



首钢福山资源集团有限公司
SHOUGANG FUSHAN RESOURCES GROUP LIMITED

(Stock Code: 0639.HK)

2014 Annual Results Presentation

March 2015

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Agenda

- ◆ 2014 Annual Results Highlights
- ◆ 2014 Annual Operations Review
- ◆ 2014 Annual Financial Review
- ◆ Business Outlook



2014 Annual Results Highlights

Produced 5.68 million tonnes of raw coking coal and 3.01 million tonnes of clean coking coal, decreasing by 7% and increasing by 13% YOY respectively

Unit Production Cost decreased by 4.6% YOY to RMB 248/tonne

Revenue decreased by 24% to HK\$ 3,255 million

EBITDA decreased by 47% to HK\$ 1,270 million

Profit Attributable to Owners was HK\$ -425 million. Among them Non-cash impairment loss on goodwill was HK\$ 824 million

Paid 2014FY Interim Dividend of HK 1.0 cent per ordinary share; Announced Final Dividend of HK 2.7 cents per ordinary share, Dividend Payout Ratio (without considering impairment loss on goodwill) was 50%

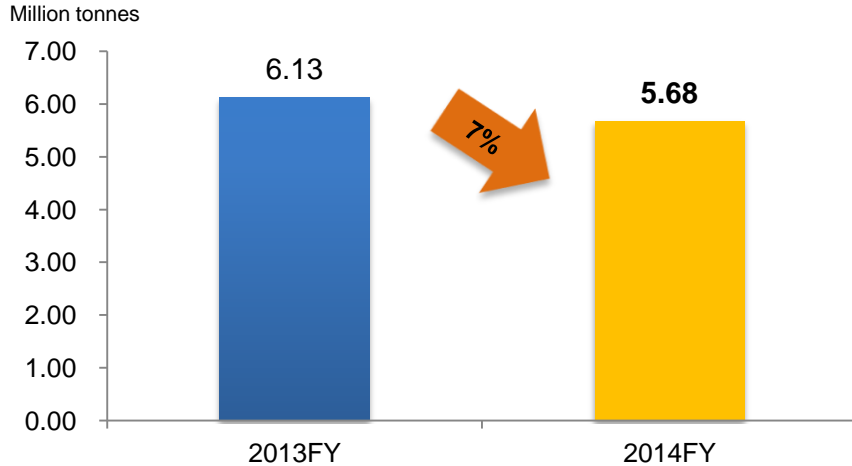
Cash and Free Bill Receivables was HK\$ 6,393 million



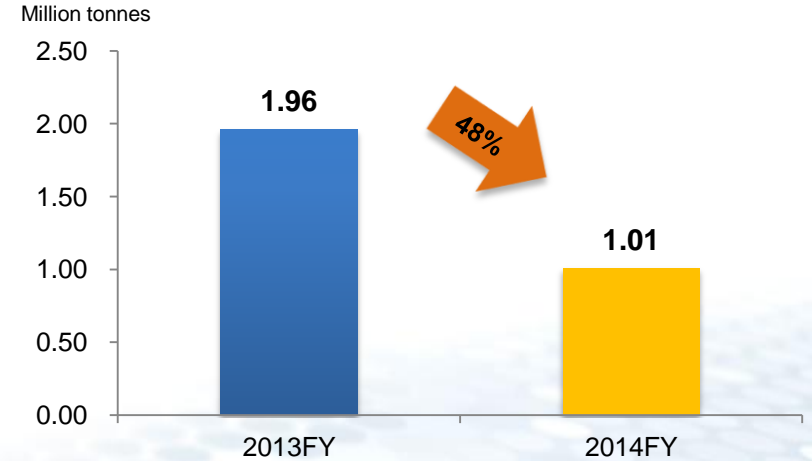
2014 Annual Operations Review

- Production and Sales Volume

Raw Coking Coal Production Volume



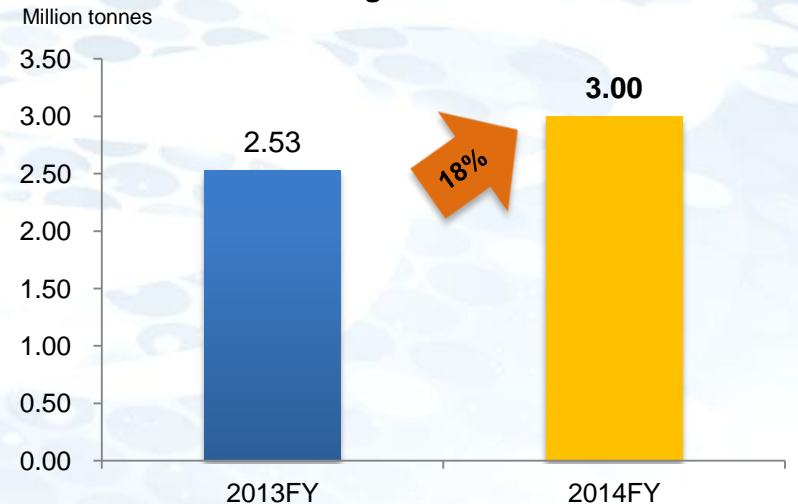
Raw Coking Coal Sales Volume



Clean Coking Coal Production Volume



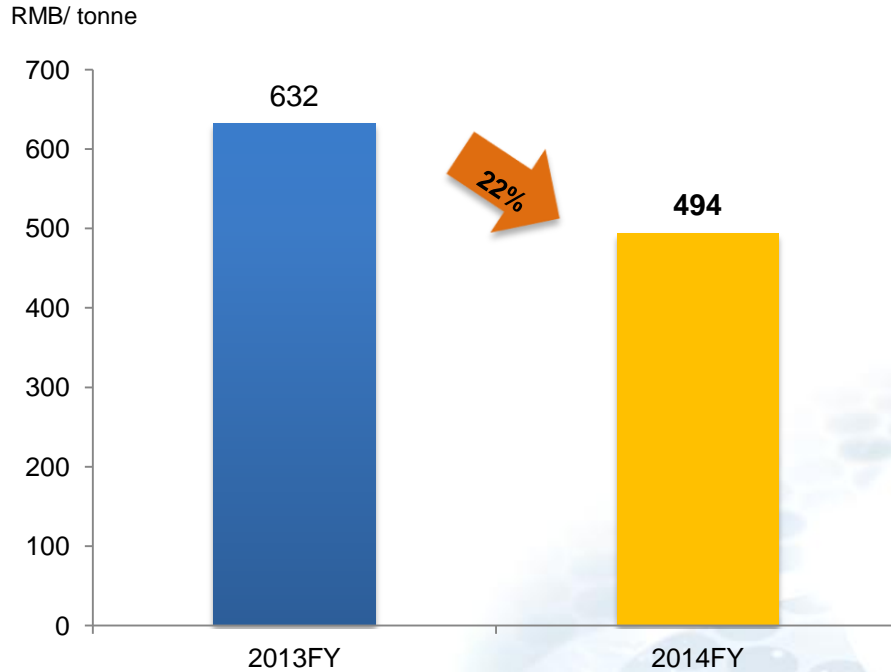
Clean Coking Coal Sales Volume



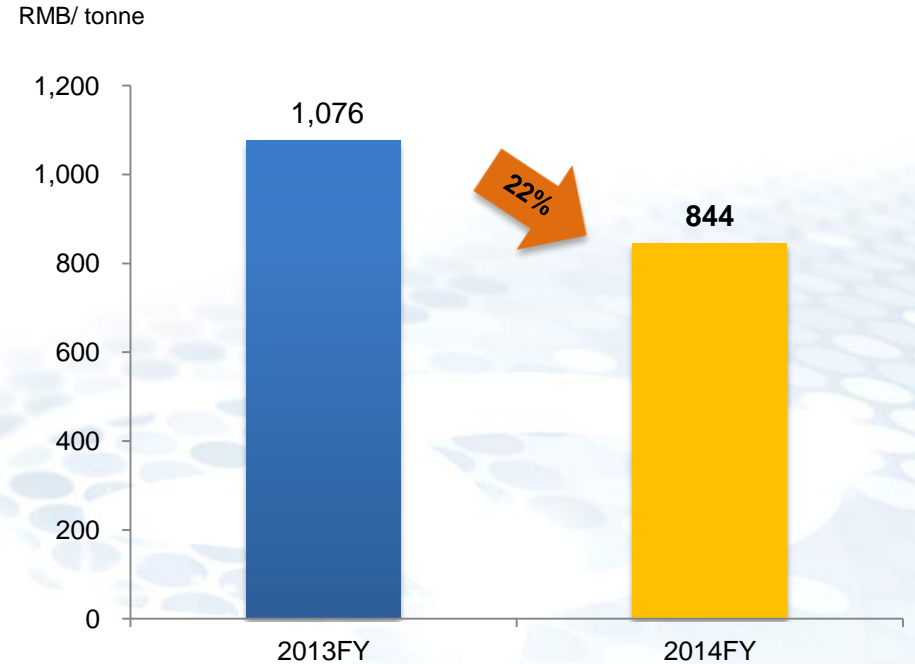
2014 Annual Operations Review

- Average Selling Price

Average Selling Price (inclusive of VAT) of Raw Coking Coal



Average Selling Price (Inclusive of VAT) of Clean Coking Coal



2014 Annual Financial Review

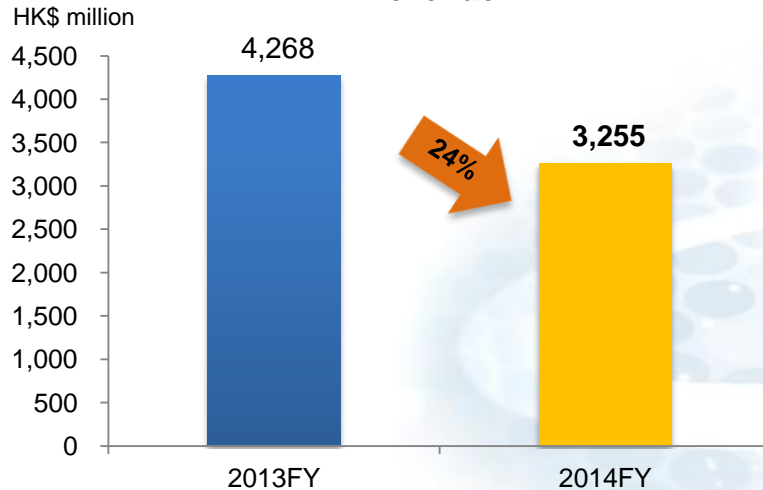
- Key Financial Data

- Gross Profit Margin: 40% (2013FY: 51%)
- EBITDA Margin: 39% (2013FY: 56%)

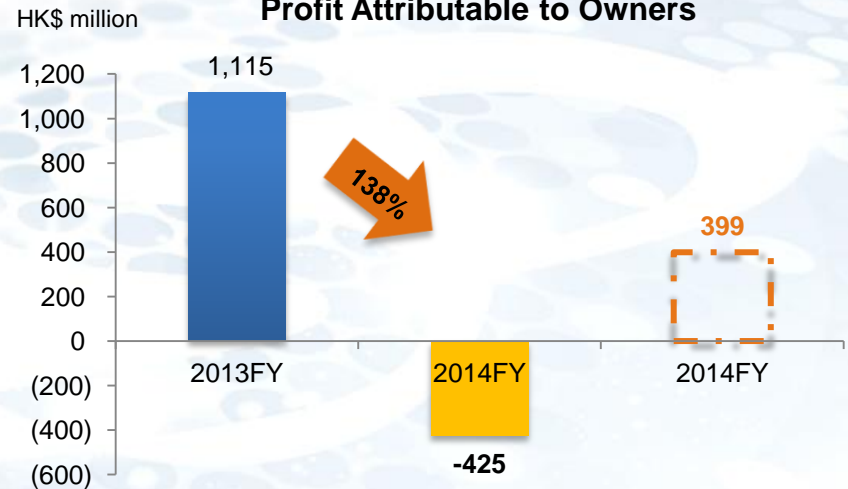
Gross Profit



Revenue



Profit Attributable to Owners



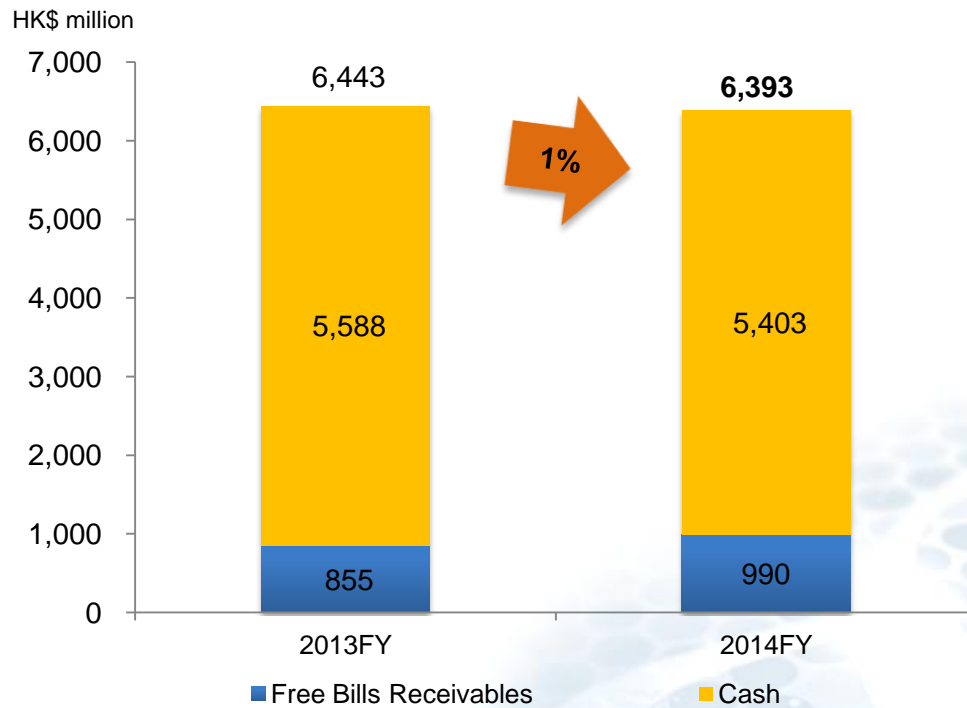
* If non-cash impairment loss on goodwill was not accounted for, Profit Attributable to Owners should be HK\$ 399 million for 2014FY



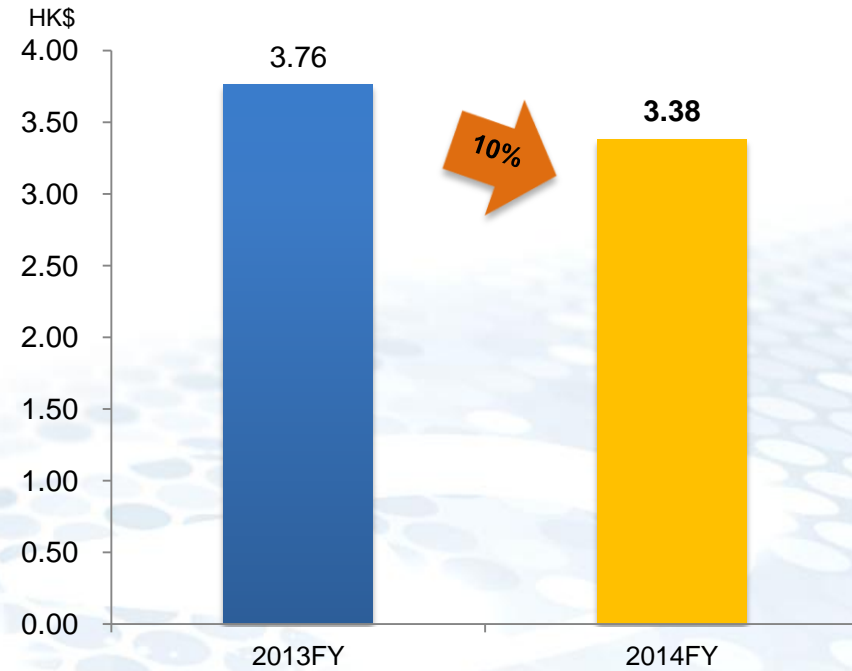
2014 Annual Financial Review

- Strong Financial Position

Cash and Free Bills Receivables



Net Asset Per Share Attributable to Owners



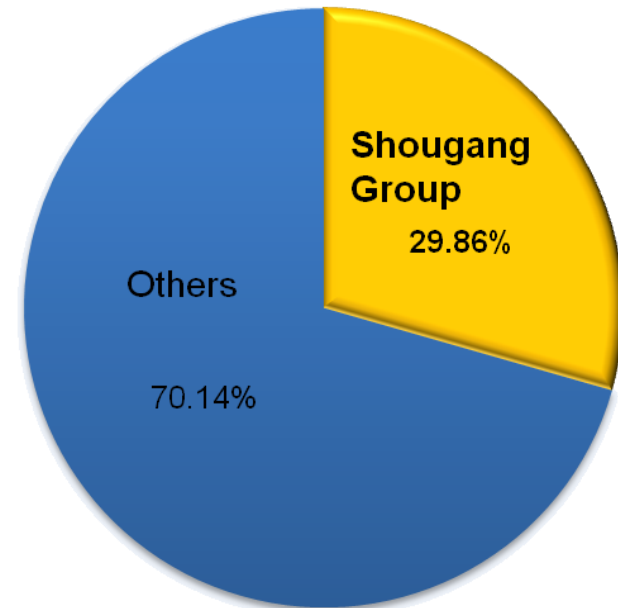
Major Clients and Single Largest Shareholder

Major Clients



Single Largest Shareholder

Shougang Group owns 1,583 million shares of Shougang Fushan Resources Group Limited (equity interest of 29.86%)



As at 31st December 2014

Business Outlook

- *Continue to improve productivity*

- *Continue to provide green and safe working environment for employees*

- *Continue to strengthen and expand our customer base with key domestic steelmakers including Shougang Group*

- *Seeking acquisition opportunities domestic and abroad to enlarge reserves, production capacity and market share*





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Thank You!

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