



ENN
新奥

新奥天然气股份有限公司
ENN Natural Gas Co., Ltd.

2025 Q1 Results

April 2025



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**Results
Review**

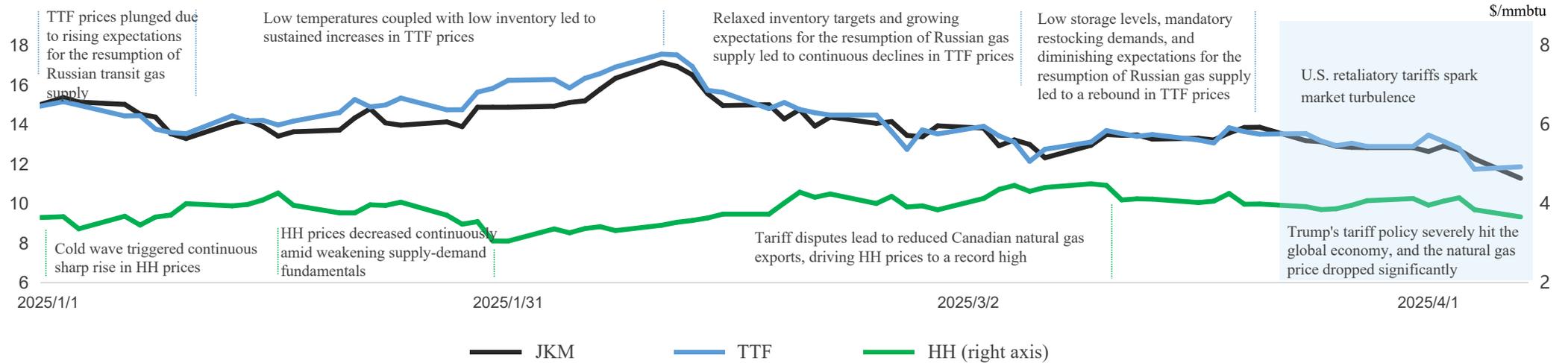


**Financial
Highlights**



1.1 Market Fundamentals Review

International prices continued to fluctuate due to factors such as weather and geopolitical conditions



Macroeconomic conditions and favorable policies contributed to industry growth

- **Policy momentum unfolds and national economy kicks off with solid growth:** The policies, including the Special Action Plan for Boosting Consumption and the issuance of ultra-long-term special Treasury bonds, contributed to a GDP growth of **5.4% YoY** and **1.2% QoQ** in Q1
- **Guidelines on Improving Price Governance Mechanisms issued by the General Office of the CPC Central Committee and the General Office of the State Council:** Deepen market-oriented reforms in natural gas pricing, advancing **price linkage mechanisms across upstream and downstream sectors**; Promote **fair access** and **interconnectivity of pipelines infrastructure**; Refine gas-to-power pricing mechanisms to **incentivize gas-fired power's critical role** in developing a new-type power system with renewable energy integration
- **Regulatory Measures on Fair and Non-Discriminatory Access to Oil and Gas Pipeline Infrastructure (Draft for Public Comment) Issued:** Promote **independent operation of infrastructure** and ensuring **fair market access**



1.2 Actively Promoted the Sustainable Expansion of Natural Gas Sales Business

Total Gas Sales Volume

Unit: mil m³



Dynamically recognizing customer needs based on intelligence

Industrials: Develop tailored solutions for export-oriented enterprises, renovation-focused sectors and energy-sensitive industries, partnering with clients to navigate market challenges. Innovate integrated resource-product combinations and adaptive service models to sustain cost-competitive operations

City-gas companies: Drive strategic collaboration with clients across resource procurement, infrastructure utilization and pipeline interconnectivity to deliver multi-modal solutions and to co-create client value

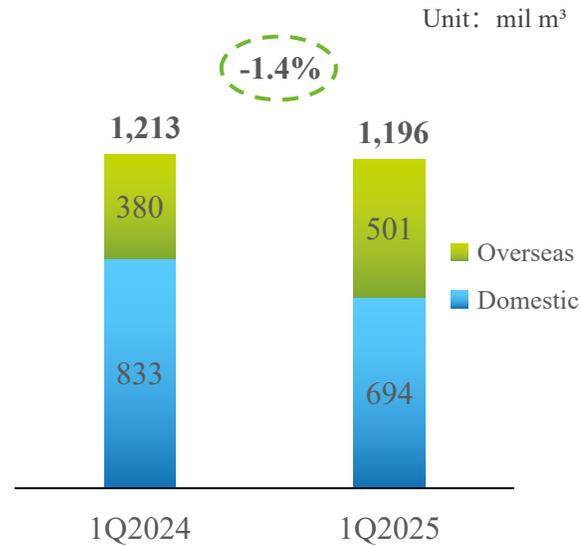
Power plants: Secure mid-to-long-term customer demand through dynamic analysis, gas-power linkage prices, international index linkage prices and market-based prices for incremental supply procurement

Overseas customers: Continuously expand global networks to penetrate end-client markets, while enabling domestic enterprises' overseas expansion and amplifying international value creation through comprehensive solutions



1.3 The Natural Gas business Grew Steadily

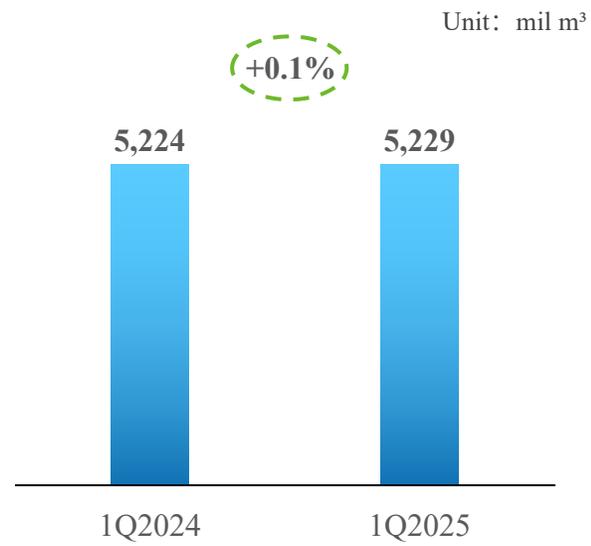
Direct Gas Sales by Platform



New customers: 46

Total customers: 617

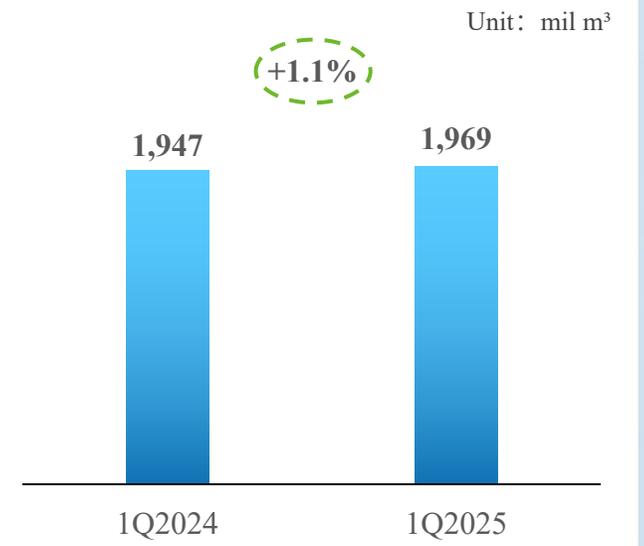
C & I



New installed capacity: 2.5 mil m³/day

Acc. capacity: 218 mil m³/day

Residential



New added households: 287 k

Acc. households: 31.67 mil



1.4 Continuously Enhancing Capabilities of Resources and Infrastructure Pivots

Continuously increased resources for overseas SPAs



* Above number is estimated by the current project progress

Continuously build a balanced resource portfolio

- **Cheniere:** FOB delivery terms, enabling flexible matching for global clients through self-owned shipping capacity
- **Total/Chevron:** Delivered LNG coming from their global resources pool and non-U.S. LNG could be supplied through negotiations
- **ADNOC:** Signed a 15yrs LNG contract with annual supply of about 1 mil tons, continuously increasing the proportion of oil price-linked resources to enhance the stability of the resource pool

Steadily increased processing volume of Zhoushan terminal



Enhance facility utilization and expand pivotal capacity

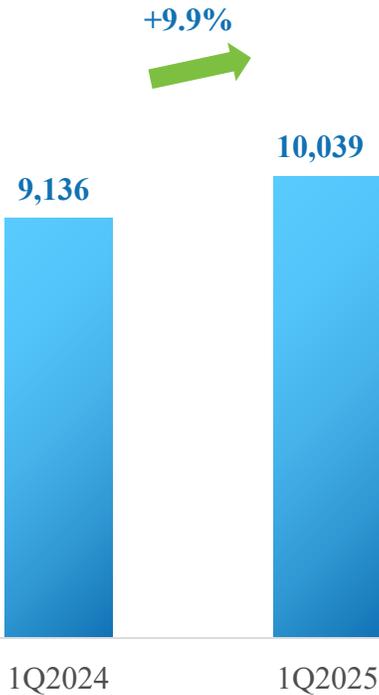
- **Diversified Operations:** Implemented off-season storage and peak-season sales strategy to meet 180 mil m³ incremental demand during winter; Tank No.4 has officially passed bonded storage certification to support the expansion of bonded business
- **Cooperations with PipeChina:** Clarify cooperation strategies in receiving and allied product lines to establish multi-site capacity sharing mechanisms
- **Cooperations with ecological partners:** During periods of high international resource prices, received 3 shipments of LNG from third-party entities and implemented window swaps with partners



1.5 IE Business Performance

IE Sales Volume

Unit: mil kWh



IE Projects

Scalable projects in operation



367

The maximum energy sales potential exceeds: **63.9 bn kWh/year**

Installed capacity in operation



6.25 GW

Excluding Managed Projects: **7.47 GW**

Cumulative photovoltaic capacity



1,029 MW

* grid-connected & under construction

Scalable projects under construction



73

Installed capacity under construction



1.18 GW

Energy Storage



200 MW

Projects signing

Low-carbon industrial parks



164

Maximum **718 mil kWh** energy sales potential per year

Low-carbon factories



96

Maximum **594 mil kWh** energy sales potential per year

Low-carbon buildings



21

Maximum **41 mil kWh** energy sales potential per year



1.6 Value Added Business Performance



IE Sales Volume

1Q2025



Among Newly Acquired Customers



Among Existing Customers



Product Upgrades Drive Higher Revenue Generated per Household



Number of Existing Transaction Customers

1,162 thousands households

1Q2024: 1,171 thousand households

Revenue Generated per Household (Existing Customers)



RMB 338.4/Household

1Q2024: RMB 300.3/Household



Building a Intelligent Lifestyle Service Provider for Households



ENN新奥 “智家业务”

Gratle

e城e家

Leveraging Gas Business as the Foundation to Break Through Operational Boundaries via Scenario Transformation

Creating Value for Customers Through Demand-Driven Ecosystem Integration



Promoting Innovative Product

Kitchen Renovation

Intelligent Lighting Systems

Household heating setup

Safety Guard ...



1.7 MAR Progress

- ENN-NG disclosed MAA Proposal on 26th March 2025, announcing the proposal to privatize ENN by way of scheme of arrangement, with privatization consideration to be paid by a combination of issuance of ENN-NG H shares and cash payment. Following listing of ENN-NG H shares on HKEX by way of introduction, ENN-NG will become a A-H dual listed company
- **Following announcement of the transaction, ENN-NG has made material progress with regards to the MAR**



Highly Efficient Execution

- **Following initial announcement, ENN-NG has completed response to SSE Comment Letter, consultation with SAMR Anti-trust bureau, disclosure of MAA Report and shareholder meeting notice**
- **ENN-NG is actively making progress with satisfying remaining procedural requirements of the transaction**



Broad Market Outreach

- **Roadshow activities through end of March to April with deep interactions with investors and analysts, capturing market attention**

Broad Market Outreach

- Following initial announcement on 26th Mar, ENN-NG organized analyst conference to convey transaction background and rationale, focusing market consensus
- ENN-NG conducted numerous onsite and online roadshow events through March end to April to have thorough interactions with major investors

Broad Analyst Coverage

- The transaction received coverage by nearly all mainstream brokerages after announcement
- Major views include attractive transaction, synergy from integration, achieving strength and scale, EPS accretion and better shareholder return with dividend commitment

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**Results
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**Financial
Highlights**



2.1 Financial Results

Unit: RMB mil

	1Q2025	1Q2024	YoY
Total Revenue	33,740	34,231	-1.4%
Gross Profit*	4,072	4,157	-2.1%
Net Profit Attributable to Parent	976	1,081	-9.6%
Net Profit After Deducting Non-recurring Gains and Losses	989	900	9.9%
Core Profit*	1,083	1,082	0.1%
Operating Cash Flow	577	-35	-

* Gross Profit, including the amount realized on derivatives that are included in investment income

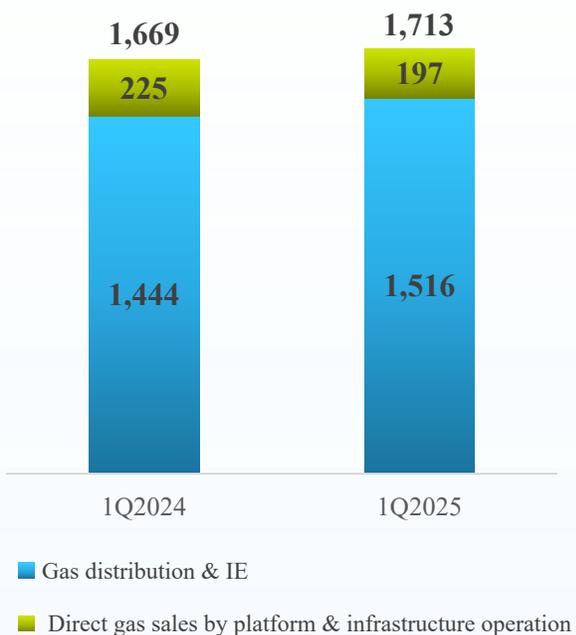
* Core Profit = Net profit attributable to the parent - Changes in FX gains and losses - Changes in fair value gains and losses - Other impairment losses - Amortization of stock incentive costs - Net gain on disposal of non-current assets



2.2 CAPEX and Financial Structure

Unit: RMB mil

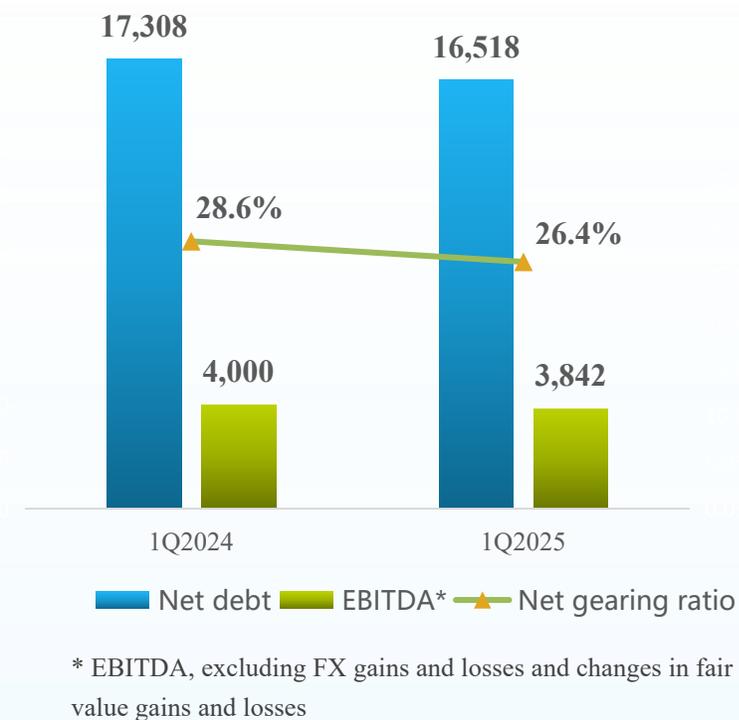
CAPEX



Total Debt & Cash on Hand



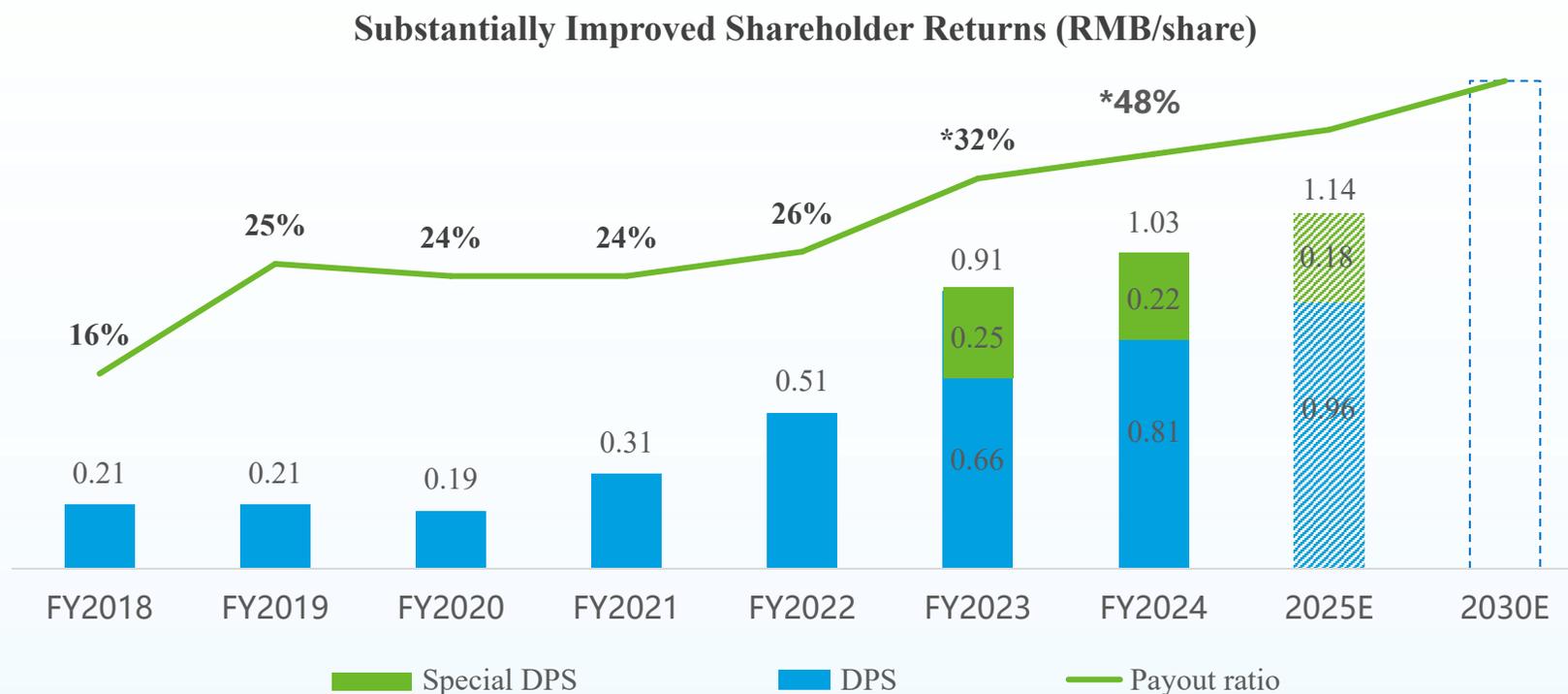
Net Debt, EBITDA* and Net Gearing Ratio





2.3 Dividend Policy

- From 2023 to 2025, plus special dividend and regular dividend, the cumulative cash dividend per share (including tax) shall **not be less than RMB 0.91, 1.03 and 1.14 respectively**
- From 2026 to 2028, the proportion of cash dividend distributed each year shall **not be less than 50%** of the core profit attributable to parent company



* Payout ratio of 2023 and 2024, excluding the special dividend

THANK YOU

Appendix I: Company Overview

- ENN-NG (stock code: 600803.SH) was listed in 1994 and is determined to be an operator of natural gas professional capability recognition platform by leveraging the all-scenario strategic pivots. The company aims to promote the industrial capability and efficiency by aggregating demand, resources and facilities ecology, matching intelligently, leveraging the best practices, building intelligent products and LMs.
- Our principal business includes direct gas sales by platform, retail and wholesale of natural gas, infrastructure operation, integrated energy, engineering construction and installation.
- The Company operates 262 city-gas projects nationwide, serving over 270,000 C/I customers and over 31 mil residential customers, respectively.

Direct Gas Sales by Platform	Retail & Wholesale of natural gas	Integrated Energy & Value added	Infrastructure Operation	Engineering Construction and Installation
				
<ul style="list-style-type: none"> ● The Company mainly purchases natural gas from overseas, supplemented by domestic LNG plants and unconventional resources, and sells gas to city gas companies, energy groups and large industrials, distributors, as well as international utilities, oil & gas companies and energy traders. 	<ul style="list-style-type: none"> ● Retail: Our primary focus is purchasing natural gas from the three major oil companies and distributing it to residential clients, C/I customers, and CNG/LNG vehicle refueling stations via our pipeline network ● Wholesale: Complementing our retail gas sales, we procure gas from domestic upstream producers and sell it in bulk to customers outside our pipeline network's reach within our operating region. 	<ul style="list-style-type: none"> ● Based on customer needs, the Company selects the best integrated energy solution for customers based on local conditions and provided integrated energy solutions including cooling, heating, steam and electricity ● Based on gas business, extending scenarios to enhance intelligence and expand products and services around household customer needs 	<ul style="list-style-type: none"> ● Operation of Zhoushan LNG Terminal, gas and liquid transmission and distribution pipelines, gas storage and other infrastructure. 	<ul style="list-style-type: none"> ● Provide integrated engineering services for natural gas infrastructure, municipal engineering, new energy and digital intelligence, including engineering design, equipment manufacturing and integration, engineering construction ● Provide gas installation services for residential and C/I customers
600803.SH	2688.HK	2688.HK	600803.SH	Construction: 600803.SH Installation: 2688.HK

Appendix II: Long-term LNG Contracts

No.	Buyer	Seller	Signing Date	Tenor	Contract vol (mil tons/yr)	Delivery method	Gas resources	Start year	Index-linked
1	ENN Energy	Chevron	2016.08	10 years	0.66	DES	Global resources	2018	JCC
2	ENN Energy	Total	2016.07	10 years	0.50	DES	Global resources	2018	JCC/HH
3	ENN LNG (Singapore) Pte Ltd	Cheniere	2021.11	13 years	0.90	FOB	USA Corpus Christi Sabine Pass	2022	HH
4	ENN LNG (Singapore) Pte Ltd	Novatek	2022.01	11 years	0.60	DES	Global resources	2025	Brent
5	ENN Energy	EnergyTransfer	2022.03	20 years	0.90	FOB	USA Lake Charles LNG Project	2029	HH
6	ENN LNG (Singapore) Pte Ltd	EnergyTransfer	2022.03	20 years	1.80	FOB	USA Lake Charles LNG Project	2029	HH
7	ENN LNG (Singapore) Pte Ltd	NextDecade	2022.12	20 years	2.00	FOB	USA Rio Grande LNG Project	2026	HH
8	ENN LNG (Singapore) Pte Ltd	Cheniere	2023.06	20 years	1.80	FOB	USA SabinePass Liquefaction	2026	HH
9	ENN LNG (Singapore) Pte Ltd	ADNOC	2025.04	15 years	1.00	DAP	UAE Ruwais LNG Project	2028	Brent

Appendix III: Core Profits

Unit: RMB mil

Main excluded items in the calculation of core profit		1Q2025	1Q2024
Net Profit Attributable to Parent		976	1,081
Non-cash factor	Bad debts and asset impairment	-32	-13
	Changes in fair value of derivatives	-58	48
	Changes in FX gains and losses	0	-16
	Amortization of share incentive costs	-3	-6
One-off factor	Gains from disposal of equity investments	1	5
	Others	-15	-19
Core Profit Attributable to Parent		1,083	1,082

Appendix IV: Net Profits Deducting Non-recurring Profits and Losses

Unit: RMB mil

Main items excluded for calculating the profits deducting non-recurring profits and losses		1Q2025	1Q2024
Net Profits Attributable to the Parent		976	1,081
Excluded Items	Gains or losses on disposal of non-current assets	-1	-28
	Government subsidies included in current profits or losses	75	149
	Gains or losses from changes in fair value of held-for-trading financial assets/liabilities and return on investment from disposal of held-for-trading financial assets/liabilities and available-for-sale financial assets, excluding effective hedging activities related to the Company's normal business operations	-12	213
	Reversal of provision for impairment of receivables individually tested for impairment	0	6
	Miscellaneous	32	47
	Affected amount of income tax	-40	-43
	Affected amount of minority equity (after tax)	-68	-163
Net Profits Deducting Non-recurring Profits and Losses		989	900