



# Wison Engineering

## Better Technology, Better Life





# Provide Integrated Solutions for Five Key Sectors



Petrochemical



Refinery



Syngas Chemical



Oil & Gas  
Field Services



LNG & Power  
Generation



Industrial Park  
Planning



Project  
Financing



Consulting  
Feasibility Studies



PDP  
FEED

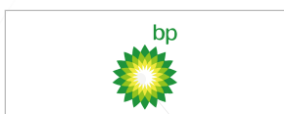


EPC



Commissioning  
Start-up

# Extensive Client Base and Collaboration



# Advanced R&D Facility



*The 1st Non-stated-owned Enterprise in Energy & Chemical Industry for Incubating Postdoctoral Program*



8000 m<sup>2</sup> Modern Laboratory

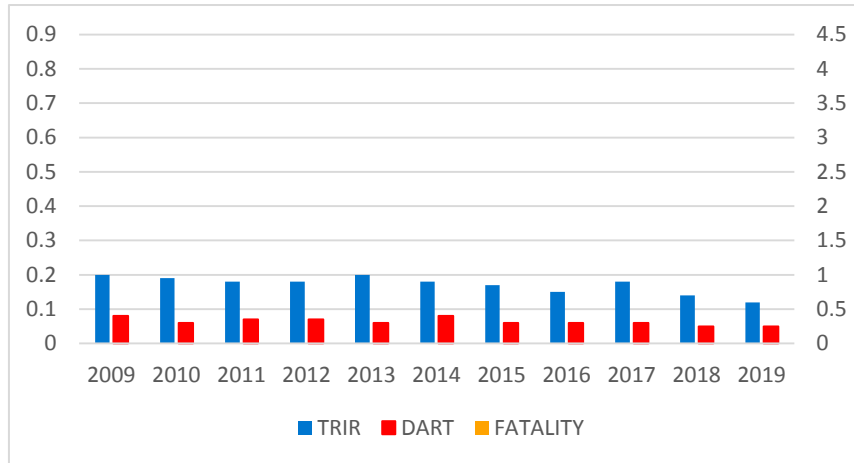
Pilot Demonstration Plants

# QSHE throughout Entire Project Lifecycle



## Best HSE Performance in the Industry

- 100+ Million Safe Hours Over the Last 5 Years
- The average of TRIR = 0.06
- The average of DART = 0.01/per 200,000 work hours



## Quality & Safety Management

### Design

Smart Design & Digital Handover  
to keep project safety

### Procurement

Supplier Quality & Monitoring  
to keep operation safety

### Construction

"Ten Golden Rules"  
to keep construction safety

### Start-up

"PRP & PSSR"  
to keep start-up safety

# Recognition & Rewards by Clients and Industry



## National Quality Engineering Gold Award

- Weibei Coal Chemical Industrial Park methanol and polyolefin Project

## National Quality Engineering Award

- Shandong Yangmei Hengtong MTO Project
- XinLianXin Ammonia and Urea Complex Project

## Listed Company Award

- "2019 Listed Company Awards of Excellence" by Hong Kong Economic Journal Company
- "Best Small and Medium Market Value Stock Company" & "Best Company for Investor Relations Management" by Zhitong Caijing

## Award of Engineering Consulting

- Feasibility Study Report of Integration of Polyurethane Industry Chain - Ethylene Project for Wanhua
- Feasibility Study Report of Phase II Melamine Project (60 thousand tons per year) for XinLianXin

## Chemical Industrial Quality Engineering Award

- Shaanxi Yanan Coal Oil and Gas Resources Comprehensive Utilization Project



# The keywords of 2019 are “Expansion” and “Breakthrough”



- Further embedded in the global key markets and break through **new key customers**;
- Break through the **Russian market**, lay the foundation for future market expansion, and deepen the multiple stage achievements of “Belt and Road” initiative market;
- Expand **the scope of high-end consulting business** (such as Pre-FEED and FEED, etc), which also emphasizes the early intervention into key business opportunities;
- Break through the business expansion of **municipal and environmental protection**;
- Achieve the popularization of **proprietary technology** and joint licensing of **C5-C6 isomerization**; make further breakthrough in terms of **global technology integration**;
- Following the success of the localized operation in the Middle East, Wison founded the **North American operation center**;
- Achieve **China’s or global No.1** in terms of project execution, break through the largest PTA and the first full digital delivery of one million-ton-scale ethylene design project;
- **HSE** highlighted the **advantages** of Chinese engineering companies ‘ global **brand in project implementation and management**;
- Carry out **innovative management mechanism**, make full use of the internal potential and improve the organizational efficiency;



# Key Examples of Domestic Market and Implementation in 2019



## ◆ Zhejiang Petrochemical 40,000 KTA Refinery-petrochemical Integration projects

- The world's largest refinery-petrochemical Integration projects;
- Wison contracted 1,400kta ethylene plant;
- Being awarded the title of “2019 Exemplary Civilized Construction Site of Zhejiang Petrochemical Phase II Project”;
- The foundation work of 2# ethylene cracking furnace was distinguished as a model project;



## ◆ Shenyuan Phase II 400KTA Polyamide Integration Project

- Integration of upstream and downstream in the world's largest caprolactam production base;
- Optimization of ammonia plant with one-stop delivery from technology packaging, basic design to EPC;
- A significant strategic presence for the Group's expansion in the South China market;

## ◆ Nanjing Chengzhi Yongqing Energy Coal-to-Chemical Complex Project

- The first time that Wison applied a combined technology of MTO and butadiene;
- The plant has started successfully on June 28<sup>th</sup> 2019; at present the plant is running stably with high standard output;



## ◆ Wison (Taizhou) New Materials Special Nylon Project

- Successfully entered into the fine chemical industry market and laid solid foundation for entering the new material field;
- A complete set of services are provided from early market research, technical options, economic analysis, implementation scheme planning to feasibility study report preparation;
- Significant breakthroughs in the technological engineering conversion and engineering design;

## ◆ Jiangsu Xinghua 430,000t/Day Yangtze River Diversion Project

- Breakthrough in the major engineering project concerning citizens' livelihood;
- Introduce the refined project management into a new field relying on its consistent high requirements and superior quality;
- The project will solve the livelihood water supply issue of 1.58 million people;



## ◆ Zhengzhou Gewo Environmental Protection Development 100 Tons/Day Sludge Pyrolysis Gasification Pilot

- Substantial progress has been made in the field of municipal environmental protection thanks to the advantages of technical engineering;
- New technology demo project to solve environmental problems;

# Key Examples of Overseas Market and Implementation in 2019



## ➤ **Embedded in the Middle East market**

- Newly signed 5 projects in Saudi Arabia, accumulated successfully delivered all 8 projects with high standards and high safety ahead of schedule;
- Received Gold Key Award (highest quality award in KSA) and the Best Supplier awarded by SABIC;



## ◆ **Example : SATORP Refinery Expansion project**

- Wison's first breakthrough in conducting EPC project for Saudi Aramco and Total;
- Once again cooperating with KBR to jointly provide EPC services for Saudi SATORP refinery Train 2;

# Key Examples of Overseas Market and Implementation in 2019



## ◆ EPC Petrochemical project in Texas, US

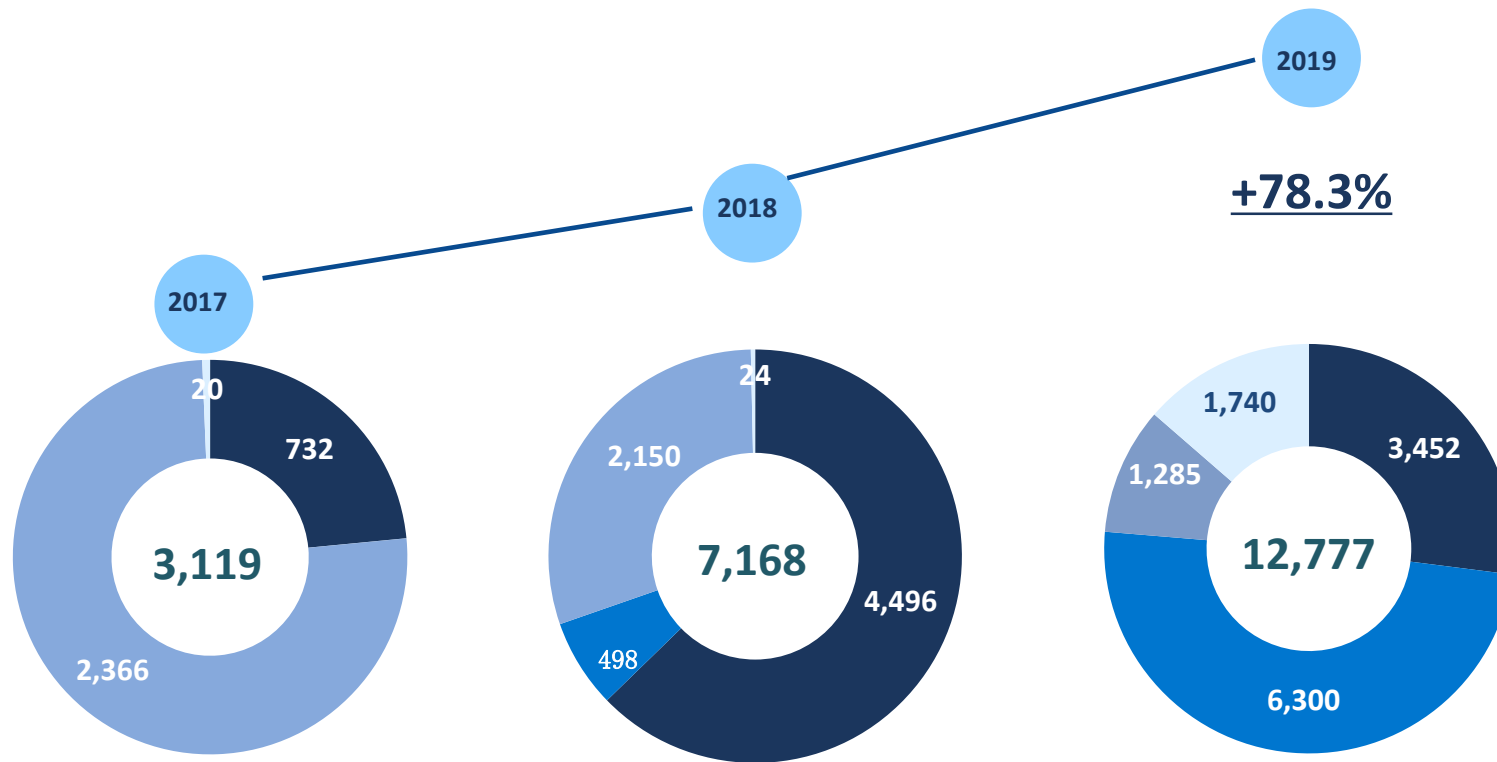
- Wison's first large scale EPC project in North America;
- Wison's largest EPC modular unit project in North America;



## ◆ A polypropylene Front End Engineering Design (FEED) project in Louisiana, US

- Wison's first FEED project in the United States;
- The first project which process module planning for the plants started from the project's front-end design;
- Adapted to local conditions to optimize system layout, designed and implemented the project with advanced economical module concept;

# Significant Increase in New Orders



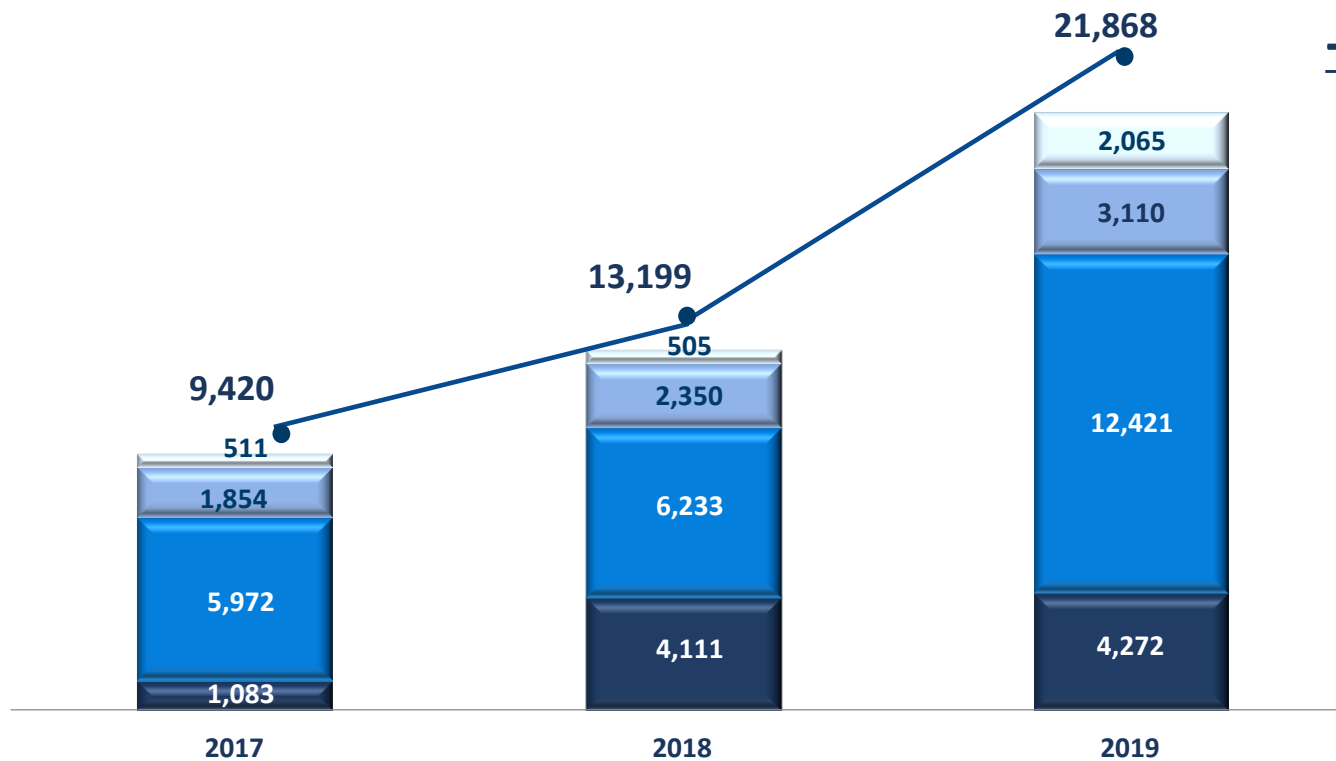
CNY (MM)

■ Petrochemical ■ Oil refining ■ Coal chemical ■ Others

# Significant Increase in Backlog



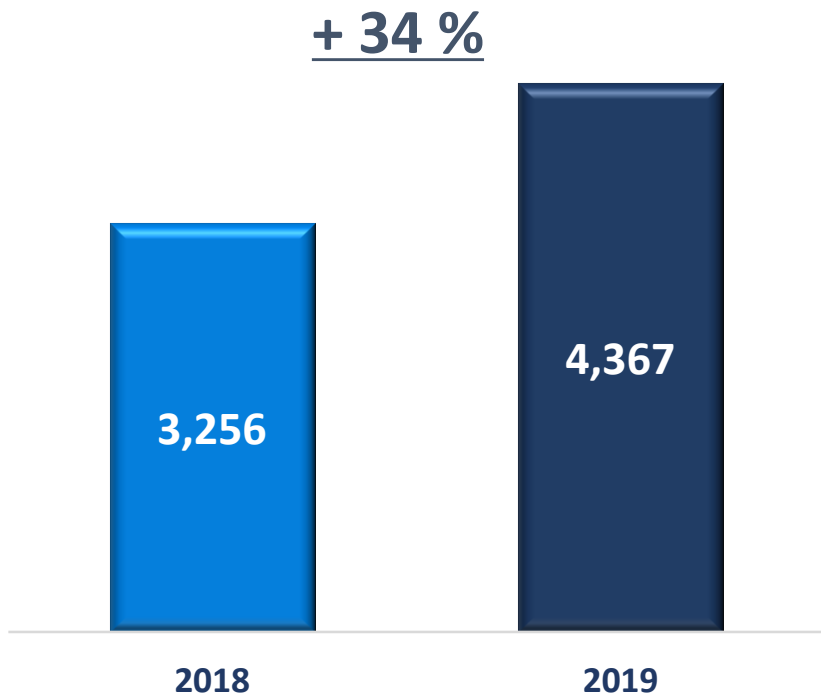
+ 65.7%



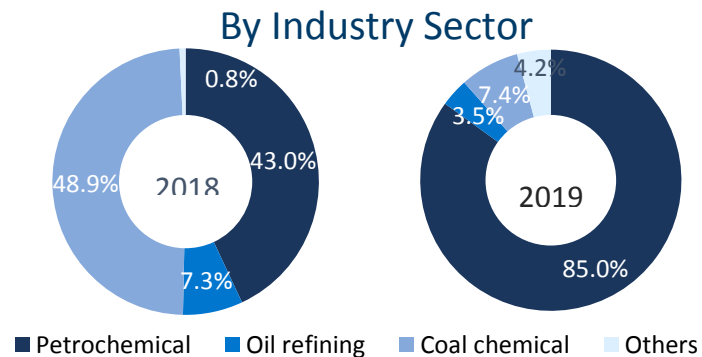
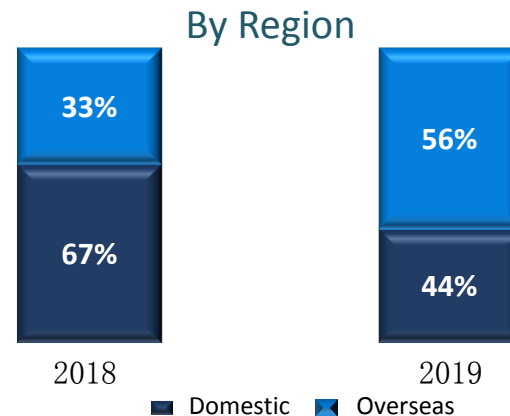
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# Steady Growth in Revenue

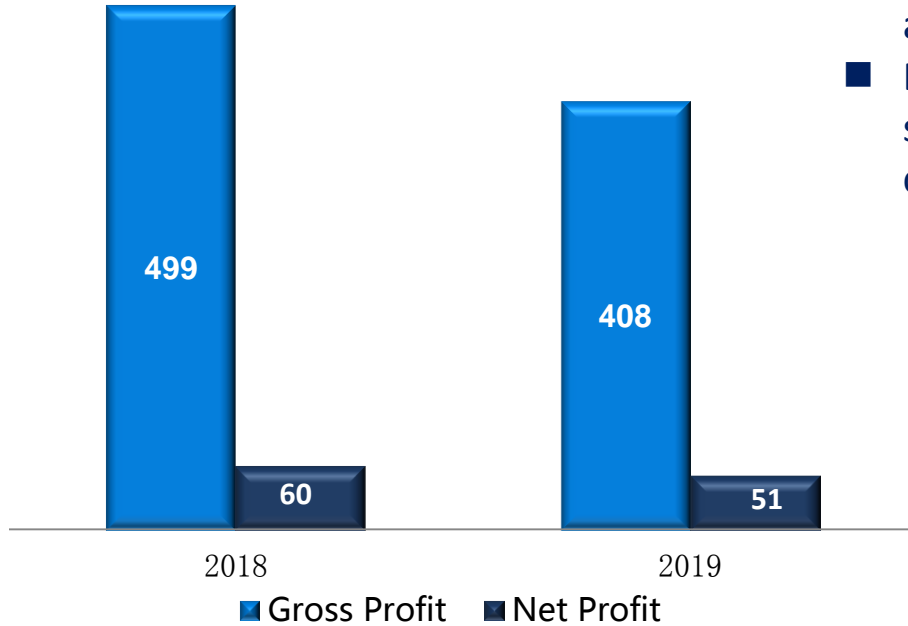


CNY (MM)





# Annual Profitability

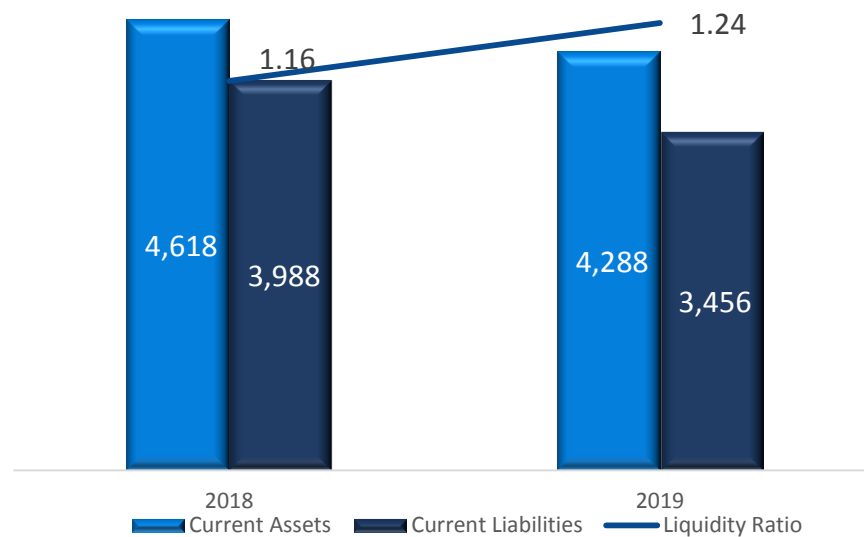
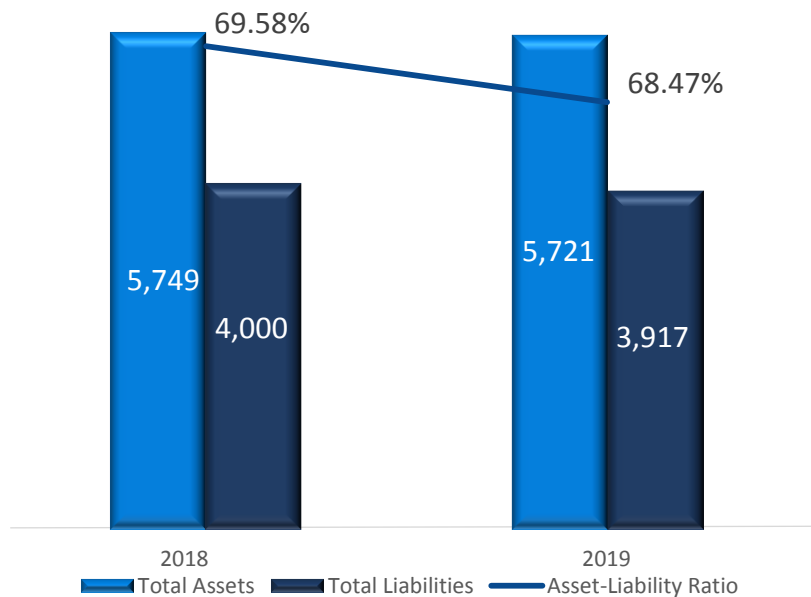


- Increase the income base, further expand the advantages of economies of scale
- Engineering companies with integrated technical service capabilities and core technology competitiveness will have more advantages

◆ The cost that strategic investment brings rises, gross profit rate drops

- Investment to increase market expansion;
- Investment to build core category competitive advantage;
- Layout the investment in engineering capabilities in new fields;
- Investment in talent and capability reserve;

# Gradual Optimization of Asset Structure



CNY (MM)

# Financial Overview



## State of Operation

## Assets / Liabilities

2018

2019

2018

2019

Revenue	3,256	4,367
Gross Profit	499	408
Net Profit	60	51
Gross Profit Margin(%)	15.30%	9.30%
Net Profit Margin(%)	1.80%	1.20%

Total Assets	5,749	5,721
Total Liabilities	4,000	3,917
Asset-Liability Ratio(%)	69.58%	68.47%
Liquidity Ratio	1.16	1.24
Quick Ratio	1.14	1.20

CNY (MM)

# Future Business Strategy



Global Expansion  
Value Extension



Partnership with Licensors  
Technology Integration



Digitalization  
Modularization

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