



## Disclaimer

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# Agenda

- ◆ Performance Highlights¹
- ♦ Financial Performance<sup>1</sup>
- **♦** Outlook
- **♦ Q & A**

#### Note:

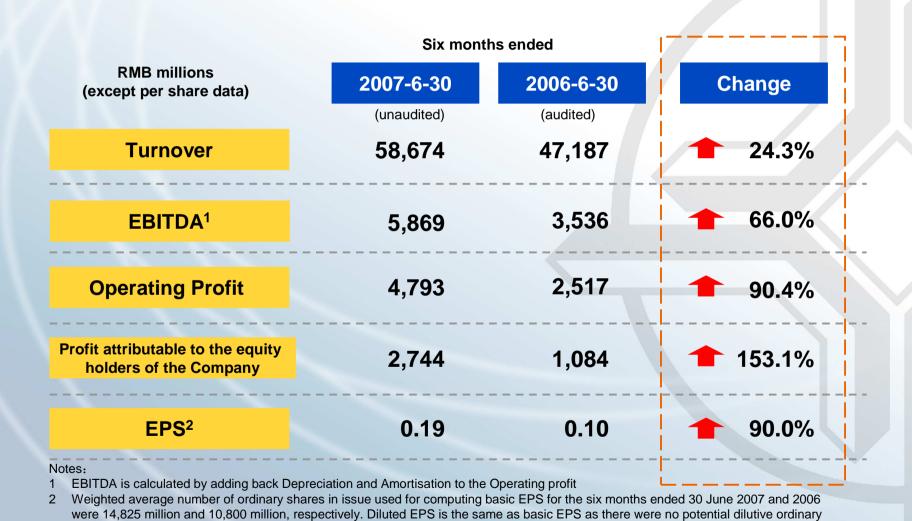
1 2007 interim financial information herein is unaudited



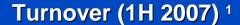
# Financial Highlights

## Robust financial performance with net income up 153.1%

shares outstanding during the six months ended 30 June 2007 and 2006

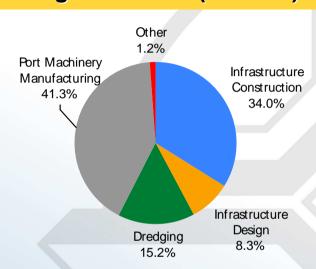


# Contribution by Segment



# Port Machinery Manufacturing 17.3% Dredging 10.4% Infrastructure Design 4.8% Geo.4%

## Segment result (1H 2007) 1,2



- ♦ Infrastructure construction, being the largest business segment of the Company, maintained its leading position and continued to increase its profit contribution
- ◆ Dredging business achieved considerable growth in turnover and profit, supported by the company's investment in the replacement and upgrade of dredging equipment

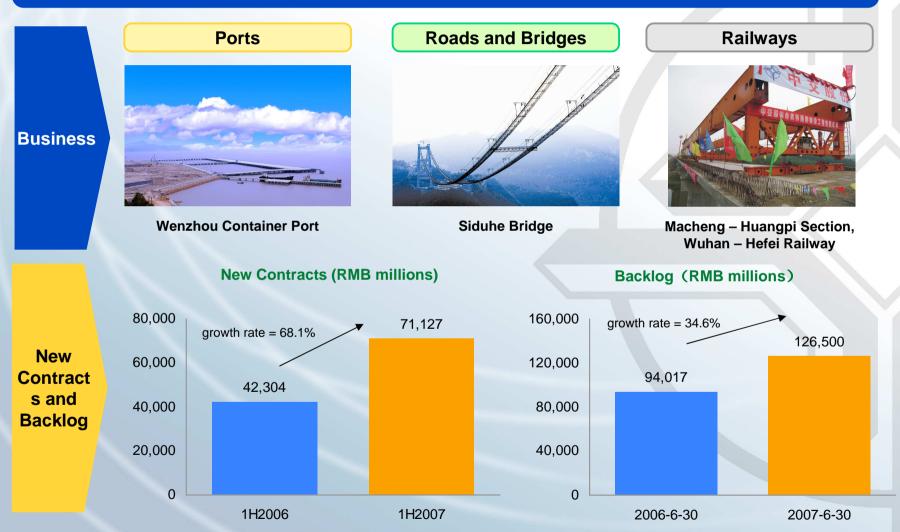
#### Notes:

- 1 All total figures are before elimination and unallocated costs
- 2 The numbers for port machinery manufacturing are fully consolidated



## Infrastructure Construction Business

## Completed projects with RMB 39,263 million of contract value





# Infrastructure Design Business

## Completed projects with RMB 2,835 million of contract value





# **Dredging Business**

# Completed dredging volume of 250 million cubic meters, accounting for 80% of the total domestic dredging volume

#### **Business**



"Xin Hai Long" self – propelled trailing suction hopper dredger

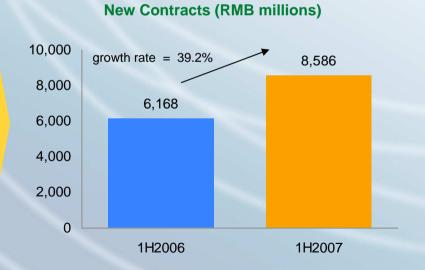


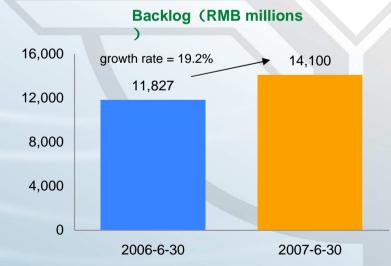
"Xin Hai Hu" self – propelled trailing suction hopper dredger



Qingdao Port Qianwan Phase III Dredging

## New Contract s and Backlog







# Port Machinery Manufacturing Business

## Completed projects with RMB 10,206 million of contract value



**Business** 

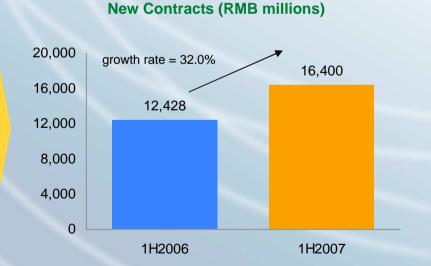


**ZPMC Roll-On-Off Style Vessel** 

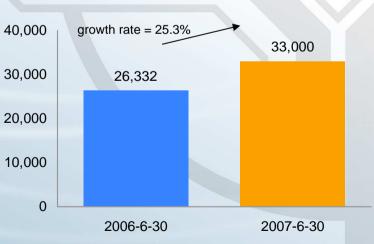


ZPMC Three Trolley Style Container Crane

## New Contract s and Backlog



#### Backlog (RMB millions)





# Agenda

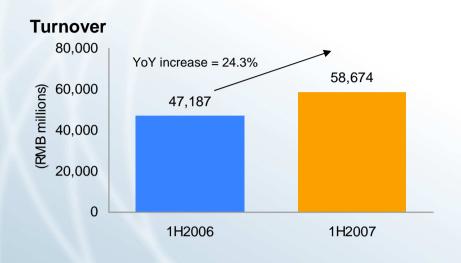
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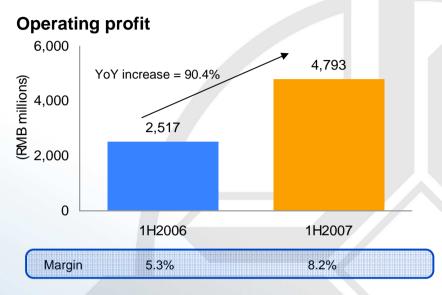
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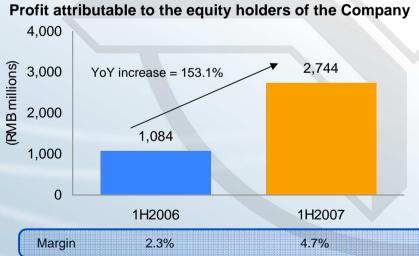


# Summary Income Statement Data









Note:

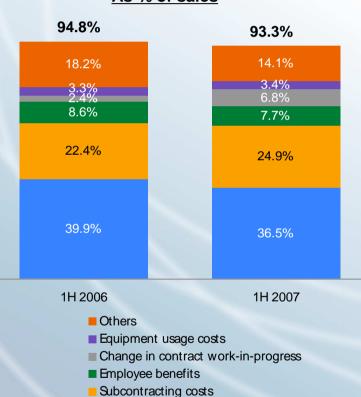
1 EBITDA is calculated by adding back Depreciation and Amortisation to the Operating profit



# **Operating Cost Structure**

## **Improving Cost Structure**

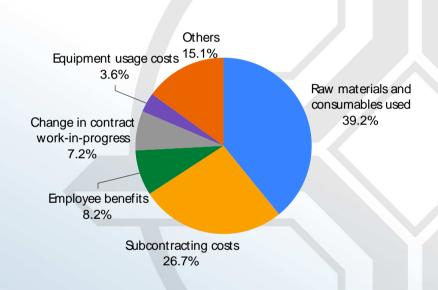
#### As % of sales



Raw materials and consumables used

## **Cost Breakdown (first half 2007)**

#### As % of operating costs<sup>1</sup>



#### Note:

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



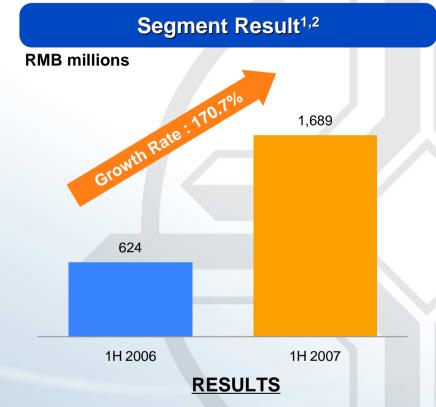
## **Infrastructure Construction Business**



- Higher demand for construction services
- Growth of infrastructure spending

#### Note:

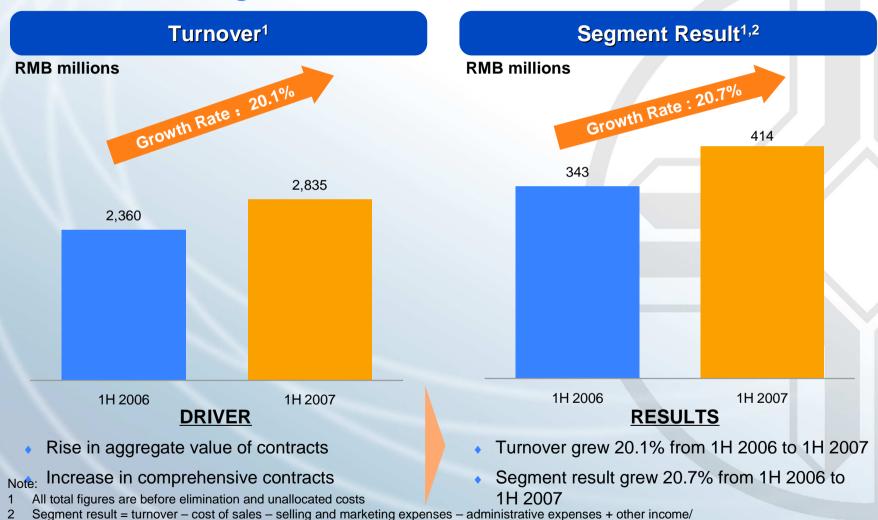
- 1 All total figures are before elimination and unallocated costs
- 2 Segment result = turnover cost of sales selling and marketing expenses administrative expenses + other income/ (expenses), net



- Turnover grew 36.1% from 1H 2006 to 1H 2007
- Segment result grew 170.7% from 1H 2006 to 1H 2007

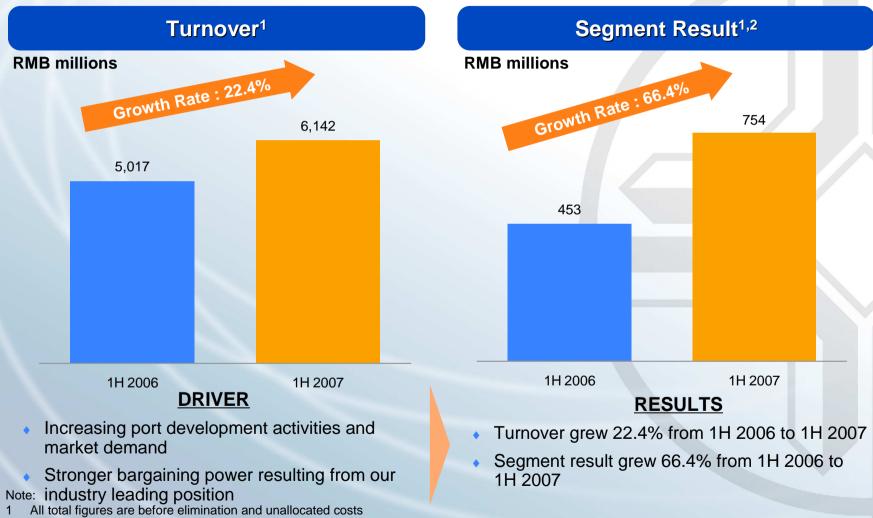


## **Infrastructure Design Business**





## **Dredging Business**



Segment result = turnover - cost of sales - selling and marketing expenses - administrative expenses + other income/ (expenses), net

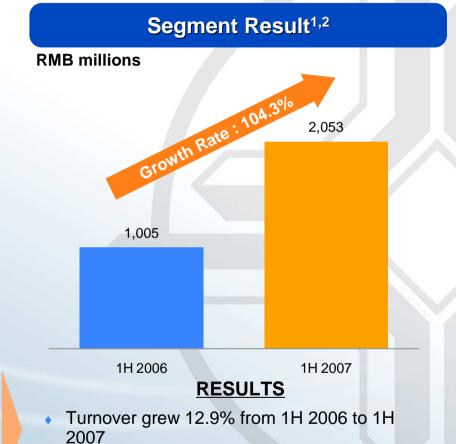
## **Port Machinery Manufacturing Business**



- Global container transportation and market demand growth
- Further capacity expansion

#### Note:

- All total figures are before elimination and unallocated costs
- Segment result = turnover cost of sales selling and marketing expenses administrative expenses + other income/



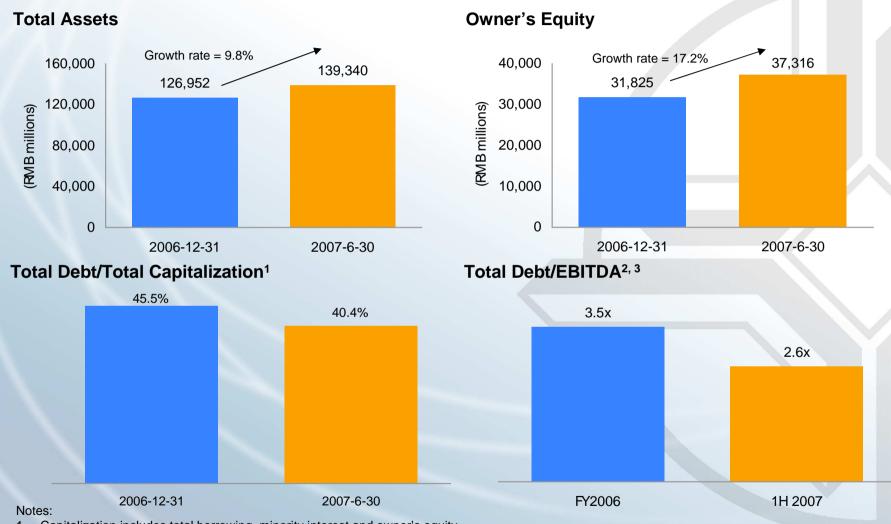
Segment result grew 104.3% from 1H 2006 to

1H 2007

- (expenses), net



# Summary Balance Sheet Data

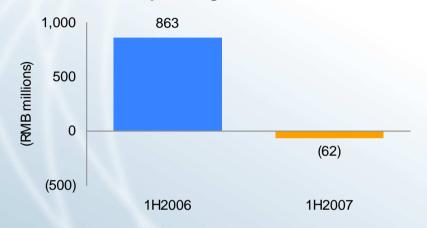


- 1 Capitalization includes total borrowing, minority interest and owner's equity
- 2 Total debt includes short-term borrowing and long-term borrowing; EBITDA is earnings before interest, taxes, depreciation and amortization
- 3 Total debt/EBITDA for the first half of 2007 is based on LTM EBITDA

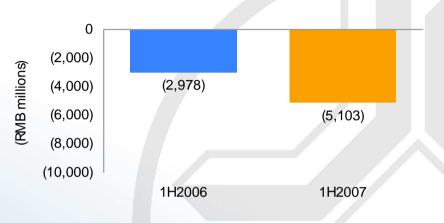


# Summary Cash Flow Statement Data

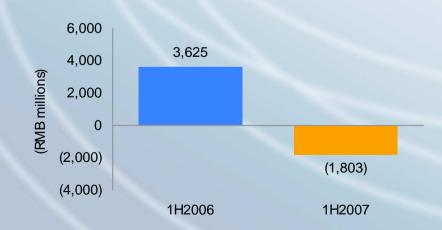
#### **Cash flow from operating activities**



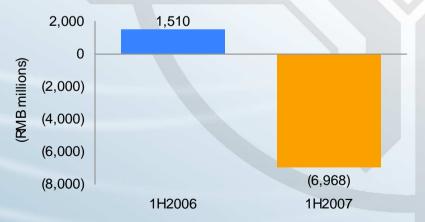
### **Cash flow from investing activities**



#### **Cash flow from financing activities**



# (Decrease) in cash/Net increase and cash equivalents





# Capital Expenditure

Infrastructure Construction Business  Mainly used in construction of plants and purchase of equipment

Infrastructure
Design
Business

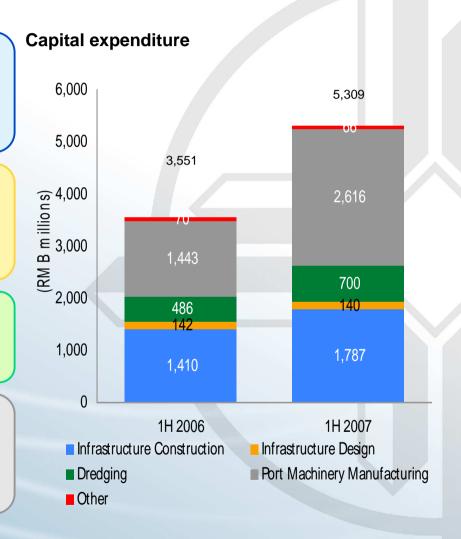
 Mainly used in purchase of equipment

**Dredging Business** 

 Mainly used in purchase and upgrade of dredger

Port
Machinery
Manufacturing
Business

 Mainly for construction of new production base





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# Strategy and Vision

Committed to maximizing its corporate value and creating superior shareholders' value from outstanding results

Enhance leading position

Capture CCCC'S growing opportunities

Strengthen corporate management; further expand production and project execution capacity Deliver trustworthy services, high quality returns to shareholders and consistent overperformance

Continue to improve operation efficiency by further cost reduction

Innovate profitability model, expand into relevant markets and further enrich product and service offerings



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**♦Q&A** 

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## Contacts

## **Thank You For Your Attention**

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