



ANNUAL GENERAL MEETING
31 October 2014

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Business Review



Business Review – HanKore’s Portfolio of Water Plants



- 1 Xianyang Dongjiao
Contracted capacity: 370,000 tons
- 2 Sanmenxia Industrial Park
Contracted capacity: 450,000 tons
- 3 Beijing Daxing Tiantanghe
Contracted capacity: 80,000 tons
- 4 Binzhou Economic Development Zone
Contracted capacity: 70,000 tons
- 5 Liangyungang Dapu and Xugou
Contracted capacity: 180,000 tons
- 6 Nanjing Pukou and Liuhe
Contracted capacity: 120,000 tons
- 7 Suzhou Wuzhong
Contracted capacity: 150,000 tons
- 8 Yangzhou Jiangdu
Contracted capacity: 50,000 tons
- 9 Kunshan Economic + Technological Development Zone
Contracted capacity: 100,000 tons



Business Review – Recent Projects in FY2014

Nanjing Liuhe Wastewater Treatment Plant (“南京六合”)



Upgrading and expansion

Upgrading	40,000 tons per day upgraded to Grade 1A
Expansion	2 nd stage of Phase 1 with capacity of 20,000 tons per day
Sludge drying system upgrade	Lower the sludge moisture content to below 60%
Total investment	RMB67 million
Online	Passed completion acceptance



Business Review – Recent Projects in FY2014

Nanjing Jindi Wastewater Treatment Plant (“南京金迪”)



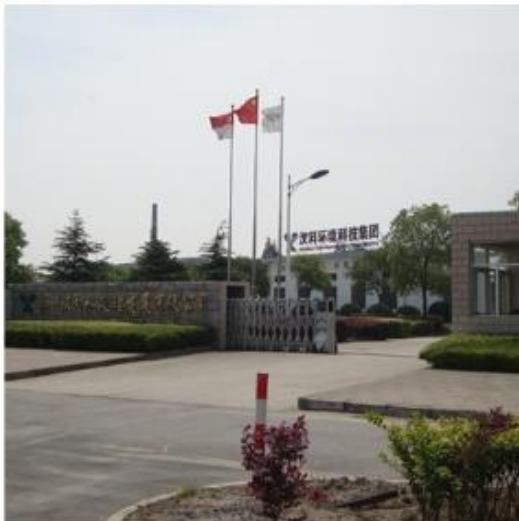
Upgrading and expansion

Expansion	Phase 2 with capacity of 40,000 tons per day
Upgrading	80,000 tons per day upgraded to Grade 1A
Total investment	RMB140 million
Online	Expected to complete by early 2015



Business Review – Recent Projects in FY2014

Yangzhou Jiangdu Wastewater Treatment Plant (“扬州江都”)



Upgrading and expansion

Expansion	Phase 2 with capacity of 12,500 tons per day
Upgrading	25,000 tons per day upgraded to Grade 1A
Total investment	RMB56 million
Online	Construction completed in December 2013 and undergoing trial run



Business Review – Recent Projects in FY2014

Shaanxi Xianyang Wastewater Treatment Plant (“陕西咸阳”)



Upgrading and expansion

Expansion	Phase 2 with capacity of 100,000 tons per day
Upgrading	200,000 tons per day upgraded to Grade 1A
Total investment	Phase 1 upgrade: RMB34 million Phase 2 expansion and upgrade: RMB166 million
Online	Phase 1 upgrade: construction to be completed soon; Phase 2: Undergoing acceptance inspection and trial run



Business Review – Recent Projects in FY2014

Henan Sanmenxia Wastewater Treatment Plant (“河南三门峡”)



Completion of Phase 1

Capacity	30,000 tons per day
Total investment	RMB78 million
Online	Commercial operation expected to start in last quarter of 2014



Revision of water tariff

The Group has continued to negotiate with local municipals on revision of water tariff during the year and successfully secured higher water tariffs for various projects.

Project	Before revision (RMB/ton)	After revision (RMB/ton)	Change (%)
Beijing Tiantanghe	1.36	1.47	8.1%
Binzhou Jindi	0.94	1.05	11.7%
Nanjing Golden Idea	0.886	1.475	66.4%
Sanmenxia	1.03	1.08	4.8%
Yangzhou Jiangdu	1.42	1.66	16.9%
Shaanxi Xianyang Phase 1	0.7	1.07	52.8%
Nanjing Pukou	0.92	1.4454	57.1%



Pipeline projects commencing in FY2015

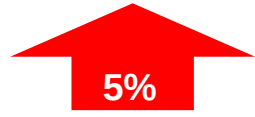
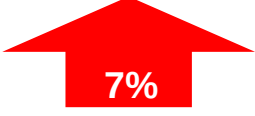
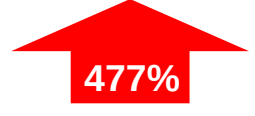
Project	Upgrading (ton/day)	Expansion (ton/day)	Planned investment (RMB'million)
Beijing Tiantanghe	80,000	Phase 2: 40,000	276
Binzhou	40,000	-	50
Suzhou	150,000	Phase 2: 75,000	225
Lianyungang (Dapu + Xugou)	140,000	-	170
Total	410,000	115,000	721



FY2014 Financial Overview

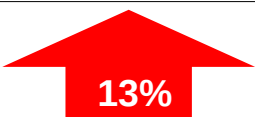
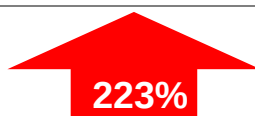


Growth in Revenue and Gross Profit

	FY2014 RMB'000	FY2013 RMB'000 (Restated)	
Revenue	522,169	319,806	 63%
- Construction revenue from service concession arrangement ("SCA")	274,689	135,563	 102%
- Finance income from SCA	122,995	117,722	 5%
- Operating income from SCA	49,645	46,495	 7%
- Revenue from EPC contracts	57,133	1,174	 477%
- Discharge fees	17,707	18,852	 6%
Gross Profit	202,339	160,410	 26%



Key Balance Sheet Items

	FY2014 RMB'000	FY2013 RMB'000 (Restated)	
Total assets	2,967	2,475	 20%
Total liabilities	1,523	1,196	 27%
Shareholder's equity	1,444	1,279	 13%
Cash on hand	381	118	 223%
Current ratio (%)	178	87	 91ppt
Gearing ratio (%) (Net debt/total assets)	23	22	 1ppt



Thank you

