



wison

Better Technology, Better Life!

声明

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Wison Engineering (2236.HK)

**China's Leading Provider of
Energy & Chemical EPC Services
and Technology Integrated Solutions**

Embrace Vitality, Catalyze Innovation and Pursue Excellence



公司概况

Company Overview

全生命周期一体化解决方案提供商

Lifecycle integrated solution provider



Petrochemical



Refinery



C1 Chemical



Central Processing
Facility



LNG & Power
Generation



Industrial Park
Planning



Project
Financing



Consulting
Feasibility Studies



PDP
FEED



EPC



Commissioning
Start-up

公司概况

Company Overview

人才竞争优势明显

Evident talent competitive advantage



Talents with overseas experience

43%

Postgraduates & above

36%

Technical experts with 10+ years experience

81%

Senior executives with 10+ years experience at Wison

61%

公司概况

Company Overview

与全球顶尖技术专利商深入合作

Deep cooperation with top global licensors



公司概况 催化剂研发

Company Overview Catalyst research & development



Ongoing research and development of existing catalysts (MTP, butadiene)

Stay in parallel with the global advanced level



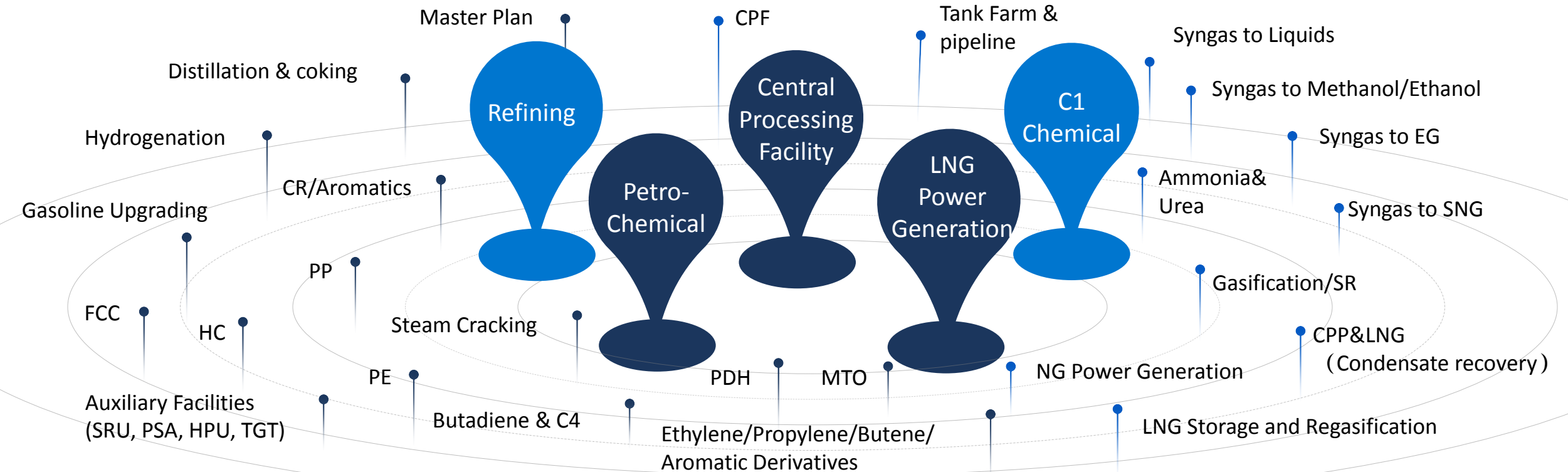
Jointly develop new catalysts with domestic and overseas institutes

Fill in domestic technology and process gaps

"China's Oil and Chemical Industry Technology Innovation Exemplary Enterprise" in 2018

8000 m² modern laboratory

Pilot base for core technology industrialization research and demonstrations




公司概况

Company Overview


荣誉

Recognition




 Innovation and commercialization of MTO Separation Technology


National S&T Progress Award

 New Ethylene Cracking Furnace


 Shandong Yangmei Hengtong MTO Project


1st Prize of National Excellent Engineering Achievement Award

 Pucheng Polyethylene Unit


 PetroChina Fushun Petrochemical Ethylene Project

National Quality Engineering Award

 PetroChina Dushanzi Petrochemical Ethylene Project


 Shanxi Lu'An CTL Project

Chemical Industrial Quality Engineering Award

 XinLianXin Ammonia and Urea Complex Project

 SABIC HADEED DBN

Golden Key Award / Safety Work Hours Award

 BASF Chongqing MDI Integration Project



公司概况

Company Overview

全球化布局快速、持续推进

Layout of globalization is advancing rapidly



Overseas Projects Reference (Consulting/Engineering/EPC)

EPC/EPFC



Saudi Arabia USA UAE Venezuela

Engineering Design



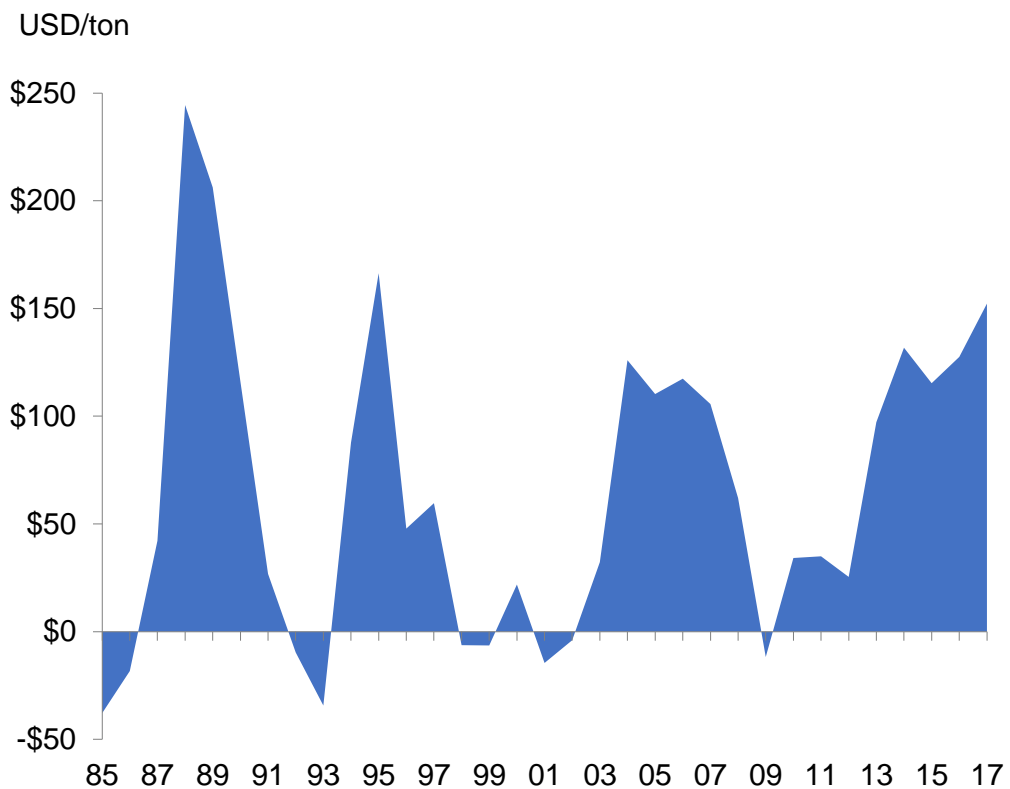
Indonesia Russia Kyrgyzstan Brunei

Consulting

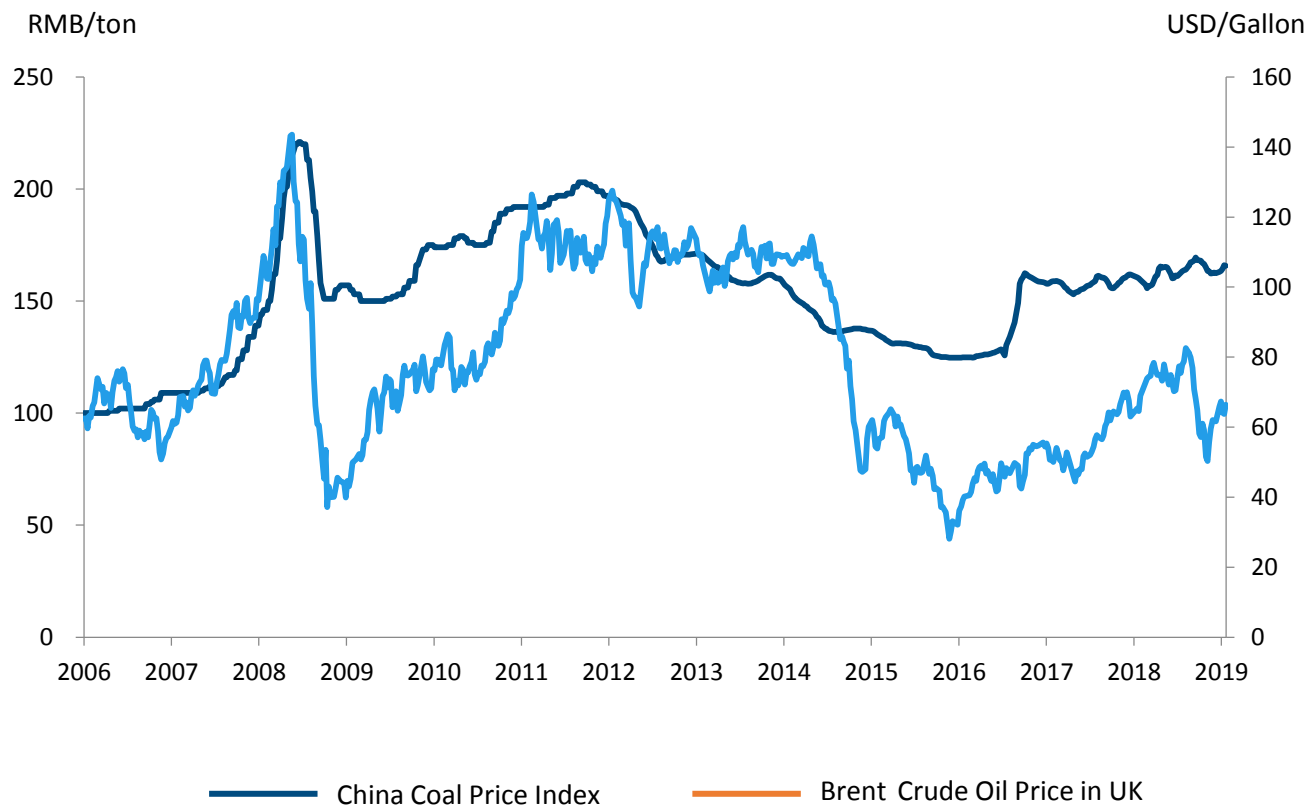


Indonesia USA Liberia Singapore South Africa

Global base chemicals and plastics – weighted average earnings before interest & taxes

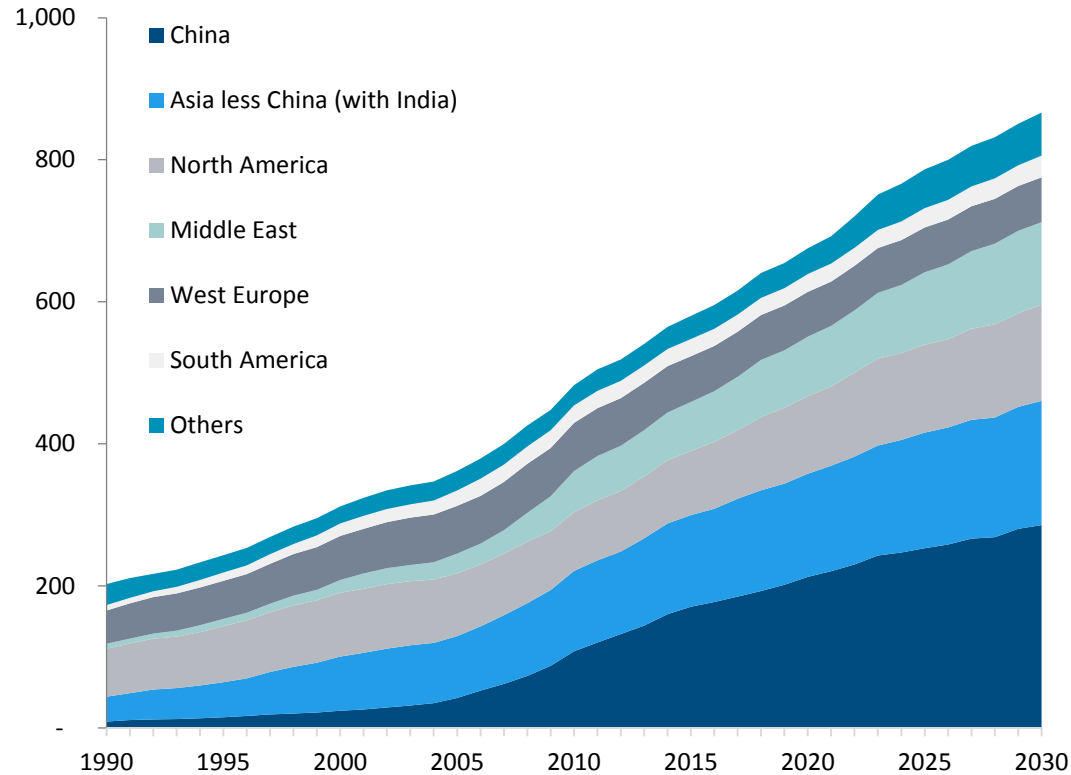


Basic chemical raw material fluctuation from in recent years

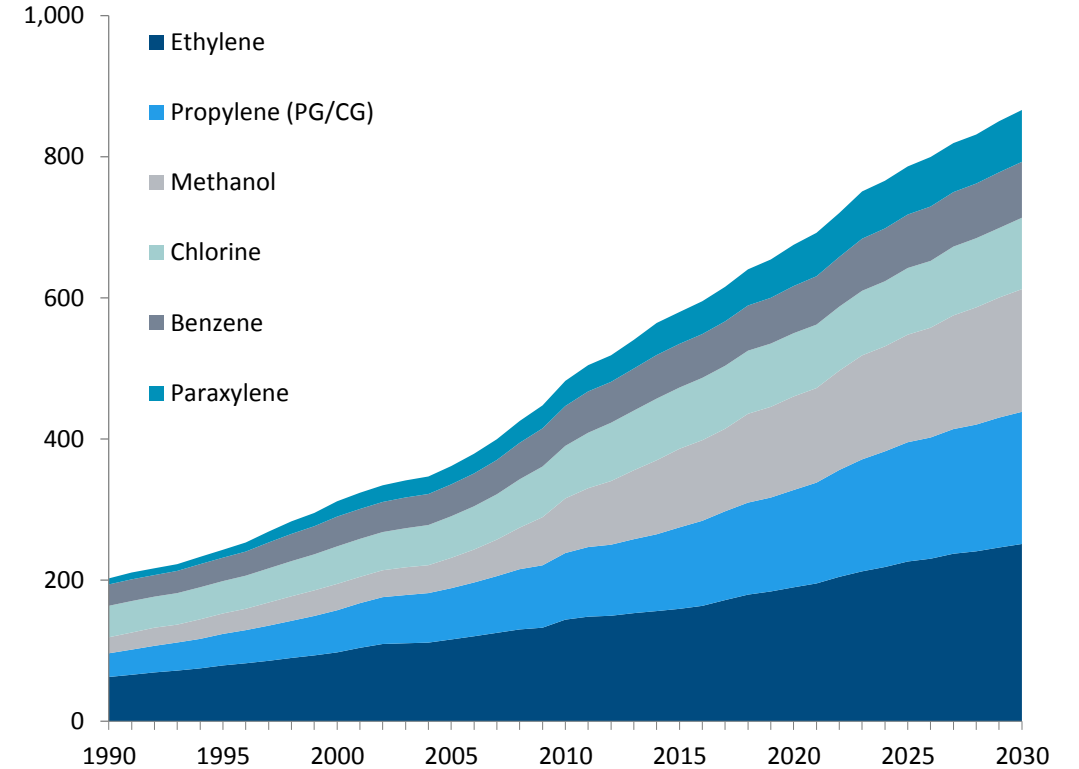


Basic chemical investment growth in Asia Pacific, North America and the Middle East led other countries or regions.

Global Base Chemical Capacity by region (million metric tons)



Global Base Chemical Capacity by market (million metric tons)



宏观市场

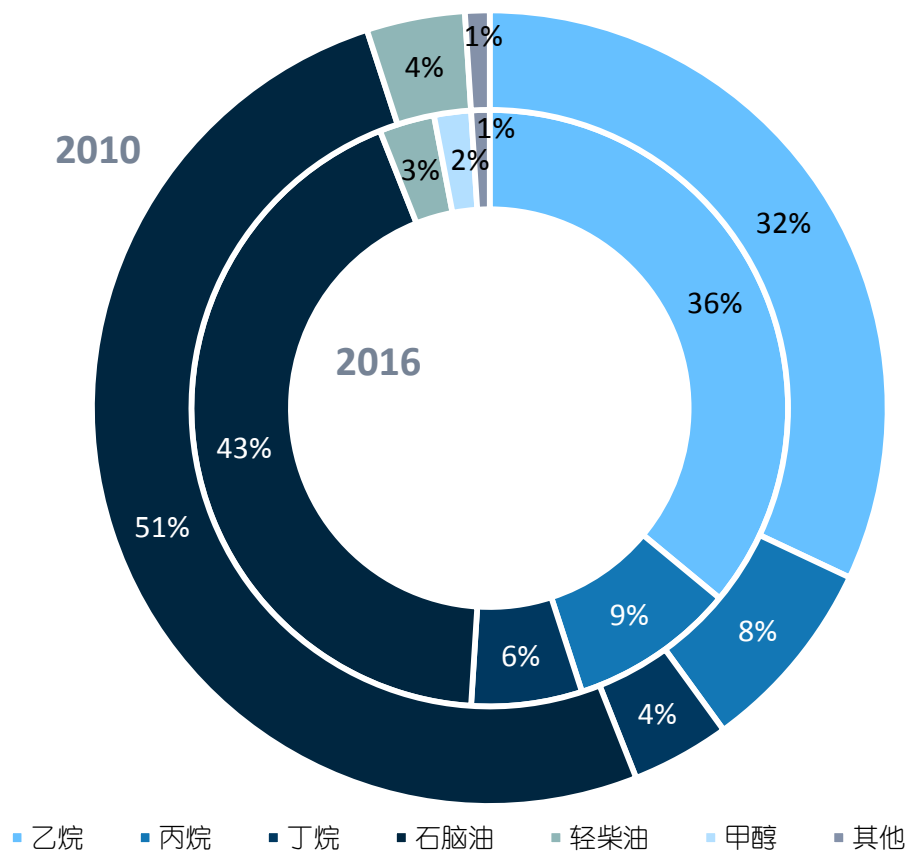
Macro-market

多元化将成为市场主要趋势

Diversification will be the main trend of the market



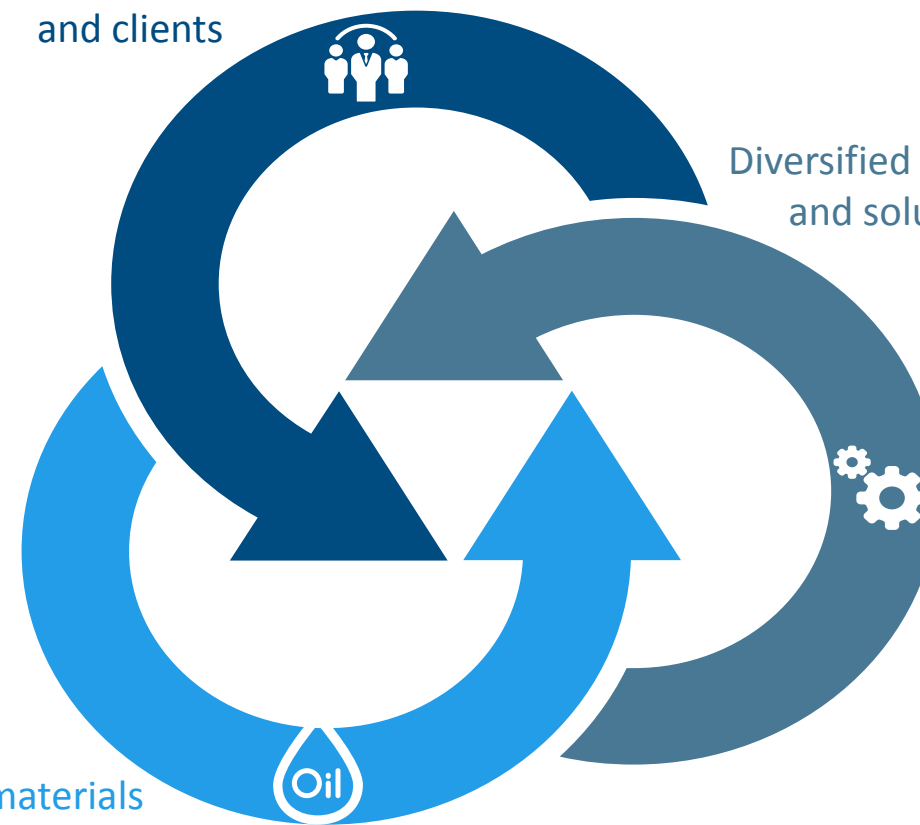
Global Ethylene Raw material Change



Diversified market and clients

Diversified demand and solution

Diversified raw materials and technologies



经营亮点

Operational Highlights

2018公司重大事件回顾

Review of big events in 2018



February



- Middle East Operating Center Establishment
- Big Data Joint Lab with Jiangsu University

March



- Global largest whole single cracking furnace module shipment
- The largest modularization project in north America

May



- Strategic cooperation with Microsoft, leading the digital transformation of industry
- SABIC project achieved high standard machinery completion 53 days ahead of time

September



- Cooperation memorandum with Russian Gazprom, developing the "B&R" key market
- EPC contract for SRU Project of ADNOC

September



- High-standard mechanical completion on first EPC contracted new material resin project
- Strategic collaboration framework agreement with CGGC to explore overseas energy market

October



- EPC contract for SABIC's biggest investment in technology and innovation center (STC-J)
- Re-presented with 2018 Provincial Innovation Special Award for Excellent Survey & Engineering Design

October-November



- The global largest general contracted coal gasification plant won the high quality engineering prize in the chemical industry
- All nine of the world's largest cracking furnaces delivered

November



- "Excellence Award for Listed Companies" by HK Economic Journal
- First POE in Energy & Chemical Industry for Incubating Postdoctoral Program

December



- The only company in SH energy & chemical engineering sector owing an engineering research center on "Green Chemical Process" and "Energy Conservation"
- Most Progressive Listed Company awarded by Sina Finance

December



- EPC contract of 5 bn coal clean utilization project with CNPC
- EPC Contract for Reaction Conversion Furnace Zone Upgrading and Revamping Project

经营亮点

Operational Highlights

2018年奖项

Rewards in 2018



Two Construction Project Excellent Achievement Awards from China Construction Enterprise Management Association

- One First Prize (Catalytic Coal Methanol to Olefin Unit)
- One Third Prize (Lu'an Synthetic Base Oil Project)



Six Provincial Excellent Prospecting and Design Innovation Awards

- One Special Reward (Yangmei Methanol to Olefin Unit)
- Three First prizes (Xinlian Melamine High Pressure Process Plant, Nanjing Phase III Synthetic Gas Project and Xinlianxin Coal to Ammonia Project)
- Two second prizes (Qixiang Tengda Alkane Dehydrogenation Furnace Project, Yantai Wanhua Propane Dehydrogenation Furnace Project)



Three Chemicals Industry Quality Engineering Awards

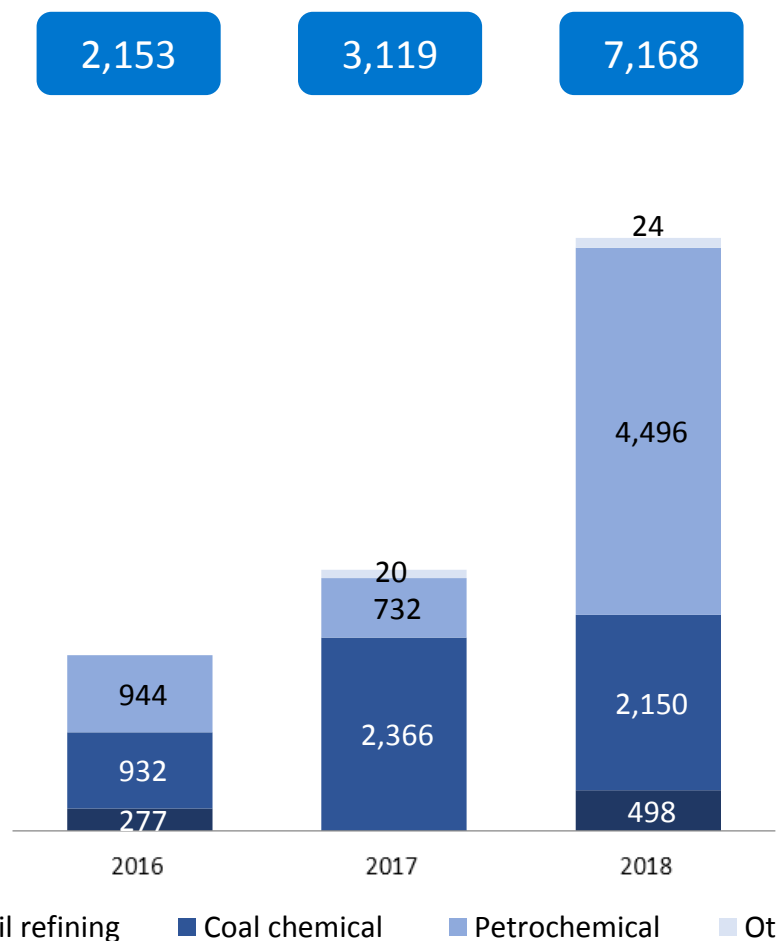
- Lu'an CTL Project
- Conell Methanol to Olefin Unit
- Yangmei MTO Project

经营亮点

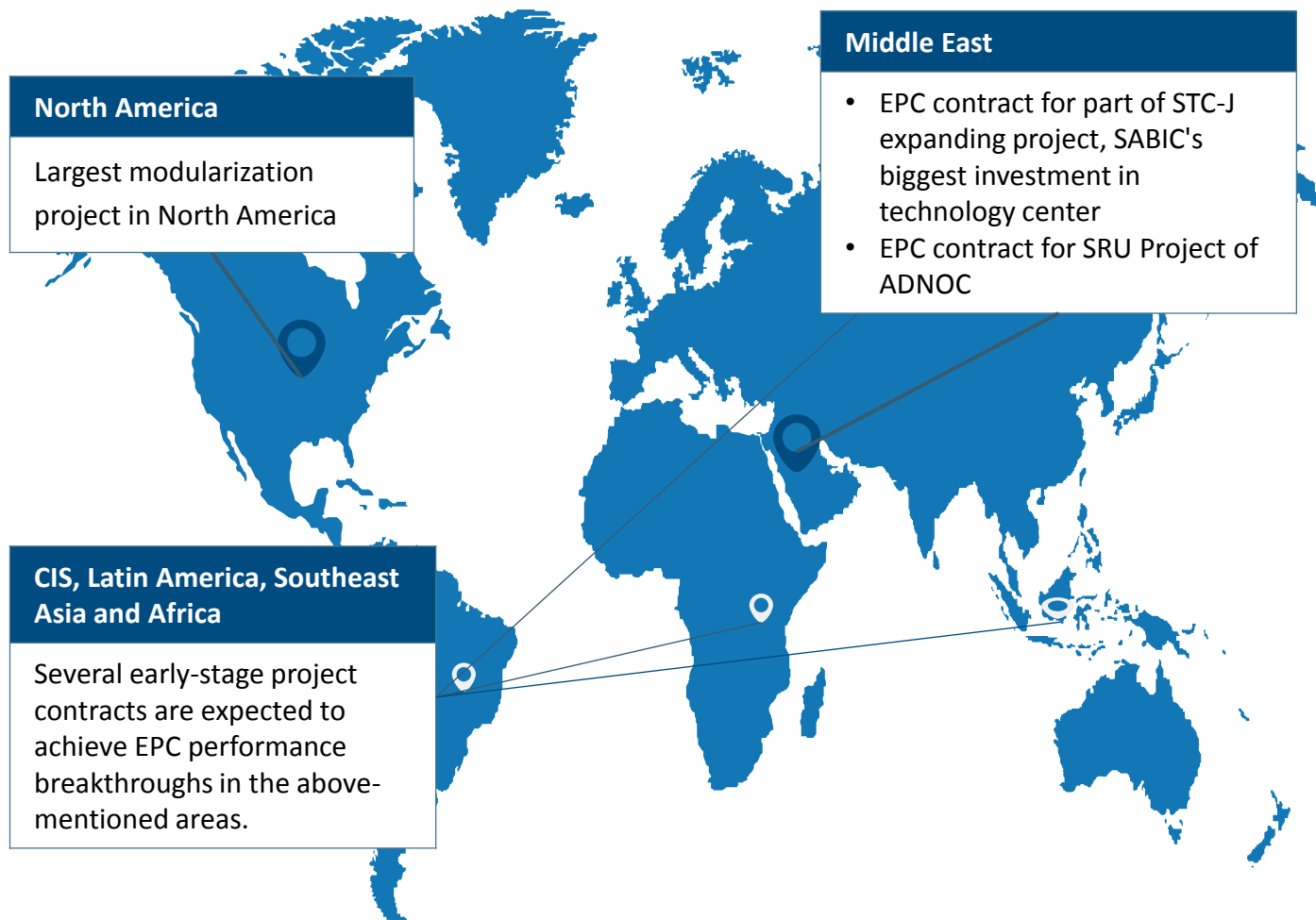
Operational Highlights

新订单加速增长，国际化战略已见成效

Accelerated growth of new orders and successful implementation of internationalization



CNY (MM)

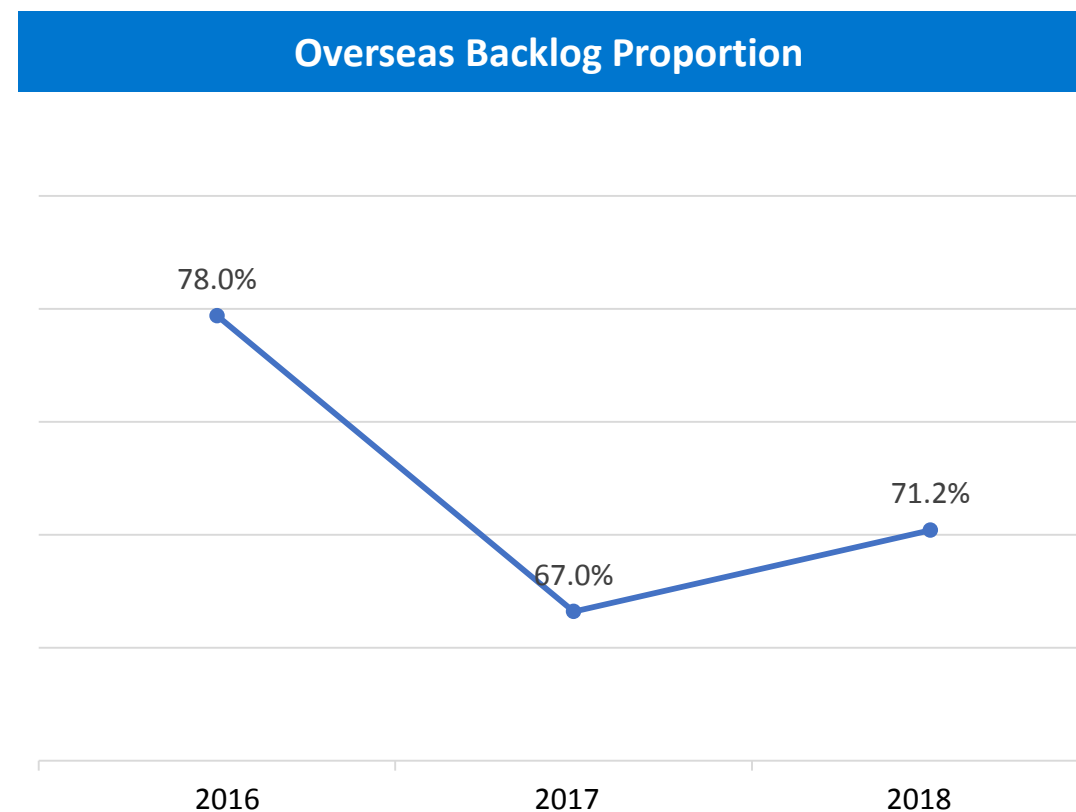
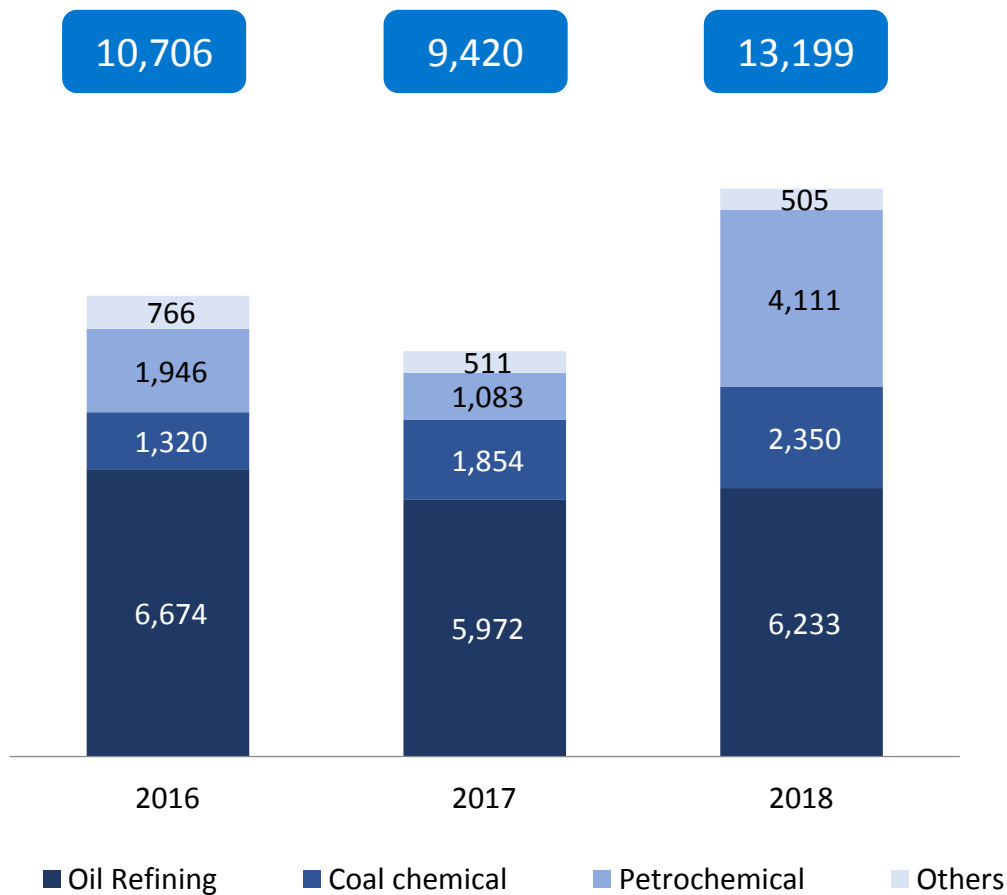


经营亮点

在手订单持续增长，18年底创新高



Operational Highlights Continuing growth in backlog, hits all time high at the end of 2018



CNY (MM)

经营亮点

Operational Highlights

充裕的在手订单为业绩增长奠定坚实基础

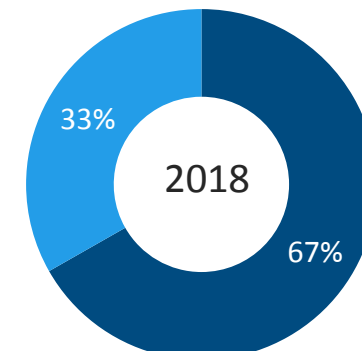
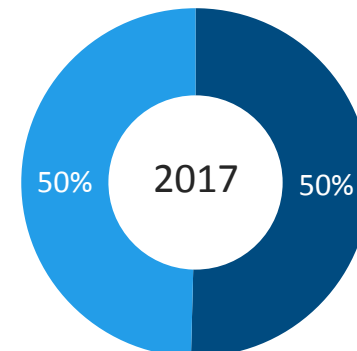
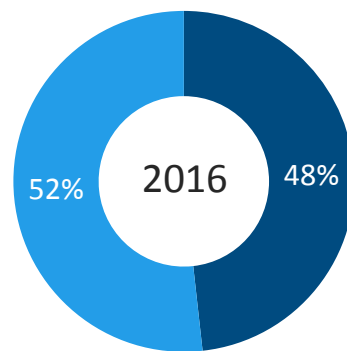
Abundant Backlog lays the foundation for performance growth



Revenue

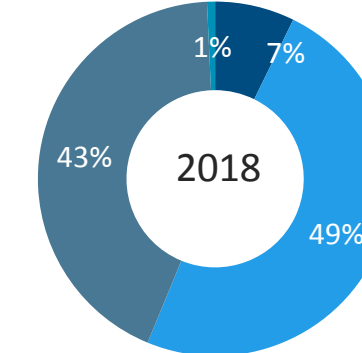
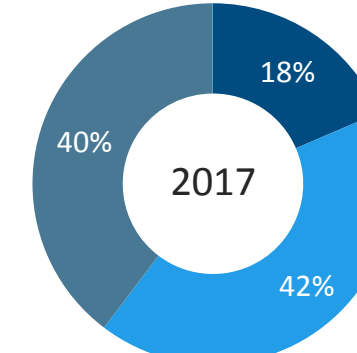
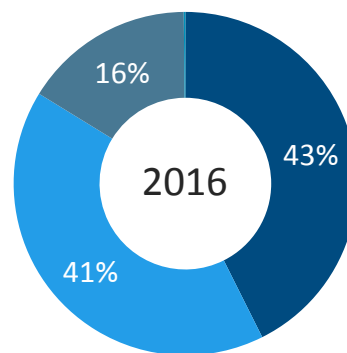
Backlog

Revenue Contribution: More room for overseas orders growth in the future



Domestic Oversea

Petrochemical Sector and Coal Chemical Sector increase rapidly



Oil refining Coal chemical Petrochemical Others

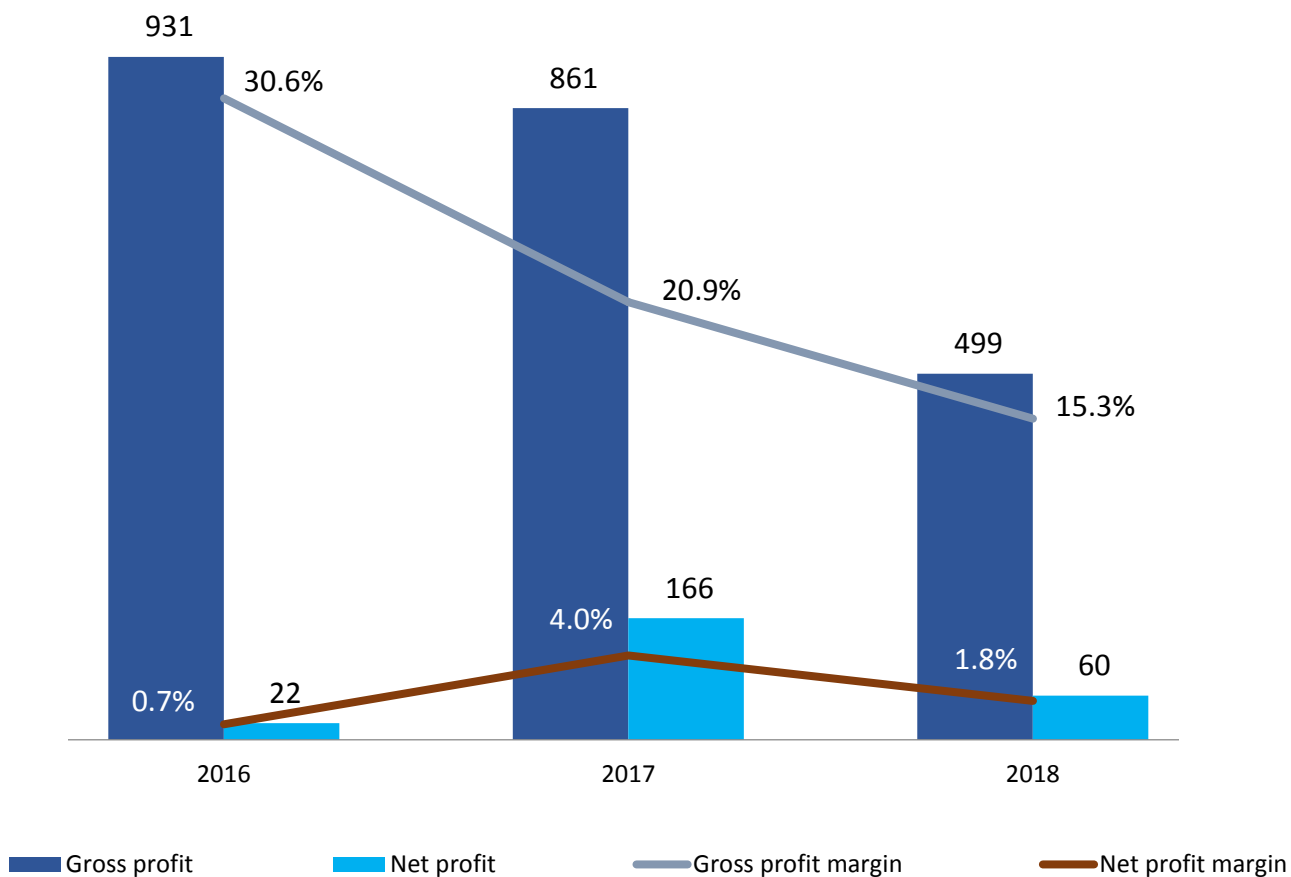
CNY (MM)

经营亮点

Operational Highlights

行业毛利率下降是对自身积累及实力的考验

Decline of gross margin is a big challenge in chemical industry



CNY (MM)

- Deep infiltration of regional internationalization strategy, looking for high value-added projects and customers in the international market;
- Taking the advantages of the company's design and project management advantages, transforming the design optimization and efficient project management into the negotiation power of procurement and project cost control ability;
- Continually promoting modularization project execution mode, which will shorten the construction period and reduce costs.

经营亮点

资产结构改善

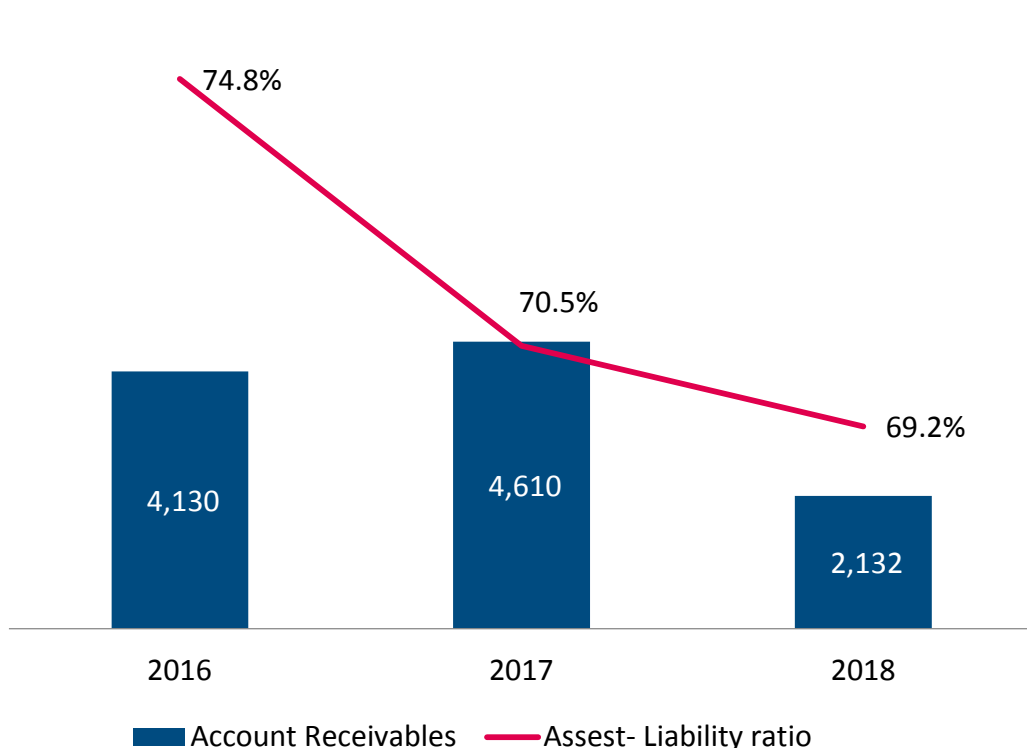
Operational Highlights

Improvement in asset structure

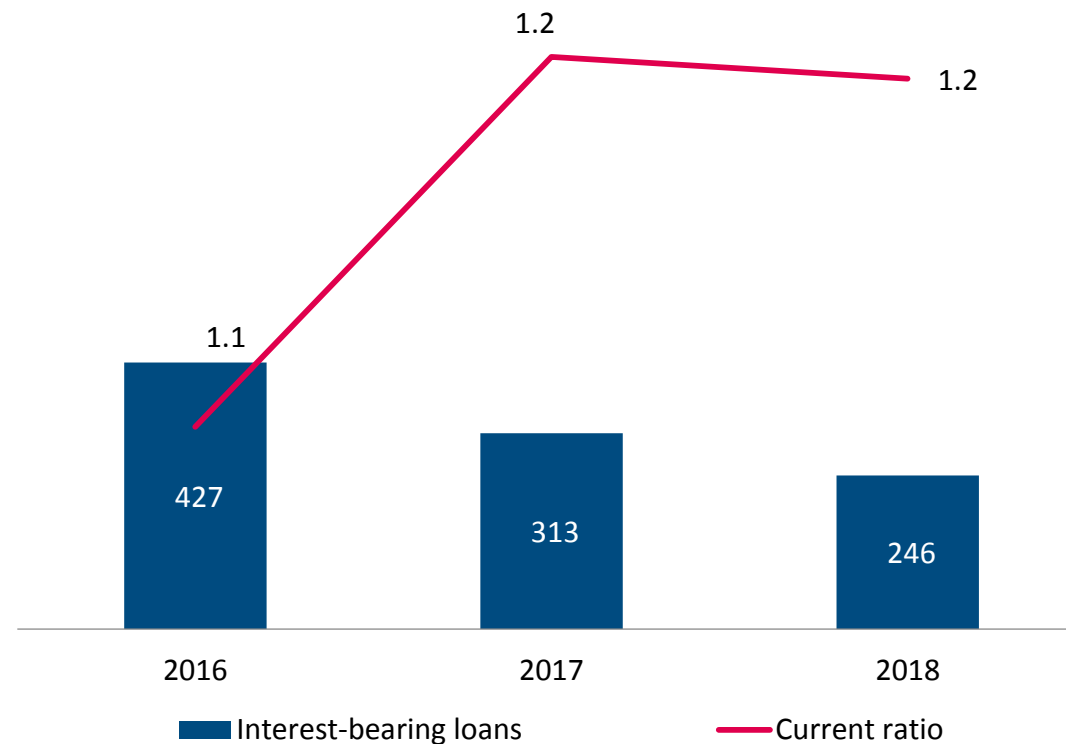


Interest-bearing loans at the end of 2018 amounted to \$245.93 million; the balance of accounts receivable decreased by 53.8%.

Assets-Liability Ratio



Current Ratio



The assets-liability ratio and current ratio is calculated with the average the balance of the reporting period

经营亮点

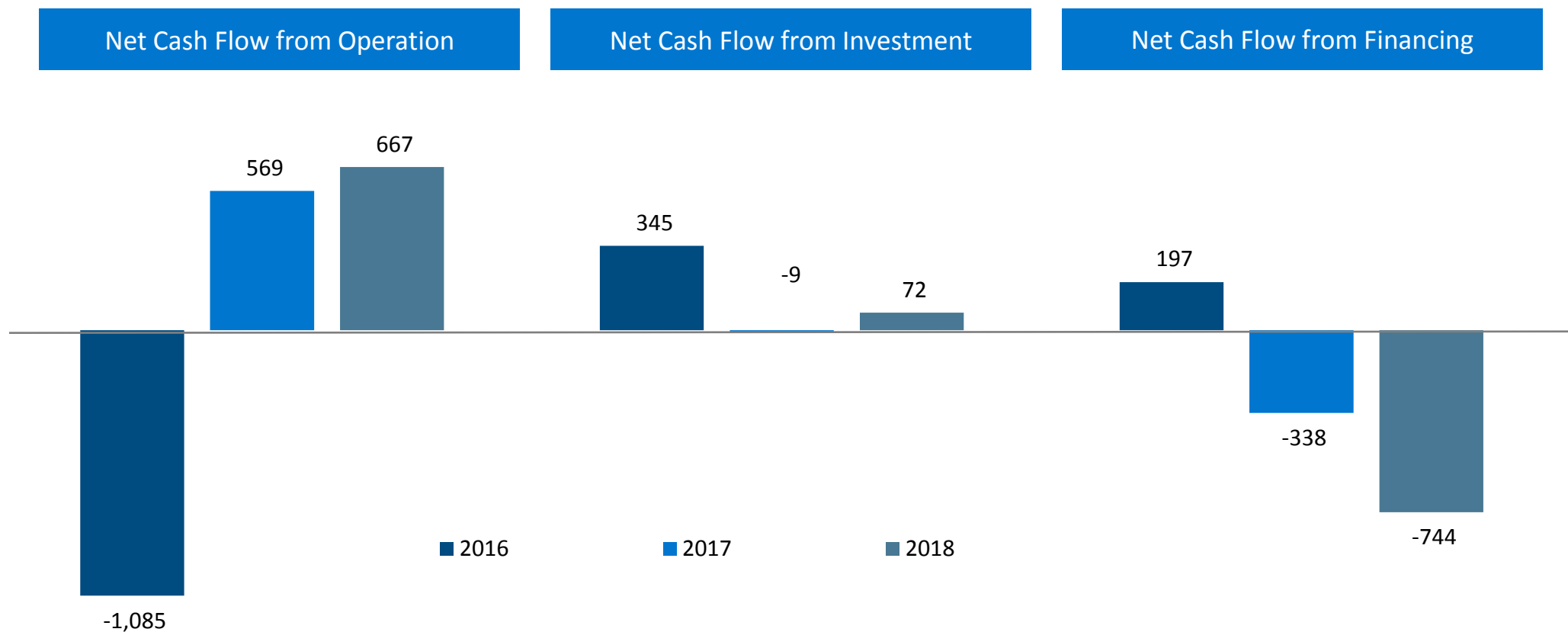
Operational Highlights

良好的经营现金流

Strong operating cash inflows



Continuous improvement of operating cash flow, reducing the investment and financing scale.



CNY (MM)

经营亮点

Operational Highlights

资产结构改善，2018年宣派股息

Improved financial structure, dividends declared within 2018



	2016	2017	2018
Revenue	3,042	4,125	3,256
Gross Profit	931	861	499
Net Profit	22	166	60
Gross Profit Margin (%)	30.6%	20.9%	15.3%
Net Profit Margin (%)	0.7%	4.0%	1.8%
ROE (%)	1.1%	7.3%	3.1%
Dividend (RMB/Share)	-	-	0.0049

Assets & Liabilities

	31 st Dec 2016	31 st Dec 2017	31 st Dec 2018
Total Assets	7,721	7,613	5,749
Total Liabilities	5,563	5,253	4,000
Gearing Ratio	74.8%	70.5%	69.2%

CNY (MM)

商业前景 面向未来的惠生布局

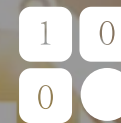
Business Outlook Future Oriented Strategy



Global Development &
Industry Extension



Deep Cooperation with
Top Global Licensees



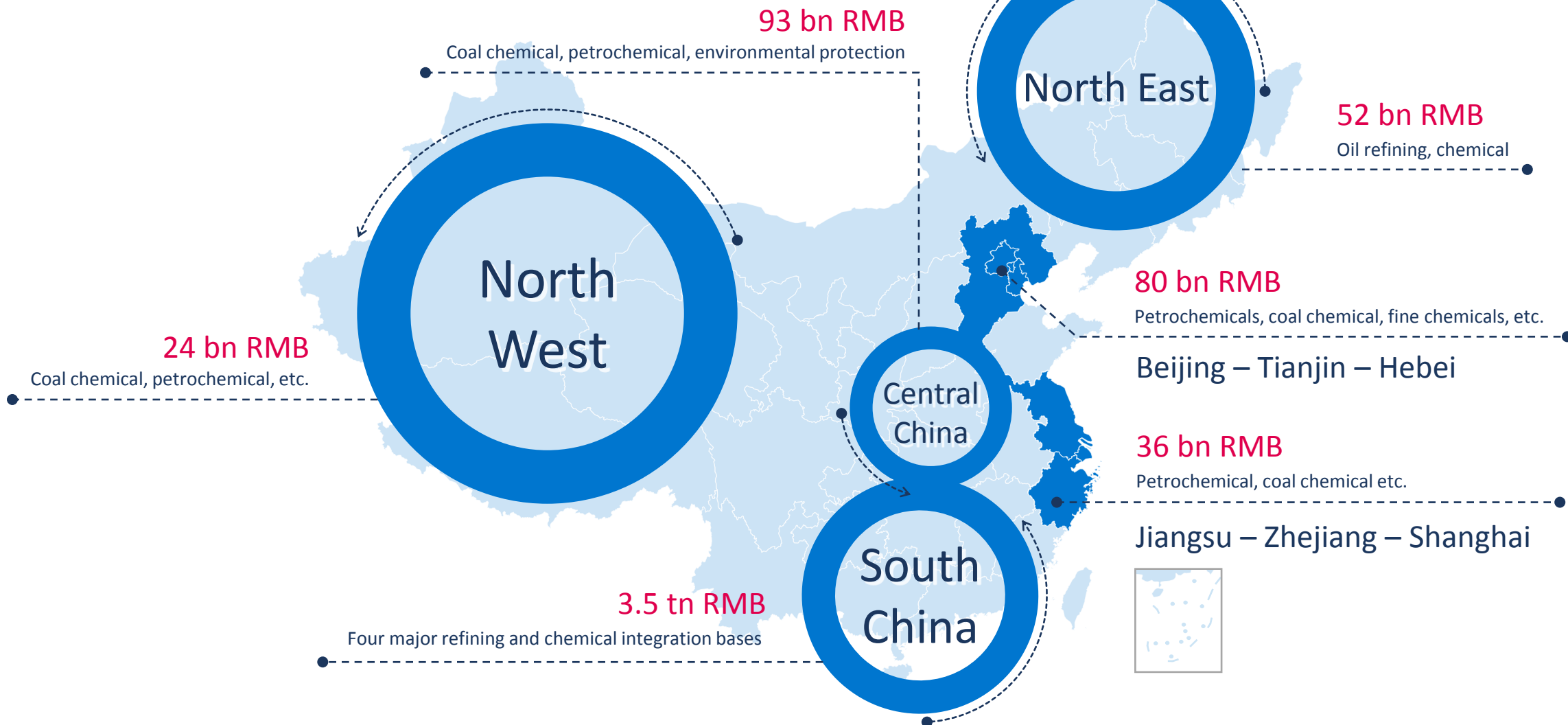
Digitalization &
Modularization

商业前景

Business Outlook

未来五年内中国市场潜力巨大

Huge potential of the domestic market in 5 years

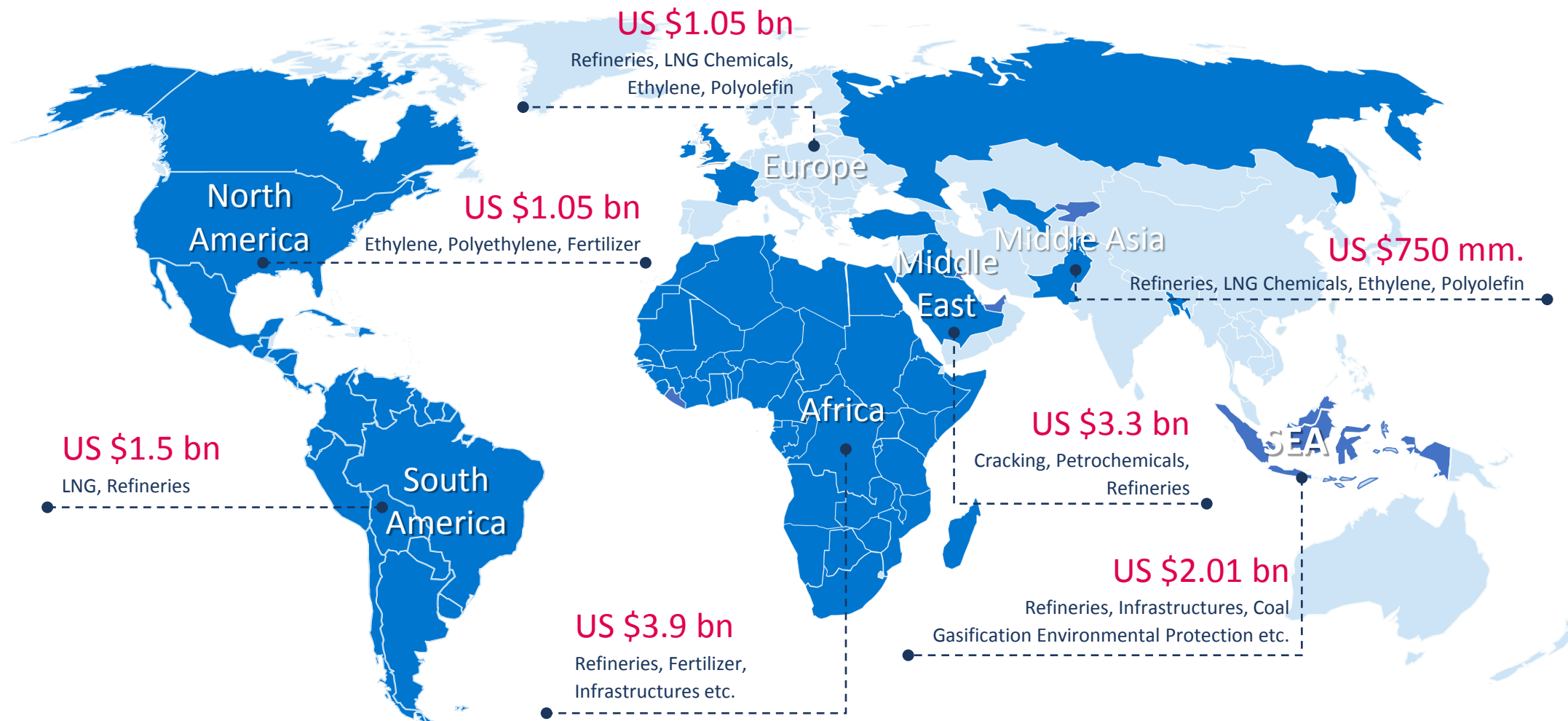


商业前景

未来五年内海外市场潜力巨大

Business Outlook

Huge potential of the international market in 5 years



商业前景

模块化优势

Business Outlook

Core values of modularization



Engineering
Industry



Manufacture
Industry

Shortened
construction
period

Cost
reduction

Risk
adverse

Quality
improvement

Intelligent
management

商业前景

继续发挥模块化优势

Business Outlook

Strengthened advantages of modularization in project execution



Zhejiang Petrochemical Cracking Furnaces of 1,400 KTA Ethylene

- The largest single liquid feedstock cracking furnace globally of overall modular construction and transportation
- Ethylene cracking furnace with the largest single production capacity in China
- The project duration was greatly reduced and the difficulty of the installation on site was successfully solved



North America Modular Project

- The largest modular project undertaken by a Chinese engineering company in the US
- Module Conversion Design and Supply, Bulk Material Purchase, Field Construction and Installation
- Total amount of the order is about \$360 million

商业前景

Business Outlook

惠生行业首创三维云平台Cloud 3D

Pioneering cloud 3D platform in the industry with cloud technologies



Integrated digital cloud platform



Project digital engineering



Process operation optimization



Project control visualization



Intelligent digital handover



Service clients' digital transformation

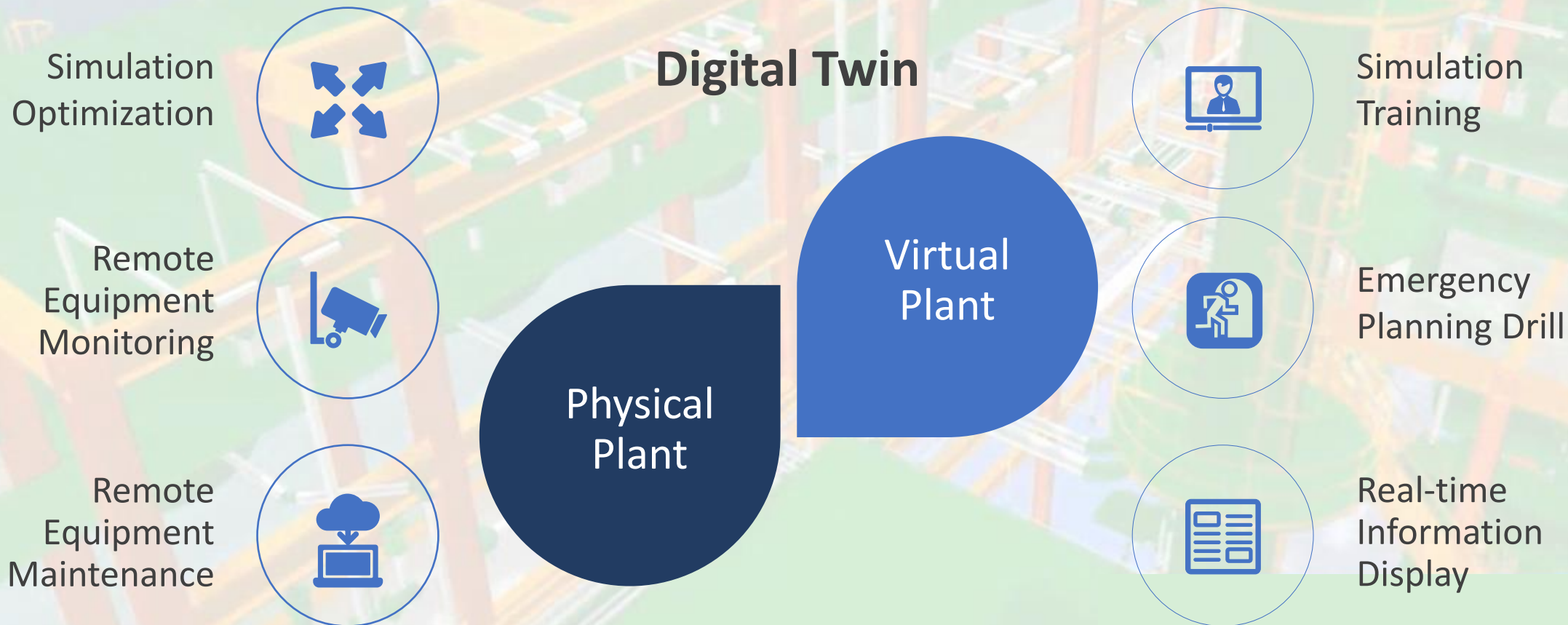


商业前景

Business Outlook

数字化转型为公司带来发展动力

New drive for growth from digital transformation



商业前景

两年内累计目标

Business Outlook

Accumulated target in two years



40 bn RMB

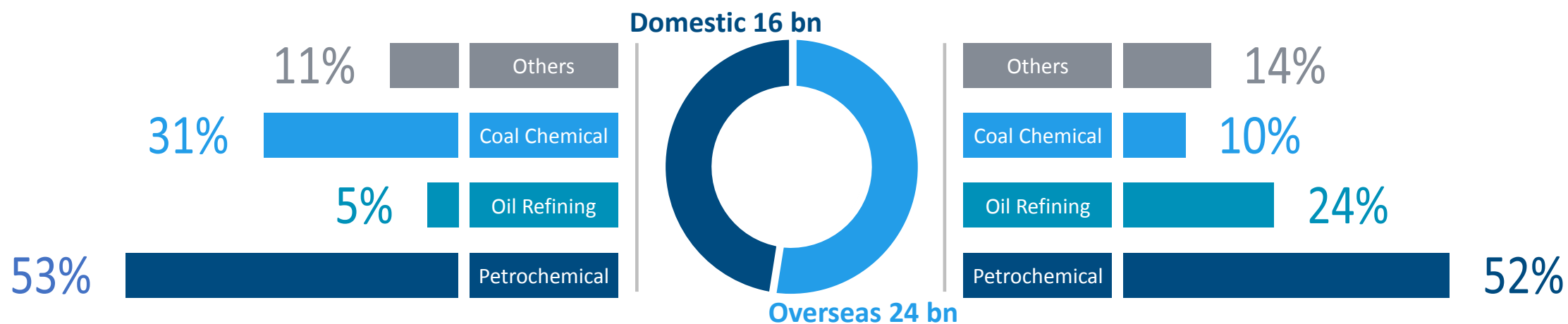
New orders

15 bn RMB

Revenue

1 bn RMB

Net profit



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