

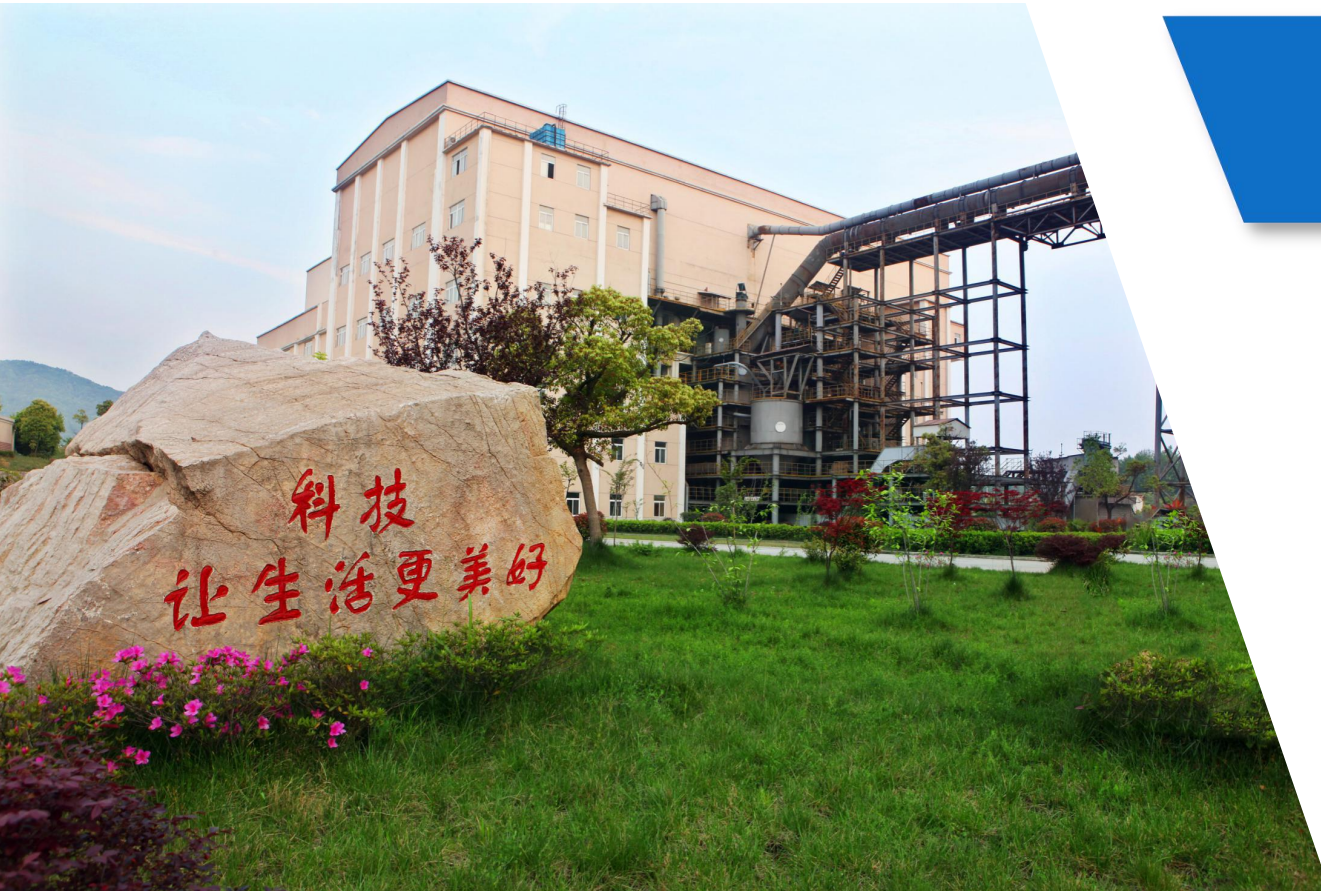


# China Conch Venture Holdings Ltd. 2019 Promotional Materials

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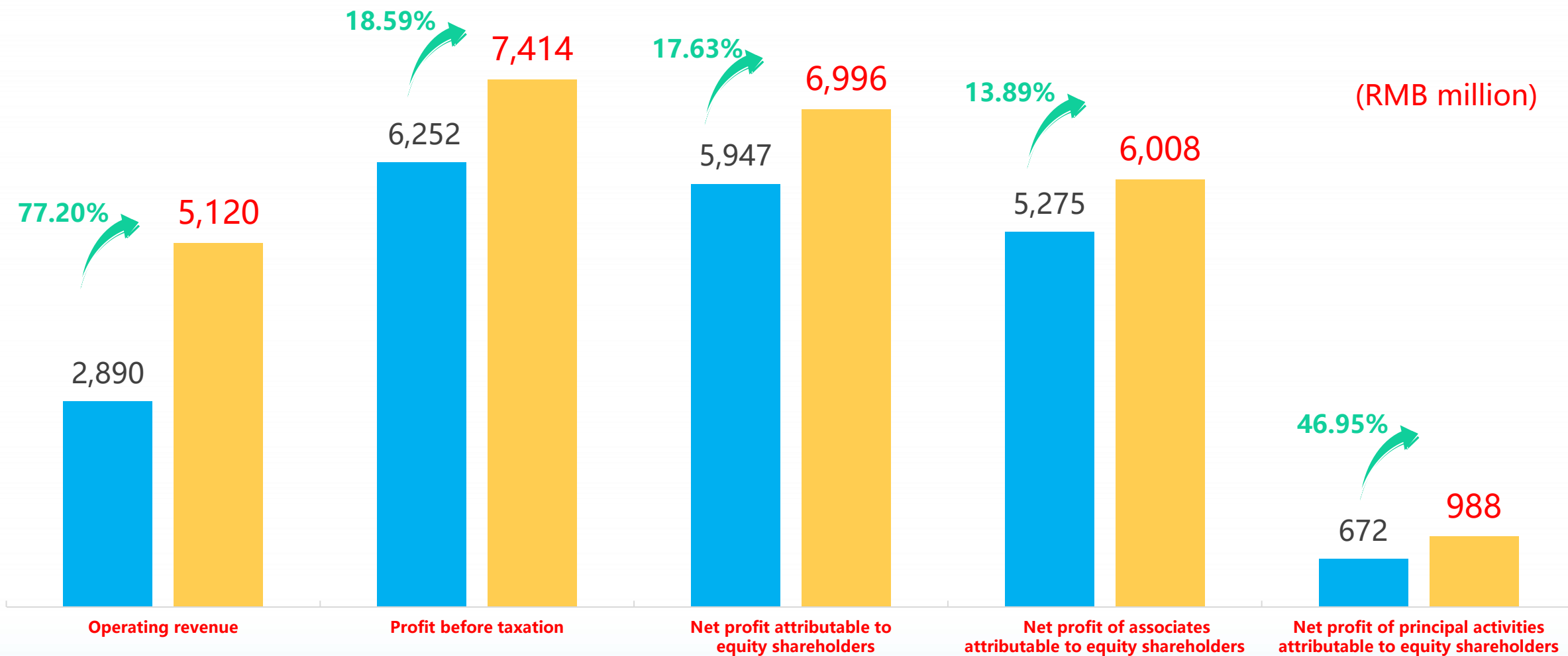


# PART 01

## Financial Information



# Business Performance



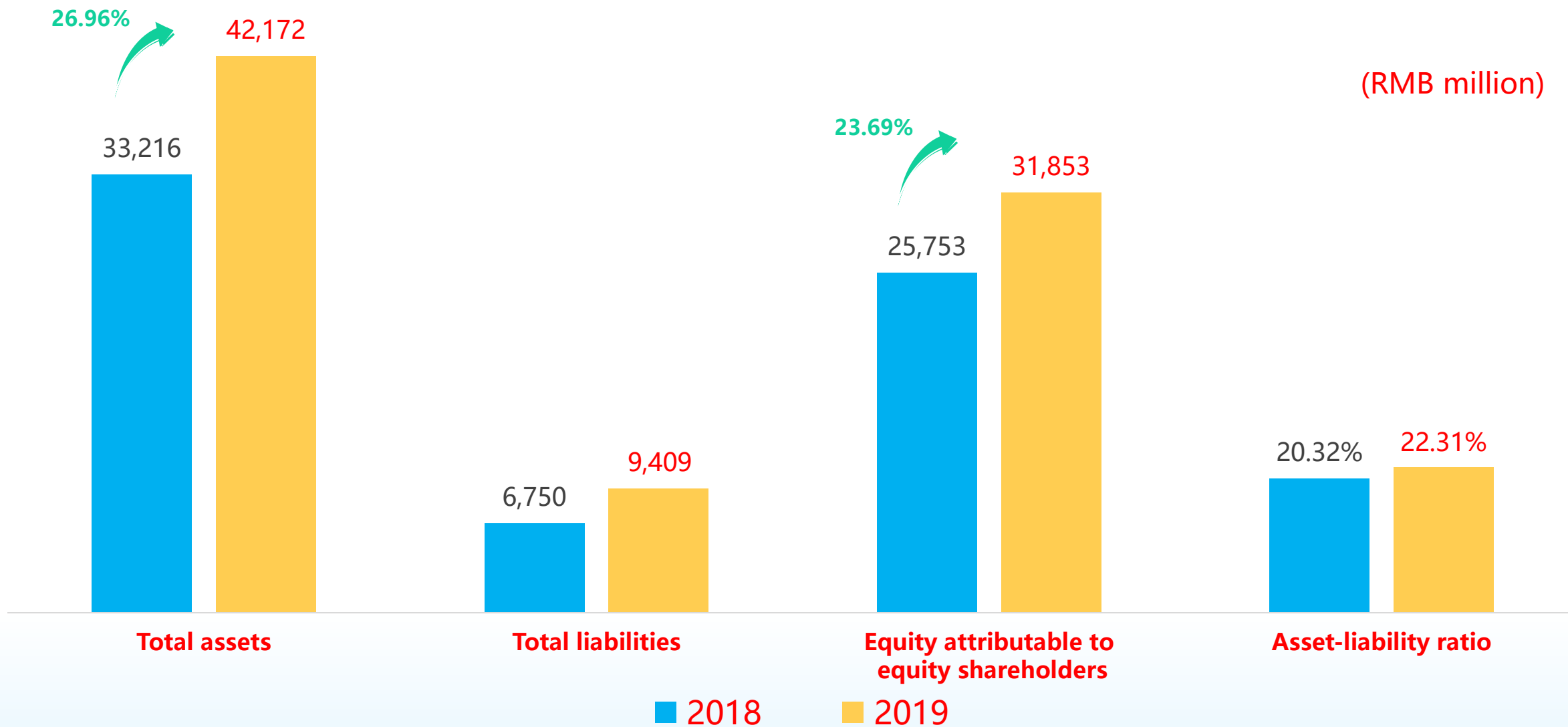
■ 2018

■ 2019



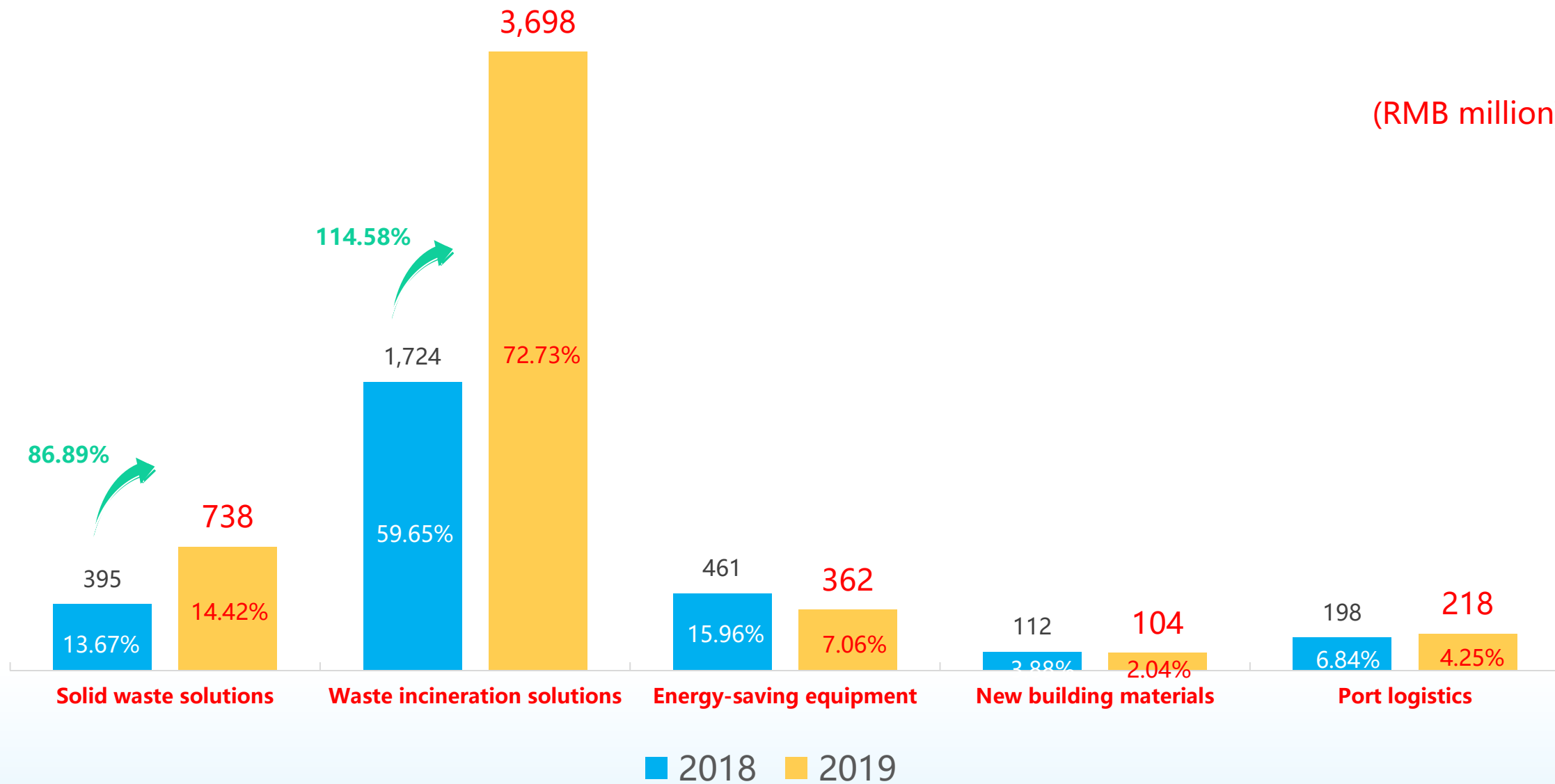
# Financial Position

(RMB million)



# Income and Proportion by Segment

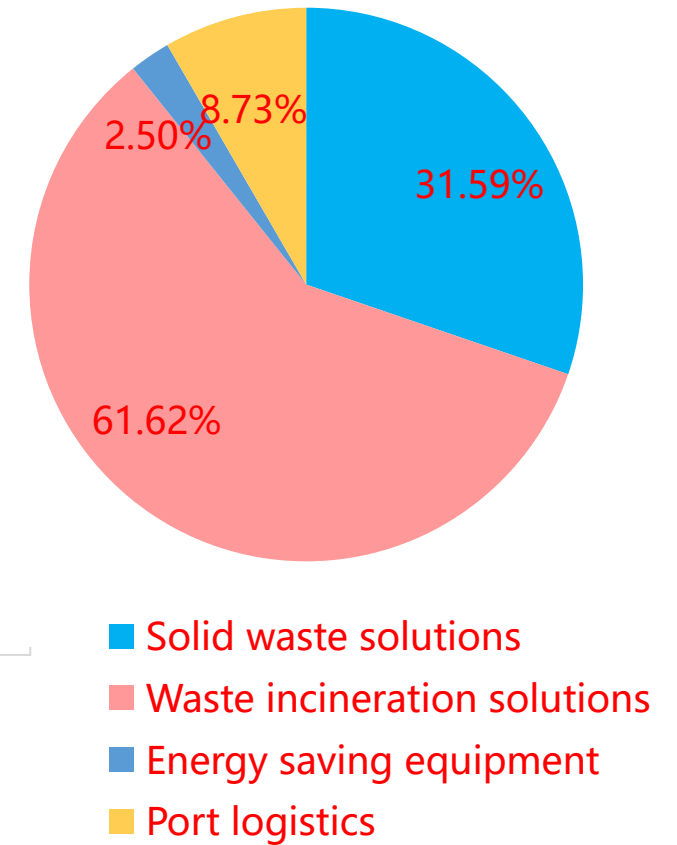
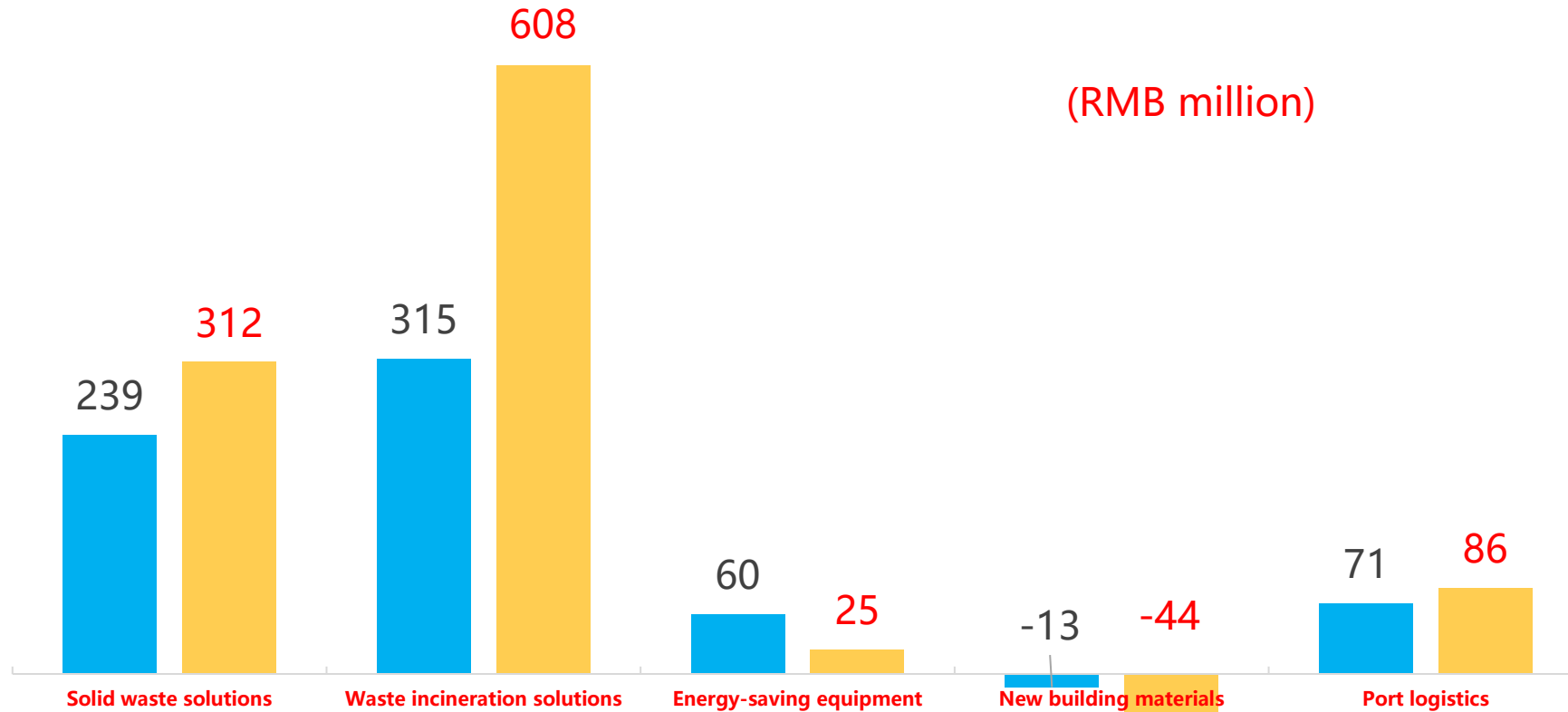
(RMB million)



# Composition of Income from Waste Incineration

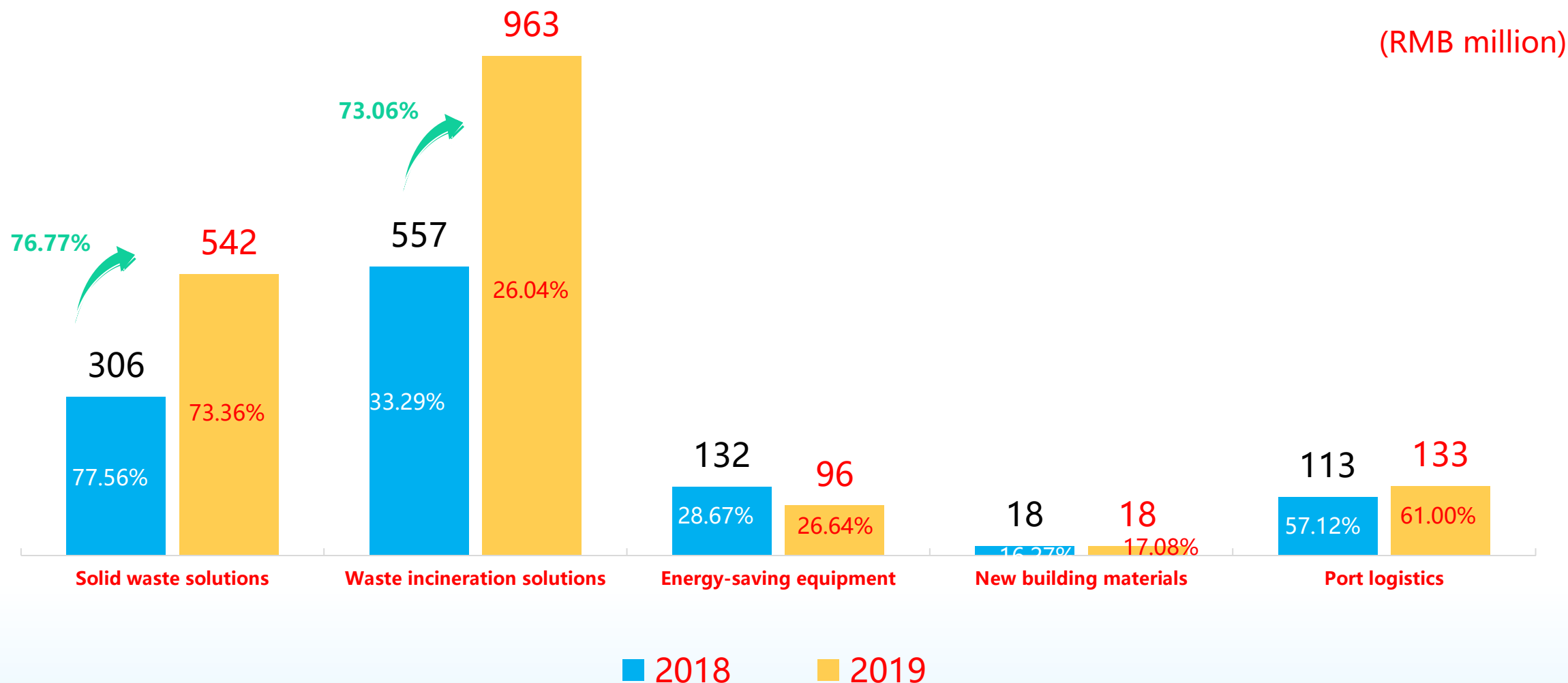
Income structure	2019		2018		Growth (%)	Growth Rate (Percentage Points)
	Amount (RMB'000)	Proportion (%)	Amount (RMB'000)	Proportion (%)		
<b>Construction revenue</b>	<b>3,321,940</b>	<b>89.82</b>	<b>1,486,735</b>	<b>86.26</b>	<b>123.44</b>	<b>3.56</b>
Waste treatment by cement kilns	25,190	0.68	82,492	4.79	-69.46	-4.11
Grate furnace power generation	3,296,750	89.14	1,404,243	81.47	134.77	7.67
<b>Operating revenue</b>	<b>259,051</b>	<b>7.00</b>	<b>143,220</b>	<b>8.31</b>	<b>80.88</b>	<b>-1.31</b>
Waste treatment by cement kilns	49,427	1.33	40,235	2.33	22.85	-1.00
Grate furnace power generation	209,624	5.67	102,985	5.98	103.55	-0.31
<b>Interest income</b>	<b>117,490</b>	<b>3.18</b>	<b>93,668</b>	<b>5.43</b>	<b>25.43</b>	<b>-2.25</b>
Waste treatment by cement kilns	64,880	1.76	61,236	3.55	5.95	-1.79
Grate furnace power generation	52,610	1.42	32,432	1.88	62.22	-0.46
<b>Total</b>	<b>3,698,481</b>	<b>100.00</b>	<b>1,723,623</b>	<b>100.00</b>	<b>114.58</b>	<b>-</b>

## Net Profit Attributable to Parent Company by Segments and Proportion





# Gross Profit and Gross Margin by Segment



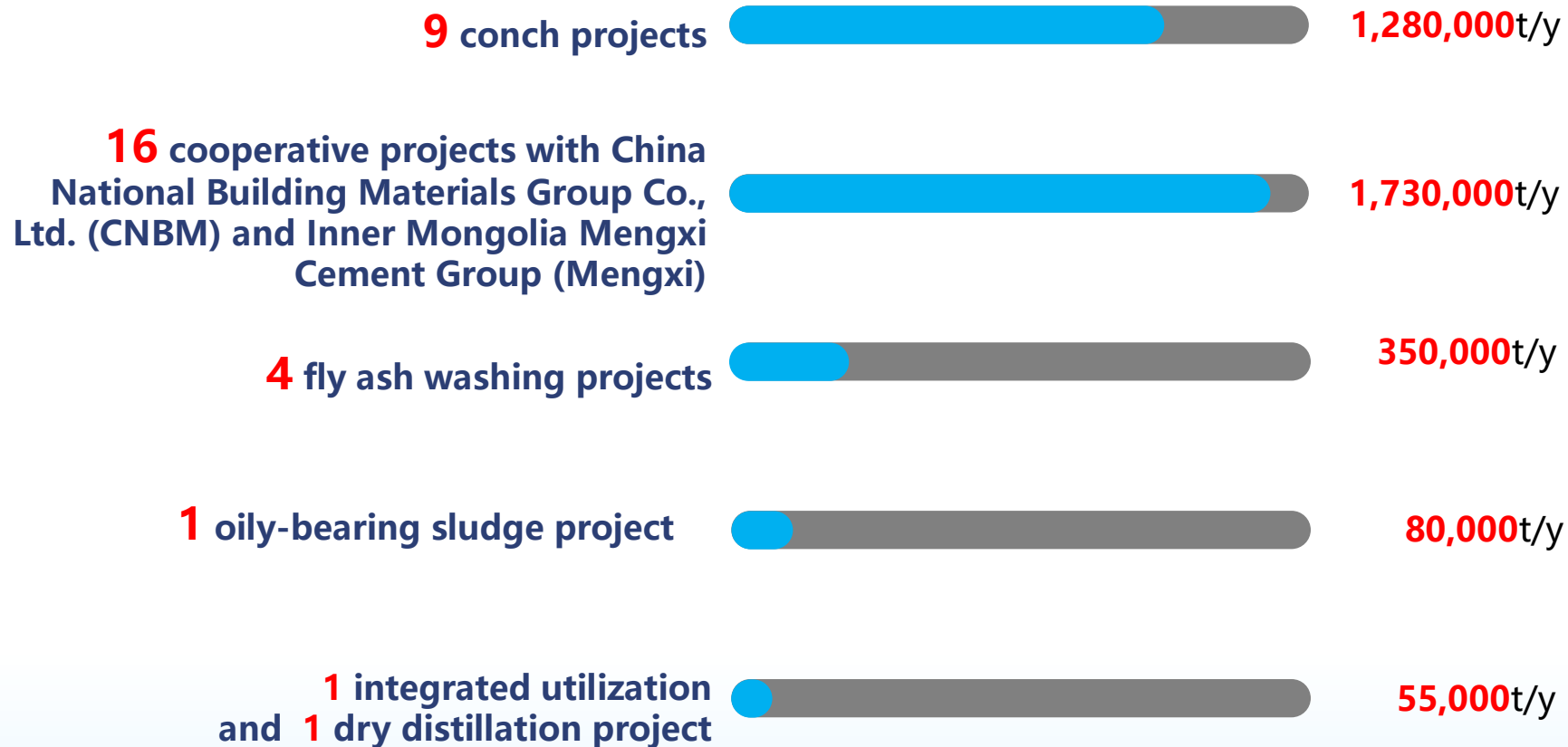


# PART 02

## Performance Review of Solid Waste Solutions

# Project Development

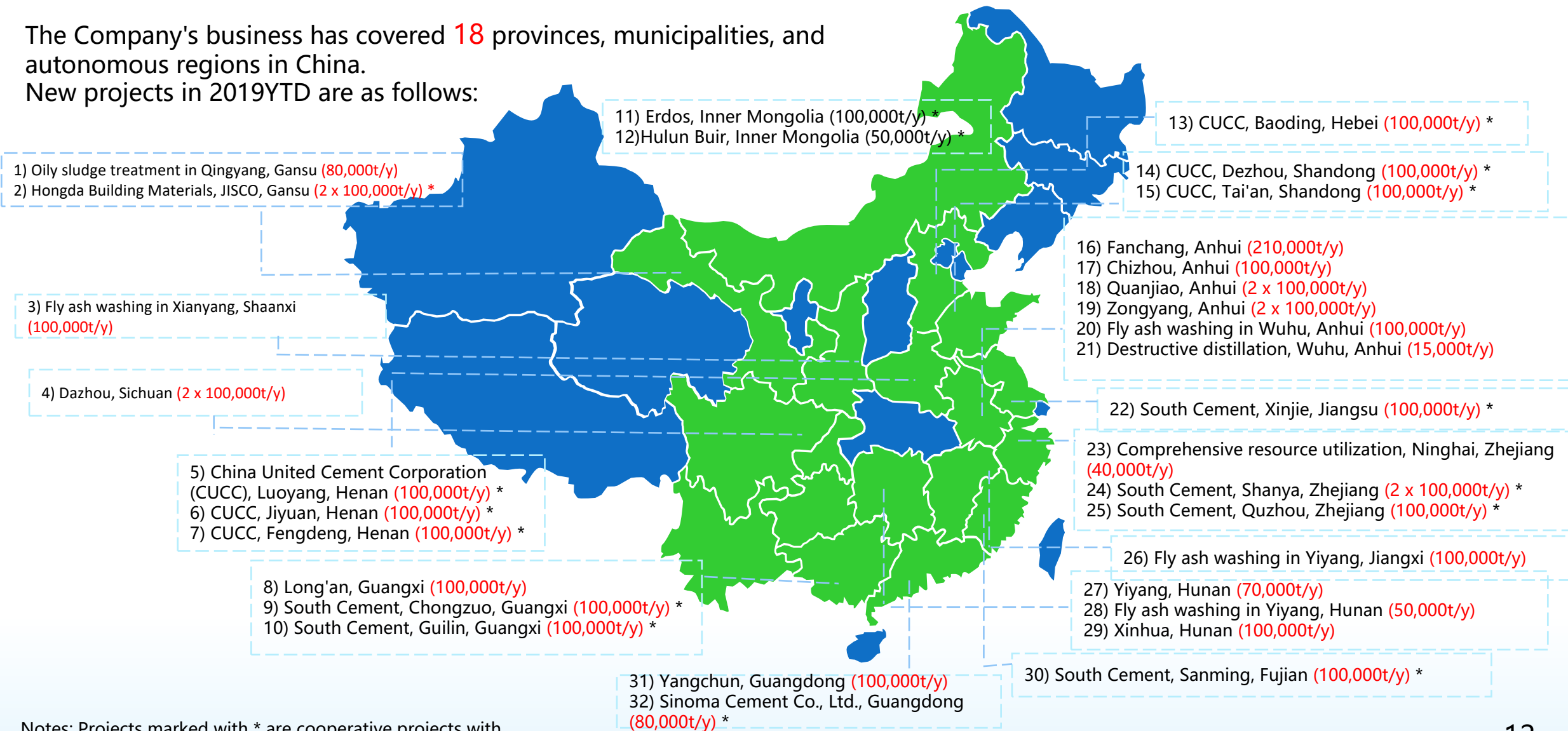
To date, the Group has obtained **32** solid waste disposal projects, involving a disposal size of approximately **3.5 million** tons/year (t/y). Including:



# Project Development

The Company's business has covered **18** provinces, municipalities, and autonomous regions in China.

New projects in 2019YTD are as follows:

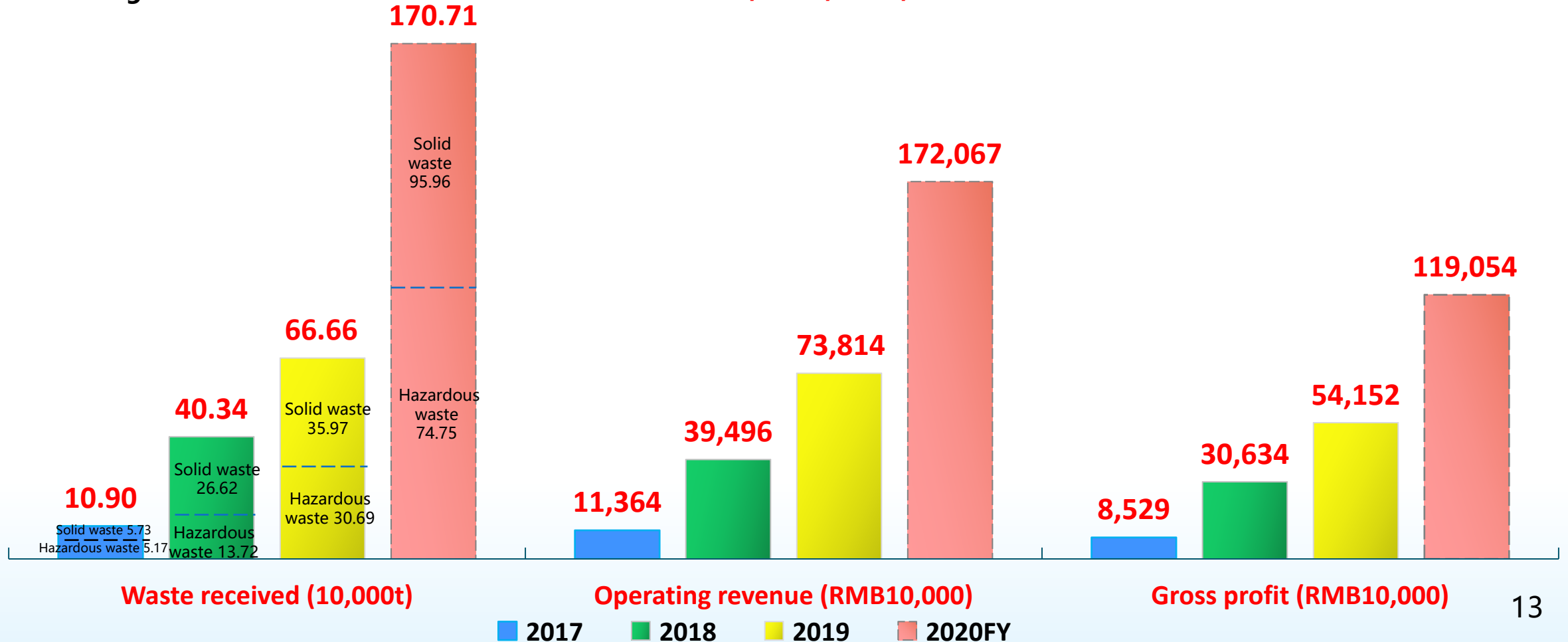


Notes: Projects marked with \* are cooperative projects with CNBM and Mengxi

# Project Operations

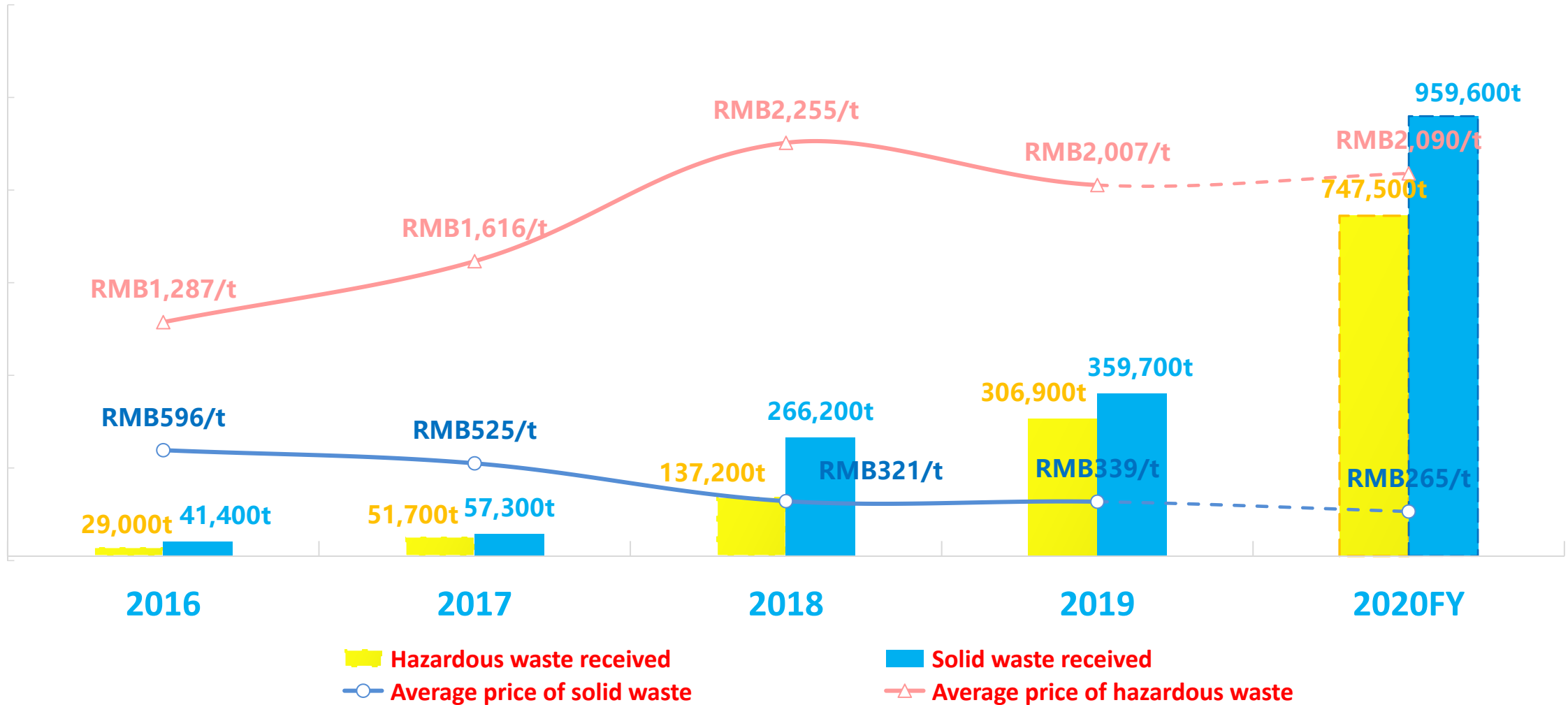
- ★ During the reporting period, **306,900t** hazardous waste and **359,700t** solid waste entered the treatment plant.
  - The operating revenue was RMB**738** million, including RMB**616** million from hazardous waste, accounting for **83.46%**, and RMB**122** million from solid waste, accounting for **16.54%**;
  - The gross profit reached RMB**542** million. The comprehensive gross margin of products was **73.36%**, wherein the gross margin from hazardous waste was **76.68%**, while that from solid waste, **57.82%**.

The figure below shows the trends of indicators in **2017, 2018, 2019, and 2020FY**.



# Project Operations

The figure below shows the trends of indicators in **2016, 2017, 2018, 2019, and 2020FY**.



## Disposal of Solid and Hazardous Waste by Region

Region	Hazardous Waste Received	Average Price of Hazardous Waste (Incl./Ex. Tax)	Solid Waste Received	Average Price of Solid Waste (Incl./Ex. Tax)
East China	87,400t	RMB2,690/2,380	219,200t	RMB277/245
Northwest China	71,600t	RMB2,101/1,859	82,900t	RMB718/635
Southwest China	83,500t	RMB1,789/1,584	39,500t	RMB253/224
South China	23,700t	RMB2,166/1,916	14,600t	RMB304/269
Central China	40,700t	RMB2,698/2,388	3,500t	RMB905/800
<b>Total</b>	<b>306,900t</b>	<b>RMB2,268/2,007</b>	<b>359,700t</b>	<b>RMB383/339</b>

**Notes:**

1. East China region included the projects put into operation in Wuhu, Suzhou, Huaining, and Huaibei. Northwest China region included the projects put into operation in Fuping, Qianxian, Lantian, Mianxian, Tongchuan, and Qianyang. Southwest China region included the projects put into operation in Chongqing, Wenshan, Qingzhen, and Liangping. South China region included the project put into operation in Xingye. Central China region included the project put into operation in Yiyang.

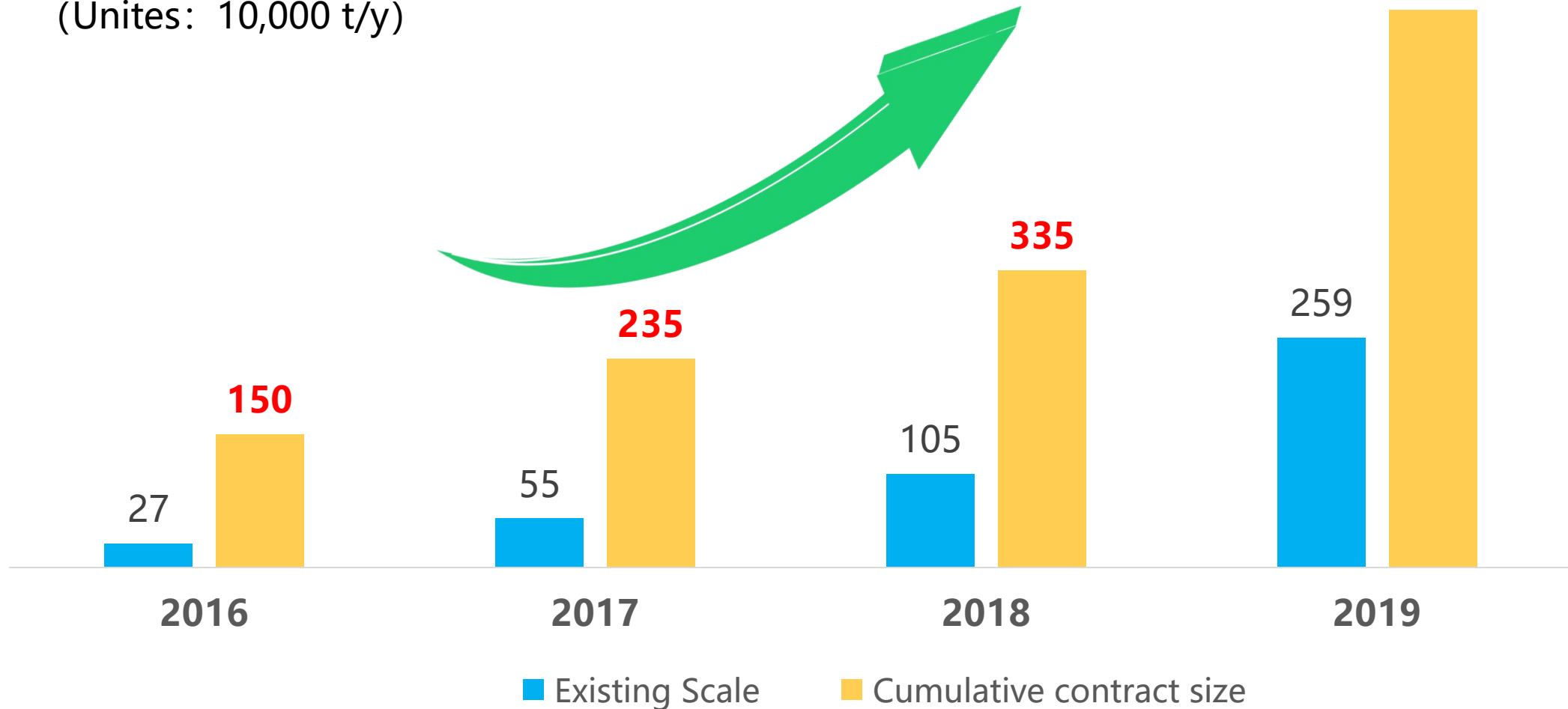
2. The cement kiln of the Group mainly co-processes 32 hazardous waste, including HW02 medical waste, HW04 pesticide waste, HW06 waste organic solvent and organic solvent-containing waste, HW08 waste mineral oil and mineral oil-containing waste, HW11 rectification (distillation) residues, HW12 fuel and coating waste, HW13 organic resin waste, HW39 phenol-containing waste, HW45 organic halide-containing waste, and HW49 other waste.

3. The solid waste treated in East China region is mainly municipal sludges, while that in Northwest China region includes fluorine-containing Samsung Electronics fluorine-containing Samsung electronic waste and municipal sludges.

# 2016-2019 Existing/Contract size

The figure shows the statistics of the scale of completed and contracted solid waste disposal projects of the Group in **2016, 2017, 2018** and **2019**.

(Unites: 10,000 t/y)





# Built Hazardous Waste Projects

No.	Construction Status	Project Site	Handling Capacity	Qualification of Hazardous Waste Treatment	Completion Time	Cooperation Method	
1	Completed	Fuping, Shaanxi	100,000t/y	100,000t/y	April 2016	Xi'an Yaobai Environmental Protection Technology Co., Ltd. (Yaobai) holds 100% shares.	
2		Qianxian, Shaanxi	70,000t/y	63,600t/y	April 2017		
3		Qianyang, Shaanxi	100,000t/y	100,000t/y	October 2018		
4		Tongchuan, Shaanxi	100,000t/y	81,500t/y	August 2019		
5		Wuhu, Anhui	2 x 100,000t/y	130,000t/y (two phases)	December 2017	Wholly-owned project	
6		Yiyang, Jiangxi	2 x 100,000t/y	170,000t/y (two phases)	May 2018		
7		Xingye, Guangxi	2 x 100,000t/y	Phase I: 95,000t/y Phase II: 66,500t/y	August 2018		
8		Suzhou, Anhui (Phase I)	100,000t/y	50,000t/y	August 2018		
9		Wenshan, Yunnan (Phase I)	100,000t/y	60,000t/y	August 2019		
10		Sishui, Shandong	100,000t/y	License pending	January 2020		
11		Qiyang, Hunan	100,000t/y	License pending	January 2020		
12		Zhongxian, Chongqing (Note 1)	2 x 100,000t/y	40,000t/y	June 2019		The Group holds 65% shares
13		Qingzhen, Guizhou	100,000t/y	100,000t/y	September 2019		The Group holds 85% shares
<b>Subtotal</b>			<b>1,670,000t/y</b>	<b>1,056,600t/y</b>			

Notes: 1. In 2019, the Zhongxian Project in Chongqing obtained a capacity of 46,000t in total upon emergency approval.

# In-construction (Proposed) Hazardous Waste Projects

No.	Construction Status	Projects	Handling Capacity	Estimated Completion Time	Cooperation Method	Notes
14	Projects under construction	Yangchun, Guangdong	100,000t/y	June 2020	Wholly-owned project	
15		Suzhou, Anhui (Phase II)	100,000t/y	September 2020		
16		Linixiang, Hunan	100,000t/y	January 2021		
<b>Subtotal</b>			<b>300,000t/y</b>			
17	Approved for construction	Wenshan, Yunnan (Phase II)	100,000t/y	/	Wholly-owned project	CKK to solid waste
18		Longan, Guangxi	100,000t/y			
19		Quanjiao, Anhui	200,000t/y			
20		Baoshan, Yunnan	100,000t/y			
<b>Subtotal</b>			<b>500,000t/y</b>			
<b>Total</b>			<b>2,470,000t/y</b>			

# List of Solid Waste Projects

No.	Construction Status	Project Site	Handling Capacity	Estimated Completion Time	Cooperation Method
1	Completed	Lantian, Shaanxi	90,000t/y	January 2015	Xi'an Yaobai Environmental Protection Technology Co., Ltd. (Yaobai) holds 100% shares.
2		Mianxian, Shaanxi	45,000t/y	October 2017	
3		Huaining, Anhui	70,000t/y	September 2017	Wholly-owned project
4		Huaibei, Anhui	70,000t/y	December 2017	
5		Xianyang, Shaanxi	300,000t/y	August 2019	
6		Liangping, Chongqing	75,000t/y	September 2019	
7		Guangyuan, Sichuan	70,000t/y	January 2020	
<b>Subtotal</b>			<b>720,000t/y</b>		
8	Projects under construction	Fanchang, Anhui	210,000t/y	July 2020	Wholly-owned project
9		Chizhou, Anhui	100,000t/y	November 2020	
10		Yiyang, Hunan	70,000t/y	January 2021	
11	Approved for construction	Xinhua, Hunan	100,000t/y	/	The Group holds 80% of shares
12		Zongyang, Anhui	200,000t/y		
13		Dazhou, Sichuan	200,000t/y		
<b>Subtotal</b>			<b>880,000t/y</b>		
<b>Total</b>			<b>1.60 million t/y</b>		

# Cooperative Projects with CNBM and Mengxi

No.	Constructi on Status	Partner	Project Site	Handling Capacity	Qualification of Hazardous Waste Treatment	Estimated Completion Time	Cooperation Method	Notes			
1	Completed	South Cement Co., Ltd.	Sanming, Fujian	100,000t/y	37,500t/y	August 2019	Haizhong holds 35% of shares				
2			Yixing, Jiangsu	100,000t/y	100,000t/y	December 2019					
<b>Subtotal</b>				<b>200,000t/y</b>	<b>137,500t/y</b>						
3	Projects under construction	China United Cement Corporation (CUCC)	Dezhou, Shandong	100,000t/y	/	September 2020	Haizhong holds 50% of shares				
4			Luoyang, Henan	100,000t/y		January 2021	Anhui Haizhong Environmental Protection LLC. (Haizhong) holds 100% of shares				
5			Jiyuan, Henan	100,000t/y		January 2021					
<b>Subtotal</b>				<b>300,000t/y</b>							
6	Approved for construction	CUCC	Dengfeng, Henan	100,000t/y	/	/	Anhui Haizhong Environmental Protection LLC. (Haizhong) holds 100% of shares				
7			Taian, Shandong	100,000t/y			Haizhong holds 51% of shares	Polluted soil projects			
8			Baoding, Hebei	100,000t/y			Haizhong holds 40% of shares				
9		Sinoma Cement Co.,Ltd. (Sinoma)	Luoding, Guangdong	80,000t/y			Anhui Haizhong Environmental Protection LLC. (Haizhong) holds 100% of shares				
10		Gansu Qilianshan Cement Group Co., Ltd.	Jiayuguan, Gansu	200,000t/y			Haizhong holds 65% of shares				
11		South Cement Co., Ltd.	Fuyang, Zhejiang	200,000t/y			Anhui Haizhong Environmental Protection LLC. (Haizhong) holds 100% of shares	General solid waste			
12			Quzhou, Zhejiang	100,000t/y							
13			Chongzuo, Guangxi	100,000t/y							
14			Guilin, Guangxi	100,000t/y							
15		Inner Mongolia Mengxi Cement Group (Mengxi)	Erdos, Inner Mongolia	100,000t/y			The Group holds 65% shares				
16			Hulun Buir, Inner Mongolia	50,000t/y							
<b>Subtotal</b>				<b>1,230,000t/y</b>							
<b>Total</b>				<b>1,730,000t/y</b>			<b>137,500t/y</b>				

Notes: "Haizhong" means Anhui Haizhong Environmental Protection LLC. It is a wholly-owned subsidiary of Conch Venture CNBM Hong Kong Holdings Limited in China mainly engaged in the operations and management of solid waste disposal of CNBM and affiliated cement enterprises.

# Fly Ash Washing and Oily Sludge Projects

No.	Construction Status	Project Type	Project Site	Handling Capacity	Estimated Completion Time	Notes
1	Projects under construction	Fly ash washing	Wuhu, Anhui	100,000t/y	October 2020	
2	Approved for construction		Yiyang, Hunan	50,000t/y	/	
3			Yiyang, Jiangxi	100,000t/y		
4			Xianyang, Shaanxi	100,000t/y		
<b>Subtotal</b>			<b>350,000t/y</b>			
5	Projects under construction	integrated utilization	Ninghai Xinyuantai Environmental Protection Technology Co., Ltd., Ninghai, Zhejiang	40,000t/y	January 2021	The Group holds 70% of shares
6	Approved for construction	oily-bearing sludge project	Qingyang, Gansu	80,000t/y	/	The Group holds 80% of shares
7		dry distillation projects	Wuhu, Anhui	15,000t/y	/	
<b>Subtotal</b>			<b>135,000t/y</b>			
<b>Total</b>			<b>485,000t/y</b>			



## List of Environmental Protection Projects

To date, the Group has developed a handling capacity of solid and hazardous waste of **6.29** million t/y, as shown in the table below.

(Unit: 10,000t/y)

Type	Hazardous Waste									Solid Waste	
	Co-processing disposal in the cement kiln						Fly ash (in construction)	Dry distillation Comprehensive resource utilization	oily-bearing sludge (in construction)	Completed	In construction
	Conch projects			Cooperative projects							
	Completed	Hazardous waste qualification	In construction	Already put into operation	Hazardous waste qualification	In construction					
Process Capacity	130	71.15	80	70.5	48.26	153	35	5.5	8	58.5	88



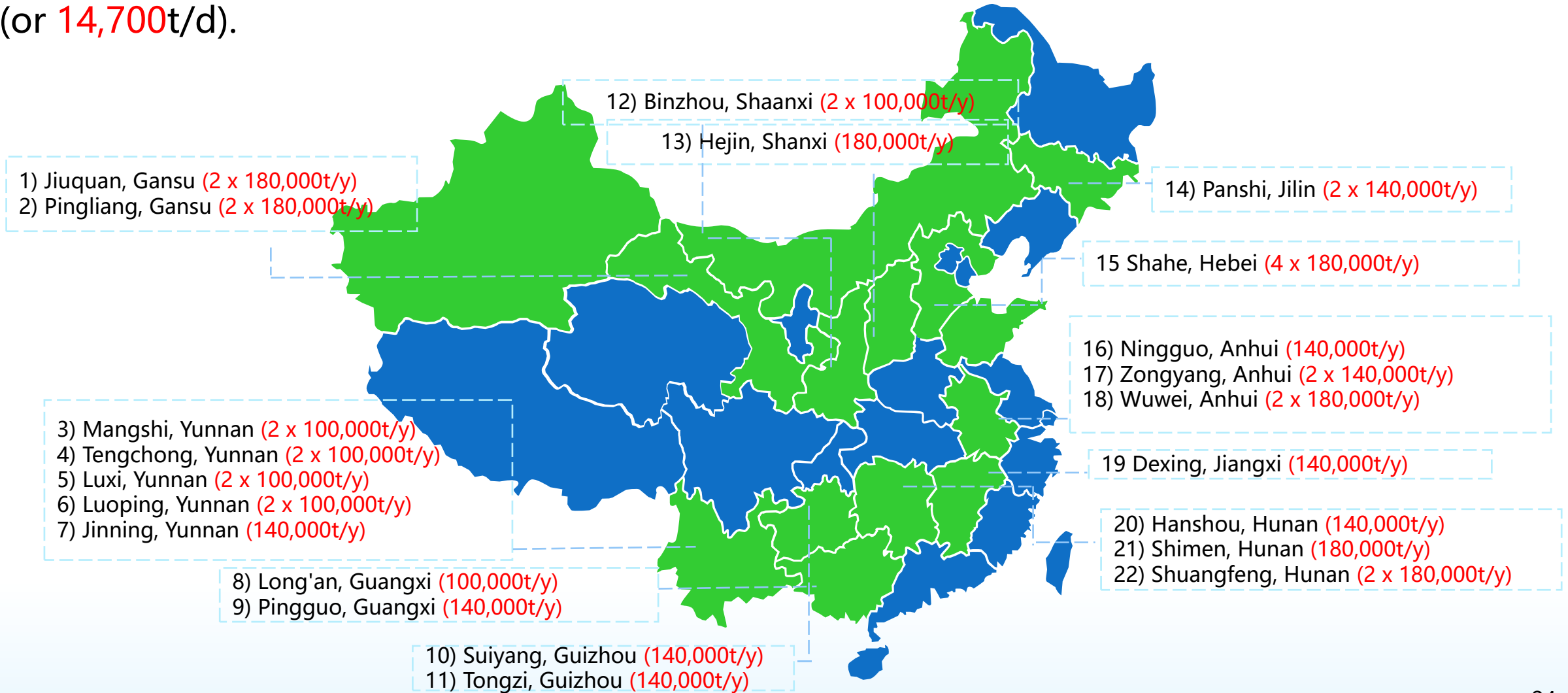


# PART 03

## Performance Review of Waste Incineration

# Project Development

The Company has had **22** new WtE projects in 2019YTD, involving a capacity of **5.16** million t/y (or **14,700**t/d).

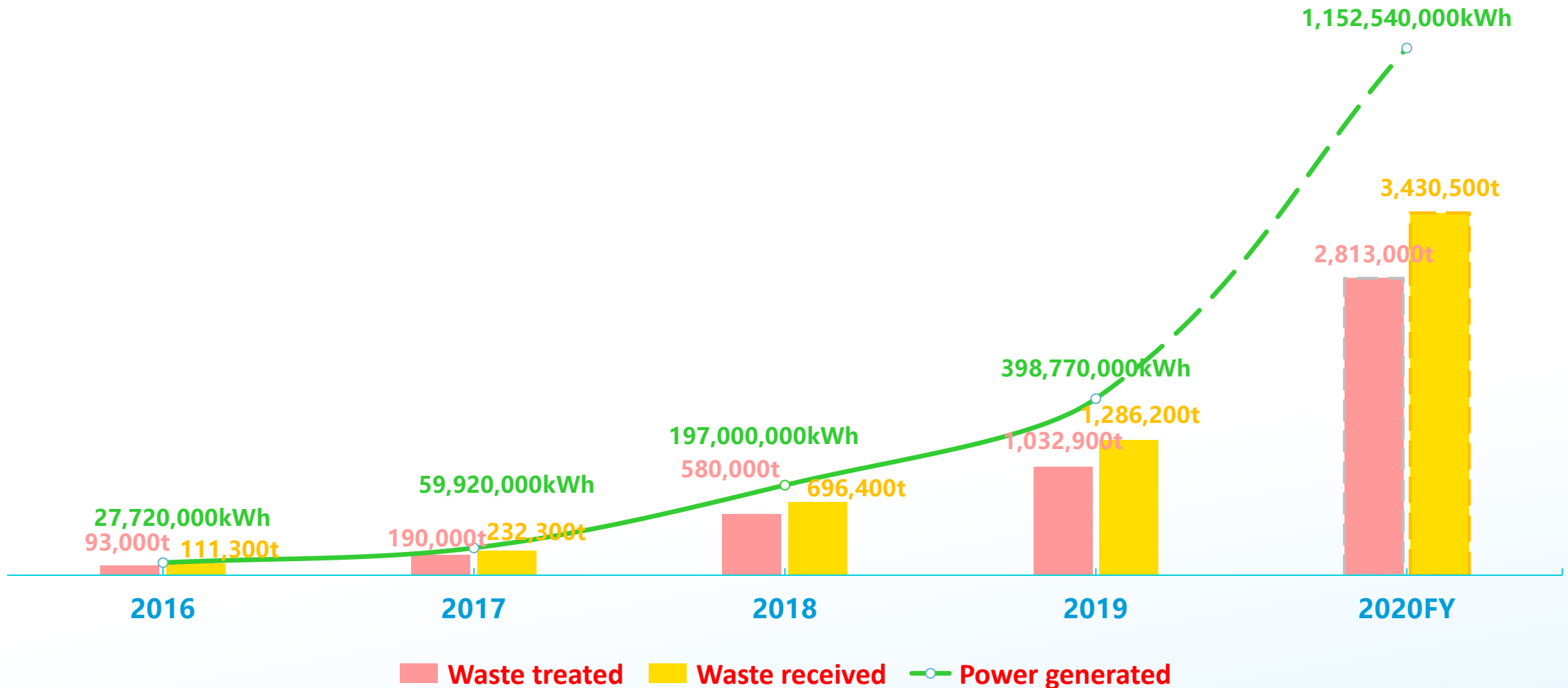






# Project Development

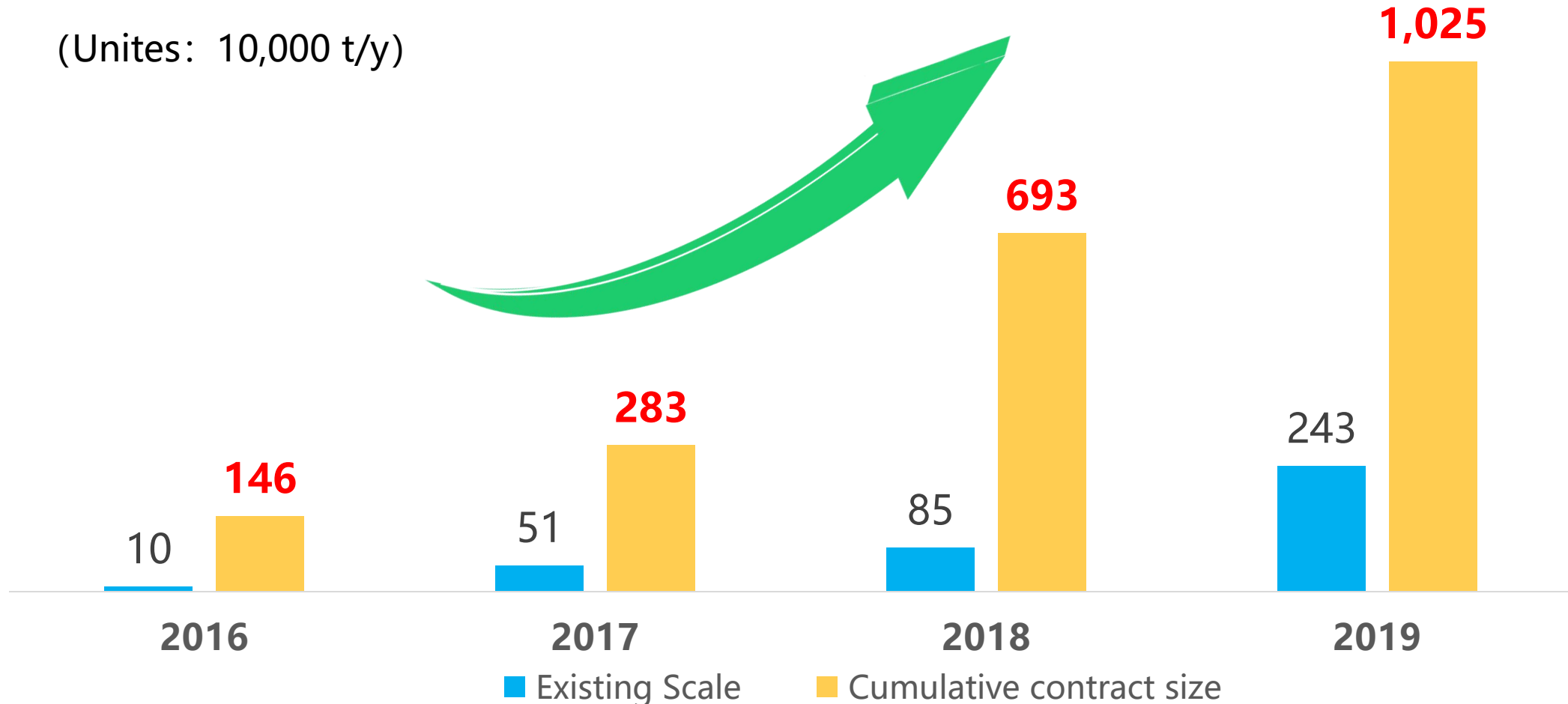
★ During the reporting period, the Group received **1,286,200t** and disposed of **1,032,900** domestic waste and generated **399** million kWh power. The figure below shows the trends of indicators in **2016, 2017, 2018, 2019, and 2020FY**.



# 2016-2019 Existing/Contract size

The figure shows the statistics of the scale of completed and contracted garbage power solutions projects of the Group in **2016, 2017, 2018** and **2019**.

(Unites: 10,000 t/y)



# Built WtE Projects

No.	Construction Status	Project Site	Handling Capacity	Completion Time	Cooperation Method
1	<b>Completed</b>	Jinzhai, Anhui	100,000t/y (300t/d)	January 2016	Wholly-owned project
2		Tongren, Guizhou	2 x 100,000t/y (2 x 300t/d)	July 2017	
3		Yanshan, Yunnan	70,000t/y (200t/d)	August 2017	
4		Huoqiu, Anhui	2 x 140,000t/y (2 x 400t/d)	January 2018	
5		Lixian, Hunan	240,000t/y (700t/d)	April 2018	
6		Songming, Yunnan	100,000t/y (300t/d)	January 2019	
7		Shanggao, Jiangxi	140,000t/y (400t/d)	February 2019	
8		Yiyang, Jiangxi	2 x 100,000t/y (2 x 300t/d)	June 2019	
9		Shache, Xinjiang	2 x 100,000t/y (2 x 300t/d)	June 2019	
10		Sishui, Shandong	140,000t/y (400t/d)	June 2019	
11		Bole, Xinjiang	100,000t/y (300t/d)	July 2019	
12		Yangxian, Shaanxi	100,000t/y (300t/d)	October 2019	
13		Baoshan, Yunnan	2 x 140,000t/y (2 x 400t/d)	January 2020	
14		Fuquan, Guizhou	100,000t/y (300t/d)	January 2020	
15		Lujiang, Anhui (Phase I)	180,000t/y (500t/d)	January 2020	
<b>Subtotal</b>			<b>2,430,000t/y (7,100t/d)</b>		

# WtE Projects in Construction

Construction Status	Project Site	Handling Capacity	Completion Time	Cooperation Method
16	Xianyang, Shaanxi (Phase I)	2 x 250,000t/y (2 x 750t/d)	April 2020	Wholly-owned project
17	Huoshan, Anhui	140,000t/y (400t/d)	July 2020	
18	Shizhu, Chongqing	100,000t/y (300t/d)	July 2020	
19	Xishui, Guizhou (Phase I)	140,000t/y (400t/d)	August 2020	
20	Jinzhai, Anhui (Phase II)	100,000t/y (300t/d)	August 2020	
21	Tengchong, Yunnan (Phase I)	100,000t/y (300t/d)	November 2020	
22	Manzhouli, Inner Mongolia	140,000t/y (400t/d)	November 2020	
23	Dexing, Jiangxi	140,000t/y (400t/d)	November 2020	
24	Ningguo, Anhui	140,000t/y (400t/d)	December 2020	Wholly-owned project
25	Luxi, Yunnan (Phase I)	100,000t/y (300t/d)	March 2021	
26	Mangshi, Yunnan (Phase I)	100,000t/y (300t/d)	March 2021	
27	Luoping, Yunnan (Phase I)	100,000t/y (300t/d)	March 2021	
28	Zongyang, Anhui (Phase I)	140,000t/y (400t/d)	May 2021	
29	Shimen, Hunan	180,000t/y (500t/d)	May 2021	
30	Zhenxiong, Yunnan (Phase I)	180,000t/y (500t/d)	July 2021	
<b>Subtotal</b>		<b>2,300,000t/y (6,700t/d)</b>		

No.	Construction Status	Project Site	Handling Capacity	Cooperation Method	
31	Approved for construction	Xianyang, Shaanxi (Phase II)	2 x 250,000t/y (2 x 750t/d)	Wholly-owned project	
32		Xishui, Guizhou (Phase II)	140,000t/y (400t/d)		
33		Zhenxiong, Yunnan (Phase II)	180,000t/y (500t/d)		
34		Tongchuan, Shaanxi	180,000t/y (500t/d)		
35		Lujiang, Anhui (Phase II)	180,000t/y (500t/d)		
36		Mangshi, Yunnan (Phase II)	100,000t/y (300t/d)		
37		Wuwei Anhui	2 x 180,000t/y (2 x 500t/d)		
38		Hanshou, Hunan	140,000t/y (400t/d)		
39		Tengchong, Yunnan (Phase II)	100,000t/y (300t/d)		
40		Luxi, Yunnan (Phase II)	100,000t/y (300t/d)		
41		Jiuquan, Gansu	2 x 180,000t/y (2 x 500t/d)		
42		Luoping, Yunnan (Phase II)	100,000t/y (300t/d)		
43		Longan, Guangxi	100,000t/y (300t/d)		
44		Panshi, Jilin	2 x 140,000t/y (2 x 400t/d)		
45		Shuangfeng, Hunan	2 x 180,000t/y (2 x 500t/d)		
46		Zongyang, Anhui (Phase II)	140,000t/y (400t/d)		
47		Hejin, Shanxi	180,000t/y (500t/d)		
48		Pingliang, Gansu	2 x 180,000t/y (2 x 500t/d)		
49		Jinning, Yunnan	140,000t/y (400t/d)		
50		Pingguo, Guangxi	140,000t/y (400t/d)		
51		Binzhou, Shaanxi	2 x 100,000t/y (2 x 300t/d)		
52		Thai Nguyen, Vietnam	180,000t/y (500t/d)		The Group holds 51% of shares
53		Suiyang, Guizhou	140,000t/y (400t/d)		The Group holds 70% of shares
54		Tongzi, Guizhou	140,000t/y (400t/d)		
55		Shahe, Hebei	4 x 180,000t/y (4 x 500t/d)		The Group holds 66% of shares
		<b>Subtotal</b>	<b>5,520,000t/y (15,700t/d)</b>		
		<b>Total</b>	<b>10,250,000t/y (29,500t/d)</b>		

No.	Construction Status	Project Site	Commercial Model	Handling Capacity	Cooperation Method
1	Completed	Pingliang, Gansu	BOT	100,000t/y (300t/d)	Wholly-owned project
2		Qingzhen, Guizhou		100,000t/y (300t/d)	
3		Yangchun, Guangdong		70,000t/y (200t/d)	
4		Yuping, Guizhou		30,000t/y (100t/d)	The Group holds 70% of shares
5		Xishui, Guizhou		100,000t/y (300t/d)	
6		Qiyang, Hunan		100,000t/y (300t/d)	Wholly-owned project
7		Shimen, Hunan		70,000t/y (200t/d)	
8		Shuicheng, Guizhou		70,000t/y (200t/d)	
9		Fusui, Guangxi		70,000t/y (200t/d)	
10		Shuangfeng, Hunan		70,000t/y (200t/d)	
11		Nanjiang, Sichuan		70,000t/y (200t/d)	
12		Lingyun, Guangxi		30,000t/y (100t/d)	
13		Ningguo, Anhui		100,000t/y (300t/d)	
14		Linxia, Gansu		100,000t/y (300t/d)	
15		Xingan, Guangxi		100,000t/y (300t/d)	
16		Linjiang, Yunnan		70,000t/y (200t/d)	
17		Baoshan, Yunnan		100,000t/y (300t/d)	
<b>Subtotal</b>				<b>1,350,000t/y (4,000t/d)</b>	
<b>Total</b>				<b>11,600,000t/y (33,500t/d)</b>	

# New Building Materials and Port Logistics

## • Port logistics

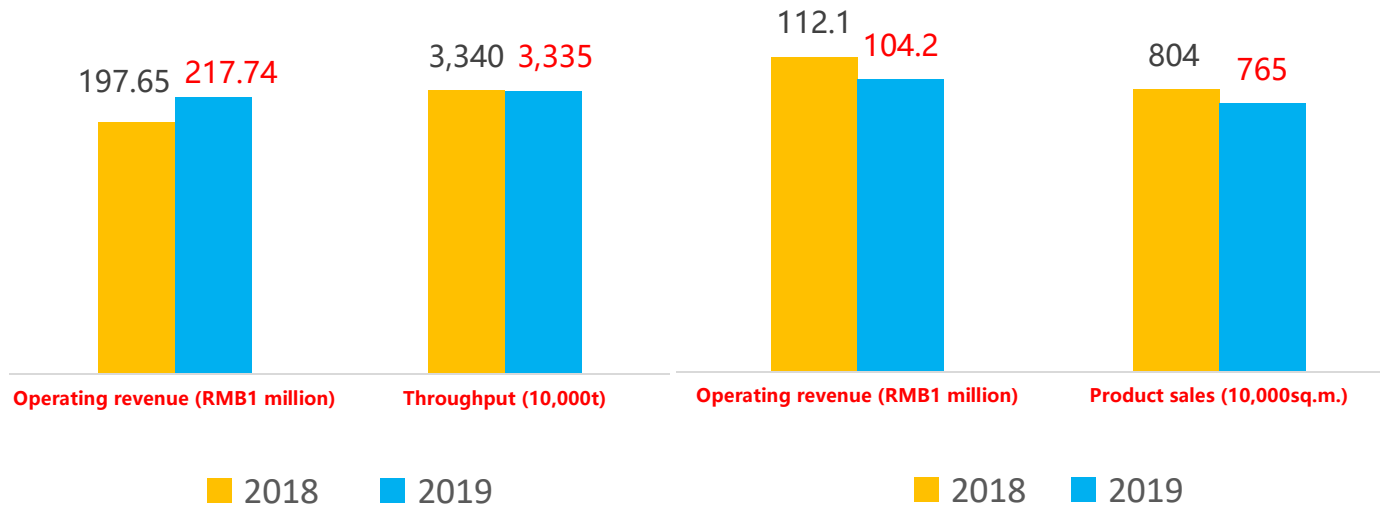
The Group has deepened the comprehensive governance of technological transformation internally and vigorously optimized and adjusted the supply structure externally.

✦ During the reporting period, the Group recorded throughput of **33.35** million tons and operating revenue of RMB**217.74** million.

## • New building materials

The Group has firmly grasped the core market and endeavored to raise the selling price of products.

✦ During the reporting period, the Group sold **7.65** million square meters of products and recorded operating revenue of RMB**104.20** million.



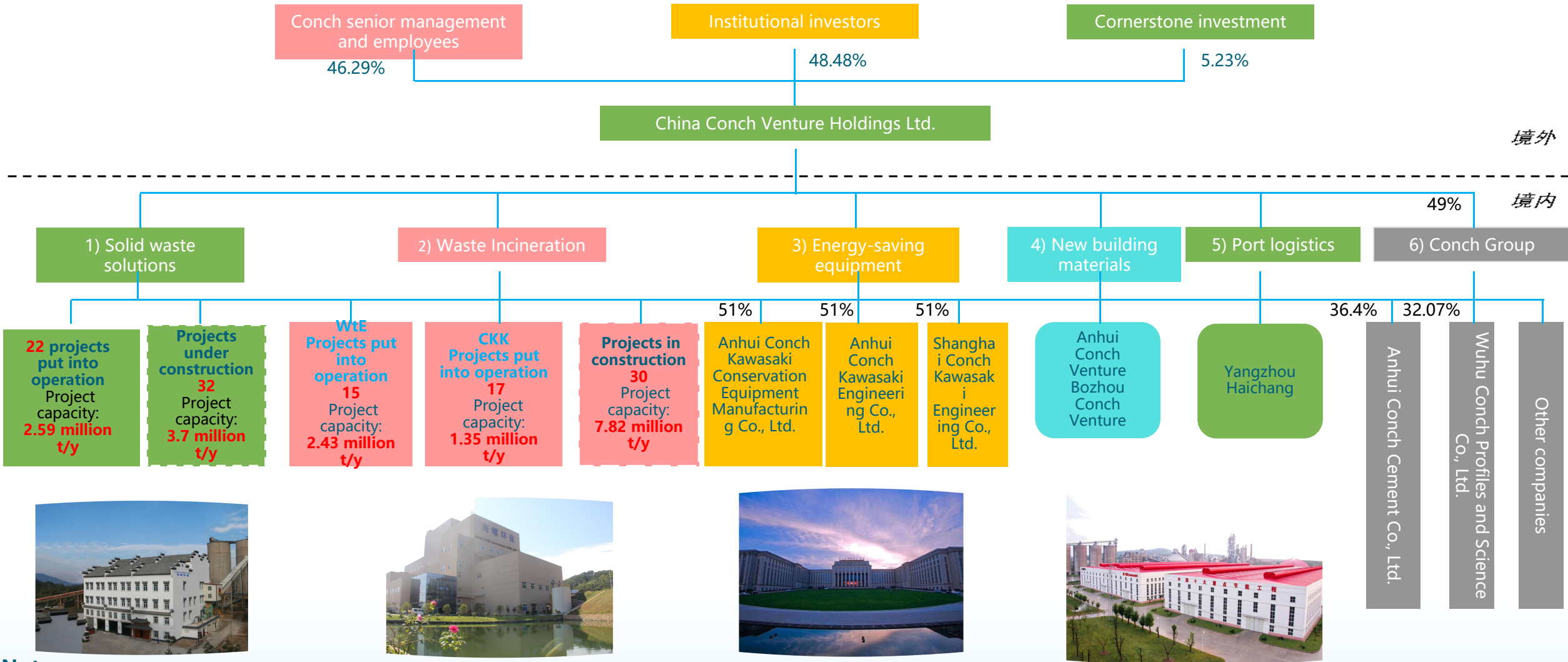


# PART 05

## Future Prospects



# ★ Simple Structure



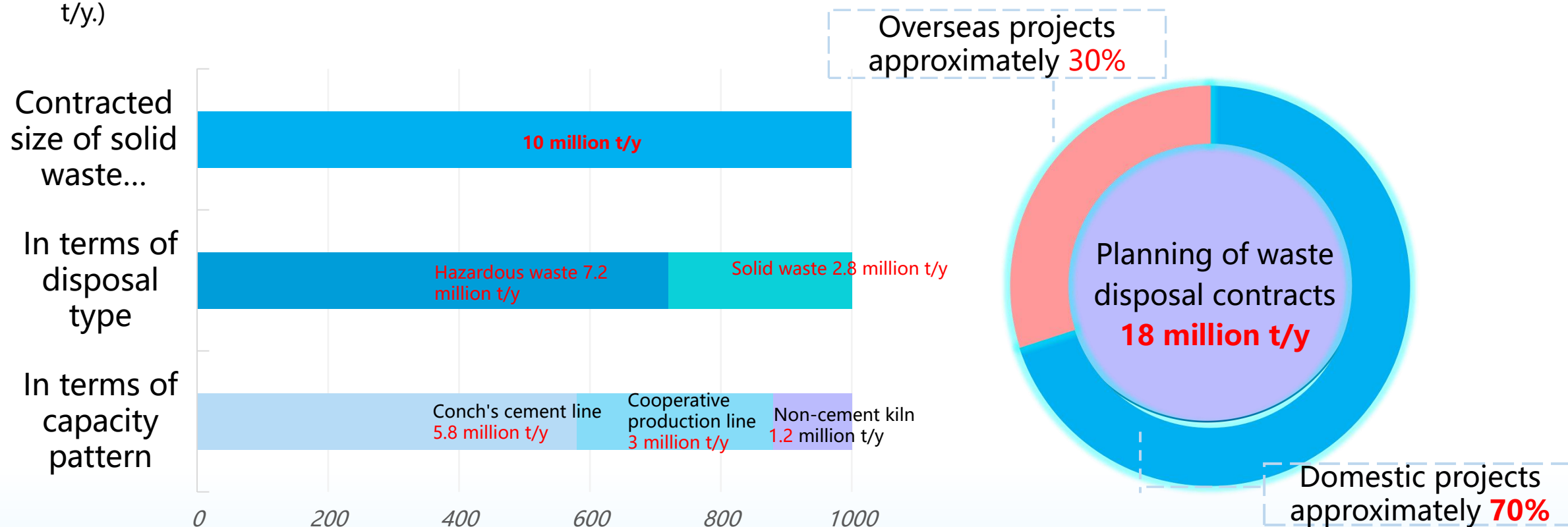
## Notes:

1. Cornerstone investors: Including CNBM, TCC Investment Group, and Asia Cement (China) Holdings Corporation.
2. The equity statistics were as at January 2020.

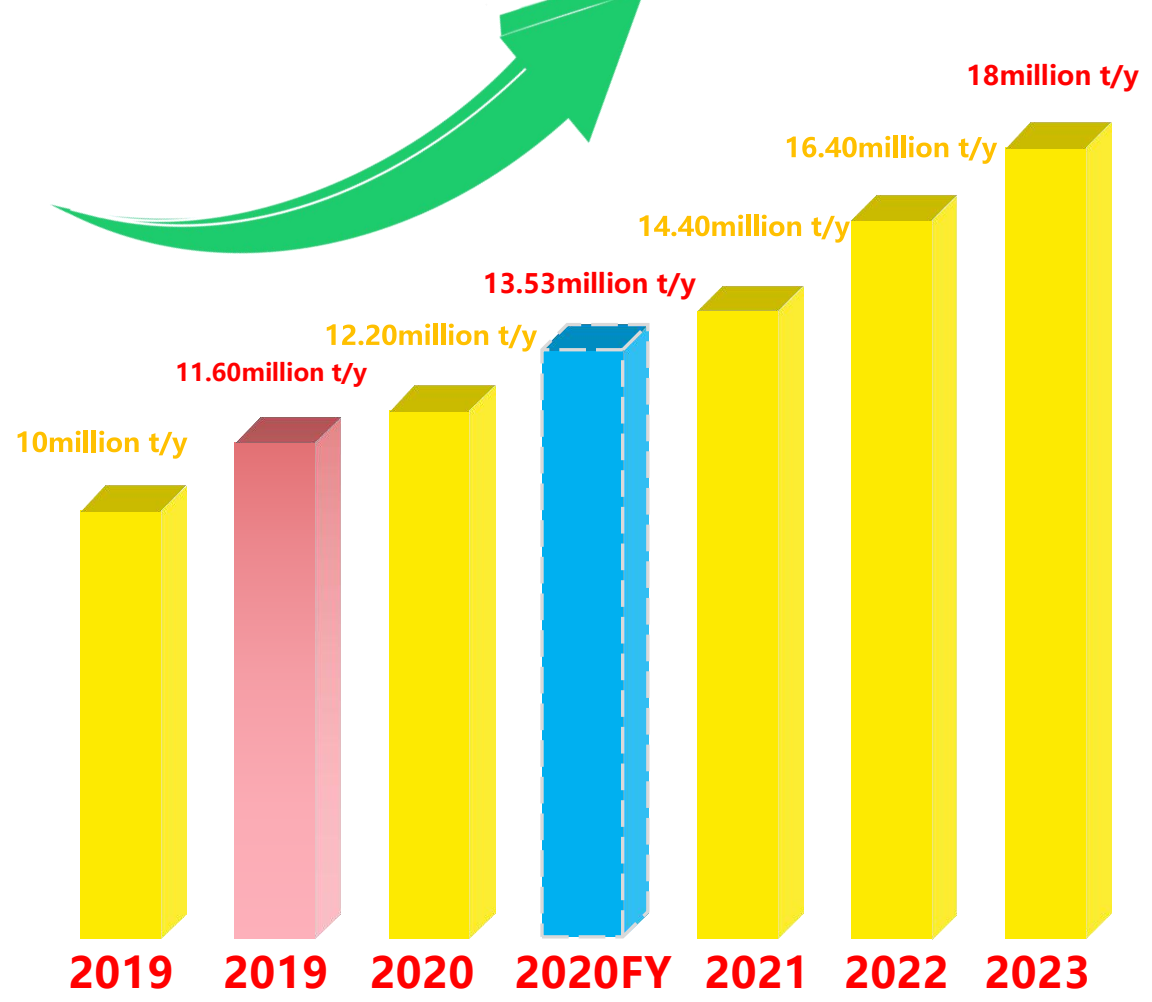
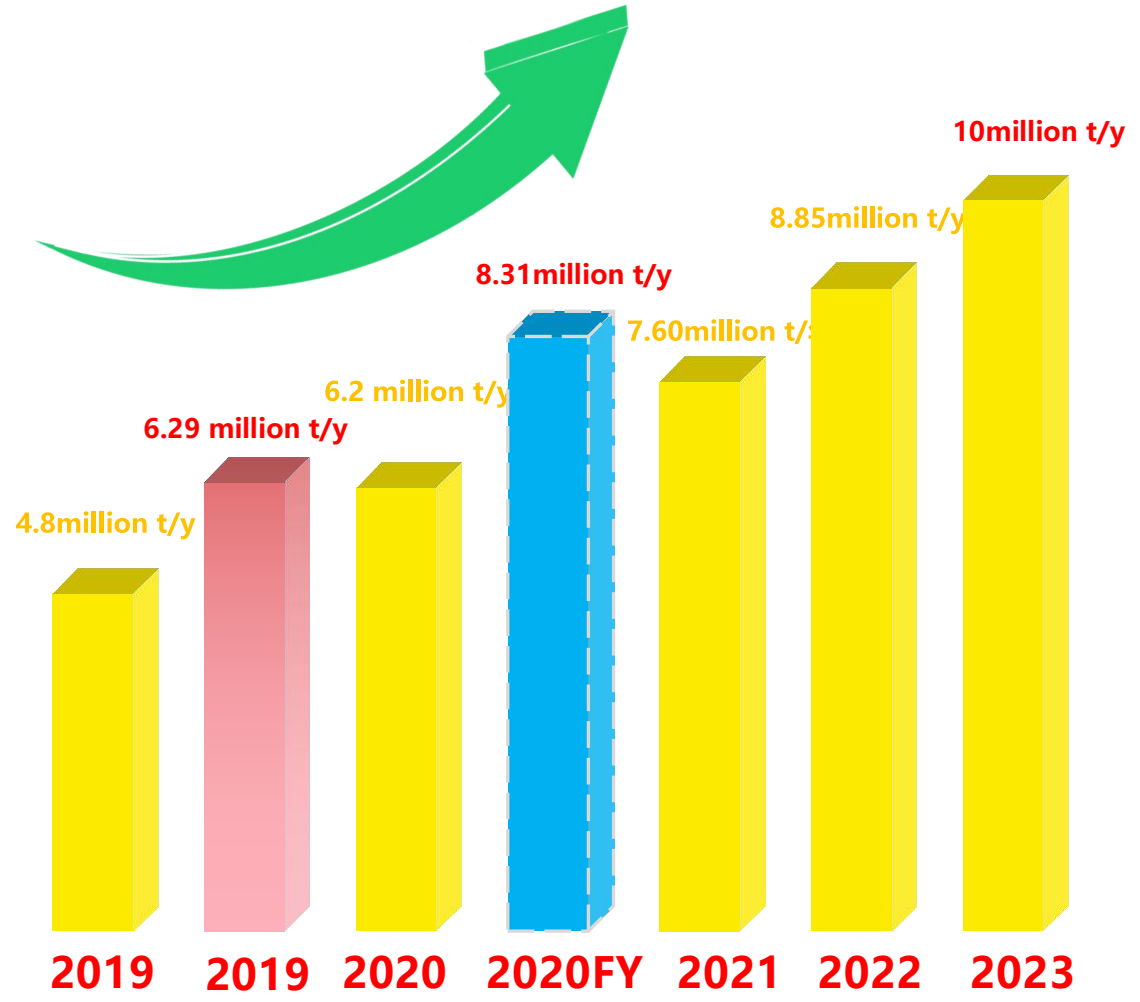
# Development Ideas

We regard "1133" as the development objective and strive to become a large-scale environmental protection conglomerate top in China and leading in the world.

(The "1133" objective includes a contracted size of solid waste disposal of 10 million t/y, Waste Incineration of 18 million t/y, the sales volume of the new building material of ACA of 31 million m2/y, and throughput of port logistics of 36 million t/y.)



# Contract Scale Planning



Solid waste solutions

Waste Incineration



Five-year Target Plan



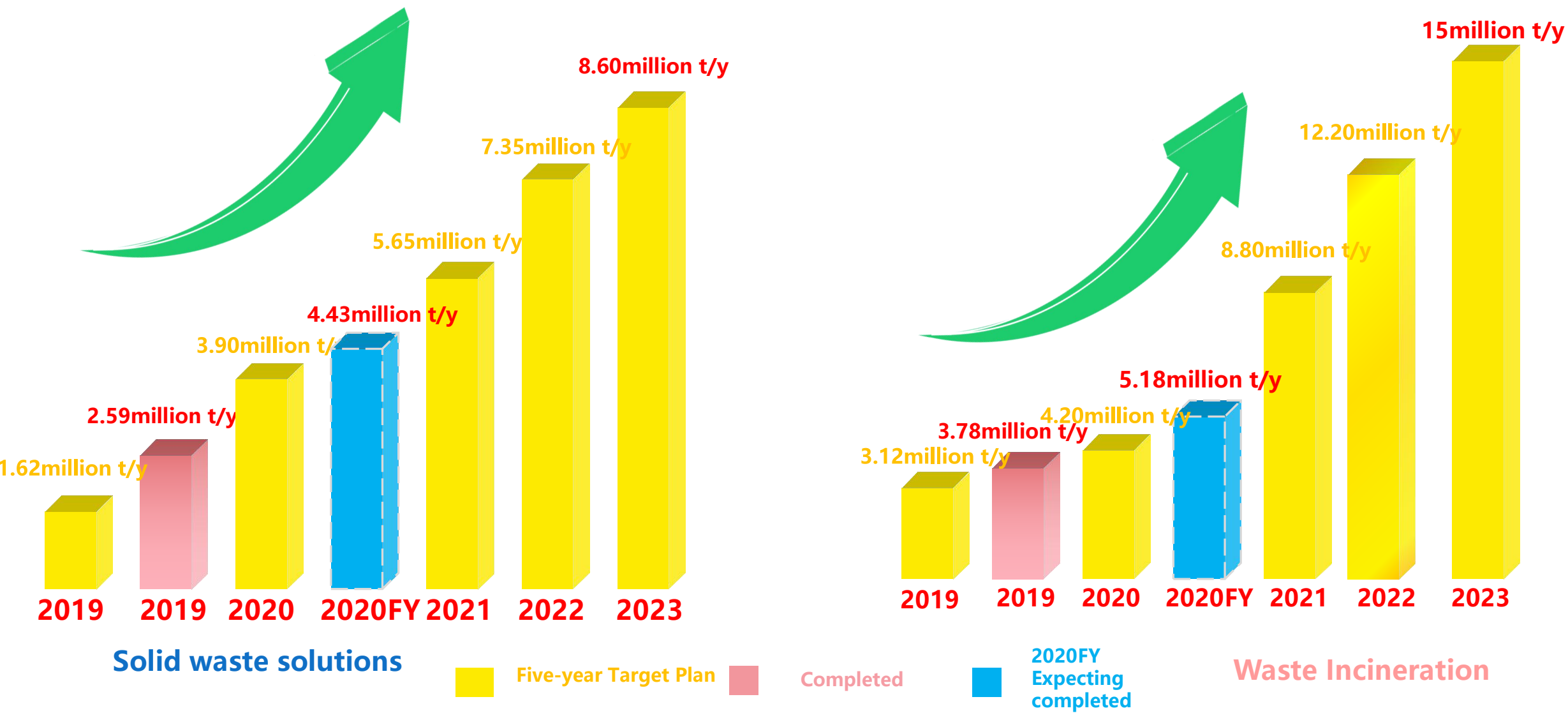
Contract Completed



2020FY  
Expecting  
Contract



# Processing Capacity Planning





# Development Ideas



01

## Technology R&D

We will give full play to the role of **Anhui Conch Design & Research Institute of Building Materials Co., Ltd.** and gradually achieve independent design or explore new environmental protection technologies.

02

## Solid waste disposal

We will promote the cooperation with cement enterprises like CNBM, expand the coverage of Conch's cement projects, push the implementation of more projects, such as the conversion of solid waste via anaerobic pyrolysis and CKK, and make an overall arrangement of fly ash disposal projects.

03

## WtE

We will give full play to demonstration projects in the region, endeavor to sign large-value contracts, constantly promote the standardized management of projects, and improve the economic benefits of projects.



**Thank you!**