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**CHINA INTERNATIONAL MARINE CONTAINERS (GROUP) CO., LTD.**

**中國國際海運集裝箱（集團）股份有限公司**

(a joint stock company incorporated in the People’s Republic of China with limited liability)

(A Share Stock Code: 000039)

(H Share Stock Code: 2039)

**RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2015  
(SUMMARY OF THE 2015 INTERIM REPORT)**

**1 IMPORTANT NOTICE**

1.1 The Board of Directors (the “**Board**”) of China International Marine Containers (Group) Co., Ltd. (the “**Company**” or “**CIMC**”), has approved and authorized the Board to issue this announcement to the public and to disseminate the 2015 Interim Report (the “**2015 Interim Report**”) and the 2015 Interim Financial Report (the “**2015 Interim Financial Report**”) to the public. The Board also authorized the Board to issue this announcement to the public and to disseminate the 2015 Interim Report (the “**2015 Interim Report**”) and the 2015 Interim Financial Report (the “**2015 Interim Financial Report**”) to the public.

1.2 The Board of Directors (the “**Board**”) of China International Marine Containers (Group) Co., Ltd. (the “**Company**” or “**CIMC**”), has approved and authorized the Board to issue this announcement to the public and to disseminate the 2015 Interim Report (the “**2015 Interim Report**”) and the 2015 Interim Financial Report (the “**2015 Interim Financial Report**”) to the public.

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1.4 The Board of Directors (the “**Board**”) of China International Marine Containers (Group) Co., Ltd. (the “**Company**” or “**CIMC**”), has approved and authorized the Board to issue this announcement to the public and to disseminate the 2015 Interim Report (the “**2015 Interim Report**”) and the 2015 Interim Financial Report (the “**2015 Interim Financial Report**”) to the public.

1.5 The Board of Directors (the “**Board**”) of China International Marine Containers (Group) Co., Ltd. (the “**Company**” or “**CIMC**”), has approved and authorized the Board to issue this announcement to the public and to disseminate the 2015 Interim Report (the “**2015 Interim Report**”) and the 2015 Interim Financial Report (the “**2015 Interim Financial Report**”) to the public.

1.6 本公司於2014年12月30日及2015年12月31日(2014年及2015年)的資產負債表如下:

1.7 本公司於2014年12月30日及2015年12月31日(2014年及2015年)的利潤表如下:

1.8 本公司於2014年12月30日及2015年12月31日(2014年及2015年)的現金流量表如下:

## 2 BASIC INFORMATION OF THE COMPANY

### 2.1 Basic Information

中國國際海運集裝箱(集團)股份有限公司  
 中集集團

中國國際海運集裝箱(集團)股份有限公司  
 中集集團

中國國際海運集裝箱(集團)股份有限公司  
 中集集團

### 2.2 Contact Persons and Means of Communication

|    | Yu Yuqun  | Wang Xinjiu        | Shen Yang       |
|----|---|--------------------|-----------------|
| 姓名 | 于玉群   | 王新九                | 申揚              |
| 職稱 | 董事  | 董事                 | 董事              |
| 電話 | ( 6 755) 266 1130   | ( 6 755) 26 0 2706 | ( 52) 2232 731  |
| 傳真 | ( 6 755) 26 2 657   | ( 6 755) 26 1 3 50 | ( 52) 2 05 1 35 |
| 地址 | 中國國際海運集裝箱(集團)股份有限公司<br>中國廣東省深圳市前海區桂海路1號<br>(郵政編碼: 518040) |                    |                 |
| 傳真 | 中國國際海運集裝箱(集團)股份有限公司<br>中國廣東省深圳市前海區桂海路1號<br>(郵政編碼: 518040) |                    |                 |
| 網址 | http://www.zim.com.cn                                     |                    |                 |



Unit: RMB thousand

|                   | As at the end of<br>the Reporting<br>Period<br>(30 June 2015)<br>(unaudited) | (31<br>December<br>2014)<br>(audited) | (%)      |
|-------------------|--|---------------------------------------|----------|
| Trade receivables | 47,540,126   | 45,172,177                            | 5.24%    |
| Other receivables | 48,053,365   | 42,604,004                            | 12.7 %   |
| Prepaid expenses  | 95,593,491   | 7,776,111                             | 1.1%     |
| Other receivables | 51,085,383   | 43,340,077                            | 17.7%    |
| Other receivables | 14,277,238   | 17,153,000                            | (16.77)% |
| Other receivables | 65,362,621   | 60,440,066                            | 8.05%    |
| Other receivables | 30,230,870   | 27,222,115                            | 10.1%    |
| Other receivables | 25,096,672   | 22,200,314                            | 12.5 %   |
| Other receivables | 5,134,198  | 4,311,011                             | 2.5%     |
| Other receivables | 2,687,085  | 2,672,621                             | 0.54%    |
|                   |  |                                       |          |
|                   | The Reporting<br>Period<br>(January – June<br>2015)<br>(unaudited)           | (January – June<br>2014)<br>(audited) | (%)      |
| Other receivables | (625,453)  | (3,160,073)                           | 0.26%    |
| Other receivables | (4,915,427)  | (4,160,200)                           | (1.15)%  |
| Other receivables | 6,180,113  | 5,071,153                             | 4.1%     |
|                   |  |                                       |          |
|                   | As at the end of<br>the Reporting<br>Period<br>(30 June 2015)<br>(unaudited) | (31<br>December<br>2014)<br>(audited) | (%)      |
| Other receivables | 3,380,034  | 2,352,251                             | 15.15%   |

### 3.2 Key Financial Indicators

|                                     | <b>The Reporting<br/>Period<br/>(January – June<br/>2015)<br/>(unaudited)</b>           | <b>The Reporting<br/>Period<br/>(January – June<br/>2014)<br/>(unaudited)</b>           | <b>Change<br/>(%)</b> |
|-------------------------------------|---|---|-----------------------|
| Operating Profit (Loss) (€ million) | <b>0.5681</b>   | 0.3 5   | 46.23%                |
| Operating Profit (Loss) (€ million) | <b>0.5627</b>   | 0.3 45  | 46.35%                |
| Operating Profit (Loss) (%)         | <b>6.59%</b>  | 4.1%  | 1.70%                 |
| Operating Profit (Loss) (%)         | <b>4.92%</b>  | 4.47%   | 0.45%                 |
| Operating Profit (Loss) (€ million) | <b>(0.23)</b>   | (1.1)   | 0.67%                 |
|                                     |   |   |                       |
|                                     | <b>As at the end of<br/>the Reporting<br/>Period<br/>(30 June 2015)<br/>(unaudited)</b> | <b>As at the end of<br/>the Reporting<br/>Period<br/>(31 June 2014)<br/>(unaudited)</b> | <b>Change<br/>(%)</b> |
| Operating Profit (Loss) (€ million) | <b>9.34</b>   | .34   | 11.1%                 |

### 3.3 Non-recurring Profit or Loss Items and Amounts

Unit: RMB thousand

| Item | Amount<br>(January<br>– June 2015)<br>(unaudited) |
|------|---|
|      | (18,377)  |
|      | 49,571  |
|      | 396,253   |
|      | 19,540  |
|      | (40,249)  |
|      | (23,049)  |
|      | <u>383,689</u>                                    |

Note: The above items are non-recurring items.

#### Basis for preparation of statement of non-recurring profit or loss

On 200 (CSRC),

(Explanatory Announcement No.1.)

## 4 SHAREHOLDINGS

### 4.1 Number of Shareholders

,247,  
,244  
,23  
3

30 | 2015  
(Hong Kong Listing Rules).

**4.2 Disclosure of Shareholdings of the Substantial Shareholders and Other Persons under the Securities and Futures Ordinance (the “SFO”) of Hong Kong**

As at 30 June 2015, the following persons (including the company) were known to the company to be substantial shareholders of the company:

| Name of shareholder | Type of shares held | Number of shares<br>(shares) | Capacity | Percentage of such shares in the same class of the issued share capital (%) | Percentage of total issued share capital (%) |
|---------------------|---------------------|------------------------------|----------|---|--|
| (CM Group.)         |                     | 336                          |          |   |  |

**4.3.2 Change of the De Facto Controller during the Reporting Period**

The de facto controller of the Company is the person who has the ability to exercise or control the exercise of the Company's financial and operating policies.

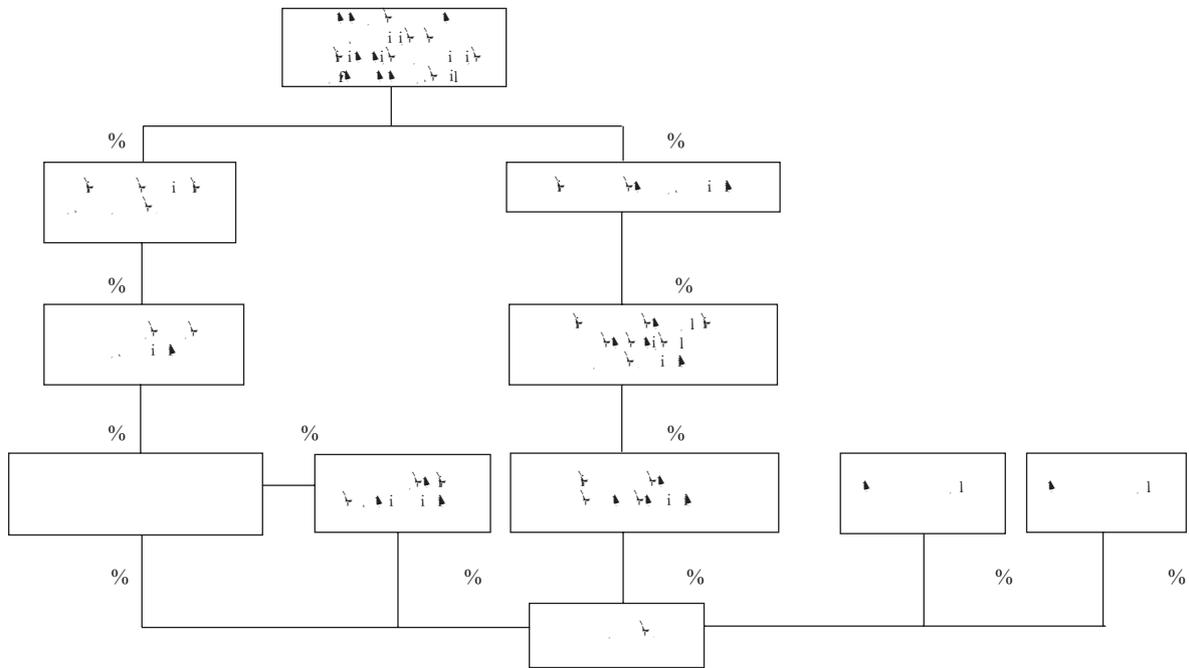
**4.3.3 Substantial Shareholders**

The substantial shareholders of the Company are those who own or control 10% or more of the Company's shares. As at 30 June 2015, the substantial shareholders of the Company are:

| Name       | Number of Shares | Percentage |
|------------|------------------|------------|
| Mr. [Name] | 10,050           | 1.61%      |
| Ms. [Name] | 4,103,367        | 27.14%     |

(The above information is for information only and does not constitute an offer of securities or an invitation to subscribe for securities.)

**4.3.4 Shareholding Relationships between the Company and the Substantial Shareholders as at 30 June 2015**



## 5 MANAGEMENT DISCUSSION AND ANALYSIS

### 5.1 Overview of Operating Results during the Reporting Period

2015, (2014) 32,046.12 (2014) 32,637.2 (2014) 1,511.5 (2014) 1,035.02, 1.4% 46.6%

### 5.2 Review of Principal Businesses during the Reporting Period

10%

#### *Container Manufacturing Business*

53-

2015, 60%



2015,

20%

70%

5,411 (2014, 57,176), 4.05%.

6,621 (2014, 7,144), 6.4%.

31,726 (2014, 225,726), 41.20%.

4.2

3.3

23.5%  
16.1%

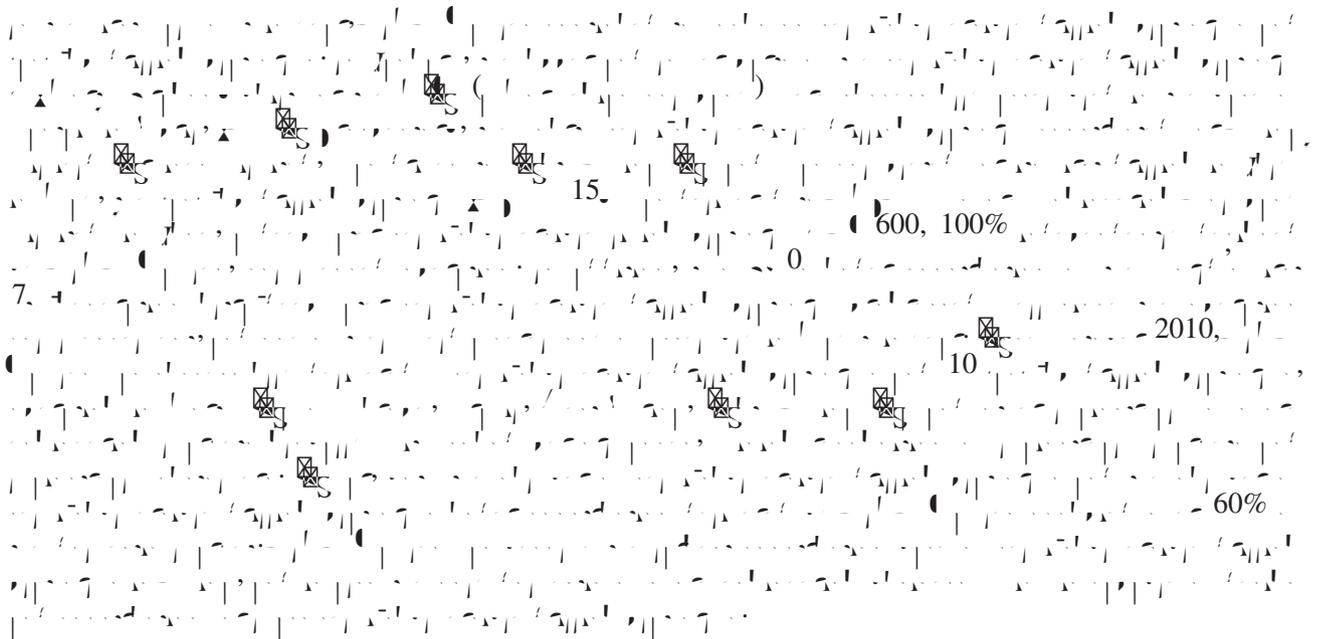
**Energy, Chemical and Liquid Food Equipment Business**

(CIMC Enric.)

2015,



5,043.275 (2014. 5,665.7), 10. % (1.65  
 2014. 4.467), 62.2 %.



& & &

**Logistics Service Business**

T

2015,

4,267. 10 (2014. 3,424. 20), 24.61%, 57.474 (2014. 41.406), 3. 1%.

(1)

(2)

(3)

(4)

(5)

**Heavy Truck Business**

2014, & 66.24%

2015,

2015,

2,550 (2014, 42,100), 31%  
400

& 20

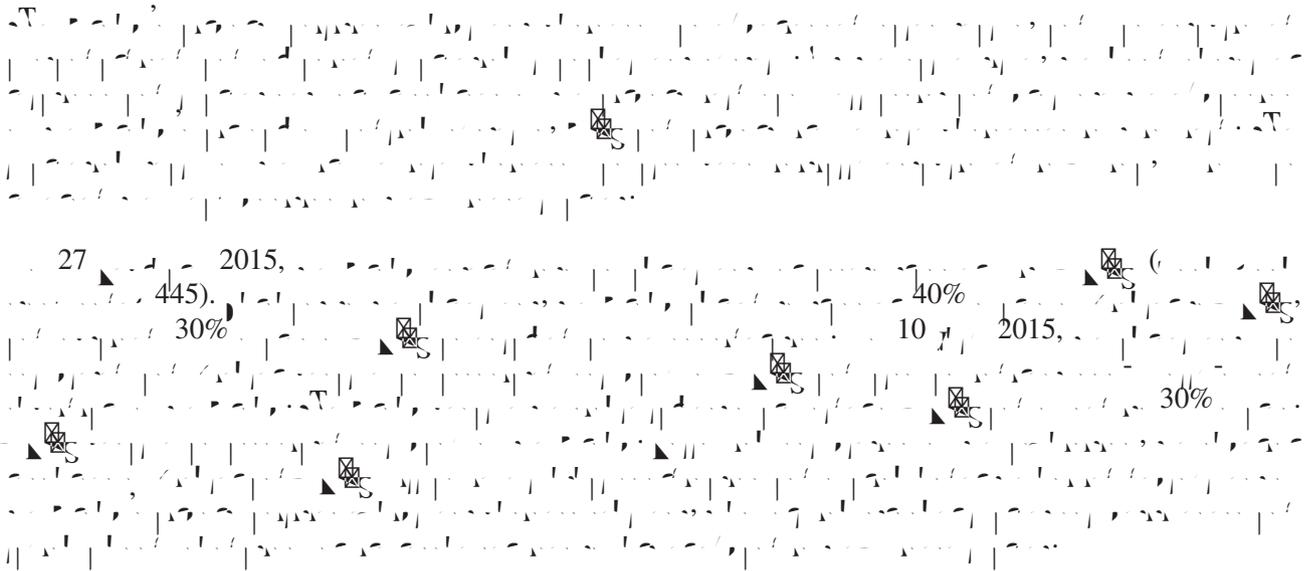
3,600 2,162 13,731 1,561

**Airport Facilities Equipment Business**

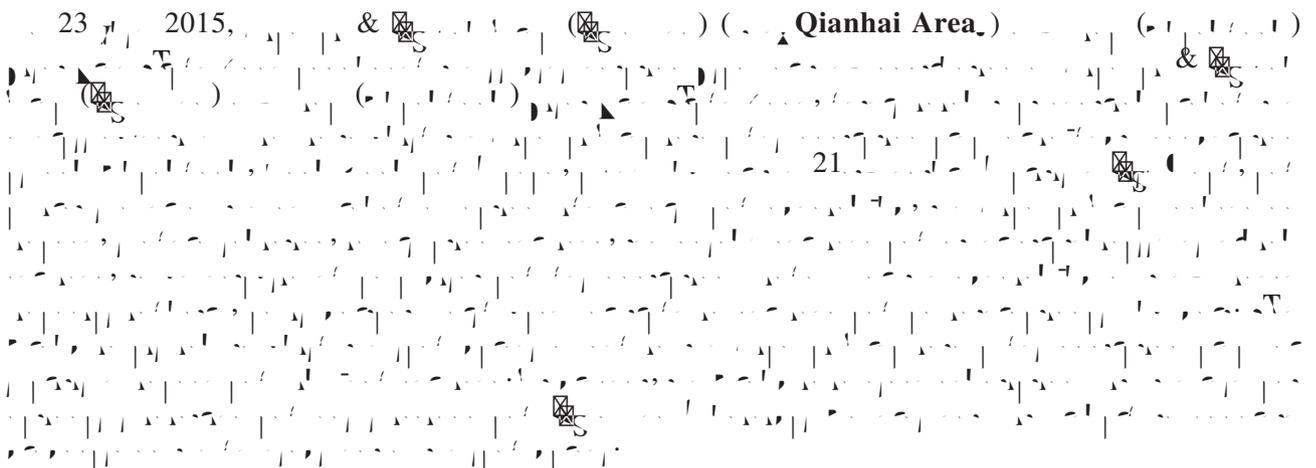
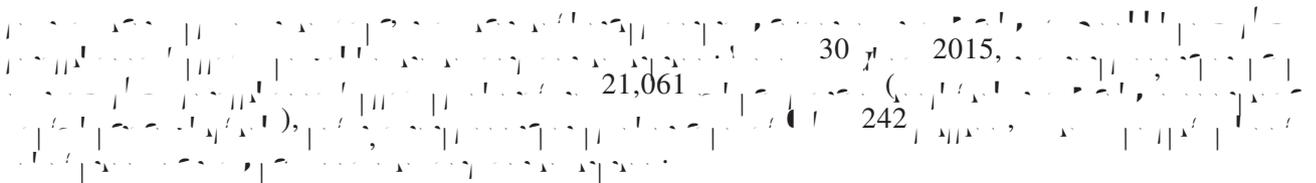
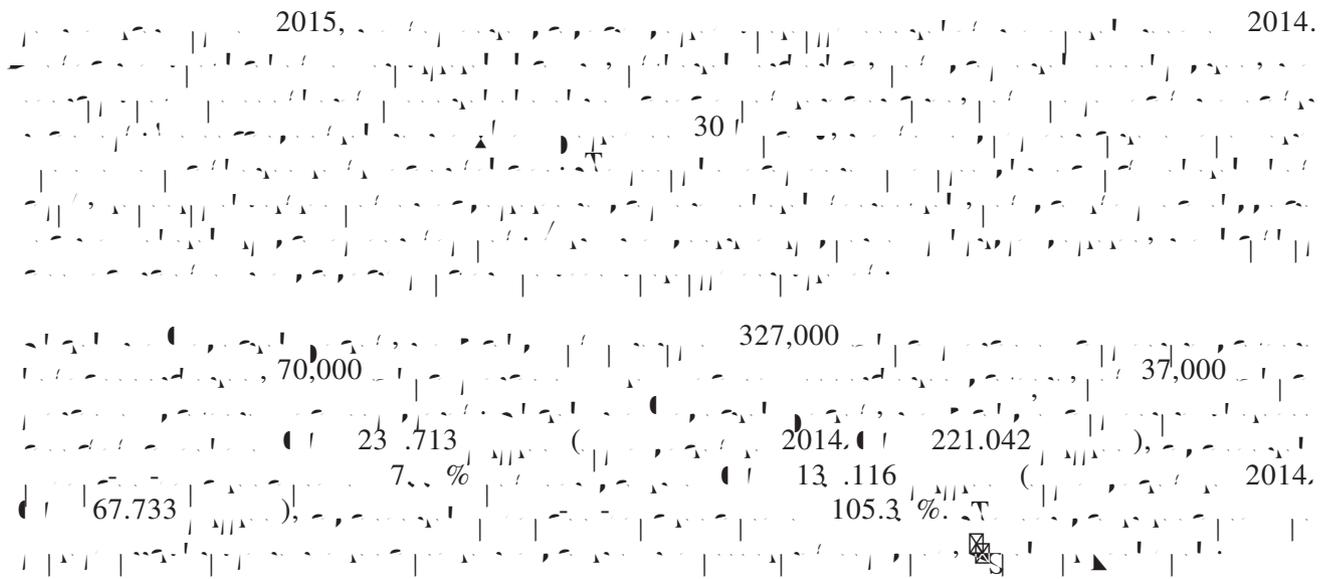
(CIMC Tianda), (Pteris), (Ziegler), (CFSE), (GSE)

2015,

2014, 750,752 (2014, 46,011), 17.63%  
47,245 2.50% 2015



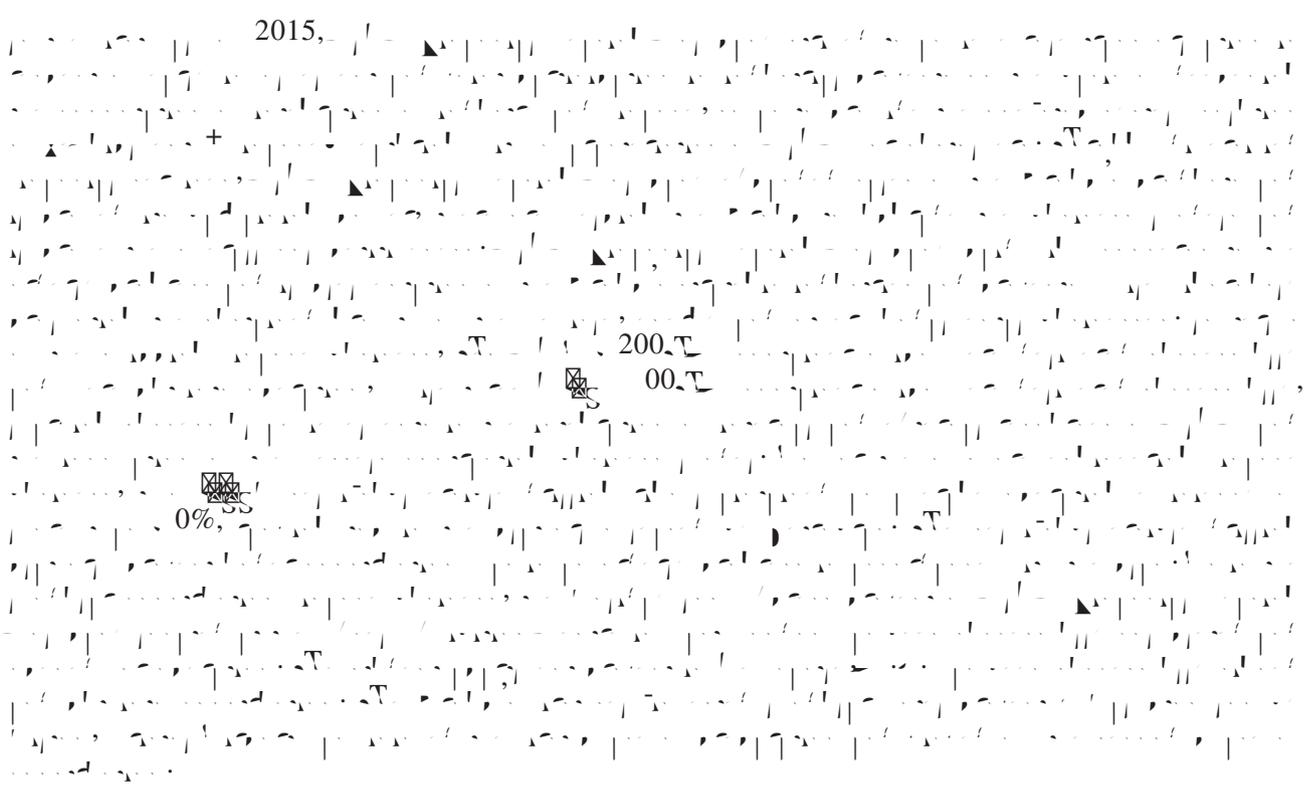
**Real Estate Development Business**



**Financial Business**

... (CIMC Financial Leasing Company.) ... (CIMC Finance Company.)

25.057 (2014, 72.33), 13.12%, 5.0304 (2014, 62.6), 37.20%.



2015, ...

### 5.3 Analysis on the Key Financial Data in the Reporting Period

#### Revenue and profit attributable to shareholders of the parent company

|        |           |           |
|--------|-----------|-----------|
| 2014   | 32,046.12 | 32,637.2  |
| 2013   | 31,511.5  | 31,035.02 |
| Change | 1.4%      | 46.6%     |
| 2014   | 5.2       | 5.2       |
| 2013   | 5.2       | 5.2       |
| Change | 0.0%      | 0.0%      |

#### Composition of Principal Businesses during the Reporting Period

Unit: RMB thousand

|                        | Revenue<br>(unaudited) | Cost of sales<br>(unaudited) | Gross profit<br>Margin<br>(unaudited) | Changes<br>in revenue<br>from the same<br>period of<br>previous year | Changes in<br>cost of sales<br>from the same<br>period of<br>previous year | Changes in<br>gross profit<br>margin<br>from the same<br>period of<br>previous year |
|------------------------|------------------------|------------------------------|---------------------------------------|--|--|---|
| <b>By industry</b>     |                        |                              |                                       |  |  |   |
| Information Technology | 12,47,632              | 10,42,465                    | 15.2%                                 | 46%  | 6.06%  | 1.0%  |
| Software               | 6,62,115               | 5,450,520                    | 1.43%                                 | (6.4)%   | (.0)%  | 2.34%   |
| Other                  | 4,774,432              | 3,36,2                       | 17.54%                                | (1.07)%  | (16.71)%   | (1.34)%   |
| Total                  | 5,043,275              | 4,63,70                      | 1.5%                                  | (10.1)%  | (5.41)%  | (5.0)%  |

|                           | Revenue<br>(unaudited) | Cost of sales<br>(unaudited) | Gross profit<br>Margin<br>(unaudited) | Changes<br>in revenue<br>from the same<br>period of<br>previous year | Changes in<br>cost of sales<br>from the same<br>period of<br>previous year | Changes in<br>gross profit<br>margin<br>from the same<br>period of<br>previous year |
|---------------------------|------------------------|------------------------------|---------------------------------------|--|--|---|
| <b>By region</b>          |                        |                              |                                       |  |  |   |
| North America             | 12,516,030             |                              |                                       | (2.14)%  |  |   |
| Europe (including Africa) | 6,105,303              |                              |                                       | 2.4%   |  |   |
| Asia                      | 6,110,333              |                              |                                       | 4.4%   |  |   |
| Latin America             | 6,445,230              |                              |                                       | 10.7%  |  |   |
| Other                     | 67,663                 |                              |                                       | (2.03)%  |  |   |
|                           | <u>32,637,200</u>      | <u></u>                      | <u></u>                               | <u>1.4%</u>  | <u></u>  | <u></u>   |

### Segment Reporting

10

### Gross profit margin and profitability

15.6 %, compared to 16.16% in 2014. (17.2)

### Tax expense

425.06 (2,475.74%, compared to 7.10 in 2014.

### Technology development costs

235.006 (222,541, compared to 5.41% in 2014.

**Profit attributable to minority shareholders**

134.215 million RMB (2014: 251.00 million RMB), which is 46.55% of the profit attributable to the shareholders of the Company.

**Key financial data with year-on-year changes exceeding 30%**

Unit: RMB thousand

|  | As at the end of the Reporting Period (30 June 2015) (unaudited) | As at the end of the previous year (31 December 2014) (audited) | Year-on-year change | Reasons for the items with year-on-year change exceeding 30%                                       |
|--|--|---|---------------------|--|
| Trade receivables                      | 242,877  | 427,666   | (43)%               | Trade receivables decreased due to the settlement of accounts receivable.                          |
| Prepaid expenses and other receivables | 3,389,329  | 5,223,351   | (35)%               | Prepaid expenses and other receivables decreased due to the settlement of prepayments.             |
| Other receivables                      | 5,563,364  | 3,441,542   | 61%                 | Other receivables increased due to the increase in the amount of receivables from related parties. |
| Accounts payable                       | 90,249   | 41,705  | 116%                | Accounts payable increased due to the increase in the amount of payables to suppliers.             |
| Other payables                         | 16,658,876   | 11,231,527  | 4%                  | Other payables increased due to the increase in the amount of payables to related parties.         |
| Contract liabilities                   | 68,255   | 1,570   | (63)%               | Contract liabilities decreased due to the settlement of contract liabilities.                      |
| Other liabilities                      | 878,901  | 47,731  | 1,732%              | Other liabilities increased due to the increase in the amount of liabilities to related parties.   |
| Contract assets                        | 3,670,297  | 2,452,511   | 50%                 | Contract assets increased due to the increase in the amount of contract assets.                    |
| Contract liabilities                   | 458,520  | 4,455,000   | (9)%                | Contract liabilities decreased due to the settlement of contract liabilities.                      |
| Other assets                           | 1,981,143  | 1,981,143   | 0%                  | Other assets remained unchanged.   |

|                    | The Reporting Period (January to June 2015) (unaudited) | Same period in 2014 (January to June 2014) (unaudited) | Year-on-year change | Reasons for the items with year-on-year change exceeding 30%   |
|--------------------|---|--|---------------------|--|
| Income tax expense | 135,530   | 3,222  | 4,022%              | The increase in income tax expense is primarily due to the increase in the company's taxable income.         |
| Interest income    | 744,983   | 3,122  | 1,542%              | The increase in interest income is primarily due to the increase in the company's cash and cash equivalents. |
| Other income       | 425,068   | (17,122)   | 2,476%              | The increase in other income is primarily due to the increase in the company's other income items.           |

#### 5.4 Review of Financial Resources Disclosed in accordance with the Hong Kong Listing Rules

##### *Liquidity and financial resources*

The company's liquidity and financial resources are reviewed as at 30 June 2015, and compared with the corresponding period in 2014. The company's cash and cash equivalents increased from HK\$3,667.37 million (31 December 2014: HK\$3,160.073 million) to HK\$4,154.27 million (30 June 2015: HK\$4,160.20 million). The increase is primarily due to the increase in the company's cash and cash equivalents. The company's other financial resources are also reviewed and compared with the corresponding period in 2014. The company's other financial resources are primarily composed of accounts receivable, prepaid expenses, and other receivables. The company's other financial resources are also reviewed and compared with the corresponding period in 2014. The company's other financial resources are primarily composed of accounts receivable, prepaid expenses, and other receivables.

**Bank loans and other borrowings**

As at 30 June 2015, the Company's bank loans and other borrowings are as follows (in RMB thousand):

Unit: RMB thousand

|  | As at 30<br>June 2015<br>(unaudited) | As at 31<br>June 2014<br>(audited) |
|--|--------------------------------------|------------------------------------|
| Short-term bank loans                  | 16,658,876                           | 11,233,527                         |
| Long-term bank loans                   | 1,061,187                            | 2,052,540                          |
| Other borrowings                       | 3,997,452                            | 2,000,000                          |
| Accounts payable                       | 12,142,109                           | 11,110,266                         |
| Other payables                         | 458,520                              | 4,455,000                          |
| Accounts receivable (less than 1 year) | 3,670,297                            | 2,452,511                          |
| Accounts receivable (over 1 year)      | 1,981,143                            | -                                  |
|  | <b>39,969,584</b>                    | <b>33,310,266</b>                  |

As at 30 June 2015, the Company's bank loans and other borrowings are secured by assets with a carrying amount of RMB 6,624,000 (RMB 6,624,000 as at 31 June 2014), representing 24.40% of the total bank loans and other borrowings.

As at 30 June 2015, the Company's bank loans and other borrowings are classified as follows (in RMB thousand):

|             | As at 30 June 2015 | As at 31 June 2014 |
|-------------|--------------------|--------------------|
| Current     | 37,600             | 21,434             |
| Non-current | 4,720,233          | 1,606,670          |
|             | <b>4,757,833</b>   | <b>1,628,104</b>   |

As at 30 June 2015, the Company's bank loans and other borrowings are classified as follows (in RMB thousand):

|             | As at 30 June 2015 | As at 31 June 2014 |
|-------------|--------------------|--------------------|
| Current     | 4,455,720          | 6,455,000          |
| Non-current | -                  | -                  |
|             | <b>4,455,720</b>   | <b>6,455,000</b>   |

As at 30 June 2015, the Company's bank loans and other borrowings are classified as follows (in RMB thousand):

|             | As at 30 June 2015 | As at 31 June 2014 |
|-------------|--------------------|--------------------|
| Current     | 4,455,720          | 6,455,000          |
| Non-current | -                  | -                  |
|             | <b>4,455,720</b>   | <b>6,455,000</b>   |

As at 30 June 2015, the Company's bank loans and other borrowings are classified as follows (in RMB thousand):

|             | As at 30 June 2015 | As at 31 June 2014 |
|-------------|--------------------|--------------------|
| Current     | 4,455,720          | 6,455,000          |
| Non-current | -                  | -                  |
|             | <b>4,455,720</b>   | <b>6,455,000</b>   |

As at 30 June 2015, the Company's bank loans and other borrowings are classified as follows (in RMB thousand):

|             | As at 30 June 2015 | As at 31 June 2014 |
|-------------|--------------------|--------------------|
| Current     | 4,455,720          | 6,455,000          |
| Non-current | -                  | -                  |
|             | <b>4,455,720</b>   | <b>6,455,000</b>   |



## *Interest rate risk*

The following table shows the interest rate risk of the Group's financial instruments as at 31 December 2014:

## Capital expenditure and financing plan

At the end of 2015, the Company's total assets were RMB6,000 million, and the total liabilities were RMB3,540 million. The Company's net assets were RMB2,460 million.

At the end of 2015, the Company's total assets were RMB6,100 million, and the total liabilities were RMB2,606.37 million. The Company's net assets were RMB3,493.63 million.

On July 23, 2015, the Company received the approval of the China Securities Regulatory Commission (CSRC) (證監許可[2015]174號) (《關於核准中國國際海運集裝箱(集團)股份有限公司增發境外上市外資股的批復》(證監許可[2015]174號)) to issue 22,000,000 shares of foreign-invested shares at a price of \$3.57 per share.

At the end of 2015, the Company's total assets were RMB6,100 million, and the total liabilities were RMB2,606.37 million. The Company's net assets were RMB3,493.63 million.

## Employees, training and development

At the end of 2015, the Company had 61,723 employees (compared with 61,074 employees at the end of 2014). The Company's total payroll expenses were RMB2,515.447 million (compared with RMB2,606.37 million in 2014).

The Company has established a comprehensive training system to improve the professional skills and综合素质 of its employees. The Company has provided various training programs, including on-the-job training, external training, and self-study. The Company has also established a talent development mechanism to attract and retain top talent.

## Share capital

At the end of 2015, the Company's share capital structure is as follows:

|                         | Par value per share | Number of shares issued | Percentage (%) |
|-------------------------|---------------------|-------------------------|----------------|
| Foreign-invested shares | 1.00                | 1,256,604,507           | 46.76%         |
| Domestic shares         | 1.00                | 1,430,405,016           | 53.24%         |
| <b>Total</b>            |                     | <b>2,687,009,523</b>    | <b>100.00%</b> |



**In respect of the offshore engineering business,** 2015,

100

**In respect of the logistics services business,**

**In respect of the heavy truck business,**

**In respect of the airport facilities equipment business,**

**In respect of the real estate development business,**

**In respect of the financial business,**

|   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |     |
|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|-----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |
|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|-----|

**5.5.2 Major Risk Factors of the Group**

... (b) ...

**In respect of the energy, chemical and liquid food equipment business,**

... (b) ...

**In respect of the offshore engineering business,**

... (b) ...

**In respect of the logistics services business,**

... (b) ...

**In respect of the rock overs business, 5(r)18 (except) Main meet In respect of 025 Tc egement routes to as**

**In respect of the airport facilities equipment business,**

The Board has approved the following resolutions in respect of the airport facilities equipment business:

**In respect of the real estate development business,**

The Board has approved the following resolutions in respect of the real estate development business:

**In respect of the financial business,**

The Board has approved the following resolutions in respect of the financial business:

**6 REPURCHASE, SALE OR REDEMPTION OF SHARES**

The Board has approved the following resolutions in respect of the repurchase, sale or redemption of shares:

**7 COMPLIANCE WITH THE MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS OF LISTED ISSUERS (THE "MODEL CODE")**

The Board has approved the following resolutions in respect of compliance with the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code"):

8 COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE

... 14 ... 2.7 ... 2014

8.1 The Board and its Operation

... 10 ... 2 ... 44 ... 10 ... 2 ... 11 ... 16

8.2 The Operation of the Supervisory Committee

... 3 ... 7 ... 10 ... 2

8.3 The Shareholders' General Meeting

... 2 ... 2015 ... 3 ... 2015 ( 2015 First Extraordinary General Meeting. ) ... 2014 ... 2015 ( 2014 Annual General Meeting. ) ... 4 ... 2015 ... 2015, ... 3 ... 2015 ... 2015.

... 2015

... 2014

## 8.4 Updates regarding to Deviations from Code Provisions as set out in 2014 Annual Report of the Group

2.7

## 9 AUDIT COMMITTEE

26  
2015, 30 June 2015,

## 10 INTERIM FINANCIAL REPORT

### 10.1 Auditing Opinion

### 10.2 Explanation for Changes in Accounting Policy, Accounting Estimates and Calculation Method as Compared with those for the Financial Report of the Previous Year

### 10.3 Contents, Amount Corrected, Reason and Impact of Material Accounting Errors during the Report Period

### 10.4 Explanation for Change in Consolidated Scope Compared with the Financial Report of the Previous Year

(1)  (2)

(2)

### 10.5

## 10.6 Financial Statements Prepared in Accordance with CASBE

### 10.6.1 Consolidated Balance Sheet (unaudited)

Unit: RMB thousand

| Item                                    | Note | 30 June<br>2015   | 31<br>2014        |
|---|------|-------------------|-------------------|
| <b>Assets</b>                           |      |                   |                   |
| <b>Current assets:</b>                  |      |                   |                   |
| Monetary funds                          |      | 3,989,482         | 3,667,377         |
| Accounts receivable                     |      | 242,877           | 427,666           |
| Financial assets measured at fair value |      | 1,136,808         | 1,516,444         |
| Accounts payable                        | 3    | 12,778,123        | 11,400,465        |
| Prepaid expenses                        |      | 3,389,329         | 5,223,351         |
| Other receivables                       |      | 1,983             | 3,606             |
| Inventory                               |      | 12,605            | 10,427            |
| Other current assets                    |      | 2,827,226         | 2,574,757         |
| Assets held for sale                    |      | 19,498,338        | 16,773,431        |
| Other non-current assets                |      | 2,475,516         | 2,300,757         |
| Other non-current assets                |      | 1,187,839         | 1,020,357         |
| <b>Total current assets</b>             |      | <b>47,540,126</b> | <b>45,172,177</b> |
| <b>Non-current assets:</b>              |      |                   |                   |
| Monetary funds                          |      | 15,452            | 15,452            |
| Accounts receivable                     |      | 393,824           | 360,257           |
| Financial assets measured at fair value |      | 5,563,364         | 3,440,542         |
| Accounts payable                        |      | 1,468,367         | 1,165,674         |
| Prepaid expenses                        |      | 385,026           | 365,555           |
| Other receivables                       |      | 19,009,283        | 1,051,137         |
| Inventory                               |      | 13,232,558        | 10,460,404        |
| Other non-current assets                |      | 4,439,199         | 4,355,327         |
| Other non-current assets                |      | 90,249            | 41,705            |
| Other non-current assets                |      | 1,676,574         | 1,663,747         |
| Other non-current assets                |      | 178,327           | 1,416,163         |
| Other non-current assets                |      | 1,193,898         | 1,117,744         |
| Other non-current assets                |      | 407,244           | 341,407           |
| <b>Total non-current assets</b>         |      | <b>48,053,365</b> | <b>42,604,004</b> |
| <b>Total assets</b>                     |      | <b>95,593,491</b> | <b>87,776,181</b> |

10.6.1 Consolidated Balance Sheet (unaudited) (Continued)

Unit: RMB thousand

| Item   | Note | 30 June<br>2015   | 31<br>2014        |
|--|------|-------------------|-------------------|
| <b>Liabilities and shareholders' equity</b>                            |      |                   |                   |
| <b>Current liabilities:</b>  |      |                   |                   |
| Accounts payable   |      | 16,658,876        | 11,231,527        |
| Notes payable  |      | 16,402            | 103,657           |
| Accounts receivable  |      | 1,509,044         | 1,644,016         |
| Other payables   | 4    | 10,604,888        | 11,364,033        |
| Short-term borrowings  |      | 2,970,511         | 3,054,733         |
| Other current liabilities  |      | 2,354,838         | 2,306,244         |
| Income tax payable   |      | 542,813           | 71,775            |
| Dividends payable  |      | 68,255            | 15,700            |
| Other current liabilities  |      | 878,901           | 47,733            |
| Other current liabilities  |      | 5,852,011         | 5,266,523         |
| Other current liabilities  |      | 758,743           | 761,052           |
| Other current liabilities  |      | 5,199,804         | 4,052,543         |
| Other current liabilities  |      | 3,670,297         | 2,452,511         |
| <b>Total current liabilities</b>                                       |      | <b>51,085,383</b> | <b>43,340,077</b> |
| <b>Non-current liabilities:</b>  |      |                   |                   |
| Long-term debt   |      | 70,112            | 73,444            |
| Long-term debt   |      | 12,142,109        | 11,110,266        |
| Long-term debt   |      | 458,520           | 4,455,000         |
| Long-term debt   |      | 690,717           | 672,562           |
| Long-term debt   |      | 3,905             | 4,453             |
| Long-term debt   |      | 469,156           | 467,623           |
| Long-term debt   |      | 442,719           | 36,513            |
| <b>Total non-current liabilities</b>                                   |      | <b>14,277,238</b> | <b>17,153,198</b> |
| <b>Total liabilities</b>   |      | <b>65,362,621</b> | <b>60,493,275</b> |
| <b>Shareholders' equity:</b>   |      |                   |                   |
| Capital  |      | 2,687,085         | 2,672,623         |
| Reserves   |      | 863,616           | 666,506           |
| Reserves   |      | 1,981,143         | 1,981,143         |
| Reserves   |      | (898,703)         | (47,177)          |
| Reserves   |      | 3,126,406         | 3,126,406         |
| Reserves   | 5    | 17,337,125        | 16,651,600        |
| <b>Total equity attributable to shareholders of the parent company</b> |      | <b>25,096,672</b> | <b>22,203,314</b> |
| <b>Minority interests</b>  |      | <b>5,134,198</b>  | <b>4,111,001</b>  |
| <b>Total shareholders' equity</b>                                      |      | <b>30,230,870</b> | <b>27,214,315</b> |
| <b>Total liabilities and shareholders' equity</b>                      |      | <b>95,593,491</b> | <b>7,776,111</b>  |

10.6.2 Balance Sheet (unaudited)

Unit: RMB thousand

| Item                            | 30 June<br>2015   | 31<br>2014        |
|---------------------------------|-------------------|-------------------|
| <b>Assets</b>                   |                   |                   |
| <b>Current assets:</b>          |                   |                   |
| Monetary funds                  | 1,714,510         | 1,775,64          |
| Accounts receivable             | 49                | 234,524           |
| Prepaid expenses                | 4,269,307         | 4,270,305         |
| Other current assets            | 9,528,943         | 7,217,674         |
|                                 | 13,908            | 12,1 3            |
| <b>Total current assets</b>     | <b>15,526,717</b> | <b>13,510,335</b> |
| <b>Non-current assets:</b>      |                   |                   |
| Long-term equity investments    | 388,905           | 3 , 05            |
| Property, plant and equipment   | 8,198,572         | ,430,444          |
| Intangible assets               | 111,274           | 11 ,157           |
| Other non-current assets        | 2,262             | 1,236             |
|                                 | 14,854            | 14, 3             |
|                                 | 17,307            | 1 , 31            |
|                                 | 249,766           | 200,402           |
| <b>Total non-current assets</b> | <b>8,982,940</b>  | <b>, ,174, 5</b>  |
| <b>Total assets</b>             | <b>24,509,657</b> | <b>22,6 5,2 3</b> |

10.6.2 Balance Sheet (unaudited) (Continued)

Unit: RMB thousand

| Item  | 30 June<br>2015   | 31 December<br>2014 |
|---|-------------------|---------------------|
| <b>Liabilities and shareholders' equity</b>       |                   |                     |
| <b>Current liabilities:</b>                       |                   |                     |
| 应付账款  | 62,282            | 62,222              |
| 应付票据  | 981,249           | 61,640              |
| 应付利息  | 8,467             | 7,311               |
| 应付股利  | 24,509            | 12,624              |
| 其他应付款   | 832,662           | -                   |
| 预收账款  | 8,025,049         | 6,537,210           |
| 其他流动负债  | 4,242,452         | 2,576,000           |
| <b>Total current liabilities</b>                  | <b>14,176,670</b> | <b>10,227,044</b>   |
| <b>Non-current liabilities:</b>                   |                   |                     |
| 长期应付款   | 17,830            | 21,307              |
| 应付债券  | 1,595,000         | 61,000              |
| 其他非流动负债   | -                 | 3,160,000           |
| 其他非流动负债   | 12,500            | 13,000              |
| <b>Total non-current liabilities</b>              | <b>1,625,330</b>  | <b>4,113,777</b>    |
| <b>Total liabilities</b>                          | <b>15,802,000</b> | <b>15,111,471</b>   |
| <b>Shareholders' equity:</b>                      |                   |                     |
| 实收资本  | 2,687,085         | 2,672,620           |
| 资本公积  | 282,569           | 12,170              |
| 盈余公积  | 1,981,143         | -                   |
| 未分配利润   | 43,754            | 43,754              |
| 少数股东权益  | 3,126,406         | 3,126,406           |
| 其他权益工具  | 586,700           | 1,542,245           |
| <b>Total shareholders' equity</b>                 | <b>8,707,657</b>  | <b>7,566,222</b>    |
| <b>Total liabilities and shareholders' equity</b> | <b>24,509,657</b> | <b>22,652,333</b>   |

10.6.3 Consolidated Income Statement (unaudited)

Unit: RMB thousand

| Item  | Note | From January to June 2015 | From January to June 2014 |
|---|------|---------------------------|---------------------------|
| <b>I. Revenue</b>   | 6    | <b>32,637,289</b>         | 32,046,12                 |
| <b>Less: Cost of sales</b>  | 6    | <b>27,519,280</b>         | 26,666,640                |
| Cost of materials consumed  |      | 148,211                   | 166,556                   |
| Manufacturing costs   |      | 1,265,718                 | 1,105,160                 |
| Sales commission  |      | 2,219,357                 | 2,006,640                 |
| Transportation  |      | 217,131                   | 260,050                   |
| Depreciation and amortization   |      | 135,530                   | 3,220                     |
| Provision for doubtful accounts                                       |      | 149,699                   | (342,300)                 |
| Provision for inventory obsolescence                                  |      | 744,983                   | 3,120                     |
|   |      | <b>159,794</b>            | 25,163                    |
| <b>II. Operating profit</b>   |      | <b>2,026,744</b>          | 1,254,10                  |
| Provision for doubtful accounts                                       |      | 82,542                    | 57,473                    |
| Provision for inventory obsolescence                                  |      | 5,514                     | 1,017                     |
| Provision for doubtful accounts                                       |      | 31,808                    | 44,056                    |
| Provision for inventory obsolescence                                  |      | 23,891                    | 35,320                    |
| <b>III. Total profit</b>  |      | <b>2,077,478</b>          | 1,266,227                 |
| Provision for doubtful accounts                                       | 7    | 425,068                   | (17,120)                  |
| <b>IV. Net profit</b>   |      | <b>1,652,410</b>          | 1,266,11                  |
| Provision for doubtful accounts                                       |      | 1,518,195                 | 1,035,020                 |
| Provision for inventory obsolescence                                  |      | 134,215                   | 251,000                   |
| <b>V. Net amount of other comprehensive income, net of income tax</b> |      | <b>(63,823)</b>           | (1,750)                   |
| Provision for doubtful accounts                                       |      | (51,516)                  | (1,207)                   |
| Provision for inventory obsolescence                                  |      | (2,183)                   | (0)                       |
| Provision for doubtful accounts                                       |      | 5,256                     | (11,120)                  |
| Provision for inventory obsolescence                                  |      | (54,589)                  | (7,120)                   |
| Provision for doubtful accounts                                       |      | (12,307)                  | 2,332                     |
| <b>VI. Total comprehensive income</b>                                 |      | <b>1,588,587</b>          | 1,177,244                 |
| Provision for doubtful accounts                                       |      | 1,466,679                 | 1,43,220                  |
| Provision for inventory obsolescence                                  |      | 121,908                   | 253,422                   |
| <b>VII. Earnings per share</b>  |      |                           |                           |
| Basic earnings per share  | 8    | <b>0.5681</b>             | 0.35                      |
| Diluted earnings per share  | 8    | <b>0.5627</b>             | 0.345                     |

10.6.4 Income Statement (unaudited)

Unit: RMB thousand

| Item                                  | From January<br>to June 2015 | From January<br>to June 2014 |
|---------------------------------------|------------------------------|------------------------------|
| I. Revenue                            | 149,885                      | 151,046                      |
| Revenue from operations               | 12,340                       | 16,111                       |
| Revenue from non-operating activities | 247,610                      |                              |

10.6.5 Consolidated Cash Flow Statement (unaudited)

Unit: RMB thousand

| Item  | From January<br>to June 2015 | From January<br>to June 2014 |
|---|------------------------------|------------------------------|
| <b>I. Cash flows from operating activities:</b>             |                              |                              |
| Operating activities generating cash inflows                | 32,060,665                   | 2,05,35                      |
| Operating activities generating cash outflows               | 1,401,119                    | 1,116,236                    |
|   | 322,290                      | 331,75                       |
| <b>Sub-total of cash inflows from operating activities</b>  | <b>33,784,074</b>            | <b>30,254,046</b>            |
| Operating activities generating cash inflows                | 29,061,859                   | 2,06,45                      |
| Operating activities generating cash outflows               | 2,873,430                    | 2,55,133                     |
|   | 1,018,218                    | 1,16,2                       |
|   | 1,456,020                    | 1,626,112                    |
| <b>Sub-total of cash outflows from operating activities</b> | <b>34,409,527</b>            | <b>33,423,11</b>             |
| <b>Net cash flows from operating activities</b>             | <b>(625,453)</b>             | <b>(3,16,073)</b>            |
| <b>II. Cash flows from investing activities:</b>            |                              |                              |
| Investing activities generating cash inflows                | 235,610                      | 10,400                       |
| Investing activities generating cash outflows               | 249,658                      | 111,21                       |
|   | 585,899                      | 4,56                         |
|   | 500                          | 4,36                         |
|   | 101,412                      | 3,3,64                       |
| <b>Sub-total of cash inflows from investing activities</b>  | <b>1,173,079</b>             | <b>55,770</b>                |
| Investing activities generating cash inflows                | 5,935,609                    | 3,63,056                     |
| Investing activities generating cash outflows               | 152,897                      | 257,314                      |
|   | -                            | 11,532                       |
|   | -                            | 3,1,076                      |
| <b>Sub-total of cash outflows from investing activities</b> | <b>6,088,506</b>             | <b>4,71,7</b>                |
| <b>Net cash flows from investing activities</b>             | <b>(4,915,427)</b>           | <b>(4,160,20)</b>            |

10.6.5 Consolidated Cash Flow Statement (unaudited) (Continued)

Unit: RMB thousand

| Item  | From January<br>to June 2015 | 2014              |
|---|------------------------------|-------------------|
| <b>III. Cash flows from financing activities:</b>                               |                              |                   |
| Increase in cash and cash equivalents   | 48,785                       | 67,256            |
| Increase in cash and cash equivalents   | 48,785                       | 44,35             |
| Increase in cash and cash equivalents   | 59,806,957                   | 53,566,465        |
| Increase in cash and cash equivalents   | 2,150,000                    | -                 |
| <b>Sub-total of cash inflows from financing activities</b>                      | <b>62,005,742</b>            | <b>53,633,721</b> |
| Increase in cash and cash equivalents   | 54,798,438                   | 46,41,565         |
| Increase in cash and cash equivalents   | 902,078                      | 05,003            |
| Increase in cash and cash equivalents   | 148,919                      | 101,124           |
| Increase in cash and cash equivalents   | 125,113                      | -                 |
| <b>Sub-total of cash outflows from financing activities</b>                     | <b>55,825,629</b>            | <b>47,746,56</b>  |
| <b>Net cash flows from financing activities</b>                                 | <b>6,180,113</b>             | <b>5,7,153</b>    |
| <b>IV. Effect of foreign exchange rate changes on cash and cash equivalents</b> | <b>(17,509)</b>              | <b>1,42</b>       |
| <b>V. Net (decrease)/increase in cash and cash equivalents</b>                  | <b>621,724</b>               | <b>(1,423,16)</b> |
| Increase in cash and cash equivalents   | 2,758,310                    | 4,114,6           |
| <b>VI. Cash and cash equivalents at the end of the period</b>                   | <b>3,380,034</b>             | <b>2,75,310</b>   |

10.6.6 Cash Flow Statement (unaudited)

Unit: RMB thousand

| Item  | From January<br>to June 2015 | From January<br>to June 2014 |
|---|------------------------------|------------------------------|
| <b>I. Cash flows from operating activities:</b>             |                              |                              |
| Operating activities generating cash inflows                | 136,694                      | 11,32                        |
| Operating activities generating cash outflows               | 9,800,681                    | 5,25,265                     |
| <b>Sub-total of cash inflows from operating activities</b>  | <b>9,937,375</b>             | <b>5,376,54</b>              |
| Operating activities generating cash inflows                | 52,924                       | 56,732                       |
| Operating activities generating cash outflows               | 23,689                       | 26,312                       |
| Operating activities generating cash outflows               | 10,471,405                   | 3,347,421                    |
| <b>Sub-total of cash outflows from operating activities</b> | <b>10,548,018</b>            | <b>3,430,465</b>             |
| <b>Net cash flows from operating activities</b>             | <b>(610,643)</b>             | <b>1,46,12</b>               |
| <b>II. Cash flows from investing activities:</b>            |                              |                              |
| Operating activities generating cash inflows                | 155,458                      | 155,45                       |

10.6.6 Cash Flow Statement (unaudited) (Continued)

Unit: RMB thousand

| Item  | From January<br>to June 2015 | From January<br>to June 2014 |
|---|------------------------------|------------------------------|
| <b>III. Cash flows from financing activities:</b>                               |                              |                              |
| Proceeds from the issuance of bank loans  | —                            | 22,106                       |
| Proceeds from the issuance of short-term debt                                   | 795,000                      | 600,000                      |
| Proceeds from the issuance of long-term debt                                    | 2,000,000                    | —                            |
| <b>Sub-total of cash inflows from financing activities</b>                      | <b>2,795,000</b>             | <b>622,106</b>               |
| Payments for the acquisition of subsidiaries                                    | 2,392,000                    | 1,235,000                    |
| Payments for the acquisition of intangible assets                               | 329,985                      | 336,734                      |
| Payments for the acquisition of property, plant and equipment                   | 30,530                       | 12,107                       |
| <b>Sub-total of cash outflows from financing activities</b>                     | <b>2,752,515</b>             | <b>1,583,841</b>             |
| <b>Net cash flows from financing activities</b>                                 | <b>42,485</b>                | <b>(961,735)</b>             |
| <b>IV. Effect of foreign exchange rate changes on cash and cash equivalents</b> | <b>849</b>                   | <b>1,600</b>                 |
| <b>V. Net (decrease)/increase in cash and cash equivalents</b>                  | <b>(61,138)</b>              | <b>43,622</b>                |
| Balance at the beginning of the period  | 831,212                      | 3,673,212                    |
| <b>VI. Cash and cash equivalents at the end of the period</b>                   | <b>770,074</b>               | <b>3,716,834</b>             |

10.6.7 Consolidated Statement of Changes in Shareholders' Equity (unaudited)

Unit: RMB thousand

| Item                              | From January to June 2015 |                          |                 |                            |                 |                       |                    | 2014                       |           |         |          |           |           |          |           |
|-----------------------------------|---------------------------|--------------------------|-----------------|----------------------------|-----------------|-----------------------|--------------------|----------------------------|-----------|---------|----------|-----------|-----------|----------|-----------|
|                                   | Share capital             | Other equity instruments | Capital surplus | Other comprehensive income | Surplus reserve | Undistributed profits | Minority interests | Total shareholders' equity |           |         |          |           |           |          |           |
| I. Balance at 30 June 2014        | 2,672,629                 | -                        | 686,506         | (847,187)                  | 3,126,406       | 16,651,960            | 4,991,801          | 27,282,115                 | 2,662,336 | 707,700 | 3,121,2  | 14,331,3  | (716,660) | 3,220,1  | 24,461,2  |
| II. Balance at 1 January 2015     | 2,672,629                 | -                        | 686,506         | (847,187)                  | 3,126,406       | 16,651,960            | 4,991,801          | 27,282,115                 | 2,662,336 | (55,72) | (660,7)  | 3,121,2   | (660,7)   | 3,220,1  | 24,461,2  |
| III. Movements for the year       |                           |                          |                 |                            |                 |                       |                    |                            |           |         |          |           |           |          |           |
| 1. Issuance of equity instruments | -                         | -                        | -               | -                          | -               | 1,518,195             | 134,215            | 1,652,410                  | -         | -       | -        | -         | -         | 2,477,02 | 556,126   |
| 2. Change in ownership            | -                         | -                        | -               | (51,516)                   | -               | -                     | (12,307)           | (63,823)                   | -         | -       | (163,3)  | -         | (163,3)   | 4,74     | (1,650)   |
| 3. Change in ownership            | -                         | -                        | -               | (51,516)                   | -               | 1,518,195             | 121,908            | 1,588,587                  | -         | -       | (163,3)  | -         | (163,3)   | 2,477,02 | 560,75    |
| 4. Change in ownership            | 14,456                    | -                        | 246,695         | -                          | -               | -                     | -                  | 261,151                    | 10,233    | 104,512 | -        | -         | -         | -        | 114,745   |
| 5. Change in ownership            | -                         | -                        | -               | -                          | -               | -                     | 11,326             | 11,326                     | -         | -       | -        | -         | -         | -        | -         |
| 6. Change in ownership            | -                         | -                        | -               | -                          | -               | -                     | 96,382             | 96,382                     | -         | (51,25) | -        | -         | -         | 730,53   | 67,66     |
| 7. Change in ownership            | -                         | -                        | (3,837)         | -                          | -               | -                     | 12,961             | 9,124                      | -         | 10,72   | (114,03) | -         | (65,42)   | (17,521) |           |
| 8. Change in ownership            | -                         | -                        | (65,748)        | -                          | -               | -                     | -                  | (65,748)                   | -         | 5,212   | -        | -         | -         | 10,37    | 5,51      |
| 9. Change in ownership            | -                         | -                        | -               | -                          | -               | (833,030)             | (100,180)          | (933,210)                  | -         | -       | 5,11     | -         | (5,11)    | (15,234) | (7,271)   |
| 10. Change in ownership           | -                         | 1,981,143                | -               | -                          | -               | 17,337,125            | 5,134,198          | 30,230,870                 | 2,672,62  | 66,506  | (47,17)  | 3,126,406 | 16,651,60 | 4,101    | 27,221,15 |
| IV. Balance at 31 December 2015   | 2,687,085                 | 1,981,143                | 863,616         | (898,703)                  | 3,126,406       | 17,337,125            | 5,134,198          | 30,230,870                 | 2,672,62  | 66,506  | (47,17)  | 3,126,406 | 16,651,60 | 4,101    | 27,221,15 |

*10.6.8 Statement of Changes in Shareholders' Equity (unaudited)*

**NOTES:**

**1. PREPARATION BASIS**

The financial statements are prepared on an accrual basis of accounting and are presented in Renminbi Yuan ("RMB"). The accounting policies and methods used are consistent with those used in the previous period.

**2. STATEMENT REGARDING COMPLIANCE WITH CASBE**

The financial statements are prepared in accordance with the Accounting Standards for Business Enterprises ("ASBE") issued by the Ministry of Finance of the People's Republic of China ("MOF") and the relevant provisions of the Accounting Standards for Business Enterprises – Application Guide ("ASBE-AG") issued by the MOF.

**3. ACCOUNTS RECEIVABLE**

(1) Accounts receivable are analysed by customer categories as follows:

*Unit: RMB thousand*

| Category                        | 30 June<br>2015   | 31<br>2014        |
|---------------------------------|-------------------|-------------------|
| Government                      | 3,424,840         | 2,641,222         |
| State-owned enterprises         | 2,693,575         | 2,014,614         |
| Private enterprises             | 3,286,417         | 3,413,376         |
| Others                          | 575,603           | 1,057,373         |
| Total                           | 740,244           | 1,034,472         |
| Government                      | 1,277,758         | 1,003,777         |
| State-owned enterprises         | 491,061           | 413,441           |
| Private enterprises             | 644,876           | 263,555           |
| Others                          |                   |                   |
| Total                           | 13,134,374        | 11,333,232        |
| Provision for doubtful accounts | (356,251)         | (352,774)         |
| Total                           | <u>12,778,123</u> | <u>11,040,465</u> |

(2) The ageing of accounts receivable is analysed as follows:

Unit: RMB thousand

| Ageing                             | 30 June<br>2015   | 31 December<br>2014 |
|------------------------------------|-------------------|---------------------|
| Less than 1 month (0-30 days)      | 11,895,166        | 11,75,73            |
| 1 to 2 months (31-60 days)         | 949,420           | 1,26,555            |
| 2 to 3 months (61-90 days)         | 142,495           | 2,1,404             |
| Over 3 months (91 days and above)  | 147,293           | 406,542             |
|                                    | <b>13,134,374</b> | <b>11,33,23</b>     |
| Less: Provision for doubtful debts | <b>(356,251)</b>  | <b>(352,774)</b>    |
| <b>Total</b>                       | <b>12,778,123</b> | <b>11,40,465</b>    |

(3) Credit risk

The credit risk of accounts receivable is analysed as follows:

As at 30 June 2015, the carrying amount of accounts receivable is RMB 12,778,123 (2014: RMB 11,404,655). The carrying amount of accounts receivable is analysed as follows:

As at 30 June 2015, the carrying amount of accounts receivable is RMB 12,778,123 (2014: RMB 11,404,655).

#### 4. ACCOUNTS PAYABLE

Accounts payable

Unit: RMB thousand

| Item             | 30 June<br>2015   | 31 December<br>2014 |
|------------------|-------------------|---------------------|
| Accounts payable | <b>10,604,888</b> | <b>11,364,030</b>   |

Accounts payable

Unit: RMB thousand

| Item                | 30 June<br>2015   | 31 December<br>2014 |
|---------------------|-------------------|---------------------|
| Accounts payable    | <b>10,311,332</b> | 11,212,240          |
| 1. Accounts payable | <b>154,956</b>    | 4,460               |
| 2. Accounts payable | <b>77,675</b>     | 44,340              |
| 3. Accounts payable | <b>60,925</b>     | 5,750               |
| Accounts payable    | <b>10,604,888</b> | <b>11,364,030</b>   |

At 30 June 2015, the carrying amount of accounts payable is RMB23,556,000 (31 December 2014: RMB152,655,000).

#### 5. UNDISTRIBUTED PROFITS

Unit: RMB thousand

| Item  | Note | 30 June<br>2015   | 31 December<br>2014 |
|---|------|-------------------|---------------------|
| Undistributed profits   |      | <b>16,651,960</b> | 14,330,313          |
| Less: Dividends of ordinary shares declared during the period |      | <b>1,518,195</b>  | 2,477,020           |
| Less: Undistributed profits at the end of the period          | (1)  | <b>(833,030)</b>  | (5,110)             |
| Less: Undistributed profits at the end of the period          | (2)  | <b>17,337,125</b> | <b>16,651,600</b>   |

##### (1) Dividends of ordinary shares declared during the period

Unit: RMB thousand

|   | 30 June<br>2015 | 31 December<br>2014 |
|---|-----------------|---------------------|
| Dividends of ordinary shares declared during the period | <b>833,030</b>  | 720,037             |

At 30 June 2015, the carrying amount of dividends of ordinary shares declared during the period is RMB833,030,000 (31 December 2014: RMB720,037,000).

##### (2) Undistributed profits at the end of the period

At 30 June 2015, the carrying amount of undistributed profits at the end of the period is RMB1,006,107,000 (31 December 2014: RMB1,001,460,000).

6. REVENUE AND COST OF SALES

Unit: RMB thousand

| Item   | From January to June 2015 | Same period 2014  |
|--|---------------------------|-------------------|
| Revenue  | 32,109,684                | 31,505,113        |
| Cost of sales  | 527,605                   | 541,015           |
| <b>Total</b>   | <b>32,637,289</b>         | <b>32,046,12</b>  |
| Revenue  | 27,274,530                | 26,566,154        |
| Cost of sales  | 244,750                   | 272,466           |
| <b>Total</b>   | <b>27,519,280</b>         | <b>26,666,640</b> |
| The cost of sales for the period ended June 30, 2015 is 10% higher than the cost of sales for the same period in 2014. |                           |                   |

7. INCOME TAX EXPENSES

Unit: RMB thousand

| Item               | From January to June 2015 | Same period 2014 |
|--------------------|---------------------------|------------------|
| Income tax expense | 428,103                   | 333,707          |
| Income tax credit  | (3,035)                   | (401,562)        |
| <b>Total</b>       | <b>425,068</b>            | <b>(17,855)</b>  |

| Item               | From January to June 2015 | Same period 2014 |
|--------------------|---------------------------|------------------|
| Income tax expense | 2,077,478                 | 1,266,227        |
| Income tax credit  | 645,585                   | 553,622          |
| Income tax expense | (132,602)                 | (174,566)        |
| Income tax credit  | 63,762                    | 55,677           |
| Income tax expense | (183,584)                 | (232,242)        |
| Income tax expense | (10,950)                  | (1,177)          |
| Income tax credit  | 39,193                    | 4,044            |
| Income tax expense | 11,395                    | 7,111            |
| Income tax credit  | (584)                     | 2,313            |
| Income tax expense | (7,147)                   | (1,177)          |
| Income tax credit  | -                         | 3,147            |
| Income tax expense | -                         | (342,562)        |
| Income tax credit  | 425,068                   | (17,855)         |



10. SEGMENT REPORTING

Our operations are organized into the following segments:

1. **Energy** - includes operations in the energy sector, including oil and gas production, refining, and petrochemicals.

2. **Logistics** - includes operations in the logistics sector, including air cargo, air freight, and ground transportation.

3. **Other** - includes operations in other sectors, including property development and heavy trucks.

| Item                | 30 June 2015         |                      |                                      |                      |                      |                      |                              |                      |                                  |                      |                      |                      | Total   |                      |                      |                              |                      |                   |
|---------------------|----------------------|----------------------|--------------------------------------|----------------------|----------------------|----------------------|------------------------------|----------------------|----------------------------------|----------------------|----------------------|----------------------|---------|----------------------|----------------------|------------------------------|----------------------|-------------------|
|                     | Road transportation  |                      | Energy, chemistry and food equipment |                      | Offshore engineering |                      | Logistics Airport facilities |                      | Logistics services and equipment |                      | Property development |                      |         | Heavy trucks         |                      | Elimination between segments |                      | Unallocated items |
|                     | January to June 2015 | January to June 2015 | January to June 2015                 | January to June 2015 | January to June 2015 | January to June 2015 | January to June 2015         | January to June 2015 | January to June 2015             | January to June 2015 | January to June 2015 | January to June 2015 |         | January to June 2015 | January to June 2015 | January to June 2015         | January to June 2015 |                   |
| Operating income    | 12,175,096           | 6,615,446            | 4,498,517                            | 2,587,488            | 883,084              | 4,148,284            | 825,057                      | 238,713              | 293,853                          | 371,751              | -                    | -                    | -       | -                    | -                    | -                            | 32,637,289           |                   |
| Operating expenses  | 303,536              | 66,669               | 275,915                              | 2,455,787            | -                    | 119,526              | -                            | -                    | 102,237                          | 320,941              | (3,644,611)          | -                    | -       | -                    | -                    | -                            | -                    |                   |
| Operating profit    | 10,454,994           | 5,416,408            | 3,936,848                            | 4,959,077            | 580,479              | 3,912,129            | 263,627                      | 140,211              | 357,033                          | 461,202              | (3,207,478)          | -                    | -       | -                    | -                    | -                            | 27,274,530           |                   |
| Other income        | 38                   | 176                  | (1,006)                              | -                    | -                    | 7,961                | 6,494                        | 148,650              | (5,838)                          | 3,469                | -                    | -                    | -       | -                    | (150)                | -                            | 159,794              |                   |
| Other expenses      | 5,527                | 24,038               | (6,943)                              | (54)                 | 386                  | 3,786                | 108,790                      | -                    | -                                | -                    | -                    | -                    | -       | -                    | -                    | -                            | 135,530              |                   |
| Other profit        | 193,223              | 156,965              | 152,581                              | 116,710              | 22,876               | 100,092              | 114,941                      | 3,762                | 100,768                          | 16,356               | -                    | -                    | -       | -                    | 35,260               | -                            | 1,013,534            |                   |
| Income before taxes | 130,687              | 30,179               | 17,747                               | 104,377              | 983                  | 5,326                | 83,019                       | 8,082                | 2,896                            | 391,070              | (579,182)            | -                    | -       | -                    | 372                  | -                            | 195,556              |                   |
| Taxes               | (1,000)              | (1,000)              | (1,000)                              | (1,000)              | (1,000)              | (1,000)              | (1,000)                      | (1,000)              | (1,000)                          | (1,000)              | (1,000)              | (1,000)              | (1,000) | (1,000)              | (1,000)              | (1,000)                      | (1,000)              |                   |
| Income after taxes  | 129,687              | 29,179               | 16,747                               | 103,377              | (17)                 | 4,326                | 82,019                       | 7,082                | 1,896                            | 389,070              | (578,182)            | -                    | -       | -                    | 372                  | -                            | 194,556              |                   |



**12. TOTAL ASSETS LESS CURRENT LIABILITIES**

*Unit: RMB thousand*

|             | <b>The Group</b>         |                         |
|-------------|--------------------------|-------------------------|
|             | <b>30 June</b>           | <b>31 December</b>      |
|             | <b>2015</b>              | <b>2014</b>             |
| 总资产<br>流动资产 | 95,593,491<br>51,085,383 | 7,776,111<br>43,340,077 |
| 总资产减去流动负债   | <b>44,508,108</b>        | <b>44,436,104</b>       |
|             | <b>The Company</b>       |                         |
|             | <b>30 June</b>           | <b>31 December</b>      |
|             | <b>2015</b>              | <b>2014</b>             |
| 总资产<br>流动资产 | 24,509,657               | 22,652,300              |

**(3) Notes payable issued but not accounted for, outstanding letters of credit issued but undue and outstanding performance guarantees**

The following table shows the amount of notes payable issued but not accounted for, outstanding letters of credit issued but undue and outstanding performance guarantees:

At 30 June 2015, the amount of notes payable issued but not accounted for, outstanding letters of credit issued but undue and outstanding performance guarantees was € 6,557,000 (31 December 2014: € 1,412,320,000).

At 30 June 2015, the amount of outstanding letters of credit issued but undue was € 2,560,000, of which € 230,545,000, € 30,000,000 and € 37,240,000 (31 December 2014: € 213,470,000).

At 30 June 2015, the amount of outstanding performance guarantees was € 1,344,000 (31 December 2014: € 227,000).

At 30 June 2015, the amount of notes payable issued but not accounted for, outstanding letters of credit issued but undue and outstanding performance guarantees was € 3,430,000, of which € 2,560,000, € 30,000,000 and € 43,000.

**(4) Significant pending litigations**

At 30 June 2015, there were no significant pending litigations.

**14. COMMITMENTS**

**Significant commitments**

**(1) Capital commitments**

|   | <b>30 June<br/>2015</b> | 31<br>December<br>2014 |
|---|-------------------------|------------------------|
| Capital commitments authorised by the management but not yet contracted for | <b>52,604</b>           | 2,657                  |
| Capital commitments contracted for  | <b>324,513</b>          | 150,355                |
| Capital commitments contracted for but not yet received                     | <b>221,092</b>          | 51,242                 |
| Capital commitments contracted for but not yet paid                         | <b>72,801</b>           | 24,062                 |
| <b>Total</b>  | <b><u>671,010</u></b>   | <b><u>€ 6,316</u></b>  |

*Capital commitments authorised by the management but not yet contracted for*

|   | <b>30 June<br/>2015</b> | 31<br>December<br>2014 |
|---|-------------------------|------------------------|
| Capital commitments authorised by the management but not yet contracted for | <b>72,801</b>           | 24,062                 |

(2)

- (1) 应付账款
- (2) 应付账款
- (3) 应付账款
- (4) 应付账款

Unit: RMB thousand

| Liabilities:                    | Note | 30 June 2015      | 30 June 2014 | Amount      | %      |
|---------------------------------|------|-------------------|--------------|-------------|--------|
| <b>Current liabilities:</b>     |      |                   |              |             |        |
| 应付账款                            | (1)  | <b>16,658,876</b> | 11,233,527   | 5,414,349   | 4%     |
| 应付账款                            | (2)  | <b>68,255</b>     | 1,570        | (117,525)   | (63)%  |
| 应付账款                            | (3)  | <b>878,901</b>    | 47,733       | 30,233      | 1,732% |
| 应付账款                            | (4)  | <b>3,670,297</b>  | 2,452,511    | 1,217,766   | 50%    |
| <b>Non-current liabilities:</b> |      |                   |              |             |        |
| 应付账款                            | (5)  | <b>458,520</b>    | 4,455,000    | (3,996,560) | (90)%  |
| 应付账款                            | (6)  | <b>1,981,143</b>  |              | 1,143       |        |

