

2024 Annual Results Presentation





01. Results Highlights

02. Company Development

03. **Key Guidance** 

# **2024 Results Highlights**



In 2024, CR Gas emphasized on the "1+2+N" business strategy, focused on the city gas core business and the "comprehensive and integrated" businesses, actively responded to market changes by continuously increasing efforts in market expansion, promoted the steady growth of city gas sales, optimized the comprehensive service business model, and expanded high-quality integrated energy applications, business growth in all segments.







Turnover

HK\$**88.8**B +**3.4**%

Turnover

HK\$**4.21**B +4.0%

Turnover

HK\$**1.87**B +**13.8%** 

Segment Results

HK\$**8.22**B +**8.2**%

Segment Results

HK\$**1.40**B +2.1%

Gross Profit

HK\$**0.36**B +3

+33.6%

# **2024 Key Results Summary**



In 2024, under the industry adjustments of the property market and the impact of warm winter, key results of CR Gas grew steadily, business revenue structure continued to optimize, profitability of core business continued to improve, re-affirmed the leading credit rating, payout ratio in 2024 continued to increase to 53%, created long-term and stable returns for shareholders.

Key Results	2023	2024	<b>Growth Rate</b>
Gas sales volume (billion m³)	38.78	39.91	2.9%
Number of customers (million)	57.780	60.624	4.9%
Turnover (HK\$ billion)	101.27	102.68	1.4%
Core profit (1) (HK\$ billion)	4.147	4.148	0.02%
Free cash flow (HK\$ billion)	2.26	2.58	14.2%
Core dividend for the year (2) (HK\$ cents per chare)	91.85	95	3.4%
Non-core dividend for the year (3) (HK\$ cents per chare)	23.83		
Dividend payout ratio (%)	50.3%	53.0%	+2.7PPT
Leading credit ratings	STANDARD & POOR'S RATINGS SERVICES McGRAW HILL FINANCIAL  A-	Moody's A2 Fitch	Ratings A-

<sup>(1)</sup> Attributable profit after gain on deemed disposal of JVs & associates and exchange impact.

<sup>(2)</sup> Dividend per share after gain on deemed disposal of JVs & associates.

<sup>(3)</sup> Dividend per share for the gain on deemed disposal of JVs & associates.

### **Stable Growth in Gas Sales Volume**



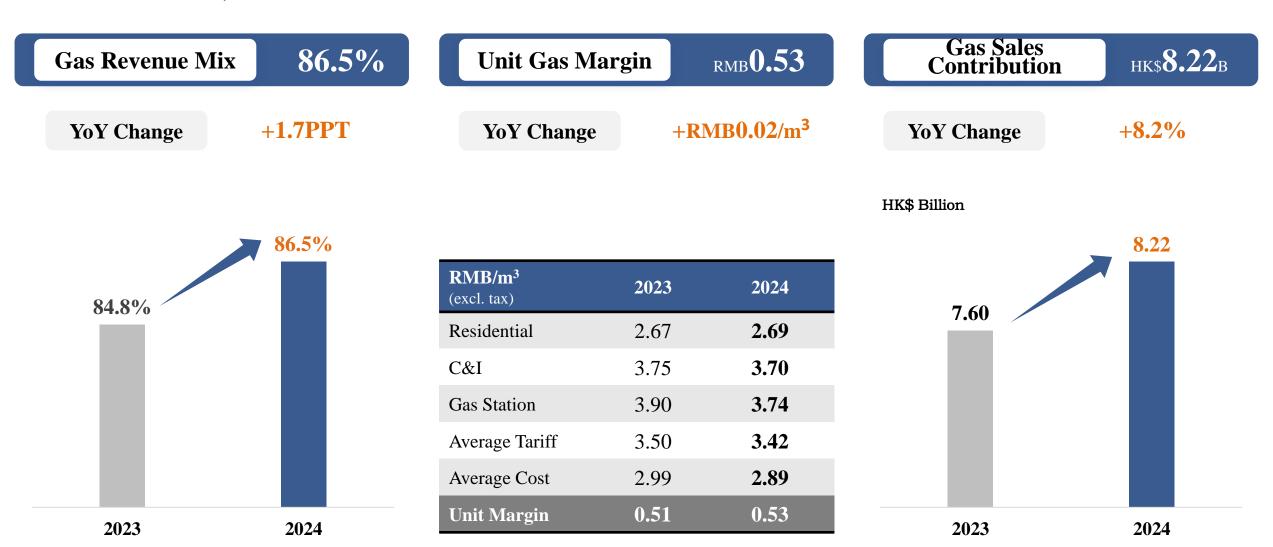
In 2024, CR Gas actively developed new customers to expand growth, deeply explored the potential in residential and industrial markets, and continuously promoted the commercial "bottle to gas". Gas sales volume of CR Gas was 39.91 billion m<sup>3</sup>, an increase of 2.9%. Residential, industrial and commercial gas sales volume increased 6.3%, 1.5% and 3.8% respectively.



# **Improvement in Gas Sales Earnings**



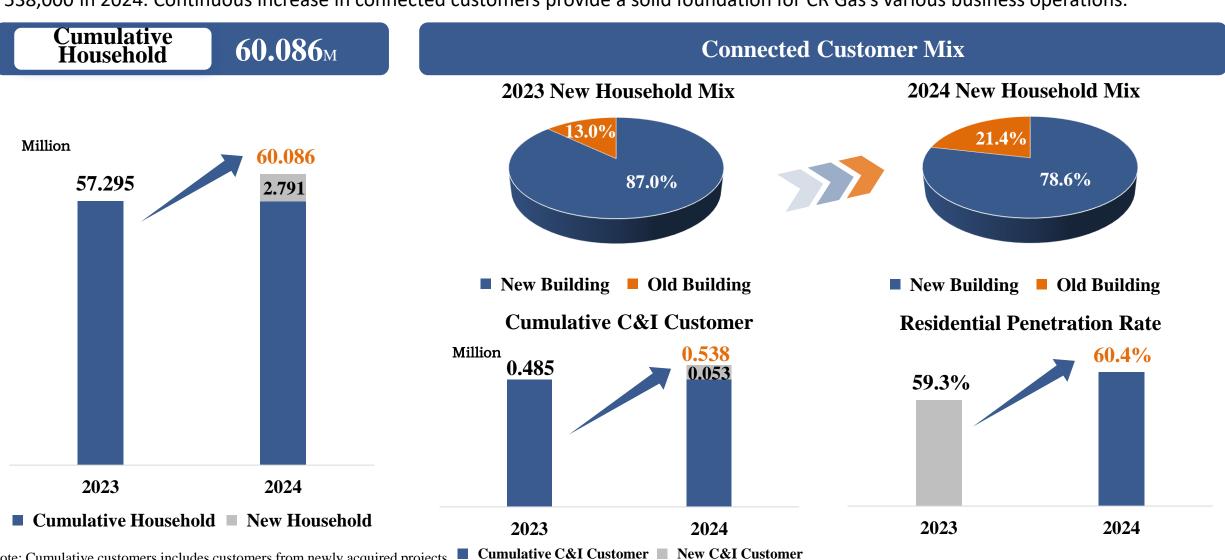
In 2024, with the optimization of core business revenue structure, gas sales revenue of CR Gas accounted for 86.5% of the total revenue, an increase of 1.7PPT, unit gas margin was RMB0.53/m³, an increase of RMB0.02/m³, gas sales contribution increased 8.2% to HK\$8.22 billion.



### **Continuous Increase in Connected Customers**



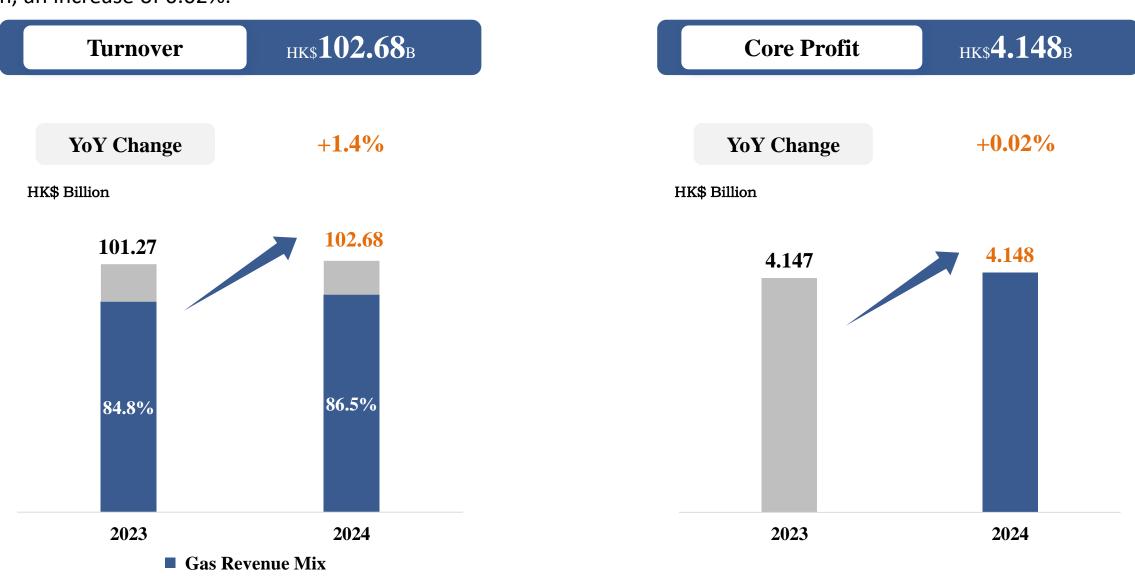
In 2024, affected by the decline in the newly started construction area of the property market, CR Gas experienced a slowdown in the scale of newly connected customers. However, CR Gas actively expanded the connection market, seized opportunities from the urban renovation, continued to increase residential household penetration, cumulative connected households increased to 60.086 million and C&I customers to 538,000 in 2024. Continuous increase in connected customers provide a solid foundation for CR Gas's various business operations.



# **Continuous Growth in Core Business Earnings**



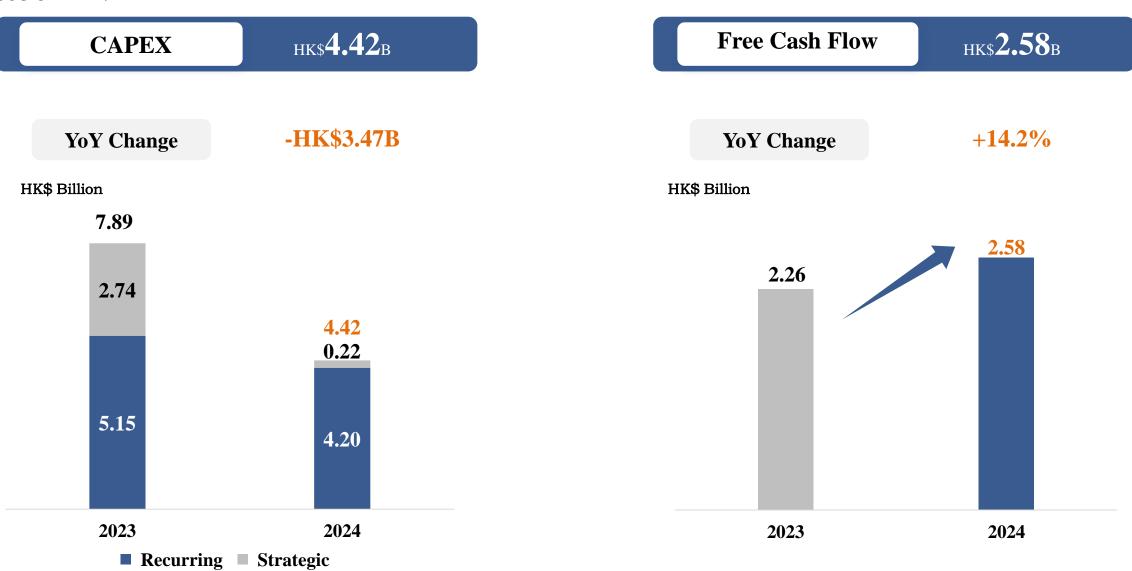
In 2024, through continuous optimization of business structure and expansion in recurring business earnings, CR Gas still recorded core business earnings growth despite a continuous decline in connection earnings, core profit reached HK\$4.148 billion, an increase of 0.02%.



# **Sufficient Financial Liquidity**



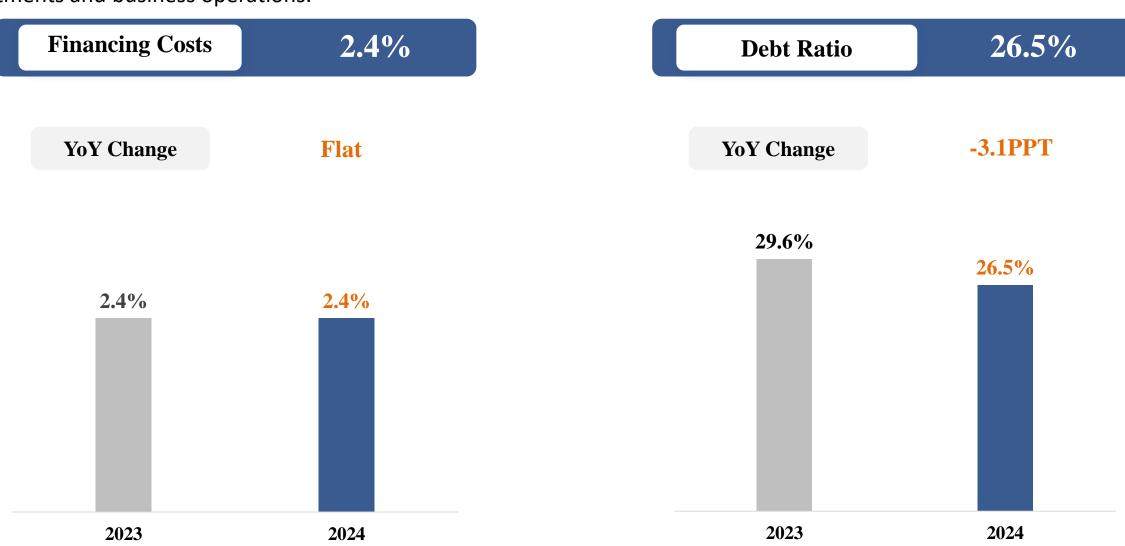
In 2024, CR Gas strictly controlled capital expenditures, strengthened working capital management and maintained the growth of free cash flow; capital expenditures were HK\$4.42 billion, a decrease of 44.0%, achieved HK\$2.58 billion free cash flow, an increase of 14.2%.



# **Strong Financial Flexibility**



In 2024, overall financing cost was 2.4% p.a., maintained the best in the industry, actively repaid HK\$3.81 billion HK dollar bank borrowings, debt ratio was further optimized to 26.5%, a decrease of 3.1PPT to provide sufficient financial flexibility for project investments and business operations.







01. Results Highlights

02. Company Development

03. **Key Guidance** 



Become a Trusted & Popular Energy Service Industry Leader

Corporate Vision

**Continuously Strive for the Corporate Vision** 

Lead the ESG Development, Strengthen the Safety Risk Prevention **Strategic** Goal

Lead the Corporate Development, Ensure Safety Responsibility

City Gas

"1+2+N" Development Strategy to Lead the Business Expansion

Comprehensive Services Integrated Energy

**New Businesses** 

Establish Customer-Oriented, Responsive Innovation Capabilities

Leadership

Efficiency

Intelligence

Innovation

Compliance

### Core City Gas Business

- "One City One Network" Integration
- **Diversified Gas Resources** System
- **Innovative Industrial Expansion**
- Conduct Commercial Penetration
- Accelerate Station Transformation
- **Explore Urban Renovation** Potential

### Comprehensive Services

- Advance the upgrade of the gridbased service model
- Promote WeCom and unified hotline
- Establish full ecosystem product marketing model
- Set up offline and online channels

### Integrated Energy

- Focus on long-term collaboration with premium users
- Promote the development of transportation energy charging business

### New Businesses

- Hydrogen Energy Studies
- **End-user Energy** Storage
- Carbon Trading
- Green Fuel Refueling
- Carry out Green Certification

# **Continuous ESG Enrichment**



Thoroughly fulfill the environment and social responsibilities, promote the reduction of CO<sub>2</sub> emission intensity indices. In 2024, an "A" MSCI ESG rating was maintained, CR Gas was selected to be a constituent stock of Hang Seng Corporate Sustainability Index, awarded "China ESG Listed Companies Leading 100 Index", "China ESG Listed Companies GBA Leading 50 Index" and granted HK Green Awards – EHS Gold Award for 6 consecutive years.



### **Environmental**



### Social



# Governance







### **Total CO<sub>2</sub> Emission**

(ton)

4-year decrease 36.0%

### CO<sub>2</sub> Emission

(ton std. coal/RMB10,000 asset)

4-year decrease 61.3%

# **Comprehensive Energy** Consumption

(ton std. coal/RMB10,000 turnover)

4-year decrease 35.6%

### **Aging Pipeline Replacement** (2012-2024)

Total Investment 15B RMB

Pipeline Replacement 14.8K km

**Charity & Public Welfare** 

74,130 recipients

160,947 hours

**Female Employee** (Middle & Senior)

23.8%

# **Safety Training Participation**

**412,500** staff-times

**Safety Training Coverage** Rate 100%

**«Integrity and Compliance Declaration** » Endorsement Rate 100%

**Anti-Corruption Training Participation** 

16,539 staff-times





Gold Award of HK Green Awards Large Corporate –EHS Award for 6 consecutive years



# **Effective Operational Safety Management**



Actively undertake assignments from national ministries and commissions, develop and launch a nationwide aging gas pipeline renovation system, host gas skills exhibitions across the nation to provide various types of support for national ministries and commissions in gas safety management; a total of RMB2.185 billion has been invested, 2,168.2 km of aging pipeline network has been retrofitted in 2024.

### **Participating in National Assignments**



- ☑ undertake the construction of the national aging gas pipeline renovation and upgrade system
- dispatch 11 experts to participate in the State Council's safety production inspection
- ✓ compile the «Promoting Gas User Safety Handbook»
- participate in compiling the «Safety Risk Prevention and Control Manual for Bottled Gas Business Enterprises» and the «National City Gas Pipeline Safety Special Rectification Action Plan»
- ☑ participate in the research projects of «The 15th Five-Year Talent Development Plan for the City Gas Industry» and « Research on Opinions for Reform and Development of the Gas Industry»
- ☑ participate in 《Enhancing Service Quality in City Gas Enterprises》

### **Safety Mechanism Development**

### ✓ Actively Apply New Safety Management Technologies & Processes

- apply technologies such as pipe lining, pipe threading, and non-stop transmission, independently develop engineering management system.
- install **17,000** intelligent pipeline monitoring devices.

### ✓ Execute the Three-year Action Plan for Fundamental Safety Production Issues

- focus on key areas with in-depth safety inspections, identifying and rectifying 50,500 hazards in 2024, achieving 100% rectification within deadline.
- ✓ Strengthen Safety Production Education & Training
- organize **38,300** staffs to participate in the '6.13' incident warning education activities and arrange over **4,200** viewing times for the warning education films.
- organize a total of **900** educational sessions, reaching approximately **40,000** participants.
- conduct over 680 emergency drills with participation from 11,000 staffs.

### **Safety Management Reinforcement**

**☑** Continuous Aging Pipeline Retrofitting



**☑** Promotion on Users' Gas Facilities Safety



Safety Alarm Total: 100% installed

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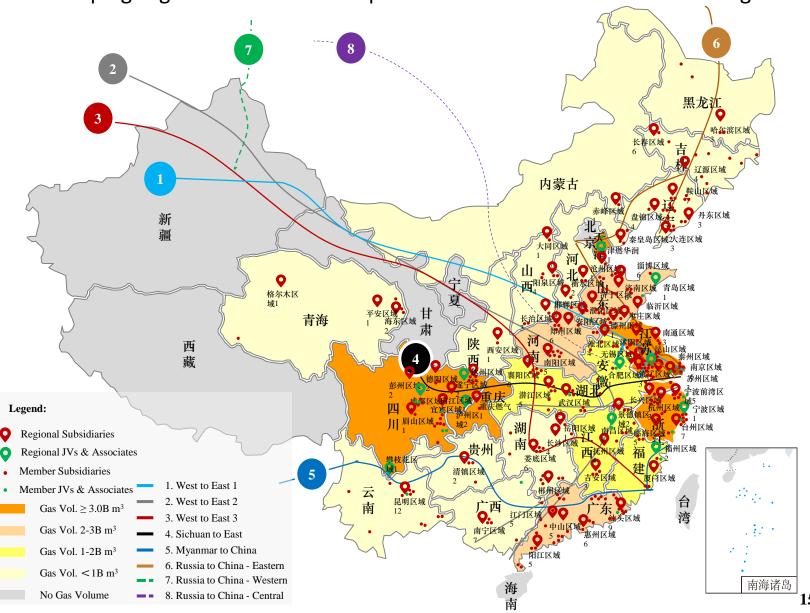
City Gas Market Coverage Expansion



Pan-China strategy of project locations; projects can easily secure gas sources as most of them are located closely to the main gas supply pipelines and in the fast economic developing regions where the comprehensive services business and integrated

energy business are promoted.

	276	City Gas Projects
	15	Provincial Capitals
	<b>76</b>	Prefecture- level Cities
	60.62 M	<b>Connected Customers</b>
	327,000 km	Pipeline Network
<b>#*·</b> •••	99.98 M	Connectable Households

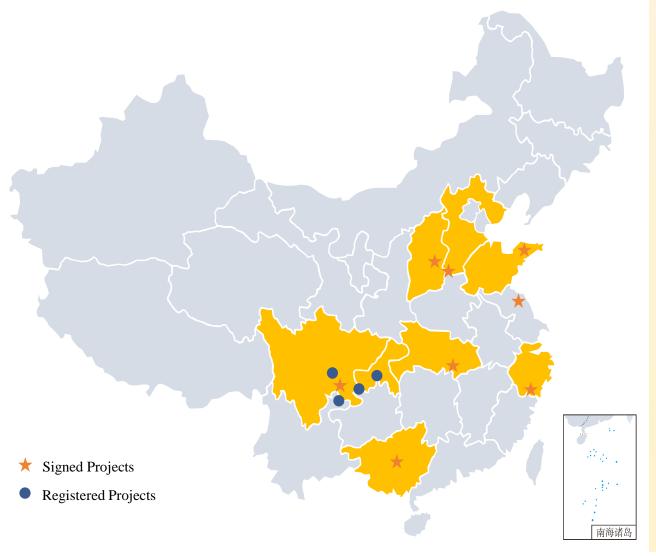


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# **One City One Network Integration**



Focus on quality projects and emphasize on "One City One Network" integration, 7 projects were signed and 4 projects were registered in 2024, 2,678 km<sup>2</sup> concession area added with regional GDP of RMB319.5 billion, potential gas sales volume of 610 million m<sup>3</sup> and 98,000 new households, key projects cover 1 municipalities and serval prefecture-level cities.



### **Key Project Investment**

- ✓ Yantai Shihua Project: promote the "One City, One Network" integration in Laizhou City, operation area accounts for approximately 2/3 of Laizhou City after completion of integration;
- ☑ Chongqing One City, One Network: acquire county-level project at Shizhu, Chongqing and take over the concession right of Zhonglin company in the High-Tech Zone to promote the "One City One Network" in Chongqing region;
- ✓ **Yangquan Kunlun Project:** Cooperate with Kunlun Energy to expand the concession area in the Yangquan region.

### New Investment in 2024

Signed: 7

Est. Investment: HK\$220M

**Registered:** 4

- Concession Expansion: 2,678 km<sup>2</sup>
- ✓ Acquired Area GDP: RMB319.5 billion
- **✓ Potential Volume:** 610 million m³ p.a.

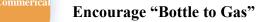
# **Exploring Organic Market Potentials**



Categorize the industrial users and identify target customers to promote major customer procurement and industrial energy-saving technology transformation. Expand commercial gas usage scenarios, actively strive for policy support to promote a rapid development model and heavily promote 'bottle-to-pipeline'. Deeply tap into the potential residential market, develop the urban village renovations and township residents with the support of the government policies. The newly developed customers can potentially contribute over 2.3 billion m<sup>3</sup> p.a. gas volume in the future.



#### **Innovative Development**







- Categorize and identify target customers
- technology **Energy** saving transformation to increase gas consumption efficiency
- **Comprehensive development** to encourage "Bottle to Gas"
- optimize the processes by promoting the commercial instant quotation mini program
- national policies Follow explore the potential of urban villages renovation
- Actively respond to the rural revitalization policy bv vigorously developing township residents



**☑** Re-develop underperform

refueling stations to explore

new market opportunities Transform charging, to hydrogen and integrated stations



 $\rightarrow$  New Industrial

2,927

→ New Bottle to Gas





**129,000** households



**8** stations

→ Contribution

 $\rightarrow$  Contribution

34,000

91,000 households

**→ Township Resident** 

→ Station Transformed

2.018 billion m<sup>3</sup> p.a.

287 million m<sup>3</sup> p.a.

58 stations

**17** 

# **Establish Diversified Gas Resources System**



Engage in upstream centralized negotiations to optimize autonomous coordination of gas sourcing and procurement. Annual coordinated gas procurement was 4 billion m<sup>3</sup>, an increase of 33.3%. Focus on promoting the openings of national pipeline and the constructions of storage capacity to ensure the safe and stable supply of natural gas. Establish an international business company in HK to complete international spot procurement, enter a 600,000 ton p.a. long-term agreement with Australian Woodside Energy to enrich gas resources security, establish diversified gas resources system and further optimize gas sourcing costs.

### **Securing Gas with 3 Major Suppliers**

#### **☑** Increase annual contract volume:

- Strengthen the coordination of upstream resources, the procurement volume of CNPC long-term agreement was 1.9 billion m<sup>3</sup>, an increase of 1.0 billion m<sup>3</sup> in 2024.
- $\square$  Achieve the first direct procurement from oilfield:
- Enter gas volume contract of 76.05 millionm<sup>3</sup> with Sinopec's southwestern oilfield.
- $\square$  Expand gas resources coordination scale:
- In 2024, autonomous coordinated gas volume reached **4.0** billion m<sup>3</sup>, an increase of **33.3%**.

### **Coordinating Pipeline Network Openings**

- $\square$  Promote centralized applications of national pipeline openings:
- Cooperate with National Pipeline, obtain approval for 9 opening in 2024, add primary gas supply channel, effectively reduce intermediate costs.
- $\square$  Expand upload points for unconventional resources:
- Add new gas source upload points in Xinjiang Yining and Shanxi Licheng, with approximately 122 million m<sup>3</sup> of exported peak-shaving gas.

### **Opening up Global Resources Channel**

- ✓ Strengthen overseas resources coordination:
- Complete the first shipment of **63,000** tons independently sourced international spot procurement in February 2024.



- Set up HK international business company and purchase of 64,000 tons LNG in November 2024.
- Enter a 15 year long-term agreement with Australian Woodside Energy, with annual LNG of 600,000 ton with effect from 2027.

### **Strengthening Storage & Peak Shaving Capacity**

- **☑** Commence operations of the 2 Gorges gas storage facility:
- 1<sup>st</sup> phase storage facility in operations with 190 million m<sup>3</sup> storage capacity.



- $oxed{oxed}$  Ensure peak-shaving demand in heating season:
- Cooperation with Sinopec and independent gas storage exceed 120 million m<sup>3</sup>.

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# Establish "Natural Gas Contract Net" Open Trading Mall



CR Gas strives to activate upstream and downstream natural gas resources, promote high-quality development in the natural gas industry, and establish an online natural gas trading platform, "Natural Gas Contract Net", with characteristics unique to CR Gas. In 2024, the number of registered internal and external members exceeded 900. The annual transaction volume surpassed 700 million m³, with a transaction amount of RMB2.3 billion. The trading volume on the "Natural Gas Contract Net" is expected to exceed 1.2 billion m³ in 2025, with a transaction amount reaching RMB3 billion. In the future, efforts will focus on significantly expanding external customers to increase trading volume and efficiency, and enhance the platform's influence within the industry.



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# Establish "Natural Gas Contract Net" Open Trading Mall

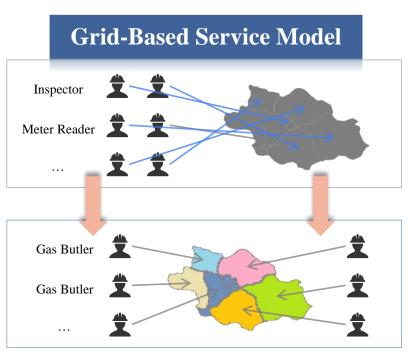




### Service Upgrade – Customer Satisfaction Improvement



Upgrade the grid-based service model and refine the standards to streamline the last mile of service delivery, the household coverage increases to 37.76 million; promote WeCom to increase customer loyalty, there are over 26.00 million WeCom accounts; promote Gas Butler app, build user photo profiles to achieve precise services and marketing; launch unified national service hotline 95777, covering about 37.00 million customers, emphasize on customers' demand-oriented service channels to improve customer satisfaction.



- Grid-based service standards: Establish professional standards for overall safety inspections, meter readings and comprehensive services to achieve standardize systems, streamline business processes, and digital intelligence;
- Coverage improvement: Household coverage increased to 37.76 million by the end of 2024.



- Launch the Gas Butler APP: Collect customer information and build user photo profiles, establish precise algorithm models, achieve precise service and marketing.
- Household reach: the total WeCom accounts for CR Gas increased by 109.7% to over 26.00 million by end of 2024.



- Unified number access: Create CR Gas "Chief Customer Service" with a focus on servicing customer experience, unified phone number and centralized hotline management, analyze customer need to improve customer satisfaction.
- **Operation management:** Covered about **37.00** million households by end of 2024, with the overall connection rate continuing to improve.



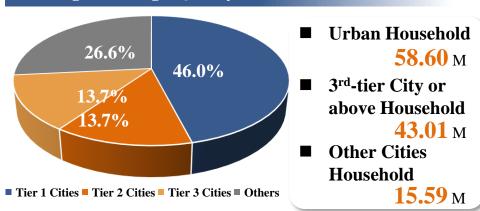
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# Marketing Upgrade – Full Ecosystem Product Marketing Model



CR Gas has 58.60 million urban household customers, of which, 43.01 million and 15.59 million household customers are located in affluent 3rd-tier or above cities and other cities respectively. "Product+Channel" model has been established by focusing on CR own brand PRECEN, emphasize on product safety R&D, expand the strategic collaborations with the top brands, provide high-quality products to customers through "online+offline" selling channel model to enrich the comprehensive service ecosystem.

### **Leading Scale High Quality Customer Resources**



### **Continuous Loyalty Sales Events**





Open WeChat Mini Store 22.74 million followers, increased 3.76 million followers in 2024.

### **Establish Own-Brand Comprehensive Service Ecosystem**







### **Partner Brands**



**Internal:** CR Gas Premium Selection online mall



**External:** External platform connection



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# **Channel Upgrade – Online and Offline Selling Channel**



Simultaneously develop offline and online multi-channel constructions, focus on upgrading channels around in-store, at-home, and online services to achieve in-store visit experiences, grid-based home delivery services, and convenience in online access, to meet every household needs, self-reported online meter reading increased significantly to 8.03 million times in 2024. Safety education and brand promotion were conducted through multiple dimensions, with a total of 1,883 promotional releases. Strengthen the comprehensive service products promotion, HK\$33.30 million in sales through CR Gas Premium Selection platform.

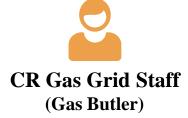




500+ Nationwide Flagship Experience Stores



Grid-based Home Delivery Service



安全厨房 生生不熄



Call Center

In-home Service

Product Marketing Platform

Private Messaging Operation

# Channels Safety Education Brand Promotion Promotional Release: 1,883 times



Cumulative sales by CR Gas Premium Selection Platform: HK\$33.30 million







CR Gas Premium Selection



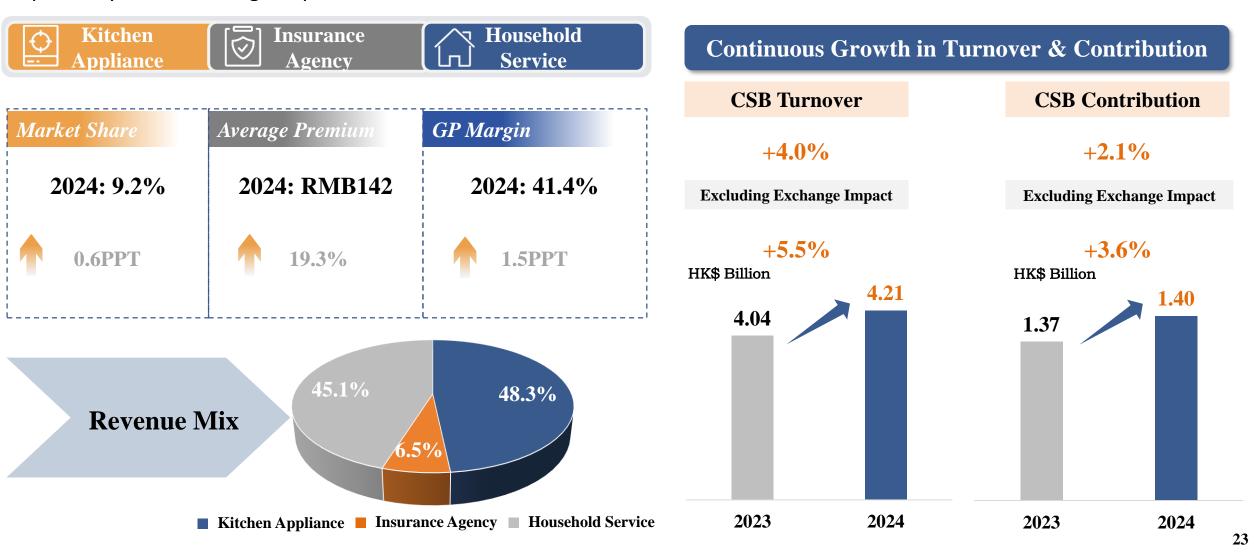
CR Gas WeCom Service Hub



# Continuous Growth in Comprehensive Services



Continuous growth in penetration rate of comprehensive services business (CSB), explore CR Gas Premium Selection household services online selling model; turnover from comprehensive service business was HK\$4.21 billion, an increase of 4.0%, segment contribution was HK\$1.40 billion, an increase of 2.1%, turnover and segment contribution were 5.5% and 3.6% respectively if the exchange impact was excluded.



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# **Focus on Premium Integrated Energy Customers Development**



CR Gas has over 500,000 C&I customers, many high quality industrial parks and hospitals in the operating area. Based on the characteristics and development paths of the 'Two Distributed, One Charging' businesses, further optimize development strategies, focus on premium public institution customers and premium energy consumption applications, actively create benchmark projects, further explore multi-energy complementarity, and establish zero-carbon parks.



- **Light asset operation:** mainly based on contract energy management with flexible terms;
- **Heavy asset projects:** 10+ years, expand energy-saving technology applications, and enhance project operations.



- **Industry selection:** 20+ years, focusing on public utilities, livelihood-related industries, and other stable operating enterprises;
- **Design and operation:** Refine and improve design support and operational standards, and prevent risks from typhoons and other extreme weather.



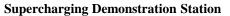
- Focus on customers: 8-10 years, prioritize premium users such as buses, intercity vehicles, and heavy and light logistics trucks;
- **Site selection:** Focus on key cities, target premium energy applications, establish transportation charging benchmark projects.

# Premium Energy Consumption Applications

Public Public Truck Group Internal Policy Expandable Service Transportation Logistic Collaboration Support Park Project

2 Benchmark Projects







**Orderly Gas Station Transformation** 

3

### **Multi-Energy Complementarity Zero-Carbon Park**



- ☑ flexible selection of technical paths
- ✓ new type of business entity with intelligent management
- ✓ market-based transactions

# Accelerate Transportation Charging Business 👭 拳概 燃气



In 2024, CR Gas contracted 88 charging projects, with an installed scale of 52.3 MW. In terms of "industry-finance synergy", the development of the Dali heavy truck supercharging station achieved a win-win situation for 3 parties by enabling free vehicle replacement for drivers, low transportation costs for CR BLGD MATERIALS TECH, and energy saving and emission reduction. Seizing the opportunities of the Charging 2.0 era, which integrates people, vehicles, and lifestyles, leverage the advantages of gas station transformation to secure long-term customers such as buses and taxis, to build urban integrated stations, commercial center stations, and truck logistics stations to accelerate the transportation charging development.

### **Industry-Finance synergy for Heavy Truck Green Logistics**

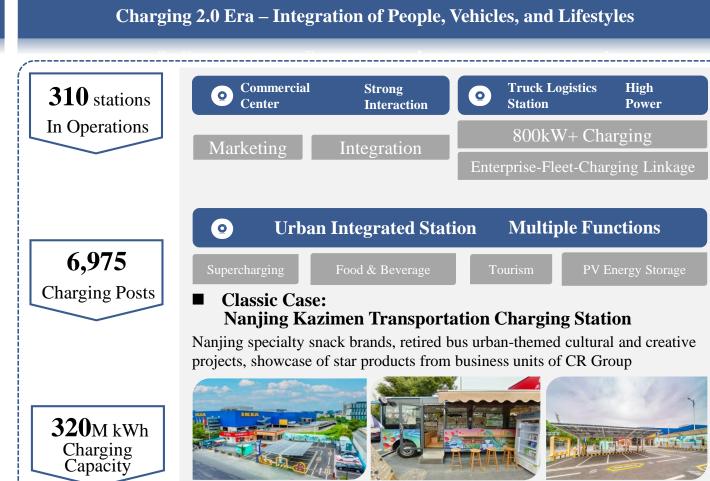
### CR Gas, CR BLDG Materials Tech, and CR Financial Leasing Join Forces to Build the Dali Midu Electric Heavy Truck Supercharging Station

Free Vehicle Replacement, Low Transportation Costs, Energy Saving & Emission Reduction



3 business units of CR Group play to their strengths, achieving "carbon and cost reduction" within the industry

- CR Gas leads the charge and invests in heavy truck supercharging stations;
- CR Financial Leasing purchases electric heavy trucks and allows logistics fleets to use the trucks with zero initial investment by paying rental fees for a certain number of years, then ownership of the trucks is transferred to the fleet;
- CR Building Materials Tech significantly reduces carbon emissions, reduce transportation costs.



# **Establish Supercharging Network in HK**



According to the HK Government's "Hong Kong Electric Vehicle Popularization Roadmap", the strategy and goals include stopping the registration of new fuel-powered and hybrid private cars as well as installing charging facilities by 2035 or earlier, CR Gas prepares in advance to establish an investment platform "CR Supercharge" in HK market, and JV with CR Longdation to set up "Charge Wonderful Life" and promote HK and Overseas businesses. In 2024, supercharging stations commenced operations in HK CR Building and Alto Residences, became the world's first two operational European-standard fully liquid-cooled supercharging stations. The plan is to build hundreds of stations to establish a supercharging network in HK.

### Establish "CR Supercharge" & "Charge Wonderful Life" Companies



### **HK Business Begins to Form**

- Build "2 stations"
- Register "Charge Wonderful Life" trademark



CR Building Supercharging Station

### CR Supercharge Technology Co. Ltd.

HK & Overseas entity project investment platform

#### **Charge Wonderful Life Energy Service** Ltd.

CR Gas + Longdation project development & management platform

### **Charge Wonderful Life APP:**

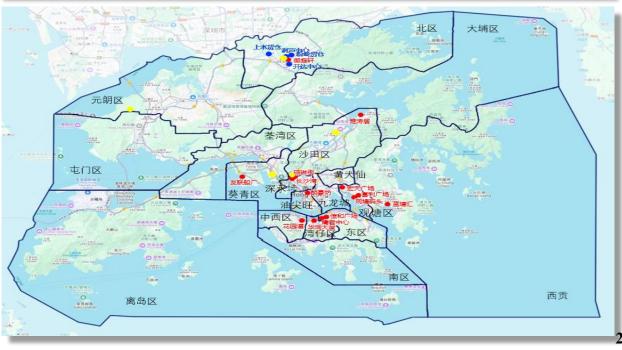
supercharging network operation platform



Alto Residences Supercharging Station

# Plan for Supercharging Network in HK

By the end of 2030, CR Gas plans to invest in and operate approximately 200 supercharging stations in HK. Execution schedule will based on the feasibility studies to provide high-quality charging services to meet the needs of private cars, ride-hailing vehicles, compact vehicles, and commercial logistics vehicles.



# Overseas Integrated Energy Market Development XX 多概 燃气



CR Gas is expanding into the overseas integrated energy market by entering a cooperation agreement with CR Thailand All Seasons Property (ASP) to carry out the joint venture, 3 charging terminals of ASP will be taken over and 6 new liquid-cooled supercharging terminals are planned to build. Additionally, energy efficiency retrofits for air conditioning systems will be carried out. CR Gas will rely on the 'Belt and Road' initiative, with Thailand as a major hub, to actively expand businesses such as supercharging, building energy efficiency, and photovoltaic

energy.





### ASP All Seasons Place Supercharging Base



For the first time, introduce European standard fully liquid-cooled supercharging technology in Bangkok's CBD area to establish a logistics vehicle supercharging network around major ports and industrial parks in Thailand. Construct a series of model charging stations that combine photovoltaic and charging facilities.



### ASP All Seasons Place A/C System Retrofitting



By enhancing the building's intelligent control system and upgrading various equipment such as cooling and lighting to build a benchmark project for the group.



### **Thailand Distributed PV Project**



Thailand has excellent solar conditions. Project opportunities will be closely monitored, and further in-depth research on these opportunities will be conducted in the next steps.



A tribute to the 50th anniversary of the establishment of diplomatic relations between China and Thailand in 2025

Golden 50 Years of China-Thailand Friendship



Seize Opportunities in Overseas Markets



Promote Advanced Domestic Technologies



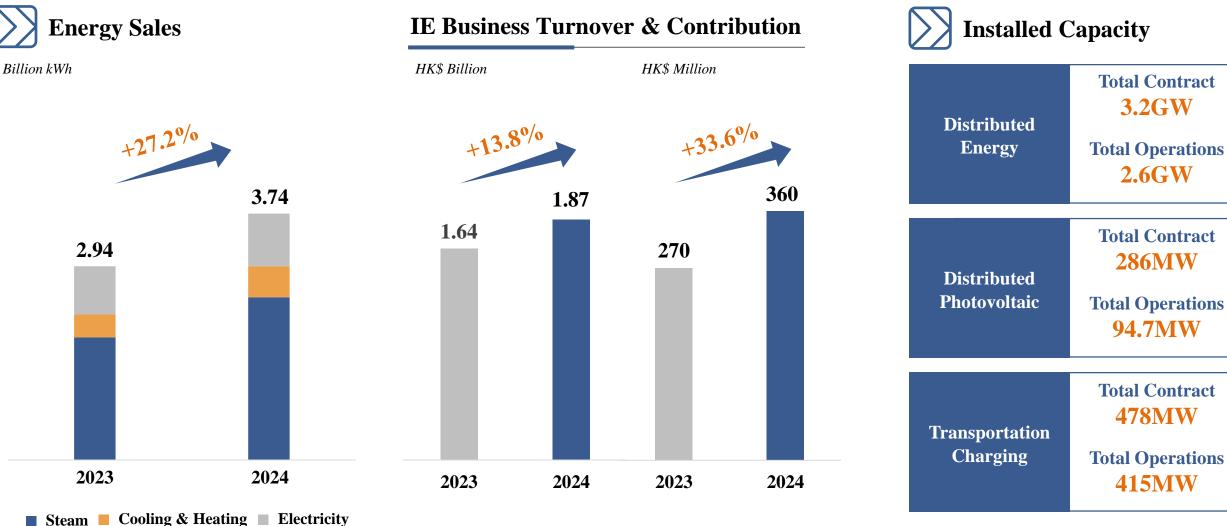
Support the "Belt and Road" Initiative Overseas Expansion



Bangkok's landmark building – ASP



CR Gas focus on "Two Distributed, One Charging" strategy, leveraging on the advantages of serving various urban customers to maintain rapid business scale growth. In 2024, the company's annual energy sales reached 3.74 billion kWh, an increase of 27.2%. Integrated energy (IE) revenue amounted to HK\$1.87 billion, an increase of 13.8%, with a gross profit of HK\$360 million, an increase of 33.6%; cumulative contracted installed capacity reached 4GW, with 3.1GW installed capacity, including 2.6GW of distributed energy, 94.7MW of distributed photovoltaics, and 415MW of transportation charging.



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# **Hydrogen Energy Business Development & Business Collaboration Exploration**



Focus on enhancing the greening of natural gas, with an emphasis on promoting combined hydrogen/hydrogen transmission trials in gas pipelines. Undertake national key research and development plan, obtained approval for the city gas industry's first pure hydrogen pipeline, simultaneously launch the nation's first long-term community combined hydrogen pilot project; explore business collaboration with CR Power in hydrogen energy consumption, aiming to promote the establishment of business models and technical standards.

### **Hydrogen Energy Industry Research & Operation**

- ☑ Undertake a national-level project: In Weifang, Shandong, the Ministry of Science and Technology's key R&D program for 'Hydrogen Energy Special Projects' has been implemented. It has been approved as the nation's first pure hydrogen transmission pipeline constructed according to urban gas engineering standards;
- ☑ Initiate long-term combined hydrogen validation: Verification of the applicability of gas facility and the safety of combined hydrogen in buildings has been completed. The nation's first long-term community combined hydrogen pilot project will be conducted;
- ▶ Promote the establishment of standards and regulatory systems: Lead by CR Gas, with participation from units such as the CNPC Pipeline Bureau, in drafting the nation's first city gas industry acceptance standards for pure hydrogen pipeline construction 《Hydrogen Pipeline Construction Acceptance Code》.
- ✓ **Hydrogen refueling station operations:** 2024 hydrogen sales reached **287.7** tons, an increase of **6.8%**.







### **Exploring Business Collaboration with CR Power**

CR Gas

Hydrogen Energy Business Synergy & Complementarity

CR Power

Focus on the transmission and consumption of hydrogen energy, green natural gas, and green methanol, to support the development of CR Power's new energy base.

Electric-hydrogen Coupling: Stabilize Renewable Energy Fluctuations through Combined Hydrogen in Pipelines

Collaborate with CR Power to prioritize the combined solar-storage-hydrogen project in Weifang, annual output of hydrogen production from green electricity will reach 8,000 ton after achieving production capacity, hydrogen will be transmitted via pure hydrogen pipelines to hydrogen-consuming factories or combined into the Weifang natural gas network;

Hydrogen Energy Supply to HK: Collaborate with the Greater Bay Area on Electricity-based Hydrogen Production & Transmission to HK

Leverage on Haifeng power plant and Guangre hydrogen production plant to develop offshore wind hydrogen production and supply to HK in the long term. The company focuses on implementing hydrogen energy transmission and applications in HK;

Green Methanol: Jointly Promote Project Feasibility Research and Evaluation

Collaborate with the CR Power and Derun to conduct research on the Yilan biomass natural gas and methanol project focusing on downstream market consumption.

# **Green Business Incubation**



Extensively explore customer demands for green and low-carbon energy, expand the vessel green fuel refueling business, and complete the Greater Bay Area's first green methanol refueling project; response to industrial customers' green gas needs, systematically review the existing green gas resources of CR Gas, the first in PRC to provide green natural gas supply and certification services, pilot carbon asset trading in Sichuan and Chongqing.

#### Green Fuel Refueling: The First Green Methanol Vessel Refueling

- Completed the first green methanol refueling project in the Guangdong-Hong Kong-Macao Greater Bay Area (at Berth No. 1 of Shenzhen China Merchants' Shekou Youlian Shipyard), marking the nation's first pilot refueling project for operational and maintenance vessels;
- Applied for and obtained the only national invention patent authorization for a methanol refueling system;
- Completed the community risk assessment certification for the vessel refueling scheme;
- Participated in the drafting of national standards for marine methanol fuel;
- Prepared a green fuel research report with a clear focus on the refueling process.







标准名称	《船用甲醇燃料》推荐性国家标准					
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单位名称		单位性质				
华润燃气投资(中国)有限公司		外商投资				
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	姓名 冯宇			性別	男	

参与国家标准制定起草单位登记(申请)表

#### Green Natural Gas: The First National Certification & Substantive Trading

- Taizhou Volvo Green Natural Gas Project: Taizhou Company meets the green energy needs of Volvo within its jurisdiction by purchasing biomass gas and indicators, achieving annual sales of 3.96 million m³ of green natural gas;
- Wuxi AstraZeneca Green Steam Project: Acquire 11 million m<sup>3</sup> of purified biogas, convert it into green steam, and sell it to AstraZeneca to achieve a green premium;
- Conduct green certification: Collaborate with the China Industrial Development Association to launch the nation's first green natural gas certification project on the voluntary verification platform for zero-carbon energy certificate.



### **Carbon Asset: Continuous Promotion in Carbon Asset Trading**

- Chengdu Company continues to promote carbon asset trading, with cumulative sales of 69,000 tons of carbon emission reductions, achieving sales revenue of RMB897,000;
- Chongqing Yurun has successively completed carbon emission quota and verified voluntary emission reduction transactions, successfully achieving full coverage of carbon trading business products, and has conducted research on carbon reduction methods for distributed gas-powered cooling, heating, and power cogeneration.





# 01. Results Highlights

02. Company Development

03. Key Guidance



Indicator	2025 Guidance
Gas sales volume (Growth)	4.0%-5.0%
New residential (million)	2.30 -2.50 million
Unit gas margin (RMB per m³)	RMB0.54/m <sup>3</sup>
Comprehensive Services Sales (Growth)	20%-30%
Integrated Energy Sales (Growth)	20%-30%
Recurring CAPEX (HK\$ billion)	HK\$4.0-4.5 billion
Strategic CAPEX (HK\$ billion)	HK\$0.5 billion
Dividend outlook	Increase dividend amount or dividend payout ratio



# **Disclaimer and Contact:**

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