



YINGDE GASES GROUP COMPANY LIMITED

盈德氣體集團有限公司

2015

Interim Results Investor Presentation

Hong Kong, 11 August, 2015



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Presenters



Mr. Mark Zhongguo Sun
*Chairman and
Chief Executive Officer*



Mr. Trevor Raymond Strutt
*Executive Director and
Chief Operating Officer*



Ms. Samantha Sze Wing Wong
*Chief Financial Officer and
Joint Company Secretary*

2015 Interim Financial Review

Industry and Business Overview

Q & A Session

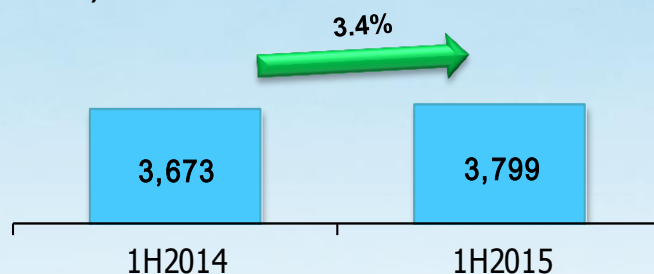


Steady Revenue & Profit Growth

Steady increase in revenue, increase profitability from operation

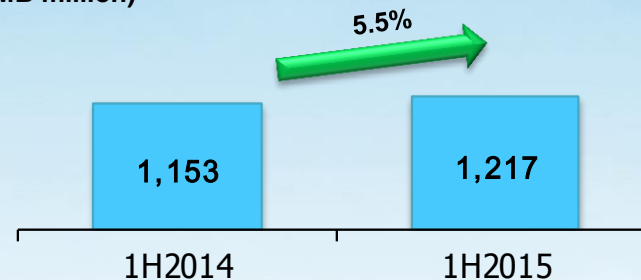
Revenue

(RMB million)



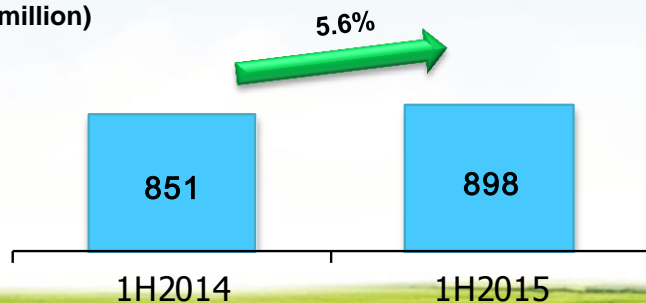
Gross Profit

(RMB million)



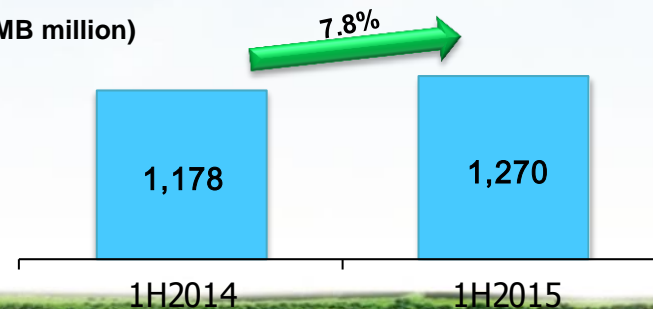
Profit from operation

(RMB million)



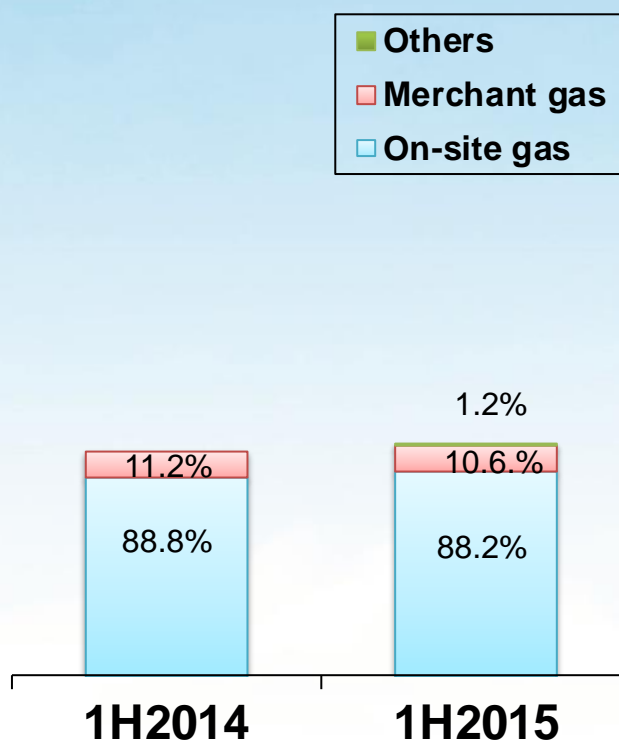
EBITDA

(RMB million)



Turnover by Business

A slight drop of merchant gas revenue while on-site gas remains the core performance contributor. Perfect business combination secures stable revenue growth even during economic downturn.

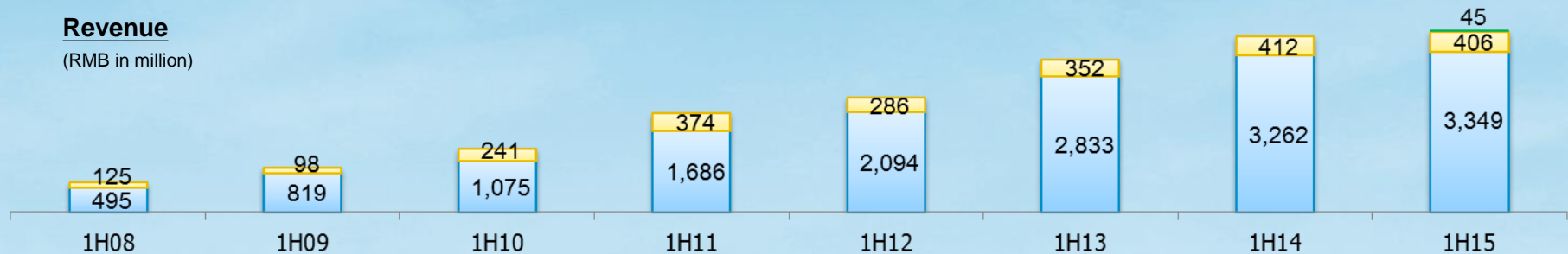


	1H2014		1H2015		Change	
Main Business	RMB' million	%	RMB' million	%	RMB' million	%
On-site gas	3,262	88.8	3,349	88.1	87	2.7
Merchant gas	411	11.2	406	10.7	(0.6)	(1.2)
Others	----	----	45	1.2	45	100.0
Total	3,673	100.0	3,799	100.0	126	3.4

Stable Operating Cash Flow and profitability ratios

Revenue

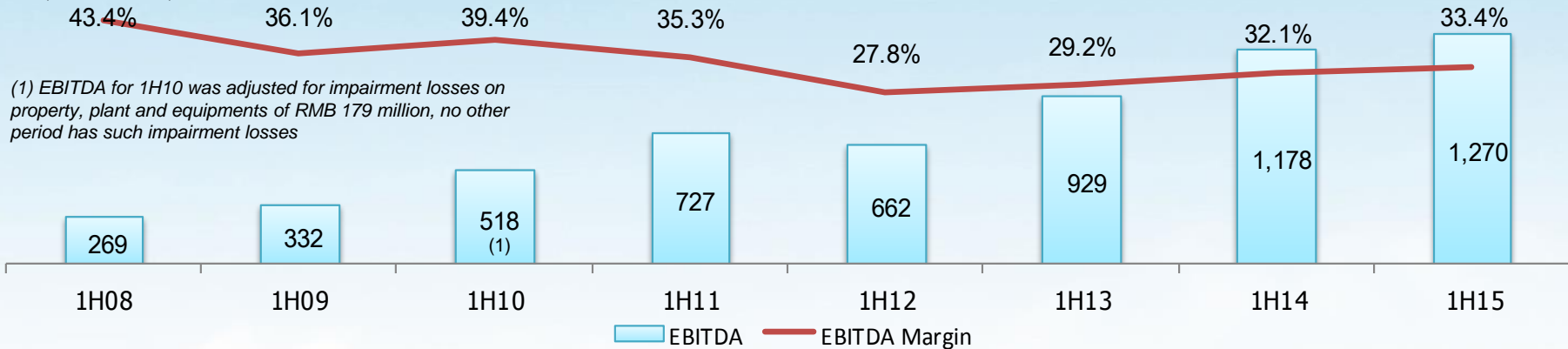
(RMB in million)



EBITDA and margin

(RMB in million)

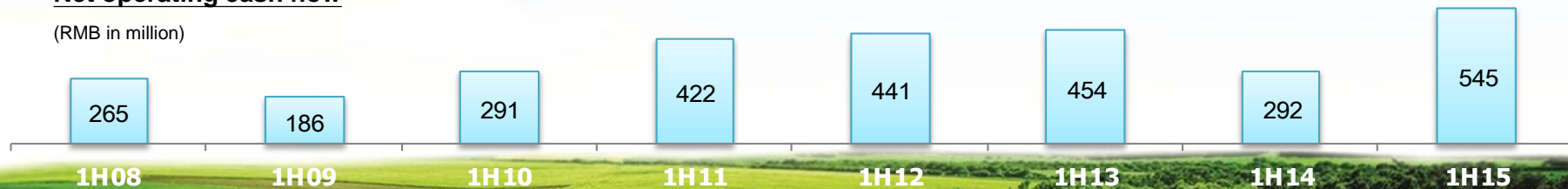
On site Merchant Others



(1) EBITDA for 1H10 was adjusted for impairment losses on property, plant and equipments of RMB 179 million, no other period has such impairment losses

Net operating cash flow

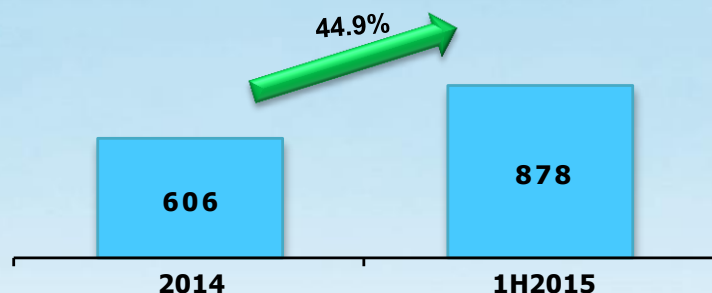
(RMB in million)



Balance Sheet Remain Strong

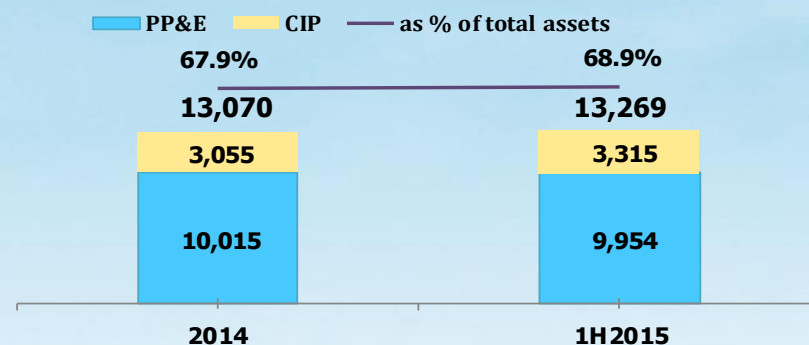
Cash & cash equivalents

(RMB million)



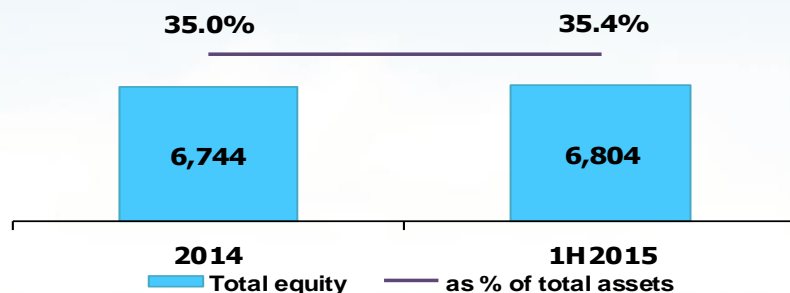
Fixed assets

(RMB million)



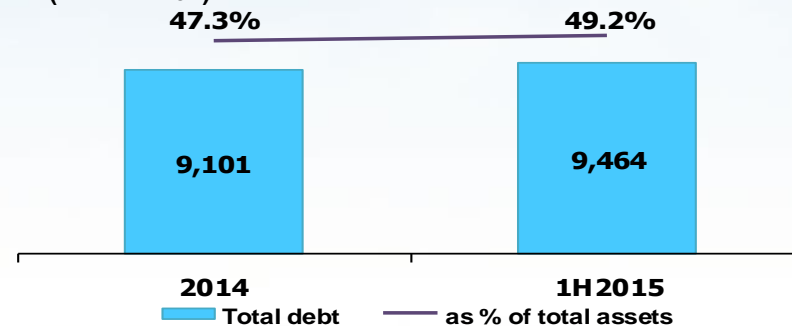
Total equity

(RMB million)



Total borrowing

(RMB million)



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Onsite Operating Facilities

1H2014

1H2015

No. of on-site facilities

58

62

1

Price and volume drop of Oxygen due to economic downturn

Production capacity - Oxygen (Nm³/ hr)

1,681,300

1,809,300

2

Volume increase of Nitrogen due to manufacturing transition

Production capacity - Nitrogen (Nm³/ hr)

2,207,600

2,373,600

3

Price drop of Argon due to slow recovery of polysilicon industry

Production capacity - Argon (Nm³/ hr)

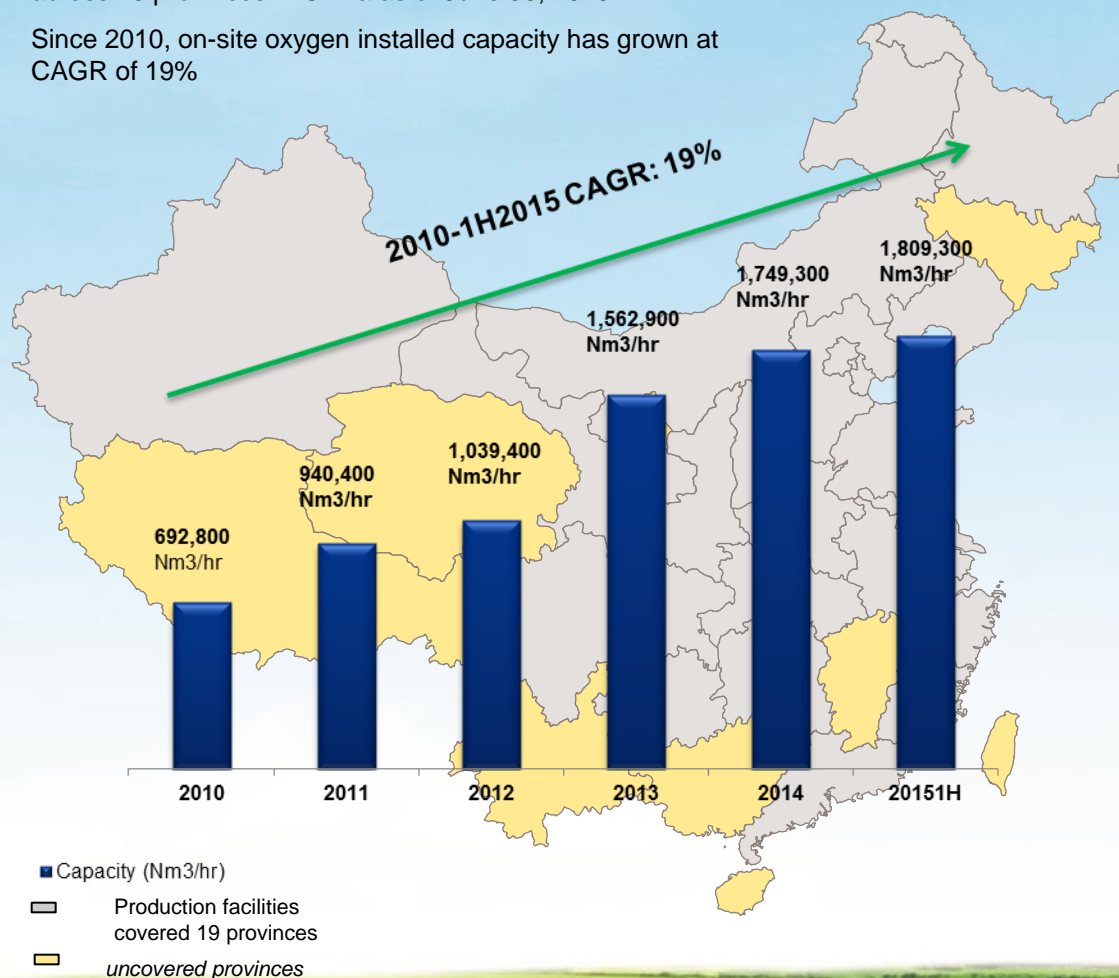
45,460

47,400

Diversified and Optimized Geographic Coverage and Self-supporting Network

65 gas production facilities in operation were well diversified across 19 provinces in China as of June 30, 2015

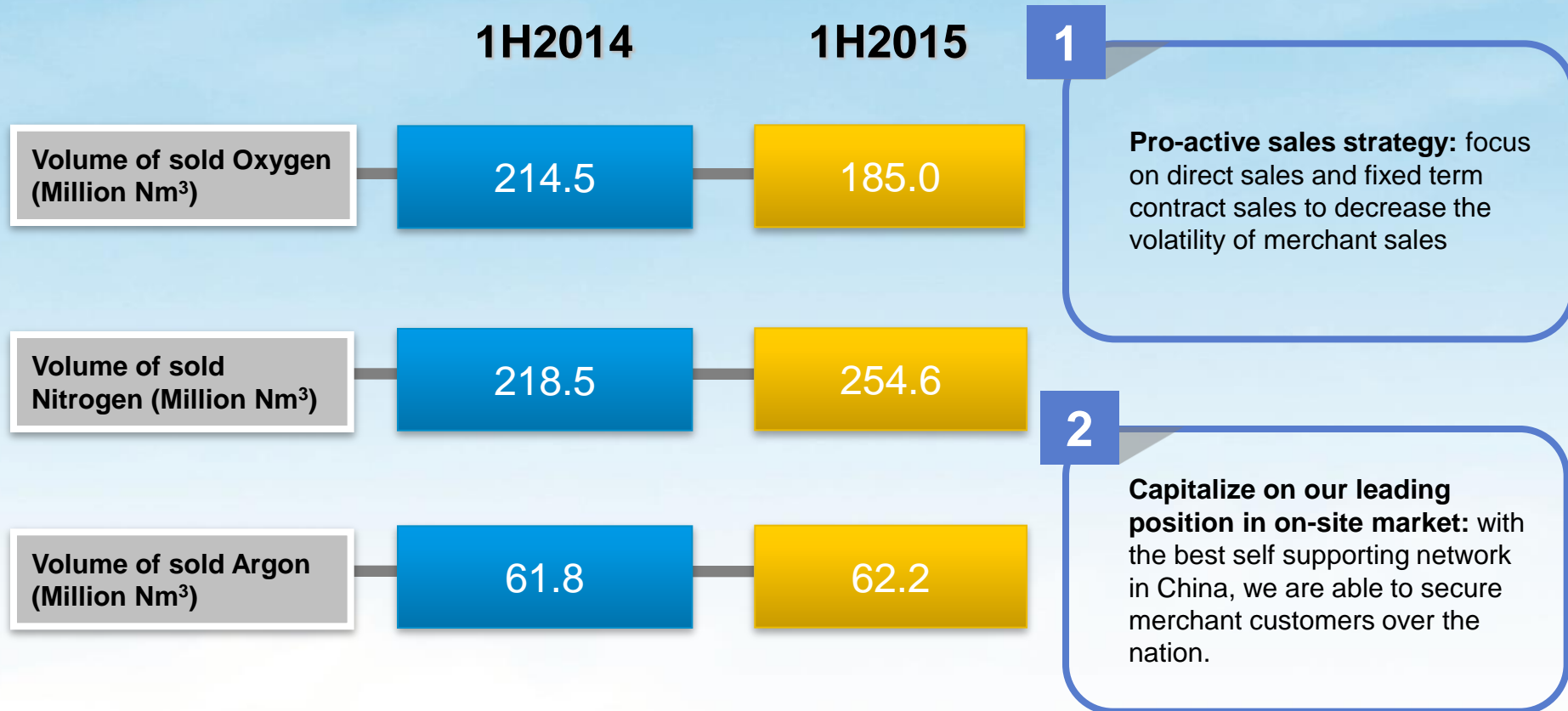
Since 2010, on-site oxygen installed capacity has grown at CAGR of 19%



Production facilities	
Customer industry	Oxygen capacity (Nm3/hr)
In operation	
On-site	
Steel	1,286,900 (71%)
Non-steel	522,400 (29%)
Subtotal	1,809,300
Merchant	
n/a	3,000 (0%)
Total	1,812,300
Contracted and under development	
Steel	144,000 (43%)
Non-steel	188,500 (57%)
Total	332,500

Self-supporting network
<ul style="list-style-type: none"> ■ Engaged in a selective expansion of facility network ■ Taking into account the strategic value to overall expansion strategy ■ Targeted locations that are highly industrial or resource rich ■ Leverage existing production plants to complement new production facilities in order to <ul style="list-style-type: none"> – Support each other during the ramp-up period of new production plant – Minimize disruptions to customers and business

Merchant Gas Operation



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