

CIMC ENRIC

中集安瑞科控股有限公司
CIMC Enric Holdings Limited

(Stock code: 3899.HK)

2024 中期業績發佈會

Interim Results Presentation

English

2024.8.23



H2 • RENEWABLE ENERGY
fostering the future,
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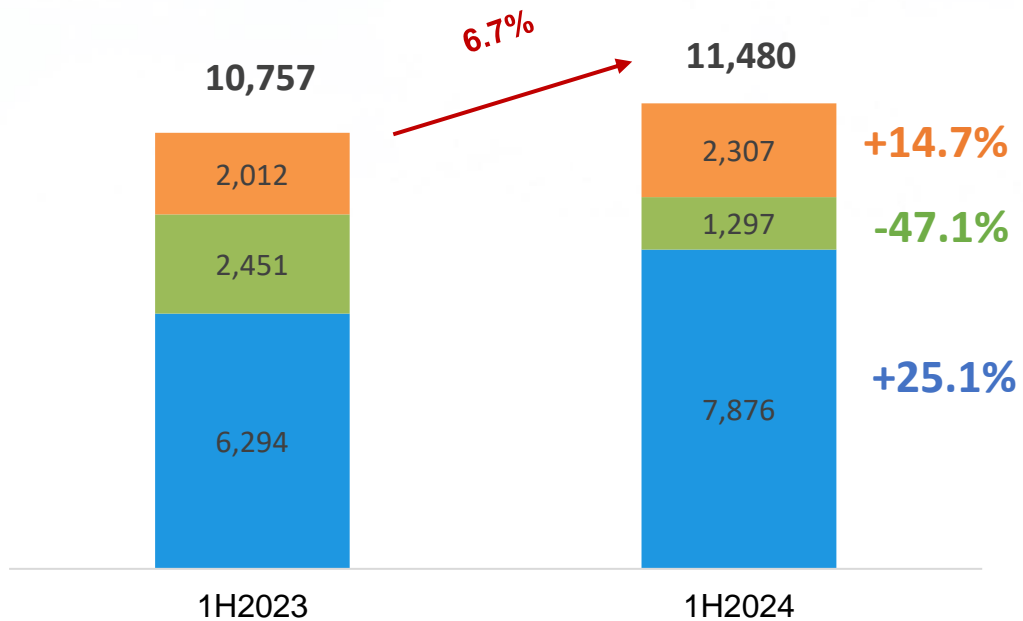
1. Financial Performance
2. Segment Results and Orders
3. Business Highlights and Review
4. Outlook



Overall Revenue Increased YoY, with Robust Growth in Clean Energy Revenue

Clean energy revenue increased significantly by 25.1% YoY

Unit: RMB million

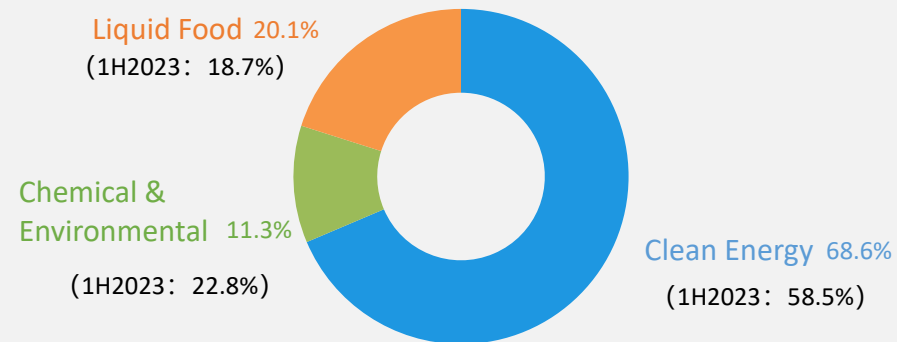


■ Clean Energy ■ Chemical and Environmental ■ Liquid Food

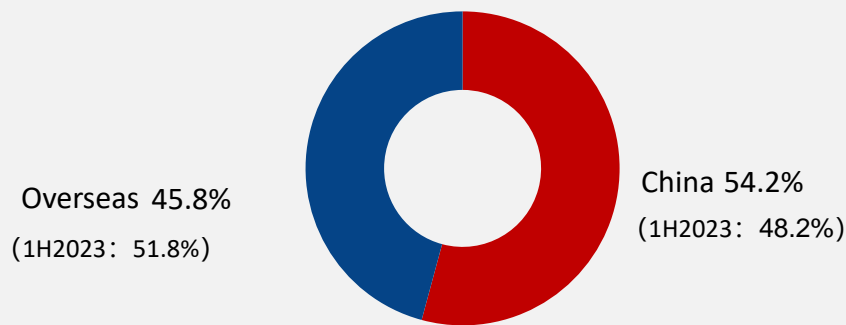
- 1H2024 hydrogen energy business revenue: **RMB450 million, up 65.2% YoY**
- Cash inflow from operating activities: **RMB620 million**

*All financial data currency is in RMB

Revenue breakdown by segment



Revenue breakdown by region



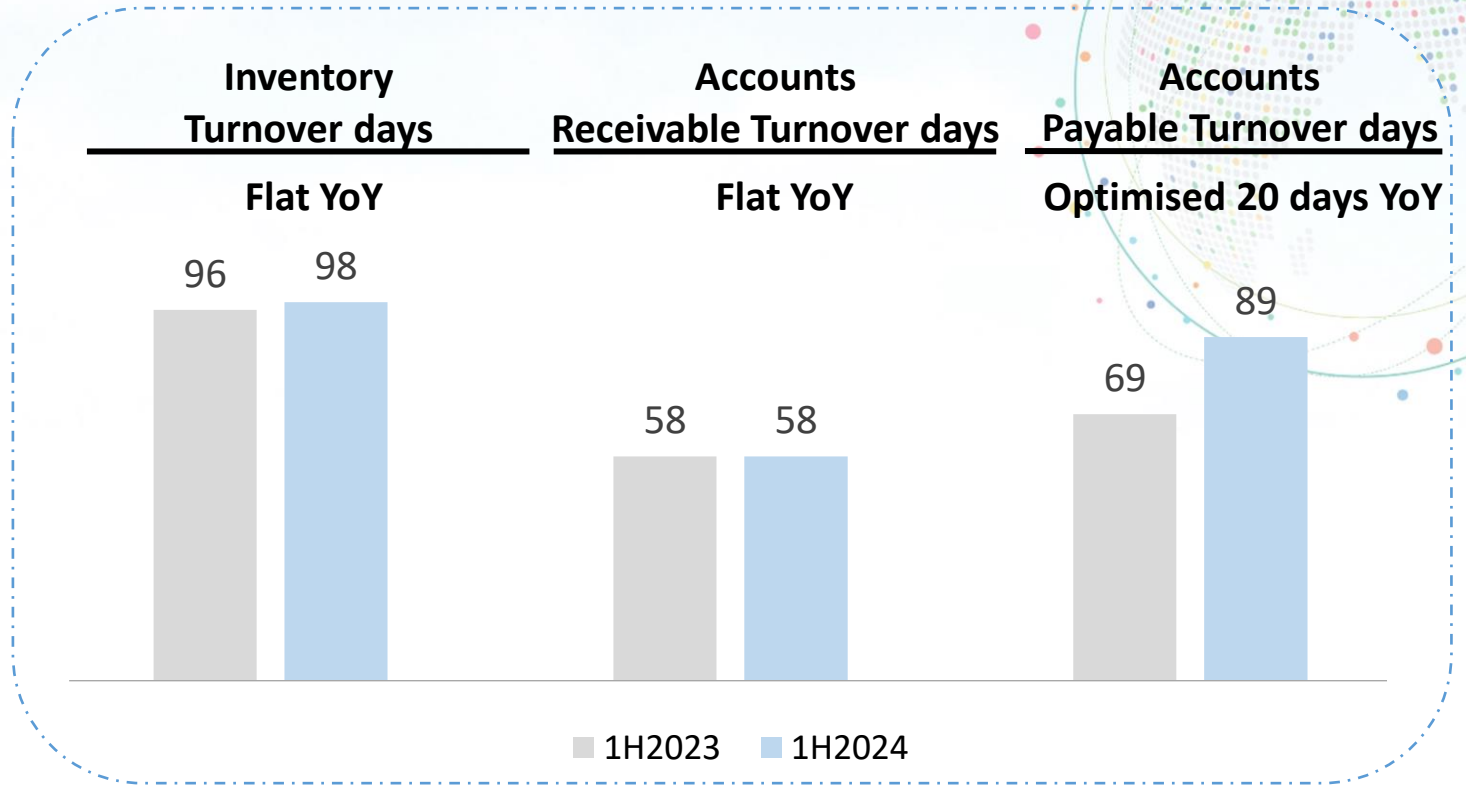
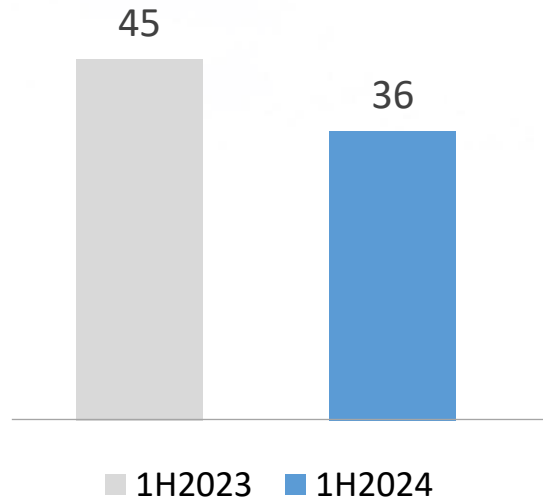


Significant Improvement in Cash Conversion Cycle and Creditor Turnover Days

Cash conversion cycle days (CCC)*

Unit: Days

Optimised YoY



- Overall CCC was 36 days, remained stable, optimised 9 days YoY
- Inventory turnover days and accounts receivable turnover days (A/R days) remained flat YoY
- Creditor turnover days optimised by 20 days, with enhanced supplier bargaining power

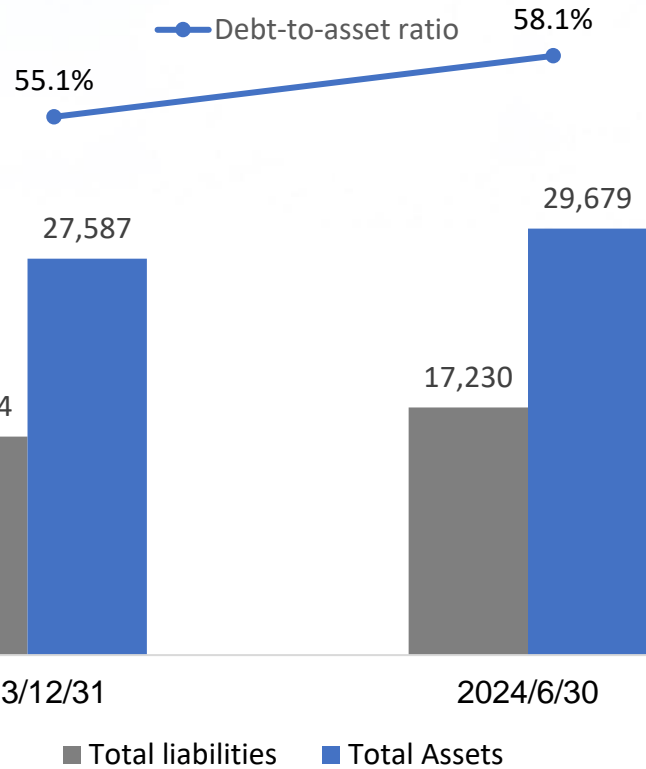
*Cash conversion cycle days (CCC) = Inventory turnover days + A/R days + Contract asset turnover days – Accounts payable turnover days – Contract liability turnover days



Long-term Robust Asset-liability Structure

Robust asset-liability structure

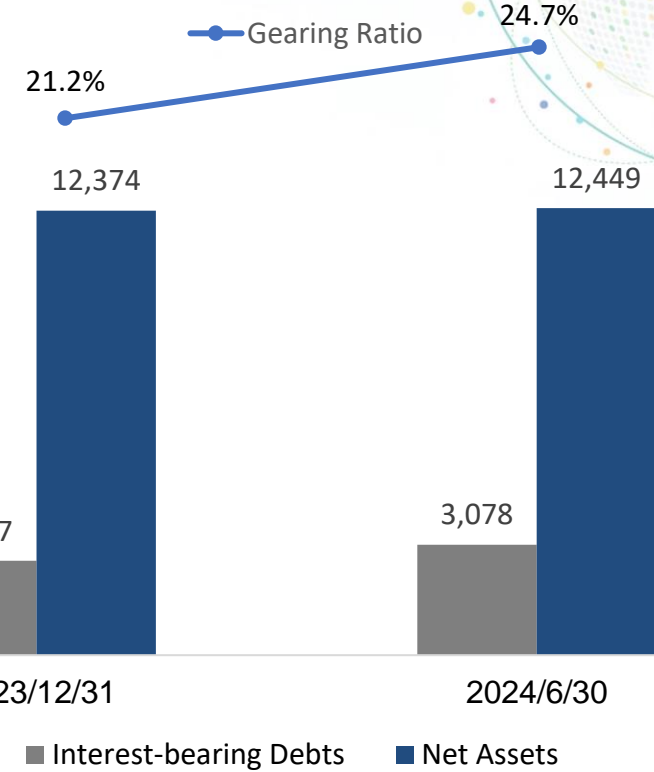
Unit: RMB million



- Total liabilities of RMB17.23 billion included accounts payable, contract liabilities, interest-bearing debts, etc.
- Interest-bearing debts was RMB3.08 billion.

Gearing ratio up slightly

Unit: RMB million



- Interest-bearing debts included zero-coupon convertible bonds of RMB1.51 billion, medium-term notes of RMB500 million and loans from financial institutions of RMB1.07 billion
- Excluding the effect of convertible bonds, the gearing ratio was 12.6%.



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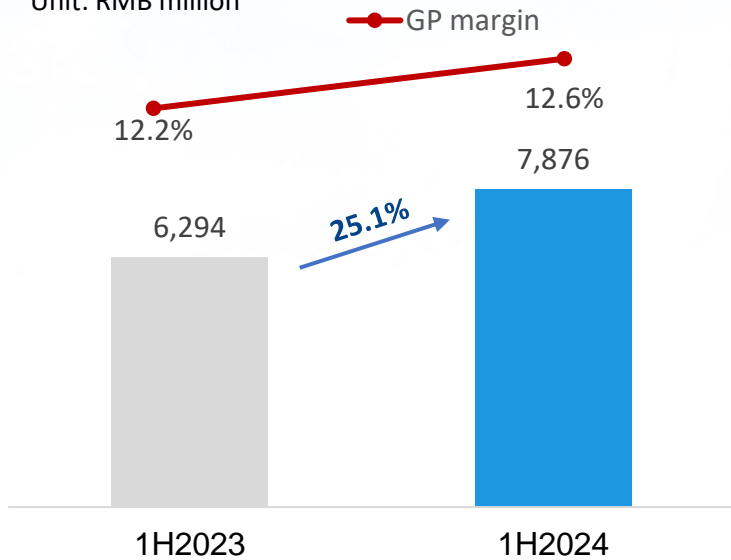
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Clean Energy Segment Performance

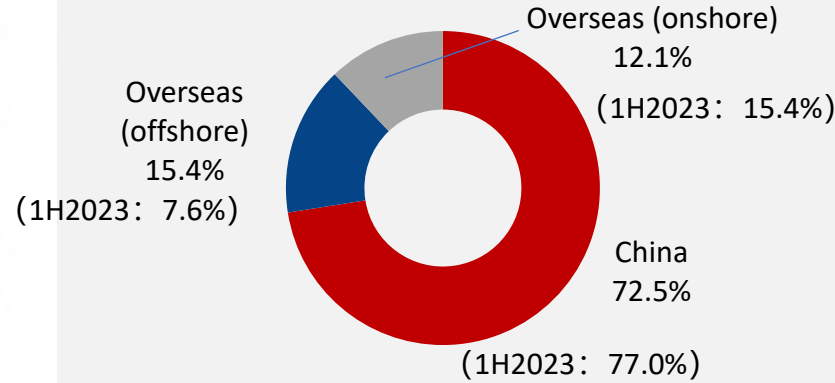
Revenue sharply increased by 25.1%

Unit: RMB million

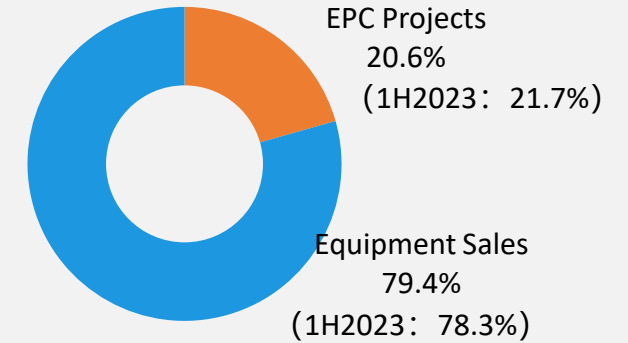


- 1H2024 hydrogen energy business revenue: **RMB450 million, up 65.2% YoY**
- 1H2024 offshore clean energy revenue: **RMB1.77 billion, up 48.9% YoY**

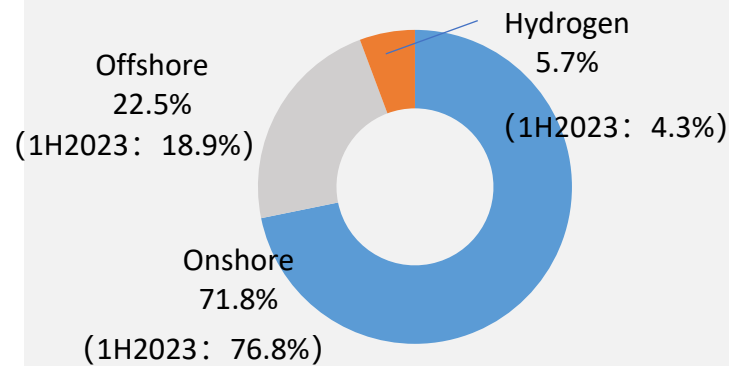
Revenue breakdown by location



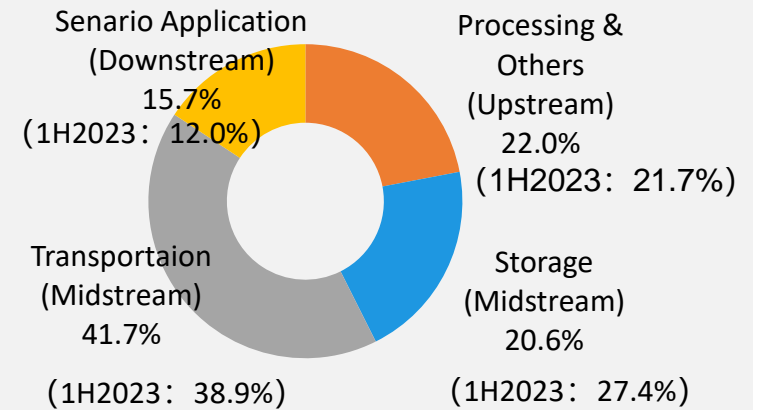
Revenue contribution from EPC



Revenue breakdown by business



Revenue breakdown by industry chain



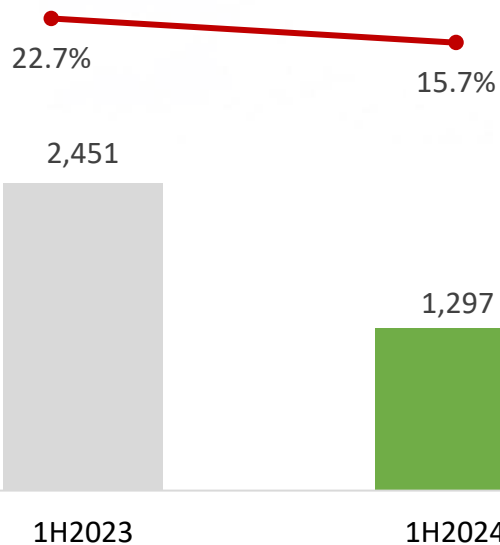


Chemical and Environmental Segment Performance

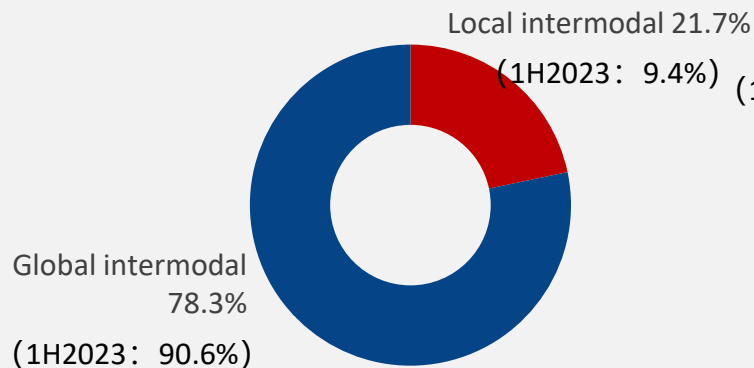
QoQ improvement in Q2

Unit: RMB million

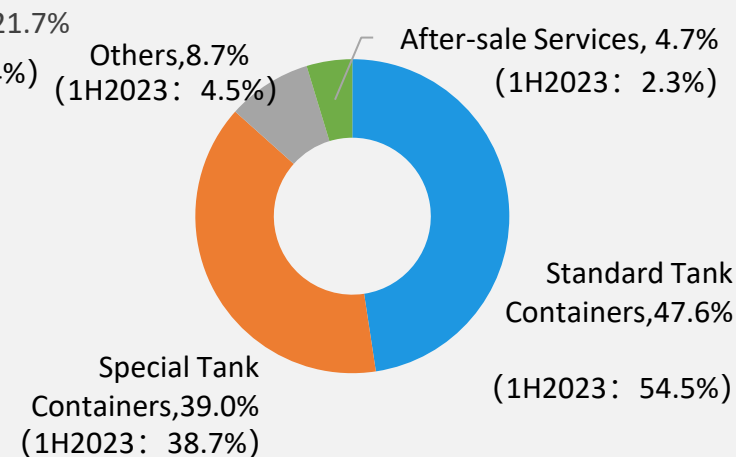
● GP Margin



Revenue breakdown by location



Revenue breakdown by business



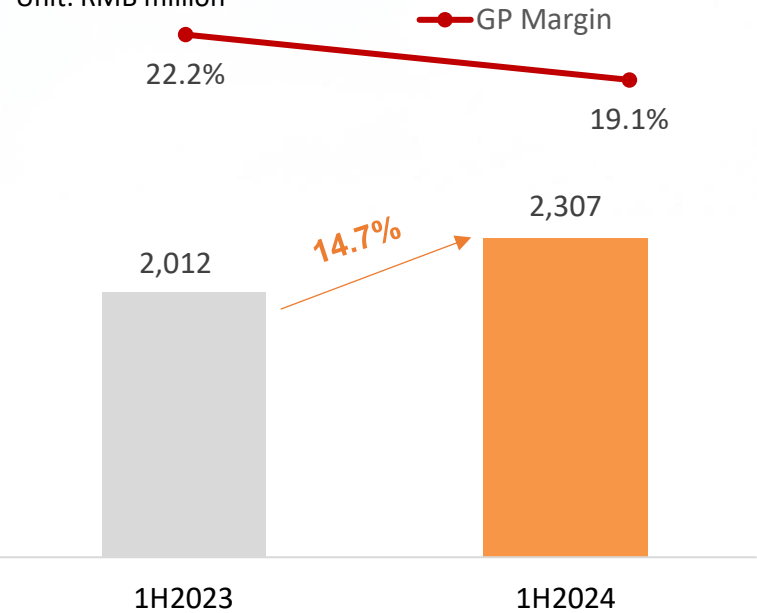
- Ranking the first in the global tank container market share for 20 consecutive years;
- The demand for new standard tanks gradually returned to normal, with production restored to double shifts in June
- Building after-sale service locations around the global chemical industry clusters and the key hubs of tank container logistics



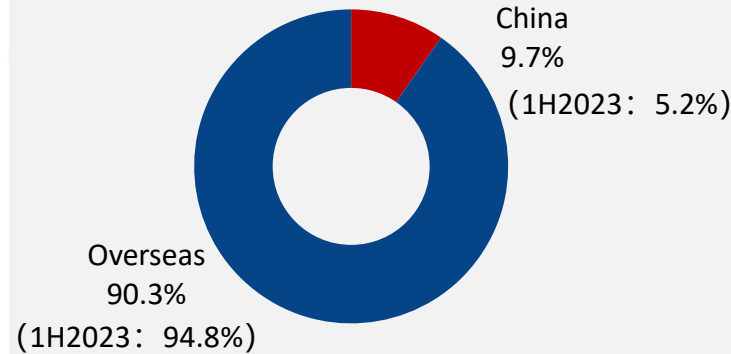
Liquid Food Segment Performance

Robust Performance

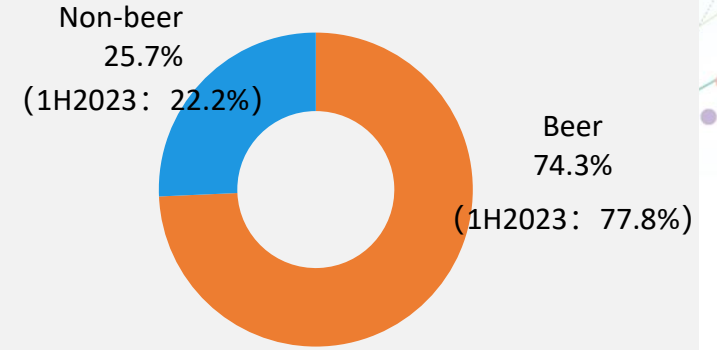
Unit: RMB million



Revenue breakdown by location



Revenue breakdown by business

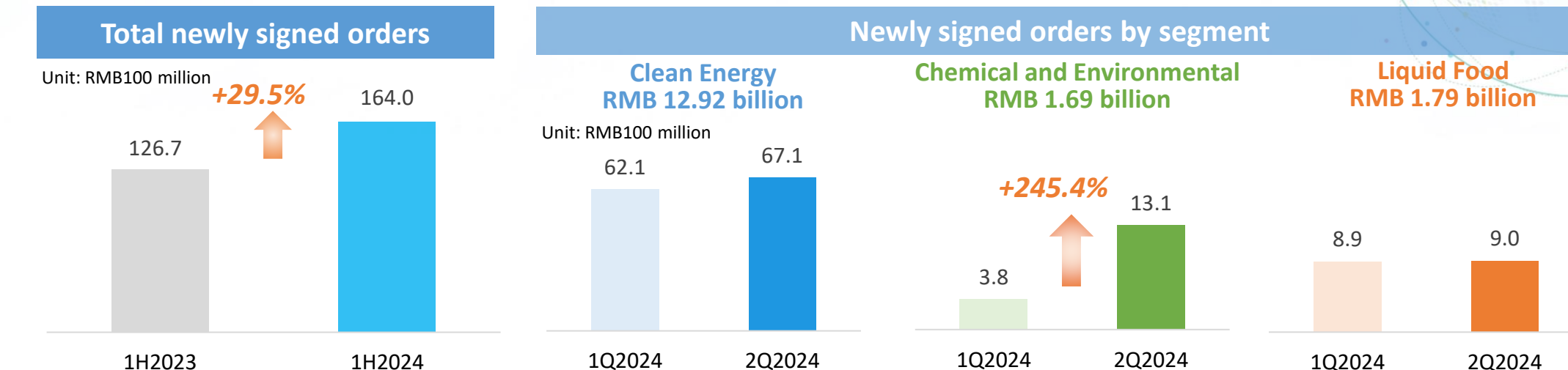


- An overseas distilled spirits project was postponed due to customer instructions, resulting in increased costs and a decline in GP margin, and impacting on overall GP margin performance;
- The global consumption remained weak, leading clients to adopt a more cautious approach to capital expenditure;
- Actively responding to market changes, seizing growth opportunities in the domestic spirits market, and won several spirits projects.



Newly Signed Orders – Clean Energy soared, Chemical and Environmental recovered QoQ

- Newly signed orders for clean energy soared 63.3% to RMB12.92 billion, with offshore clean energy up 128.0% YoY to RMB6.86 billion, and overseas onshore clean energy up 48.8% YoY to RMB1.51 billion fueled by strong overseas business expansion;
- Newly signed orders for chemical and environmental segment in 2Q2024 surged 245.4% QoQ, up 28.6% YoY;
- Liquid food segment secured several domestic whisky projects. As more large-scale beer projects were awarded in 1H2023, including a major turnkey beer project in Mexico valued at EUR180 million (RMB1.43 billion), newly signed orders in 1H2024 comparatively decreased YoY.



Clean Energy Categories	Newly signed orders in 1H 2024 (Unit: RMB 100 million)		
	Current Period	Same Period Last Year	YoY Change
Storage	24.7	20.3	21.3%
Transportation	87.6	44.3	97.7%
Scenario Application	14.5	8.7	66.6%
Processing and others	2.4	5.8	-58.4%
Total	129.2	79.1	63.3%

Clean Energy Categories	Newly signed orders in 1H 2024 (Unit: RMB 100 million)		
	Current Period	Same Period Last Year	YoY Change
Onshore Clean Energy	56.1	45.6	23.1%
Offshore Clean Energy	68.6	30.0	128.0%
Hydrogen Energy	4.5	3.5	29.3%
Total	129.2	79.1	63.3%

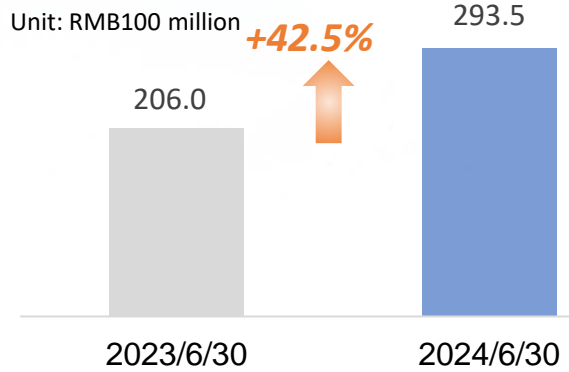
- Newly signed orders: Cumulative value of all orders signed in 1H2024
- The change in ratios is consistent with 2024 Interim Results Announcement



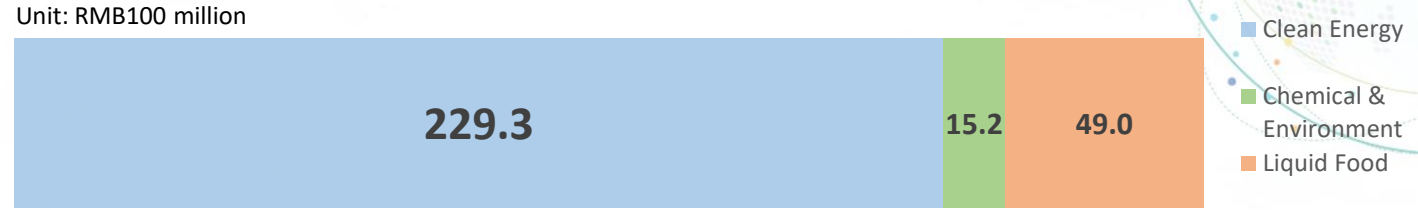
Backlog Orders Reached A New High

- Backlog orders amounted to RMB29.35 billion, significantly up 42.5% YoY
- New lighthouse production line for LNG on-vehicle cylinders commenced operation during the period, with a significant increase in production capacity and delivery efficiency

Overall backlog orders



Backlog orders by segment



- Clean Energy
- Chemical & Environment
- Liquid Food

- Clean Energy: RMB22.93 billion, surged significantly by 70.7%
- Offshore Clean Energy: RMB15.06 billion, up 136.9%
- QoQ improvement for chemical and environmental
- Maintained robust backlog orders for liquid food

Clean Energy Categories	Clean Energy Categories		
	Current Period	Same Period Last Year	YoY Change
Storage	46.9	40.5	15.7%
Transportation	164.0	75.0	118.5%
Scenario Application	10.1	10.8	-6.4%
Processing and others	8.3	8.0	4.0%
Total	229.3	134.4	70.7%

Clean Energy Categories	Clean Energy Categories		
	Current Period	Same Period Last Year	YoY Change
Onshore Clean Energy	75.4	67.1	12.4%
Offshore Clean Energy	150.6	63.6	136.9%
Hydrogen Energy	3.3	3.7	-11.0%
Total	229.3	134.4	70.7%

- Backlog orders: Backlog orders as of 30 June 2024
- The change in ratios is consistent with 2024 Interim Results Announcement



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Clean Energy Segment





Highlights — Onshore Clean Energy Demand Rose Globally

Natural gas market boomed, Boosting onshore clean energy sales



- Apparent consumption and imports of natural gas both increased
- Sales of storage and transportation equipment, like LNG tank containers increased significantly



Demand for LNG storage & transport equipment surged



- LNG's economic advantages over diesel became more prominent
- Revenue from LNG on-vehicle cylinder reached RMB 720 million, skyrocketing 711% YoY
- Newly signed orders for LNG on-vehicle cylinders reached RMB790 million, up 168.8% YoY



Sales volume of LNG on-vehicle cylinder soared



- Signed overseas bulk orders for LNG tank containers, LNG storage tanks and LNG trailers
- Won the tenders for a number of overseas projects such as gasification station and liquefaction plant
- Newly signed orders for overseas onshore clean energy reached RMB1.51 billion, up 48.8%



Overseas' newly signed orders grew rapidly



Highlights — New Shipbuilding Orders Increased Sharply, Both Volume & Price Rose

Delivered 3 vessels, Newly signed 12 shipbuilding orders for main vessel types
Backlog order reached RMB15.06 billion by end of June



Strong demand for clean energy alternative fuel vessels

- Delivered 3 vessels in 1H2024, including the first 12,000m³ LNG carrier and bunkering vessel in China to CNOOC
- Signed 8 LNG carrier and bunkering vessels with Avenir LNG Limited, Vitol International, etc
- 30 shipbuilding backlog orders for main vessel types by end of June



- Four 40,000m³ MGC vessels signed with Capital Gas
- Can be used to load a variety of liquefied gas cargoes such as LPG, liquid ammonia, vinyl chloride monomer (VCM), fully meeting the requirements for different cargo transportation

Continuously securing orders for the new generation zero-carbon carrier, the MGC vessels



Deepening the layout of the green methanol alternative fuel business

- Steadily pushing forward its first biomass green methanol pilot project with annual production capacity of 50k tons + 200K tons in Guangdong.
- Methanol fuel has become one of the mainstream clean fuels following closely after LNG



Highlights — Industry-leading Integrated Hydrogen-ammonia-methanol Solution

Comprehensive H₂ industry chain layout; Industry benchmark in storage and transportation; Integrated solution gains market recognition



Construction of China's first commercial liquid H₂ spherical tank

- Overcame multiple technical challenges;
- A total volume of 400m³, capable of holding over 25 tons of liquid H₂;



Completion of the Type IV H₂ cylinder production line

- Pilot production in 2H2024;
- Covering China and Southeast Asia markets;



Delivery of several H₂ refuelling stations

- Awarded a H₂ refuelling station in Hebei Province
- Awarded a liquid H₂ refuelling station in Anhui Province, with expected delivery in 2H2024



Awarded China's largest green hydrogen-ammonia-methanol spherical tank project

- Awarded the H₂ storage project of the largest green hydrogen-ammonia-methanol integrative project in China,
- Including 15 H₂ storage spherical tanks and 8 sets of compressor buffer tank equipment





Integrated Service Solution - End-to-End Integrated Services for H₂ Production from COG

Providing “end-to-end” ecological solution for high value utilisation of coke oven gas (COG)

Injecting new quality productivity into traditional industries, assisting steel industry in energy saving and carbon reduction



Digitalisation Upgrade

- Independent R&D
- For the first time in China, digital intelligence technology has been integrated with full energy scenario of production, storage, transport, refuelling and applications.

Angang CIMC

Completed integration testing, and began producing qualified products (H₂, LNG)

Lingang CIMC

Commenced construction at the beginning of the year, expected to be completed and put into operation in early 2025

Resource End

EPC Capability for COG to H₂ co-production LNG

Langfang Integration

LNG and H₂ refuelling equipment
4 sets

CIMC Sanctum

Cryogenic storage tank
10,000 m³

CIMC Lanshui

DCS control system
1 set

Absorbed the core team from Beijing ZHONGLIANSHENG

- Engineering design and technical capabilities, with project experience for comprehensive utilisation of COG (including the production of hydrogen, LNG, methanol, ammonia, etc.);
- Reinforcing the upstream production engineering capability

CIMC Shenleng Energy

Liquefaction cryogenic equipment
1 set

Nantong Transport Energy

Cryogenic storage equipment
4 sets



Application End

Application of Angang Steel



Transportation: H₂ fuel cell heavy truck, LNG heavy-duty trucks



H₂ metallurgy

Other applications



LNG: LNG heavy-duty trucks, industrial boilers, and residential gas utilisation

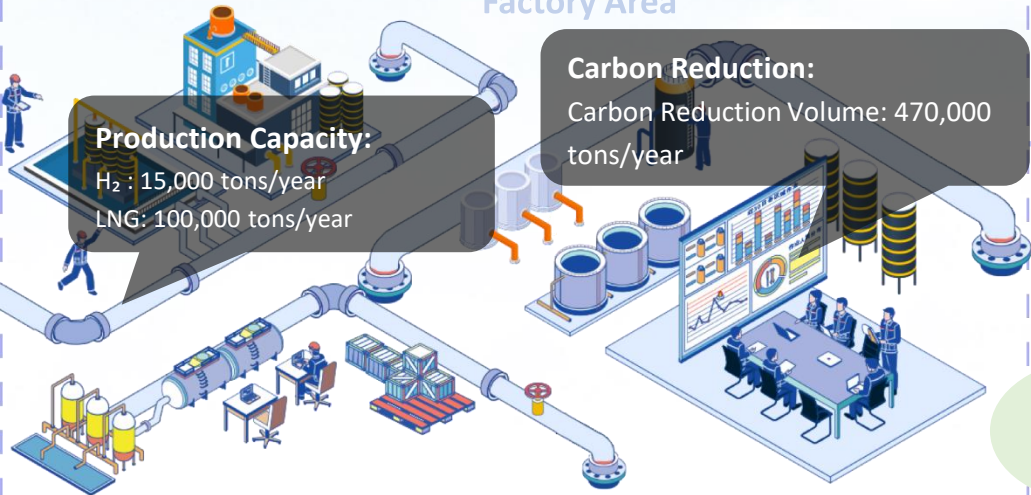


H₂: Glass products, biopharmaceuticals, semiconductor, pesticides, H₂ refuelling stations, etc.

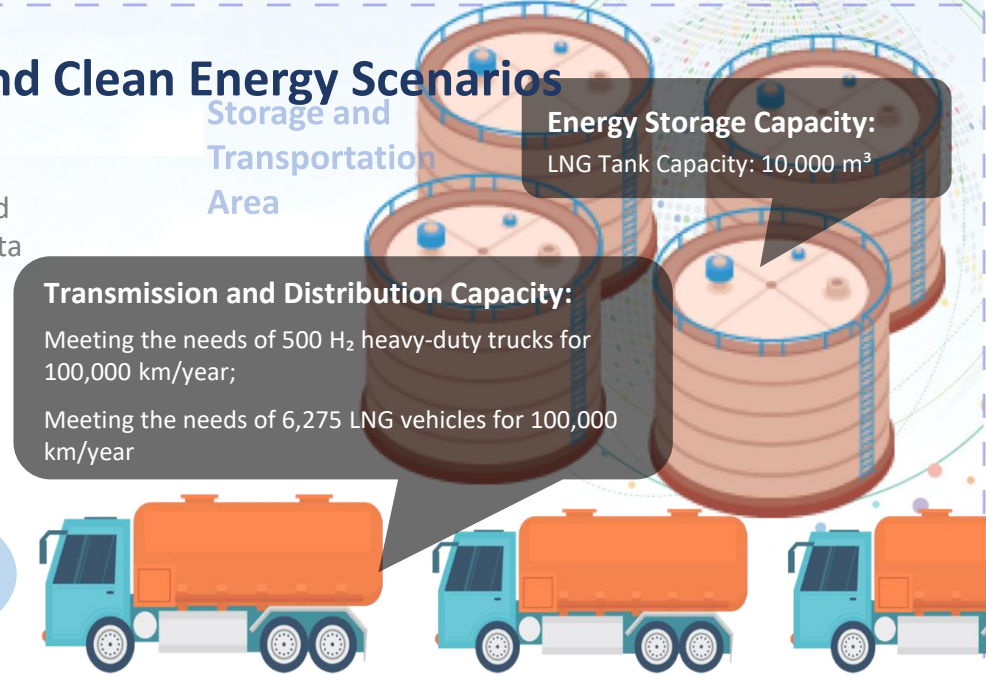


First Domestic Project Applying Smart Technology to End-to-End Clean Energy Scenarios

Factory Area



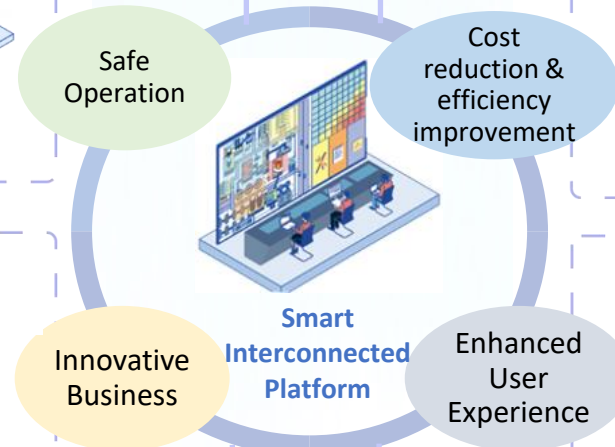
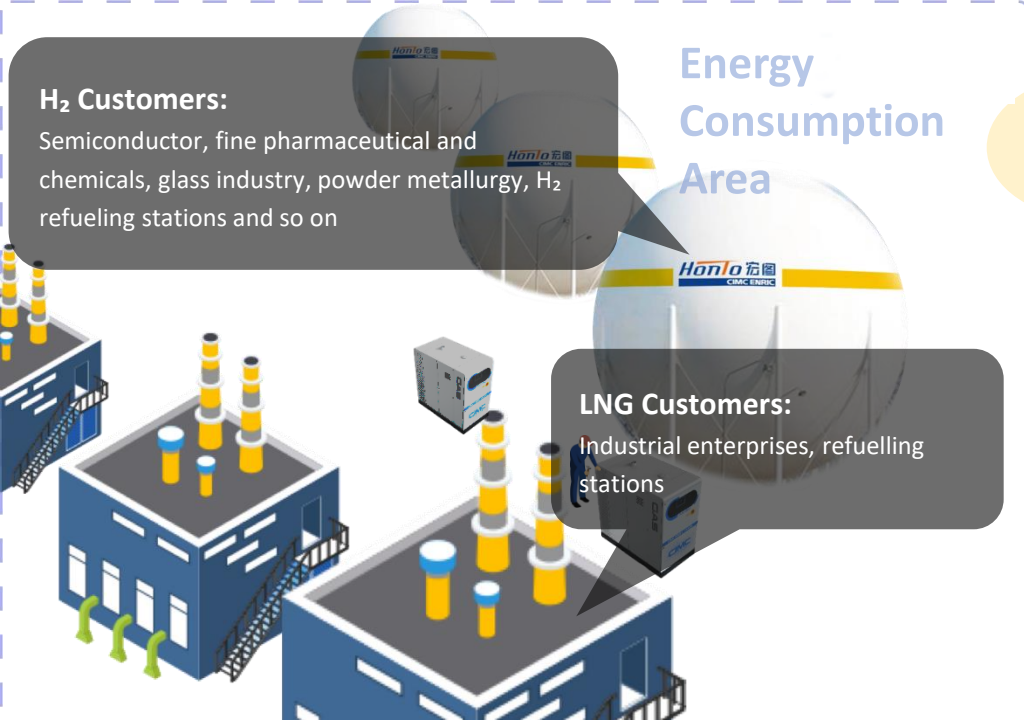
Storage and Transportation Area



Refuelling Area



Energy Consumption Area



LNG-powered vessel construction; Pilot project for LNG tank swap solution

- Constructing four 12,500-ton clean energy river-sea through dry bulk carriers for CSC Bulk Shipping, to promote the substantial implementation of the “Gasification of Yangtze River”
- First time to apply CIMC Enric’s pioneering innovative LNG fuel tank swap solution in the Yangtze River estuary, solving challenges like long refueling times



Jining Energy’s “Gasification of Canal” Strategic Demonstration Project

- Providing LNG-powered packages and support services to facilitate the implementation of the "Jining-Suzhou Green Crossing of the Yangtze River" project.
- Constructing LNG bunkering vessels and refuelling systems to meet the LNG refuelling needs of clean vessels on the Grand Canal
- Offering a one-stop solution of "equipment + technology + service" to support the green upgrade of inland waterways



Focused on Leading the Way: Clean Energy Champion Product Map

Upstream (Production)



Midstream (Storage, Transportation)



Downstream (Processing, Application)

Offshore clean energy



Offshore oil & gas treatment module



Small and medium-sized liquefied gas carriers for LNG, LEG, liquid ammonia, and clean energy-powered LNG vessels



LNG bunkering vessel



LNG A, B, and C-type liquid cargo tanks
Fuel tank

Onshore clean energy



Wellhead gas recovery package



LNG cryogenic storage tank



LNG tank container



Industrial gas cryogenic storage tank



Industrial gas tank container



on-vehicle LNG cylinder



Low-carbon energy station product (SL1500)

Hydrogen



Liquefaction plant for natural gas, coal-bed methane and coke oven gas



LNG tank carrier



Industrial gas tank carrier



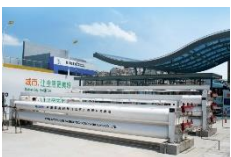
LPG carrier



Spherical tank



Methanol reforming hydrogen production equipment



Stationary hydrogen tank container



Hydrogen spherical tank



Liquid hydrogen tank container



Liquid hydrogen tank carrier



Hydrogen tube bundle trailer (20MPa, 30MPa)



Liquid ammonia carrier



45MPa diaphragm compressor



90Mpa liquid-driven compressor



Skid-mounted hydrogen refuelling station



Type III on-vehicle hydrogen cylinders and supply systems



Designated as core champion products in clean energy



Continuous R&D and Technological Innovation

Innovation Progress of Advanced Onshore Clean Energy Storage and Transportation Equipment



Underwater CO₂ energy storage tank containers

Completed the R&D of international **underwater CO₂ energy storage tank containers** for CO₂ energy storage and have achieved bulk export sales

High-purity ammonia spherical tanks

Focusing on the development of high-end supporting equipment for the chip industry, completed the preliminary design of **high-purity ammonia spherical tanks** and compiled the general manufacturing technical requirements

Milestone Development for Offshore Clean Energy Marine Fuel Tanks



Liquid Ammonia Marine Fuel Tanks

Secured **an order for liquid ammonia marine fuel tanks to be used in the world's first liquid ammonia-powered bulk carrier**, initiating the product layout for liquid ammonia marine fuel tanks

New LNG cryogenic material of high-manganese steel

Developed a new type of LNG cryogenic material of high-manganese steel, with excellent cryogenic toughness, high ductility and high strength properties, demonstrating significant economic benefits. **Applied on marine LNG fuel tank for the first time in China in July this year**

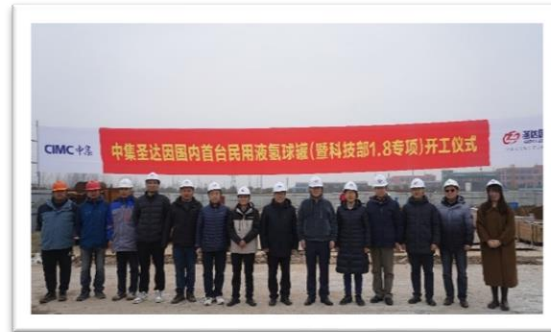


Continuous R&D and Technological Innovation

Industry Leading R&D in Hydrogen Energy Sector

Liquid hydrogen storage tanks and trailers

Completed the liquid hydrogen filling of the first commercial liquid hydrogen storage tank and trailer in China, officially entering the type testing phase of liquid hydrogen



Commercial liquid hydrogen spherical tank

Commenced construction of the first domestic commercial liquid hydrogen spherical tank, completed construction and pressure testing of the inner container

Liquid-driven hydrogen compressor

Produced and delivered 90MPa liquid-driven hydrogen compressors for skid-mounted hydrogen refuelling stations

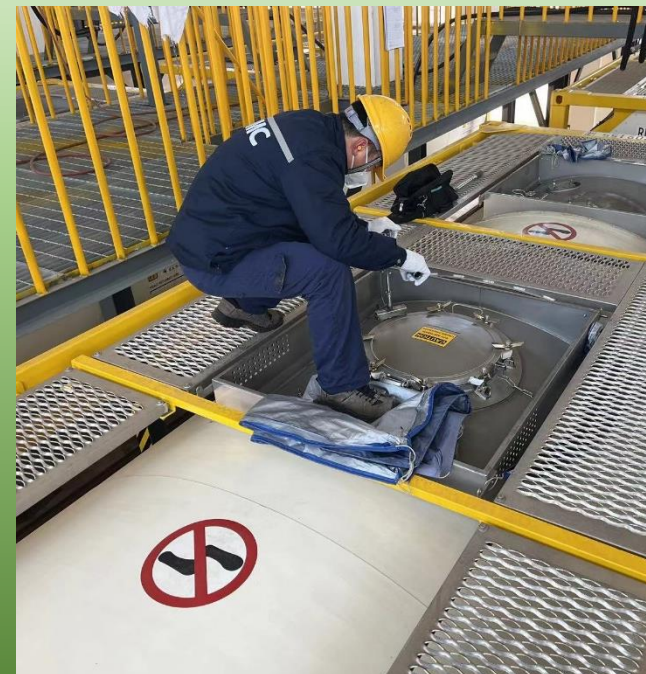


Chemical and Environmental Segment (CIMC Safeway 301559.SZ)



Chemical and Environmental

- Ranked Top 1 in global market share of tank containers, demonstrating resilience in development. Newly signed orders surged QoQ in Q2, with production restored to double shifts in June.
- Medical equipment components business growing steadily, as a core supplier of medical imaging equipment for Siemens, Philips, United Imaging Healthcare(聯影醫療) and Jansen NMR(健信核磁).
- Building up its after-sale service locations for tank containers and providing cleaning, refurbishment, renovation, maintenance and inspection of tank containers to its customers in areas such as the Netherlands and Jiaxing City, Zhejiang Province.



Liquid Food Segment

(CLPT 872914.NEEQ)



Liquid Food

- On 28 June 2024, CLPT received the approval for the public transfer and listing on the National Equities Exchange and Quotations. The quotation of CLPT has commenced on 8 August 2024, security code: 872914 (NEEQ).
- Successfully won several whisky projects
- Successfully selected as a dual-category supplier of equipment manufacturing and engineering design in the first batch of recommended enterprises by the China Alcoholic Drinks Association





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The Future Development Strategy of CIMC Enric



Overall Positioning and Strategic Goals

Gradually extending from “equipment + engineering” to “a comprehensive service provider”,
 aiming to integrate industry interaction by employing smart digitalization technologies on "key equipment + core processes + comprehensive services", and becoming
 a comprehensive service provider of technology-driven, low-carbon, and comprehensive for intelligent new energy solutions



Business portfolio optimization: Expanding from the first growth tier to the second and third growth tiers

2 Growing Businesses

N New Emerging Businesses

3 Core Businesses

- Onshore/Offshore (Equipment + Engineering)
- Chemical and Environmental
- Liquid Food

- New Energy (Angang CIMC Project, etc)
- Hydrogen

- Smart Connectivity
- Multi-energy Complementarity
- Biomass Energy (Green Methanol)

First Growth Tier:
 Continuous optimisation and solid development

Second Growth Tier:
 Improve layout and expand vigorously

Third Growth Tier:
 Innovative incubation and prudent investment



New Quality Productive Forces——Rapid Replication of COG to Hydrogen Co-Production LNG Model

Confirmed production capacity: hydrogen - 50,000 tons; LNG - 400,000 tons
Targeted production capacity by 2027: hydrogen - 200,000 tons; LNG - 1,000,000 tons



Policy support is expected to accelerate replication

- ◆ In May, NDRC and other departments issued the "Special Action Plan for Energy Conservation and Carbon Reduction in the Steel Industry".
- ◆ Goals: 53 million tons CO₂ reduction by 2025 through energy-saving retrofits & energy-using equipment updates
- ◆ Encouraging high-value utilisation of COG and enhance industrial intelligence

Angang CIMC

- ◆ Location: Yingkou City, Liaoning Province
- ◆ Annual capacity: 15,000 tons of hydrogen, 100,000 tons of LNG
- ◆ In production



Shougang Shuigang Project

- ◆ Location: Liupanshui City, Guizhou Province
- ◆ Annual capacity: 15,000 tons of hydrogen, 160,000 tons of LNG
- ◆ Planned production start: 2025/early 2026



Linggang CIMC

- ◆ Location: Chaoyang City, Liaoning Province
- ◆ Annual capacity: 20,000 tons of hydrogen, 147,000 tons of LNG
- ◆ Planned production start: 2025





New Quality Productive Forces——Angang CIMC Project Digital Intelligence System

Independently developed smart interconnected operation center, and pioneered application in the Angang CIMC project
Achieved "end-to-end" operational management of clean energy



Factory Operation End

- Digital Factory, Safe Production
- Storage Tank Monitoring, Inventory Optimisation
- Demand Forecasting, Dynamic Scheduling

1



Customer Service End

- Transmission & Dispatch, Cost-Efficiency Improvement
- Safe Refuelling, Precise Peak Shaving
- Energy Conservation & Emission Reduction for Clients

2

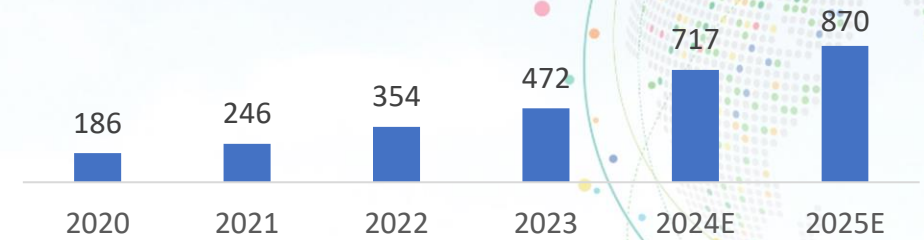


New Quality Productive Forces——Promoting Green Shipping Upgrading & Renewal of Old Vessels

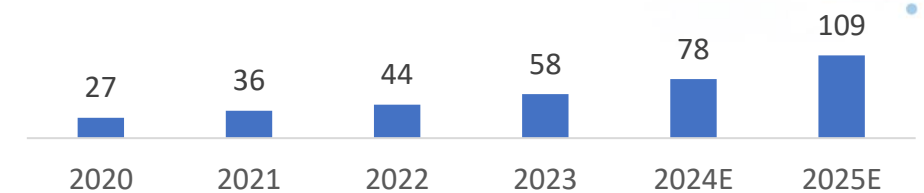
Increase Demand for LNG transport & refuelling

- Clarksons Research’s data: 44% of new building orders were for alternative fuel vessels in 1H2024, **with LNG leading**
- By 2030, over 20% of global fleet capacity expected to have alternative fuel options available.
- 2023 global marine LNG bunkering: around 1 million tons. Expected to hit 10 million tons by 2025, 30-40 million tons by 2030.
- In 1H2024, the Company secured 80% of the LNG carrier and bunkering vessel orders (40,000 m³ or less).

Global no. of LNG-powered vessels



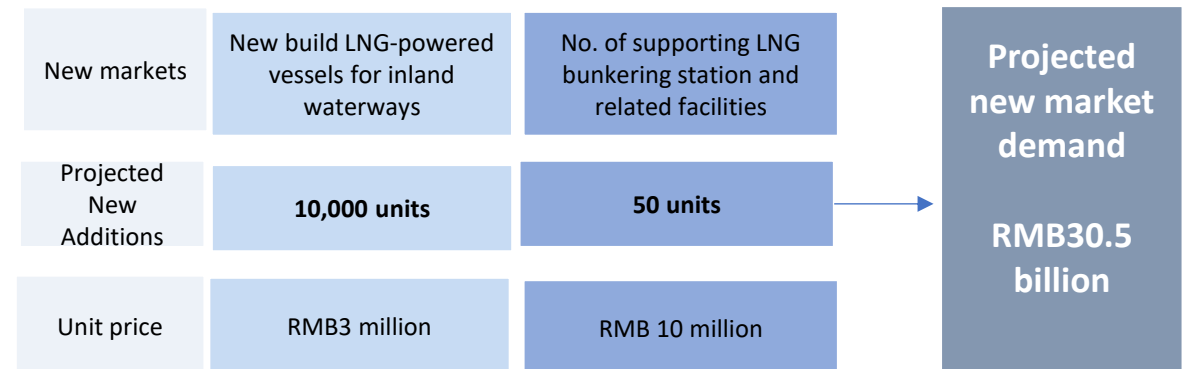
Global no. of LNG bunkering vessels



Data source: DNV's Alternative Fuels Insight (AFI) platform

Subsidies for renewal of inland waterway shipping

- Support Policies: "Action Plan for Large-scale Equipment Renewal in the Transportation Sector" in May; "Measures to Strongly Support Large-scale Equipment Renewal and Trade-in of Consumer Goods" in July.
- In August, subsidy details for scrapping and renewing old ships were implemented, supporting the scrapping and renewal of inland passenger ships over 10 years, cargo ships over 15 years, coastal passenger ships over 15 years and cargo ships over 20 year.
- Next 3 years: Old ship replacements to boost domestic green shipping.



Data source: Company internal estimates



New Quality Productive Forces——Leading the Green Methanol Industrial Ecosystem

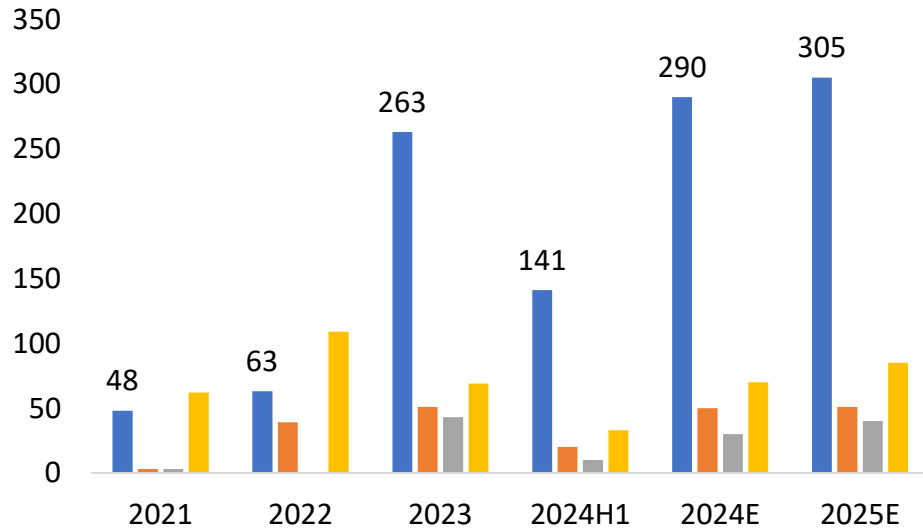
- The first demonstration project has been launched in Guangdong and is expected to be put into production in 2025.
- Currently, there is a supply-demand mismatch. By 2025, the global delivery of ships powered by green methanol and green ammonia are expected to reach 356 and 125 , respectively. Assuming an annual demand of 50,000 tons of methanol and 10,000 tons of ammonia per ship, the total demand for methanol and ammonia **will reach 17.8 million tons and 1.25 million tons, respectively, by 2025.**
- By 2025, global green methanol supply capacity **will only reach about 6.3 million tons.**



Ammonia-methanol fueled ship order data, with high order volumes expected in 2024-2025

Unit: Ship

■ Methanol ■ Reserved Methanol ■ Ammonia ■ Reserved Ammonia

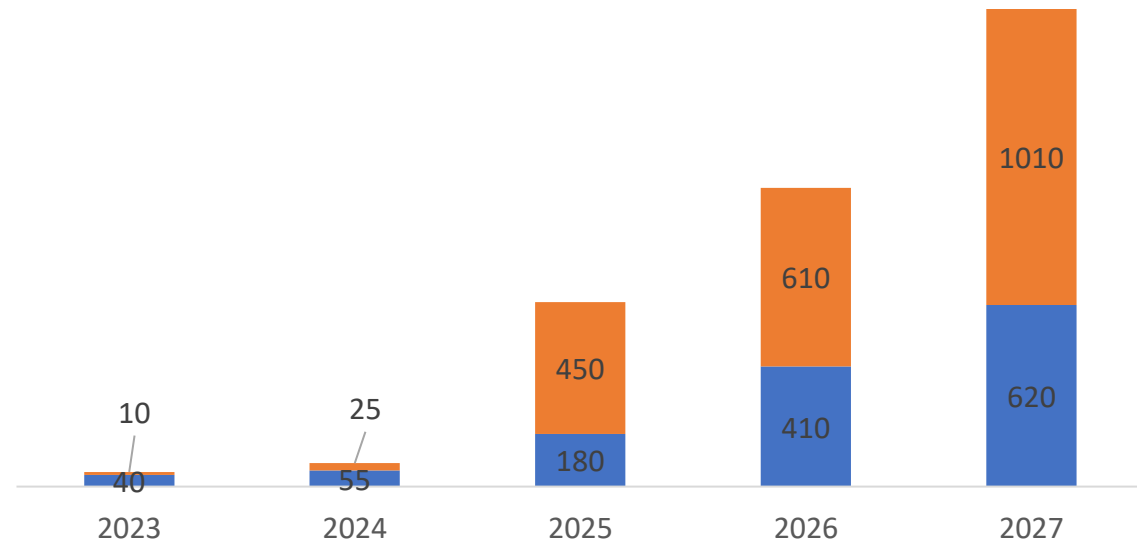


Data source: Compiled by the company based on publicly available industry data

Green Methanol Supply Capacity in 2023-2027

Unit: 10,000 tons

■ Bio-methanol ■ E-methanol



Data source: IRENA



Chemical Tank Containers——Domestic Market Share Expected to Further Increase

Food-grade tank containers

- CIMC Safeways' food-grade tank containers can fully **meet high cleanliness and freshness preservation**.
- It will also work on industry standards and regulations to ensure safe food transportation.

Multimodal transportation development

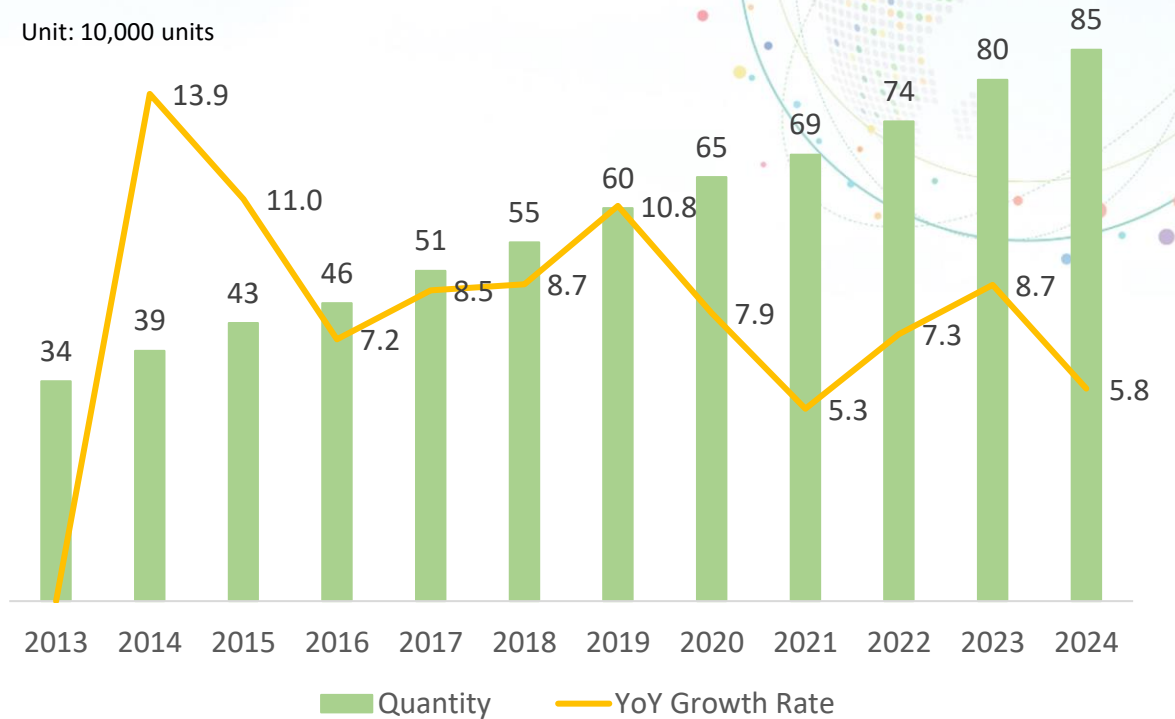
- NDRC issued 《Notice on the Key Task of Cost Reduction in 2024》 to cut costs, **proposing to develop multimodal transport**, support "one-bill" and "one-box" systems, and shift bulk and long-distance cargo from roads to waterways and railways
- Domestic demand for tank containers is expected to continue to increase.

Upgrade of medical equipment

- The State Council issued 《Action Plan for Promoting Large-Scale Equipment Renewal and Trade-in of Consumer Goods》 to promote **renewal and transformation of medical equipment**, aiming to increase investment in medical equipment by over 25% by 2027 compared to 2023.
- China's medical imaging equipment market is expected to hit RMB110 billion by 2030, with an CAGR of 7.3%.

Annual Global Tank Container Growth

Unit: 10,000 units

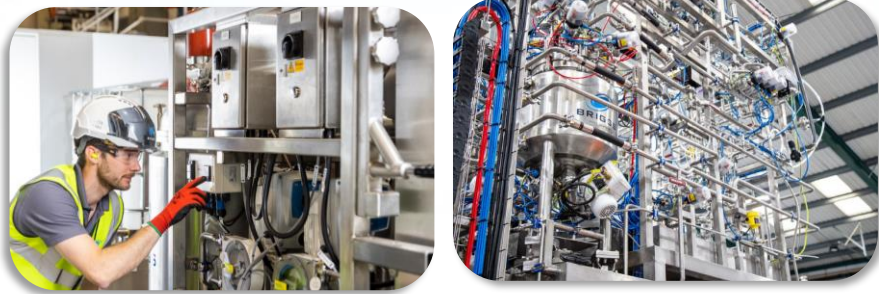


As of 2024, the global tank container market fleet size reached **~850,000 units**

From 2013 to 2023, the global tank container fleet size has grown in an upward spiral pattern, with a CAGR of **8.2%**

🔑 Liquid Food — Actively Expanding into Niche Market

Robust Development in Biopharmaceutical Industry



Rapid Growth in China Liquor Market



USD400 billion



Market Size of Global Biopharmaceutical Industry

Frost & Sullivan data: USD204.8 billion in 2015 to USD379.5 billion in 2022, with a CAGR of 9.21%, and is projected to **exceed USD400 billion in 2023**.

RMB87.5 billion



Market Size of China's Pharmaceutical Equipment

China Insights Consultancy data: **China's pharmaceutical equipment market size is expected to hit RMB 87.5 billion by 2025**, with a CAGR of 9.6% from 2022 to 2025.

24.6%



Market Share of Pharmaceutical Equipment in China

China's global Market share: 23.4% in 2022, **expected to increase to 24.6% market share** by 2025.

RMB5.5 billion



Market Size of Domestic Whisky

2023 China Whisky Industry Development Research Report: **Chinese whisky market: is ~RMB 5.5 billion, a 10% growth YoY.**

127%



Total Production Volume of Domestic Whisky

In 2023, **total output of domestic whisky was ~ 50,000 kiloliters**, representing a 127% YoY.

USD14 billion



China's Alcoholic Beverages Market

IWSR: China's alcoholic beverages market is forecasted to grow by **USD 14 billion** over the next 5 years.



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Q & A



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