

# 2010 Interim Results Presentation



We are
Building a
CONNECTED WORLD

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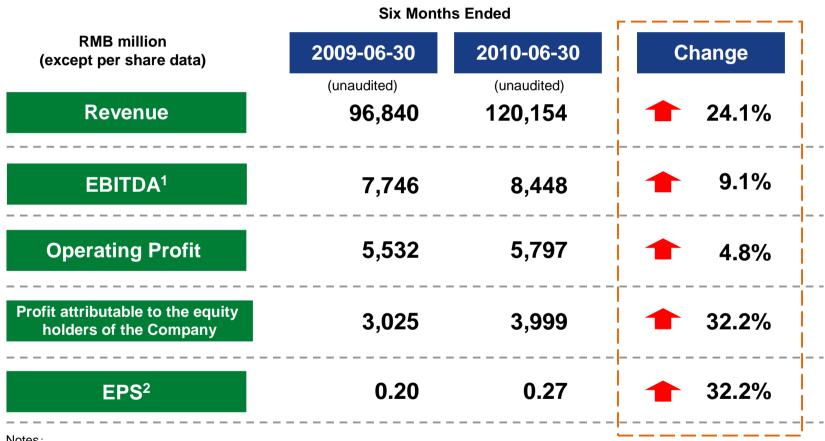
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## Financial Summary

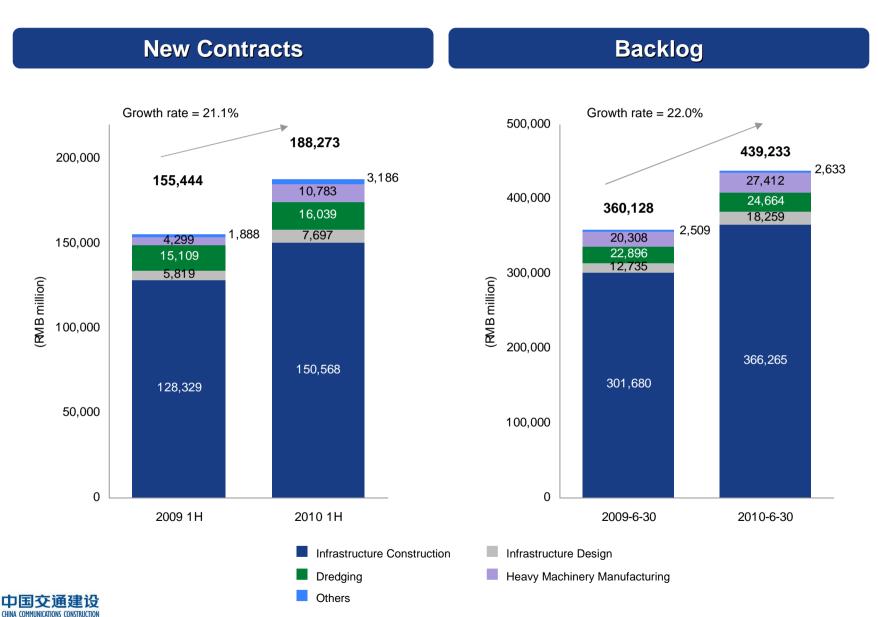
### The Company maintained an overall steady development across operations



- 1 EBITDA is calculated by adding back depreciation and amortisation to the operating profit
- Weighted average number of ordinary shares in issue used for computing basic EPS for the six months ended 30 June 2009 and 2010 were both 14,825 million. Diluted EPS is the same as basic EPS as there were no potential dilutive ordinary shares outstanding during the six months ended 30 June 2009 and 2010



## New Contracts and Backlog by Business Segments

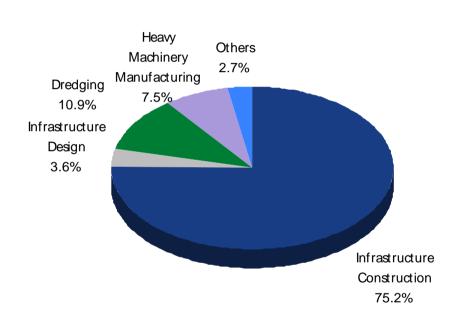


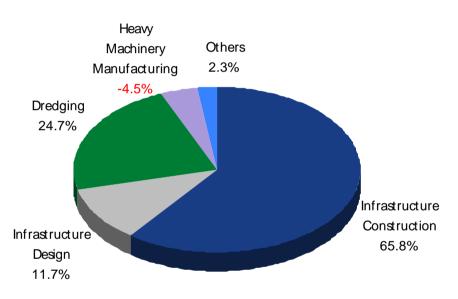


## Contribution by Business Segments

## Revenue (1H 2010) 1

## Segment Result (1H 2010) 1,2





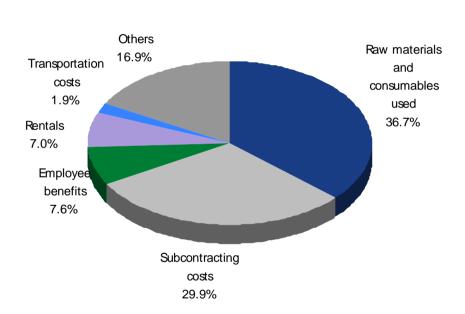
- 1 All figures are before elimination of inter-segment transactions and unallocated costs
- 2 The numbers for heavy machinery manufacturing are fully consolidated



## **Operating Cost Structure**

## Cost Breakdown (1H 2010)

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

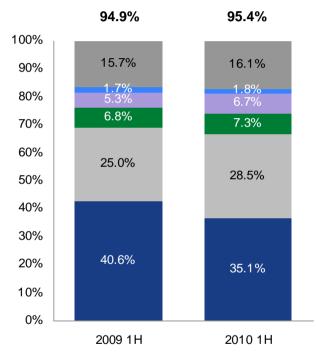


#### Note:

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

### **Cost Structure**





Others

Transportation costs

Rentals

■ Employee benefits

Subcontracting costs

Raw materials and consumables used



## Infrastructure Construction – Business Performance

### Completed projects with RMB 91,637 million of contract value



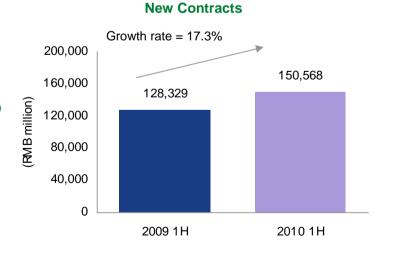


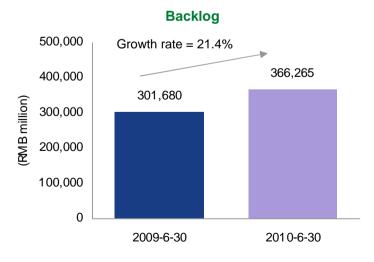
Completion of Girder Erection project for Shanghai-Hangzhou PDL



Completion of Vietnam Saigon International Terminal project



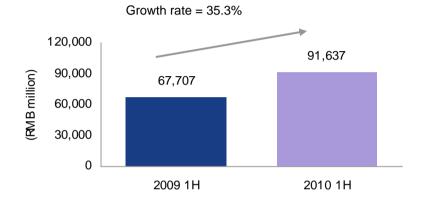




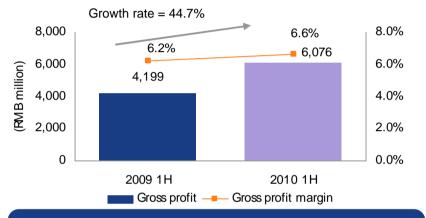


## Infrastructure Construction – Financial Performance

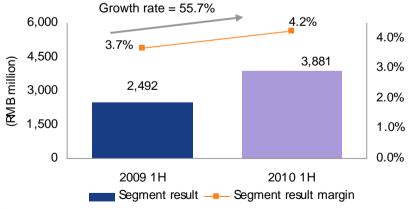




### **Gross Profit<sup>1</sup>**



## Segment Result<sup>1,2</sup>



#### Remarks

- Gross profit margin increased to 6.6% for the six months ended 30 June 2010 from 6.2% in the corresponding period of 2009, mainly attributable to the enhanced project management of the Group
- Administrative expenses as a percentage of revenue decreased to 2.7% for the six months ended 30 June 2010 from 2.9% in the corresponding period of 2009 because of the increased economies of scale

- 1 All figures are before elimination of inter-segment transactions and unallocated costs; figures for 1H 2009 and 1H 2010 are unaudited
- 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 4,422 million of contract value



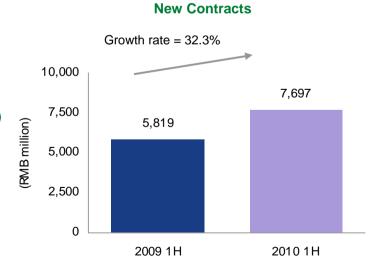


Shenzhen Dachan Bay Port Area designed by CCCC

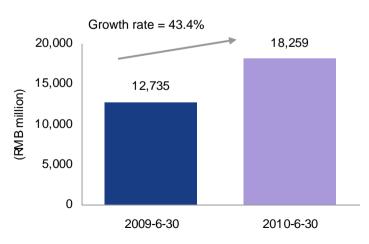


Fuel oil terminal project for Qingdao Yijia Group

New Contracts and Backlog



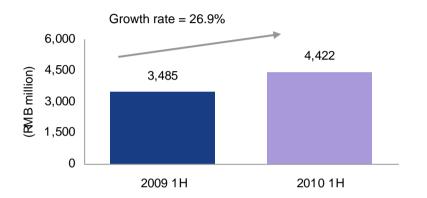




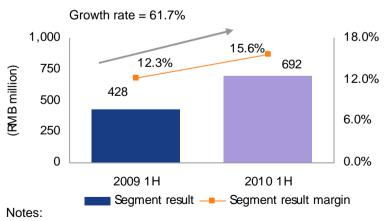


## Infrastructure Design – Financial Performance

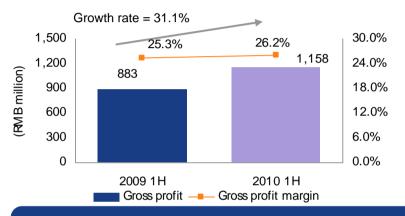
#### Revenue<sup>1</sup>



### Segment Result<sup>1,2</sup>



#### **Gross Profit<sup>1</sup>**



#### **Remarks**

- Gross profit margin increased to 26.2% for the six months ended 30 June 2010 from 25.3% in the corresponding period of 2009, primarily due to the increased proportion of revenue generated from design contracts with higher gross profit margin
- Administrative expenses as a percentage of revenue decreased to 10.0% for the six months ended 30 June 2010 from 11.6% in the corresponding period of 2009.
- 1 All figures are before elimination of inter-segment transactions and unallocated costs; figures for 1H 2009 and 1H 2010 are unaudited
- 2 Segment result = revenue cost of sales selling and marketing expenses administrative expenses + other income/ (expenses), net



## Dredging - Business Performance

### Completed projects with RMB 13,319 million of contract value

(RMB million)





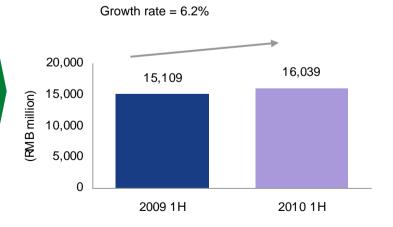
"Tong Cheng", self-propelled trailing suction hopper dredger with the largest tank capacity and deepest digging depth in the PRC

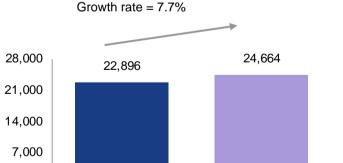
**New Contracts** 



Dredging site work of Jingtang 200,000-ton class navigation channel

New Contracts and Backlog





2009-6-30

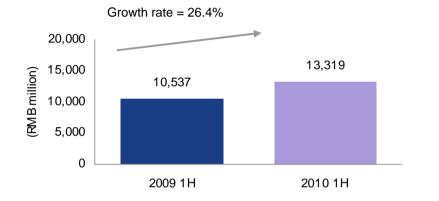
**Backlog** 



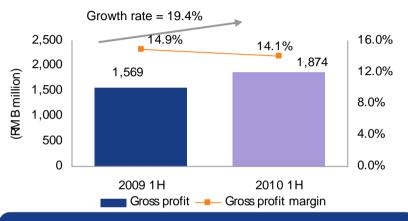
2010-6-30

## Dredging – Financial Performance

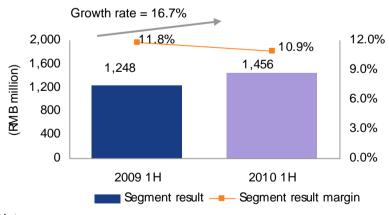




### **Gross Profit<sup>1</sup>**



## Segment Result<sup>1,2</sup>



#### Remarks

- Gross profit margin for the dredging business was 14.1% for the six months ended 30 June 2010, as compared with 14.9% in the corresponding period of 2009, primarily attributable to higher cost, caused by the frozen water conditions along the northern coast of China in the early 2010 as a result of continuous extremely low temperature
- The increase of subcontracting also contributed negatively to the gross profit margin of the dredging business

- 1 All figures are before elimination of inter-segment transactions and unallocated costs; figures for 1H 2009 and 1H 2010 are unaudited
- 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 9,190 million of contract value





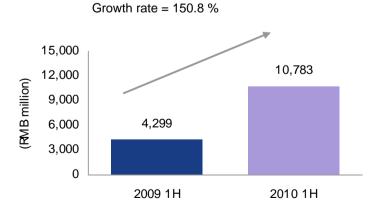
ZPMC post-panama quayside container crane

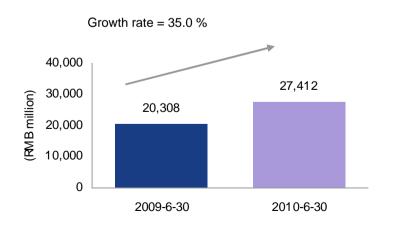
**New Contracts** 

Pipe laying vessel designed and built by ZPMC for MSC, a company in Luxembourg

**Backlog** 

New Contracts and Backlog

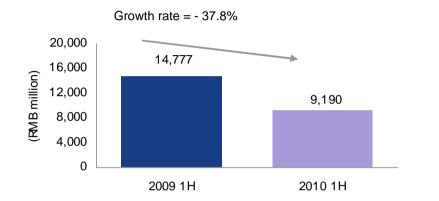




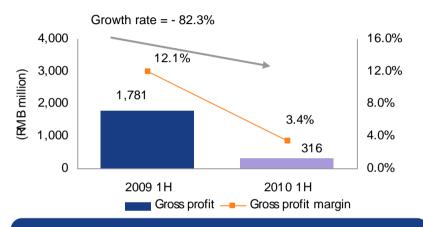


## Heavy Machinery Manufacturing – Financial Performance

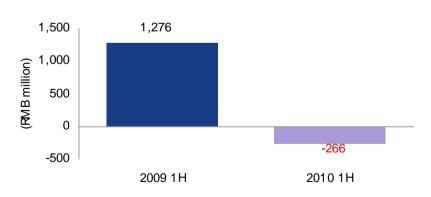




#### **Gross Profit<sup>1</sup>**



## Segment Result<sup>1,2</sup>



#### Remarks

- Gross profit margin decreased to 3.4% for the six months ended 30 June 2010 from 12.1% in the corresponding period of 2009. The decreased gross profit margin was mainly due to high fixed cost, and the appreciation of Renminbi which affected the revenue generated from contracts denominated in foreign currencies, mainly in U.S. dollar and Euro
- Other net expenses for the six months ended 30 June 2010 was RMB135 million, compared with other net income of RMB175 million in the corresponding period of 2009, mainly due to the change of foreign exchange gains/losses from operating activities

- 1 All figures are before elimination of inter-segment transactions and unallocated costs; figures for 1H 2009 and 1H 2010 are unaudited
- Segment result = revenue cost of sales selling and marketing expenses administrative expenses + other income/ (expenses), net



## Capital Expenditure

Infrastructure Construction Business

 Mainly used in the construction of plants, purchase of equipment and investments in BOT projects

Infrastructure
Design
Business

 Mainly used in the purchase of equipment

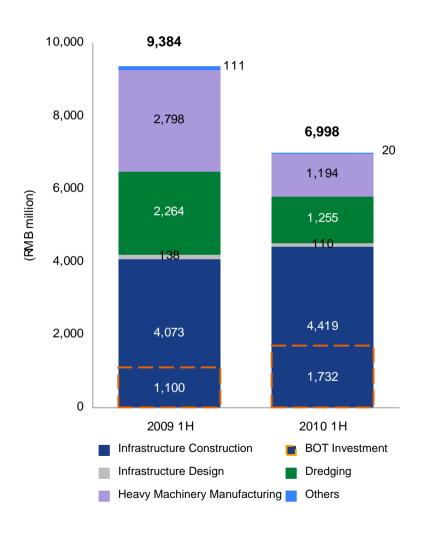
**Dredging Business** 

 Mainly used in the purchase of new dredgers and upgrade of existing dredgers

Heavy
Machinery
Manufacturing
Business

 Mainly used for the construction of new production base and purchase of new vessels for shipment

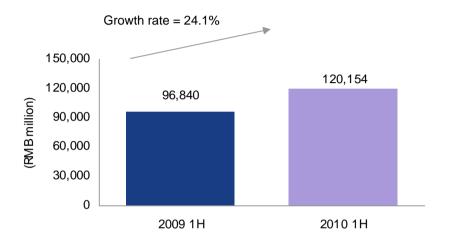
### **Capital expenditure**



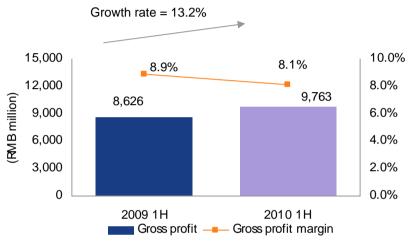


## Summary Income Statement Data

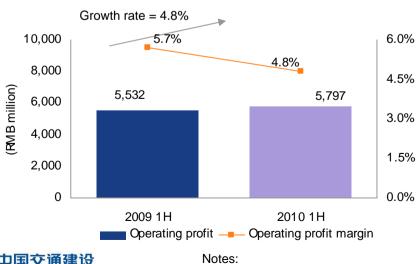




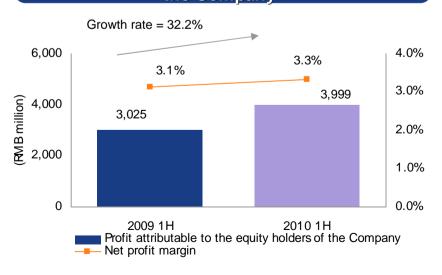
### **Gross Profit<sup>1</sup>**



### Operating Profit<sup>1</sup>



### Profit attributable to the Equity Holders of the Company<sup>1</sup>





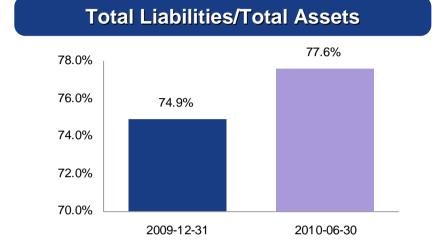
Figures for 1H 2009 and 1H 2010 are unaudited

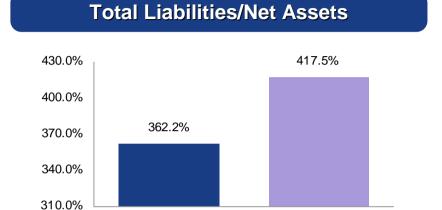
## Summary Balance Sheet Data

RM B millions	As at 2009-12-31	As at 2010-06-30	Change (%)
Non-Current Assets	99,591	104,364	4.8%
Property, plant and equipment	47,351	49,288	4.1%
Intangible assets	10,075	11,807	17.2%
Available-for-sale financial assets	17,650	15,133	-14.3%
Trade and other receivables	15,142	18,204	20.2%
Current Assets	164,467	185,897	13.0%
Inventories	18,835	21,341	13.3%
Trade and other receivables	69,158	83,289	20.4%
Cash and cash equivalents	33,817	27,668	-18.2%
Total Assets	264,058	290,261	9.9%
Non-current Liabilities	42,145	39,561	-6.1%
Borrowings	34,694	32,914	-5.1%
Current Liabilities	155,684	185,770	19.3%
Trade and other payables	105,017	125,389	19.4%
Borrowings	36,043	45,391	25.9%
Total liabilities	197,829	225,331	13.9%
Total Equity	66,229	64,930	-2.0%

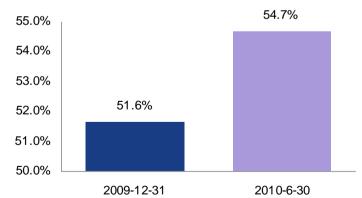


## Summary Balance Sheet Data





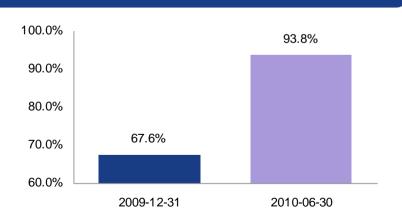
### Total Debt <sup>1</sup>/Total Capital<sup>2</sup>



#### Net Debt<sup>3</sup> /Net Assets

2010-06-30

2009-12-31



- 1. Total Debt = short-term borrowings + long-term borrowings
- 2. Total capital includes total debt, minority interest and owner's equity
- 3. Net debt = Total Debt cash and cash equivalents, net debt of ZPMC was fully consolidated.

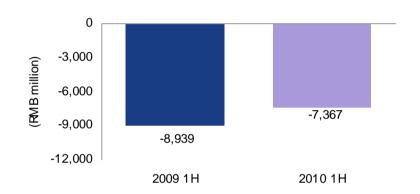


## Summary Cash Flow Statement Data

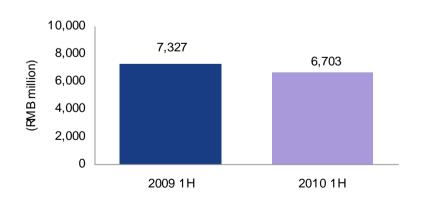
### **Cash Flow from Operating Activities**

#### 1,000 0 -1,000 -2,000 -3,000 -4,000 -5,000 -6,000 -5,397 2009 1H 2010 1H

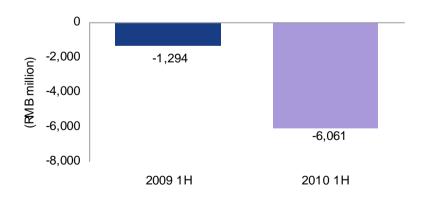
### **Cash Flow from Investing Activities**



### **Cash Flow from Financing Activities**



## Net (Decrease) / Increase in Cash and Cash Equivalents





## Outlook

Committed to maximizing our corporate value and thriving for achieving superior shareholders' value

Capture the opportunities from increased domestic and overseas investment in transportation infrastructure

Place greater emphasis on the health of balance sheet and improve on efficiency of cash flow management To implement concerted management concepts from top to bottom

To set feasible and clear management goals

To take well-defined and strict management measures

Continue to make steady investments in our core businesses and explore new markets with good profit prospects

Enhance cost control and focus on increasing the profitability of each business segment



## **Thank You**

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