

# CIMC

## Interim Results of FY2017

Stock Code : 000039  
2039

# 2017

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# Interim Reports of FY2017

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**Key Business  
Highlights**

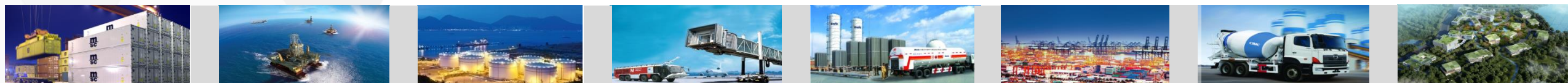
**Business  
Review**

**Financial  
Reflects**

**Future  
Outlook**

## Review of Principal Businesses

The **global economy** has recovered moderately , and **international trade** has resumed growing. **China's economy** is steadily improving , **Supply side reform effect** is remarkable.



◆ In the first half of 2017, the global economy recovered moderately and the international trade resumed growth. The economies in the United States and the Eurozone generally recovered. The economy in China presented overall stable and the economic development gradually became more stable and sustainable. By virtue of the favorable domestic and overseas macroeconomic conditions, the prosperity of the relevant industries where the Group was engaged in improved significantly.

	Increase / decrease (%)	2017 (Jan. to Jun) (unaudited)	2016 (Jan. to Jun)
<b>Operating income ( thousand Yuan )</b>	<b>41.81%</b>	33,387,152	23,542,843
<b>Net profit attributable to shareholders and other equity holders of the Company ( thousand yuan )</b>	<b>310.80%</b>	796,898	-378,034
<b>Gross profit margin (%)</b>	<b>-0.35%</b>	18.41%	18.76%
<b>Return on equity ( ROE )</b>	<b>4.40%</b>	2.76%	-1.64%
<b>Earnings per share ( EPS ) ( yuan )</b>	<b>276.87%</b>	0.2544	-0.1444

## Review of Principal Businesses

**The global economy** has recovered moderately , and **international trade** has resumed growing. **China's economy** is steadily improving , **Supply side reform effect** is remarkable.



◆ During the Reporting Period, the Group's revenue amounted to RMB33,387.152 million (same period in 2016: RMB23,542.843 million), representing significant year-on-year growth of 41.81%. The Group's net profit attributable to the shareholders and other equity holders of the parent company amounted to RMB796.898 million (same period in 2016: loss of RMB378.034 million).



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# Interim Reports of 2017

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**Key Business  
Highlights**

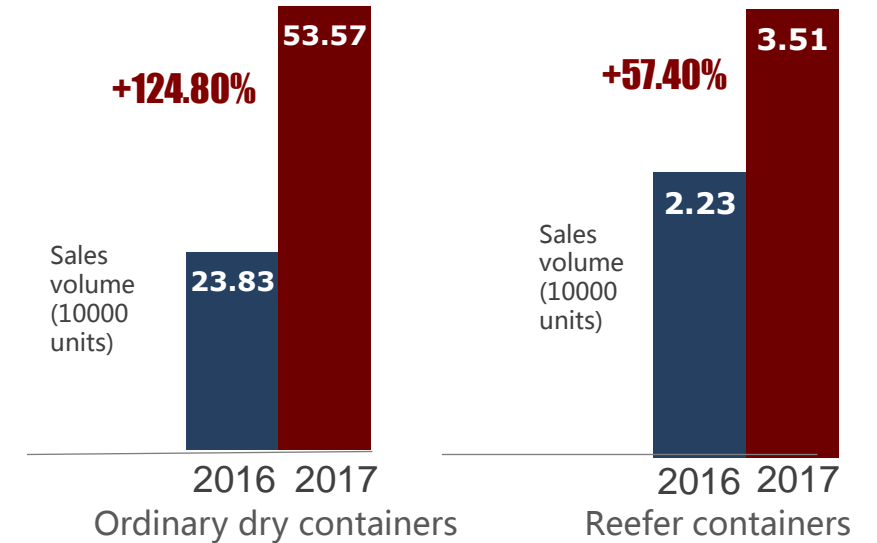
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## Container Manufacturing Business

	Increase / decrease (%)	2017 (Jan. to Jun) (unaudited)	2016 (Jan. to Jun)
Operating income (thousand yuan)	105.14%	10,049,055	4,898,618
Net profit (thousand yuan)	587.78%	681,102	-139,632



◆ In the first half of this year, the strong recovery in the global shipping industry growth exceeded expectations, and the results of container shipping companies will improve significantly with stronger willingness for customers to purchase containers, driving the overall demand for containers to have greater increase this year. Most of the plants in the domestic container manufacturing industry had upgraded their production lines to using water-based paint in the first half of this year in accordance with the environmental-friendly water-based paint self-discipline convention in the industry, thus affecting the effective production capacity in the industry. The production costs started to increase in the second quarter of this year. Container prices were basically stable after growth in the first quarter.

## Container Manufacturing Business



- ◆ During the Reporting Period, the accumulated sales volume of ordinary dry containers of the Group reached 535,700 TEUs (same period in 2016: 238,300 TEUs), representing a year-on-year increase of 124.80%; the accumulated sales volume of reefer containers reached 35,100 TEUs (same period in 2016: 22,300 TEUs), representing a year-on-year increase of 57.40%.
- ◆ The container business of the Group recorded a revenue of RMB[10,049.055] million (same period in 2016: RMB4,898.618 million), representing a year-on-year increase of [105.14]%; and the net profit was RMB[681.102] million (same period in 2016: recording a loss of RMB139.632 million)



## Road Transportation Vehicle Business

**The overall trend of the industry is positive.**

- ◆ There was a noticeable trend in replacement with light trucks for road transportation vehicles benefiting from the extended impacts of implementation of the policy of the mandatory standard on the limits of dimensions, axle load and masses for vehicles, trailers and combination of vehicles (GB1589-2016) promulgated by the central government in 2016 and the continued domestic stringent governance against overloading.
- ◆ In the overseas market, although the shipping performance in the North American market remained strong. With the economic recovery in Europe, the demand in some local markets in emerging markets was buoyant.



	Increase / decrease (%)	2017 (Jan. to Jun) (unaudited)	2016 (Jan. to Jun)
Operating income ( thousand yuan )	38.59%	9,719,601	7,013,354
Net profit ( thousand yuan )	56.96%	568,016	361,893
Sales volume ( unites )	39.90%	81,468	58,231

## Road Transportation Vehicle Business

- ◆ During the Reporting Period, by virtue of the business growth in Chinese and European markets, the Group's road transportation vehicle business achieved sales of 81,468 units (same period in 2016: 58,231 units), representing a year-on-year increase of 39.90%. It recorded revenue (excluding the heavy truck business) of RMB[9,719,601] million (same period in 2016: RMB7,013.354 million), representing a year-on-year increase of [38.59]%, and achieved net profit (excluding the heavy truck business) of RMB[568.016] million (same period in 2016: RMB361.893 million), representing a year-on-year increase of [56.96]%.



## Energy, Chemical and Liquid Food Equipment Business

◆ As the oil prices in the international market rose after they bottomed out in the second half of 2016 and the Chinese government promulgated favorable policies, the market demand for LNG equipment increased in the first half of 2017. During the Reporting Period, the revenue from the energy equipment segment of CIMC Enric significantly increased. The revenue from the chemical equipment segment recorded year-on-year growth due to the strong demand for standard tank containers. The revenue from the liquid food equipment segment achieved slight growth due to the growth from the acquisition of Briggs Group Limited in June 2016.

	Increase / decrease (%)	2017 (Jan. to Jun) (unaudited)	2016 (Jan. to Jun)
<b>Operating income ( thousand yuan )</b>	<b>16.65%</b>	5,060,511	4,532,477
<b>Energy equipment</b>	<b>49.70%</b>	2,164,153	1,445,660
<b>chemical</b>	<b>9.30%</b>	1,363,939	1,248,365
<b>liquid food equipment</b>	<b>5.20%</b>	1,098,214	1,043,477
<b>Net profit ( thousand yuan )</b>	<b>105.16%</b>	52,263	-1,021,577



## Energy, Chemical and Liquid Food Equipment Business

- ◆ During the Reporting Period, the energy, chemical and liquid food equipment business of the Group recorded revenue of RMB5,060.511 million (same period in 2016: RMB4,338.109 million), representing a year-on-year increase of 16.65%. The net profit was RMB52.263 million (same period in 2016: net loss of RMB1,021.577 million), showing a turn from loss to profit.
- ◆ SinoPacific has become an indirect wholly owned subsidiary of CIMC Enric pursuant to the Restructuring Investment Agreement and the Restructuring Plan and has become an indirect non-wholly-owned subsidiary of the Group. According to the solvency analysis report provided by the Receiver of SinoPacific, the recoverable amount of the financial assistance provided by CIMC Enric to SinoPacific was estimated to be approximately RMB191,000,000 as at 30 June 2017.



## Offshore Engineering Business

◆ In the first half of 2017, In spite of the historically lower turnover, signs of bottoming out emerged. The investment in respect of global oil and gas development stopped declining, gradually stabilized and slightly improved; the utilization rate and daily rentals of semi-submersible drilling platforms started to recover slowly from its all-time low recorded early this year; and the number of quotations and tender projects in offshore engineering market increased.

	Increase / decrease ( % )	2017 (Jan. to Jun) (unaudited)	2016 (Jan. to Jun)
Operating income ( thousand yuan )	-67.21%	1,214,509	3,703,689
Net profit ( thousand yuan )	-	-550,421	-3,988

In May, a cooperation agreement for two FPPs (250MW+60MW) was entered into with Haruma, an electricity operator in Indonesia.

2月

3月

4月

5月

**Blue Whale No. 1** Combustible Ice project commenced lease in February 2017

**Started drilling** on 28 March

In April, a letter of intent for the construction of deep sea breeding equipment potentially worth US\$250 million was entered into with Ocean Aquafarms AS Company in Norway.

**Blue Whale No. 1** project received a message of congratulation from the State Council

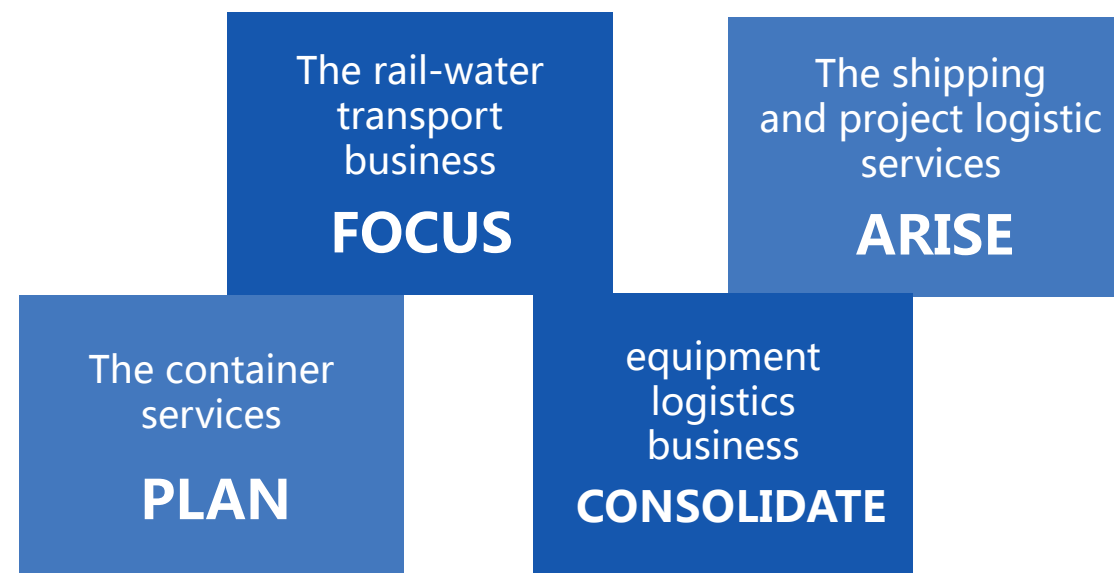
### Offshore Engineering Business

- ◆ However, under the significant impact of the continued downturn in the industry and due to reasons such as the shrink in new orders acquired and the postponed delivery of the orders on hand.
- ◆ In a severe industry environment, CIMC Raffles strived to develop a variety of business models to explore market potential. During the Reporting Period, CIMC Raffles acquired new orders amounting to RMB230 million.



## Logistics Service Business

◆ In the first half of 2017, the global economy recovered moderately. In view of the intense competition in the domestic logistics industry with oversupply, the shipping price remained low and there was no significant improvement in the performance of enterprises. In addition, factors such as more stringent environmental protection polices in China also affected the equipment manufacturing business in the logistics segment.



	Increase / decrease (%)	2017 (Jan. to Jun) (unaudited)	2016 (Jan. to Jun)
<b>Operating income ( thousand yuan )</b>	16.55%	3,751,202	3,218,617
<b>Net profit ( thousand yuan )</b>	-16.21%	57,340	68,434

### Logistics Service Business

- ◆ During the Reporting Period, the Group's logistics business achieved sales revenue of RMB3,751.202 million (same period in 2016: RMB3,218.617 million), representing a year-on-year increase of 16.55%, and net profit of RMB57.340 million (same period in 2016: RMB68.434 million), representing a year-on-year decrease of 16.21%.
- ◆ As affected by the adjustment in the business line in Mongolia, the gross profit margin of the business segment declined, resulting in a year-on-year decrease in net profit.





## Heavy Truck Business

- ◆ In the first half of 2017, by virtue of the implementation of the new national standard GB1589-2016, governance on vehicle overload, phasing out yellow-label vehicles and other factors and affected by the implementation of proactive financial policies by the government, the domestic heavy truck market continued to deliver excellent performance.
- ◆ During the Reporting Period, the sales of C&C Trucks amounted to 4,438 units (same period in 2016: 3,003 units), representing a significant year-on-year increase of 47.79%, which maintained significant sales growth for two consecutive years. The sales revenue amounted to RMB1,283.201 million (same period in 2016: RMB860.359 million), representing a substantial year-on-year increase of 49.15%, and the net loss reduced to RMB42.814, recording a decrease of loss of 55.64% as compared with the same period of the previous year.



	Increase/ Decrease (%)	FY17 (Jan. to Jun.) (unaudited)	FY16 (Jan. to Jun.)
Operating income ( thousand yuan )	49.15%	1,283,201	860,359
Net profit ( thousand yuan )	55.64%	-42,814	-96,523
Sales ( unit )	48%	4,438	3,003

### Heavy Truck Business

- ◆ In respect of the domestic market, C&C Trucks put continuous effort into product adjustment and optimization and focused on the market demand and the major products in regions to develop marketable products so as to introduce cost-effective products and comprehensively enhance the vehicle delivery capacity.
- ◆ In respect of the international market, affected by upgrading in emission standards, control in capital risk and other factors, the gap to international sales target of C&C Trucks was quite large in the first half of this year. Nonetheless, it is expected the business will achieve sales growth and make up the gap by taking measures such as improving channel capacity, R&D of new products and project implementation in the second half of this year.



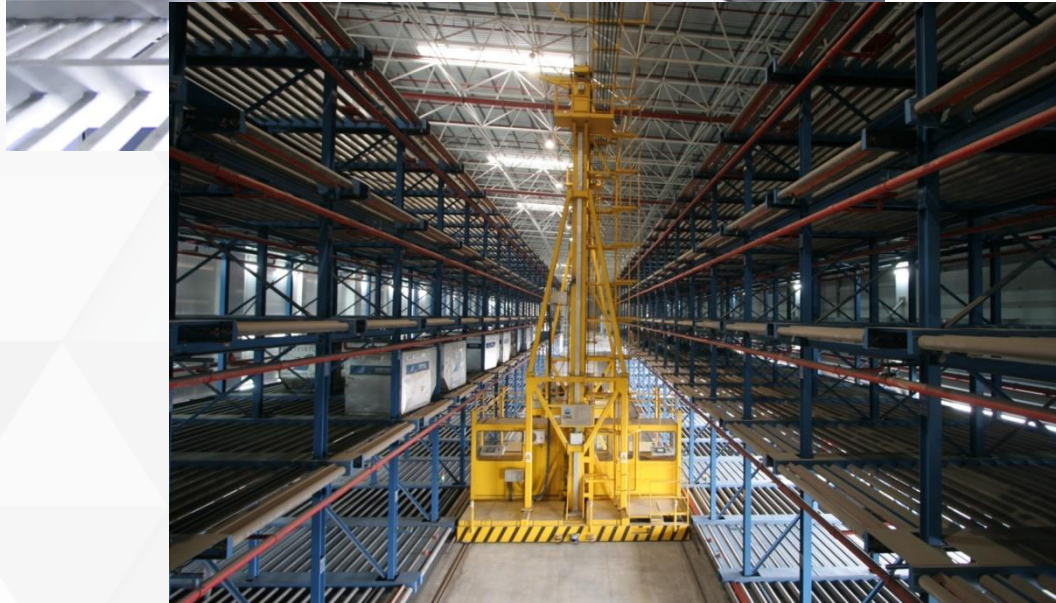
# Airport Facilities Equipment Business

	Increase/ Decrease (%)	FY17 (Jan. to Jun.) (unaudited)	FY16 (Jan. to Jun.)
<b>Operating income</b> (thousand yuan)	4.65%	1,180,919	1,128,444
<b>Net profit</b> (thousand yuan)	-138.98%	4,173	10,705

◆ In the first half of 2017, the global airline industry sustained healthy development. With the rapid development of the airline industry in China and the accelerated equipment replacement of U.S. airports, the demand for airport facilities equipment continued to grow steadily. Affected by the budget trimming of European governments, the growth of fire and rescue equipment in Europe will be affected to a certain extent. On the other hand, there was remarkable growth in China's market as driven by the increased effort into infrastructure construction in China. The further development of e-commerce and express in China brought excellent opportunities to the automatic logistics equipment. The Chinese government attached importance to the problem of parking difficulties in cities. Local governments had introduced policies on encouraging the development of the parking industry, which brought about continuous positive effect on the smart parking equipment industry.



## Airport Facilities Equipment Business



- ◆ During the Reporting Period, the Group' s airport facilities equipment business recorded sales revenue of RMB1,180.919 million (same period in 2016: RMB1,128.444 million), representing a year-on-year increase of 4.65%. It achieved net loss of RMB4.173 million (same period in 2016: RMB10.705 million), representing a year-on-year decrease of 138.95%.
- ◆ The Group acquired the RMB300 million worth order from Shanghai Pudong International Airport during the Reporting Period, which was the largest order in China, while accelerating the expansion plan in the U.S. market.
- ◆ By introducing a R&D team, the Group acquired the automated high speed sorting technology, which is the core technology of the automated logistics industry, enabling it to directly compete with its major international competitors in terms of technology.

## Real Estate Development Business

### Policy tightening and Trading volume decreased

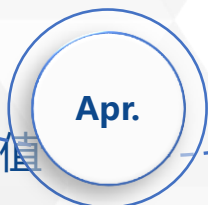
	Increase/ Decrease (%)	FY17 (Jan. to Jun.) (unaudited)	FY16 (Jan. to Jun.)
<b>Operating income</b> (thousand Yuan)	-5.71%	297,664	315,698
<b>Net profits</b> (thousand Yuan)	52.04%	65,035	42,775

- ◆ During the Reporting Period, real estate business achieved revenue of RMB297.664 million (same period in 2016: RMB315.698 million), representing a year-on-year decrease of 5.71%, and net profit of RMB65.035 million (same period in 2016: RMB42.775 million), representing a year-on-year increase of 52.04%, which was mainly due to the receipt of agency service fee for the land reserve at the end of last year.
- ◆ In the first half of 2017, CIMC Skyspace Real Estate strengthened its effort into the expansion of industrial parks, and the model of industrial parks became more mature. CIMC Skyspace Real Estate intends to introduce Country Garden Real Estate Group Co., Ltd\* ( "CGRE" ) as a strategic investor by the way of capital increase. CGRE injected capital a 25% shareholding in CIMC Skyspace Real Estate in July 2017.

◆ Established a project company for an industry park in Beijing.



◆ CIMC Elite Apartment was open in Song Shan Lake, Dongguan, marking the entering into the asset holding and operation business line.



◆ CIMC UK Overseas Innovation Centre was established in London, which promoted the international development trend of incubators.

◆ Cooperated with Dongguan Water Investment Group to push forward the implementation of the China-UK Low Carbon Industry Park project.  
◆ Introduced CGRE as a strategic investor.<sup>21</sup>



## Financial Business

	Increase/ Decrease ( % )	FY17 (Jan. to Jun.) (unaudited)	FY16 (Jan. to Jun.)
<b>Operating income</b> ( thousand Yuan )	3.02%	1,148,040	1,114,356
<b>Net profits</b> ( thousand Yuan )	13.75%	516,097	453,708



- ◆ During the Reporting Period, in respect of the financial business, the Group achieved revenue of RMB1,148.040 million (same period in 2016: RMB1,114.356 million), representing a year-on-year increase of 3.02%, and net profit of RMB516.097 million (same period in 2016: RMB453.708 million), representing a year-on-year increase of 13.75%. The increase in net profit was mainly due to the reduction on expenses by improving operation efficiency of such business during the Reporting Period.
- ◆ CIMC Financial Leasing Company continued to deepen the integration of industry and finance from three dimensions of “breadth, depth and mechanism” , increased its investment in transportation, logistics and other markets, focused on optimising asset structure

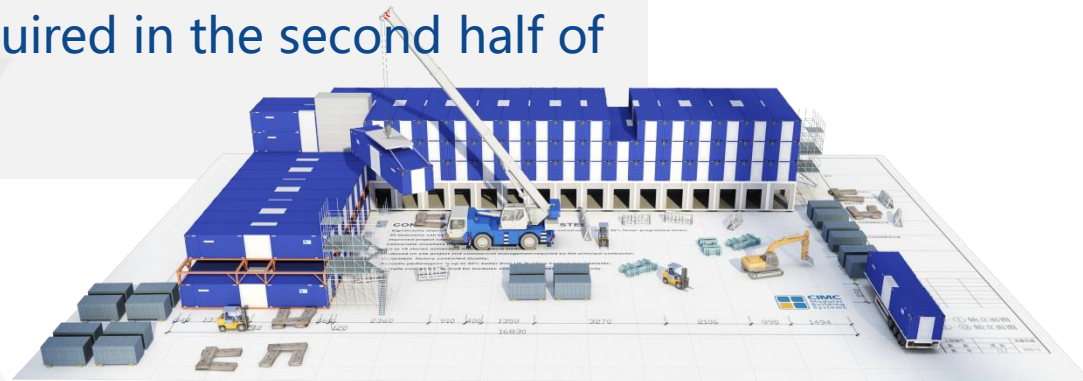
### Financial Business

- ◆ During the Reporting Period, by further implementing centralized management on funds and following the industry demand, CIMC Finance Company strengthened the deep integration with business segments and gave play to its functions in financial services. The Finance Company obtained the approval to participate in the Shanghai Commercial Paper Exchange to improve its operation capacity of commercial papers. At the same time, it further expanded the scope of foreign enterprises for its cross-border two-way Renminbi capital pool and extended its services to various business segments.



### Modular Building Business

- ◆ During the Reporting Period, the modular building business of the Group sustained stable development under a one-stop service model of “manufacturing + finance + service” integrating industry and finance.
- ◆ As for the international market, it entered into the first formal agreement for a mass production project in the U.S., achieving a breakthrough from zero in the U.S. market. The delivery of a number of Hampton by Hilton hotels including those in Aberdeen Airport and Bristol Airport in the U.K. was completed successfully. It has become one of the major suppliers in the hotel market in the U.K. In the African market, the first agreement for model home was entered into. It is expected that batch orders will be acquired in the second half of this year.





### Modular Building Business

- ◆ As for the domestic market, the steel structure integration modular building system procedures of the Group was approved at the final examination and has become an important approach to lead and develop the domestic modular building market. Meanwhile, a breakthrough was achieved in the building precast factory pre-installation project under independent R&D, which was emblematic initiative for development into high-rise buildings of the modular business of the Group, indicating the further completion of the factory for modular building. The modular building business has entered into the domestic market with major projects under construction in Shenzhen, Jiangmen and other regions. It is expected to deliver those projects in the second half of this year.



### Multimodal Transport Business

- ◆ During the Reporting Period, in respect of international rail-sea transport business, CIMC Multimodal Transport Company sustained stable development and established a company in the U.S. in order to put much more effort into the expansion of the U.S. market and to develop the **China-North America multimodal transport business**.
- ◆ In respect of road railway transport business, it launched a total of six railway container lines and preliminarily established the multimodal transport network in South China, Central China and Northwest China. The application of new containers including tank containers, 35-tonne open-top containers and coil containers in railway was further promoted.
- ◆ The international rail-sea transport business, equipment logistics, steel business and road-railway transport business also had rapid development.



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# Interim Reports of 2017

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**Key Business  
Highlights**

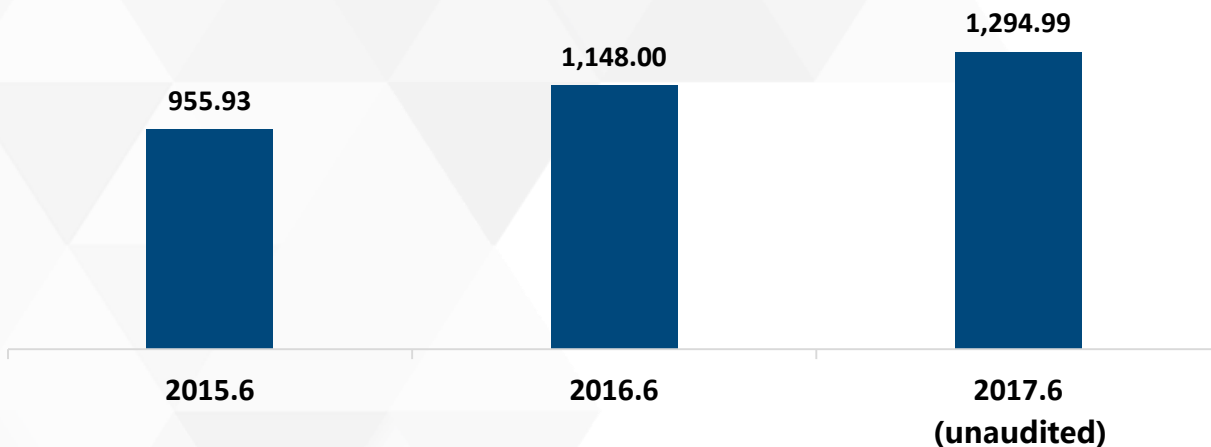
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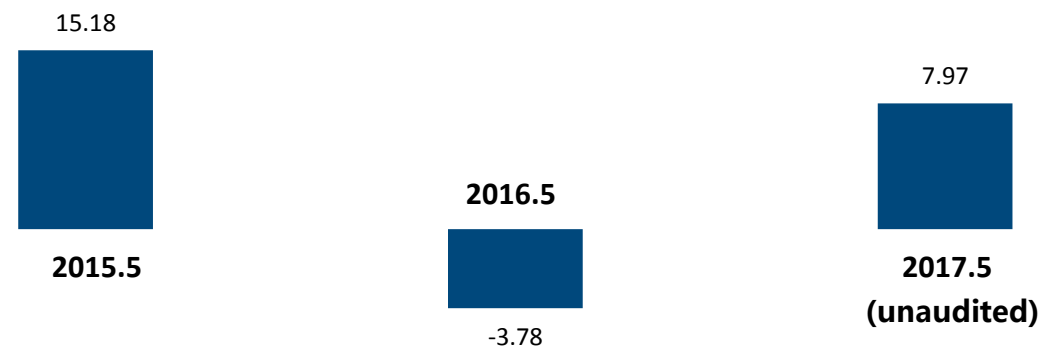
## Total Assets

RMB 100 million



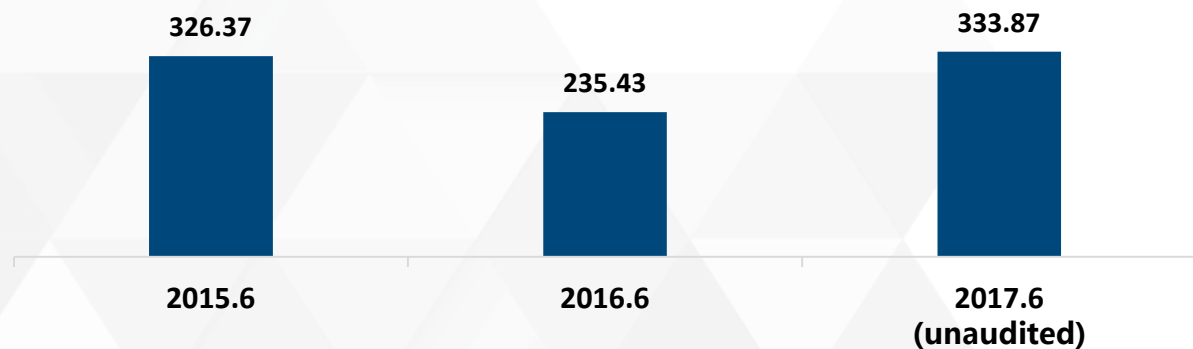
## Net profit attributable to shareholders and other equity holders of the parent company

RMB 100 million



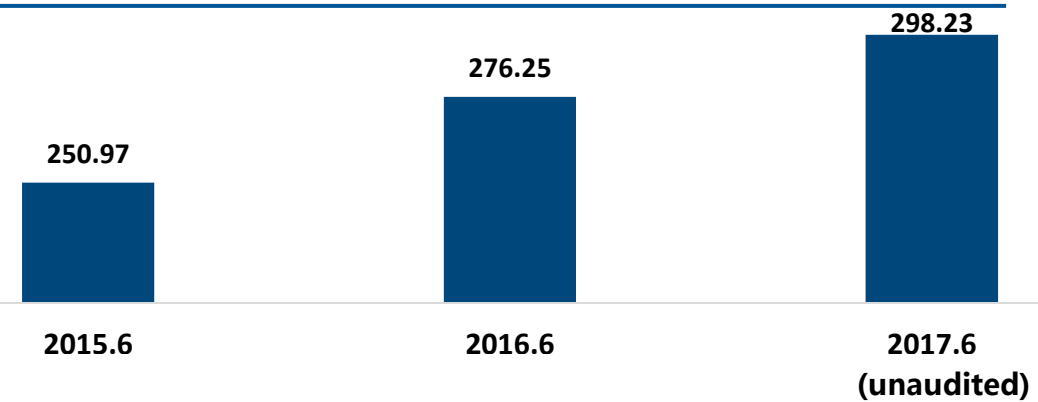
## Revenue

RMB 100 million



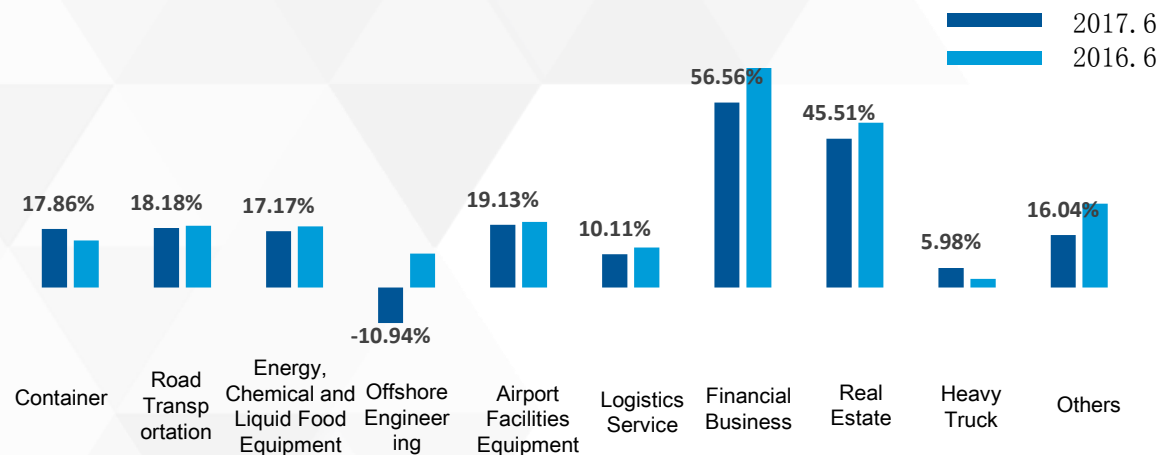
## Total equity attributable to shareholders of the parent company

RMB 100 million

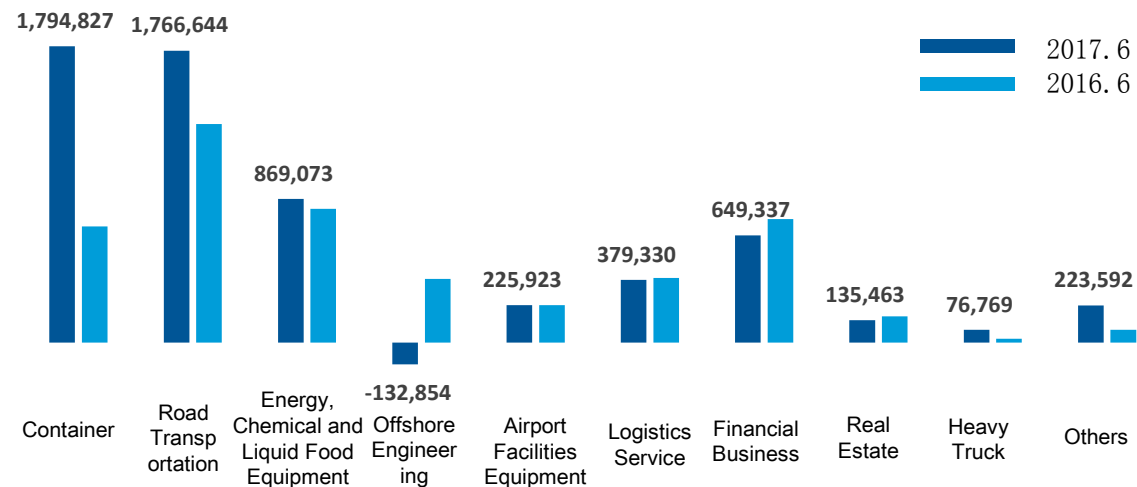


By the end of June 30th ( RMB thousand )	As at the end of the Reporting Period (30 June 2017) (unaudited)	As at the end of the previous year (31 December 2016) (audited)	Change
<b>Total assets</b>	129,498,854	124,614,748	3.92%
<b>Total liabilities</b>	89,626,971	85,479,956	4.85%
<b>Short-term borrowings</b>	17,945,748	15,729,787	1.24%
<b>Long-term borrowings</b>	23,665,089	27,023,222	(3.41%)
<b>Total equity attributable to shareholders of the parent company</b>	29,822,813	29,285,970	1.83%
<b>Total shareholders' equity</b>	39,871,883	39,134,792	1.88%
<b>Gearing ratio</b>	69.21%	68.60%	0.61%
By the end of June 30th ( RMB thousand )	FY17 (Jan. to Jun.) (unaudited)	FY16 (Jan. to Jun.)	Change
<b>Net cash flows from operating activities</b>	(668,216)	933,732	(171.56%)
<b>Net cash flows from investing activities</b>	(1,507,729)	(5,376,277)	71.96%
<b>Net cash flows from financing activities</b>	1,875,660	5,570,910	(66.33%)

### Gross profit margin of principle business (unaudited)

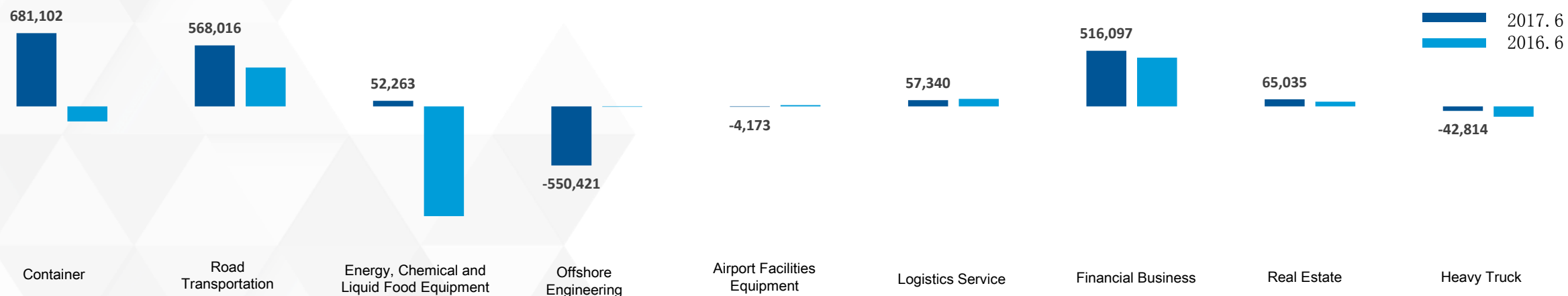


### Gross profits of principle business (unaudited) Thousand Yuan



### Net profits of principle business (unaudited)

### Thousand Yuan



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Driving new value Moving the world 创·造·新·价·值

## Container Manufacturing Business



- ✓ Enhance the efficiency and stabilize the quality of the manufacturing of containers with water-based paint while improving the construction of HSE of all plants ;
- ✓ The Dongguan Fenggang project will enter into the period of overall construction on schedule ;
- ✓ For new business expansion, it will continue to explore possibilities in a proper and orderly manner as planned on the basis of strengthening risk management and control ;
- ✓ Explore the combination of industrial fund investment model and direct investment mode;
- ✓ Actively explore and develop business in cold-chain equipment, logistics equipment, environmental protection and energy saving as well as new materials.

- ✓ Put much more effort into expanding the market share of its core products in China and enhance R&D projects in new energy fields ;
- ✓ Strive to develop a variety of tank containers while paying special attention to the development and application of new tank materials and the R&D of special tank containers for railways in China and Europe ;
- ✓ As for the liquid food equipment business, it will continue to improve the brand advantages of “Ziemann Holvrieka” , strengthen the integration of Briggs Group Limited and improve its market position.

## Road Transportation Vehicle Business



## Energy, Chemical and Liquid food equipment Business



- ✓ In domestic market, seeking for developing new profit growth by capturing opportunities brought by new regulations and prevailing hot events ;
- ✓ In North American market, actively extending the geographical coverage of its products to set off the cyclical downtrends ;
- ✓ In the European market, continue to give play to the cost advantages of its superior products from business collaboration. ;
- ✓ In emerging markets, adopting appropriate strategies to grow with the markets while focusing on the key markets.



Driving new value Moving the world 创·造·新·价值

## Offshore Engineering Business



- ◆ Actively expand the scope of offshore engineering business by focusing on the oil and gas industries and expanding into the relevant diversified business.
- ✓ Continue to develop towards production, vessels management, disassembly and high-end vessel repairing sectors from the drilling sector so as to integrate drilling and mining while covering building and repairing.
- ✓ Further expand into the business related to the national economy and livelihood and explore potential orders in the non-oil and gas offshore equipment, tourism and deep sea fishery industries.
- ✓ Take off from the downturn of the offshore engineering market by coping with the changes in the industry environment and providing differentiated products and services.

- ◆ Further strengthen strategic rationalisation and optimising the business structure and organisational structure; enhancing capital efficiency and profitability; further promoting the lean management in the logistics business; completing the risk management in business segments; further promoting the enhancement in the financial system;
- Promoting the development of informatisation with the integration of the idea of “Internet plus” ;
- Strengthen industry collaboration by consolidating its internal and external resources and further establish and complete its global logistics network distribution and construct a logistics ecosystem for CIMC while adhering to the national strategy of the “Belt and Road” .

## Logistics Services Business



## Heavy Truck Business



- In the second half of 2017 , C&C Trucks will continue to carry out its work by strictly complying with operational principle of “market-oriented, efficiency first, risk management, management standardisation and integrity-centric” to specifically cater for the needs of market segments ;
- Achieve the project of “two decreasing and one lowering” , i.e. decreasing inventories, decreasing receivables and lowering doubtful debts ;
- Continue to improve versatility of parts and components and the cost performance of the products, manage orders through the whole process;
- Optimise the procedure for fixing post to establish a healthy organizational structure.

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## Airport Facilities Equipment Business



- The Group will continue to improve the guarantee ability and achieve stable business growth, continuously strengthening core competitiveness ;
- Conducting business innovation with the consideration of industrial characteristics; perfecting the human resource system ;
- Promoting risk management improvement with reasonable control and management; complying with the Group' s strategy to promote efficiency ;
- Combining mergers and acquisitions with strategic cooperation to enhance our corporate strength.

- The Group will continue to promote the implementation of Qianhai Project and Shanghai Baoshan Project by keeping close communication with competent government authorities for substantial progress;
- Through replication of the industrial park model, it will actively seek promising new industry projects in first-tier cities or their surrounding areas to boost the implementation of the projects.

## Real Estate Development Business



## Financial Business



- Continue to deepen the coordination of industry and finance, seize the opportunities of developing in market segments, put much more effort into marketing, optimise asset structure and improve customers' quality while maintaining a stable and prudent risk management and control policy. Also make innovation in its business model so as to strive for healthy, stable and sustainable growth.
- CIMC Finance Company will further innovate its financial services, improve the quality and efficiency of global capital management services, promote the industry chain financial services, adhere to the risk bottom line and promote the business development of the Group.

**Q&A**

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Thank you

