



2022 Annual Results Presentation





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1

Financial results

- Operating results
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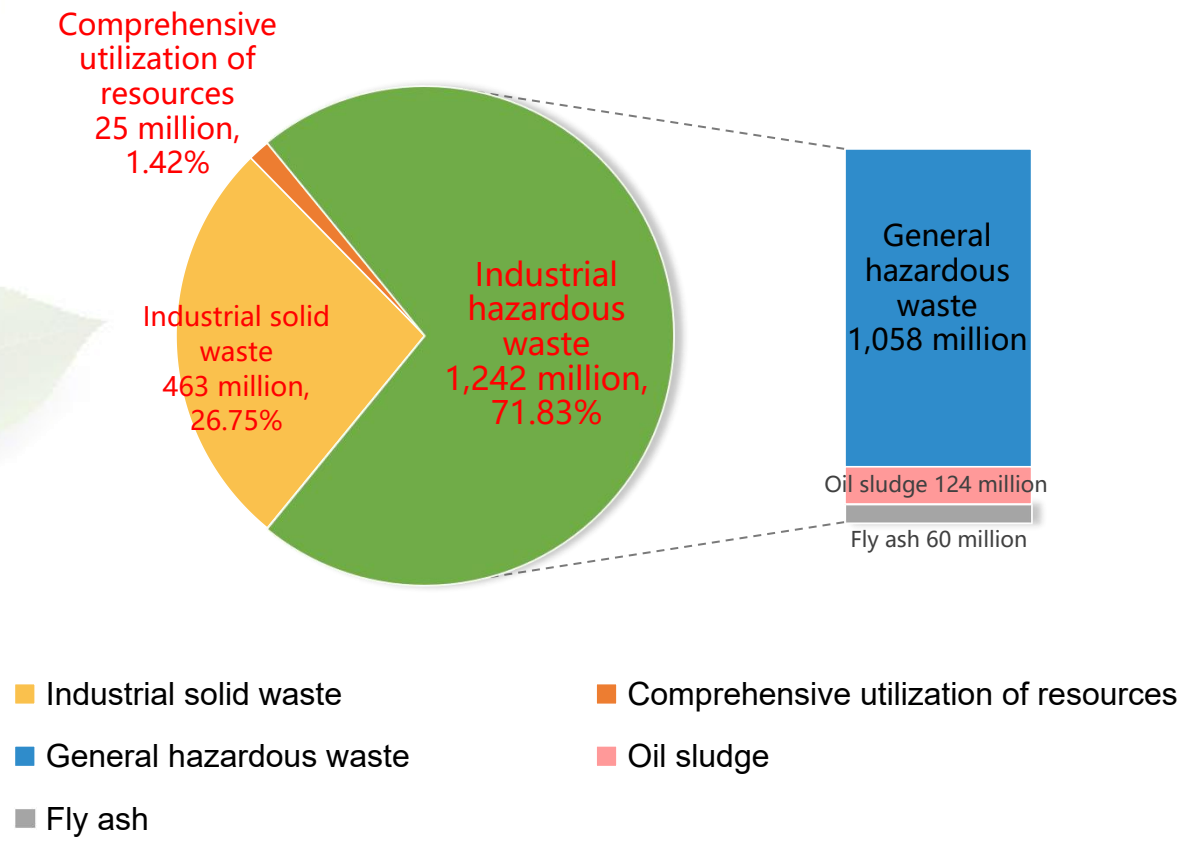
1.1 Operating results

<i>(RMB million)</i>	For the year ended 31 December		Changes
	2022	2021	
Revenue	1,730	1,698	1.85%
Profit before taxation	411	698	(41.16%)
Net profit attributable to equity shareholders	329	579	(43.20%)
Basic earnings per share (RMB)	0.18	0.32	(0.14)

1.2 Operating results by business segment

2022 Revenue and revenue percentage of each business segment

Unit: RMB



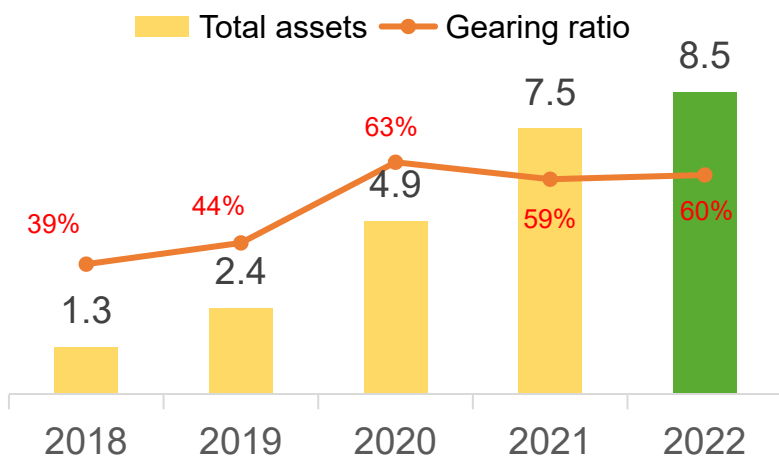
2022 Net profit attributable to parent company by segment and their proportion

Unit: RMB

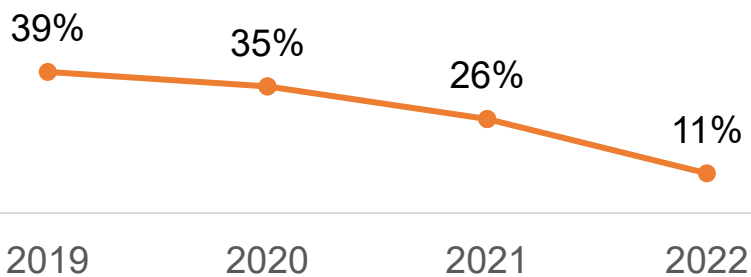


1.3 Financial position

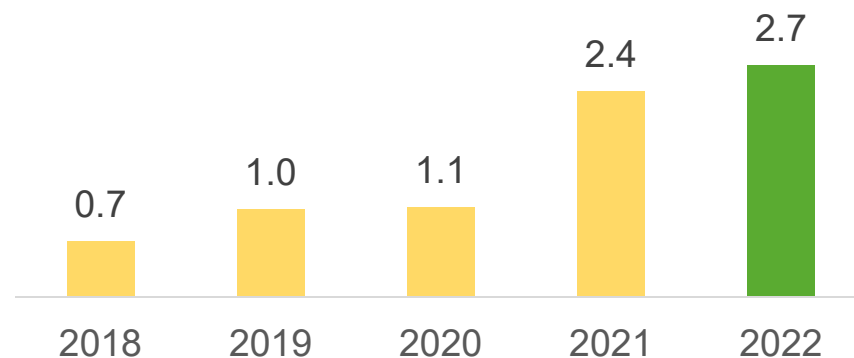
Total assets (RMB billion)



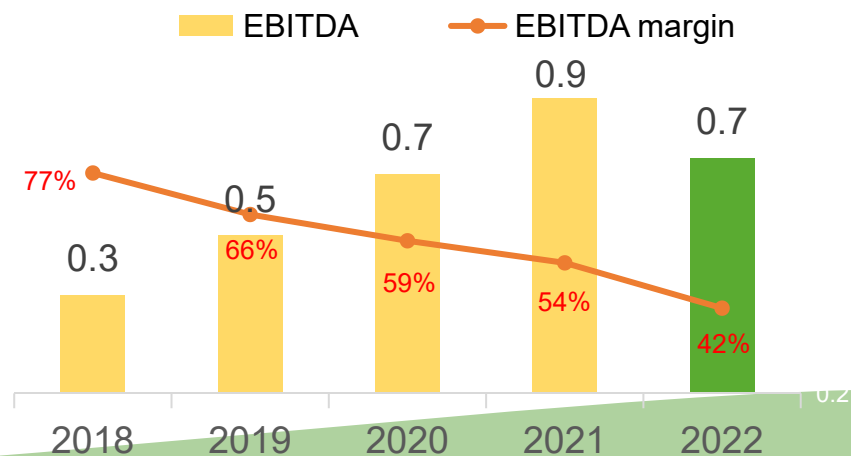
ROE



Equity attributable to equity shareholders (RMB billion)



EBITDA (RMB billion)





2

Operations highlights

- Significant events
- Operations highlights

2.1 Significant events

Listing

On 30 March, Conch Environment became listed on the main board of SEHK, officially entering the international capital market!



Included in Hang Seng Composite Index

On 19 August, Hang Seng Indexes Company Ltd. announced that Conch Environment was selected as a constituent of the Hang Seng Composite Index.

代号	公司
587	中国海螺环保控股有限公司
650	普达特科技有限公司
732	信利国际有限公司
956	新天绿色能源股份有限公司 - H 股
1119	创梦天地科技控股有限公司
1361	361度国际有限公司
1675	亚信科技控股有限公司
1725	香港航天科技集团有限公司
1798	中国大唐集团新能源股份有限公司 - H 股
2121	青岛创新奇智科技集团股份有限公司 - H 股
2157	乐普生物科技股份有限公司 - B - H 股

Successfully consolidated into Conch Cement

On 9 October, the Board of Conch Environment approved the appointment of 5 directors nominated by Conch Cement, and the appointment was passed by shareholders at an EGM held on 28 October.



In October 2022, Conch Environment was successfully included in Conch Cement's consolidated financial statements, and Conch Cement has become the controlling shareholder of Conch Environment. After the consolidation, Conch Environment stepped up efforts to achieve synergy with Conch Cement in respect of production management. The results from synergies in management are reflected in the stable rise in operational quality.

2.2 Operations highlights

Significant market development results

- **7160** existing customers, with aggregate contract volume of **4.59 million tonnes**; In 2022, **793** new customers were added, with new contract volume of **1.57 million tonnes**;
- Participated in the bidding of key (over 300 tonnes) waste-producing enterprises for 185 times, winning **142** bids, representing a **77%** win rate, with a volume of **357,000 tonnes** from bids won; forged strategic cooperation with **Changqing Oilfield, Guangzhou Environment Protection and Baowu**, etc;
- Successfully opened the cross-provincial transfer channels such as Shanghai, Zhejiang, Tianjin and Ningxia; established market departments in Hubei, Sichuan, Beijing, Hebei, thus further fine-tuning its market planning.

01

Together we work to achieve industry healthy development

- Industry players from over 10 provinces including Shandong, Henan, Guangdong, Guangxi and Anhui carried out over **10** exchanges, working together to achieve healthy development of the solid and hazardous waste industry.

02

03

Remarkable results from technical transformation and technical measures

- Completed Qiyang, Guiyang one machine double kiln technical transformation and put into use;
- Completed technical transformation of **26** terrace furnace units in Qianyang, Suzhou, Chongqing, etc, raising the treatment capacity per unit by over **1.4t/h**;
- Completed technical transformation of **3** hot disc furnace units of Wuhu Phase I and Yiyang Phase I, etc, raising the treatment capacity per unit by over **1.5t/h**.

04

Outstanding achievements from scientific and technological innovation

- Actively accumulate refuse-derived fuel (RDF) technology;
- Obtained a total of **86** patent licences, of which **79** were utility model patents and **7** were patents for inventions.



3

Project development and operation

- Strategic cooperation
- Project development
- Project operation

3.1 Strategic cooperation

In 2022, the Company seized market share, improved operational efficiency and pushed ahead with project implementation to facilitate development. During the year, the Group also forged strategic cooperation with various upstream and downstream large enterprises, laying the foundation for further in-depth cooperation with the respective parties and achieving benefits of complementary partnerships.

Gezhouba Cement



GAC



Chery Automotive

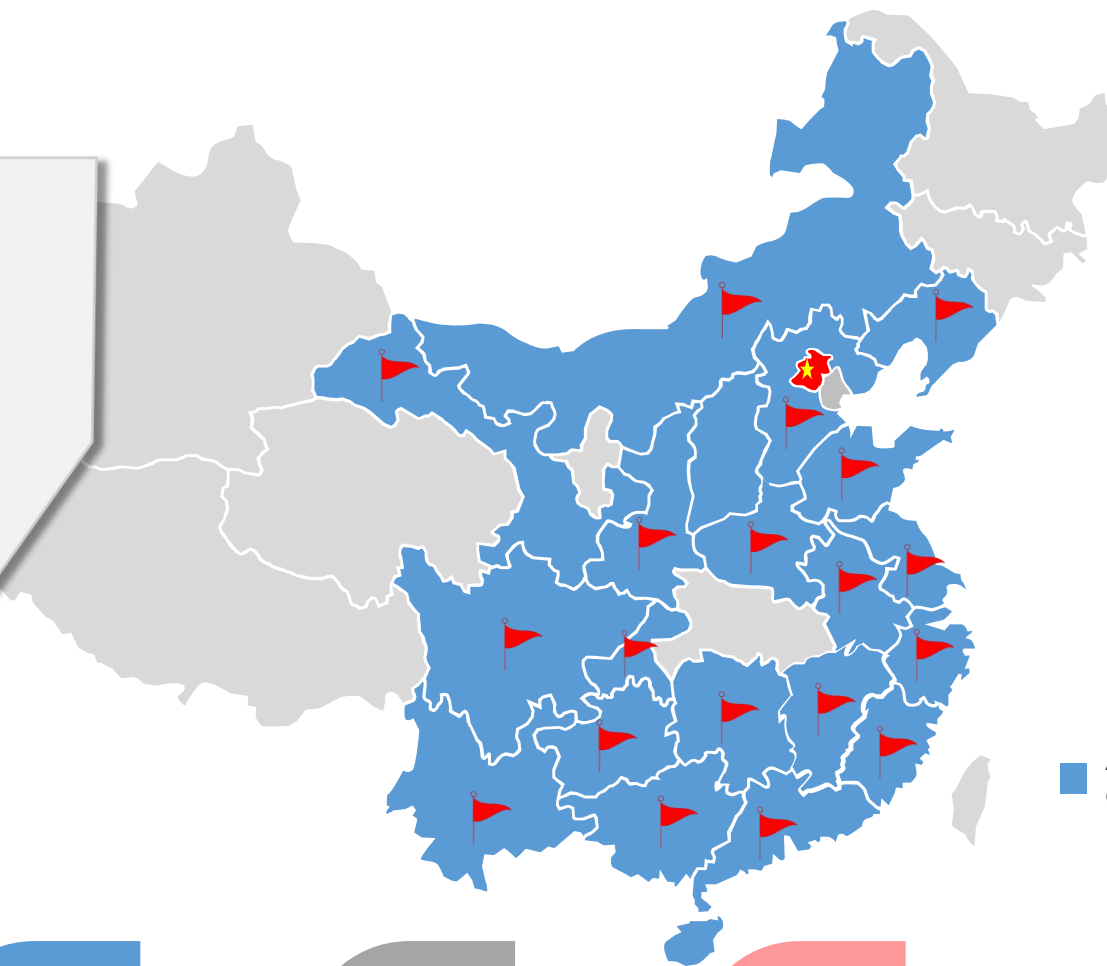


Jidong Cement



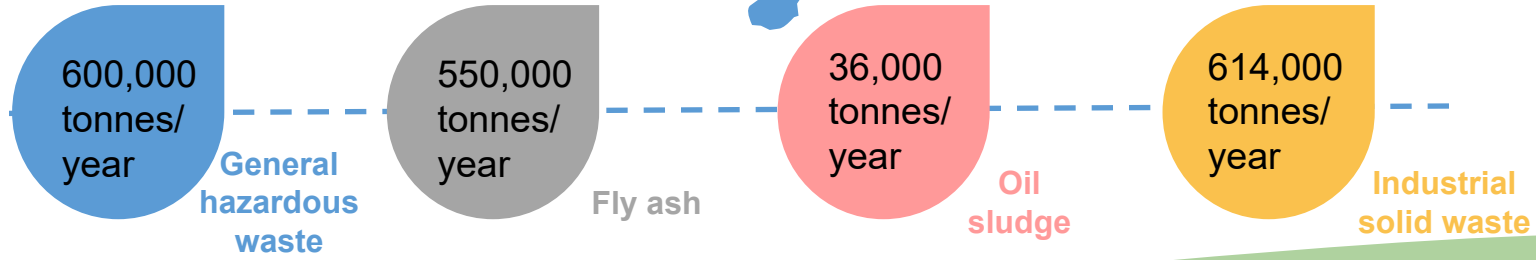
3.2 Project development

During the reporting period, the Group successfully secured **17** new environmental protection projects in Beijing-Tianjin-Hebei, the Yangtze River Delta, the Greater Bay Area, Sichuan-Chongqing and other regions, with additional signed scale of approximately **1.80 million** tonnes per year.



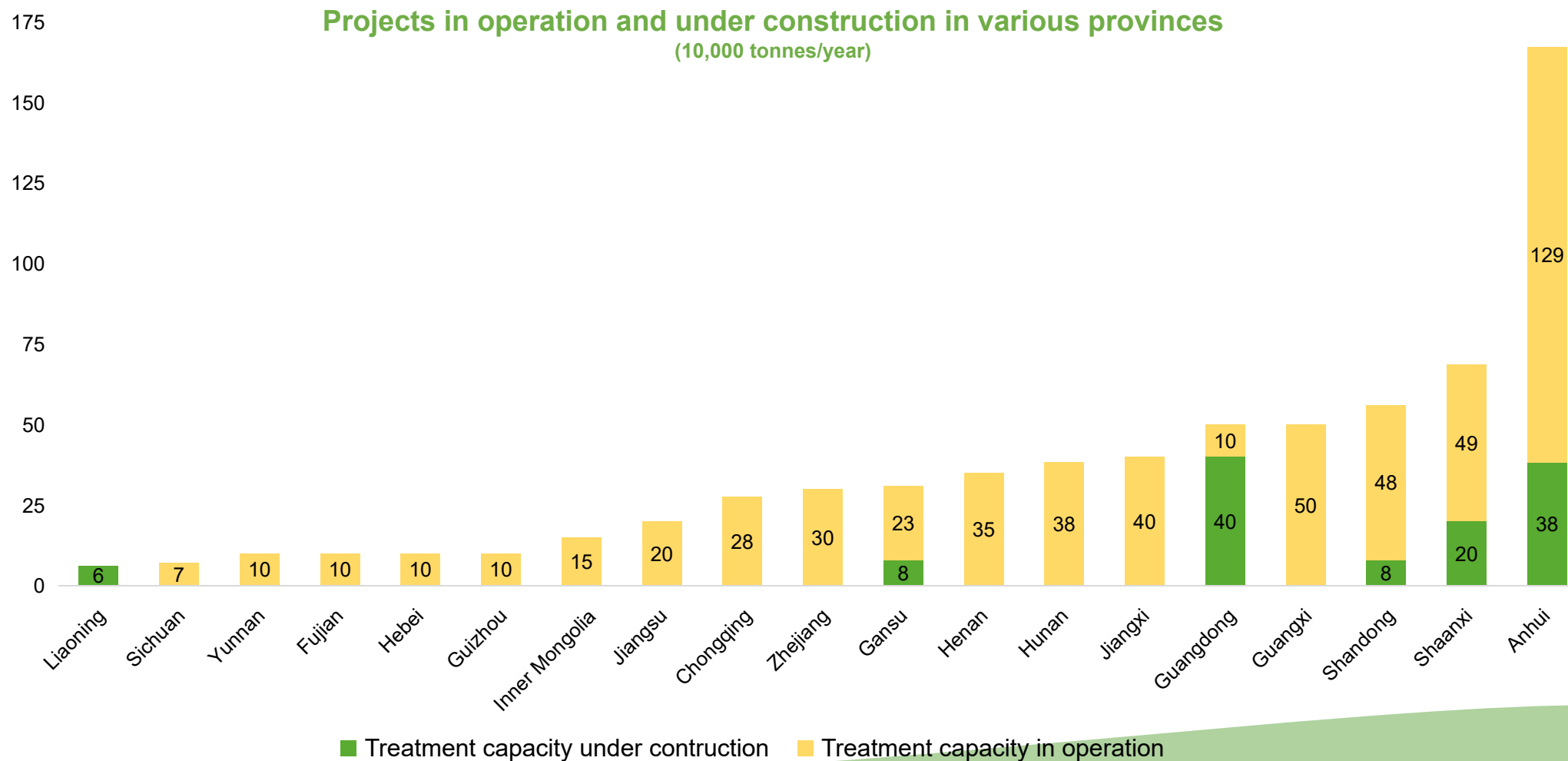
■ Areas covered by the Group's projects in operation and under construction

Additional scale from newly signed contracts in 2022

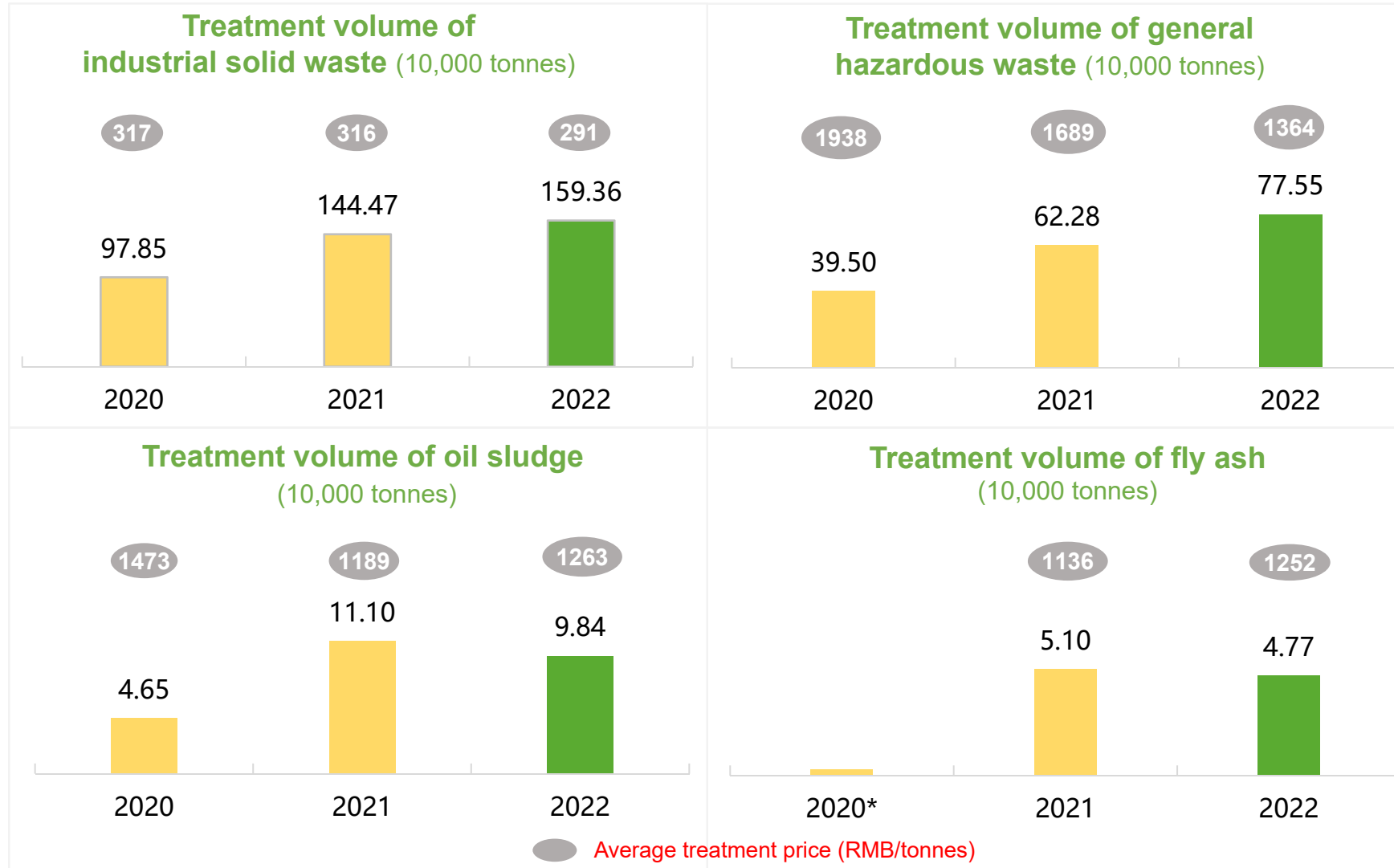


3.3 Project operation

As of the end of 2022, the Group had a total of **54** environmental protection projects in operation, with a treatment capacity of about **5.61 million** tonnes/year and qualified hazardous waste treatment capacity of about **3.50 million** tonnes/year; **9** projects under construction, with a treatment capacity of about **1.20 million** tonnes/year.



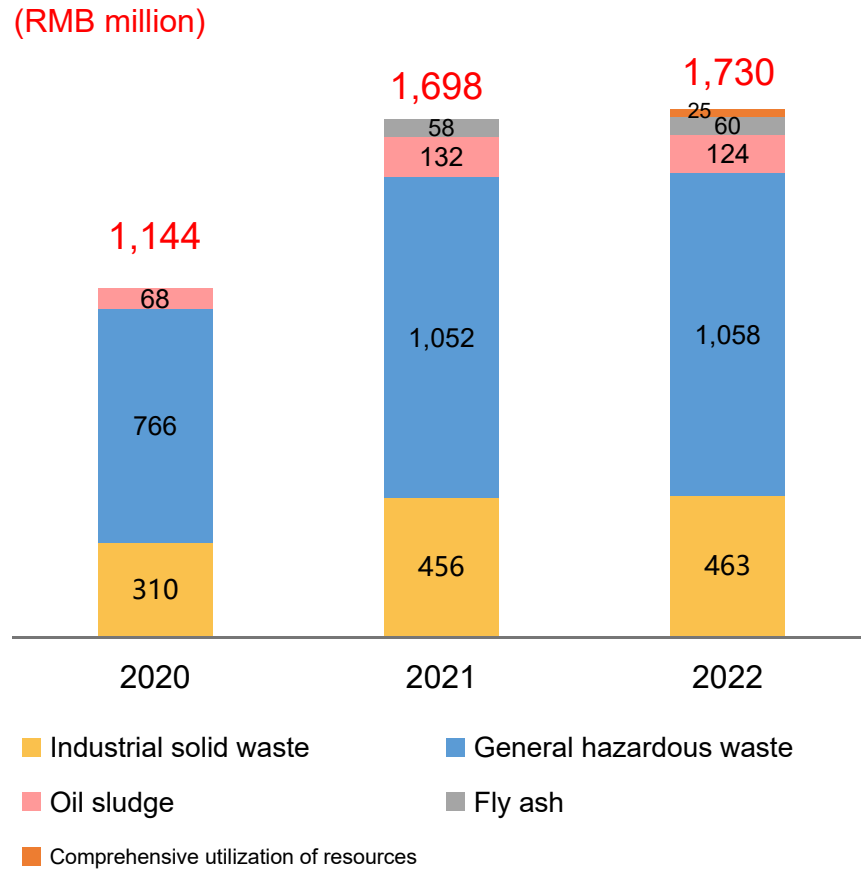
3.3 Project operation



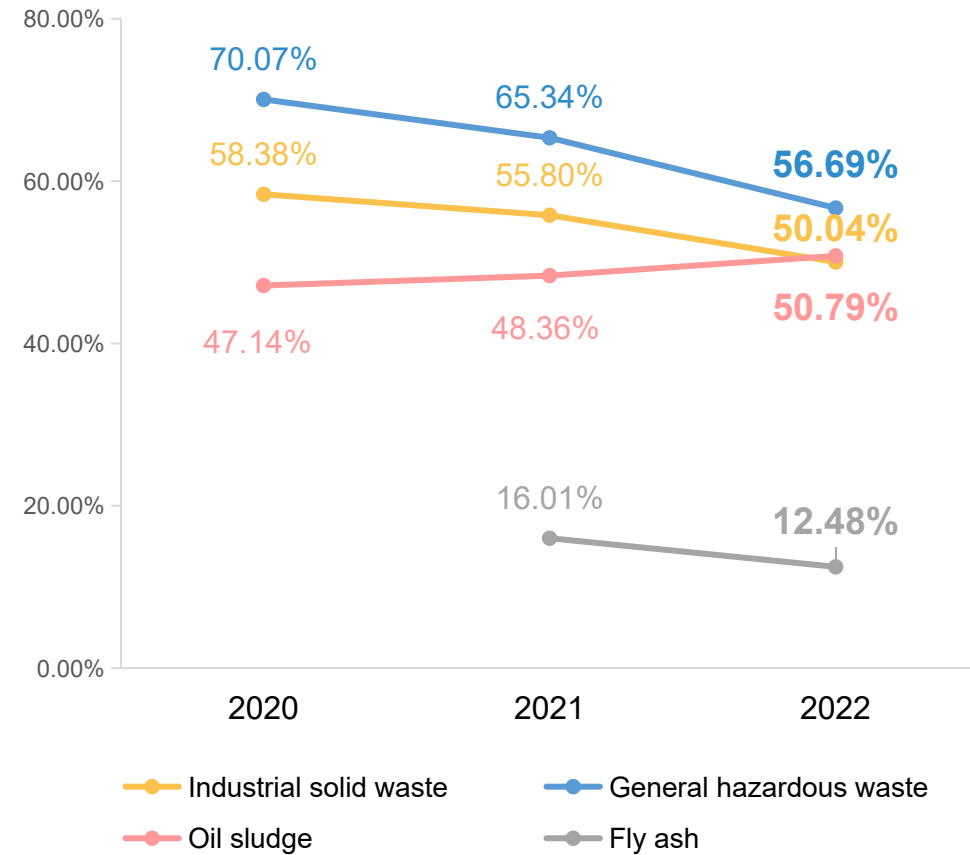
Note: 1. Fly ash project commenced operation in 2021;

2. In 2022, approximately 7,115 tonnes of comprehensive resource utilization products were sold, all of which were derived from the Ninghai project in Zhejiang.

Breakdown of revenue by business segment



Gross profit margin by business segment



Note: 1. Gross profit margin for comprehensive utilization of resources was 33.15% in 2022, all of which was derived from the Ninghai project in Zhejiang. The project began to generate profits in 2022.



4

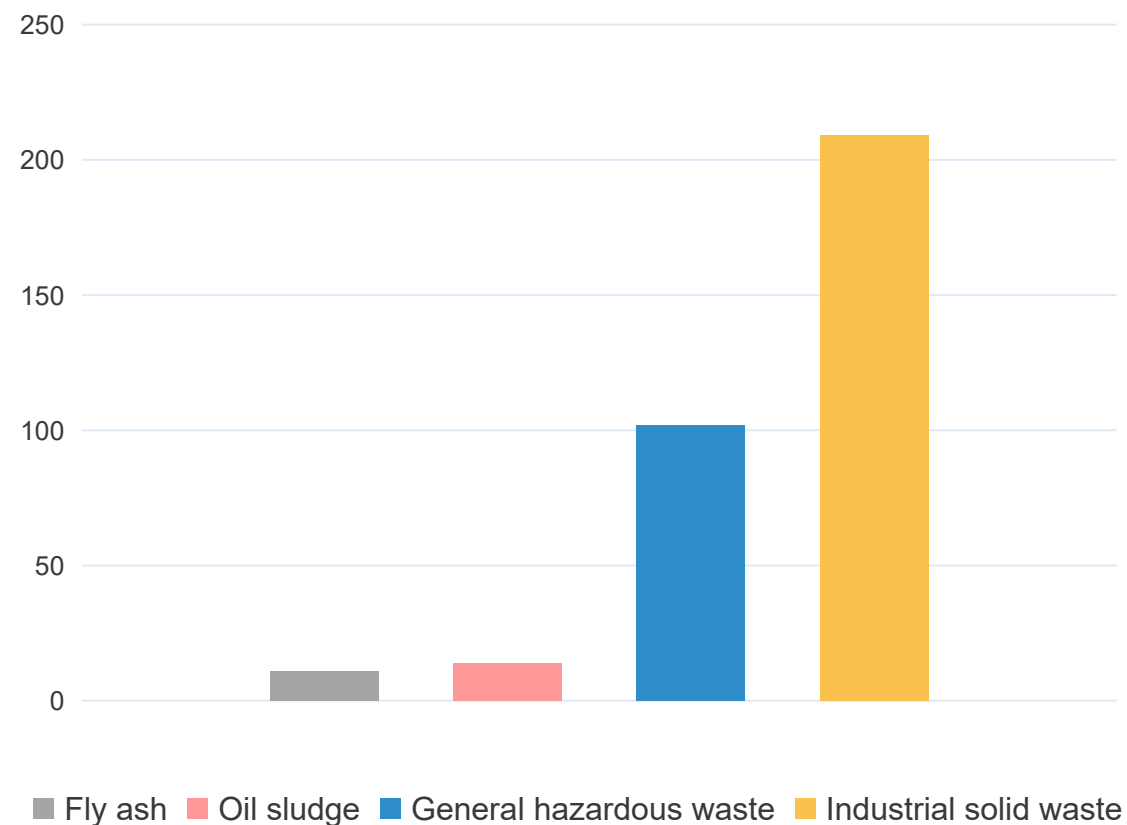
Future outlook

- 2023 development objectives
- Development initiatives

4.1 2023 development objectives

2023 estimated treatment volume by business segment

(Unit: 10,000 tonnes)



01

Capital expenditure

The Group plans to invest approximately **RMB1.8 billion** in 2023.

02

Plans for new projects

In 2023, the Group plans to enter into **22** project contracts, including 4 hazardous waste projects, 7 solid waste (including sludge) projects, 7 fly ash projects, 3 oil sludge projects and 1 alternative fuel project, with a treatment volume of **2,890,000** tonnes per year.

4.2 Development initiatives

1 Focus on development and empowerment

- **Sludge:** strengthen strategic cooperation with large water treatment companies to jointly promote the construction of "sewage + sludge" model projects;
- **Fly ash:** set up a demonstration project for each province under the guidance of a development plan, and conduct thorough market research and profit analysis;
- **Oil sludge:** seek strategic cooperation opportunities with upstream companies in oil and gas field development, identify target markets, and build a benchmark enterprise for oil sludge treatment by replicating business success;
- **Alternative fuel:** strengthen the R&D of the technology for converting solid waste into RDF, enhance communication with high energy-consuming enterprises, and carry out trials for the implementation of alternative fuel projects.

3 Focus on market transformation

- comb through our customer base to gather and analyse customer data; strengthen exchanges and cooperation with large-scale waste-producing enterprises, and strengthen cross-provincial business expansion;
- strengthen exchanges with leading enterprises in the same industry to reach a consensus on price stabilization; formulate countermeasures for cement kiln staggered production to secure a stable share of channels for input of waste;
- establish a market integration management team by province; carry out in-depth comparative analysis of the advantages and disadvantages of other industry players, and optimize marketing strategies.

2 Focus on cost optimization

- strengthen benchmarking management and strengthen resource coordination, and accelerate problem-solving of production and operation bottlenecks;
- carry out trials to explore integrated management of treatment plant and production to promote deep integration;
- from the technical transformation experience of fly ash projects, optimize process technology, and strive to achieve stable operation.

4 Focus on risk management and control

- benchmark the Group's safety management and control standards, stepped up efforts to carry out safety standardization construction, and strengthen supervision and inspection;
- strengthen the management and control of risk sources through the carrot and stick approach; implement a weekly early-warning mechanism for arrears, ensure that the responsibility for debt repayment is fulfilled and implement the debt repayment plan;
- attach great importance to compliance management, beef up the supervision of risk areas and conduct audit on a regular basis.

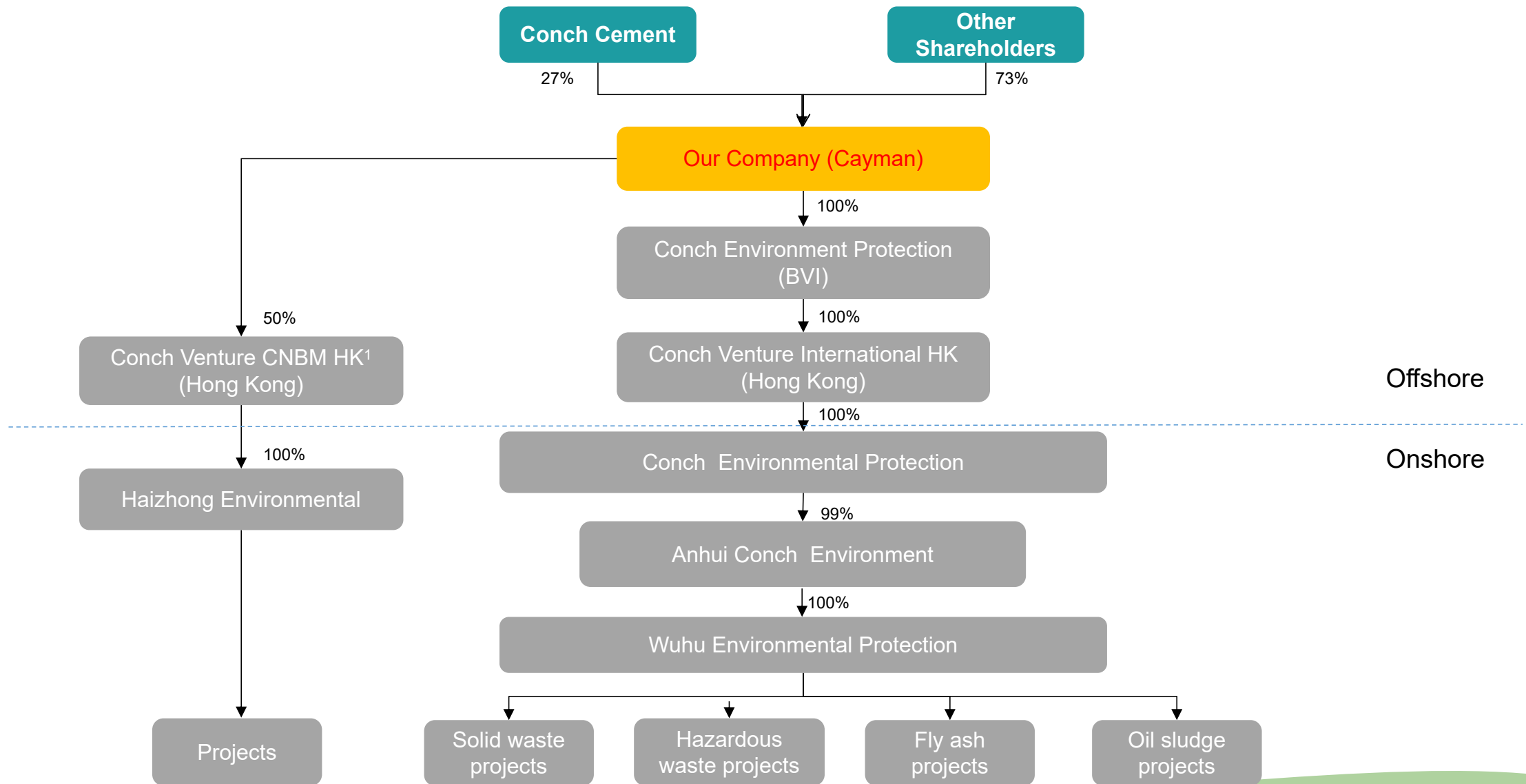


5

Appendix

- Corporate structure
- List of industrial solid waste projects
- List of oil sludge and comprehensive utilization of resources projects
- Major awards
- List of general hazardous waste projects
- List of fly ash projects
- List of other cooperative projects

App1 Corporate structure



Offshore

Onshore

Note: 1. The remaining 50% equity interest in Conch Venture CNBM HK is indirectly held by CNBM.

List of general hazardous waste projects

No.	Construction status	Project location	Treatment capacity	Hazardous waste qualification	Actual/Expected completion date	Way of cooperation
1	In operation	Fuping County, Shaanxi Province	100,000 tonnes/year	100,000 tonnes/year	April 2016	Wholly owned projects
2		Qian County, Shaanxi Province	70,000 tonnes/year	63,600 tonnes/year	April 2017	
3		Wuhu City, Anhui Province	2×100,000 tonnes/year	130,000 tonnes/year (2 phases)	December 2017	
4		Yiyang County, Jiangxi Province	2×100,000 tonnes/year	170,000 tonnes/year (2 phases)	May 2018	
5		Xingye County, Guangxi Province	2×100,000 tonnes/year	161,500 tonnes/year (2 phases)	August 2018	
6		Suzhou City, Anhui Province	2×100,000 tonnes/year	125,000 tonnes/year (2 phases)	August 2018	
7		Qianyang County, Shaanxi Province	100,000 tonnes/year	100,000 tonnes/year	October 2018	
8		Zhong County, Chongqing City	2×100,000 tonnes/year	95,200 tonnes/year (2 phases)	June 2019	
9		Tongchuan City, Shaanxi Province	100,000 tonnes/year	81,500 tonnes/year	August 2019	
10		Wenshan City, Yunnan Province	100,000 tonnes/year	66,000 tonnes/year	August 2019	
11		Qingzhen City, Guizhou Province	100,000 tonnes/year	100,000 tonnes/year	September 2019	85% held by the Group
12		Sishui County, Shandong Province	100,000 tonnes/year	100,000 tonnes/year	January 2020	Wholly owned projects
13		Qiyang County, Hunan Province	100,000 tonnes/year	69,500 tonnes/year	January 2020	
14		Yangchun City, Guangdong Province	100,000 tonnes/year	65,300 tonnes/year	August 2020	
15		Linxiang City, Hunan Province	100,000 tonnes/year	88,500 tonnes/year	January 2021	70% held by the Group
16		Long'an County, Guangxi Province	100,000 tonnes/year	70,000 tonnes/year	March 2021	Wholly owned projects
17		Ningguo City, Anhui Province	100,000 tonnes/year	70,000 tonnes/year	January 2022	
18		Pingliang City, Gansu Province	130,000 tonnes/year	60,000 tonnes/year	June 2022	
		Sub-total	2,300,000 tonnes/year	1,716,100 tonnes/year		
19	Under construction	Shaoguan City, Guangdong Province	200,000 tonnes/year	/	March 2023	51% held by the Group
20		Qingyuan City, Guangdong Province	100,000 tonnes/year		August 2023	54.9% held by the Group
		Sub-total	300,000 tonnes/year			
		Total	2,600,000 tonnes/year	1,716,100 tonnes/year		

List of industrial solid waste projects

No.	Construction status	Project location	Treatment capacity	Actual/Expected completion date	Way of cooperation
1	In operation	Huaining County, Anhui Province	70,000 tonnes/year	September 2017	Wholly owned projects
2		Mian County, Shaanxi Province	16,500 tonnes/year	October 2017	
3		Huaibei City, Anhui Province	2×66,000 tonnes/year	December 2017	
4		Liangping , Chongqing City	75,000 tonnes/year	September 2019	
5		Guangyuan City, Sichuan Province	70,000 tonnes/year	January 2020	
6		Fanchang District, Anhui Province	210,000 tonnes/year	July 2020	
7		Chizhou City, Anhui Province	100,000 tonnes/year	November 2020	
8		Yiyang City, Hunan Province	66,200 tonnes/year	January 2021	
9		Quanjiao County, Anhui Province	60,000 tonnes/year	July 2021	
10		Zongyang County, Anhui Province	100,000 tonnes/year	July 2021	
11		Xinhua County, Hunan Province	66,000 tonnes/year	January 2022	
Sub-total			965,700 tonnes/year		
12	Under construction	Chaohu City, Anhui Province	200,000 tonnes/year	January 2023	
13		Wuhu City, Anhui Province (sludge drying)	132,000 tonnes/year	February 2023	
Sub-total			332,000 tonnes/year		
Total			1,297,700 tonnes/year		

No.	Construction status	Project location	Treatment capacity	Hazardous waste qualification	Actual/Expected completion date	Way of cooperation
1	In operation	Wuhu City, Anhui Province	100,000 tonnes/year	100,000 tonnes/year	December 2020	
2		Yiyang City, Hunan Province	49,500 tonnes/year	49,500 tonnes/year	March 2022	
3		Yiyang County, Jiangxi Province	100,000 tonnes/year	100,000 tonnes/year	March 2022	
Sub-total			249,500 tonnes/year	249,500 tonnes/year		
4	Under construction	Quanjiao County, Anhui Province	50,000 tonnes/year		April 2023	100% held by Haihua
5		Qian County, Shaanxi Province	100,000 tonnes/year		July 2023	
Sub-total			150,000 tonnes/year			
Total			399,500 tonnes/year	249,500 tonnes/year		

App5 List of oil sludge and comprehensive utilization of resources projects

No.	Construction status	Project type	Project location	Treatment capacity	Hazardous waste qualification	Actual/Expected completion date	Way of cooperation
1	In operation	Oil sludge treatment	Yulin City, Shaanxi Province (phase 1)	100,000 tonnes/year	100,000 tonnes/year	May 2020 (Acquisition)	92% held by the Group
2			Binzhou City, Shandong Province	100,000 tonnes/year	100,000 tonnes/year	May 2021 (Acquisition)	70% held by the Group
3			Dongying City, Shandong Province (phase 1)	80,000 tonnes/year	80,000 tonnes/year	January 2022	70% held by the Group
4		Dry distillation	Wuhu City, Anhui Province	16,500 tonnes/year	16,500 tonnes/year	January 2021	100% held by the Group
5		Comprehensive utilization of resources	Ninghai City, Zhejiang Province	100,000 tonnes/year	100,000 tonnes/year	May 2021	70% held by the Group
		Sub-total		396,500 tonnes/year	396,500 tonnes/year		
6	Under construction	Oil sludge treatment	Yulin City, Shaanxi Province (phase 2)	100,000 tonnes/year	/	February 2023	92% held by the Group
7		Oil sludge treatment+incineration	Jinzhou City, Liaoning Province	Oil sludge treatment: 20,000 tonnes/year Incineration: 42,000 tonnes/year		May 2023	80% held by the Group
8		Oil sludge treatment	Dongying City, Shandong Province (phase 2)	80,000 tonnes/year		September 2023	70% held by the Group
9			Qingyang City, Gansu Province	80,000 tonnes/year		January 2024	80% held by the Group
		Sub-total		322,000 tonnes/year			
		Total		718,500 tonnes/year	396,500 tonnes/year		

List of other cooperative projects

No.	Construction status	Partner	Project type	Project location	Treatment capacity	Hazardous waste qualification	Actual/Expected completion date	Way of cooperation	
1	In operation	South Cement	General hazardous waste	Sanming, Fujian Province	100,000 tonnes/year	40,500 tonnes/year	August 2019	100% held by Haizhong	
2				Yixing, Jiangsu Province	100,000 tonnes/year	100,000 tonnes/year	December 2019	35% held by Haizhong	
3				Chongzuo, Guangxi Province	100,000 tonnes/year	85,000 tonnes/year	March 2021	100% held by Haizhong	
4				Guilin, Guangxi Province	100,000 tonnes/year	60,000 tonnes/year	July 2021	100% held by Haizhong	
5				Fuyang, Zhejiang Province	200,000 tonnes/year	90,000 tonnes/year	June 2022	65% held by Haizhong	
6				Fuzhou, Jiangxi Province	100,000 tonnes/year	75,000 tonnes/year	October 2022	29.4% held by Haizhong	
7				Luoyang, Henan Province	100,000 tonnes/year	72,000 tonnes/year	December 2020	100% held by Haizhong	
8		China United Cement	General hazardous waste	Jiyuan, Henan Province	100,000 tonnes/year	50,000 tonnes/year	December 2020	100% held by Haizhong	
9				Dezhou, Shandong Province	100,000 tonnes/year	75,000 tonnes/year	December 2020	89% held by Haizhong	
10				Tai' an, Shandong Province	100,000 tonnes/year	100,000 tonnes/year	December 2020	51% held by Haizhong	
11				Industrial solid waste	Baoding, Hebei Province	100,000 tonnes/year	/	March 2021	51% held by Haizhong
12				General hazardous waste	Dengfeng, Henan Province	100,000 tonnes/year	80,000 tonnes/year	July 2021	100% held by Haizhong
13				Nanjing, Jiangsu Province	100,000 tonnes/year	94,600 tonnes/year	January 2022	100% held by Haizhong	
14				Industrial solid waste	Xin' an, Henan Province	50,000 tonnes/year	/	June 2022	100% held by Haizhong
15		Qilianshan Cement	General hazardous waste	Jiayuguan, Gansu Province	100,000 tonnes/year	100,000 tonnes/year	June 2022	100% held by Haizhong	
16		Mengxi Cement	General hazardous waste	Hulunbuir, Inner Mongolia	50,000 tonnes/year	35,000 tonnes/year	June 2022	65% held by the Group	
17				Arong Qi, Inner Mongolia	100,000 tonnes/year	85,000 tonnes/year	June 2022	65% held by the Group	
Sub-total					1,700,000 tonnes/year	1,142,100 tonnes/year			
18	Under construction	Sinoma Cement	General hazardous waste	Yunfu, Guangdong Province	100,000 tonnes/year	/	May 2023	100% held by Haizhong	
Sub-total					100,000 tonnes/year				
Total					1,800,000 tonnes/year	1,142,100 tonnes/year			

App **List of projects**

As of the end of 2022, the treatment capacity of the Group's projects in operation and under construction was approximately **6,815,700** tonnes/year. Details are as follows:

Unit: '000 tonnes/year

Category	General hazardous waste			Fly ash			Oil sludge			Industrial solid waste		Comprehensive utilization of resources	
	In operation	Under construction	Hazardous waste qualification	In operation	Under construction	Hazardous waste qualification	In operation	Under construction	Hazardous waste qualification	In operation	Under construction	In operation	Hazardous waste qualification
Scale	3,866.5	400	2,874.7	249.5	150	249.5	280	322	280	1,115.7	332	100	100



In June 2022, Wuhu Environmental won the title of "Ten Best Environmental Protection Facilities Open to the Public in 2022".



In June 2022, Chongqing Environmental was named among the fourth batch of National Environmental Protection Facilities Open to the Public and Chongqing Ecological Civilization Education Base.



In August 2022, Qianyang Environmental was rated as an excellent environmental protection facility open to the public by the Shaanxi Provincial Department of Ecology and Environment



In August 2022, Wuhu Conch Venture Logistics Co., Ltd. won the title of National 3A Logistics Enterprise.



In December 2022, Conch Environment won the 20th China Financial Annual Champion Award - Annual Overseas Pioneer Enterprise.





THANKS

Environmental Protection / Energy Saving and Emission Reduction / Zero Waste City /
Ecological Environment / Green and Low Carbon