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CIMC Interim Results of FY2018

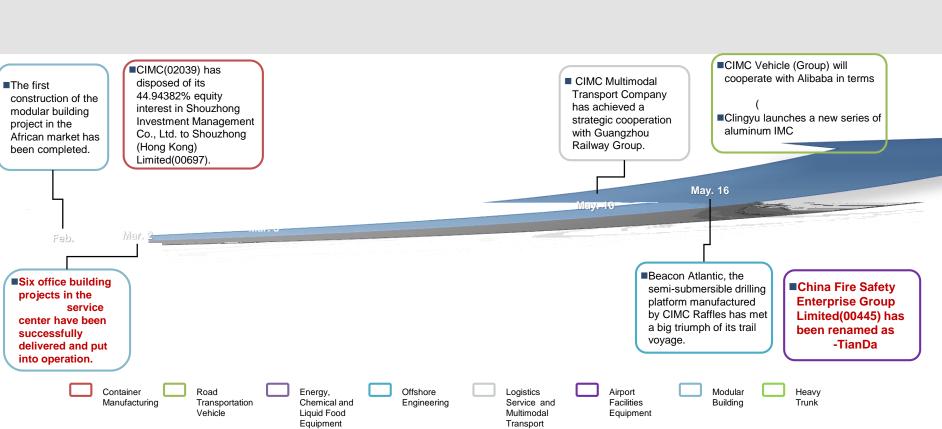
2018.08 Shenzhen



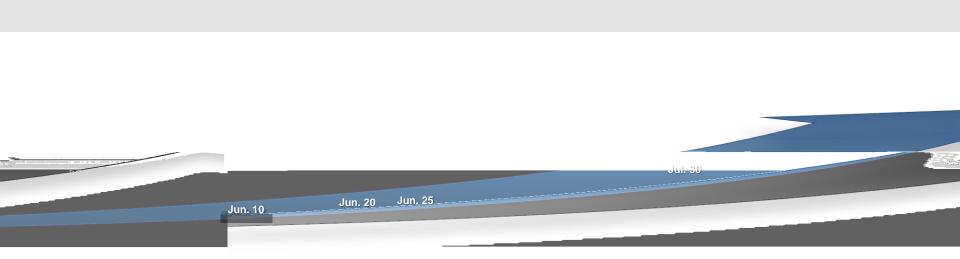


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The World



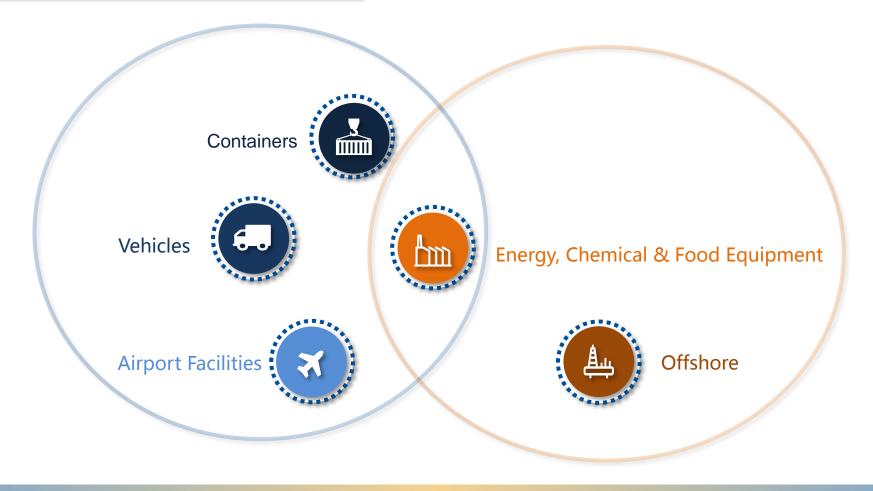
Strategic Dynamics Memorabilia





Key Business



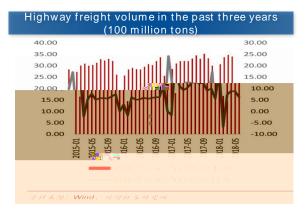


Focusing on 2018, CIMC has maintained a well growth in the related logistics industry.

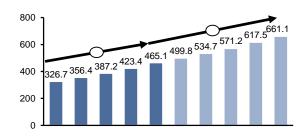


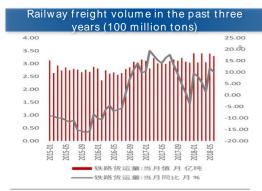






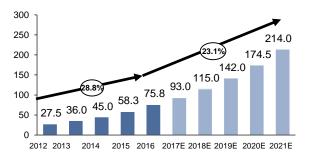
Market revenue of China airport ground support equipment GSE, 2012 - 2021E





资料来源: Wind, 川财证券研究所

Scale of China's MHS market, 2012 - 2021E



Key Business Highlights



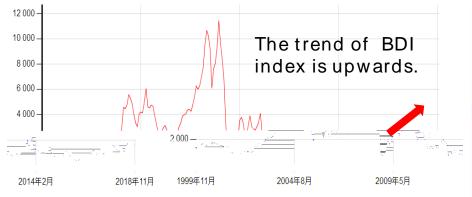
	Increase / decrease %	2018 (Jan. to Jun.) (unaudited)	2017 (Jan. to Jun.) (unaudited)
Operating income thousand Yuan)	30.47	43,560,398	33,387,152
Net profit attributable to shareholders and other equity holders of the Company thousand yuan	21.14	965,397	796,898
Gross profit margin %	-4.62%	13.79%	18.41%

Business Review

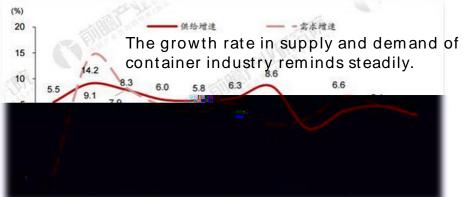
Container Energy and Other Business

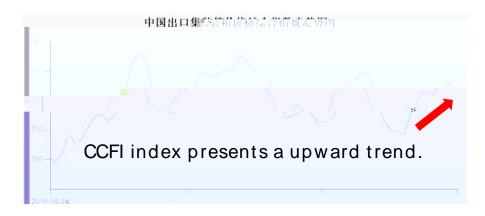


<u>Gontainer Manufacturing Industry</u>



世界集运行	世界集运市场运量运力增长率		
年份	运量增速	运力增速	
2014年	5.4	6.9	
2015年	2.2	8.0	
2016年	4.2	1:2	
2017年	5.7	3.8	
2018年年底(预测)	5.2	5.0	
源:克拉克森			



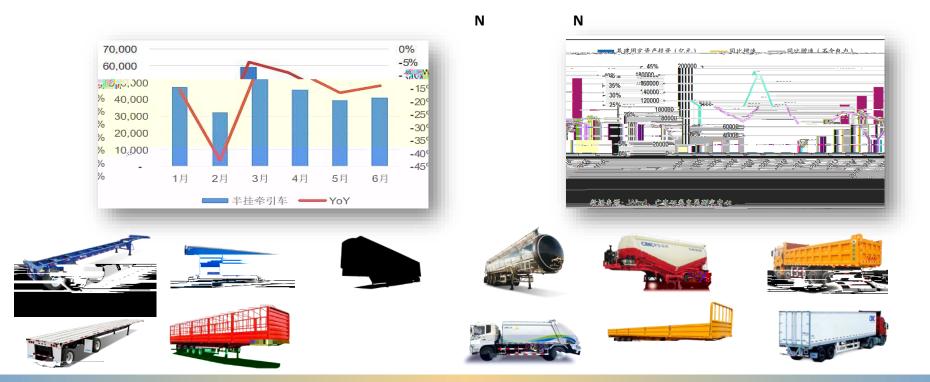






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Trailer purchase tax halved accelerating the development of the drop and pull transport mode Better Market with Promising Industry Prospect



Road Transportation Vehicle Business





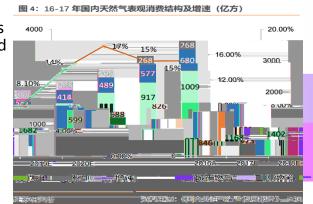
<u>Global Energy. Chemical and Liquid Food Equipment industry.</u>



Enormous Potential in Global LNG Market; Upgrading Energy Structure + Environmental Protection Demand

Demand of Natural Gas Increased in Domestic Market

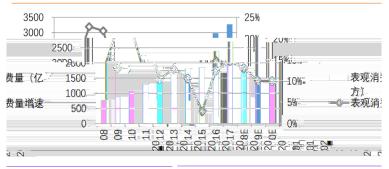
According to the forecasts, the annual growth rate of natural gas consumption demand is expected to remain at 2% until 2030, while the annual growth rate of coal and oil is only 0.7%. By 2035, natural gas is expected to account for 25% of the world's primary energy consumption, far more than coal and oil.



目 19: 近年国内和进口 LNG 价格走势(元/吨)



图 1: 中国天然气表观消费量及增速



资料来源: wind, 天风证券研究所

- Demand: From January to May this year, Chinese natural gas consumption increased by 17.8% year-on-year to 22.53 billion cubic meters, driven by the policy of "replacing coal with gas".
- Supply: The D line in central Asia and the east line between China and Russia will be put into operation successively from 2019 to 2020. After the concentrated production of the LNG receiving station in 2018, the new increment in 2019 will slow down as well. Domestic gas production has been greatly increased since this year.

Energy, Chemical and Liquid Food Equipment Business

- No.1 in Global ISO Liquid tank industry;
- **No.1** in China in terms of high pressure gas storage and transportation equipment;
- No.1 in cryogenic equipment industry of China;
- No.1 in Chinese energy storage and transportation equipment industry in terms of LNG、CNG、LPG;
- A global leader in the turnkey project of the brewery.

Energy equipment : CNG High pressure vessel, CNG trailer, LNG trailer and vessel, LNG gas station, LPG trailer and vessel, LNG Compressor, project engineering service Chemical equipment : Chemical equipment, Tank containers for liquefied gases and cryogenic liquids Liquid Food Equipment : Stainless steel processing tanks and storage tanks, project engineering services



Global Offshore Engineering Industry

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Oil prices recovered, leading offshore engineering industry reappear to vitality.

Excessive supply drives fierce competition in global industry.

With transformation and upgrading, industrial model optimized and meet the opportunities.

- Owing to the ultra-anticipated production cut of OPEC in the first half year of 2018, the crude oil market maintained a good upward trend with the international oil price returned to \$70 per barrel. In the long term, the oil market is still in a slow recovery trend, with shock upstream continued.
- More investment in research and development; Accelerate the accumulation and development and application of new forward-looking equipment; Optimize production management and enhance competitive advantage.







	Increase / decrease %	2018 (Jan.to Jun.)	2017 (Jan.to Jun.)
Operating income 100 million Yuan	-35.10	7.88	12.15
Net profit 100 million Yuan)	-	-7.06	-5.50

CIM C Raffles: The domestic offshore enterprise with the most complete overseas layout, The only offshore enterprise with overseas experience in general assembly delivery, also the presentative of China marine leading enterprise.

Achieved industrialization through

informatization, realized intelligent connection from design to production, and built a platform - based innovation system ultra-deep water semi-submersible double-rig drilling named Blue Whale 1, shouldering heavy responsibilities in the first test of the sea area gas hydrate of our country. In 2017, CIMC Raffles accomplished the delivery of the world's most advanced.

Advanced manufacturing industry investment fund: CIMC is the first Marine engineering equipment enterprise invested by this national industrial fund, which has been operated independently by SDIC innovation investment management co. LTD, with an accord ratified in 2016 and 1000 million RMB absorbed.









Marine Engineering Platform delivery







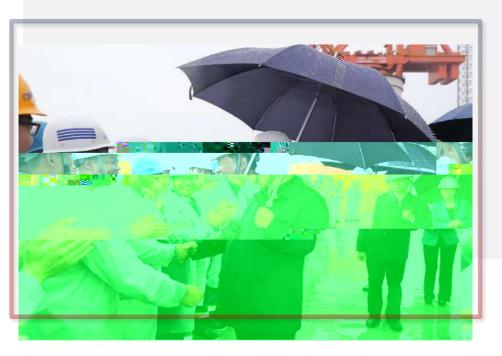




An excellent leader on the Chinese ocean engineering market; 3 manufacturing bases in Yantai, Haiyang and Longkou;

4 R& D centers in Sweden, Norway, Shanghai and Yantai.

Maritime Power & National Strategy & Leading Care CIMC中集



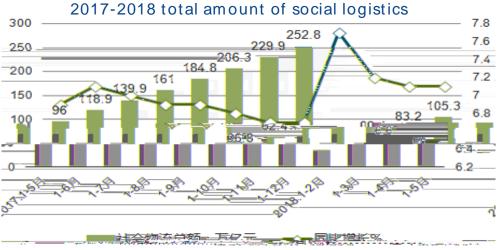
General secretary Xi Jinping visited and inspired CIMC Raffles

On June 13, President Xi Jinping, general secretary of the Communist Party of China Central Committee, visited Yantai Manufacturing Base of CIMC Raffles in the rain , encouraging the company to achieve further breakthroughs by emphasizing independent innovation and self-dependence.

The development of marine economy and marine scientific research is one of the important strategy to be a strong country.



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Anti-Globalization Energy Conversion of 7.8 Trade Challenge in Traditional Logistics

	Increase / decrease %	2018 (Jan.to Jun.)	2017 (Jan.to Jun.)
Operating income 100 million Yuan	8.30	40.63	37.51
Net profit 100 million Yuan	45.65	0.84	0.57



Heavy Truck

111 120 80% 102 100 60% 52% 80 40% 30% 1214 600 20% 40 20 2014/# 2015/# 2005 1 2016/# 100^{5/1}20^{3/11}20^{3/11}20^{9/11}20^{10/11}20^{11/11}20^{12/11}20^{13/11} ■ 重刑卡车_(万辆)

2005-2018 Heavy Trunk Industry Sales

- 数据来源:中汽协,第一商用车网,东北证券

First Profit in the First Half Year Focus on Differentiation in Domestic Market Stabilize the present market and expand the new market in global market.

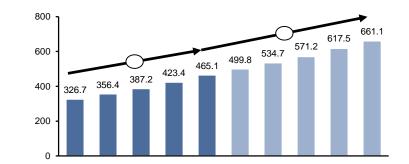


	Increase/ Decrease %	2018 (Jan.to Jun.)	2017 (Jan.to Jun.)
Operating income 100 million Yuan	26.26	16.20	12.83
Net Profit 100 million Yuan	-	0.05	-0.43
Sales units	24.45	5,523	4,438

In the first half of 2018, the demand in the heavy truck market maintained rapid growth, which was mainly attributable to the following driving factors:

 Investments in fixed assets, particularly those for infrastructure, maintained stable growth;
 From 1 July, carriers that fail to comply with regulations are banned from use on roads;
 Several local governments either banned National III diesel-powered vehicles from entering cities or encouraged.

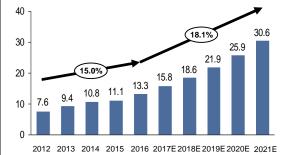
Revenue of PBB in Chine 2012 2021E

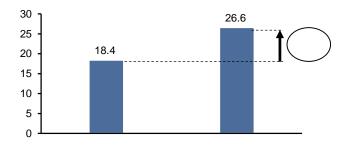


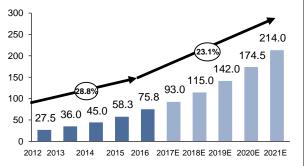
Profit of Automatic Parking System 2012-2021E

Revenue in GSE Market 2012 2021E

Market Size of MHS in China 2012 2021E





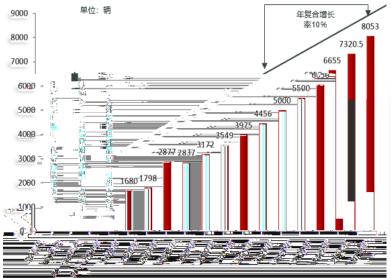


Airport Facilities





Annual Demand for Fire Engines

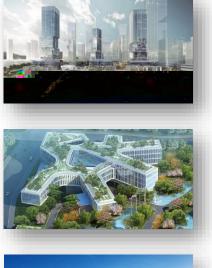


	Increase/ Decrease %	2018 (Jan. to Jun.)	2017 (Jan.to Jun.)
Operating income 100 million Yuan	48.12	17.49	11.81
Net profit 100 million Yuan	-	0.85	-0.04



Industrial City Development







Establish Industrial Ecosystem

with CIMC Characteristics

From being renamed CIMC \geq Skyspace Real Estate, to building the strategic cooperation with Country Garden, and to establishing an industry business department, CIMC Skyspace Real Estate focused on Industrial Park Business CIMC Skyspace Real Estate provided operation service for all the industrial parks existing, and controlled 65% of them as its own industrial development carriers, forming whole cycle service capacity throughout the whole industry de

Focus on Industrial Park Business and Strive to be a

Until now, CIMC Skyspace Real Estate has constructed an accurate investment attraction system; built two-way cooperation and sharing mechanism of "CIMC and CIMC Skyspace Real Estate, Headquarters and Projects, Parks and Enterprises, Units and individuals"; strengthen the operation capacity, sticking to the principle of "Offline support, online feedback" to drive the continuous growth of intelligent operation platform; optimized asset management, supported the strategic transformation of de-real estate, improved "hematopoietic" function by using financial instruments such as REITS, ABS, CMBS, etc.

levelopment period.	Decrease %	2018 (Jan.to Jun.)	2017 (Jan.to Jun.)
Operating income 100 million Yuan	-46.26	1.60	2.98
Net profit 100 million Yuan	-41.56	0.38	0.65



Financial Deleveraging

Modular Building & Multimodal Transport



Business Model, Modular Building Business of Group Sustained Stable Development.

International Market further expanded into new markets in various countries and regions including the UK, the US, Australia, New Zealand, Iceland and Hong Kong ; UK market became more and more mature ; American market saw the first delivery of project; the construction of the Djibouti project in the African market has been completed; In the Australian and New Zealand market, we have got access to high-rise hotel buildings and public safety service facilities sector; in the Scandinavian and Iceland market, we met all qualification requirements and successfully attracted interests of prospective buyers to place orders.

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Domestic Market Xiong' an service centre has been successfully delivered and put into operation; pushed forward technological access to the Hong Kong market simultaneously in an orderly manner, and obtained the signature CIC Zero Carbon Building project ; cooperated with the China Association for Engineering Construction Standardisation to complete the amendments to the "Box Steel Structure Integration Building Technology Procedures" which has entered the phase of opinion collection online and is expected to be issued and implemented on schedule during the year.

- Channel Network Distribution businesses encompass regions in East, South, Central, South-west, North-west and North China ;
- Vessel Transportation Platforms

Adapt to national reform of transport systems, opportunities appeared in the multimodal transport business.

Financial Reflects

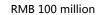
"Strong Strength & Steady Performance"

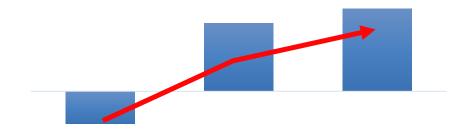


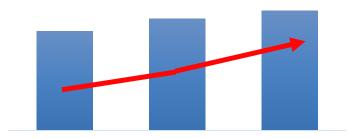
Financial Reflects



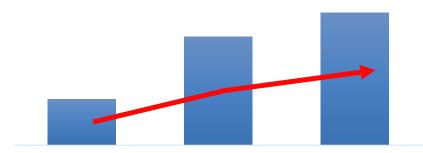
RMB 100 million







RMB 100 million

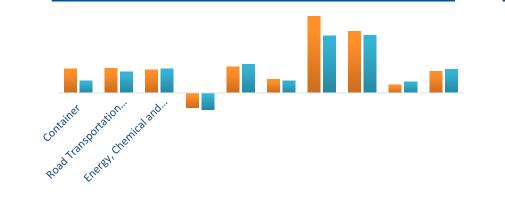


RMB 100 million





By the end of June 30th RMB 100 million	As at the end of the Reporting Period (30 June 2018) (unaudited)	As at the end of the previous year (31 December 2017) (audited)	Change(%)
Total assets	1,382.68	1,306.04	5.87
Total liabilities	966.22	873.67	10.59
Short-term borrowings	218.03	153.17	42.34
Long-term borrowings	246.97	241.40	2.31
Total equity attributable to shareholders of the parent company	306.63	324.61	-5.54
Total shareholders' equity	416.46	432.37	-3.68
Gearing ratio	69.88%	66.89%	2.99
By the end of June 30th RMB 100 million (Ja	FY2018 n.to Jun.) (unaudited) (Jan.	FY2017 to Jun.) (unaudited)	Change(%)
Net cash flows from operating activities	8.56	6.68	-28.14
Net cash flows from investing activities	(22.78)	(15.08)	-51.06
Net cash flows from financing activities	27.45	18.76	46.36



RMB 100 million

RMB 100 million





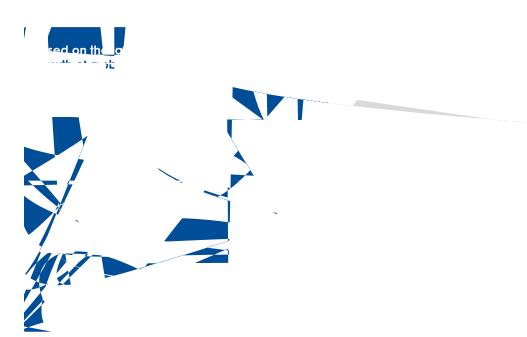
Future Outlook

Intelligent Manufacturing + Intelligent Logistics











Offshore Engineering



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