

氫·新未來「能」聯世界
H2 · RENEWABLE ENERGY
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CONNECTING the world

CIMC ENRIC

CIMC Enric Holdings Limited

(Stock code: 3899. HK)

2023 三季度營運數據

Q3 Operational Updates

English Version

2023.10





Clean Energy

- LNG on-vehicle cylinders and other terminal application equipment demand increased, in Aug and Sep, nearly RMB400 million LNG on-vehicle cylinder orders, an YoY increase of more than 80 times.
- Sales of hydrogen energy storage and transportation equipment and on-vehicle hydrogen cylinders maintained growth, and revenue in the 3Q2023 increased by 67.7% YoY.
- The R&D of hydrogen energy equipment have achieved many breakthroughs, launching the hydrogen 90MPa hydraulic-driven compressor, 45MPa diaphragm compressor, China's first 30MPa hydrogen tube bundle container and China's first low-temperature anhydrous ammonia transport carrier.



Chemical and Environmental

- Chemical and environmental business has been successfully spun off and completed the A-shares listing on the ChiNext Market of the Shenzhen Stock Exchange, with the stock abbreviation: CIMC SAFEWAY (SZ.301559).



Liquid Food

- Steady progress of Liquid Food projects in hand



Completion and acceptance of the first hydrogen refuelling station in Hong Kong

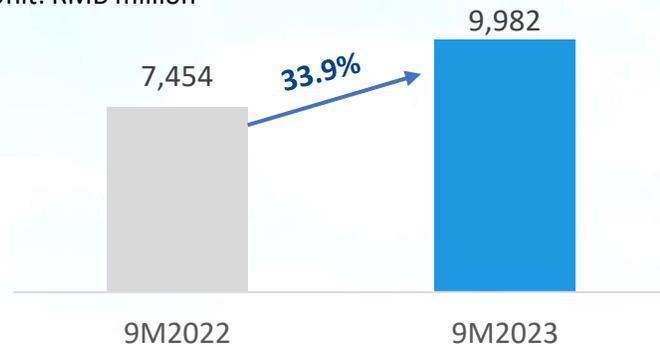


Pioneering the new model of "Green Ammonia and Hydrogen" storage and transportation

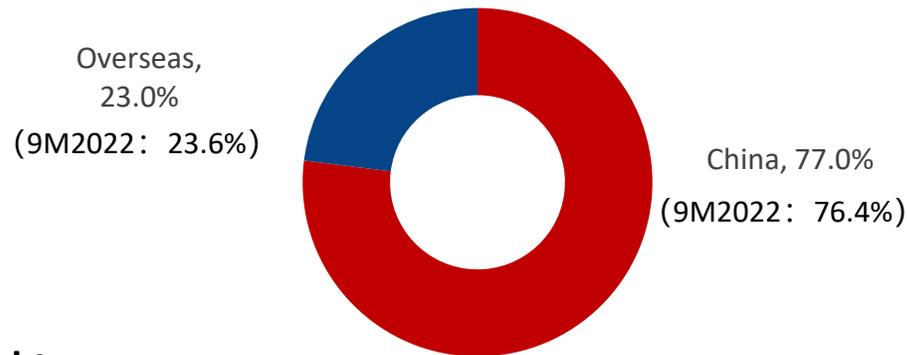


9M2023 Revenue sharply increased 33.9%

Unit: RMB million

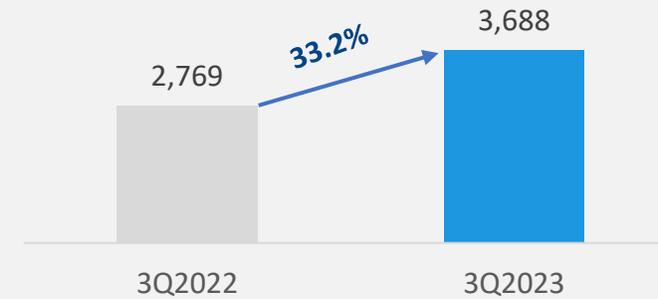


9M2023 Revenue breakdown by location

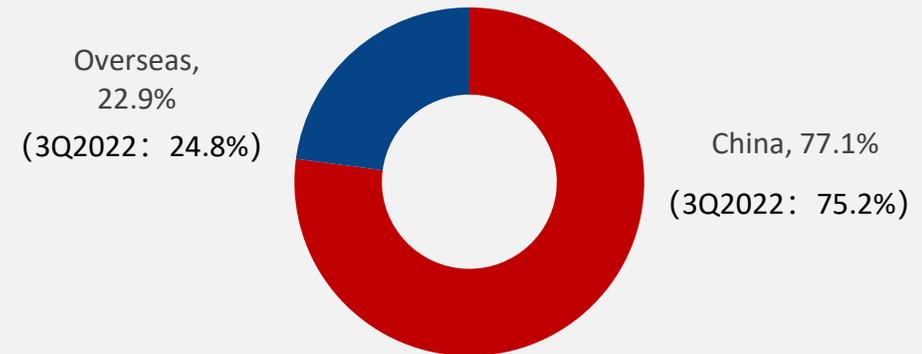


3Q2023 Revenue sharply increased 33.2%

Unit: RMB million



3Q2023 Revenue breakdown by location

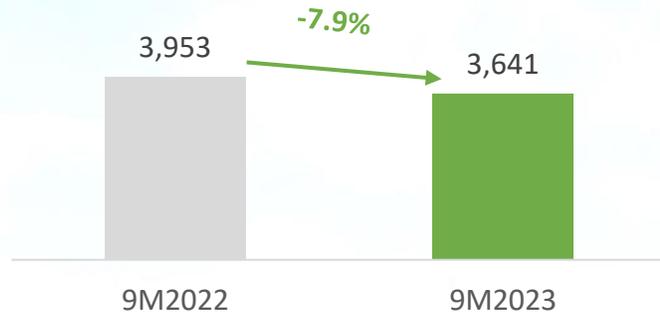


Highlights :

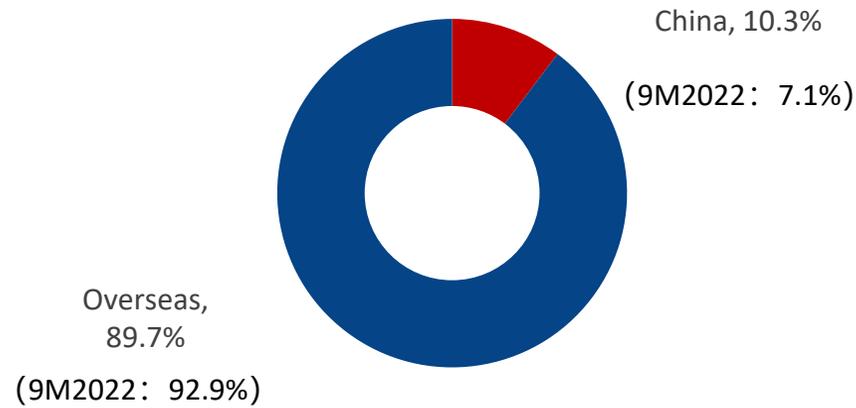
- Benefiting from the growth of both apparent consumption and imports of natural gas, as well as the widening of the price gap between oil and gas, and the demand for terminal applications such as LNG on-vehicle cylinders. The revenue of the clean Energy segment increased significantly by 33.9% to RMB9.98 billion in the first nine months of 2023, and the revenue of the third quarter increased by 33.2% to RMB3,688 million.
- Sales of storage and transportation equipment, on-vehicle hydrogen storage cylinders and hydrogen supply systems in the hydrogen energy business maintained rapid growth, and the revenue of the hydrogen energy business increased significantly by 62.7% to RMB436 million in the first nine months of 2023. Hydrogen energy business revenue of the third quarter surged 67.7% to RMB166 million.

9M2023 Chemical and Environmental Revenue

Unit: RMB million

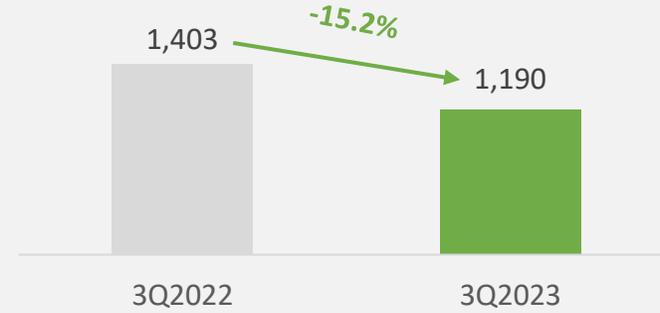


9M2023 Revenue Breakdown by Location

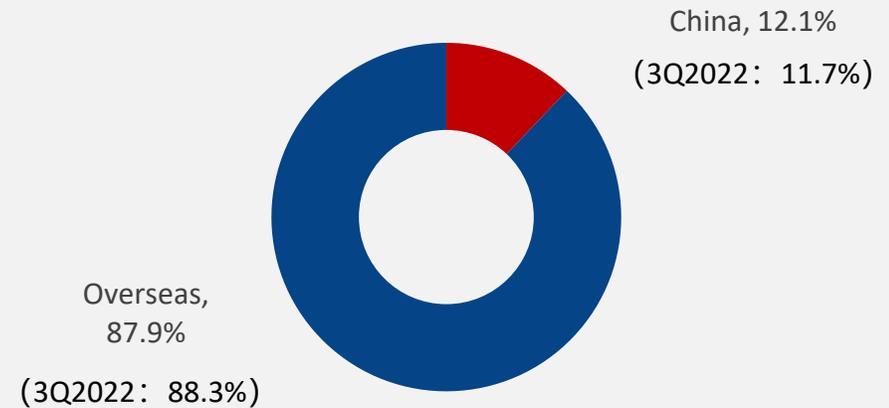


3Q2023 Chemical and Environmental Revenue

Unit: RMB million

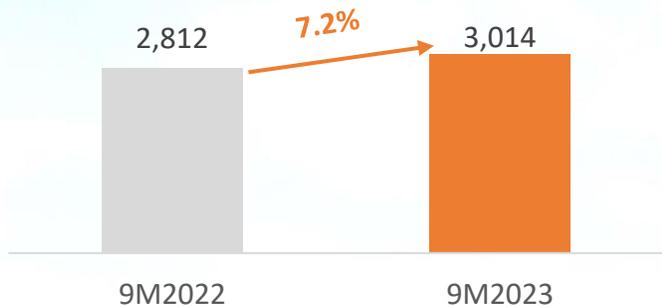


3Q2023 Revenue breakdown by location

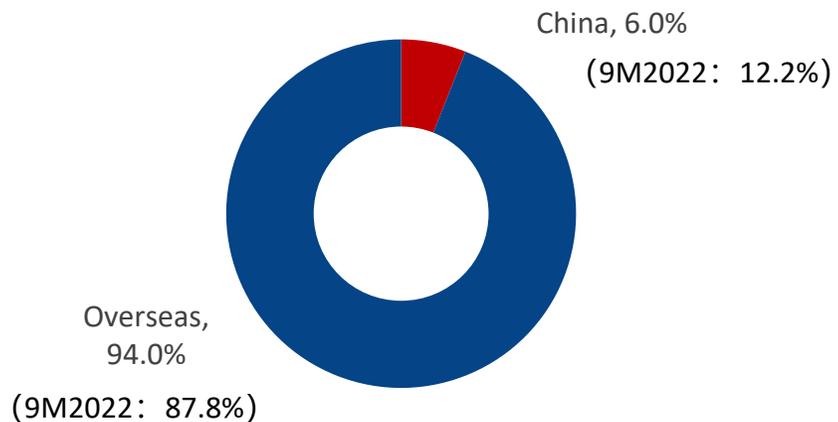


9M2023 Liquid Food Revenue

Unit: RMB million

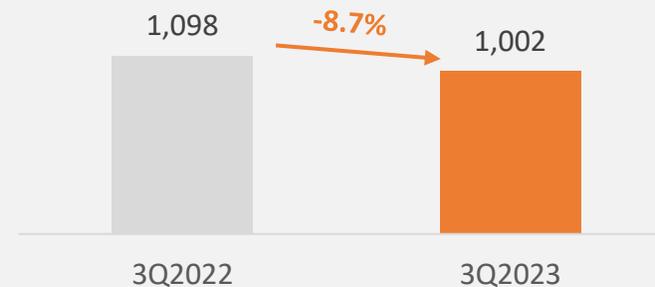


9M2023 Revenue Breakdown by Location

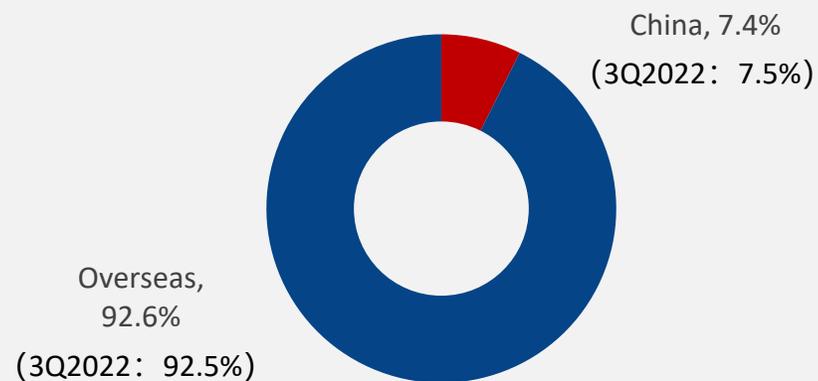


3Q2023 Liquid Food Revenue

Unit: RMB million

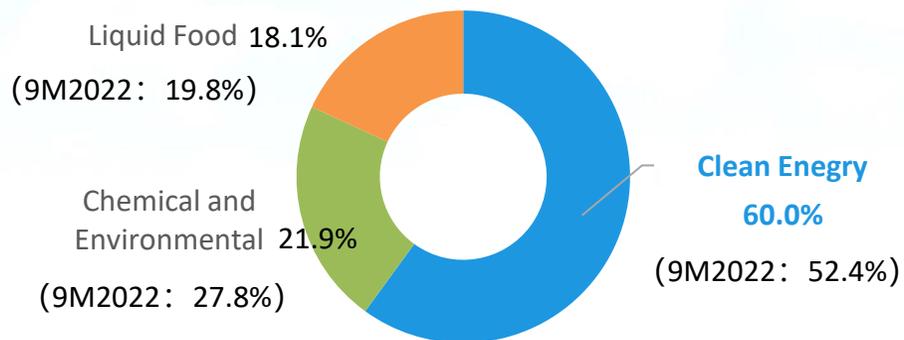


3Q2023 Revenue Breakdown by Location

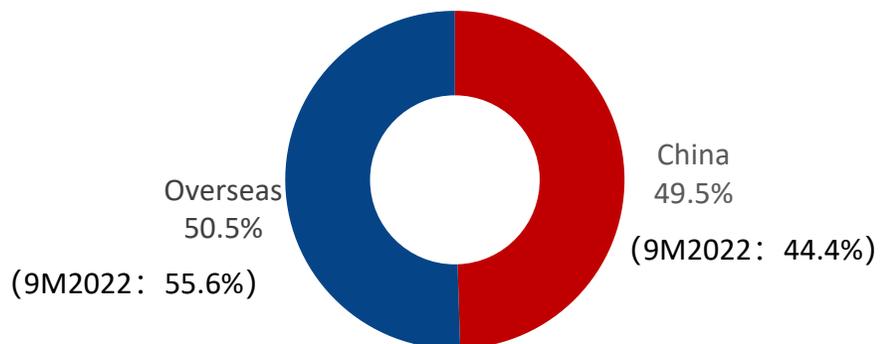


9M2023 total revenue: RMB16.64 billion, up 17.0% YoY

9M2023 Revenue Breakdown by Segment

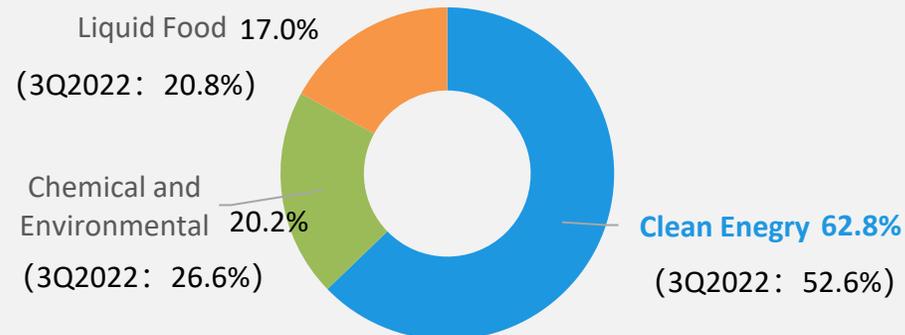


9M2023 Revenue Breakdown by Location

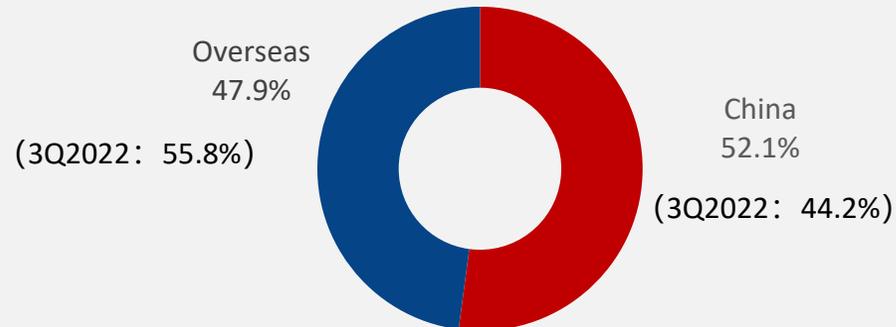


3Q2023 total revenue: RMB5.88 billion, up 11.6% YoY

3Q2023 Revenue Breakdown by Segment



3Q2023 Revenue Breakdown by Location



Newly Signed Orders for Clean Energy Segment Soared

- Natural gas apparent consumption and imports volume both increased, LNG price operated within a normal price range, and the price gap between oil and gas expanded, enhancing the price competitiveness of LNG. The demand for the company's natural gas storage, transportation and terminal application equipment has increased. **In the first three quarters of 2023, the cumulative newly signed orders for Clean energy segment was RMB13.23 billion, representing a significant increase of 61.5% YoY.**
- The vessel industry maintains a high degree of prosperity, clean energy alternative fuel ship demand continues to be strong, LNG bunker vessel demand has also risen sharply. In the first three quarters of 2023, **the cumulative newly signed orders for onshore clean energy was RMB4.71 billion, representing a 137.8% YoY increase.**



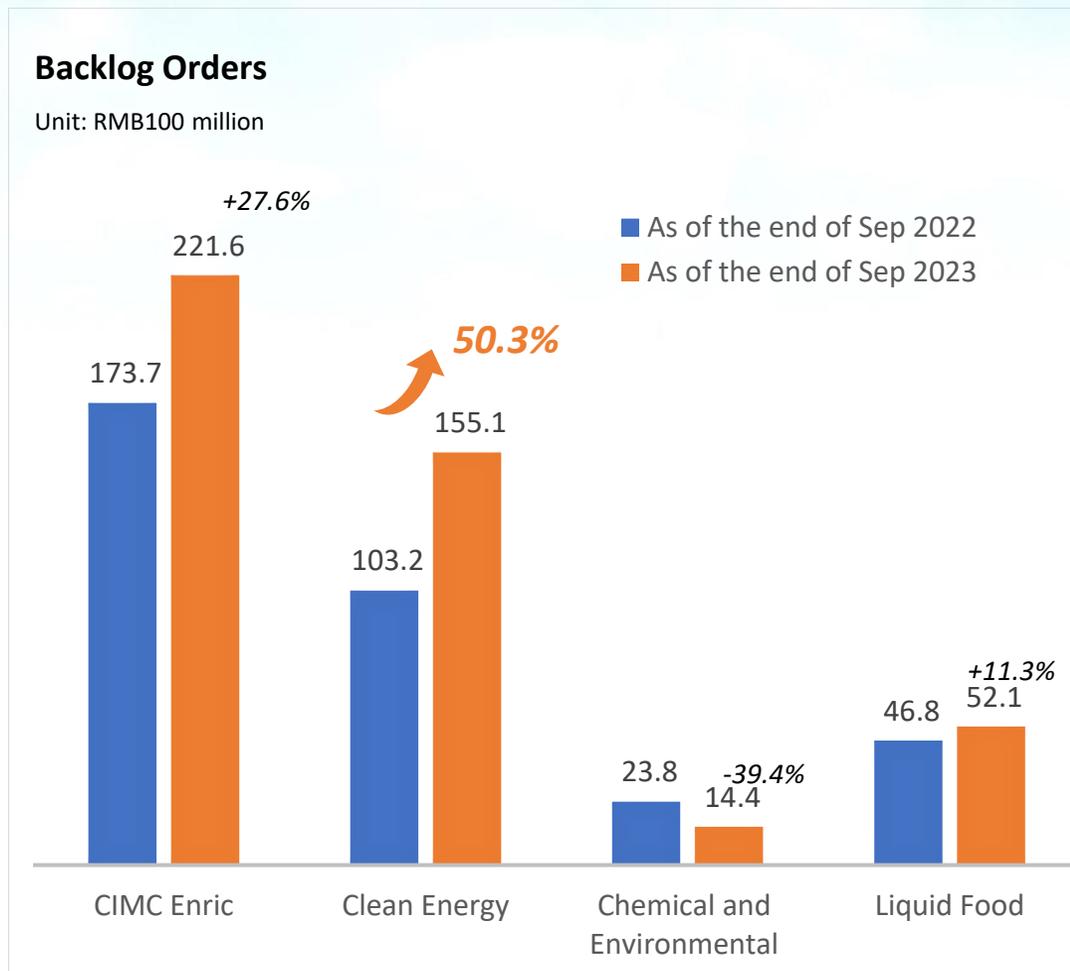
Clean Energy Categories	Cumulative new orders for the first 9 months (Unit: RMB100 million)		
	Current Period	Same Period Last Year	Change YoY
Storage	37.1	26.8	38.5%
Transportation	69.0	39.2	75.8%
Application	18.4	13.2	38.7%
Processing and others	7.9	2.7	192.9%
Clean Energy Total	132.3	81.9	61.5%

Clean Energy Categories	Cumulative new orders for the first 9 months (Unit: RMB100 million)		
	Current Period	Same Period Last Year	Change YoY
Onshore Clean Energy	79.4	57.8	37.3%
Offshore Clean Energy	47.1	19.8	137.8%
Hydrogen Energy	5.8	4.3	34.2%
Clean Energy Total	132.3	81.9	61.5%

Newly signed orders: Cumulative value of all orders signed in the first nine months of 2023

Backlog Orders Recorded a New High

- As of 30 Sep 2023, backlog orders amounted to RMB22.16 billion, representing a YoY increase of 27.6%, recording a new high. Backlog orders for the clean energy business increased by 50.3%.



Orders on hand at the end of Sep 2023
(Unit: RMB100 million)

Clean Energy Categories	Current Period	Same Period Last Year	Change YoY
Storage	46.3	35.2	31.5%
Transportation	87.0	52.6	65.4%
Scenario Application	14.4	10.5	36.3%
Processing and others	7.5	4.9	54.1%
Clean Energy Total	155.1	103.2	50.3%

Orders on hand at the end of Sep 2023
(Unit: RMB100 million)

Clean Energy Categories	Current Period	Same Period Last Year	Change YoY
Onshore Clean Energy	75.9	58.7	29.4%
Offshore Clean Energy	75.0	41.8	79.3%
Hydrogen Energy	4.2	2.7	55.8%
Clean Energy Total	155.1	103.2	50.3%

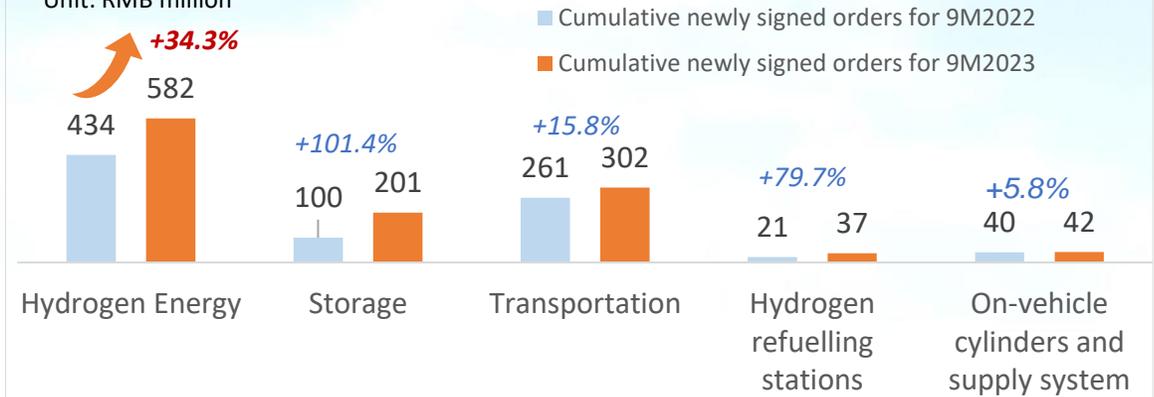
- Backlog orders: Total orders value as of 30 Sep 2023

- The newly signed orders for hydrogen energy in 9M2023 was RMB582 million, representing a YoY growth of 34.3%. As of the end of September 2023, the backlog orders for hydrogen energy amounted to RMB419 million, representing a significant YoY growth of 56.0%.
- Successfully launching China's first 30MPa hydrogen tube bundle container, and China's first cryogenic anhydrous ammonia carrier, and both receiving batch orders.



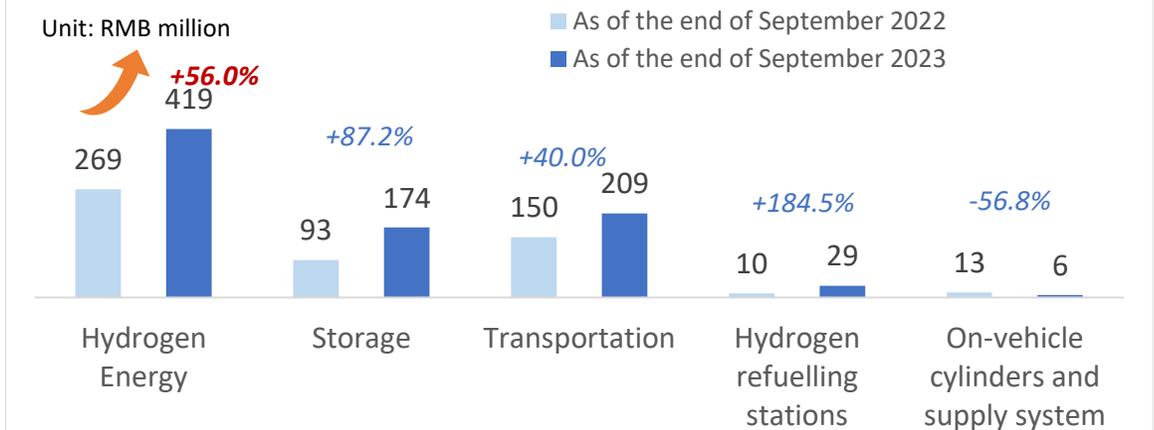
Newly signed orders

Unit: RMB million



Backlog Orders

Unit: RMB million



- Newly signed orders: Cumulative value of all orders signed in the first nine months of 2023
- Backlog orders: Total orders value as of 30 Sep 2023

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Q & A



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