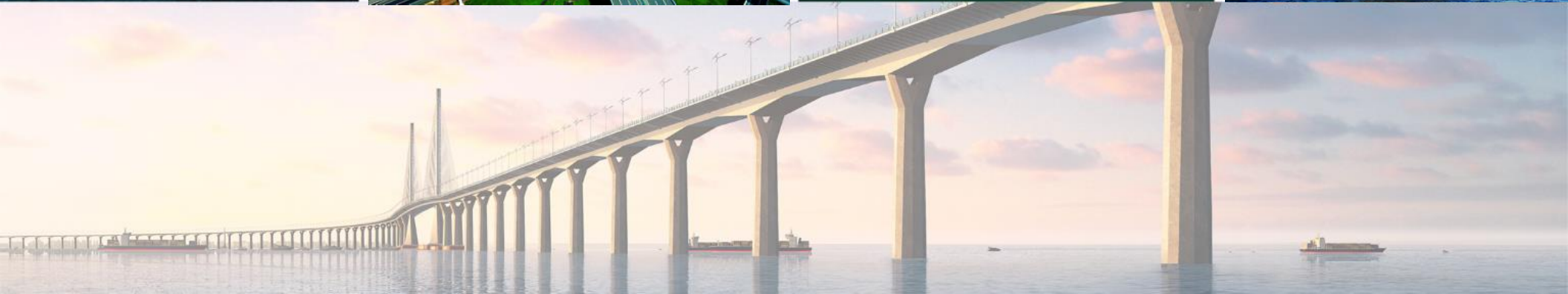




**中国交通建设股份有限公司**  
CHINA COMMUNICATIONS CONSTRUCTION COMPANY LIMITED

01800.HK

## 2015 Annual Results Presentation



# Disclaimer

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# Financial Summary

RMB million (except per share data)	Year Ended		
	2015-12-31	2014-12-31	Change
Revenue	403,616	366,042	↑ 10.3%
Gross Profit	49,754	39,272	↑ 26.7%
EBITDA <sup>1</sup>	34,313	31,782	↑ 8.0%
Operating Profit	25,798	23,785	↑ 8.5%
Profit before income tax	19,671	17,604	↑ 11.7%
Profit attributable to owners of the Company	15,828	13,985	↑ 13.2%
EPS <sup>2</sup>	0.96	0.86	↑ 11.6%

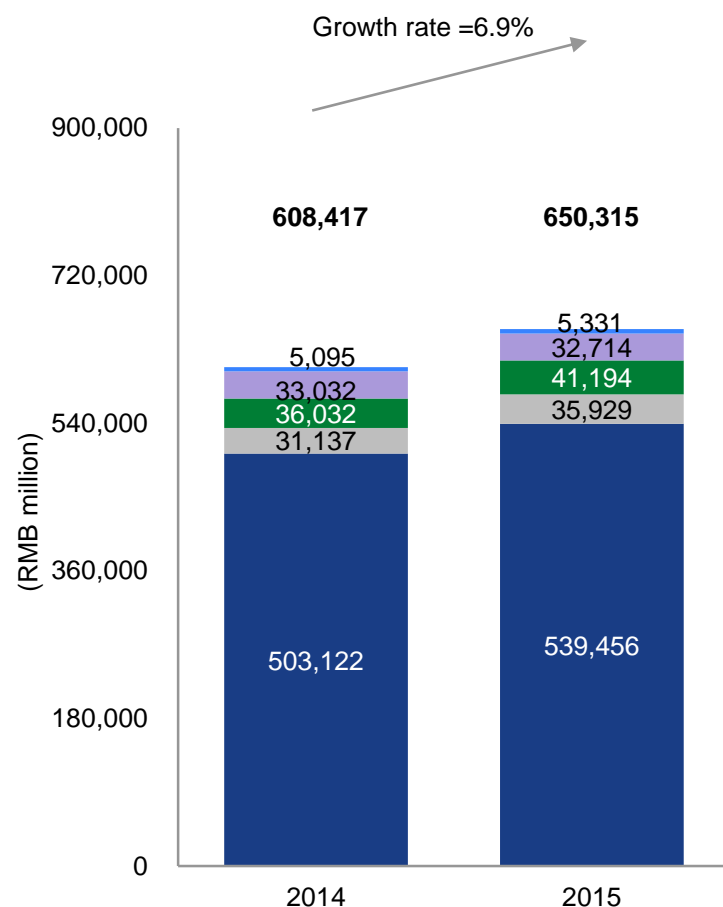
Notes:

<sup>1</sup> EBITDA is calculated by adding back depreciation and amortisation to the operating profit

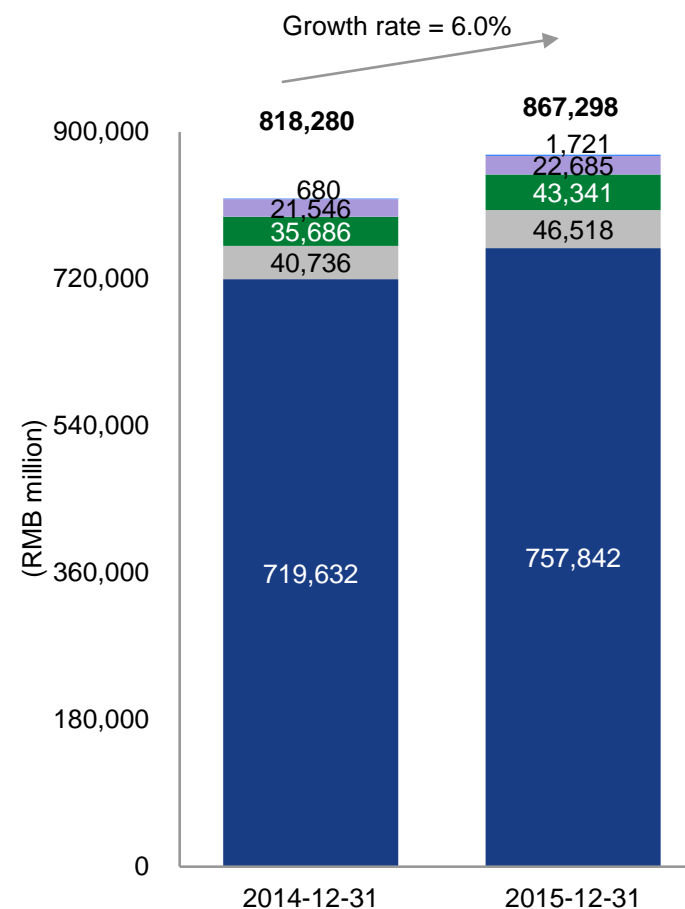
<sup>2</sup> The medium term notes (the "MTN") issued by the Company were classified as equity instruments with deferrable cumulative interest distribution and payment. Therefore, the MTN interests were deducted from earnings when calculate the earnings per share for the year ended 31 December 2015.

# New Contracts and Backlog by Business Segments

## New Contracts<sup>1</sup>

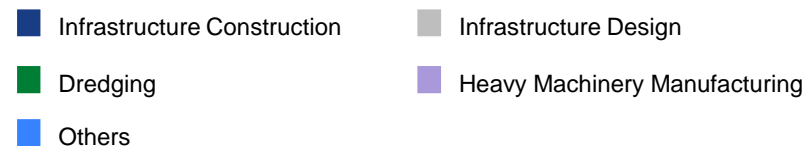


## Backlog<sup>1</sup>



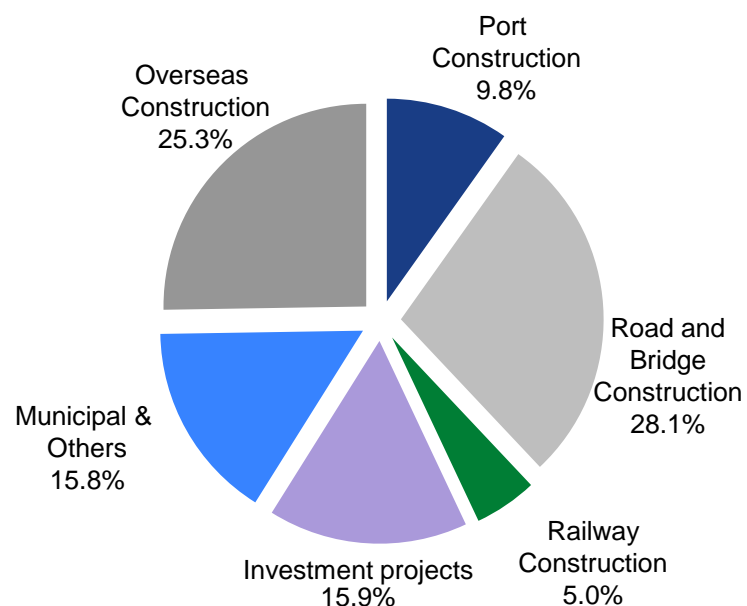
Note:

<sup>1</sup> CCCC Dredging (Group) Co., Ltd. ("CCCC Dredging") was established as a result of successful implementation of internal restructuring for the dredging business in 2015, and related data in 2014 was restated to reflect the above changes. Meanwhile, the sub-contracting contracts within the Group secured by CCCC Dredging in 2015 were offset on the level of consolidation



# New Contracts of Infrastructure Construction Business

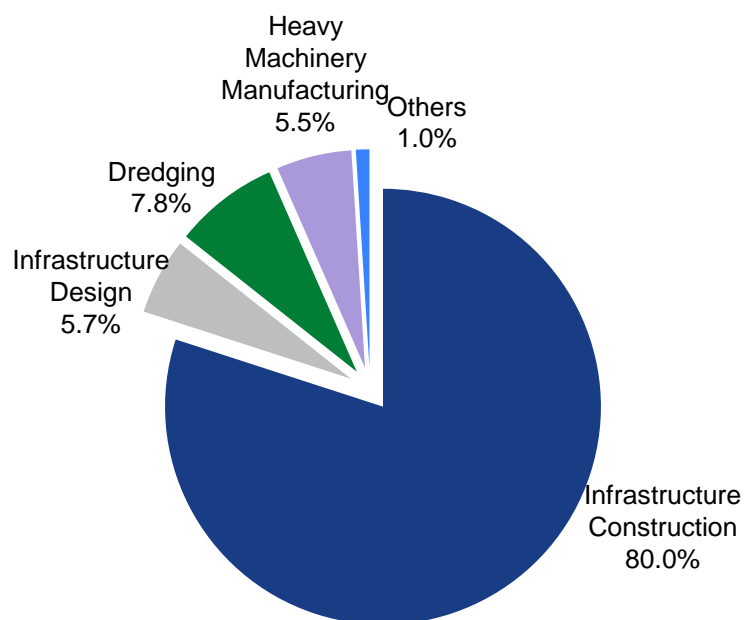
## New Contracts of Infrastructure Construction Business (2015)



	2015		2014		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
<b>Domestic Construction</b>	<b>403,207</b>	<b>74.7%</b>	<b>397,625</b>	<b>79.0%</b>	<b>5,582</b>	<b>1.4%</b>
Port Construction	53,064	9.8%	51,939	10.3%	1,125	2.2%
Road & Bridge Construction	151,794	28.2%	131,919	26.2%	19,875	15.1%
Railway Construction	27,063	5.0%	21,430	4.3%	5,633	26.3%
Infrastructure Investment	85,900	15.9%	100,688	20.0%	(14,788)	(14.7)%
Municipal & Others	85,386	15.8%	91,649	18.2%	(6,263)	(6.8)%
<b>Overseas Construction</b>	<b>136,249</b>	<b>25.3%</b>	<b>105,496</b>	<b>21.0%</b>	<b>30,753</b>	<b>29.2%</b>
<b>Total</b>	<b>539,456</b>	<b>100.0%</b>	<b>503,122</b>	<b>100.0%</b>	<b>36,335</b>	<b>7.2%</b>

# Contribution by Business Segments - Revenue

## Revenue (2015) <sup>1</sup>



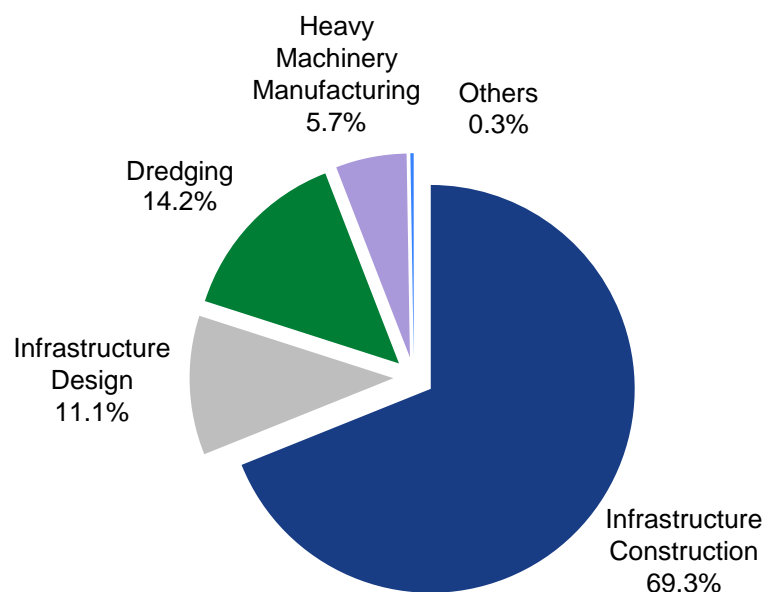
Business	2015		2014		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Infrastructure Construction	345,475	80.0%	298,986	76.8%	46,489	15.5%
Infrastructure Design	24,483	5.7%	21,086	5.6%	3,397	16.1%
Dredging	33,515	7.8%	28,020	9.5%	5,495	19.6%
Heavy Machinery	24,104	5.5%	26,733	7.0%	(2,629)	(9.8)%
Others	4,323	1.0%	4,192	1.1%	131	3.1%
<b>Total (before elimination)</b>	<b>431,900</b>	<b>100.0%</b>	<b>379,017</b>	<b>100.0%</b>	<b>52,883</b>	<b>14.0%</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 (2015) <sup>1</sup>



Business	2015		2014		Change	
	RMB million	% of total	RMB million	% of total	RMB million	Growth
Infrastructure Construction	18,259	69.3%	15,605	68.7%	2,654	17.0%
Infrastructure Design	2,923	11.1%	2,591	11.4%	332	12.8%
Dredging	3,752	14.2%	2,676	11.8%	1,076	40.2%
Heavy Machinery	1,491	5.7%	1,843	8.1%	(352)	(19.1)%
Others	(69)	(0.3)%	9	0.0%	(78)	(866.7)%
<b>Total (before elimination)</b>	<b>26,356</b>	<b>100.0%</b>	<b>22,724</b>	<b>100.0%</b>	<b>3,632</b>	<b>16.0%</b>

Notes:

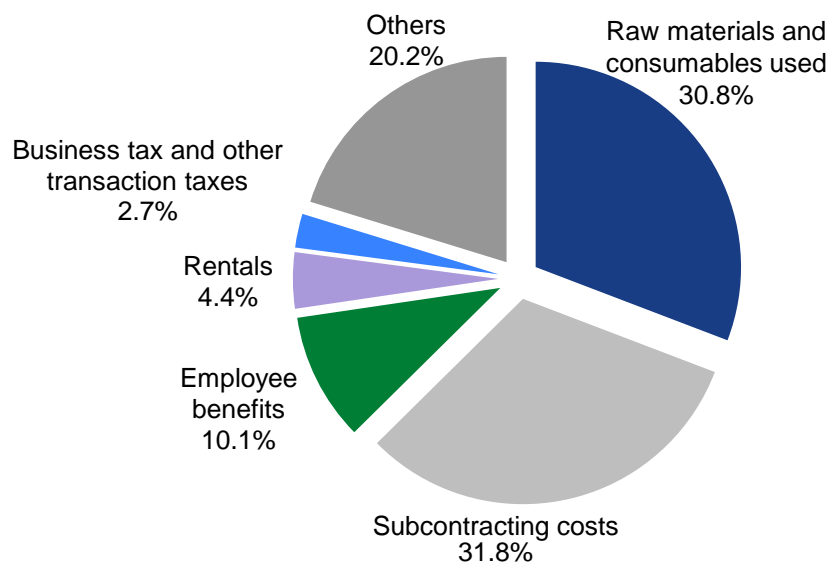
<sup>1</sup> All figures are before elimination of inter-segment transactions and unallocated costs



# Operating Cost Structure

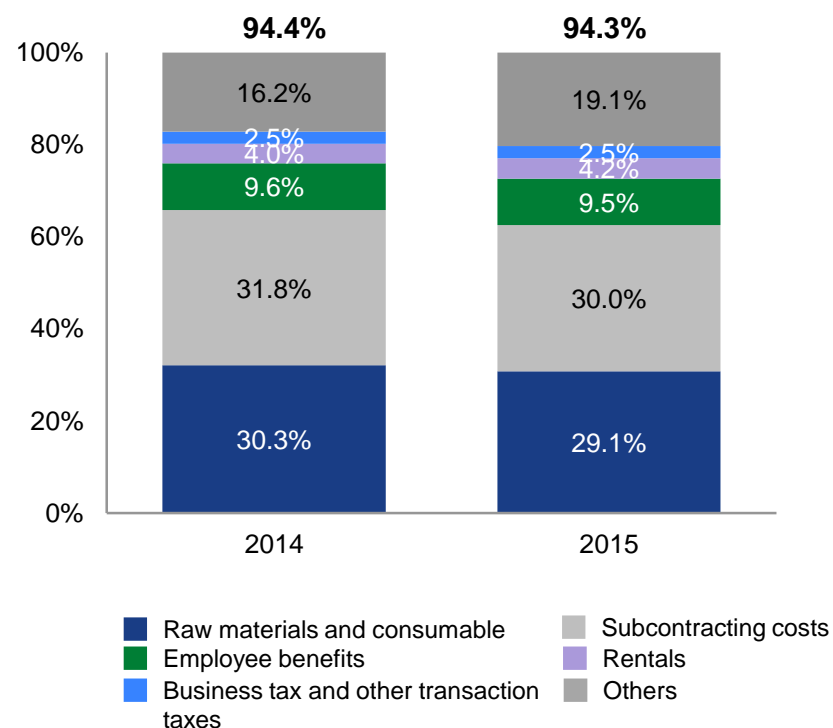
## Cost Breakdown (2015)

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



## Cost Structure (2015)

As % of sales



Note:

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



# Infrastructure Construction - Business Performance

Completed projects with RMB 345,475 million of contract value

## Key Projects



Xinghai Bay Bridge in Dalian

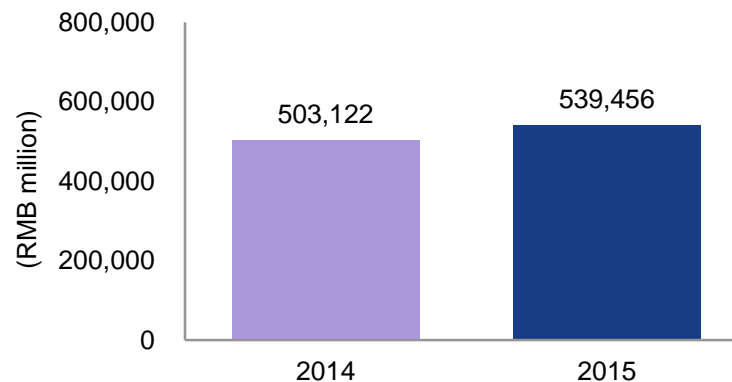


Mombasa-Nairobi Railway in Kenya

## New Contracts and Backlog

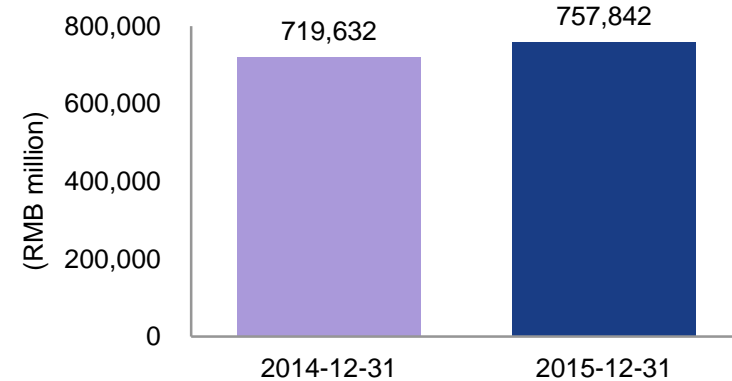
### New Contracts

Growth rate = 7.2%



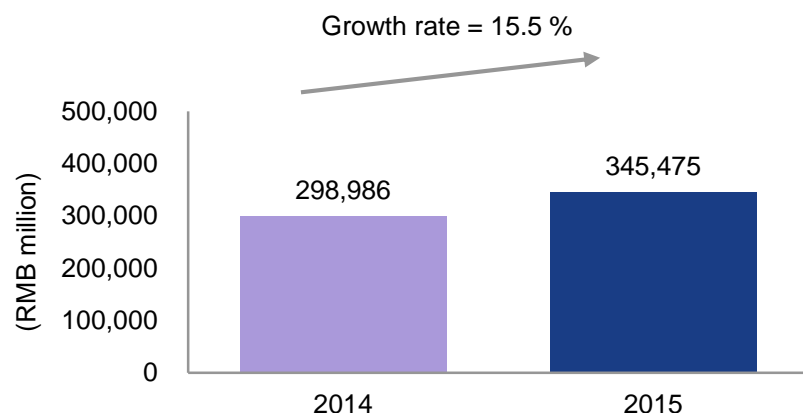
### Backlog

Growth rate = 5.3%

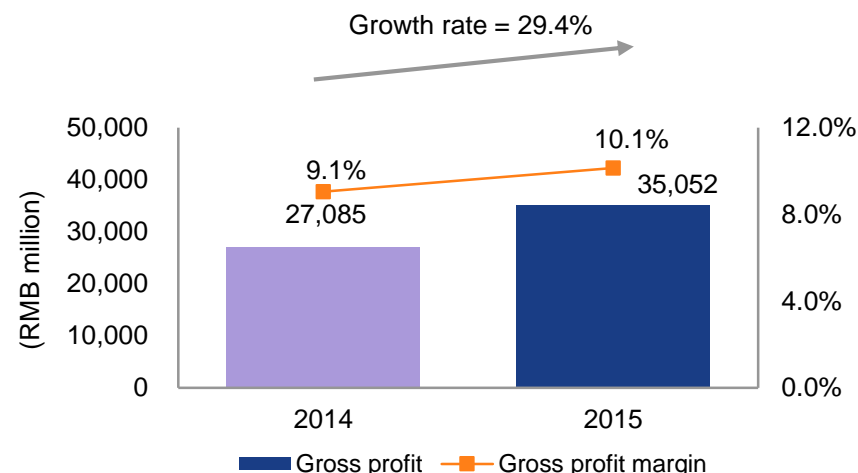


# Infrastructure Construction - Financial Performance

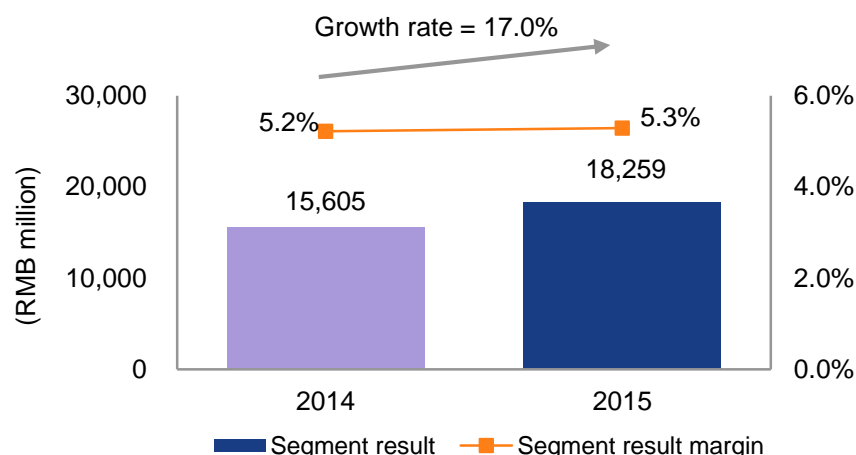
## Revenue<sup>1</sup>



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



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



## REMARKS

- ♦ The increase in revenue was primarily attributable to the increase of revenue from investment projects, overseas projects, as well as some other projects.
- ♦ Gross profit margin increased to 10.1% in 2015 from 9.1% in 2014, mainly attributable to the increase proportion of revenue generated from investment projects and overseas projects that has relatively 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

# Infrastructure Design - Business Performance

Completed projects with RMB 24,483 million of contract value

## Key Projects



The heavy cargo wharf project in Jazan, Saudi Arabia

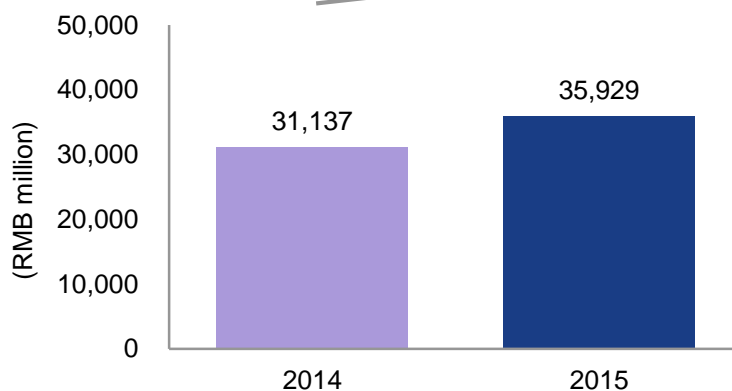


Guizhou Daozhen-Weng'an Highway

## New Contracts and Backlog

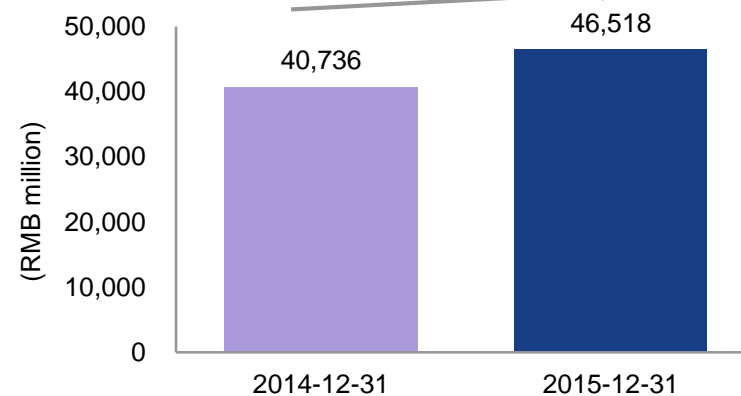
### New Contracts

Growth rate = 15.4%



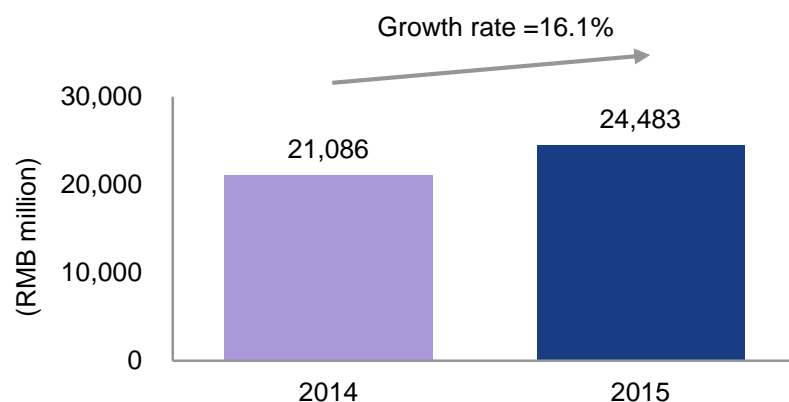
### Backlog

Growth rate = 14.2%

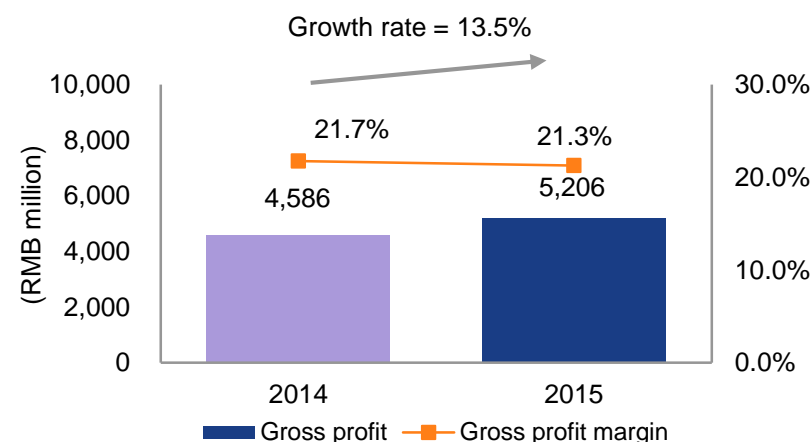


# Infrastructure Design - Financial Performance

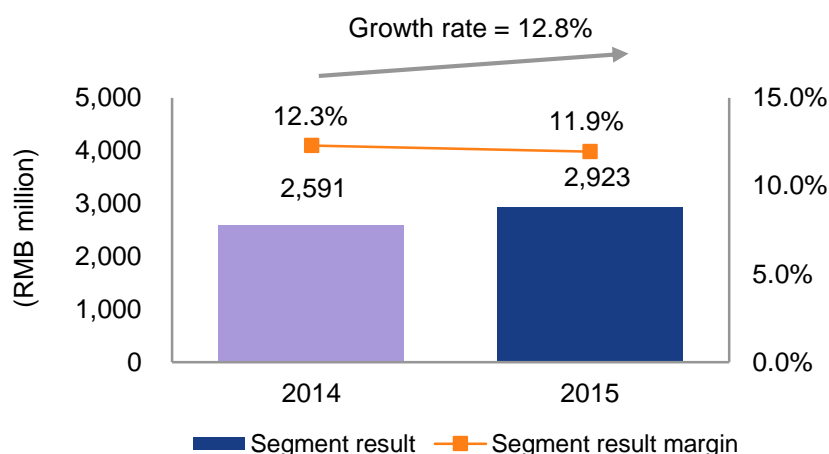
## Revenue<sup>1</sup>



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



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



## REMARKS

- ◆ This growth 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 specialised design skills and experience in complex projects.
- ◆ Gross profit margin decreased to 21.3% in 2015 from 21.7% in 2014, mainly attributable 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 33,515 million of contract value

Key  
Projects



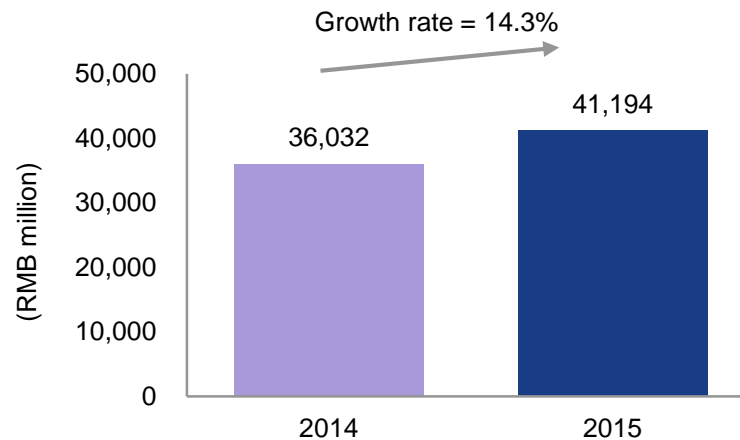
Dredging works for the seagoing channel of  
Guangzhou Port



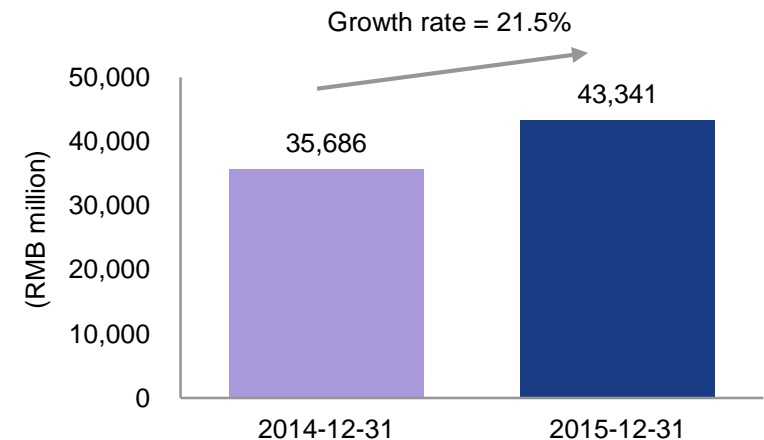
“Jun Yang 1”, a mega self-propelled trailing suction  
hopper dredger

New  
Contracts  
and  
Backlog

New Contracts

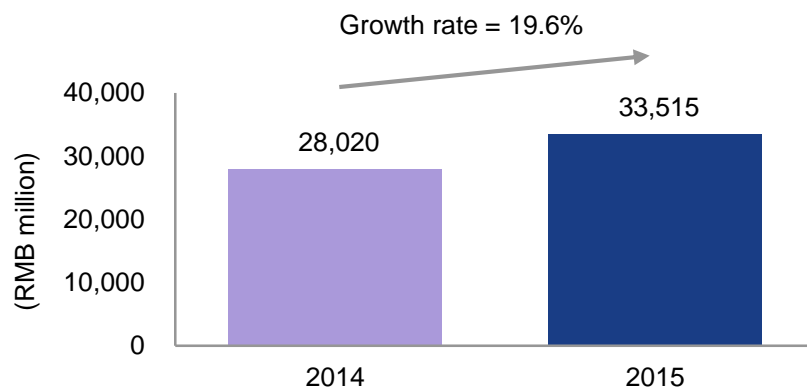


Backlog

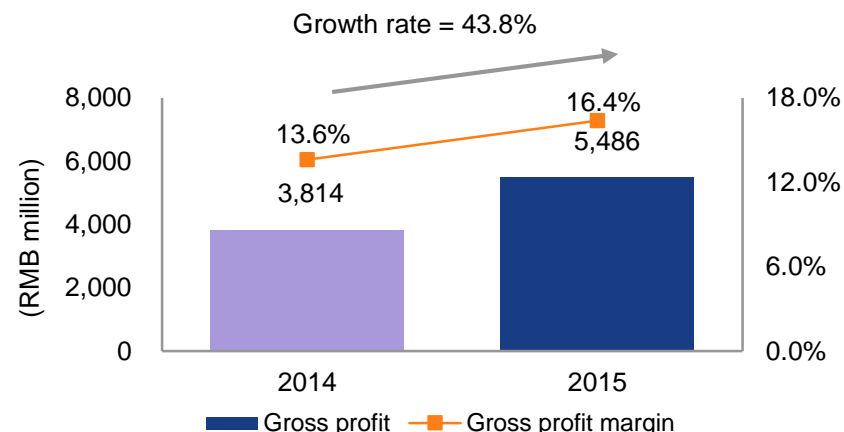


# Dredging - Financial Performance

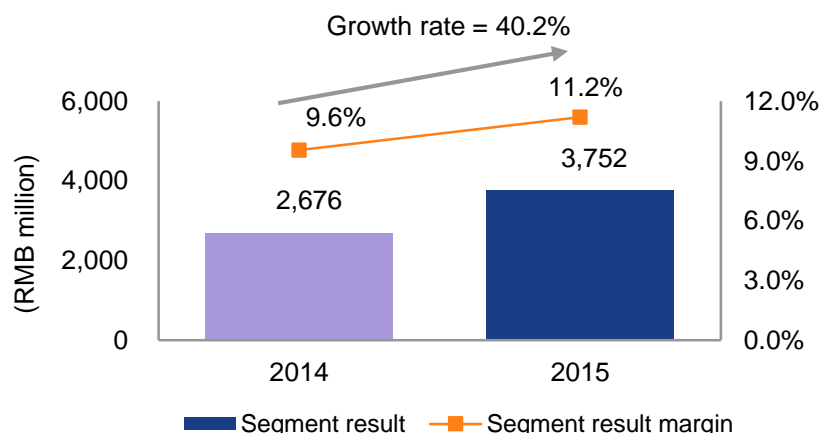
## Revenue<sup>1</sup>



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



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



## REMARKS

- ◆ The increase in revenue was primarily attributable to recovery of dredging industry in certain area of China from historical low period of 2014.
- ◆ Gross profit margin increased to 16.4% in 2015 from 13.6% in 2014, mainly attributable to synergy from restructuring of dredging business in H1 2015 as well as certain large 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

# Heavy Machinery Manufacturing - Business Performance

Completed projects with RMB 24,104 million of contract value

## Key Projects



Xiamen Yuanhai automatic container terminal

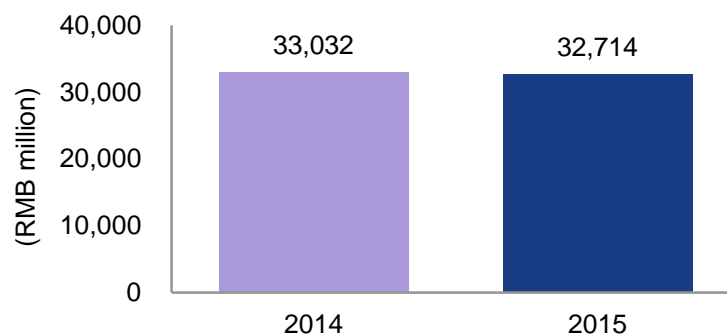


Quayside container cranes for Colombian Port

## New Contracts and Backlog

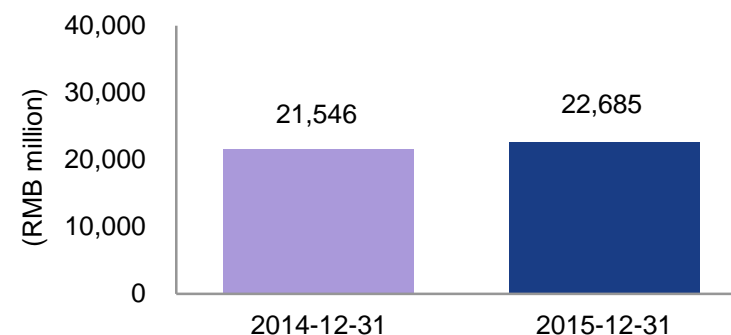
### New Contracts

Growth rate = (1.0%)



### Backlog

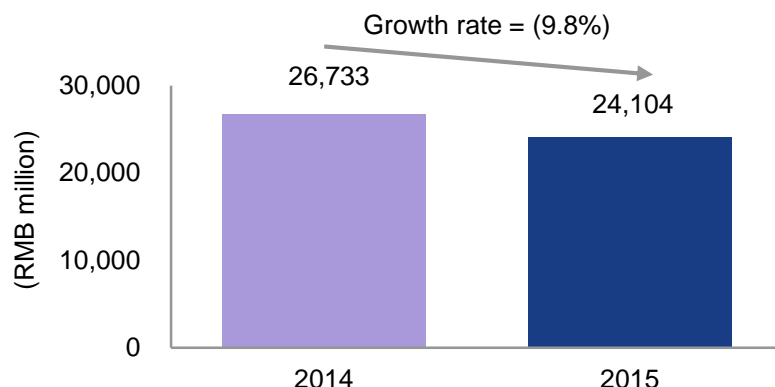
Growth rate = 5.3%



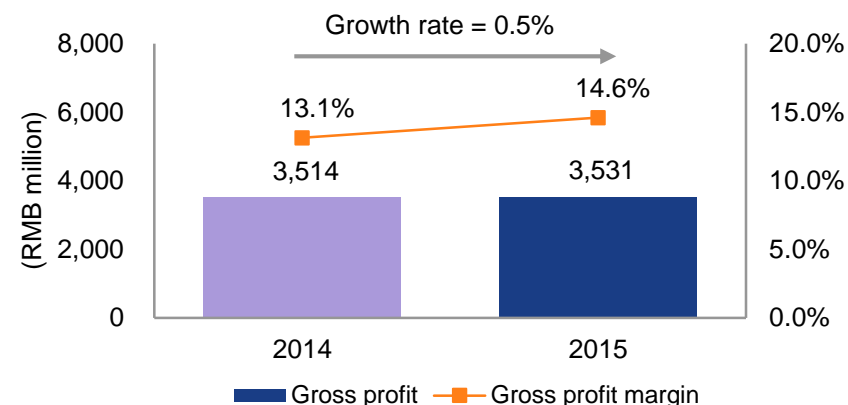


# Heavy Machinery Manufacturing - Financial Performance

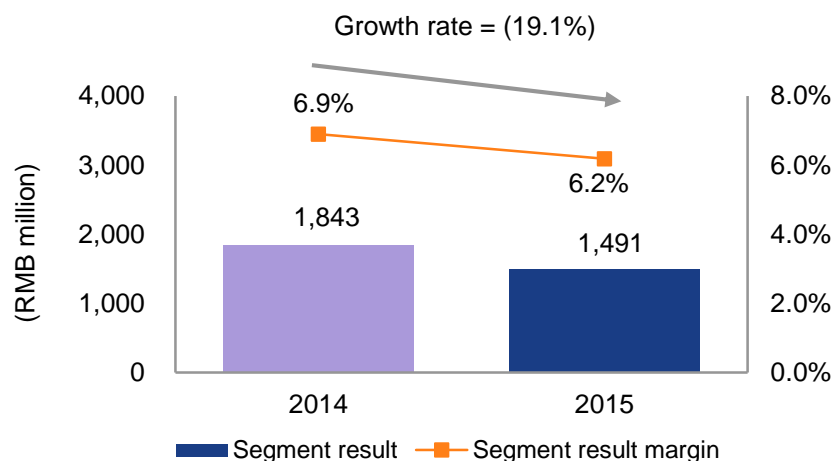
## Revenue<sup>1</sup>



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



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



## REMARKS

- ◆ The decrease in revenue was primarily due to shrunk demand for marine engineering products.
- ◆ Gross profit margin increased to 14.6% in 2015 from 13.1% in 2014. The increment was mainly attributable to improved profitability of traditional business such as port machinery and the improvement of product structure.

Notes:

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

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

# Capital Expenditure

## Infrastructure Construction Business

- ◆ Mainly used in capital injection in BOT projects, purchases of self-use property as well as machinery and equipment

## Infrastructure Design Business

- ◆ Mainly used in the purchase of equipment

## Dredging Business

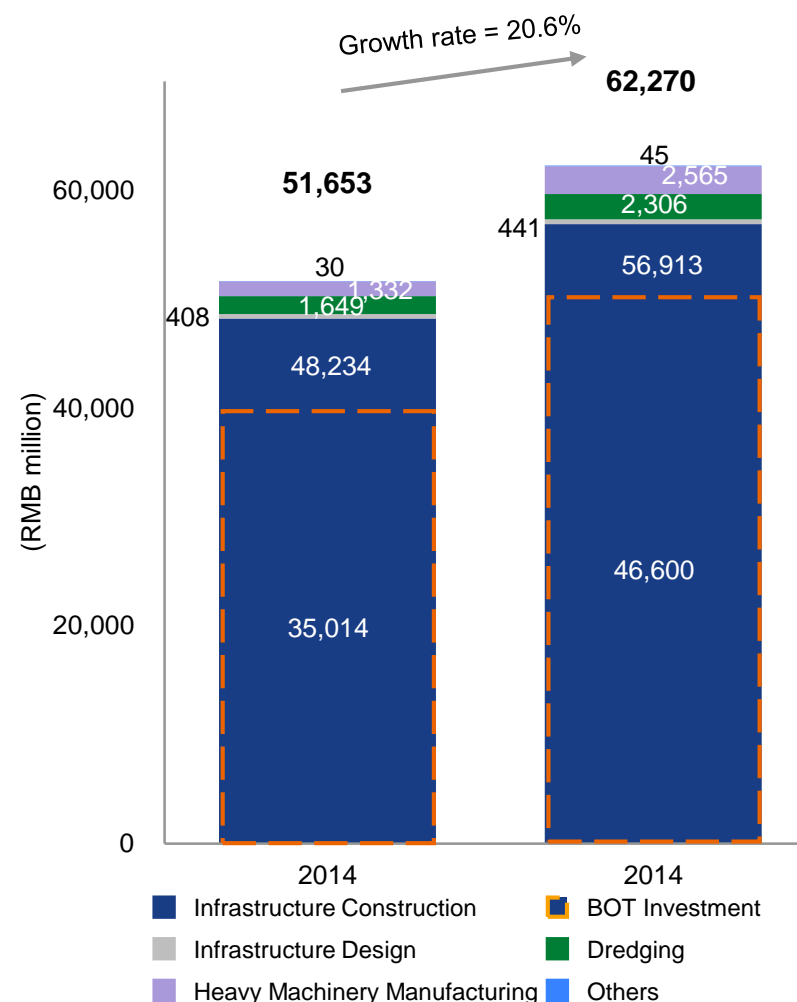
- ◆ Mainly used in the purchase of new dredgers and upgrade of existing dredgers

## Heavy Machinery Manufacturing Business

- ◆ Mainly used in the purchase of self-use equipment and the completion of existing plants

## Capital expenditure

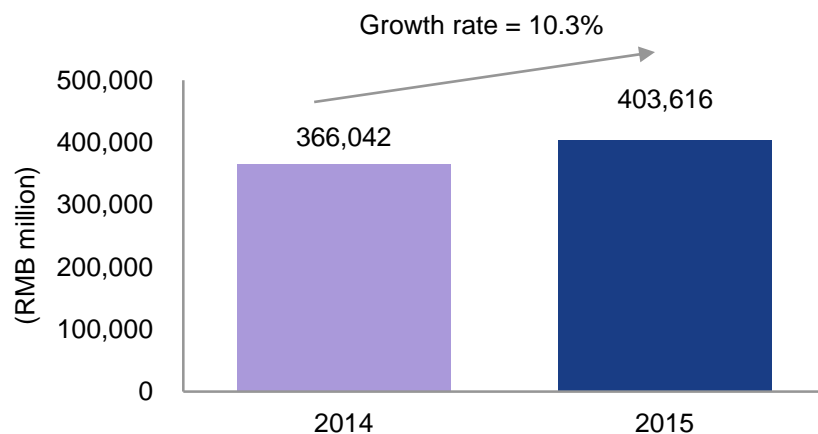
(RMB million)



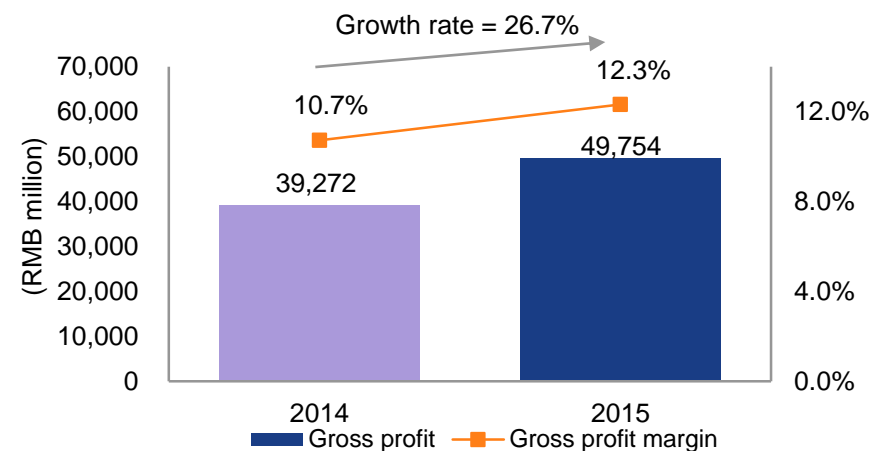
Note: Capital expenditure is implemented by means of both cash purchase and financial lease

# Summary Income Statement Data

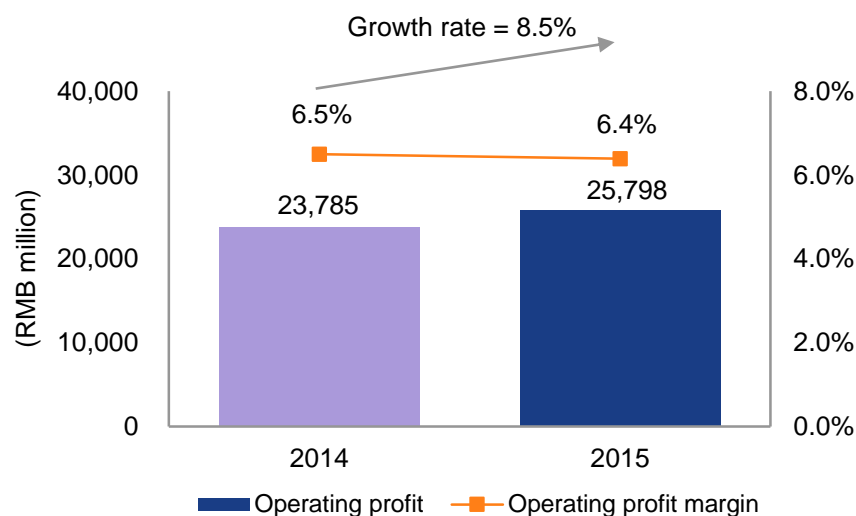
## Revenue



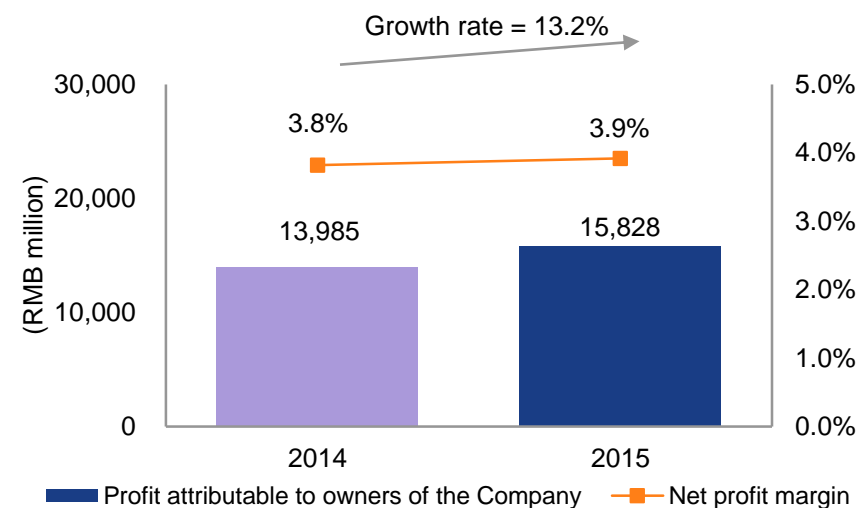
## Gross Profit



## Operating Profit



## Profit attributable to Owners of the Company



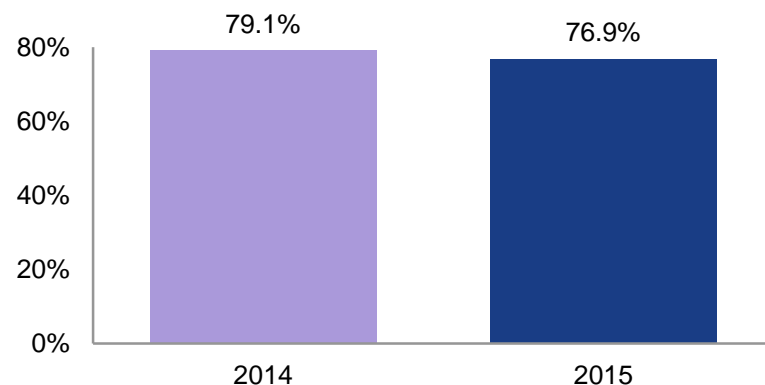
# Summary Balance Sheet Data

<i>RMB Million</i>	<b>As at 2014-12-31</b>	<b>As at 2015-12-31</b>	<b>Change %</b>
<b>Non-current assets</b>	<b>275,251</b>	<b>338,575</b>	<b>23.0%</b>
Property, plant and equipment	63,377	67,973	7.3%
Intangible assets	90,378	141,345	56.4%
Available-for-sale financial assets	22,205	22,322	0.5%
Trade and other receivables	75,902	77,816	2.5%
<b>Current assets</b>	<b>354,929</b>	<b>392,738</b>	<b>10.7%</b>
Inventories	46,149	51,904	12.5%
Trade and other receivables	150,734	167,914	11.4%
Amounts due from customers for contract work	73,223	74,645	1.9%
Available-for-sale financial assets	6,586	46	(99.3)%
Cash and cash equivalents	71,823	94,960	32.2%
<b>Total Asset</b>	<b>630,180</b>	<b>731,313</b>	<b>16.0%</b>
<b>Non-current liabilities</b>	<b>159,272</b>	<b>189,227</b>	<b>18.8%</b>
Borrowings	137,801	168,578	22.3%
<b>Current liabilities</b>	<b>339,296</b>	<b>373,080</b>	<b>10.0%</b>
Trade and other payables	224,617	257,379	14.6%
Borrowings	91,034	86,605	(4.9)%
<b>Total liabilities</b>	<b>498,568</b>	<b>562,307</b>	<b>12.8%</b>
<b>Total equity</b>	<b>131,612</b>	<b>169,006</b>	<b>28.4%</b>

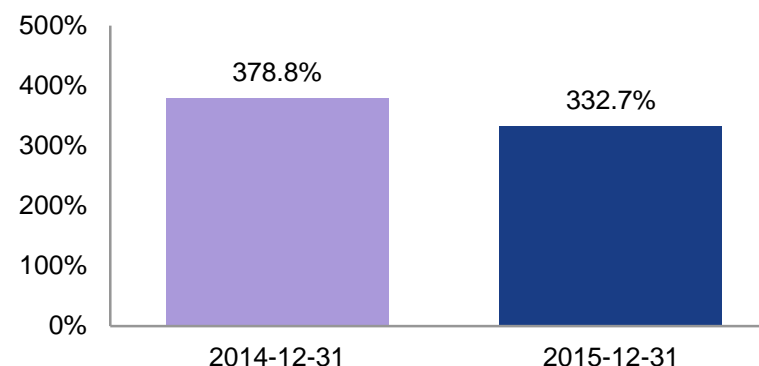
	<b>As at 2014-12-31</b>	<b>As at 2015-12-31</b>	<b>Change</b>
<b>Total Liabilities / Total Assets</b>	<b>79.1%</b>	<b>76.9%</b>	<b>(2.2)%</b>
<b>Net debt / Net Asset<sup>1</sup></b>	<b>54.4%</b>	<b>48.7%</b>	<b>(5.7)%</b>

# Summary Balance Sheet Data

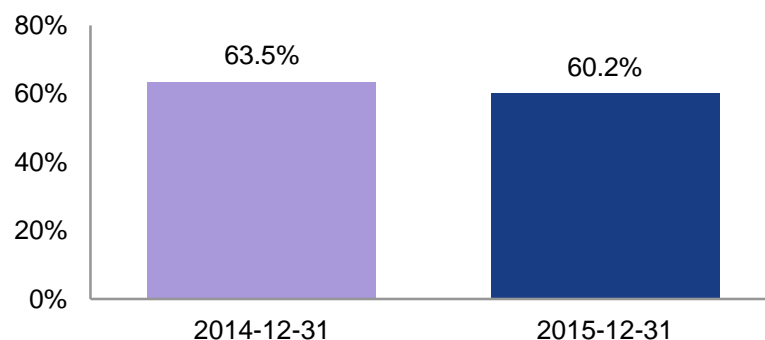
## Total Liabilities/Total Assets



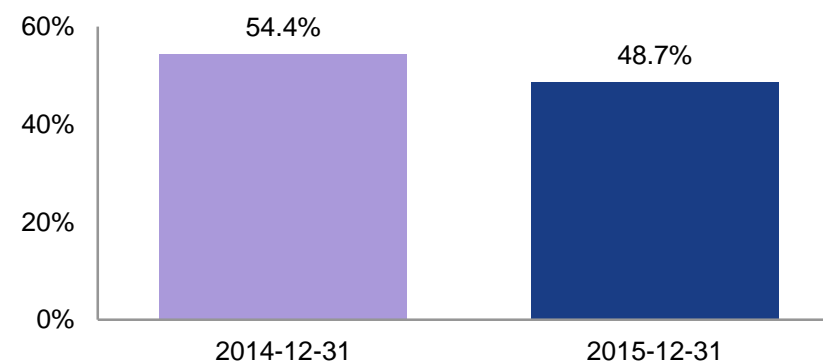
## Total Liabilities/Net Assets



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



## Net debt / Total Capital<sup>2</sup>



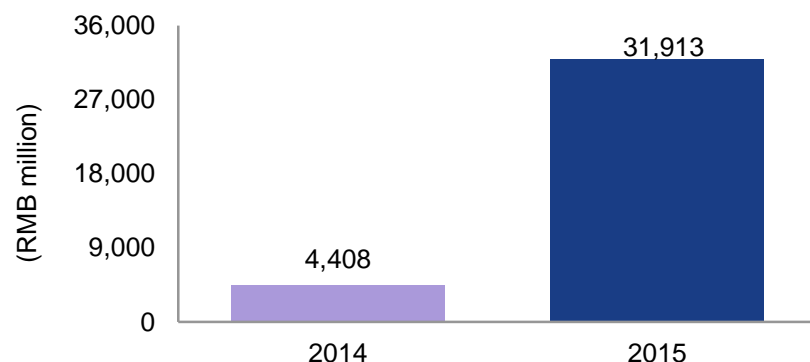
Note:

1. Total capitalization is total equity plus total debt

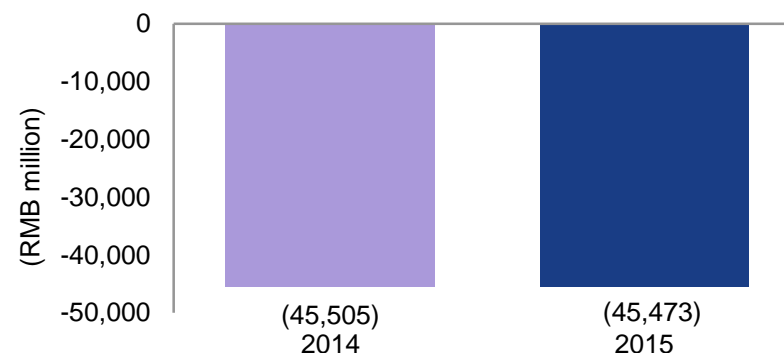
2. Net debt is total borrowings less cash and cash equivalents. Total capital is total equity plus net debt.

# Summary Cash Flow Statement Data

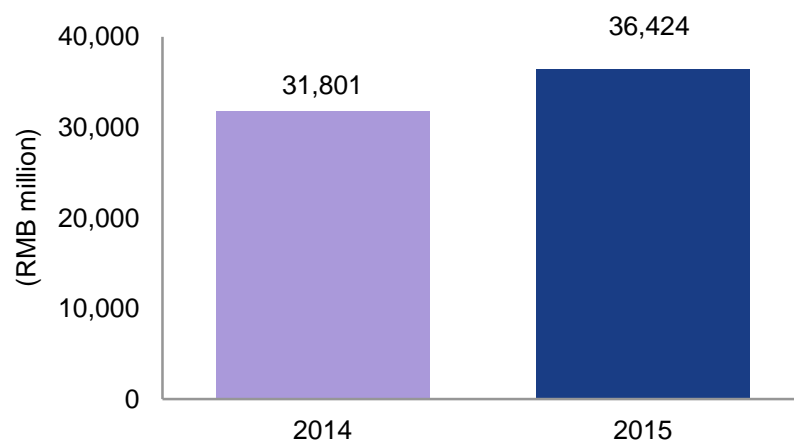
## Cash Flow from Operating Activities



## Cash Flow from Investing Activities



## Cash Flow from Financing Activities



### REMARKS

- ◆ Net cash generated from operating activities surged to RMB31,913 million in 2015 from RMB4,408 million in 2014, primarily attributable to changes in working capital.
- ◆ The slight decrease in net cash used in investing activities was primarily attributable to the decrease of purchase of available-for-sale financial assets.
- ◆ Net cash generated from financing activities increased to RMB36,424 million, primarily because the increase in proceeds from borrowings and proceeds from financial instruments classified as equity.

**Thank You**

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

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