

CIMC ENRIC

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

(Stock code: 3899.HK)

2024 三季度营运数据 Q3 Operational Updates

English

2024.10.25



Clean Energy

- The first co-production of H₂ and LNG from coke oven gas (COG) project was put into production, with strong demand. Two more projects started construction.
- Delivered a total of 7, vessels YTD related revenue soared;
- Won the bid for the largest integrated H₂ -ammonia-methanol spherical tank project in China, as well as the first overseas H₂ storage spherical tank project in Mid-East.



Chemical and Environmental

- High Dividends: As of the end of Q3, the dividend yield of CIMC Safeway (301559.SZ) was 7.4%.
- Revenue of 3Q2024 increased by 21.5% compared to 2Q2024.



Liquid Food

- In August 2024, CLPT successfully quoted on the National Equities Exchange and Quotations (NEEQ).
- CLPT was awarded as China's national-level specialised, high-end and innovation-driven "Little Giant" enterprise.



The first co-production of H₂ and LNG from COG project commenced production



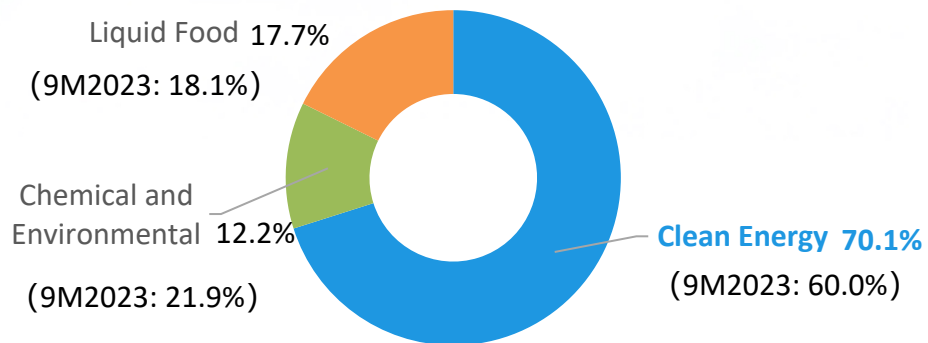
Another 3 China's national-level "Little Giant" enterprises



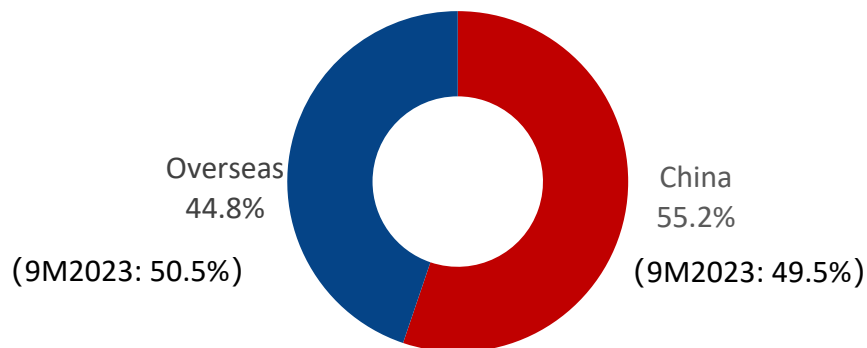
Revenue Structure Analysis

9M2024 total revenue: RMB17.97 billion, up 8.0% YoY

9M2024 Revenue Breakdown by Segment

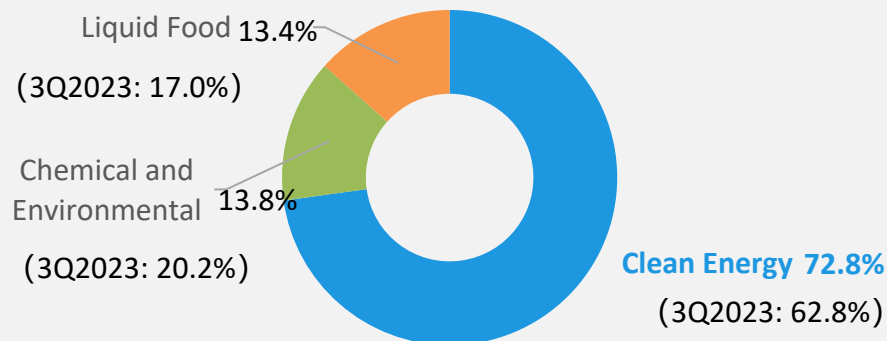


9M2024 Revenue Breakdown by Location

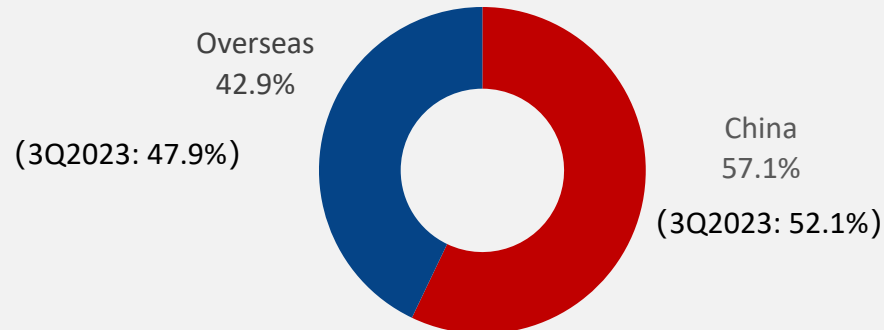


3Q2024 total revenue: RMB6.49 billion, up 10.4% YoY

3Q2024 Revenue Breakdown by Segment



3Q2024 Revenue Breakdown by Location

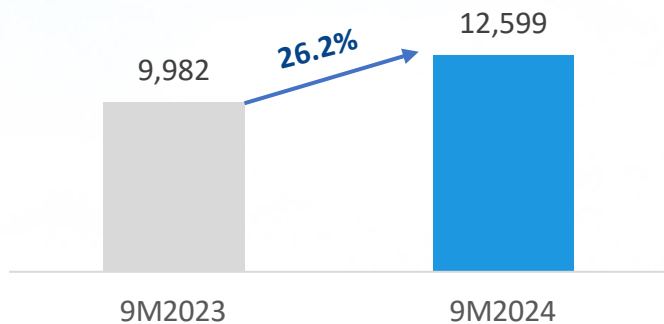




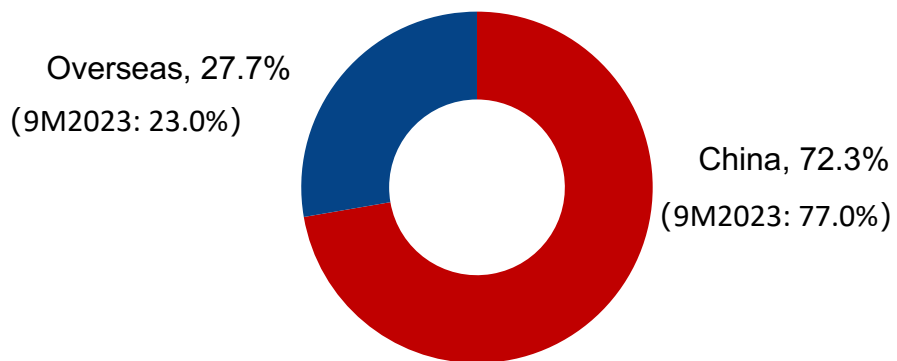
Clean Energy Revenue Performance

9M2024 Revenue Sharply Increased 26.2%

Unit: RMB million

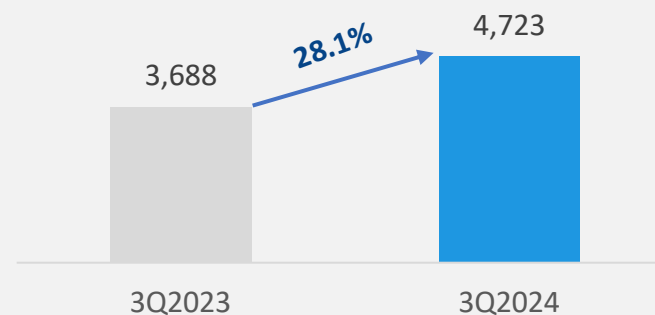


9M2024 Revenue Breakdown by Location

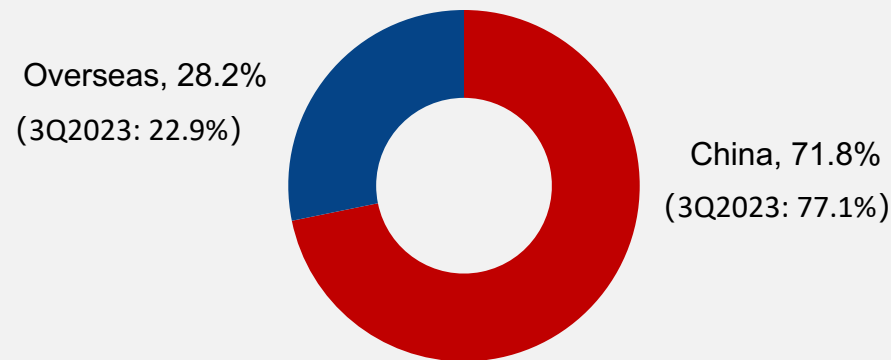


3Q2024 Revenue Sharply Increased 28.1%

Unit: RMB million



3Q2024 Revenue Breakdown by Location



Highlights:

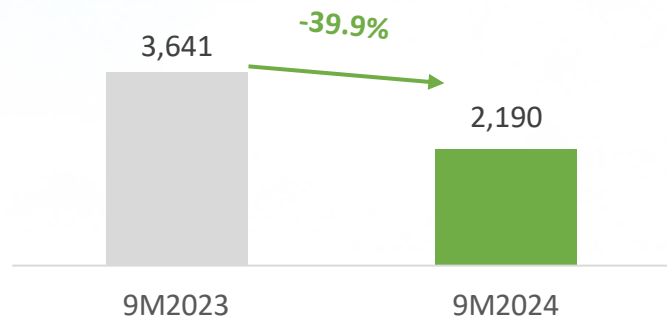
- Onshore clean energy revenue recorded a stable increase, benefiting from the growth of both domestic apparent consumption and imports of natural gas.
- In the 3Q2024, 3 vessels were successfully delivered, and revenue of the offshore clean energy (vessel-related business) amounted to RMB1,152 million, representing a significant YoY increase of 74.6%, a total of 7 vessels have been delivered YTD.



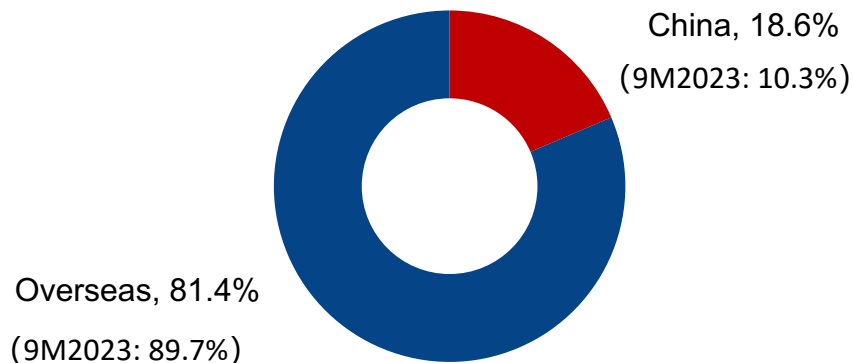
Chemical and Environmental Revenue Performance

9M2024 Chemical and Environmental Revenue

Unit: RMB million

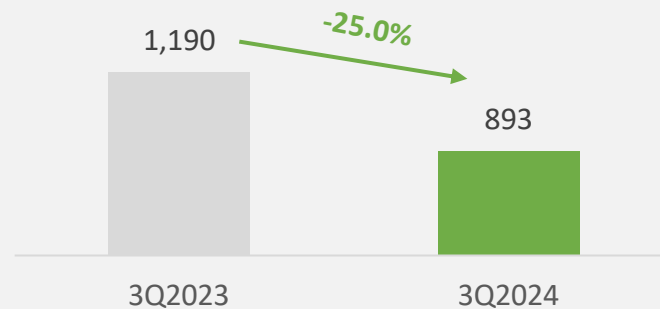


9M2024 Revenue Breakdown by Location

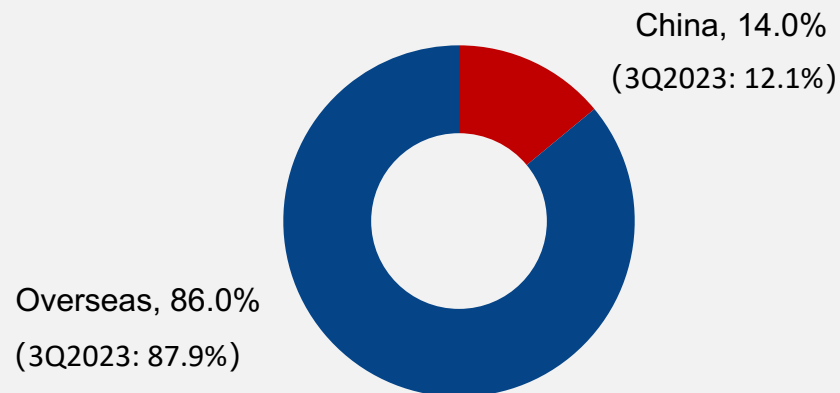


3Q2024 Chemical and Environmental Revenue

Unit: RMB million



3Q2024 Revenue Breakdown by Location



Highlights:

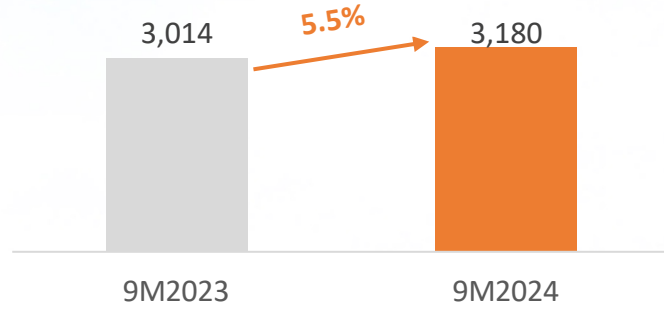
- Chemical and Environmental 3Q2024 Revenue Up **21.5%** compared to 2Q2024



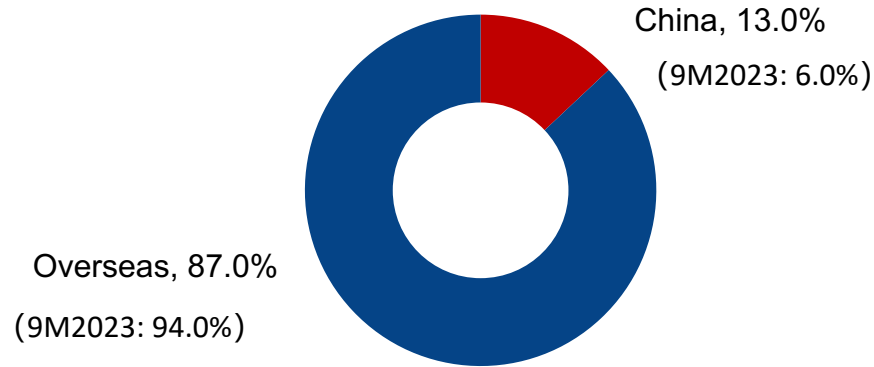
Liquid Food Revenue Performance

9M2024 Liquid Food Revenue

Unit: RMB million

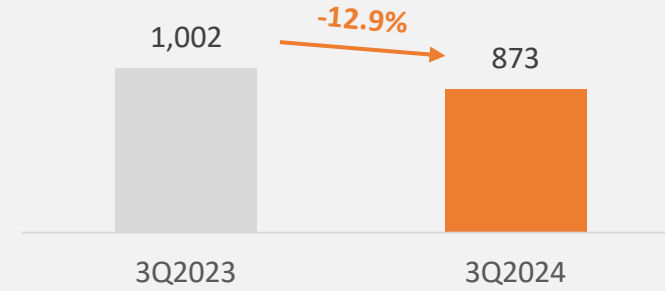


9M2024 Revenue Breakdown by Location



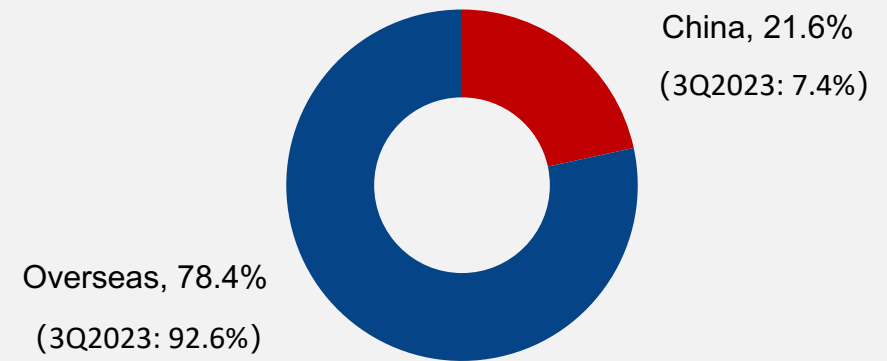
3Q2024 Liquid Food Revenue

Unit: RMB million



- Continuously affected by the postponement of an overseas distilled spirit project due to customer instructions

3Q2024 Revenue Breakdown by Location





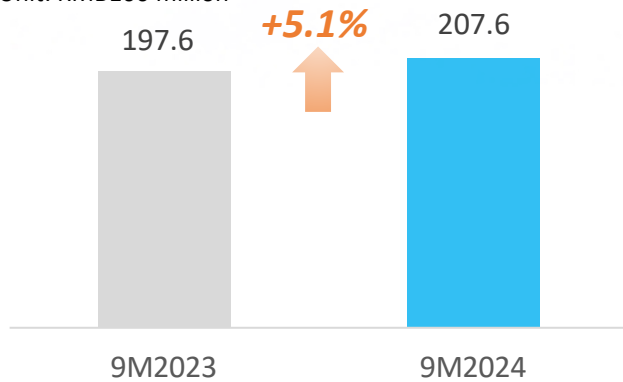
Newly Signed Orders Breakdown

- Newly signed orders for overseas onshore clean energy soared 39.9% to RMB1.95 billion.
- In 3Q2024, multiple projects for hydrogen spherical tanks were secured;
- In the chemical and environmental segment, there was a rebound in newly signed orders in 2Q, followed by a slowdown in 3Q. During this period, surging expectations for a U.S. interest rate cut along with the actual rate cut in September led overseas customers to remain cautious.
- In the liquid food segment, global consumer demand was relatively weak, and clients were more prudent with capital expenditures, resulting in continued pressure on newly signed orders.



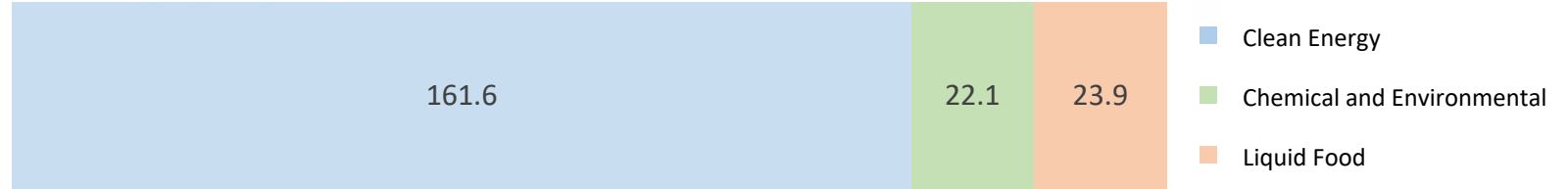
Total newly signed orders

Unit: RMB100 million



Newly signed orders by segments in 9M2024

Unit: RMB100 million



Clean Energy: RMB 16.16 billion, up 22.1% YoY

Clean Energy Categories	Newly signed orders for 9M (Unit: RMB100 million)		
	2024	2023	Change YoY
Storage	35.4	37.1	-4.6%
Transportation	103.0	69.0	49.3%
Scenario Application	19.6	18.4	6.5%
Processing and others	3.6	7.9	-53.6%
Total	161.6	132.3	22.1%

Clean Energy Categories	Newly signed orders for 9M (Unit: RMB100 million)		
	2024	2023	Change YoY
Onshore Clean Energy	80.6	79.4	1.6%
Offshore Clean Energy	74.4	47.1	57.9%
Hydrogen Energy	6.6	5.8	13.3%
Total	161.6	132.3	22.1%

- Newly signed orders: Cumulative value of all orders signed for 9M2024.
- The change in ratios is consistent with the 3Q Operational Updates Announcement

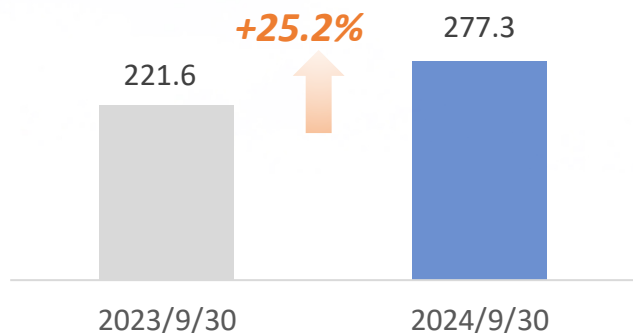


Backlog Orders Breakdown

- Backlog orders amounted to RMB27.73 billion, significantly up 25.2% YoY.
- For clean energy scenario applications, after the new lighthouse production line for LNG on-vehicle cylinders commenced operations, there was a significant increase in production capacity and delivery efficiency, leading to a decrease in its backlog orders.

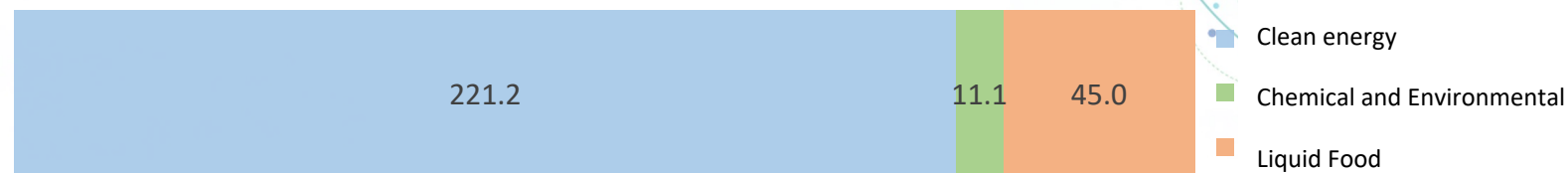
Total backlog orders

Unit: RMB100 million



Backlog orders by segment as of the end of Sep 2024

Unit: RMB100 million



- Clean Energy: RMB22.12 billion, up **42.6%**
- Offshore Clean Energy: RMB14.30 billion, surged significantly by **90.7%**. In 3Q2024, 3 vessels were delivered, and backlog orders remained robust.

Clean Energy Categories	Backlog orders as of the end of Sep (Unit: RMB100 million)		
	2024	2023	Change YoY
Storage	46.0	46.3	-0.7%
Transportation	157.1	87.0	80.7%
Scenario Application	9.8	14.4	-31.5%
Processing and others	8.3	7.5	10.2%
Total	221.2	155.1	42.6%

Clean Energy Categories	Backlog orders by segment as of the end of Sep (Unit: RMB100 million)		
	2024	2023	Change YoY
Onshore Clean Energy	75.0	75.9	-1.2%
Offshore Clean Energy	143.0	75.0	90.7%
Hydrogen Energy	3.2	4.2	-23.7%
Total	221.2	155.1	42.6%

- Backlog orders: Backlog orders as of 30 September 2024
- The change in ratios is consistent with the 3Q Operational Updates Announcement



H2 • RENEWABLE ENERGY
fostering the future,
CONNECTING the world

Q & A



Disclaimer

CIMC Enric Holdings Limited (the “Company”) makes no representation as to the accuracy and correctness, and has conducted no independent verification, of the content of this presentation. The Company accepts no responsibility for any loss howsoever arising from in reliance upon any information or omission herein and expressly disclaims any liability whatsoever arising therefrom. This presentation does not constitute an offer or invitation to buy or sell any assets or securities of the Company. The Company has made no authorisation and representation in relation thereto.

The content of this presentation is strictly confidential and is the property of the Company. Upon receipt of this presentation, you are deemed to have agreed to abide by the confidentiality agreement. You may not circulate or duplicate any content herein to or for any other person, nor disclose any part or the whole of this document to any person; otherwise you will be subject to legal liability.



H₂ • RENEWABLE ENERGY
fostering the future,
CONNECTING the world

Contacts

Tel: (86) 755 2680 2312
(86) 755 2680 2134

Email: ir@enric.com.hk

Address: CIMC R&D Center,
No.2 Gangwan Avenue, Shekou Industrial
Zone, Shenzhen, Guangdong, The PRC
Room 1902-3, 19/F, Bank of America Centre,
12 Harcourt Road, Central, Hong Kong

Website : <https://en.enricgroup.com/>

Wechat:

