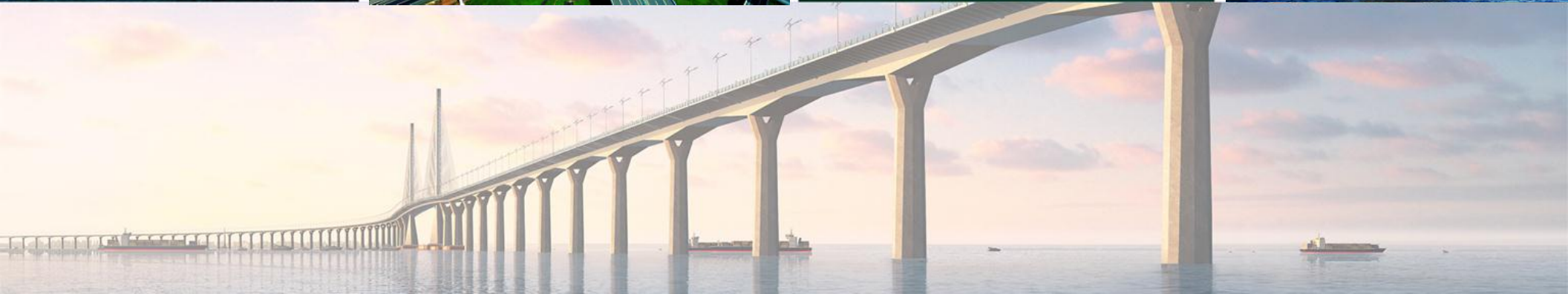




中国交通建设股份有限公司  
CHINA COMMUNICATIONS CONSTRUCTION COMPANY LIMITED

01800.HK

## 2012 Interim Results Presentation



# Disclaimer

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# Financial Summary

RMB million (except per share data)	Six Months Ended		Change
	2011-6-30	2012-6-30	
Revenue	138,925	124,737	↓ -10.2%
Gross Profit	12,014	13,543	↑ 12.7%
EBITDA <sup>1</sup>	10,619	11,391	↑ 7.3%
Operating Profit	7,449	8,137	↑ 9.2%
Profit before income tax	7,310	6,301	↓ -13.8%
Adjusted Profit before income tax <sup>2</sup>	6,380	6,301	↓ -1.2%
Profit attributable to the equity holders of the Company	5,829	5,016	↓ -13.9%
EPS <sup>3</sup>	0.39	0.32	- -

Notes:

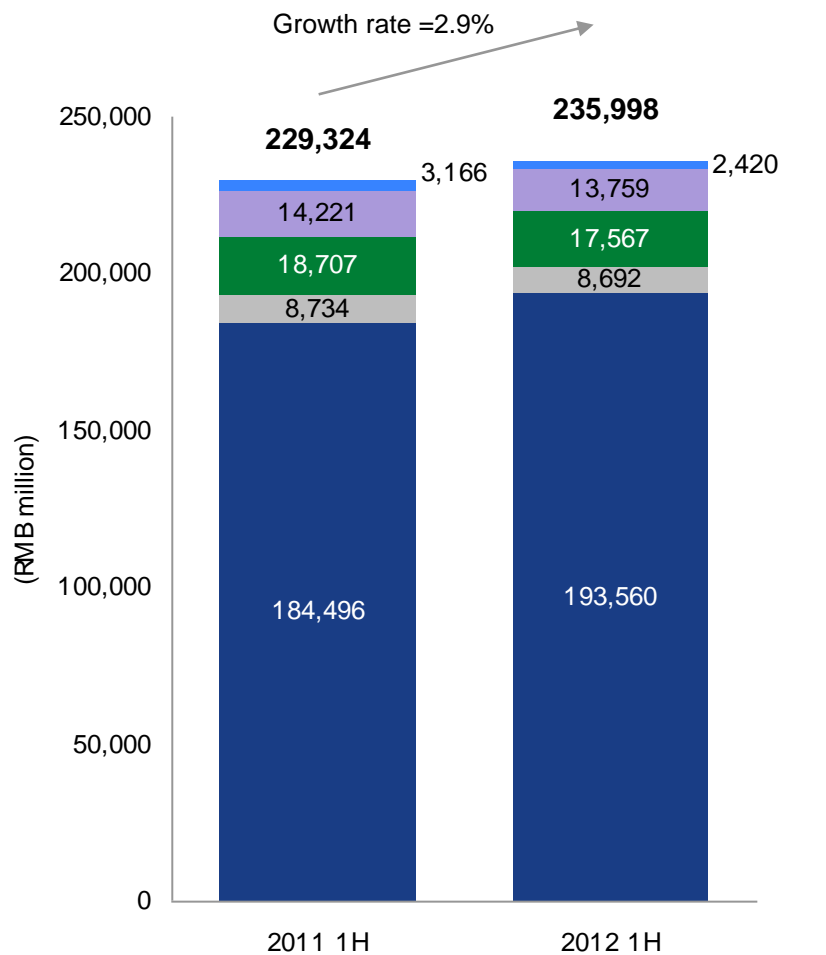
1 EBITDA is calculated by adding back depreciation and amortisation to the operating profit

2 Excluding the RMB930 million one-off gain on debt restructuring of Iraq loans recognized in the six months ended 30 June 2011

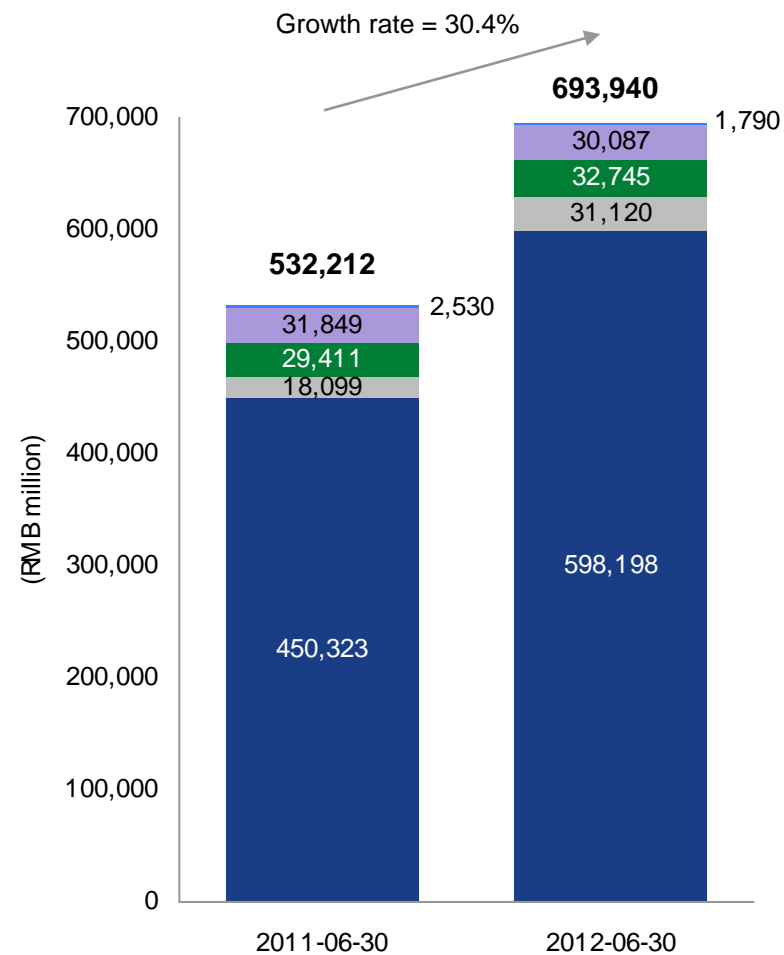
3 Weighted average number of ordinary shares in issue used for computing basic EPS for six months ended 30 June 2011 was 14,825 million and for six months ended 30 June 2012 was 15,725 million. Diluted EPS is the same as basic EPS as there were no potential dilutive ordinary shares outstanding during the six months ended 30 June 2011 and 2012

# New Contracts and Backlog by Business Segments

## New Contracts

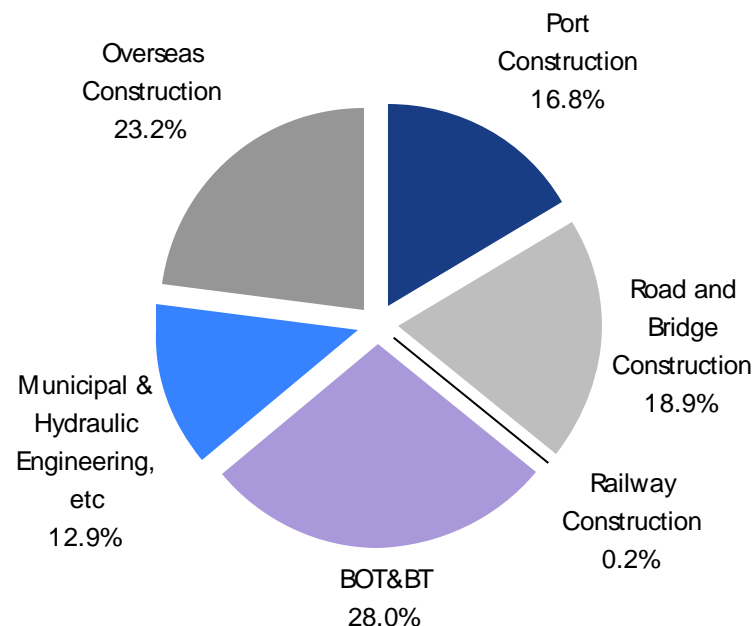


## Backlog



# New Contracts of Infrastructure Construction Business

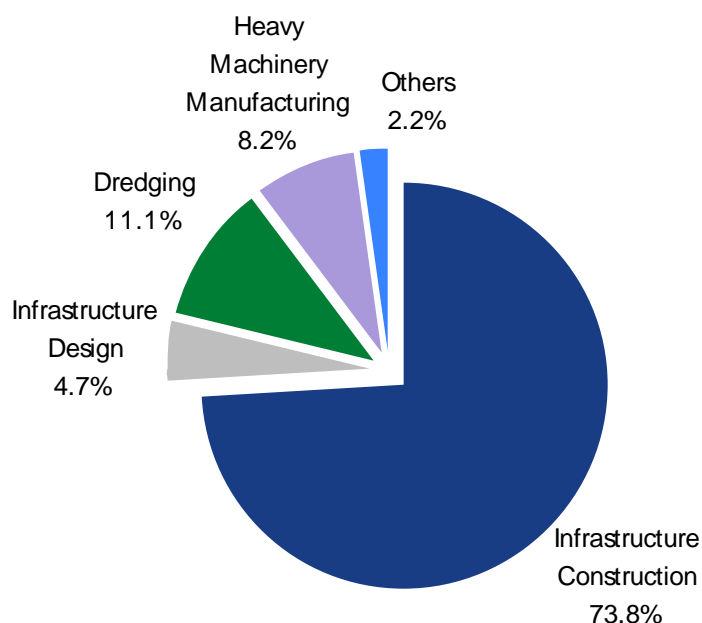
## New Contracts of Infrastructure Construction Business (2012 1H)



	2011 1H		2012 1H		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
<b>Domestic Construction</b>	<b>155,649</b>	<b>84.4%</b>	<b>148,744</b>	<b>76.8%</b>	<b>(6,905)</b>	<b>(4.4%)</b>
Port construction	29,762	16.1%	32,523	16.8%	2,761	9.3%
Road&Bridge Construction	61,367	33.3%	36,615	18.9%	(24,752)	(40.3%)
Railway Construction	0	0.0%	443	0.2%	443	NA
BOT&BT	45,423	24.6%	54,277	28.0%	8,854	19.5%
Municipal & Hydraulic Engineering, etc	19,097	10.4%	24,886	12.9%	5,789	30.3%
<b>Overseas Construction</b>	<b>28,847</b>	<b>15.6%</b>	<b>44,816</b>	<b>23.2%</b>	<b>15,969</b>	<b>55.4%</b>
<b>Total</b>	<b>184,496</b>	<b>100.0%</b>	<b>193,560</b>	<b>100.0%</b>	<b>9,064</b>	<b>4.9%</b>

# Contribution by Business Segments – Revenue

## Revenue (2012 1H) <sup>1</sup>



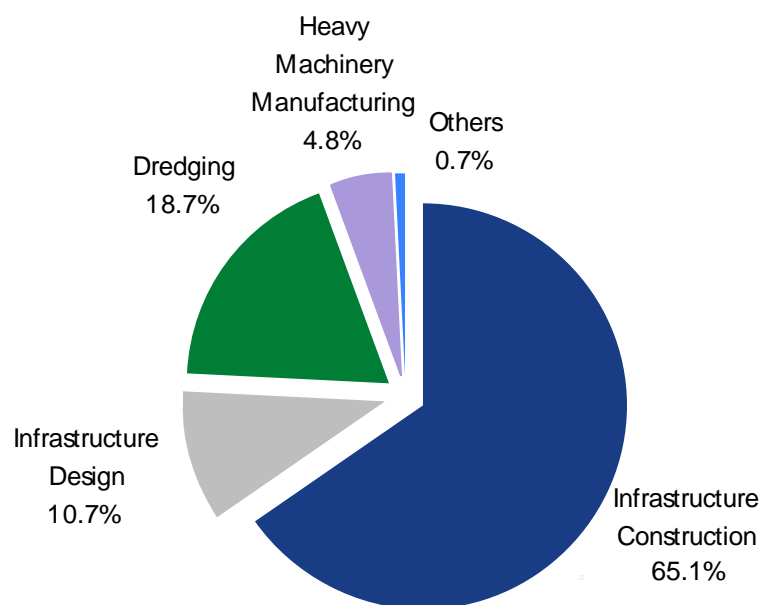
Business	2011 1H		2012 1H		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Infrastructure Construction	107,834	76.3%	94,330	73.8%	(13,504)	(12.5%)
Infrastructure Design	5,963	4.2%	6,065	4.7%	102	1.7%
Dredging	15,586	11.0%	14,194	11.1%	(1,392)	(8.9%)
Heavy Machinery	8,965	6.3%	10,526	8.2%	1,561	17.4%
Others	2,952	2.1%	2,768	2.2%	(184)	(6.2%)
<b>Total (before elimination)</b>	<b>141,300</b>	<b>100.0%</b>	<b>127,883</b>	<b>100.0%</b>	<b>(13,417)</b>	<b>(9.5%)</b>

Notes:

<sup>1</sup> All figures are before elimination of inter-segment transactions and unallocated costs

# Contribution by Business Segments – Segment Result

## Segment Result (2012 1H) <sup>1,2</sup>



Business	2011 1H		2012 1H		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Infrastructure Construction	4,926	65.5%	5,240	65.1%	314	6.4%
Infrastructure Design	836	11.1%	857	10.7%	21	2.5%
Dredging	1,903	25.3%	1,506	18.7%	(397)	(20.9%)
Heavy Machinery	(238)	(3.2%)	383	4.8%	621	NA
Others	89	1.2%	56	0.7%	(33)	(37.1%)
<b>Total (before elimination)</b>	<b>7,516</b>	<b>100.0%</b>	<b>8,042</b>	<b>100.0%</b>	<b>526</b>	<b>7.0%</b>

Notes:

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

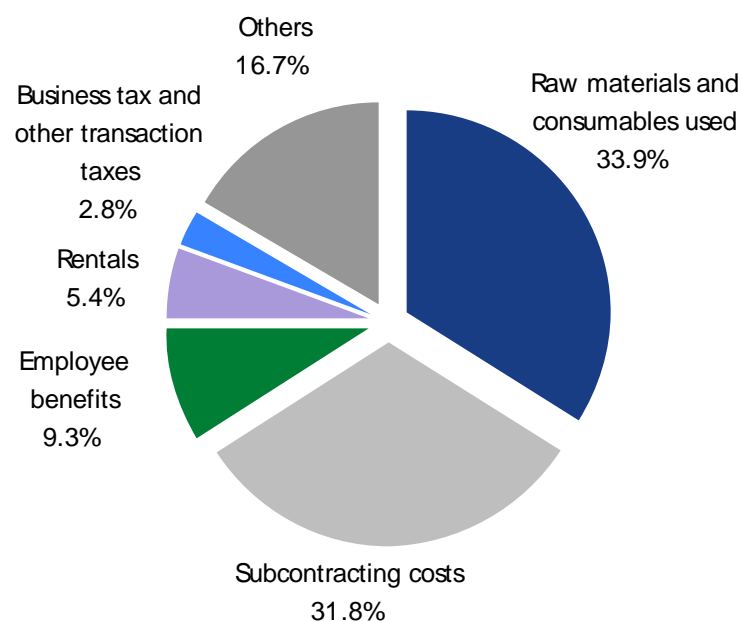
2 The numbers for heavy machinery manufacturing are fully consolidated



# Operating Cost Structure

## Cost Breakdown (2012 1H)

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

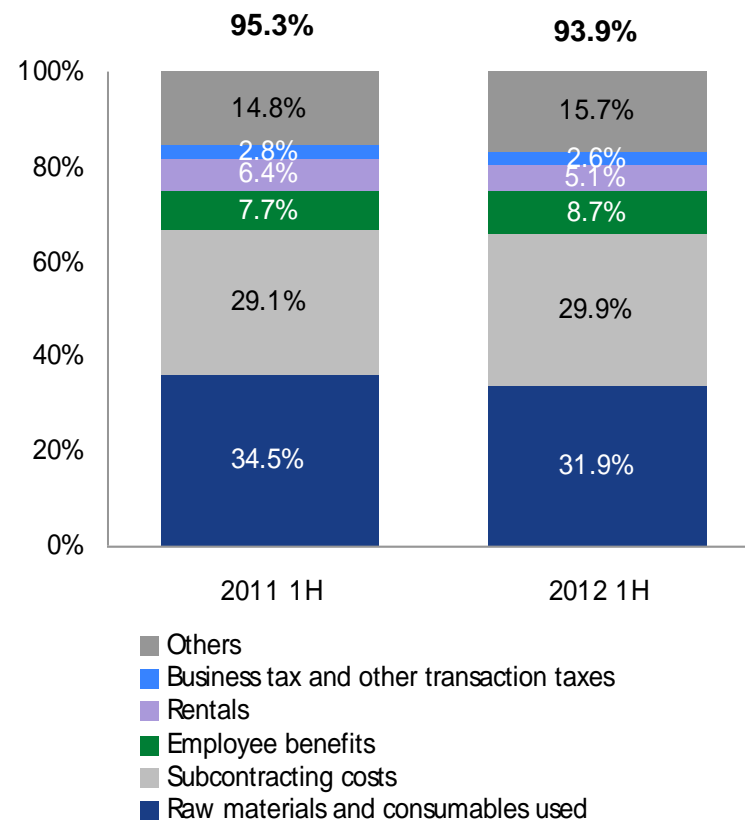


Note:

<sup>1</sup> Operating costs = cost of sales + selling and marketing expenses + administrative expenses

## Cost Structure (2012 1H)

As % of sales





# Infrastructure Construction – Business Performance

Completed projects with RMB 94,330 million of contract value

## Key Projects



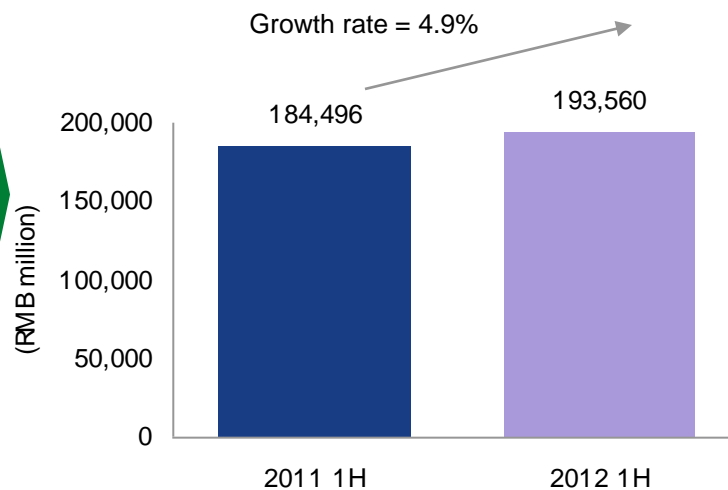
Dalian LNG terminal



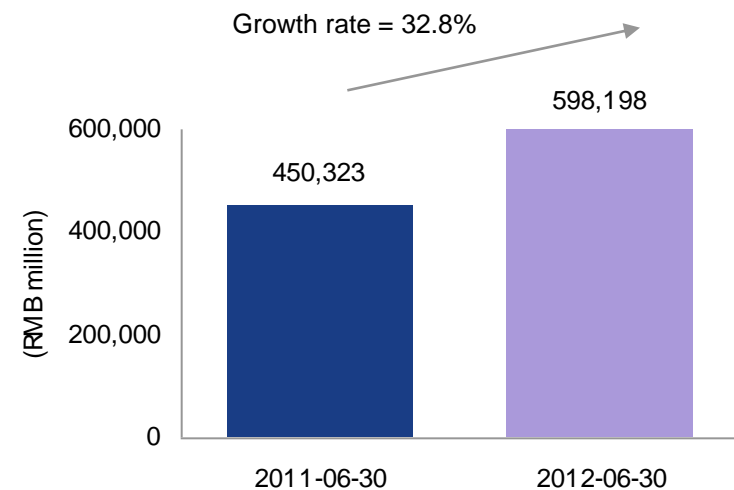
Closure of Lishuihe Mega Bridge

## New Contracts and Backlog

### New Contracts

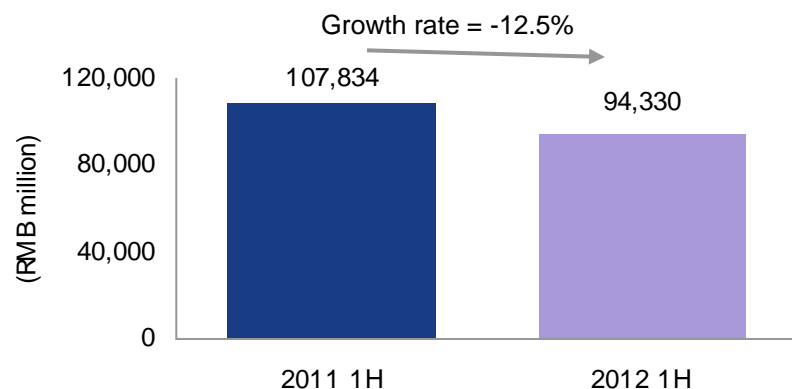


### Backlog

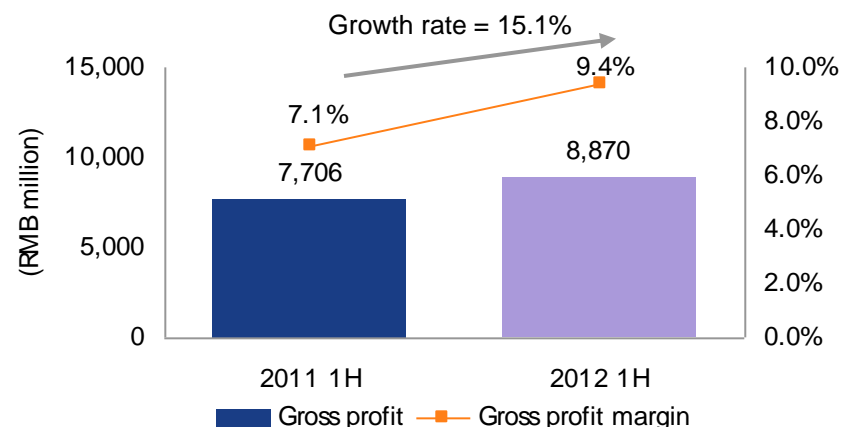


# Infrastructure Construction – Financial Performance

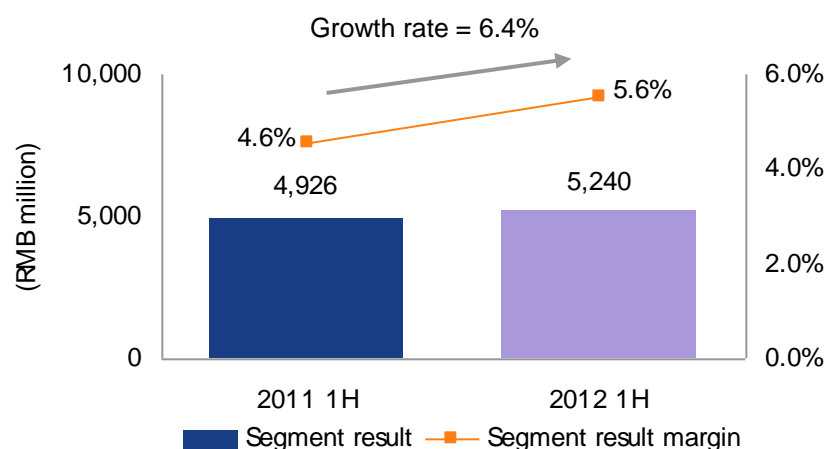
## Revenue<sup>1</sup>



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



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



## REMARKS

- ◆ The decrease in revenue was primarily attributable to decrease in revenue from road and bridge construction and railway construction, which resulted from less infrastructure investment under the tightened macro economy in 2012
- ◆ Gross profit margin increased to 9.4% from 7.1%, which was mainly attributable to better structure of infrastructure construction business, in which projects with higher gross profit margins, such as overseas construction business and BOT/BT projects are getting higher proportions, as well as enhanced project management of the Group

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 6,065 million of contract value

## Key Projects



Interchange bridge of Gansu Section of Shiyen-Tianshui National Highway

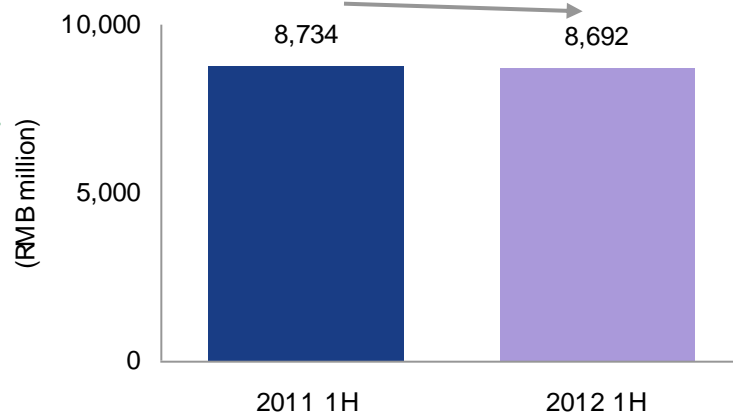


Ramp bridge of Shenzhen Outer ring road

## New Contracts and Backlog

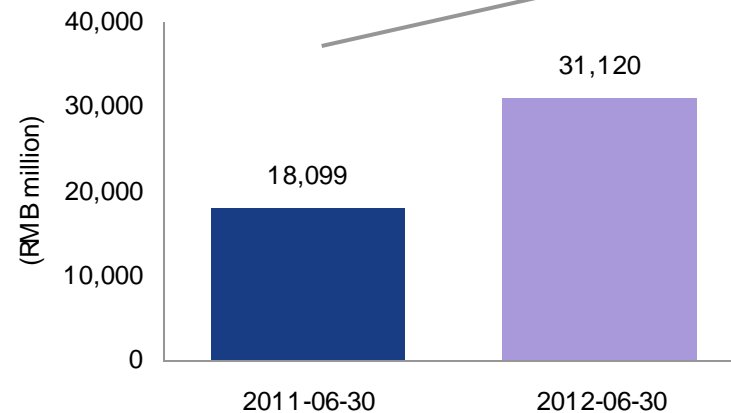
### New Contracts

Growth rate = -0.5%



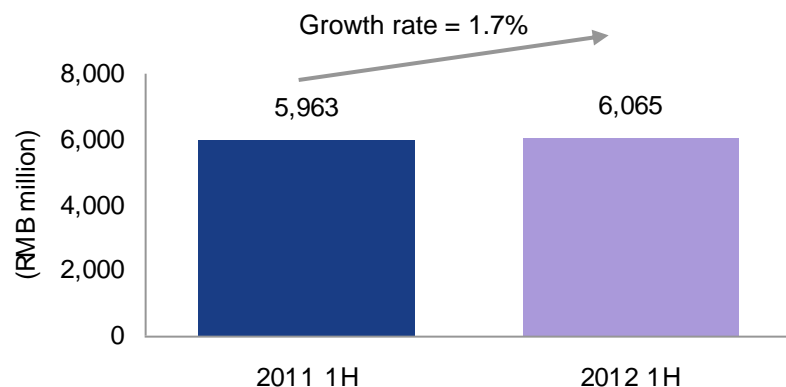
### Backlog

Growth rate = 71.9%

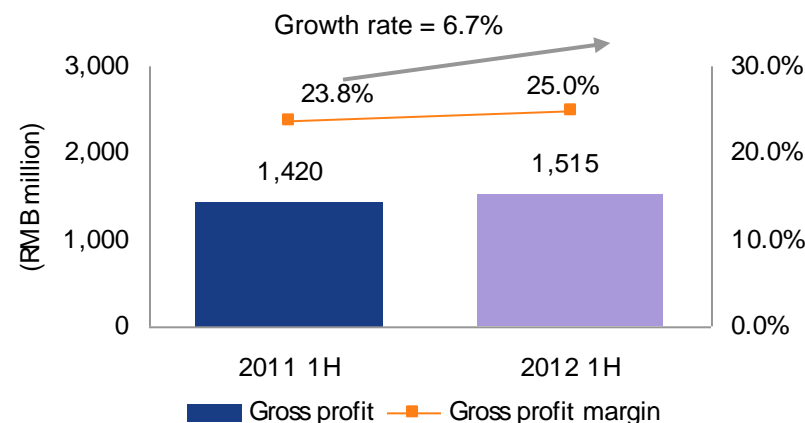


# Infrastructure Design – Financial Performance

## Revenue<sup>1</sup>



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



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



## REMARKS

- Revenue from the infrastructure design business for the six months ended 30 June 2012 was RMB6,065 million, representing an increase of RMB102 million, or 1.7%, as compared with RMB5,963 million in the corresponding period of 2011
- Gross profit margin increased to 25.0% from 23.8%, primarily due to the increased proportion of revenue generated from contracts which have higher gross profit margins

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 14,194 million of contract value

## Key Projects



Tianjin South Harbour is under construction

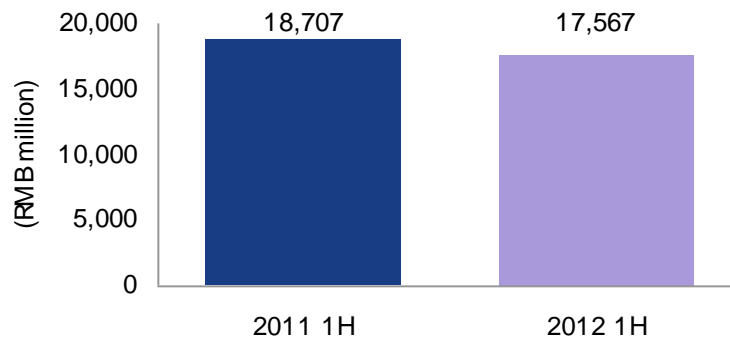


“Jun Hai 2” is working at the South Harbour of Colombo in Sri Lankan

## New Contracts and Backlog

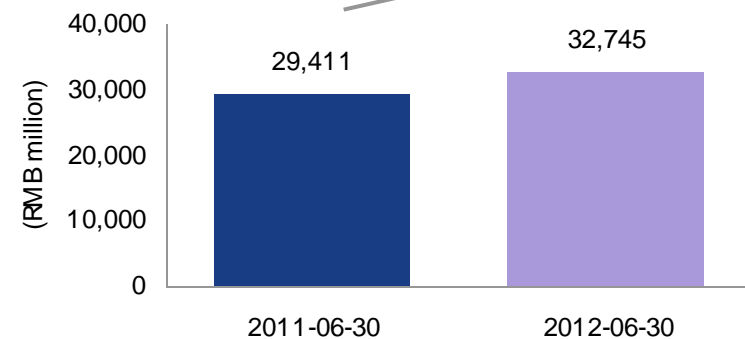
### New Contracts

Growth rate = -6.1%



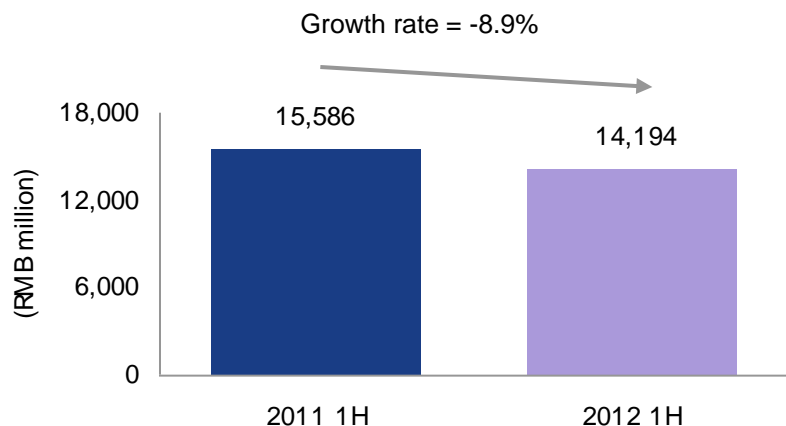
### Backlog

Growth rate = 11.3%

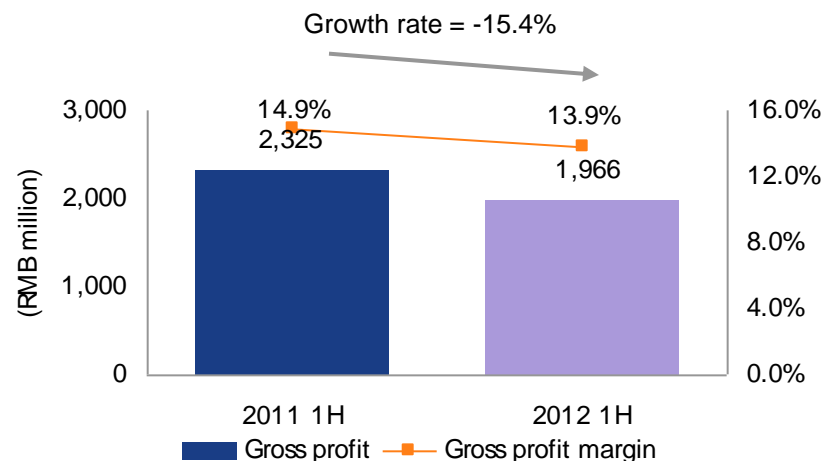


# Dredging - Financial Performance

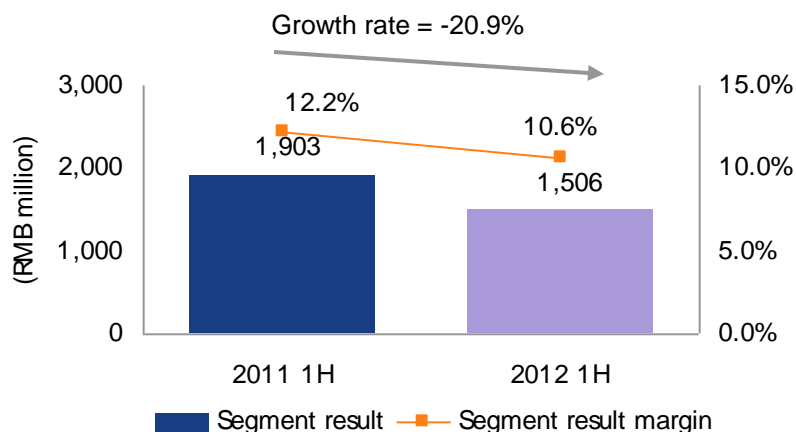
## Revenue<sup>1</sup>



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



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



## REMARKS

- ◆ The decrease in revenue was primarily attributable to the slowed down coastal line reclamation activities under the tightened macro economy in 2012
- ◆ Gross profit margin for the dredging business decreased to 13.9% from 14.9%, primarily attributable to the combined effect of high fixed cost and decreased revenue

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 10,526 million of contract value

## Key Projects



Quayside container crane with the largest outreach in the world arrived at German Wilhelmshaven Harbour

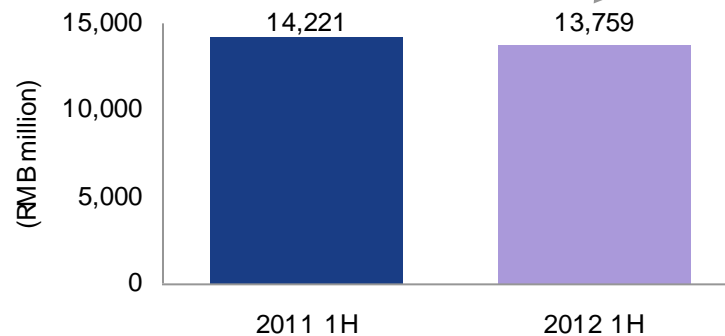


Rubble bed leveling barge

## New Contracts and Backlog

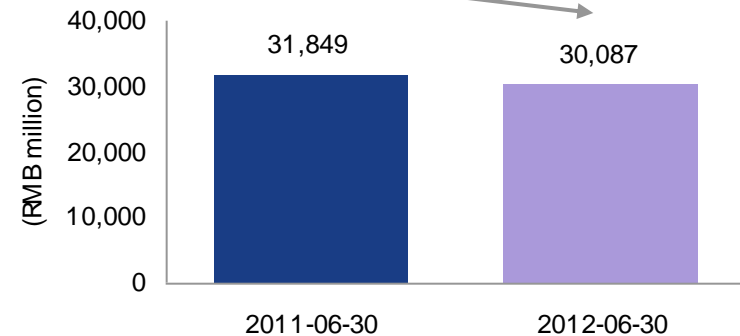
### New Contracts

Growth rate = -3.2%



### Backlog

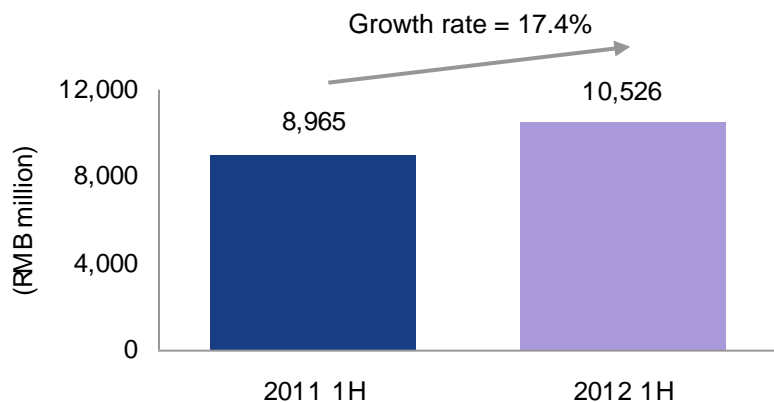
Growth rate = -5.5%



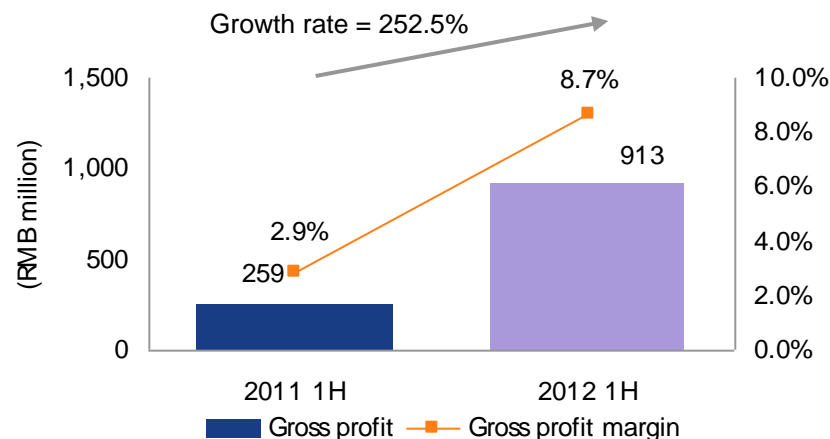


# Heavy Machinery Manufacturing – Financial Performance

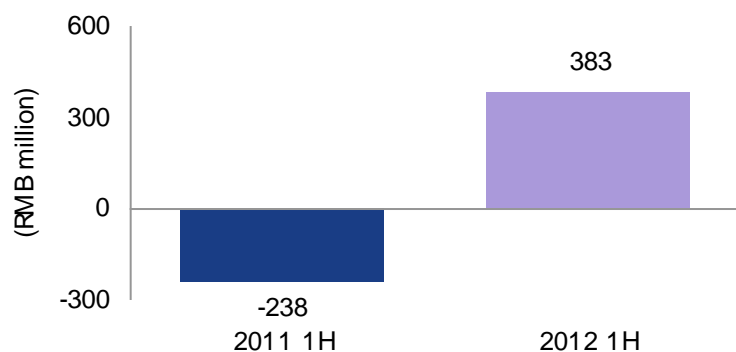
## Revenue<sup>1</sup>



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



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



## REMARKS

- ♦ The increase in revenue was primarily attributable to several big contracts for heavy machinery manufacturing business that were successfully executed
- ♦ Gross profit margin increased to 8.7% from 2.9%. The increased gross profit margin was mainly due to several big contracts executed in the six months ended 30 June 2012, which have higher gross profit margins

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

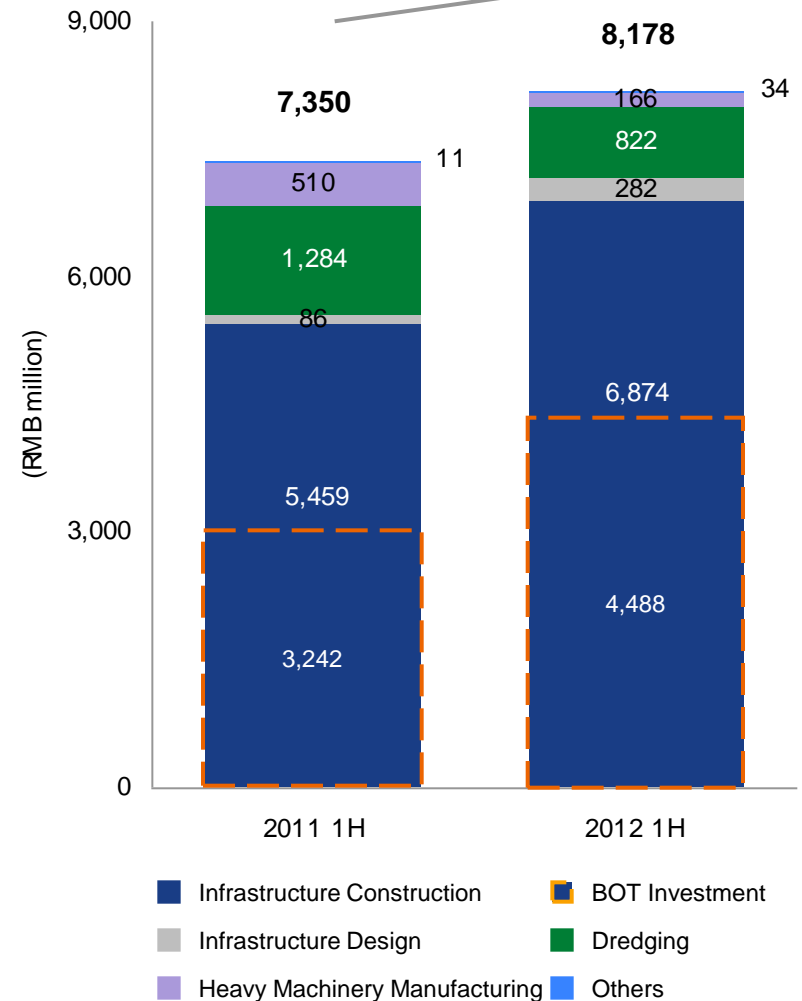
- ◆ Mainly used in the purchase of new dredgers and upgrade of existing dredgers

## Heavy Machinery Manufacturing Business

- ◆ Mainly used for the completion of the existing building of plants

## Capital expenditure

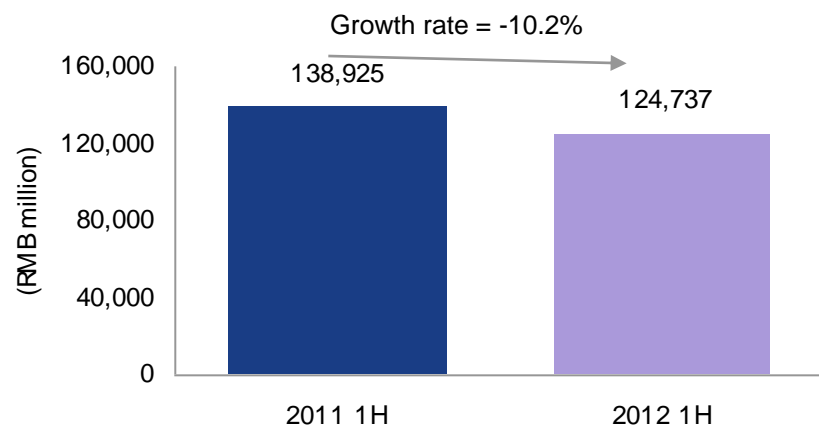
Growth rate = 11.3%



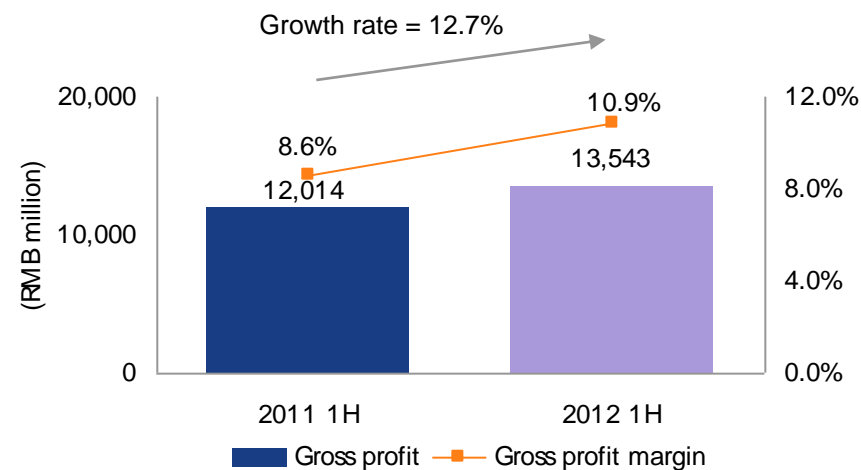
Note: Capital expenditure is implemented by means of both cash purchase and financial lease

# Summary Income Statement Data

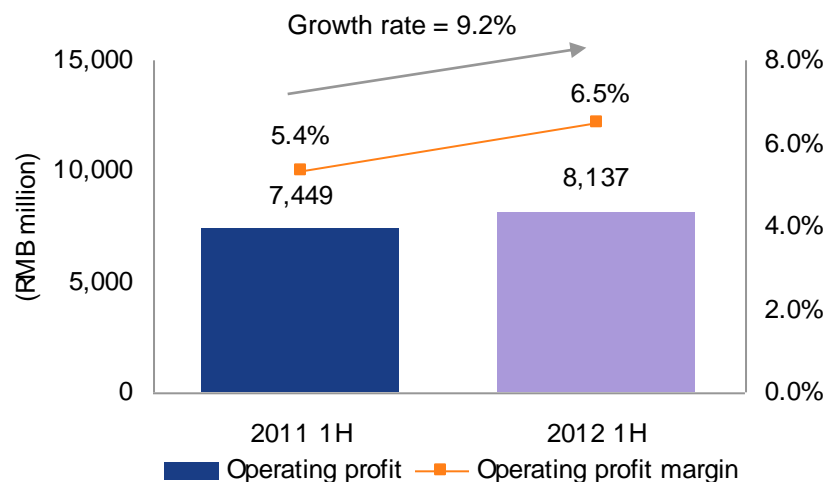
## Revenue



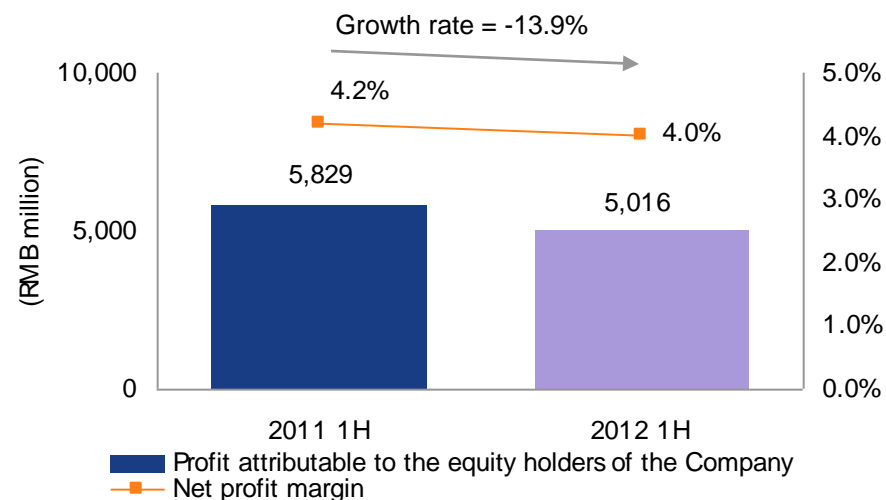
## Gross Profit



## Operating Profit



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



Notes:

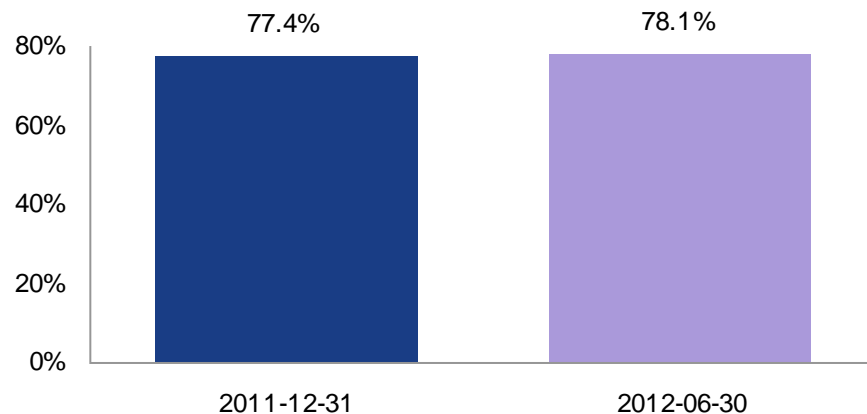
<sup>1</sup> The Group recorded RMB930 million one-off gain on debt restructuring of Iraq loans for the six months ended 30 June 2011

# Summary Balance Sheet Data

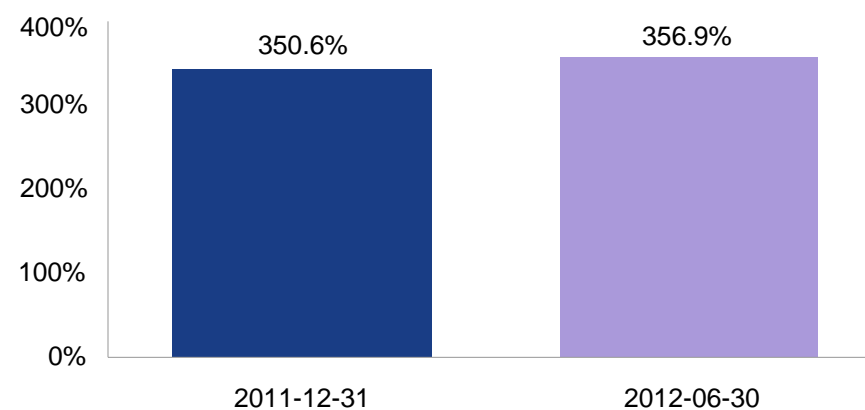
RMB millions	As at 2011-12-31	As at 2012-6-30	Change (%)
<b>Non-Current Assets</b>	<b>135,496</b>	<b>141,638</b>	<b>4.5%</b>
Property, plant and equipment	55,148	55,040	-0.2%
Intangible assets	23,902	28,286	18.3%
Available-for-sale financial assets	12,846	12,164	-5.3%
Trade and other receivables	28,940	30,853	6.6%
<b>Current Assets</b>	<b>223,284</b>	<b>258,723</b>	<b>15.9%</b>
Inventories	22,603	23,471	3.8%
Trade and other receivables	100,266	107,203	6.9%
Amounts due from customers for contract work	54,261	65,947	21.5%
Cash and cash equivalents	45,121	52,809	17.0%
<b>Total Assets</b>	<b>358,780</b>	<b>400,361</b>	<b>11.6%</b>
<b>Non-current Liabilities</b>	<b>58,866</b>	<b>65,380</b>	<b>11.1%</b>
Borrowings	51,756	58,357	12.8%
<b>Current Liabilities</b>	<b>218,969</b>	<b>247,346</b>	<b>13.0%</b>
Trade and other payables	146,777	156,915	6.9%
Borrowings	54,289	73,777	35.7%
<b>Total liabilities</b>	<b>277,835</b>	<b>312,726</b>	<b>12.6%</b>
<b>Total Equity</b>	<b>80,945</b>	<b>87,635</b>	<b>8.3%</b>

# Summary Balance Sheet Data

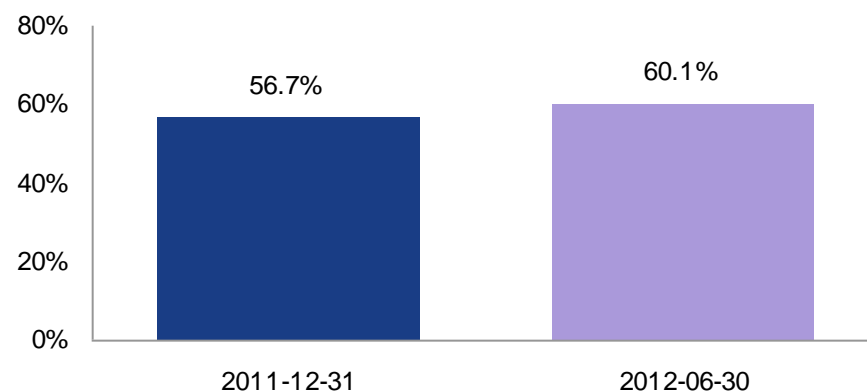
## Total Liabilities/Total Assets



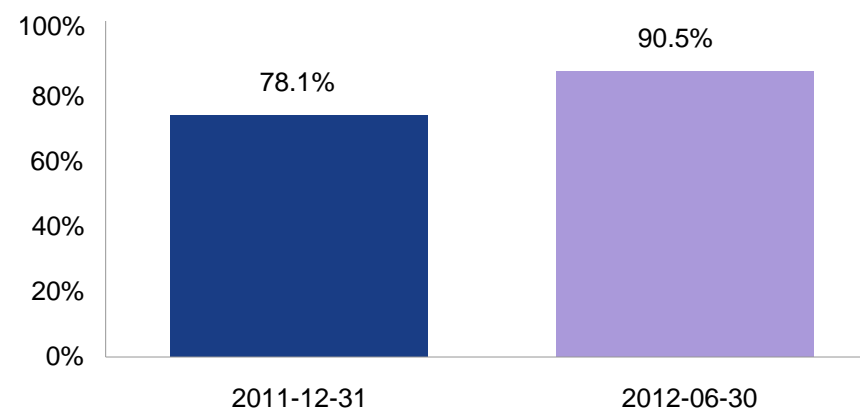
## Total Liabilities/Net Assets



## Total Debt/Total Capitalization<sup>1</sup>



## Net Debt/Net Assets

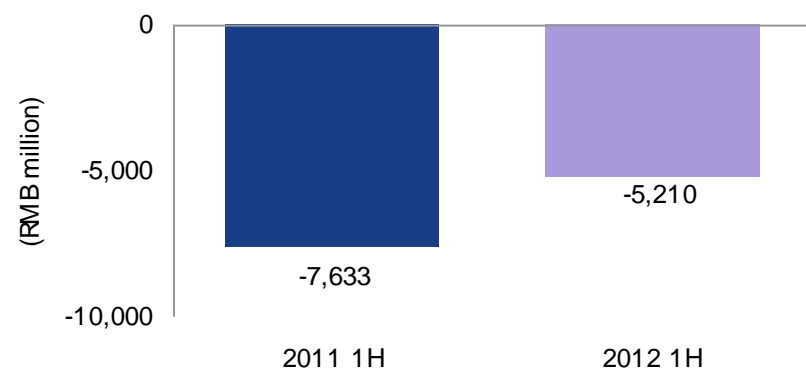


Note:

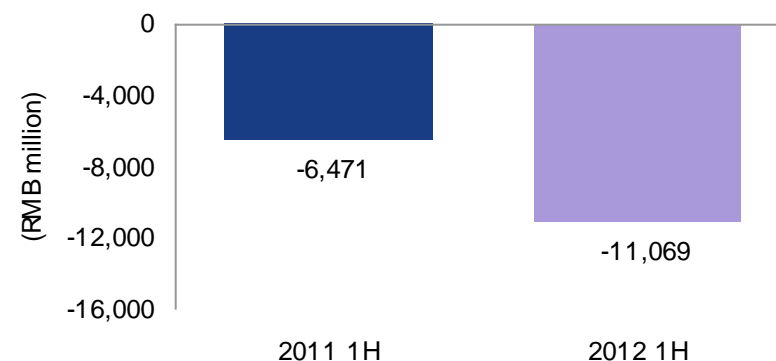
<sup>1</sup> Capitalization includes total debt, minority interest and owner's equity

# Summary Cash Flow Statement Data

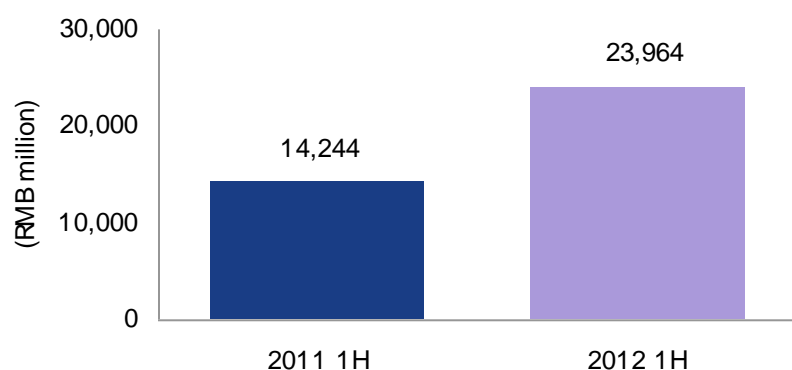
## Cash Flow from Operating Activities



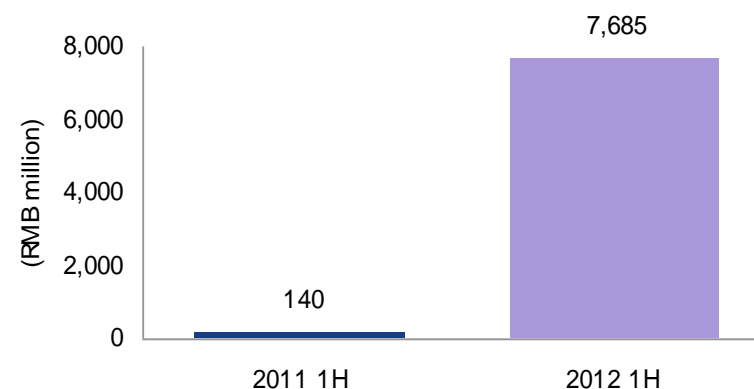
## Cash Flow from Investing Activities



## Cash Flow from Financing Activities



## Net Increase in Cash and Cash Equivalents



**Thank You**

**Investor Relations Team**

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**Fax: +86-10-8201 6524**

**Email: [ir@ccccltd.cn](mailto:ir@ccccltd.cn)**