



中国交通建设股份有限公司
CHINA COMMUNICATIONS CONSTRUCTION COMPANY LIMITED

01800.HK

2013 Annual Results Presentation



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Financial Summary

RMB million (except per share data)	Year Ended		Change	
	2013-12-31 (Audited)	2012-12-31 (Restated)		
Revenue	331,798	295,321	↑	12.4%
Gross Profit	33,938	32,598	↑	4.1%
EBITDA ¹	27,617	26,212	↑	5.4%
Operating Profit	19,575	19,225	↑	1.8%
Profit before income tax	15,852	15,551	↑	1.9%
Profit attributable to owners of the Company	12,568	12,277	↑	2.4%
EPS ²	0.78	0.77	↑	2.4%

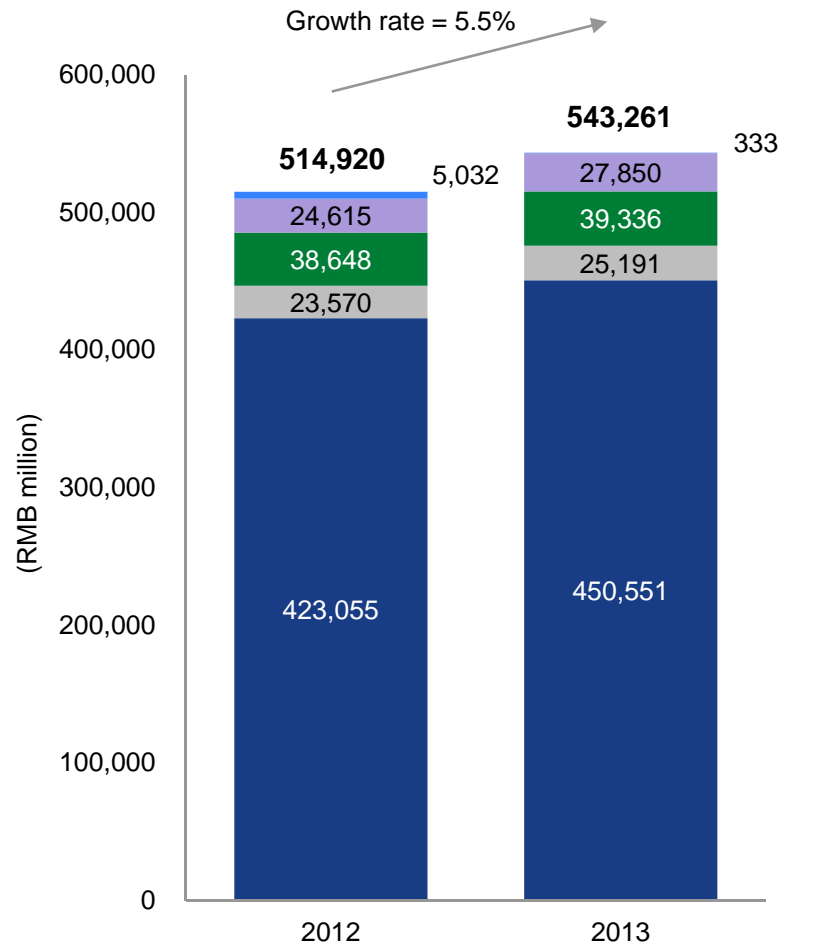
Notes:

1 EBITDA is calculated by adding back depreciation and amortisation to the operating profit

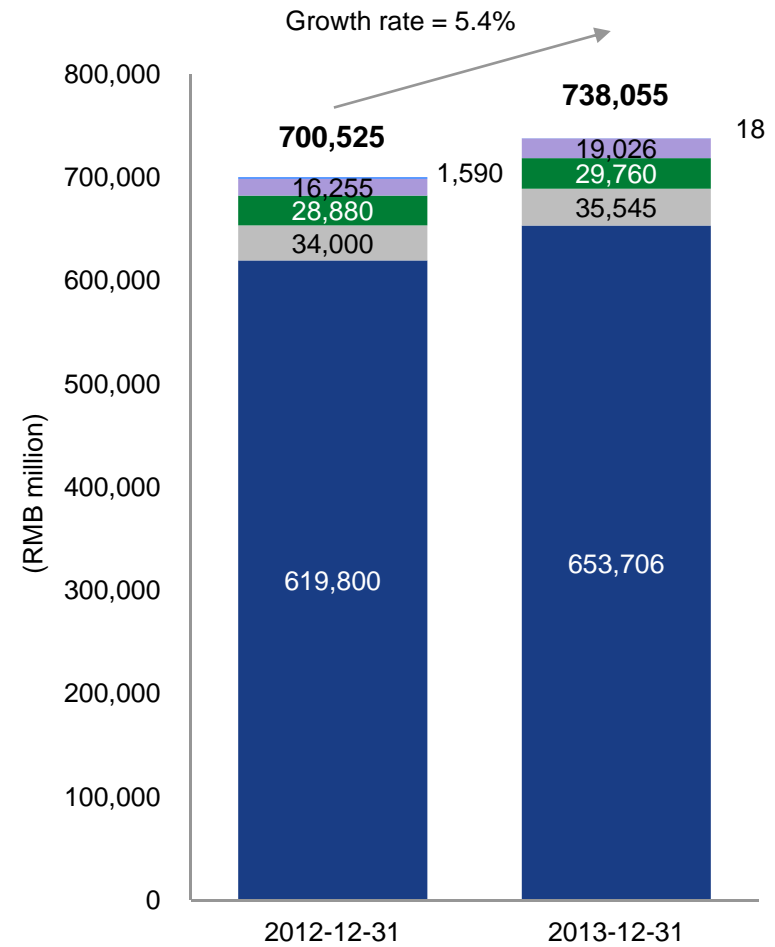
2 Diluted EPS is the same as basic EPS as there were no potential dilutive ordinary shares outstanding during the year ended 31 Dec 2012 and 2013

New Contracts and Backlog by Business Segments

New Contracts



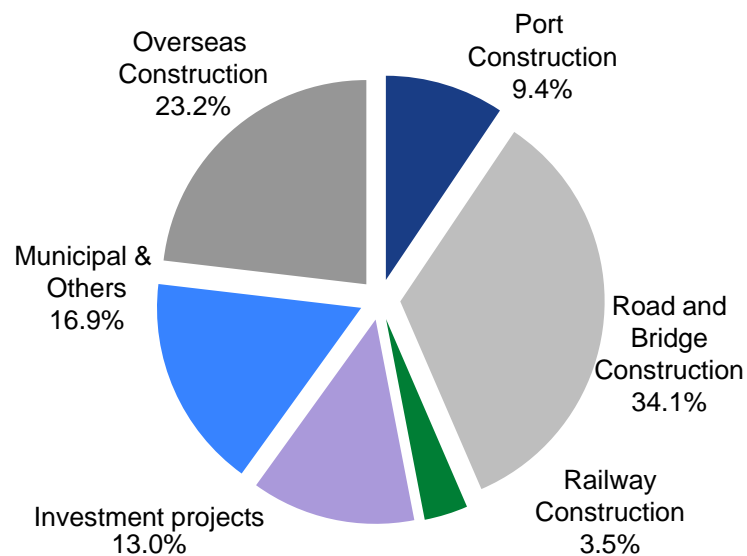
Backlog



- Infrastructure Construction
- Dredging
- Others
- Infrastructure Design
- Heavy Machinery Manufacturing

New Contracts of Infrastructure Construction Business

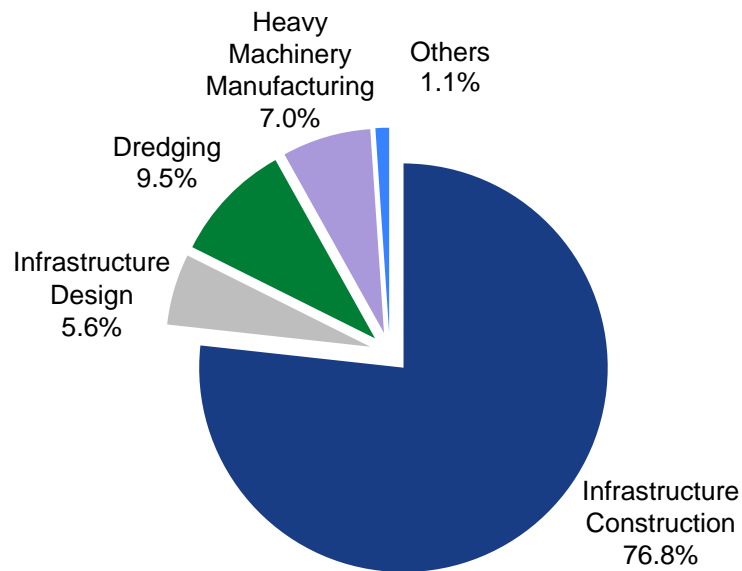
New Contracts of Infrastructure Construction Business (2013)



	2013		2012		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Domestic Construction	346,311	76.9%	347,638	82.2%	(1,327)	(0.4%)
Port construction	42,456	9.4%	62,051	14.7%	(19,595)	(31.6%)
Road&Bridge Construction	153,545	34.1%	98,932	23.4%	54,613	55.2%
Railway Construction	15,570	3.5%	9,753	2.3%	5,817	59.6%
Investment projects	58,535	13.0%	125,021	29.6%	(66,486)	(53.2%)
Others	76,205	16.9%	51,881	12.2%	24,324	46.9%
Overseas Construction	104,240	23.1%	75,417	17.8%	28,823	38.2%
Total	450,551	100.0%	423,055	100.0%	27,496	6.5%

Contribution by Business Segments – Revenue

Revenue (2013) ¹



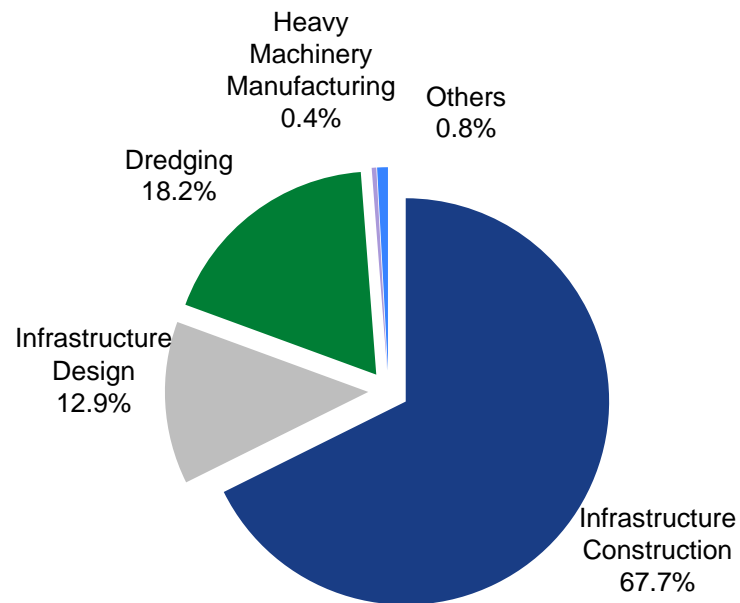
Business	2013		2012		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Infrastructure Construction	264,146	76.8%	229,401	75.6%	34,745	15.1%
Infrastructure Design	19,394	5.6%	16,468	5.4%	2,926	17.8%
Dredging	32,789	9.5%	32,027	10.5%	762	2.4%
Heavy Machinery	24,171	7.0%	19,317	6.4%	4,854	25.1%
Others	3,706	1.1%	6,462	2.1%	(2,756)	-42.6%
Total (before elimination)	344,206	100.0%	303,675	100.0%	40,531	13.3%

Notes:

¹ All figures are before elimination of inter-segment transactions and unallocated costs

Contribution by Business Segments - Segment Result

Segment Result (2013)¹



Business	2013		2012		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Infrastructure Construction	13,464	67.7%	13,465	69.6%	(1)	0.0%
Infrastructure Design	2,573	12.9%	2,364	12.2%	209	8.8%
Dredging	3,620	18.2%	3,511	18.2%	109	3.1%
Heavy Machinery	73	0.4%	(125)	(0.6%)	198	--
Others	169	0.8%	120	0.6%	49	40.8%
Total (before elimination)	19,899	100.0%	19,335	100.0%	564	2.9%

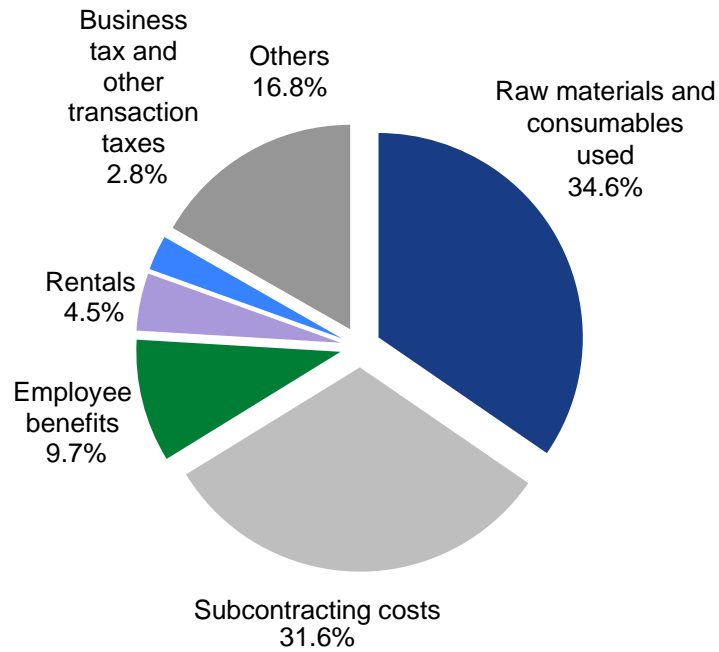
Notes:

¹ All figures are before elimination of inter-segment transactions and unallocated costs

Operating Cost Structure

Cost Breakdown (2013)

As % of operating costs¹

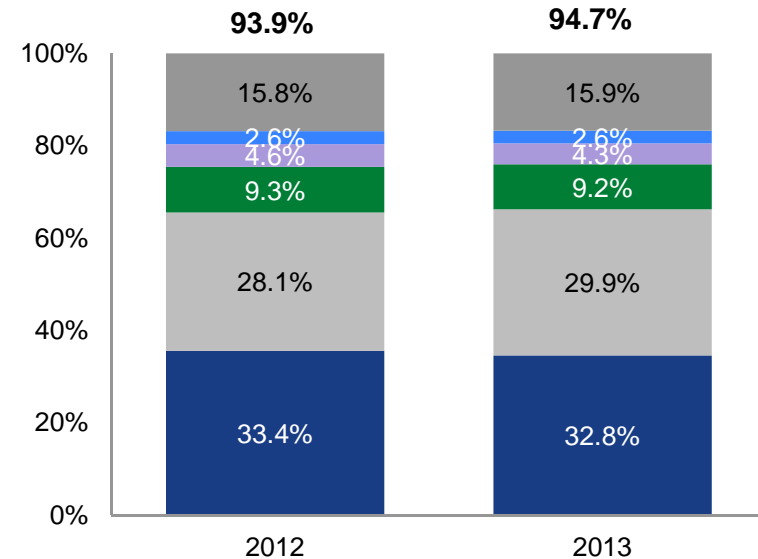


Note:

¹ Operating costs = cost of sales + selling and marketing expenses + administrative expenses

Cost Structure (2013)

As % of sales



- Others
- Business tax and other transaction taxes
- Rentals
- Employee benefits
- Subcontracting costs
- Raw materials and consumables used

Infrastructure Construction - Business Performance

Completed projects with RMB 264,146 million of contract value

Key Projects

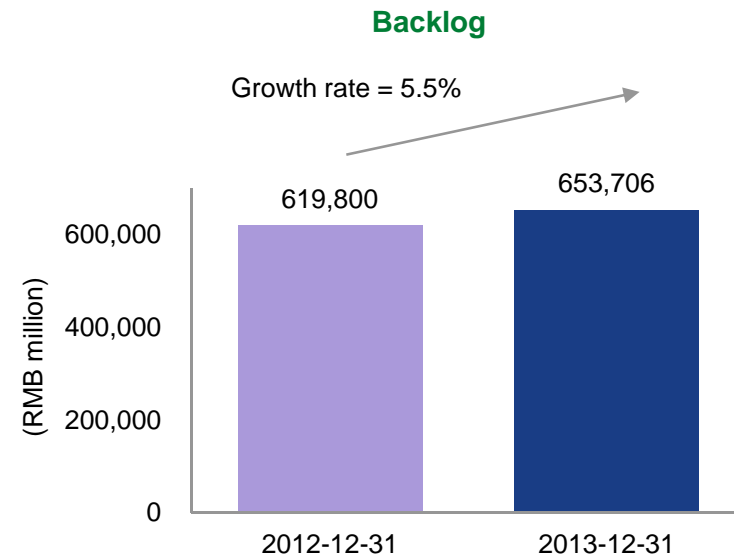
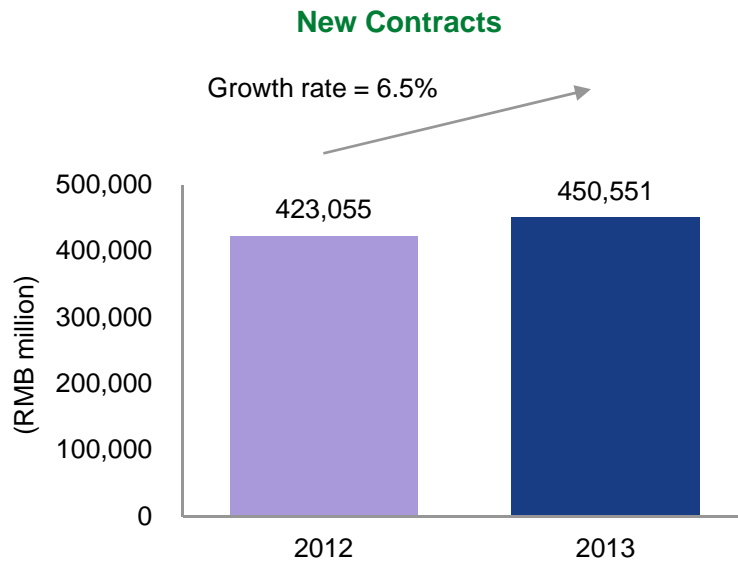


Fujian LNG Terminal



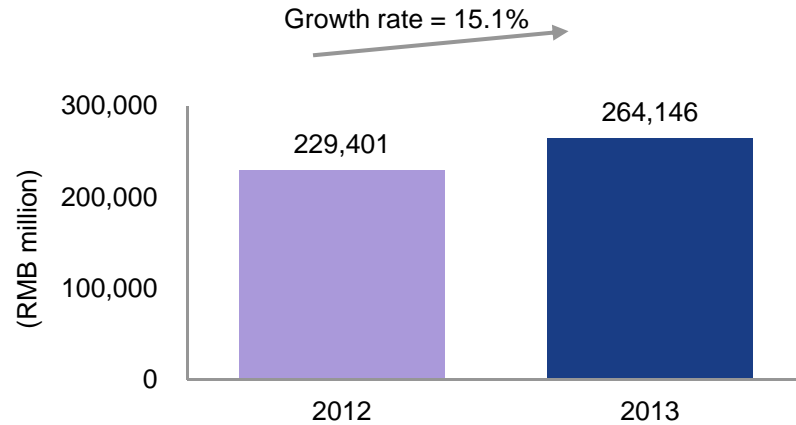
Xiamen-Zhangzhou Cross-sea Bridge

New Contracts and Backlog

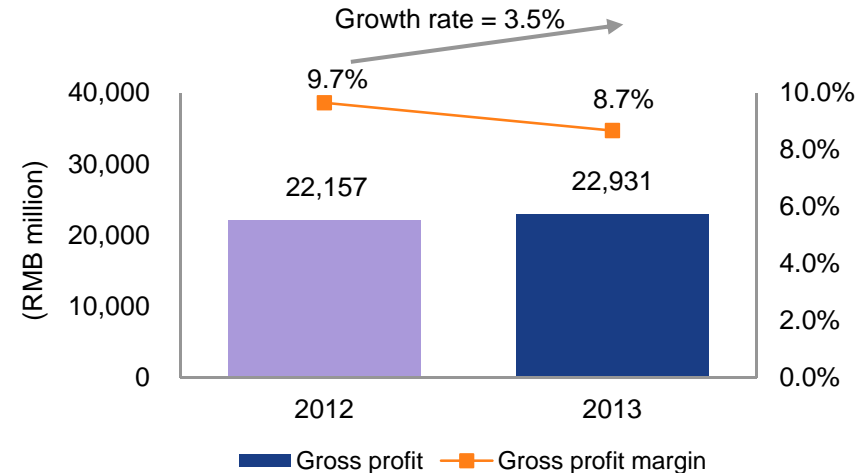


Infrastructure Construction – Financial Performance

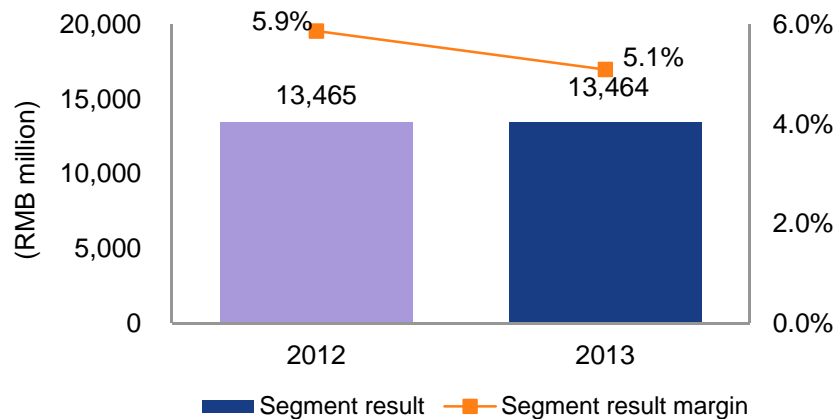
Revenue¹



Gross Profit¹



Segment Result^{1,2}



REMARKS

- ◆ The growth in revenue was primarily attributable to the increase of revenue from road and bridge construction projects, as well as investment projects
- ◆ Gross profit margin decreased to 8.7% from 9.7%, mainly attributable to the railway construction business, in which the gross profit margin further decreased during 2013

Notes:

1 All figures are before elimination of inter-segment transactions and unallocated costs

2 Segment result = revenue – cost of sales – selling and marketing expenses – administrative expenses + other income/ (expenses), net

Infrastructure Design - Business Performance

Completed projects with RMB 19,394 million of contract value

Key Projects

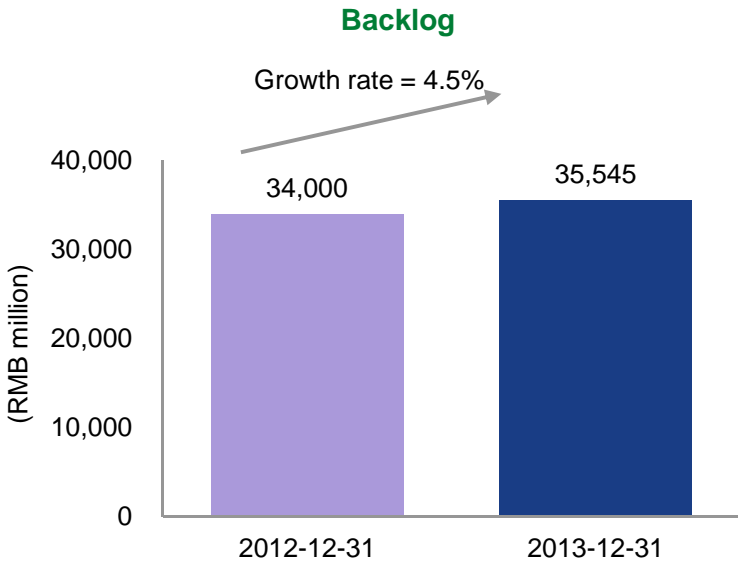
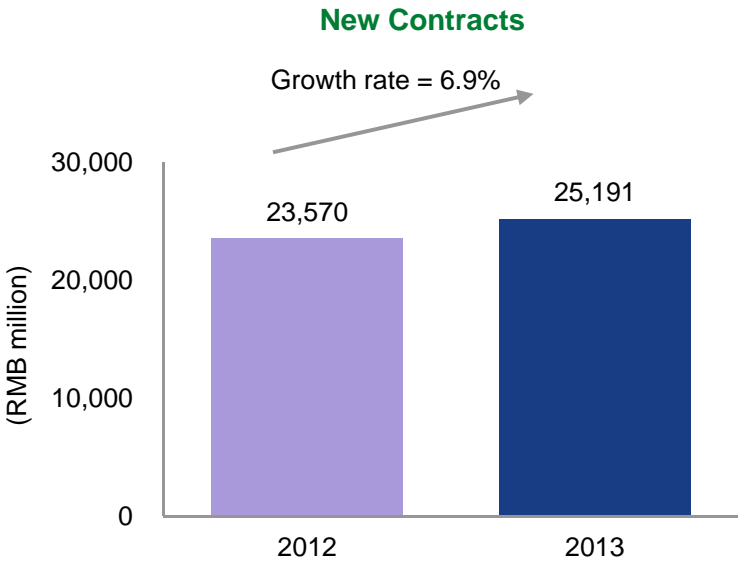


Guangming Highway in Guangdong



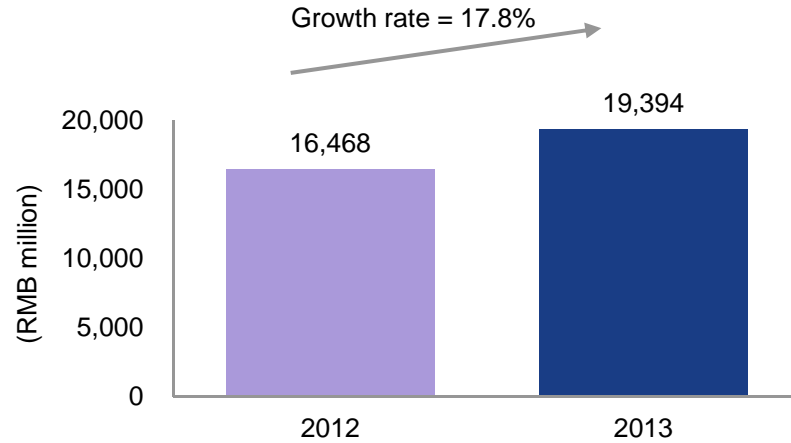
Dongjiakou Ore Terminal of Huanghua Port in Qingdao

New Contracts and Backlog

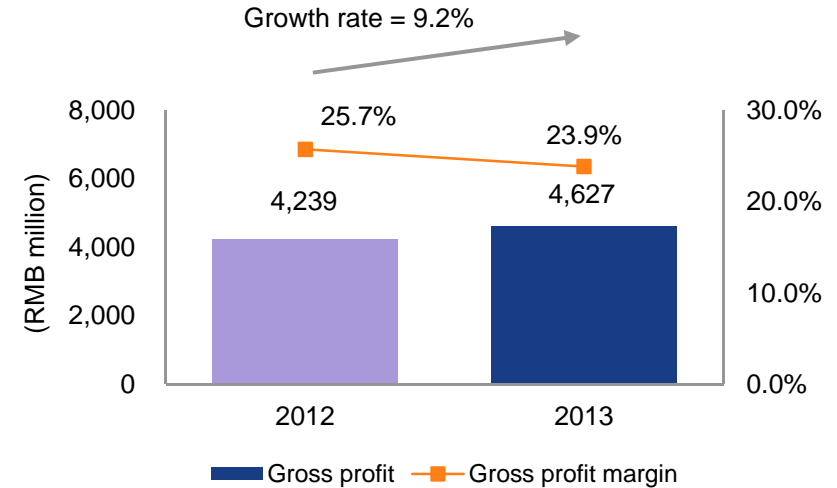


Infrastructure Design – Financial Performance

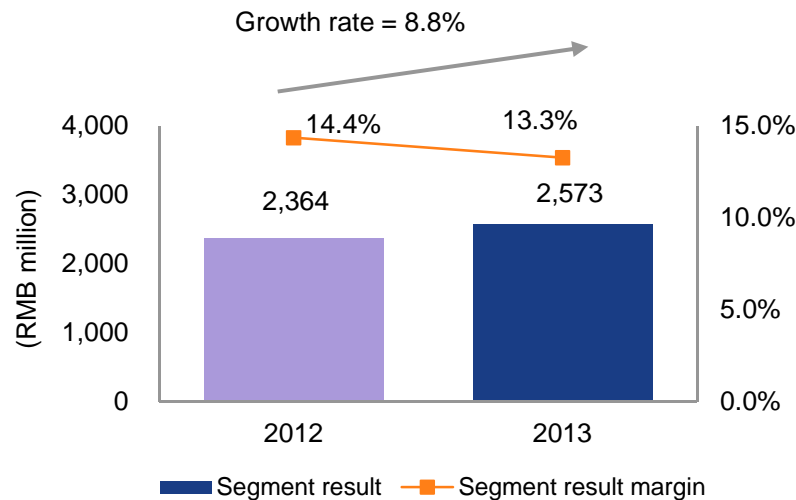
Revenue¹



Gross Profit¹



Segment Result^{1,2}



REMARKS

- ◆ The growth in revenue was primarily attributable to the increase in the aggregate value of comprehensive contracts, which was in turn driven by higher demand for the Group's specialized design skills and experience in complex projects
- ◆ Gross profit margin decreased to 23.9% from 25.7%, primarily due to the increased proportion of revenue generated from comprehensive contracts, which have lower gross profit margin

Notes:

1 All figures are before elimination of inter-segment transactions and unallocated costs

2 Segment result = revenue – cost of sales – selling and marketing expenses – administrative expenses + other income/ (expenses), net

Dredging – Business Performance

Completed projects with RMB 32,789 million of contract value

Key Projects

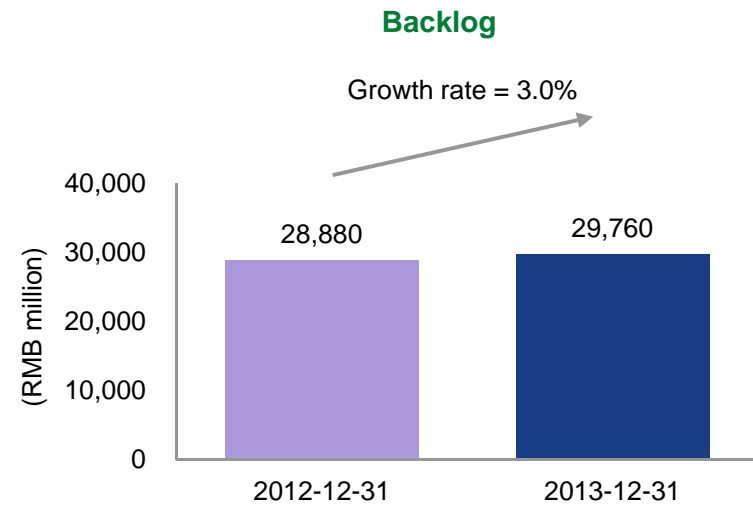
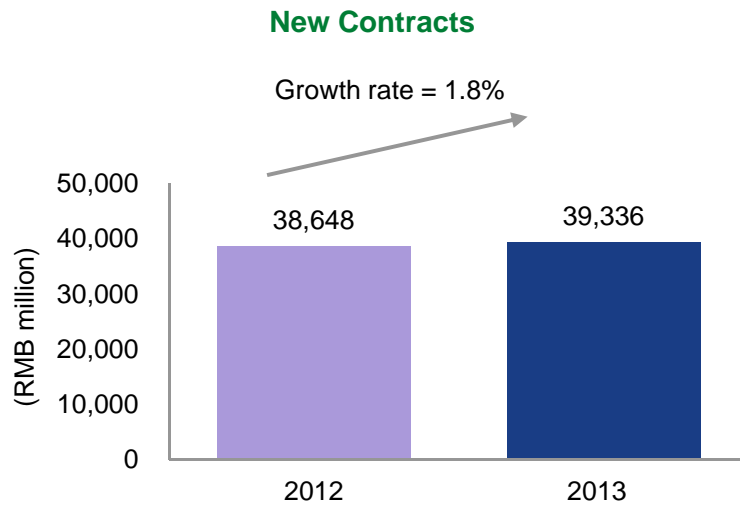


Shantou New City Reclamation



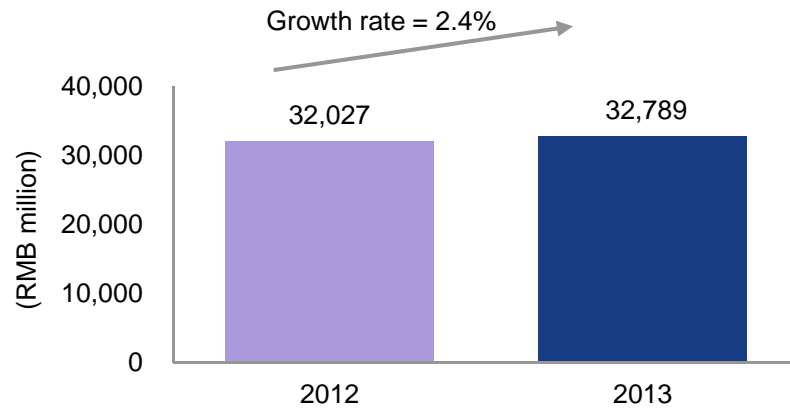
On working dredging vessels

New Contracts and Backlog

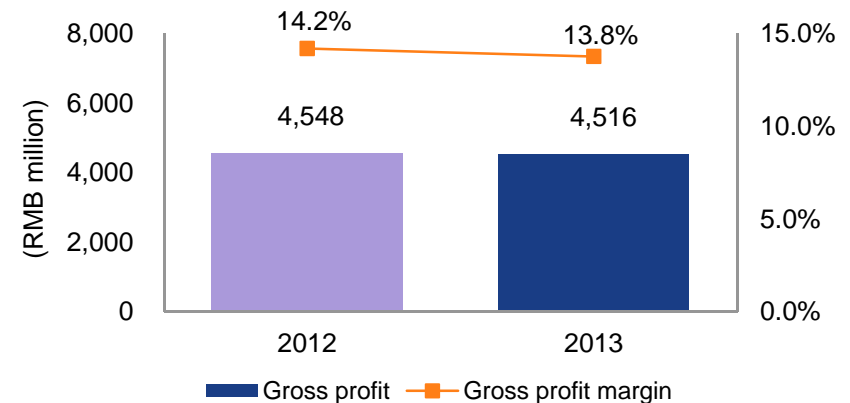


Dredging - Financial Performance

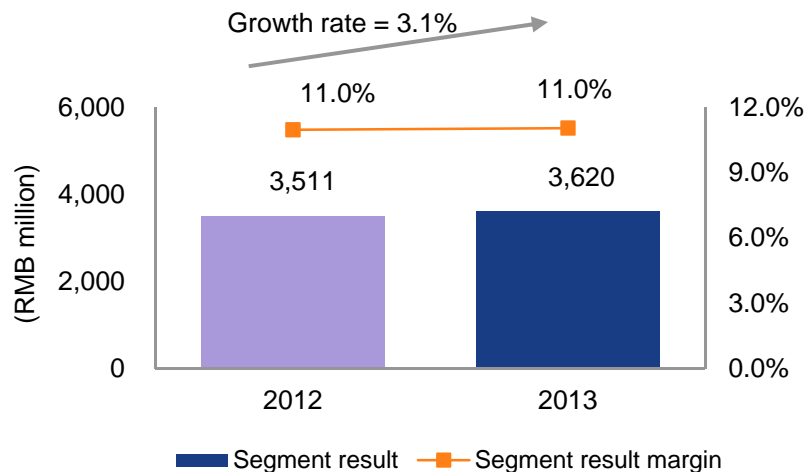
Revenue¹



Gross Profit¹



Segment Result^{1,2}



REMARKS

- ◆ The revenue in 2013 slightly increased by 2.4%, as compared with 2012
- ◆ Gross profit margin for the dredging business decreased to 13.8% from 14.2%, mainly attributable to the loss acknowledged by several projects

Notes:

1 All figures are before elimination of inter-segment transactions and unallocated costs

2 Segment result = revenue – cost of sales – selling and marketing expenses – administrative expenses + other income/ (expenses), net

Heavy Machinery Manufacturing – Business Performance

Completed projects with RMB 24,171 million of contract value

Key Projects



New quayside container crane export to Australia

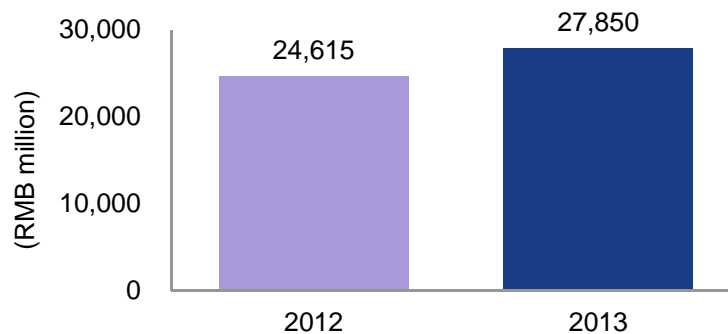


The first Drilling platform constructed by ZPMC successfully launched

New Contracts and Backlog

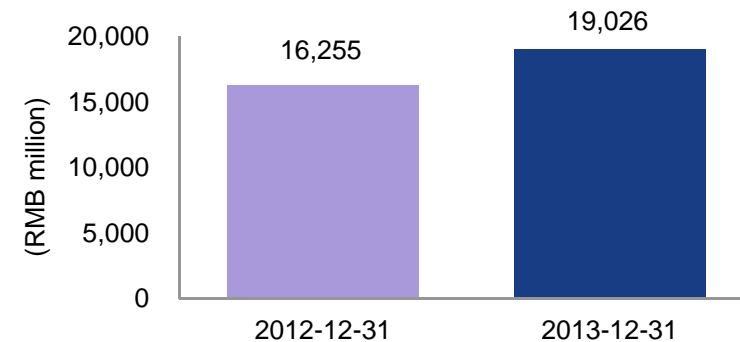
New Contracts

Growth rate = 13.1%



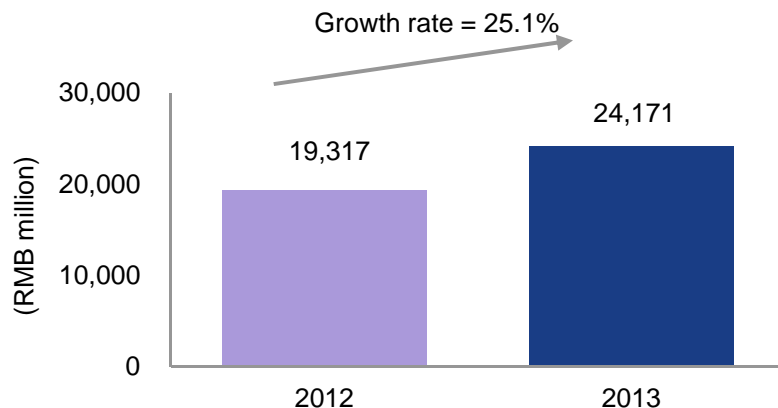
Backlog

Growth rate = 17.0%

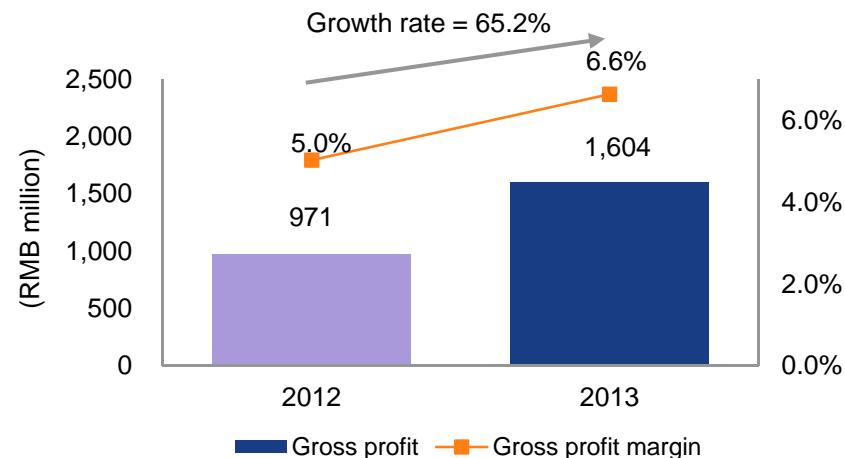


Heavy Machinery Manufacturing – Financial Performance

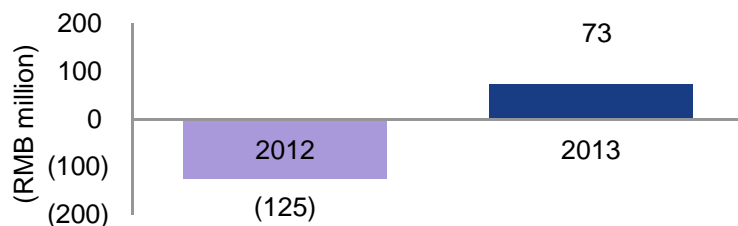
Revenue¹



Gross Profit¹



Segment Result^{1,2}



REMARKS

- ◆ The increase in revenue was primarily attributable to the development of new business and new products in 2013
- ◆ Gross profit margin increased to 6.6% from 5.0%. The increased gross profit margin was mainly attributable to certain projects with higher gross profit margin

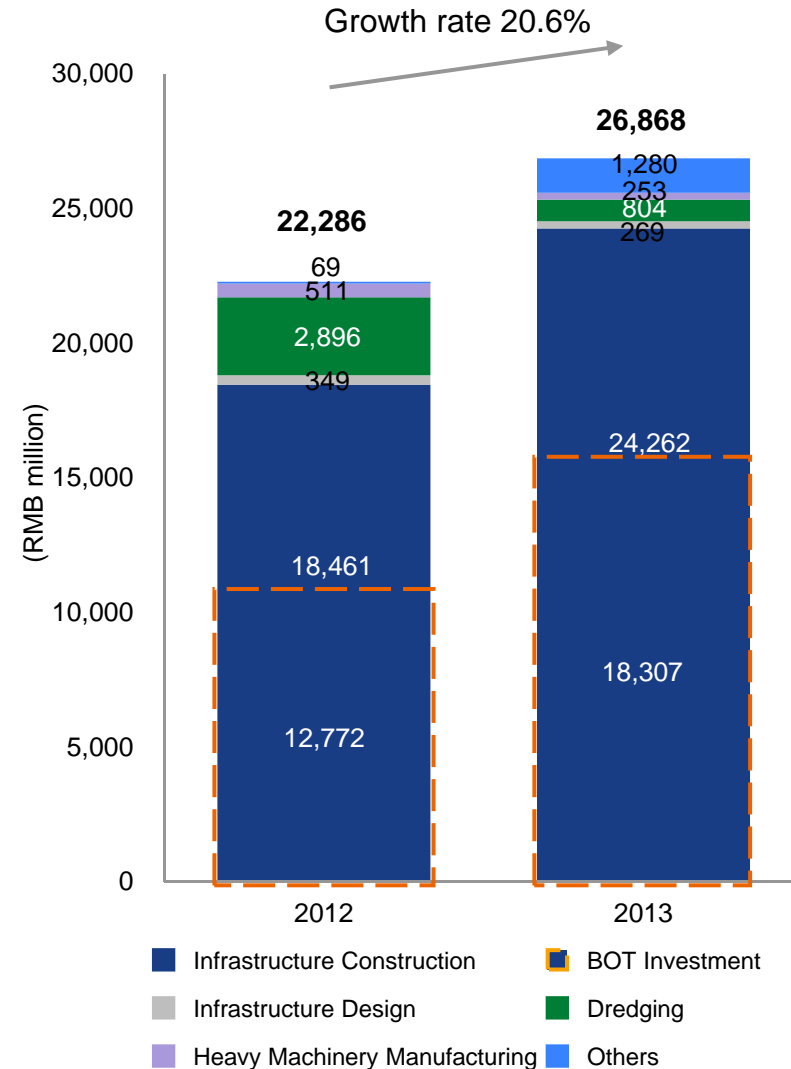
Notes:

- 1 All figures are before elimination of inter-segment transactions and unallocated costs
- 2 Segment result = revenue – cost of sales – selling and marketing expenses – administrative expenses + other income/ (expenses), net

Capital Expenditure

Infrastructure Construction Business	♦ Mainly used in investments in BOT projects, purchases of machinery, equipments and vessels
Infrastructure Design Business	♦ Mainly used in the purchase of equipment
Dredging Business	♦ Mainly used in the purchase of new dredgers and upgrade of existing dredgers
Heavy Machinery Manufacturing Business	♦ Mainly used for the completion of the existing building of plants

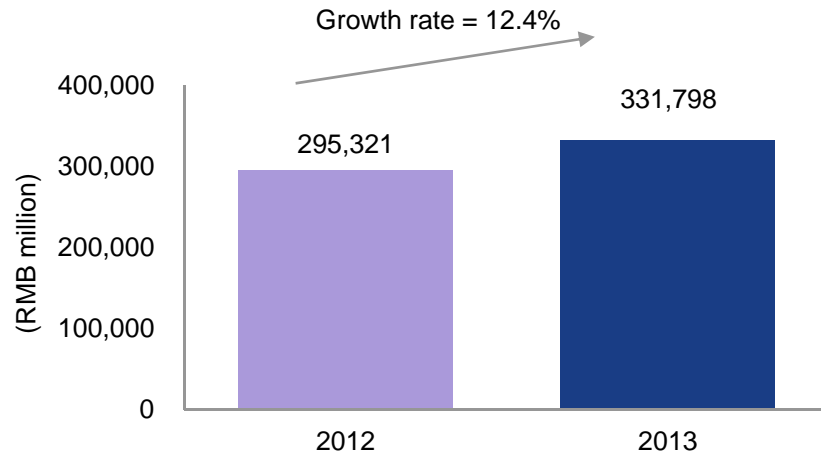
Capital expenditure



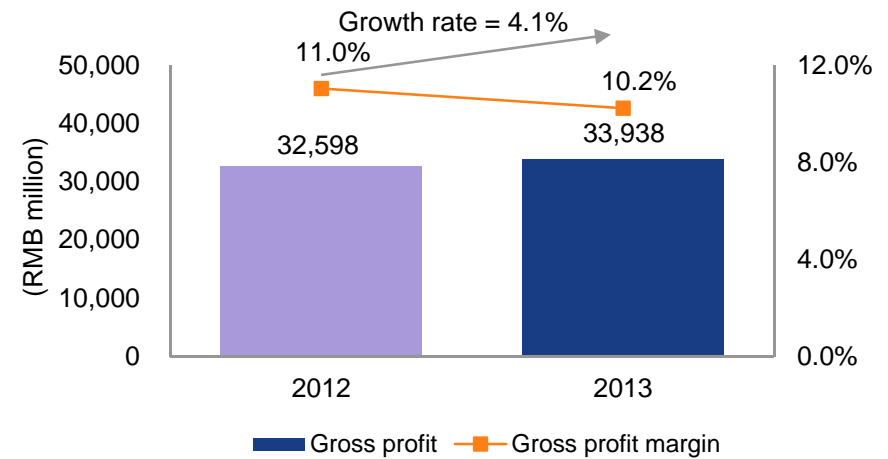
Note: Capital expenditure is implemented by means of both cash purchase and financial lease

Summary Income Statement Data

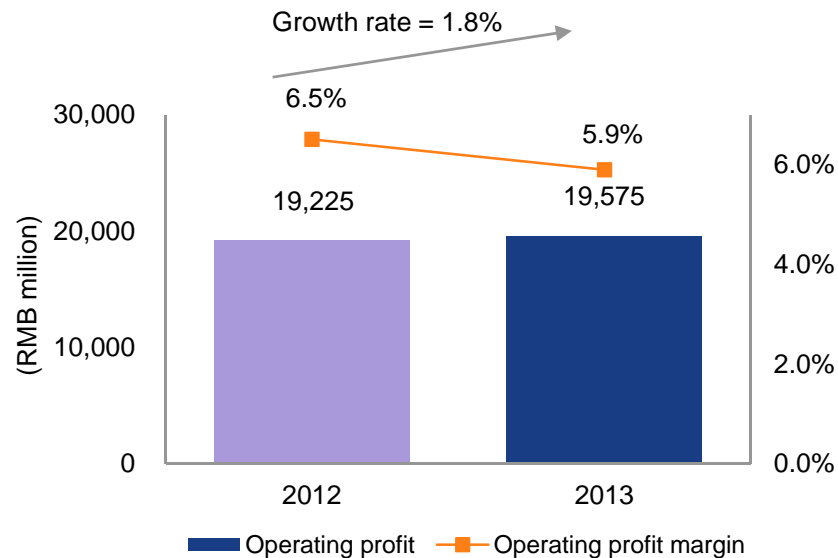
Revenue



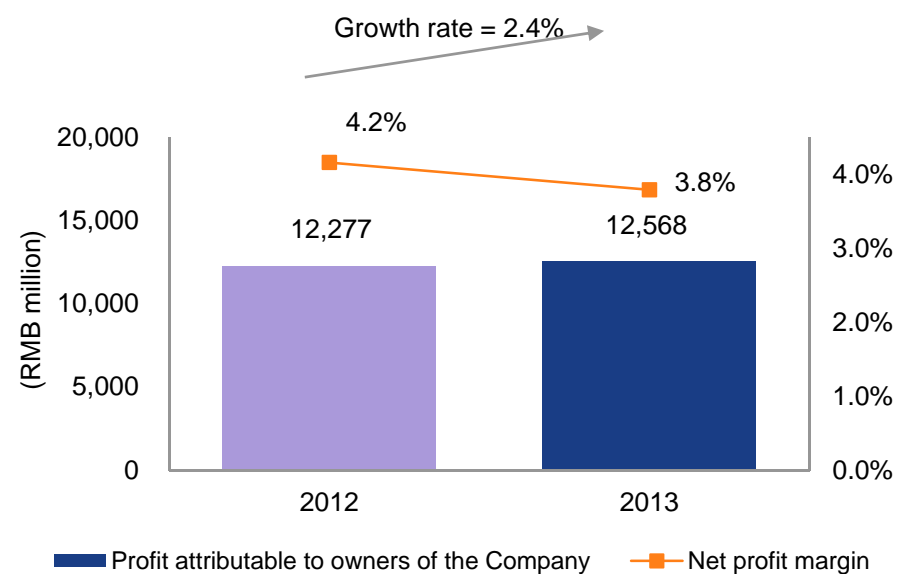
Gross Profit



Operating Profit



Profit attributable to owners of the Company

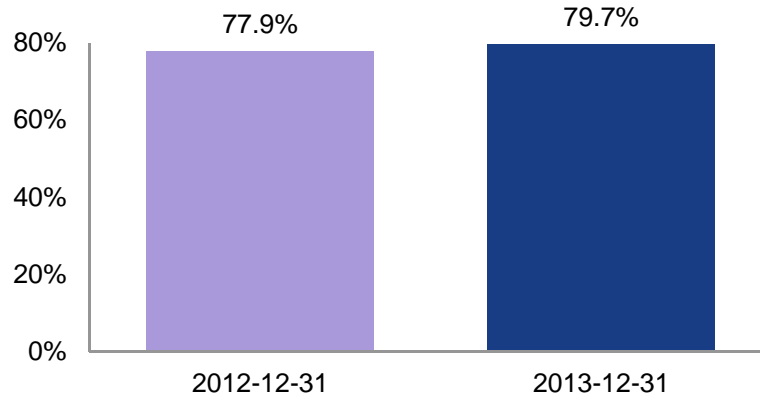


Summary Balance Sheet Data

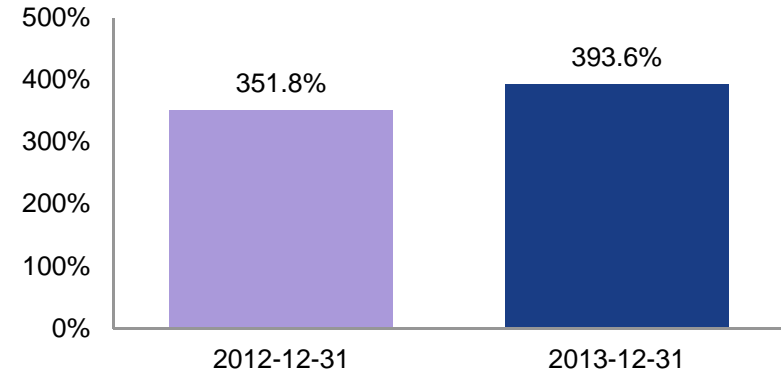
RMB millions	As at 2013-12-31 (Audited)	As at 2012-12-31 (Restated)	Change (%)
Non-Current Assets	198,592	162,669	22.1%
Property, plant and equipment	55,619	56,812	(2.1%)
Intangible assets	54,592	36,519	49.5%
Available-for-sale financial assets	13,913	14,462	(3.8%)
Trade and other receivables	55,032	38,685	42.3%
Current Assets	318,853	271,608	17.4%
Inventories	32,850	27,113	21.2%
Trade and other receivables	129,870	111,842	16.1%
Cash and cash equivalents	81,238	67,503	20.3%
Total Assets	517,445	434,277	19.2%
Non-current Liabilities	107,869	83,978	28.4%
Borrowings	99,157	75,058	32.1%
Current Liabilities	304,735	254,186	19.9%
Trade and other payables	198,064	165,972	19.3%
Borrowings	87,818	69,187	26.9%
Total liabilities	412,604	338,164	22.0%
Total Equity	104,841	96,113	9.1%

Summary Balance Sheet Data

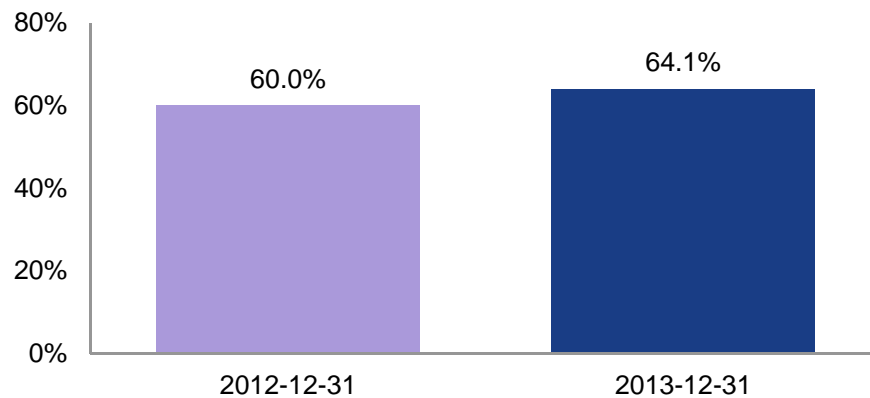
Total Liabilities/Total Assets



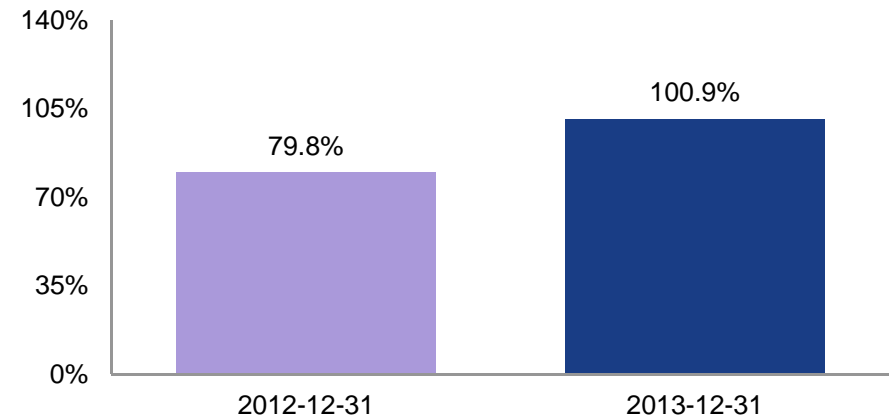
Total Liabilities/Net Assets



Total Debt/Total Capitalization¹



Net Debt/Net Assets

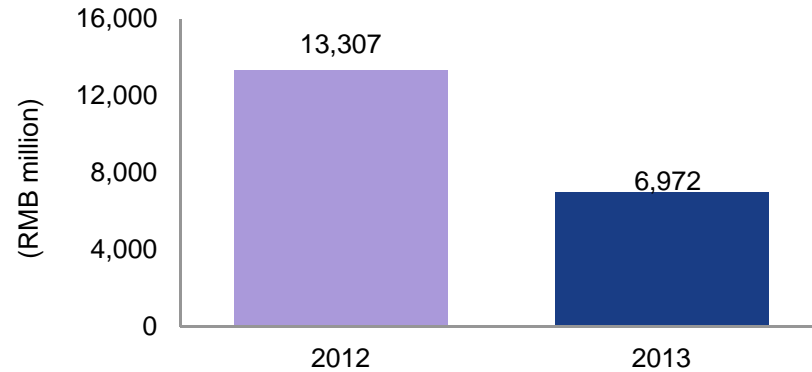


Note:

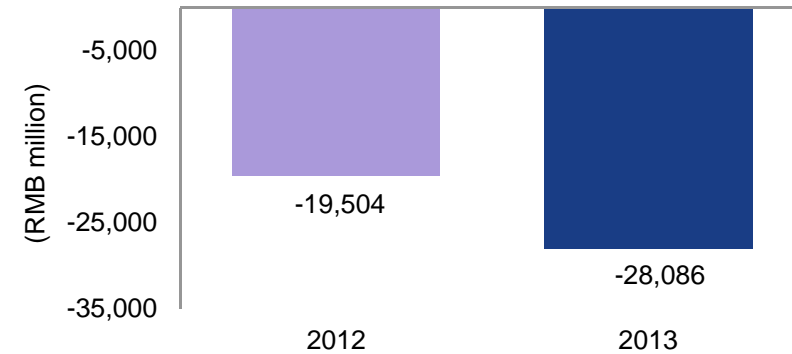
¹ Capitalization includes total debt, minority interest and owner's equity

Summary Cash Flow Statement Data

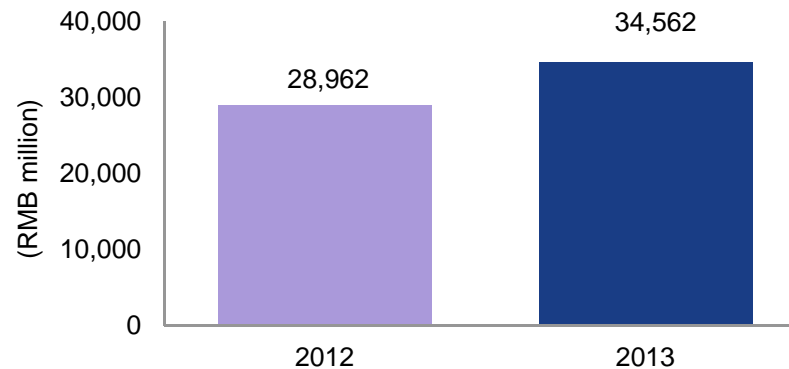
Cash Flow from Operating Activities



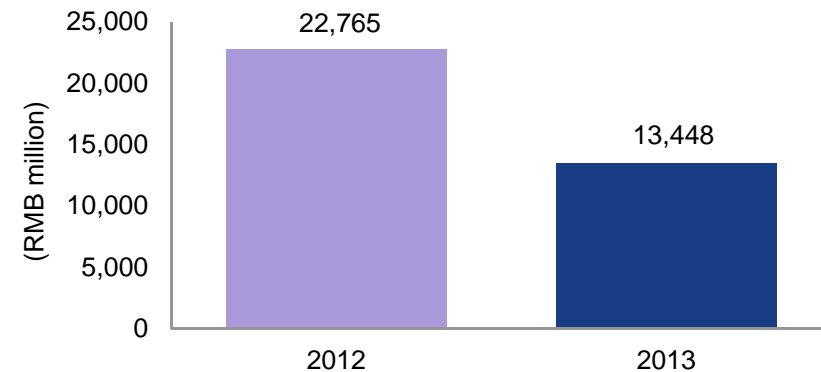
Cash Flow from Investing Activities



Cash Flow from Financing Activities



Net Decrease in Cash and Cash Equivalents



Thank You

Investor Relations Team

YU Jingjing, TAN Lu, ZHAO Yang

Tel: +86-10-8201 6562

Fax: +86-10-8201 6524

Email: ir@ccccltd.cn