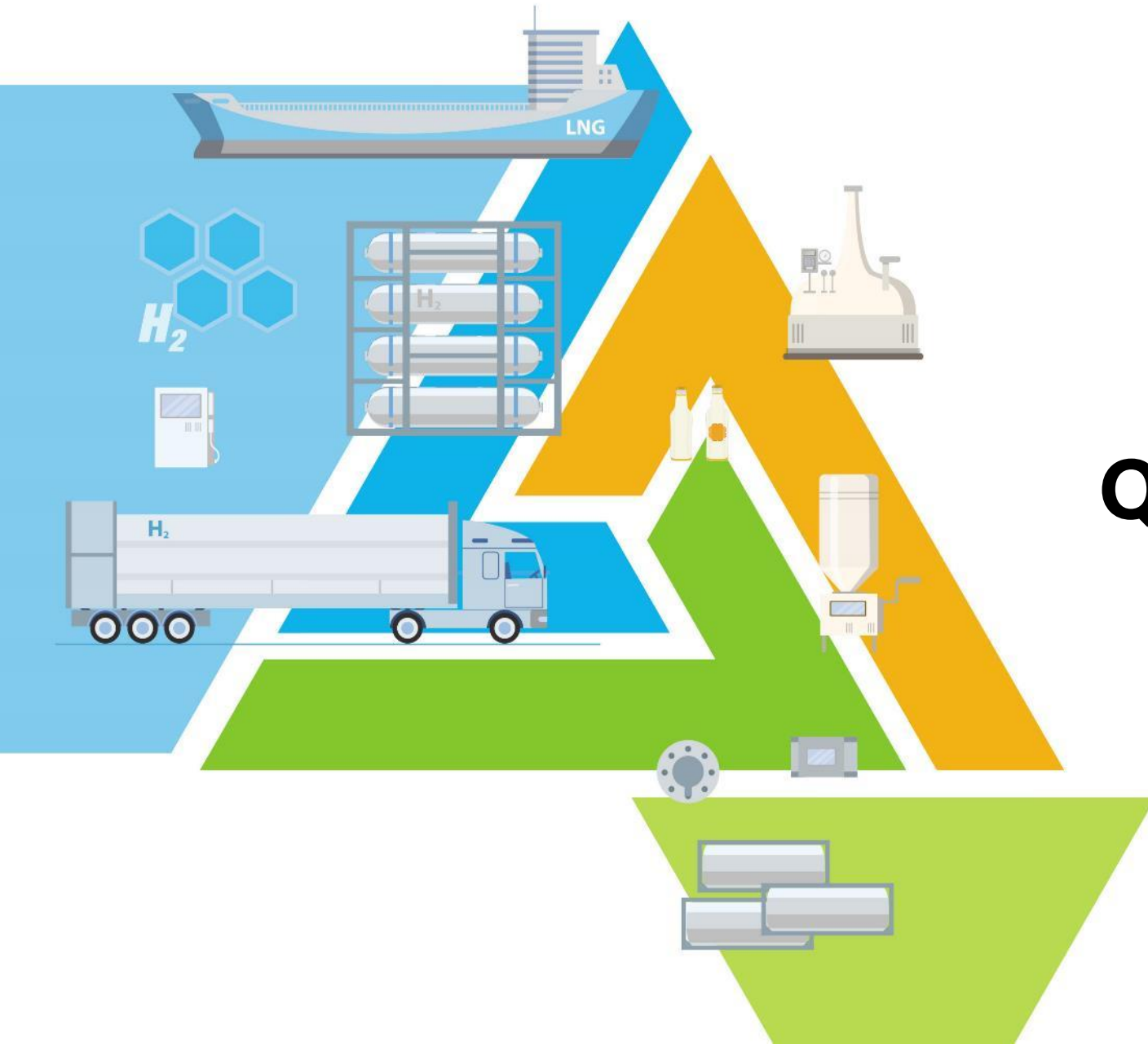
# CIMC ENRIC

中集安瑞科控股有限公司

## 2022 Q3 Operational Updates

English

2022.10.24





## Clean Energy

- Clean Energy's overseas orders for 9M2022 increased by 103.5% including winning a big natural gas EPC project in Africa and a record order for nuclear fuel transport containers in Europe. Upstream-related business and equipment sales continued to grow. Providing equipment for China's first "New Carbon Dioxide Energy Storage Verification Project"
- Steady delivery of oil-to-gas vessel conversion projects. Expanding ammonia bunkering vessel cooperation.
- Batch delivery of Type III on-board hydrogen supply system. Carrying out a hydrogen bus demonstration project in Hong Kong



## Chemical & Environmental

- Full order book with revenues of nearly RMB4 billion and continuing to rapidly grow.
- Market demand for high-end lining tank containers continues to increase.



## Liquid Food

- Significant growth in orders for spirits and juices.
- Delivered Budweiser's Largest Craft Brewery in the Asia-Pacific Region.
- Building China's first carbon-neutral whisky distillery demonstration plant.



Included in the HS Composite MidCap Index and the Shanghai-Hong Kong Stock Connect



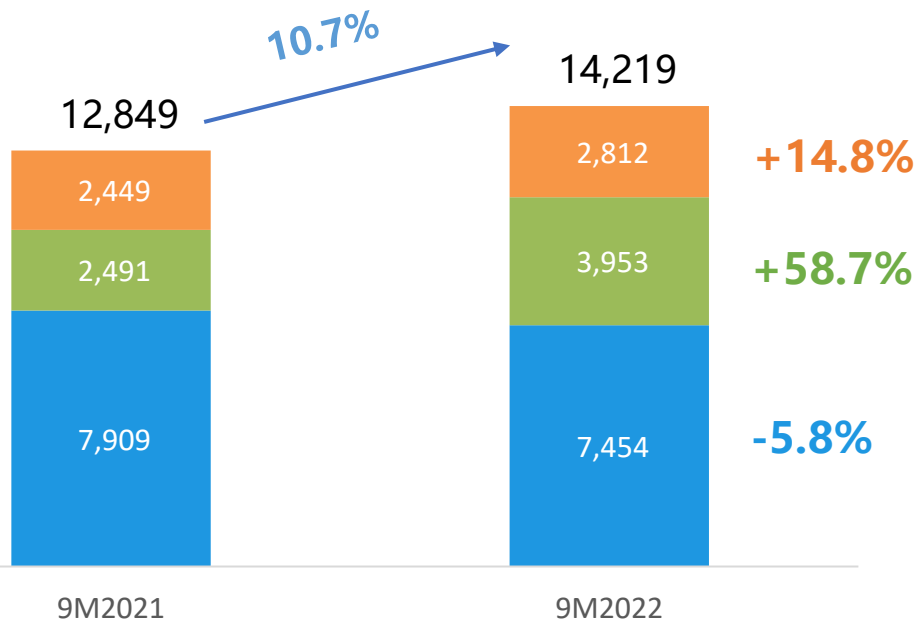
Technological innovation breakthrough  
Winning two Chinese Patent Excellence Awards



# Significant Growth in Chemical & Environment Revenue

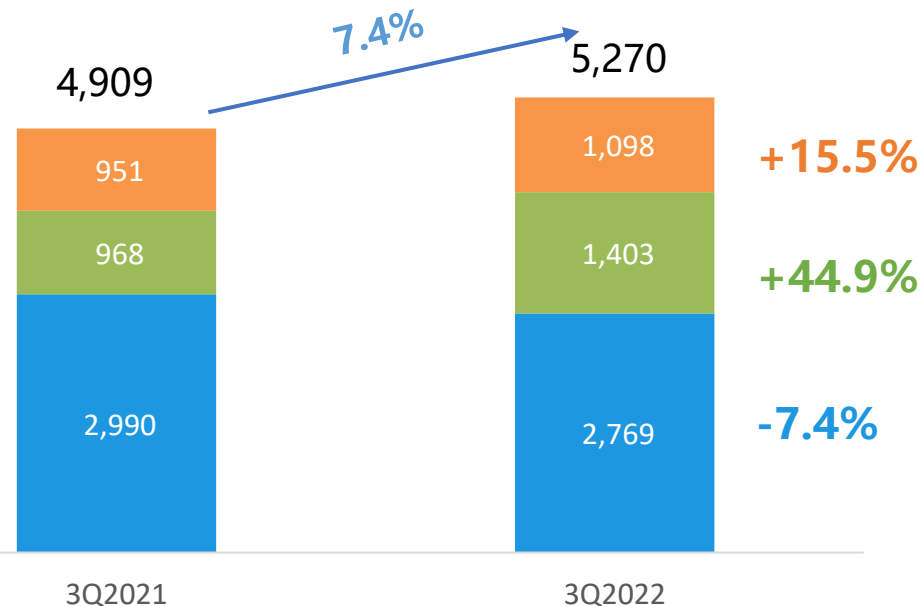
## Revenue for the first 9 months of 2022

Unit: RMB million



## Revenue for the third quarter of 2022

Unit: RMB million



■ Clean Energy ■ Chemical and Environmental ■ Liquid Food

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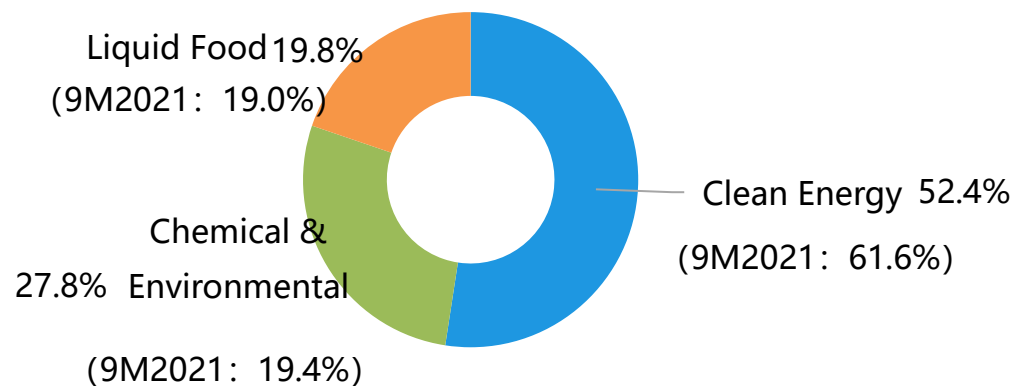
- LNG price remains high with upstream-related business and equipment sales recording significant growth. Weak domestic LNG consumption is affecting transportation-related and application product sales. Moreover, recurring Covid-19 outbreaks and power restrictions in the third quarter affected some clean energy production and logistics networks.
- Steady growth in hydrogen energy with **RMB268 million** in revenues for hydrogen-related business for the first 9months of 2022.
- The global trade and fine chemical industries continued growing robustly with sales of chemical tank containers steadily increasing.

\*HKFRS, figures are unaudited and all financial data is in RMB

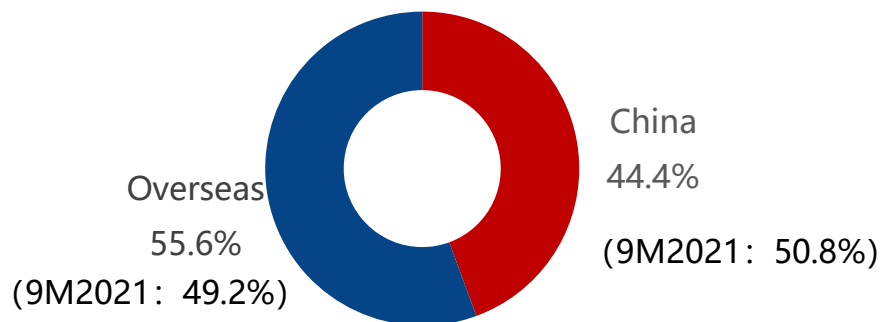
\*Clean Energy and Liquid Food figures are restated



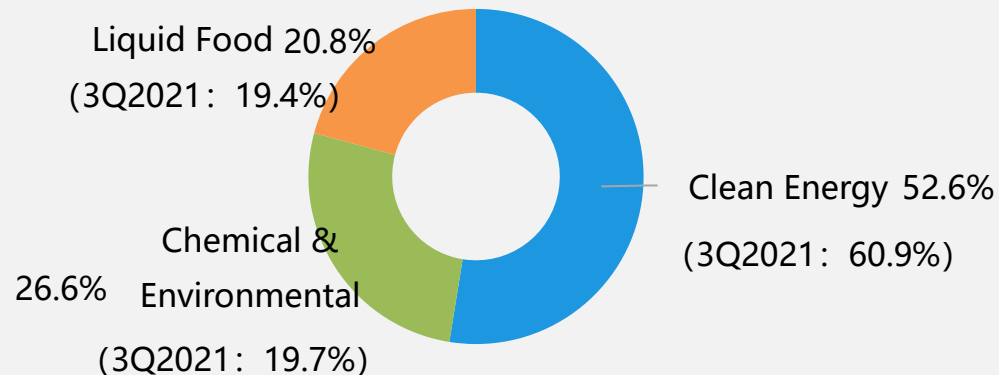
## 9M2022 Revenue Breakdown by Segment



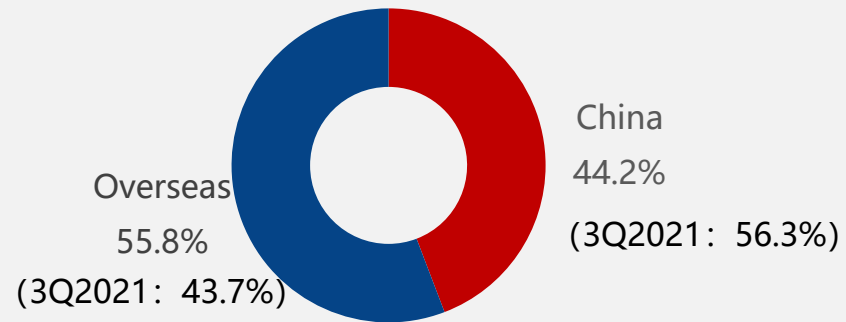
## 9M2022 Revenue Breakdown by Geographical Region



## 3Q2022 Revenue Breakdown by Segment



## 3Q2022 Revenue Breakdown by Geographical Region

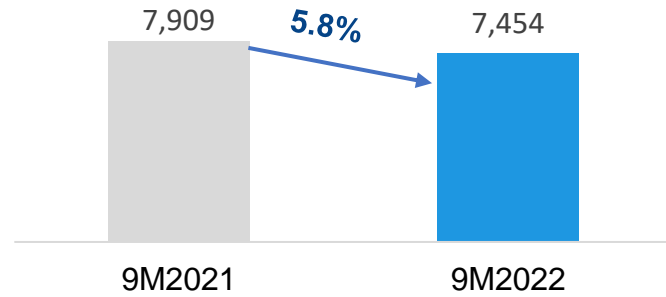




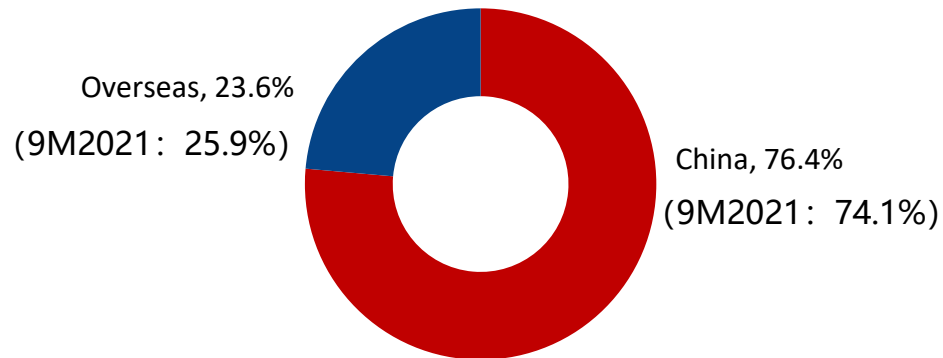
# Clean Energy Segment Performance

## 9M2022 Revenue of Clean Energy Segment

Unit: RMB Million



### 9M2022 Revenue Breakdown by Geographical Region

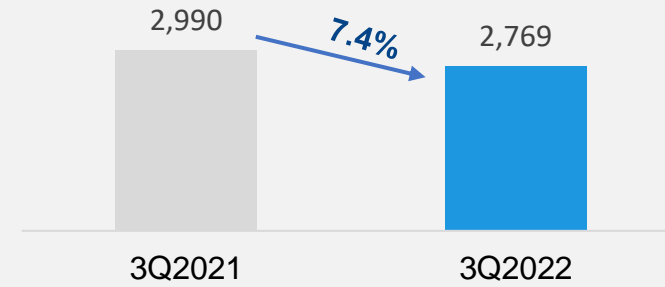


### Champion Products:

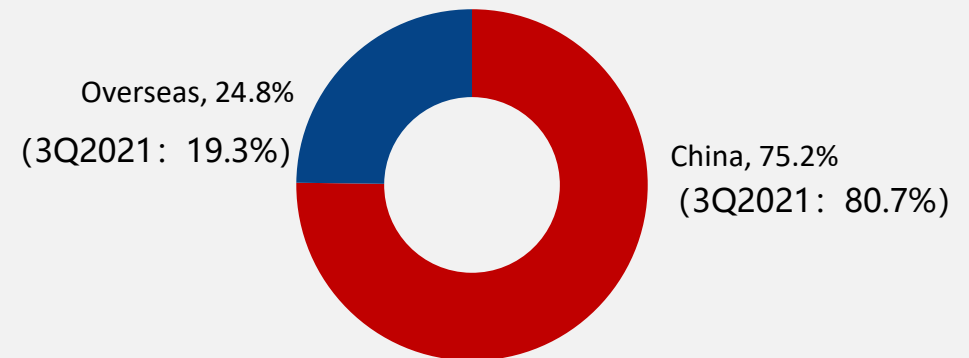
- Top 5 products sold for 9M2022 were spherical tanks, liquid cargo tanks, liquid gas vessels, CNG high-pressure trailers and tube bundle vessels, industrial gas cryogenic tanks.

## 3Q2022 Revenue of Clean Energy Segment

Unit: RMB Million



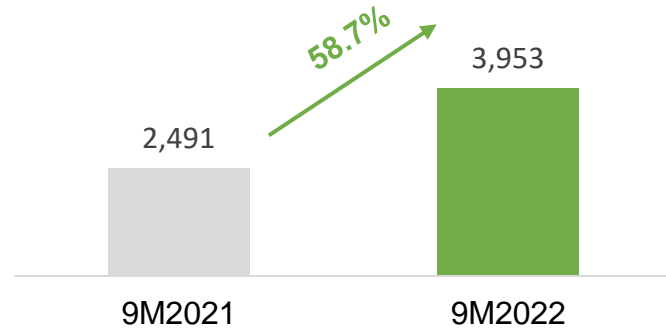
### 3Q2022 Revenue Breakdown by Geographical Region



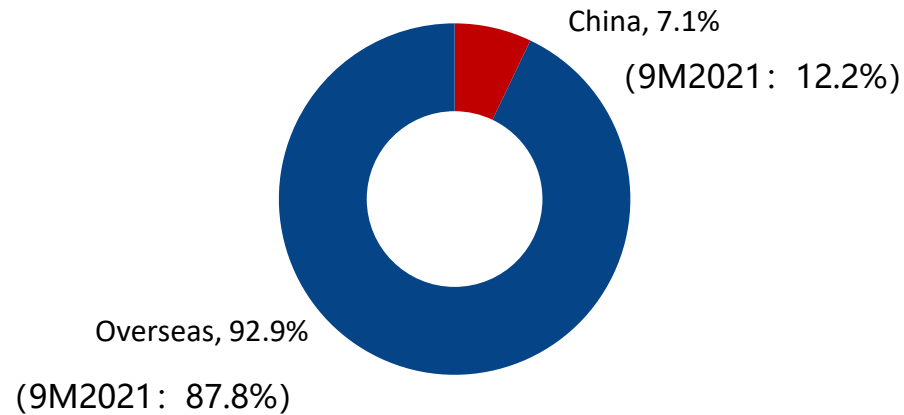


## 9M2022 Revenue of Chemical & Environmental Segment

Unit: RMB Million

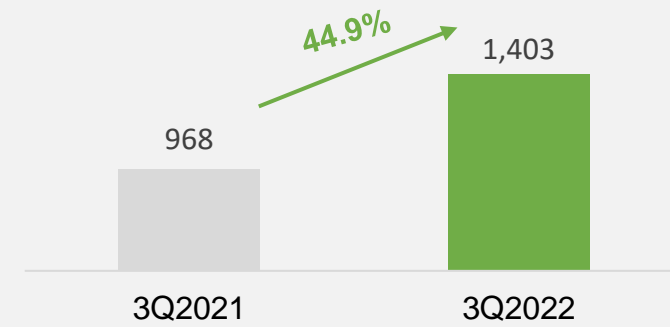


## 9M2022 Revenue Breakdown by Geographical Region

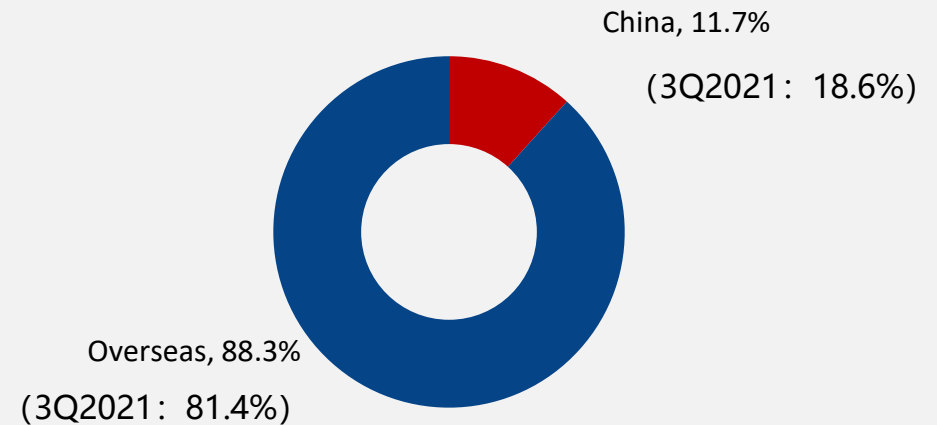


## 3Q2022 Revenue of Chemical & Environmental Segment

Unit: RMB Million



## 3Q2022 Revenue Breakdown by Geographical Region



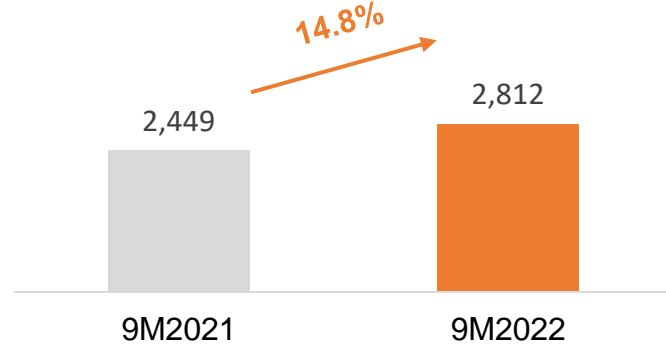
**Champion Product:** “CIMC Tank” has been the bestselling tank container in the global market for 18 years consecutively \*. The growth in tank container sales during the year further strengthened its position in the industry.

\*According to the ITCO2022 report

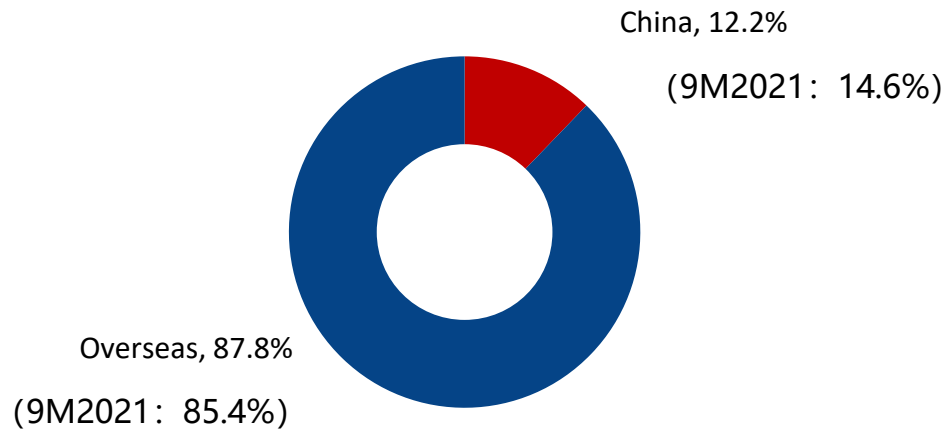


## 9M2022 Revenue of Liquid Food Segment

Unit: RMB Million

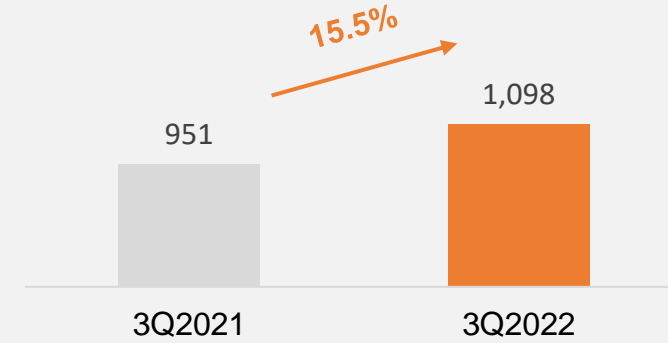


## 9M2022 Revenue Breakdown by Geographical Region

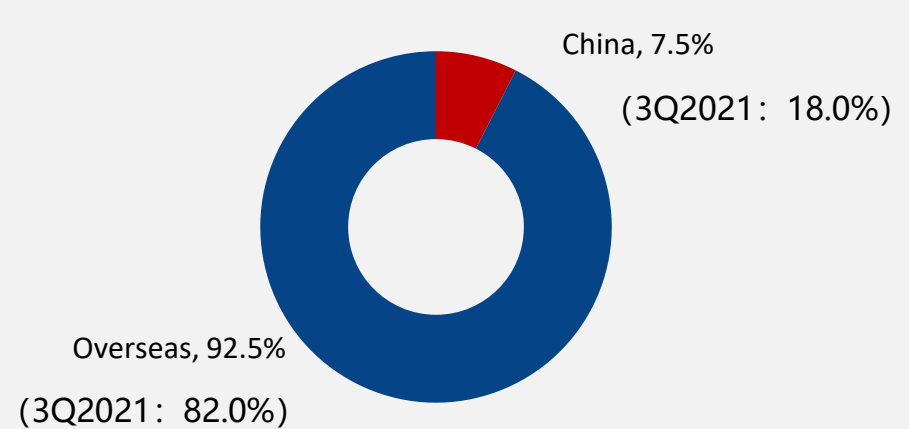


## 3Q2022 Revenue of Liquid Food Segment

Unit: RMB Million



## 3Q2022 Revenue Breakdown by Geographical Region



- Significant increase in newly signed orders and the smooth progress of overseas projects on hand

**Champion Products**: Turnkey Brewery Project - Top 3 worldwide. Turnkey Distillation Project - No. 1 worldwide

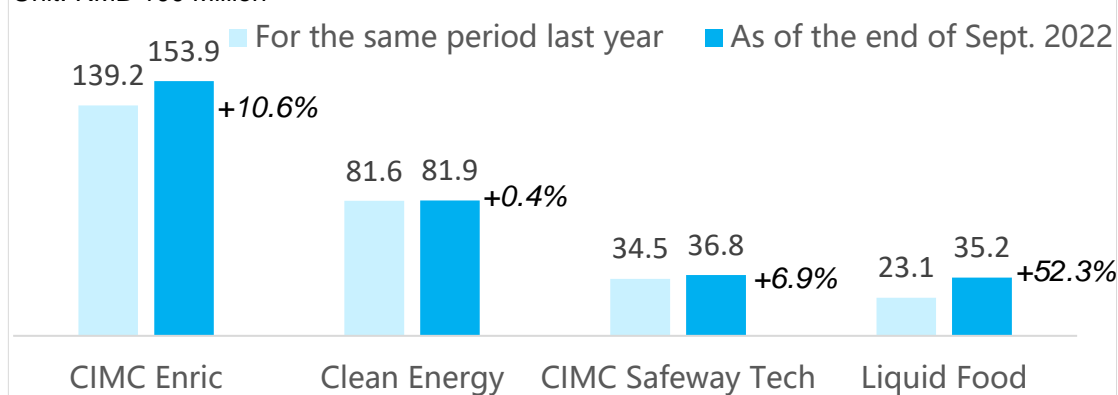


# Significant Growth in Clean Energy Overseas New Orders

The newly signed orders for oversea clean energy business in 9M 2022 have increased by 103.5% YoY to RMB 1.85 billion, and the newly signed orders for offshore clean energy business (SOE + oil-to-gas vessel conversion) have increased by 61.3% YoY to RMB 1.89 billion. The newly signed orders and orders on hand for hydrogen energy business were RMB 434 million and RMB 269 million, respectively.

## Newly Signed Orders

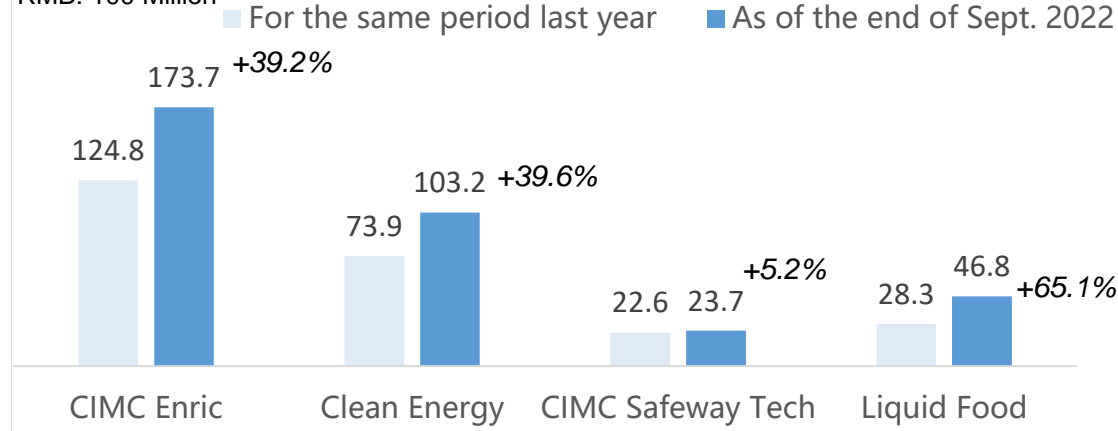
Unit: RMB 100 Million



| Category of Clean Energy | Newly signed orders as of the end of September (in RMB 100 million) |                       |             |
|--------------------------|---|-----------------------|-------------|
|                          | Current period  | Same period last year | Change YoY  |
| Onshore Clean Energy     | 58.7  | 67.2                  | -12.7%      |
| Offshore Clean Energy    | 18.9  | 11.7                  | 61.3%       |
| Hydrogen                 | 4.3   | 2.7                   | 62.5%       |
| <b>Total</b>             | <b>81.9</b>   | <b>81.6</b>           | <b>0.4%</b> |

## Backlog Orders

RMB: 100 Million



| Category of Clean Energy | Backlog orders as of the end of September (in RMB 100 million) |                       |              |
|--------------------------|--|-----------------------|--------------|
|                          | Current period   | Same period last year | Change YoY   |
| Onshore Clean Energy     | 59.8   | 53.9                  | 10.9%        |
| Offshore Clean Energy    | 40.7   | 19.1                  | 113.4%       |
| Hydrogen                 | 2.7  | 0.9                   | 198.1%       |
| <b>Total</b>             | <b>103.2</b>   | <b>73.9</b>           | <b>39.6%</b> |

Newly signed orders: cumulative orders signed during the period. Backlog orders: existing orders as of September 30, 2022





# Q&A



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