



**首钢福山资源集团有限公司**

**SHOUGANG FUSHAN RESOURCES GROUP LIMITED**

**(Stock Code: 0639.HK)**

# **2015 Annual Results Presentation**

**March 2016**

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# Agenda

- ◆ 2015 Annual Results Highlights
- ◆ 2015 Annual Operations Review
- ◆ 2015 Annual Financial Review
- ◆ Business Outlook



# 2015 Annual Results Highlights

Produced 4.51 million tonnes of raw coking coal and 2.69 million tonnes of clean coking coal, decreasing by 21% and 11% YOY respectively

Unit production cost of raw coking coal decreased by 2% YOY to RMB 243/tonne

Revenue decreased by 39% to HK\$ 1,997 million

EBITDA decreased by 67% to HK\$ 420 million

Loss attributable to Owners was HK\$ 416 million. There are positive NPAT and cash flow in 3 mines operation level.

Paid 2015 Interim Dividend of HK 1.0 cent per ordinary share; Announced Final Dividend of HK 5.0 cents per ordinary share.

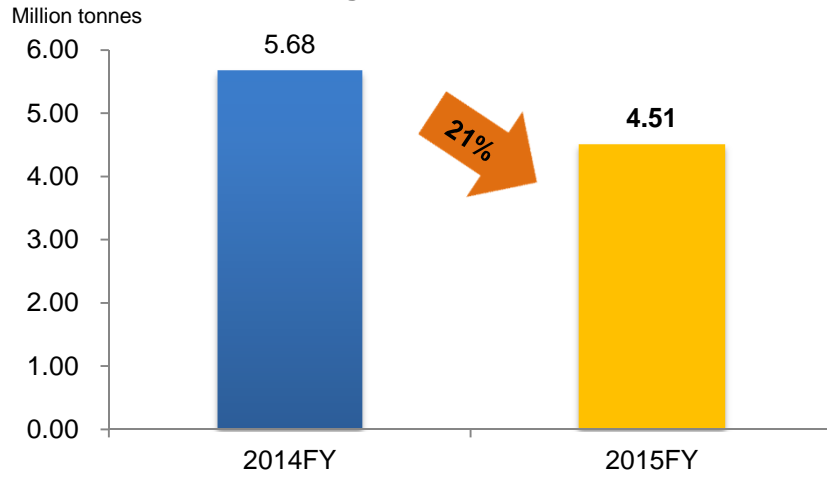
Free cash and free bill receivables was HK\$ 5,543 million



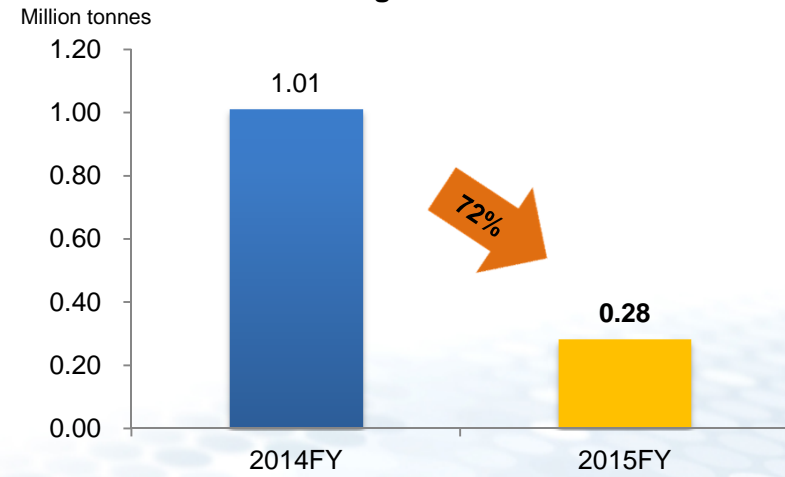
# 2015 Annual Operations Review

## - Production and Sales Volume

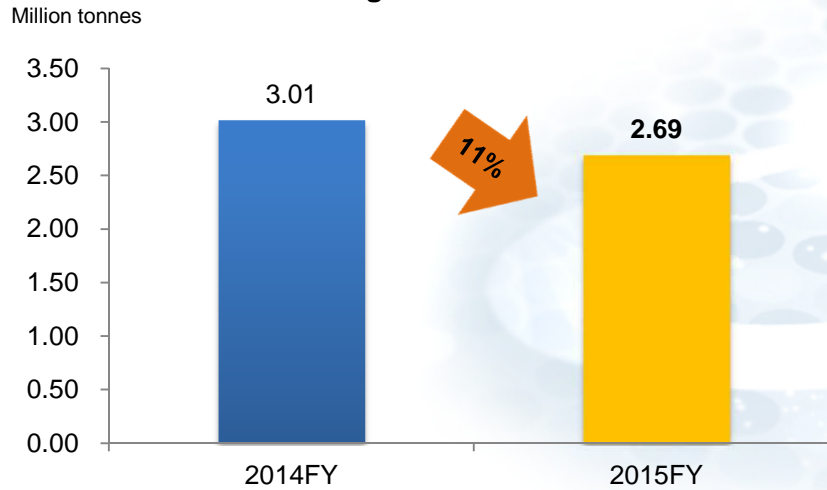
### Raw Coking Coal Production Volume



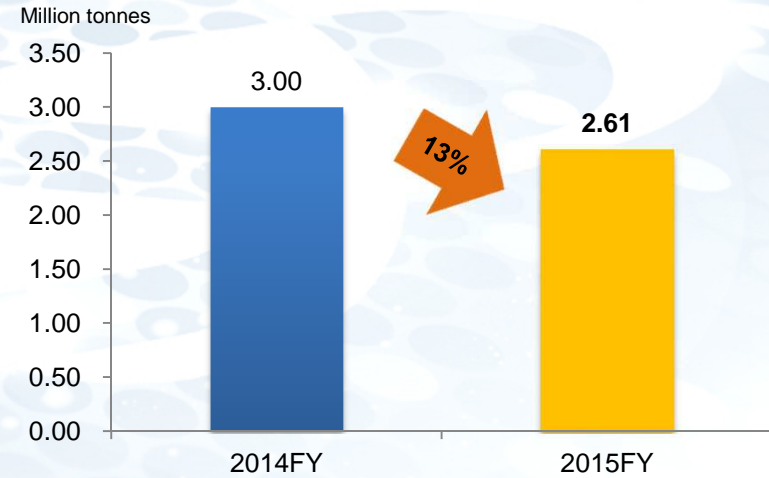
### Raw Coking Coal Sales Volume



### Clean Coking Coal Production Volume



### Clean Coking Coal Sales Volume

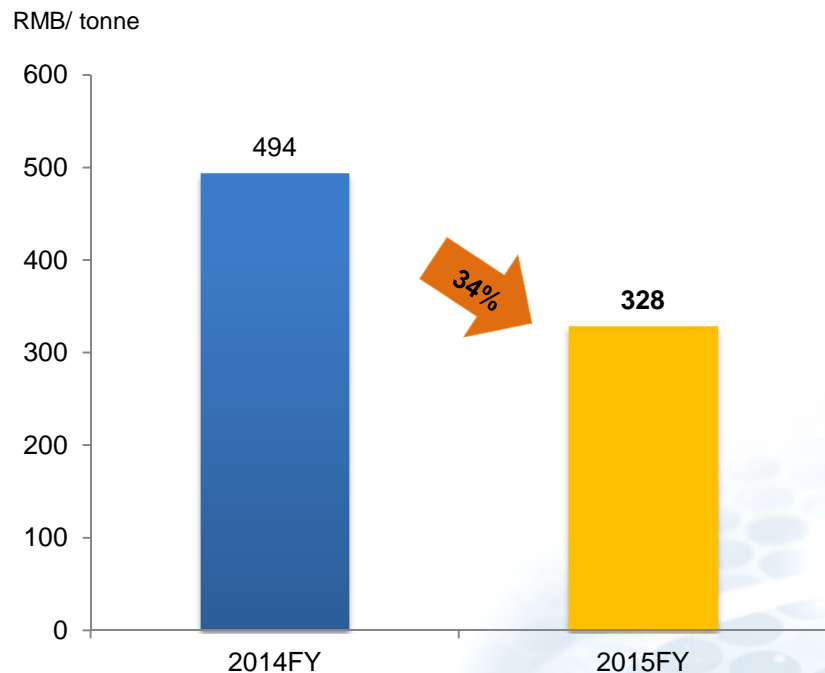




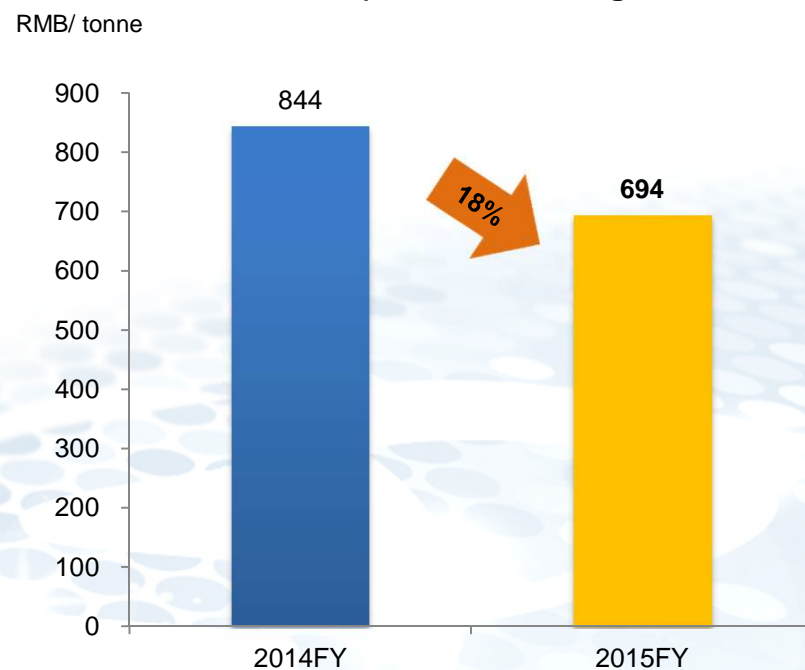
# 2015 Annual Operations Review

## - Average Selling Price

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



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

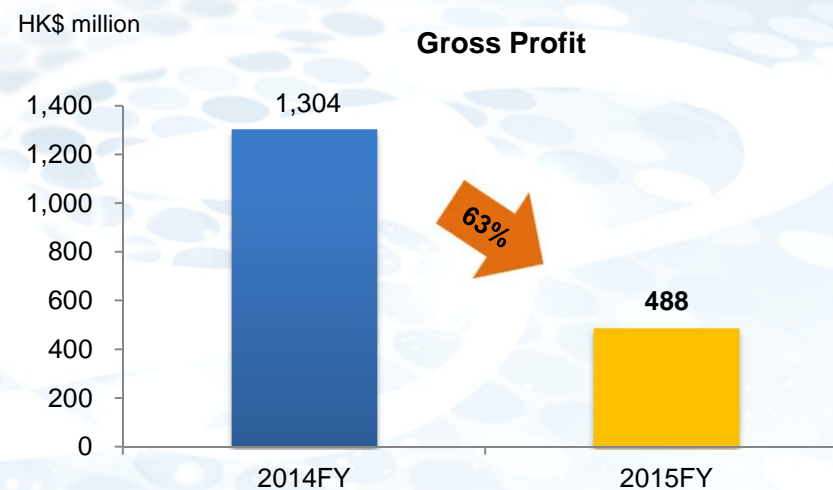
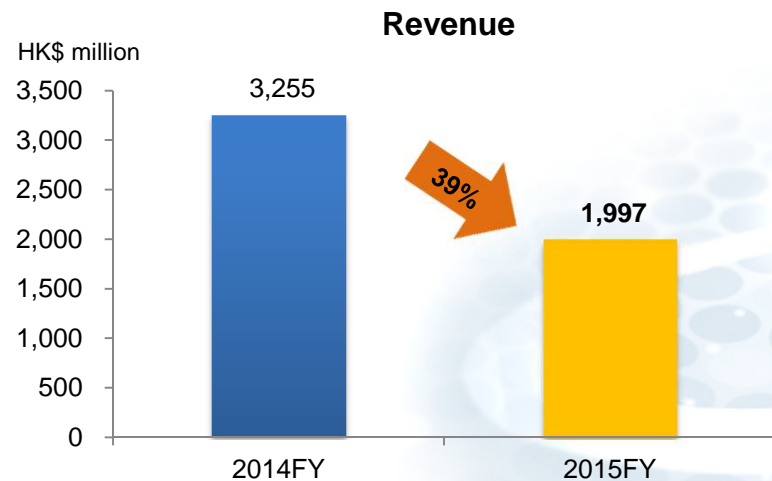


# 2015 Annual Financial Review

## - Key Financial Data

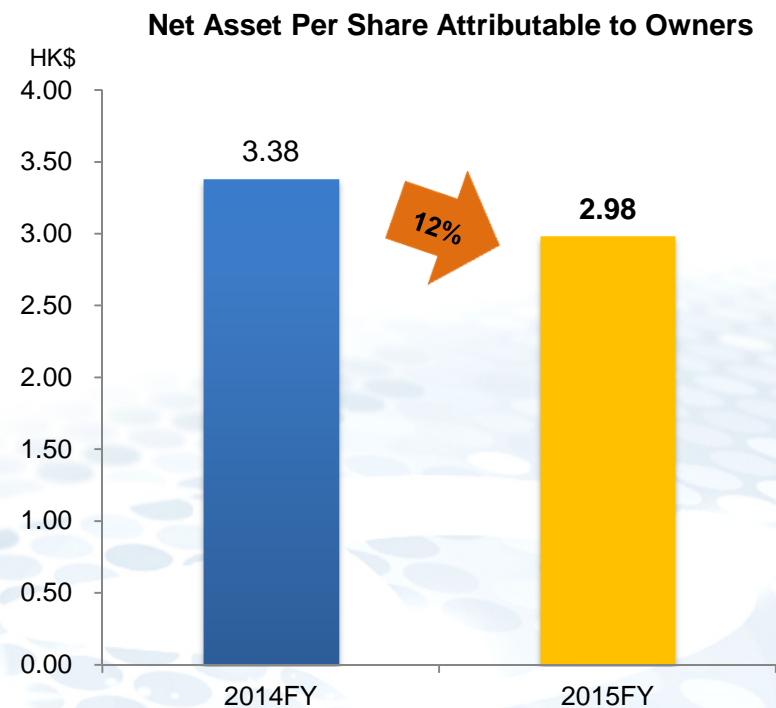
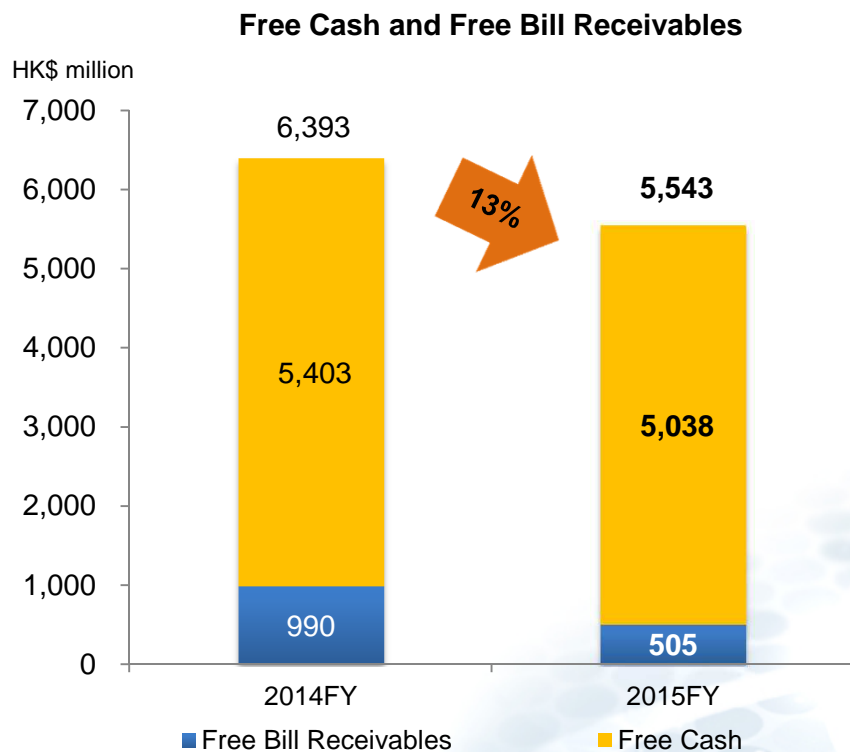
●Gross Profit Margin: 24% (2014FY: 40%)

●EBITDA Margin: 21% (2014FY: 39%)



# 2015 Annual Financial Review

## - Strong Financial Position





# Major Clients



HEBEI IRON & STEEL GROUP

# 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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