

(於開曼群島註冊成立之有限公司) (incorporated in the Cayman Islands with limited liability)

股份代號 Stock Code:1313

## **Results Presentation First Quarter 2018**

## Building for the Future 潤心:創末來

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## **Company Profile**



### **Subsidiary of CR Group**

 One of 7 strategic business units of China Resources Group (holding 73.35% of issued shares)

### **Green Initiatives**

- Energy saving: Residual heat recovery generators
- Emission reduction:

Denitration, Desulphurization & Dust collection system

 Municipal Waste, Urban Sludge & Hazardous Waste Coprocessing projects

### **Market Position**

 The largest cement, clinker & concrete producer in Southern China



Differentiated competitive edge

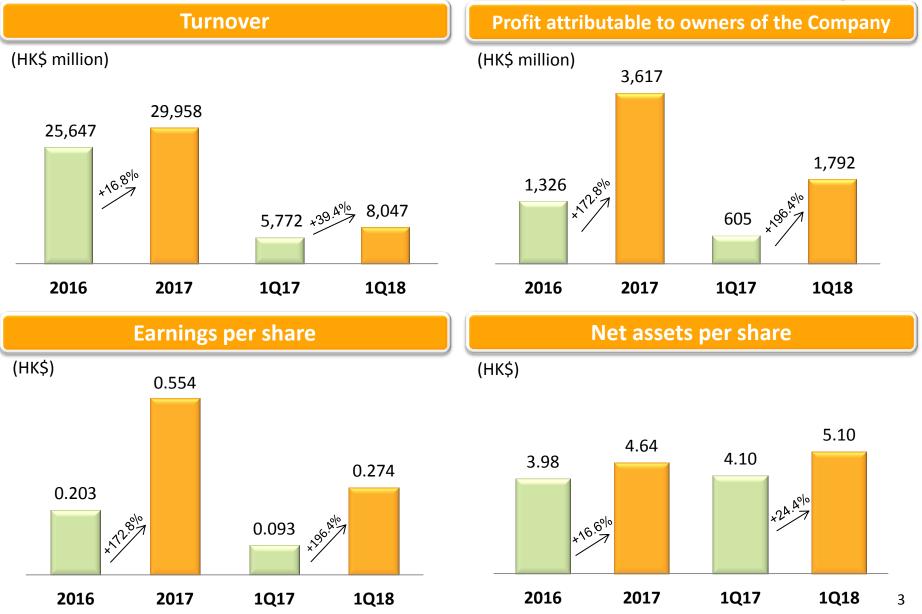
### **Development Strategy**

- Lowest total cost
- Leading position in regional market

Innovation-driven development

## **Financial Performance**







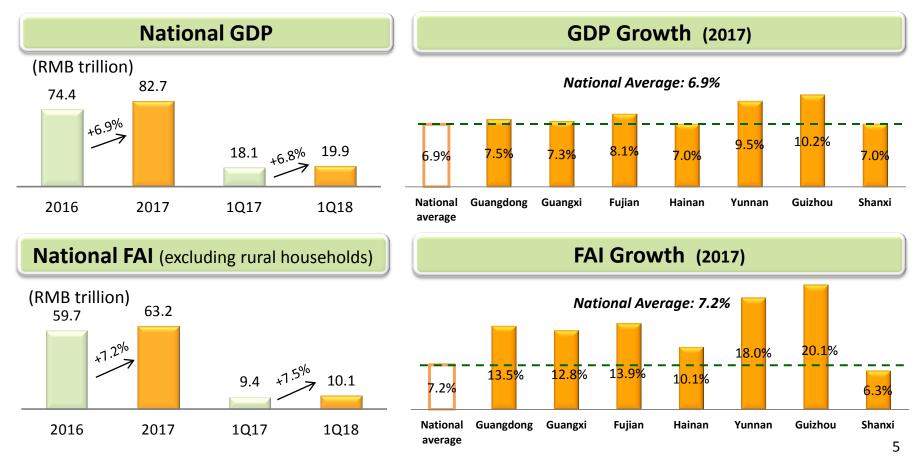
## **Industry Overview**



## **Economic Growth**



- The Chinese government persistently sought progress amidst stability by <u>strengthening supply</u>side structural reform.
- Stable and healthy development of the national economy was maintained and the economic structure was continuously optimized through promoting various works for steady growth, reform initiation, structure adjustment, benefits to people's livelihood as well as risk prevention.



Sources: National Bureaus of Statistics of China

## **Cement Demand Drivers**





### Infrastructure

	1Q18	ΥοΥ	2017 YoY
National Infrastructure Investments*	RMB 2.1 trillion	+13.0%	+19.0%
National Railways FAI	RMB 92.0 billion	-4.7%	-0.1%
National Highways FAI	RMB 341.3 billion	+11.7%	+17.7%

\*Note: Excluding the production and supply of electricity, heat, gas and water.

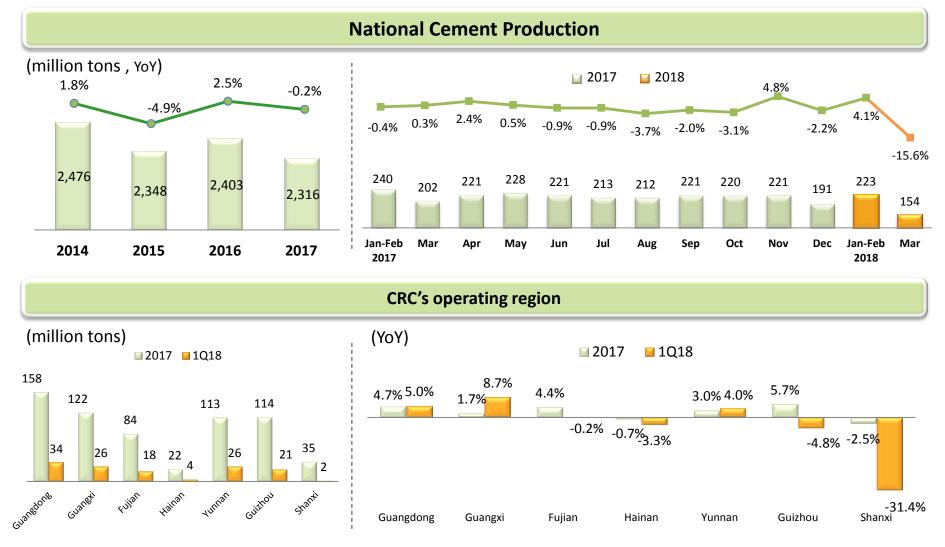
	1Q18	ΥοΥ	2017 YoY
Real estate investment	RMB 2.1 trillion	+10.4%	+7.0%
Sales of commodity housing	RMB 2.6 trillion	+10.4%	+13.7%
Floor space of commodity housing sold (m <sup>2</sup> )	300.9 million	+3.6%	+7.7%
Floor space of houses newly started construction (m <sup>2</sup> )	346.2 million	+9.7%	+7.0%
Floor space of houses completed (m <sup>2</sup> )	207.1 million	-10.1%	-4.4%
Land area purchased by real estate developers (m <sup>2</sup> )	38.0 million	+0.5%	+15.8%
Floor space under construction by real estate developers (m <sup>2</sup> )	6,465.6 million	+1.5%	+3.0%



## **Cement Production**



In 1Q18, China's cement production was 376.4 million tons<sup>\*</sup>, -4.5% YoY

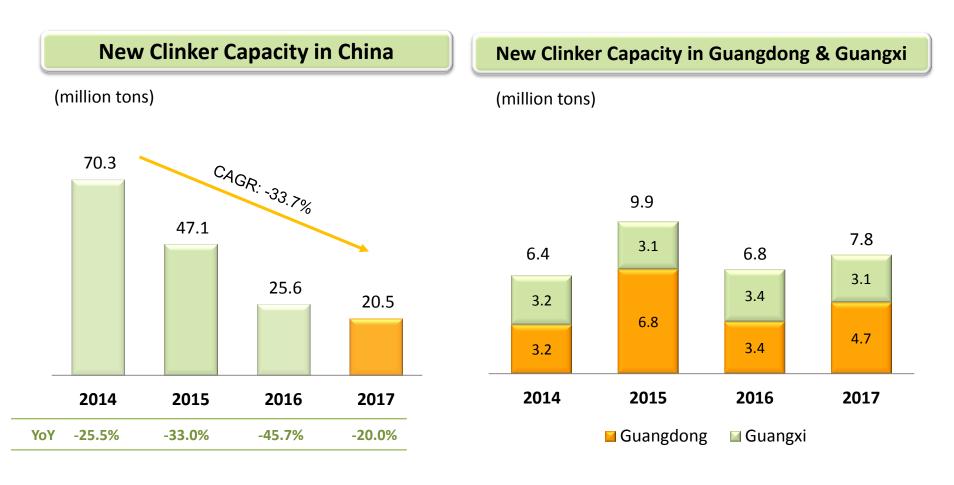


\*Note: Statistics only include enterprises with annual turnover above RMB20 million. Source: National Bureau of Statistics of China

## **Cement Supply**



In 2017, there were 13 new clinker production lines with 20.5 million capacity completed construction in China. It has been decreasing for five consecutive years.



## **Industry Policy**



The Chinese government actively initiated pollution prevention, strengthened inspections on energy saving, emission reduction and production safety, and further perfected laws and regulations of the cement industry. The stringent law enforcement has been conducive to the elimination of obsolete capacity from the market.

Supply-side Reform	<ul> <li>Tightening implementation measures for production capacity replacement in the cement industry</li> </ul>
	<ul> <li>Multi-tiered electricity tariffs policy</li> </ul>
	<ul> <li>Modification of cement product standards</li> </ul>
Environmental Protection	<ul> <li>"Notice Regarding Commencement of the Off-Peak Production in Some Industries of "2+26" Cities (2017-2018 Autumn-Winter)"</li> <li>Nationwide Central Environmental Protection Inspections</li> <li>Nationwide Special Campaign on Law Enforcement of Production Safety and Occupational Health for cement enterprises</li> </ul>
	✓ Environmental Protection Tax Law
Green	<ul> <li>Guideline (Trial) on Review of Business License for Hazardous Waste Co-Processing by Use of Cement Kilns</li> </ul>
Development	<ul> <li>The proportion of co-processing production lines by use of cement kilns shall increase to 15% by quantity by 2020.</li> </ul>
	<ul> <li>Green Factory - To promote clean, efficient, low-carbon and circular manufacture &amp; operation system in cement industry</li> </ul>
	✓ VAT refund - Government incentive for recycling of industrial wastes in cement industry



## **Financial Highlights**



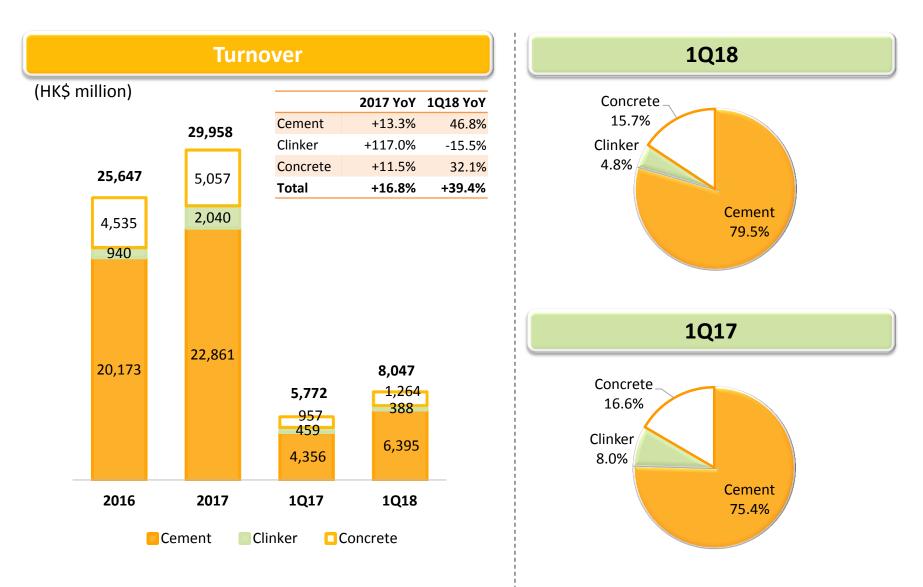
## **1Q18 Results Summary**



(HK\$ million)	1Q17	1Q18	YoY
Turnover	5,771.7	8,046.7	+39.4%
Gross profit	1,677.7	2,934.4	+74.9%
Gross margin (%)	29.1%	36.5%	+7.4ppt
Exchange gain	37.7	95.1	+152.3%
Finance costs	(145.1)	(170.1)	+17.2%
Profit attributable to owners of the Company	604.5	1,791.7	+196.4%
Basic earnings per share (HK\$)	0.093	0.274	+196.4%

## Turnover





## **Sales volume**

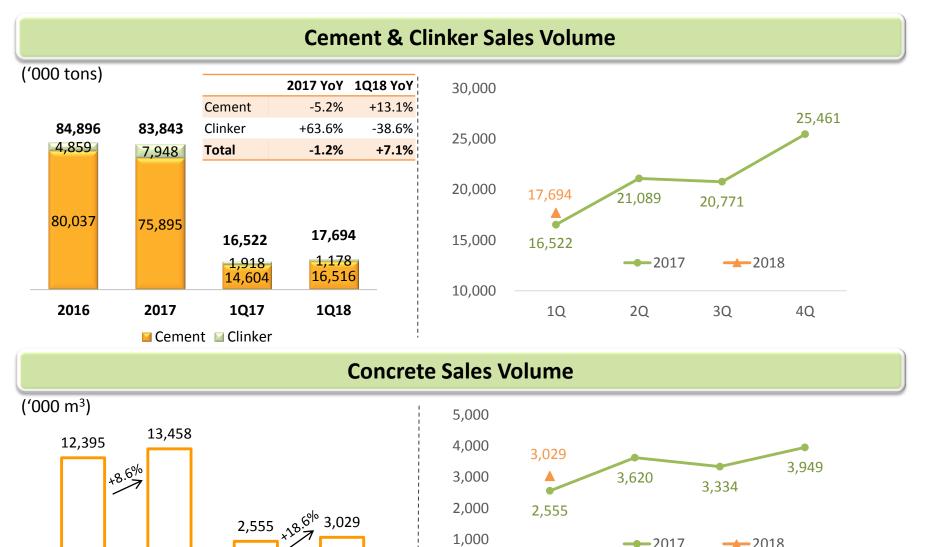
2016

2017

1Q17

1Q18





1,000

0

1Q

2Q

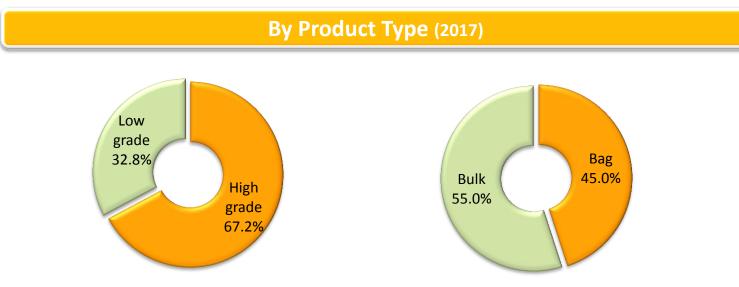
4Q

3Q

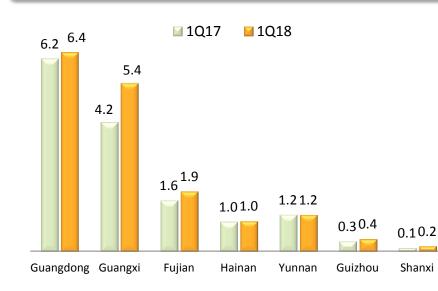
## **Breakdown of Cement Sales Volume**



華潤水泥控股有限公司 China Resources Cement Holdings Limited



By Region (1Q18)



	% of total cement sales volume
Guangdong	38.8%
Guangxi	32.8%
Fujian	11.7%
Hainan	6.0%
Yunnan	7.2%
Guizhou	2.5%
Shanxi	1.0%
Total	100%

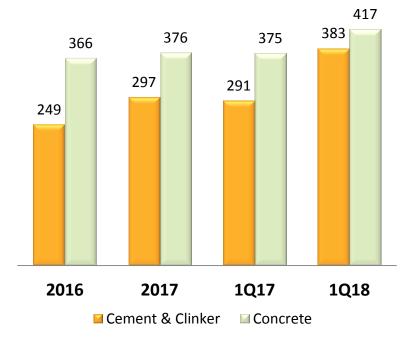
## **Average Selling Price**



### **Average Selling Price**

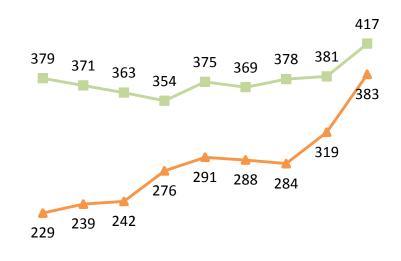
(HK\$ per ton/m<sup>3</sup>)

	2017 YoY	1Q18 YoY
Cement & Clinker	+19.3%	+31.5%
Concrete	+2.7%	+11.4%



### ASP by Quarter

### (HK\$ per ton)



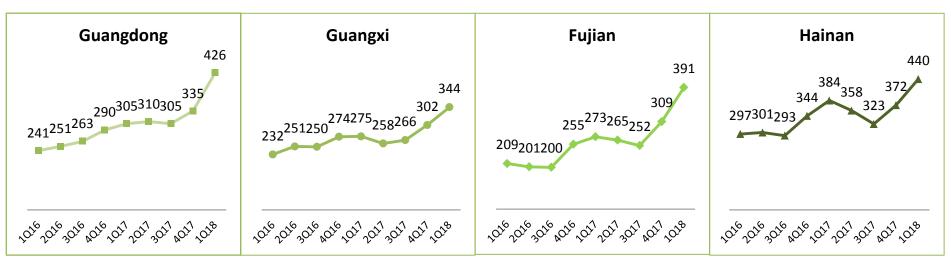
#### 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17 1Q18

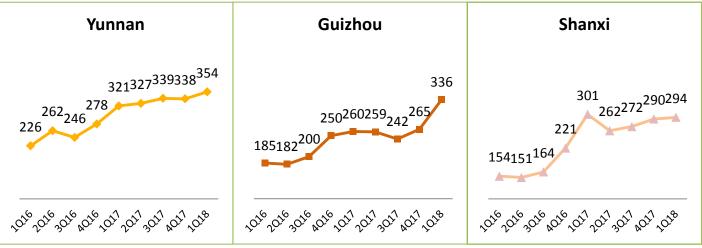
----Cement & Clinker ----Concrete

## **Cement Selling Price by Region**



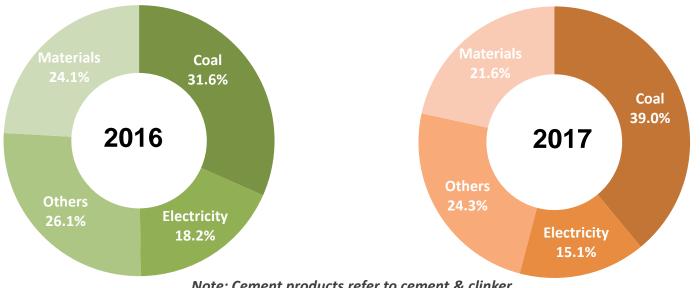
### (HK\$ per ton)





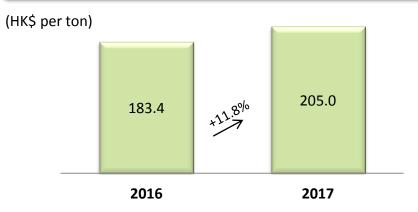
## **Cost Structure of Cement Products**





Note: Cement products refer to cement & clinker

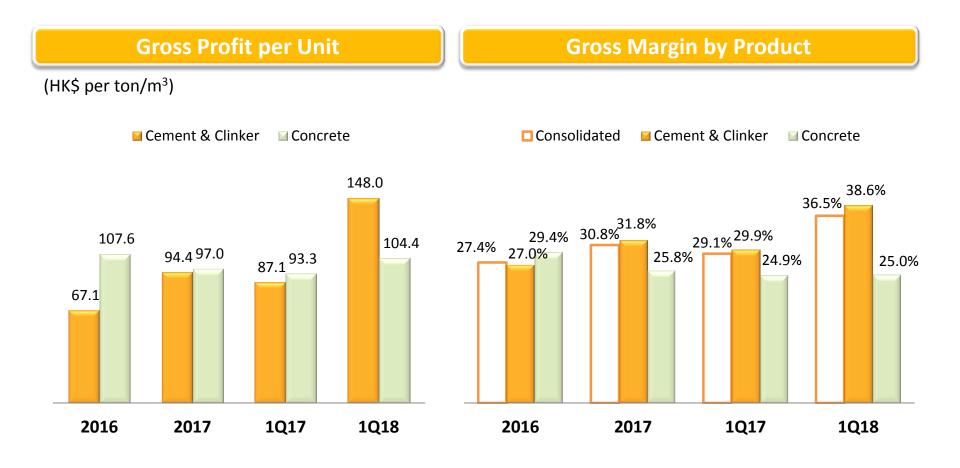
**Unit Cost** 



(HK\$ per ton)	2016	2017	ΥοΥ
Coal	57.9	80.0	+38.2%
Electricity	33.4	31.0	-7.2%
Materials	44.1	44.3	+0.5%
Others	48.0	49.7	+3.5%
Total	183.4	205.0	+11.8%

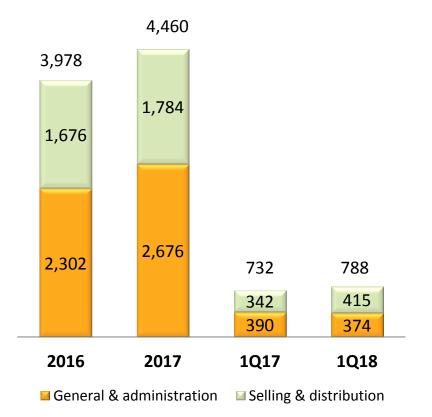
## **Gross Profit & Margin**





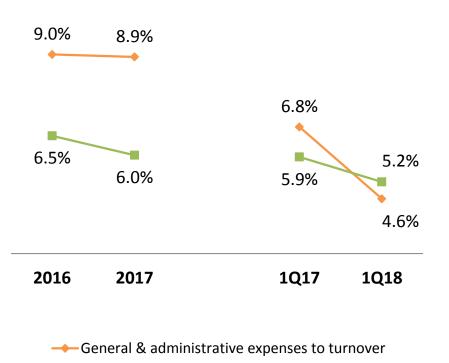
# Selling, General & Administrative Expenses





	2017 YoY	1Q18 YoY
General & administration	+16.3%	-4.2%
Selling & distribution	+6.4%	+21.4%
Total	+12.1%	+7.7%

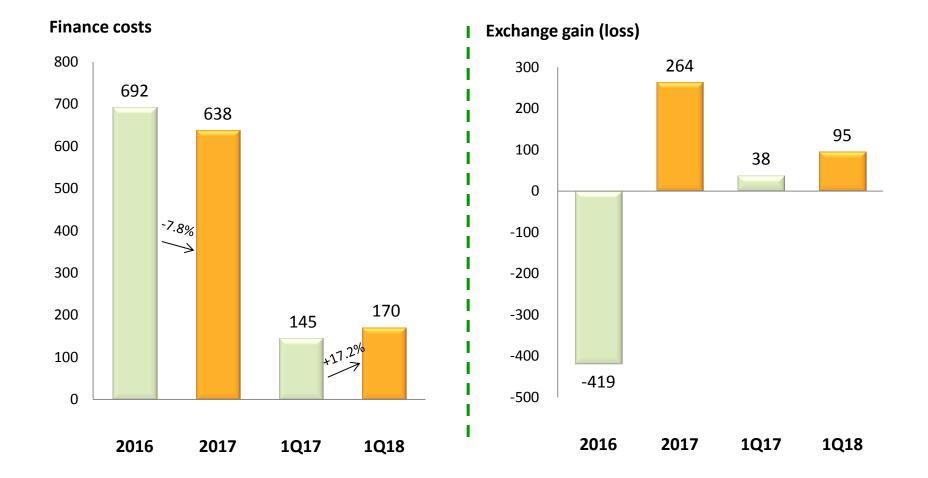




## Finance Costs & Exchange Gain (Loss)



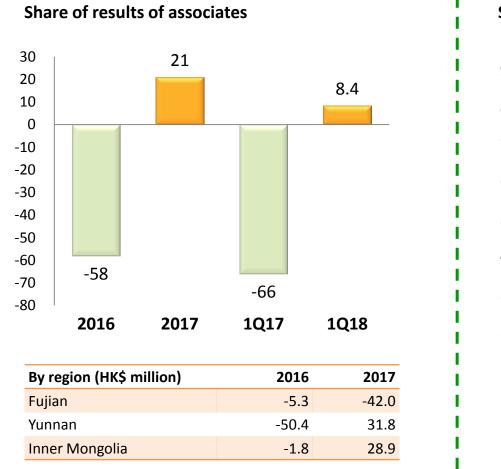
### (HK\$ million)



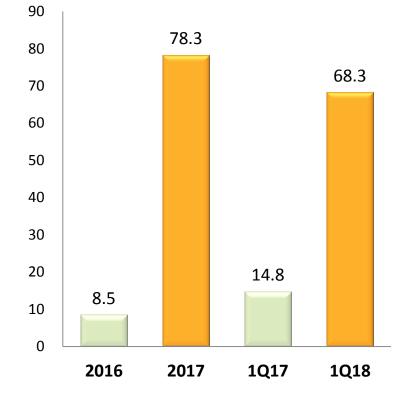
## Share of results of Associates & JVs



### (HK\$ million)



### Share of results of joint ventures



#### Notes:

- 1. Our Equity Stakes in Associates: 49.0% in Fujian Building Material (Holdings) Company; 40.6% in Inner Mongolia Mengxi Cement; 50.0% in Yunnan Cement & Building Materials Group.
- 2. Our Joint Ventures are principally operating in Guangzhou.

## Taxation



	1Q17	1Q18	ΥοΥ
Taxation (HK\$ million)	254.2	576.4	+126.8%
Effective tax rate	29.7%	26.5%	-3.2 ppt

Note: Effective tax rate excludes the effects of the results of associates and joint ventures and the exchange gain.

## **Financial Position**



(HK\$ million)	31 Dec 2017	31 Mar 2018	Change
Cash and bank balances	5,384.1	4,250.9	-21.0%
Total assets	56,526.6	58,514.2	+3.5%
Net borrowings	11,707.3	12,533.4	+7.1%
Net assets per share (HK\$)	4.64	5.10	+9.9%

Notes:

- 1. Net borrowings equal to total bank borrowings and unsecured medium term notes less cash and bank balances and pledged bank deposits.
- 2. Net assets per share is calculated by dividing equity attributable to owners of the Company by the number of issued shares at the end of the period.

## **Cash Flow**

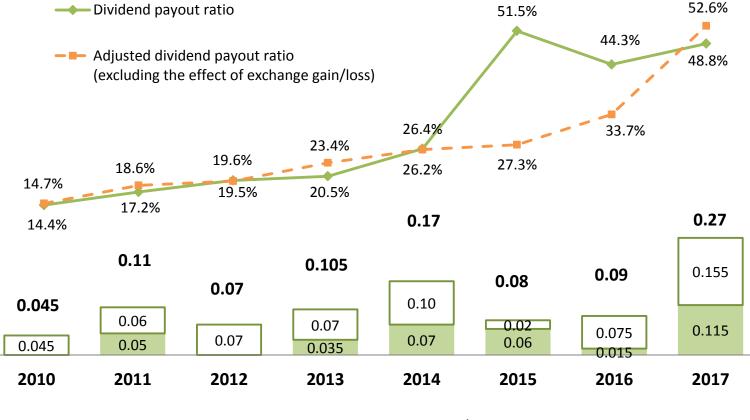


(HK\$ million)	31 Dec 2016	31 Dec 2017	Change
Net cash generated from operating activities	4,111.7	6,612.9	+60.8%
Net cash used in investing activities	(1,671.3)	(1,888.2)	+13.0%
Net cash used in financing activities	(1,034.6)	(2,791.5)	+169.8%
Net increase in cash and cash equivalents for the year	1,405.8	1,933.2	+37.5%
Cash and cash equivalent at end of the year	3,158.7	5,384.1	+70.5%

- Total payment for capital expenditure of the Group in 2017 was HK\$1,396 million.
- Expected capital expenditures are approximately HK\$1,161 million and HK\$824 million in 2018 and 2019 respectively.

### **Dividend Payout** (HK\$)





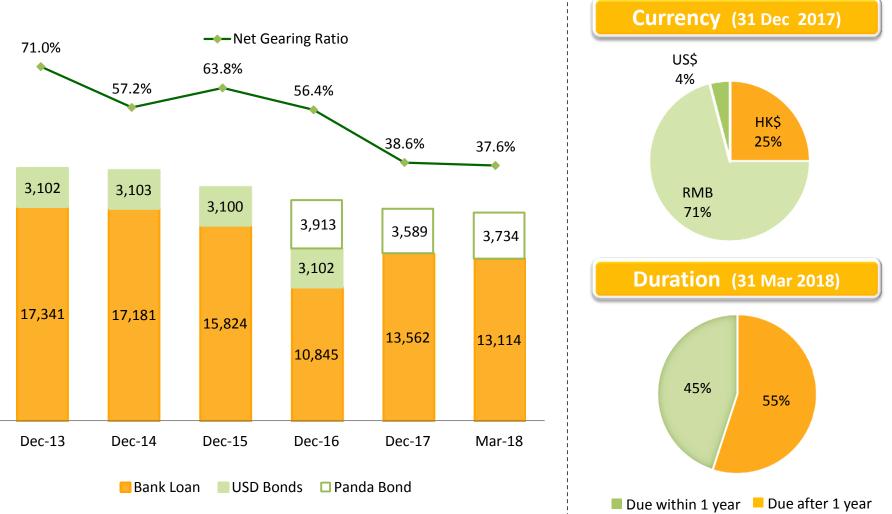
Interim

🗖 Final

## Debt Structure

(HK\$ million)

ᡬ 華潤水泥控股有限公司 China Resources Cement Holdings Limited



#### Notes:

**1**. Net gearing ratio is calculated by dividing net borrowings by equity attributable to owners of the Company.

2. Panda bond encompasses commercial paper and medium term notes. The commercial paper was fully

repaid in Sep 2017 and the medium term notes will expire in Sep 2021.



## **Operational Review**



## **Major development**



### New production capacity

Completed the construction of 1 clinker production line with annual production capacity of approximately **1.6** million tons and 2 cement grinding lines with total annual production capacity of **2.0** million tons at **Hepu County, Guangxi** 

### **Co-Processing Projects**

#### In operation:

- The municipal waste co-processing project in Binyang County, Guangxi (daily processing capacity: 300 tons)
- The urban sludge co-processing project in Nanning City, Guangxi (daily processing capacity: 300 tons)

### **Completion of construction:**

> The hazardous waste co-processing project in Changjiang County, Hainan

(daily processing capacity: 100 tons)

### **Under construction:**

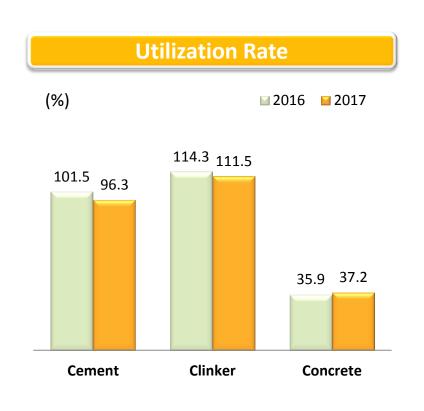
The municipal waste co-processing projects in Tianyang County, Guangxi and Midu County, Yunnan with respective daily processing capacities of 500 tons and 300 tons are expected to be completed in 1H 2018

## **Production Capacity**



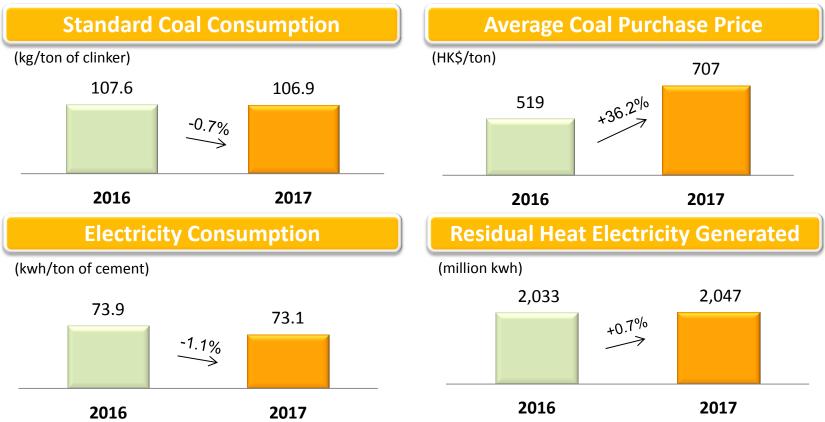
- As at 31 Dec 2017, the Group had 95 cement grinding lines and 45 clinker production lines in operation, with annual production capacity of 83.3 million tons of cement and 61.3 million tons of clinker respectively. It also owned 60 concrete batching plants with annual production capacity of 36.5 million m<sup>3</sup> of concrete.
- The respective annual production capacities attributable to the Company according to equity interests in associates and joint ventures were 19.4 million tons of cement, 12.7 million tons of clinker and 4.4 million m<sup>3</sup> of concrete.





## **Energy Consumption**





**Coal cost:** Average coal cost per ton of clinker increased by 37.3% to HK\$104.1

#### **Electricity cost:**

- The reduced electricity consumption resulted in a cost saving of approximately HK\$36.8 million
- Residual heat recovery generators **32.6%** of required electricity consumption, representing a cost saving of approx. HK\$1,013.0 million
- Direct power supply agreements and price bidding arrangements 54.7% of the total electricity consumption for the production of cement products, representing a cost saving of HK\$153.7 million

## **Cost control**





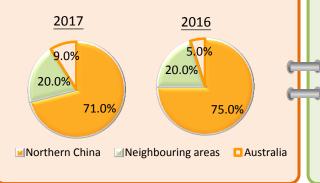




### Procurement Management

### **Coal Procurement**

- The Group purchased 10.1 million tons of coal, +1.8% YoY in 2017
- The proportion of direct procurement from coal producers: 77%
- 71%, 20% and 9% sourced from northern China, neighbouring areas of our production plants and Australia



### Operational Management

Benchmarking the performance indicators of production and operation

### Lean management

- Energy saving and technological reform for key projects and implementation of lean management for waste reduction, cost minimization and efficiency improvement
- 17 lean improvement projects in 2017

### Logistics Management

### Shipping and silo capacity:

- As of Dec 2017, the Group's annual shipping capacity along Xijiang River was 33.4 million tons
- The Group controlled the operations of 43 silo terminals with annual capacity of approximately 30.0 million tons, mainly located in Pearl River Delta Region of Guangdong

### **Logistics informatisation**

- "Smart Card" system to facilitate the automation and intelligentization of product delivery and improve the quality of customer service
- Mobile application for placing sales orders had been launching in all the operating regions of the Group

## **Sustainable Development**







### Production Safety

### **Production safety standardization**

- Currently, 25 cement production plants have passed the first-class safety standard assessment
- The Group has 205 specialized safety management personnel, including 44 registered safety engineers

### Safety inspection

Covering mines, transportation and hazardous chemicals etc. at cement production plants

### Safety training

- Trainings covering production, mine and transportation topics
- Emergency drills

### Environmental Protection

### **Energy saving & emission reduction**

- Denitration and Bag Filter Systems have been installed at all our clinker production lines
- Our emission levels of NOx, particulate matters and SO<sub>2</sub> are in compliance with the national emission standard, which places the Group at at a leading position in the industry

### **Green Factory**

Our cement production plants in Tianyang County, Nanning City of Guangxi, and Heqing County of Yunnan were listed as "Green Factories" approved by MIIT.

## Innovation





### **New Products and Technology**

- > Cement for marine engineering, pervious concrete and professional renovation cement
- R&D and production of low-calcium clinker, R&D of concrete additives, feature analysis on coal and heat-resistant concrete
- In April 2017, the Group launched a new cement product branded "Wang Pai Gong Jiang", renovation cement targeting urban and rural consumers for the domestic renovation market in Guangdong and Guangxi.

### **R&D** Capability

- > The laboratory of the Group's Research and Development Centre had 32 R&D personnel.
- As of the end of 2017, the Group held 110 patent licenses, including 15 inventions and 95 utility models.

### **All-staff innovation**

Competitions and platforms



## **Outlook & Prospects**



## **Macroeconomic Outlook**

2018



2018 is the critical year in transition between the first and second halves of the "Thirteenth Five-Year" Plan in China. The Chinese government will promote development of high quality and intensify supply-side structural reform.

By 2020, the Chinese government will focus on preventing and resolving substantial risks, achieving targeted poverty alleviation and strengthening pollution prevention, thus fostering a sustainable and healthy development of the economy and the society.

According to the Report on the Work of the Chinese government, the targeted GDP growth in 2018 is approximately 6.5%.

### **Demand Drivers**



Infrastructure

Real

Estate

Rural

Market

#### Transportation Investments:

- **RMB15 trillion** in 13<sup>th</sup> Five-Year period, +20% vs 12<sup>th</sup> Five-Year Plan
  - ✓ Railways: RMB3.5 trillion
  - ✓ Highways: RMB7.8 trillion
  - ✓ Waterways: RMB0.5 trillion

Source: The Ministry of Transport of China

New 3-year Renovation Plan in shanty town areas: 5.8 million units will start construction in 2018.

- Public-rental Housing
- Differentiated Regulation
- Rural Revitalization Strategy: The Chinese government will improve the infrastructure for supplying water and power, information, etc. and build or upgrade 200,000 km of rural roads in 2018.
- New Urbanization: A further 13 million people will be registered as permanent urban residents in 2018.
- As of end 2017, the urbanization rate reached 58.5%. By 2020, the urbanization rate aims to reach 60%.

### **Greater Bay Area**



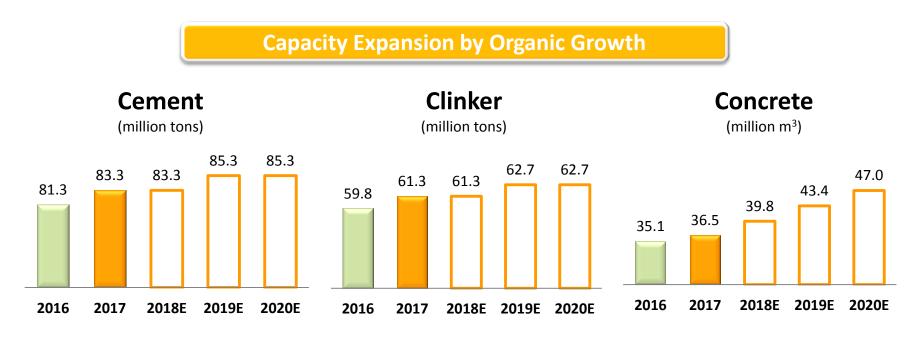
- > The Chinese government is supportive of the construction in the Guangdong-Hong Kong-Macau Greater Bay Area
- "Comprehensive Development Plan for Coastal Economic Belt in Guangdong Province (2017-2030)" issued by Guangdong government:
- The Plan proposes to invest approximately RMB3.5 trillion in total in zoning <u>the coastal economic belt</u> as an important development region of the Guangdong-Hong Kong-Macau Greater Bay Area for the construction of an efficient and accessible composite <u>transportation network</u>, with a view to fostering <u>indepth economic co-operation</u> with Hong Kong and Macau and jointly creating a world-class city cluster.
- The construction in the Bay Area will raise the competitiveness of the Pan Pearl River Delta Region, radiating to the neighbouring provinces such as Guangxi and Hainan.



### **Strategies and Prospects**



- During the "Thirteenth Five-Year" period, the Group will continue to strive for the lowest total cost with a leading market position.
- The Group will proactively fulfil corporate social responsibility and promote waste coprocessing projects by use of cement kilns. In addition, the Group will strengthen brand building and enhance the capability in R&D of products, technologies and materials in order to drive for further development with innovation and create competitive advantage by differentiation.





# Appendix







To become a respected world-class cement company

### **CR Cement Development Strategy**



	Control of Resources	<ul> <li>The top priority of enter into a regional market is getting control of quality limestone reserves with following criteria:</li> <li>Abundant reserve for at least 30 years of cement production</li> <li>Good quality with 50% or above CaO content</li> <li>Low disposal ratio and in convenient location</li> </ul>					
Business – Model	Conversion of Resources	<ul> <li>Efficient and environmental production facilities with standard operation procedure</li> <li>100% cement production line equipped with residual heat recovery generator and able to consume industrial waste during production</li> </ul>					
	Distribution of Resources	<ul> <li>Establish comprehensive and efficient logistics network including waterway freight (with silo terminal), road freight and transshipment</li> <li>Promote direct sales model and sales channel management to lower distribution expense</li> </ul>					
	Lowest Total Cost	• Be the lowest total cost operator via cost management throughout the whole industry chain, i.e. control, conversion and distribution of resources, to maintain our sustainable competitiveness in regional market					
Competitive Strategy	Leading in Regional Market	•Target for a minimum 25% market share with strong pricing power in regional cement market					
	Innovation Driven Development	•Boost innovative development in products, materials and technology					

### **Production Capacity Map**



#### 運營中設有水泥粉磨線及熟料生產線的生產基地

The production plants with cement grinding lines and clinker production lines in operation

				0						
		樽慶 Heqing 南寧 Nanning 武宣 Wuxuan 奮川 Fuchuan 藤定 Luoding		彌波 Midu 上思 Shangsi 合浦 Hepu 昌江 Changjiang 陽茶 Yangchun	3 8 9 6 8	金沙 Jinsha 賓陽 Binyang 随川 Luchuan 康江 Lianjiang 恵州 Huizhou	6 9 8 T 2	田陽 Tianyang 貴港 Guigang 平南 Pingnan 封閉 Fengkai 銀岩郡石 Longyan Yanshi		
R/	22 25	曹溪 Caoxi 柳林 Liulin	23 27	永定 Yongding 長治 Changzhi	24	龍岩 Longyan	25	漳平 Zhangping		
$\boldsymbol{\zeta}$	•	在建中設有水泥粉磨線及熱料生產線的生產基地 The production plants with cement grinding lines and clinker production lines under construction								
	4	安順 Anshun								
[		運營中的水泥粉廢線 The cement grinding lines in q	peration							
	1 5	防城港 Fangchenggang 汕頭 Shantou	2 6	五指山 Wuzhishan 泉州 Quanzhou	3 7	湛江 Zhanjiang 連江 Lianjiang	4	東羌 Dongguan		
	*	運營中的混凝土攪拌站 The concrete batching plants in	i operati	an						
	0	聯營公司及合營公司擁有運營中設有熱料生產線的生產基地 The production plants with clinker production lines in operation owned by associates and joint ventures								
	1993	始慶 Diqing 大理 Dali 尾明 Kurming 廣州 Guangzhou 局海 Wuhai 牙克石 Yakeshi	86600	怒江 Nujiang 點涂 Lincang 昭通 Zhaolong 順員 Shunchang 棋盤井 Qipanjing 阿榮旗 Arongqi	30449	保山 Baoshan 普洱 Puer 曲靖 Quijng 永安 Yongan 清水河 Qingshuihe	4 8 19 19 19 19	德宏 Dehong 玉渓 Yuxi 紅河 Honghe 徳化 Dehua 海拉剛 Haitar		



### **CR Cement's Production Capacity**



#### **Controlled by the Group**

(As at 31 Mar 2018)

	Cen	nent	Clir	ıker	Concrete		
Province/AR/SAR	No. of lines	million tons	No. of lines	million tons	No. of plants	million m <sup>3</sup>	
Guangdong	24	22.5	10	14.4	25	15.7	
Guangxi	37	33.2	18	26.5	23	14.0	
Fujian	14	10.1	6	7.0	-	-	
Hainan	5	4.4	3	3.3	5	3.0	
Yunnan	7	5.1	4	3.9	1	0.6	
Guizhou	2	2.0	1	1.6	-	-	
Shanxi	6	6.0	3	4.6	1	0.6	
Zhejiang	-	-	-	-	2	1.1	
Hong Kong	-	-	-	-	3	1.5	
Total	95	83.3	45	61.3	60	36.5	

#### Controlled by associates and joint ventures

	Cen	nent	Clir	nker	Concrete		
Province/AR/SAR	No. of lines	million tons	No. of lines	million tons	No. of plants	million m <sup>3</sup>	
Guangdong	8	4.8	2	3.7	-	-	
Fujian	13	10.8	7	7.9	9	5.4	
Yunnan	37	24.7	18	16.9	1	0.3	
Inner Mongolia	22	17.8	7	10.1	5	1.5	
Hong Kong	-	-	-	-	6	2.3	
Total	80	58.1	34	38.6	21	9.5	
Attributable	-	19.4	-	12.7	-	4.4	



### **Cement Capacity**

(million tons)



## **Capital Expenditure**



(HK\$ million)



### **Financial Summary**



華潤水泥控股有限公司 China Resources Cement Holdings Limited

(HK\$ million)	2017	2016	2015	2014	2013	2012	2011
Turnover	29,958.4	25,647.5	26,778.7	32,668.9	29,340.6	25,345.3	23,240.0
EBITDA	7,433.3	4,881.7	3,837.6	8,285.2	6,698.1	5,235.5	6,633.7
Profit attributable to owners of the Company	3,616.7	1,325.9	1,015.0	4,206.4	3,338.4	2,324.4	4,179.0
Basic earnings per share (HK\$)	0.554	0.203	0.155	0.644	0.512	0.357	0.641
Total Assets	56,526.6	52,156.5	54,216.8	57,537.1	54,179.7	52,159.1	50,579.7
Equity attributable to owners of the Company	30,309.0	26,006.8	26,556.9	28,179.9	24,820.9	21,375.7	19,298.7
Net borrowings	11,707.3	14,667.7	16,945.3	16,112.7	17,618.1	18,641.9	17,625.5
Net assets per share (HK\$)	4.64	3.98	4.07	4.31	3.80	3.28	2.96
(HK\$ million)	2017	2016	2015	2014	2013	2012	2011
Net cash generated from operating activities	6,612.9	4,111.7	4,833.6	6,858.8	5,121.1	4,304.7	5,150.8
Net cash used in investing activities	(1,888.2)	(1,671.3)	(4,641.9)	(4,557.2)	(3,316.9)	(4,499.5)	(13,290.3)
Net cash (used in) generated from financing activities	(2,791.5)	(1,034.6)	(2,245.1)	(971.6)	(2,642.5)	20.2	7,571.2
Cash and cash equivalent at end of the year	5,384.1	3,158.7	1,937.7	4,147.8	2,821.8	3,561.9	3,737.8

Notes:

- 1. Net borrowings equal to total bank borrowings, unsecured bonds, commercial paper and medium term notes less cash and bank balances and pledged bank deposits.
- 2. Net assets per share is calculated by dividing equity attributable to owners of the Company by the number of issued shares 46 at the end of the year.



#### **Investor Relations Contact**

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### **Important Shareholders' Dates**

Events	Dates
Annual General Meeting	11 May 2018
Ex-dividend Date for 2017 Final Dividend	15 May 2018
Payment of 2017 Final Dividend	30 May 2018*
2018 Interim Results Announcement	10 August 2017*
2018 First Three Quarters Results Announcement	19 October 2017*

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