



SHENZHEN EXPRESSWAY CORPORATION LIMITED

Stock code: 00548(SEHK) 600548(SSE)

2021 Annual Results

29 March 2022

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The financial statements of the Company were prepared in accordance with China Accounting Standards for Business Enterprise (CASBE), and also were complied with the disclosure requirements under the Hong Kong Companies Ordinance and the Listing Rules of HKEx.

In this material, the total of breakdown and the total may not equal in mantissa due to rounding.

Financial Analysis

Financial Analysis





Financial Highlights

(RMB 'million)	2021	2020	Change
Revenue	10,872	8,027	+35.4%
Net profit attributable to owners of the Company	2,606	2,055	+26.9%
Earnings per share (EPS) (RMB) ^{Note}	1.110	0.936	+18.6%
Dividend per share (RMB)	0.62	0.43	+44.2%
Return on equity - weighted average (ROE) ^{Note}	12.24%	10.83%	+1.41 p.pt

Note: EPS&ROE in 2020&2021 has been deducted the impact of perpetual bonds.

(RMB 'million)	2021	Proportion	2020	Change
Revenue	10,872	100.0%	8,027	+35.4%
Toll highways	5,893	54.2%	4,387	+34.3% <small>Note 1</small>
Clean energy	713	6.6%	1,666	-57.2% <small>Note 2</small>
Recovery and solid waste management	870	8.0%	843	+3.2% <small>Note 3</small>
Other environmental protection businesses	210	1.9%	12	+1,708.6% <small>Note 4</small>
Entrusted management	1,034	9.5%	511	+102.4% <small>Note 5</small>
Real estate development (Guilong Project)	303	2.8%	351	-13.8%
Construction services under concession arrangements <small>Note 6</small>	1,540	14.2%	-	N/A
Other businesses	309	2.9%	258	+20.1% <small>Note 7</small>

Note 1: Newly added revenue from Outer Ring Phase I, growth of revenue from existing toll highways.

Note 2: A significant drop in sales revenue of Nanjing Wind Power.

Note 3: The increase in revenue of Bioland and Qiantai Company.

Note 4: Newly added battery trading revenue of Qiantai Company and wind farm O&M revenue of Nanjing Wind Power.

Note 5: Newly added revenue from road maintenance business and an increase in revenue from entrusted construction of Duohua Bridge Project, etc.

Note 6: Recognition of the revenue from construction service under concession arrangements for projects such as kitchen waste treatment, Outer Ring Phase II and reconstruction and expansion of Jihe Expressway.

Note 7: The growth in revenue of finance leases and sales of asphalt.



Operating Revenue from Toll Highways

(RMB '000)	2021	2020	Change
Toll highways			
Outer Ring	921,065	4,012	+22,857.9%
Qinglian	875,818	832,485	+5.2%
Jihe East	734,525	736,384	-0.3%
Jihe West	557,250	615,025	-9.4%
Shuiguan	660,160	606,994	+8.8%
Coastal	591,169	548,429	+7.8%
Yichang	466,286	305,899	+52.4%
Wuhuang	478,650	304,076	+57.4%
Changsha Ring Road	297,933	146,796	+103.0%
Meiguan	163,840	143,677	+14.0%
Longda	146,039	142,897	+2.2%
Total	5,892,736	4,386,674	+34.3%



Cost of Services & Expenses

(RMB 'million)	2021	Proportion	2020	Change
Cost of services	7,080	100.0%	5,215	+35.8%
Toll highways	3,002	42.4%	2,422	+23.9%
Clean energy	343	4.9%	1,340	-74.4% ^{Note 1}
Recovery and solid waste management	802	11.3%	696	+15.2% ^{Note 2}
Other environmental protection businesses	179	2.5%	3	+5,888.8% ^{Note 3}
Entrusted management	820	11.6%	406	+101.8% ^{Note 4}
Real estate development (Guilong Project)	142	2.0%	171	-16.9%
Construction services under concession arrangements	1,540	21.8%	-	N/A ^{Note 5}
Other businesses	251	3.6%	175	+43.5% ^{Note 6}
General and administrative expenses	529	-	363	+45.7% ^{Note 7}

Note 1: A drop in Nanjing Wind Power's carry-over costs due to lower sales.

Note 2: New commercial operation kitchen waste treatment projects.

Note 3: Newly added battery trading cost of Qiantai Company and wind farm O&M cost of Nanjing Wind Power.

Note 4: Newly added costs from road maintenance business and an increase in costs from entrusted construction of Duohua Bridge Project, etc.

Note 5: Recognition of the costs from construction service under concession arrangements for projects such as kitchen waste treatment and Outer Ring Phase II.

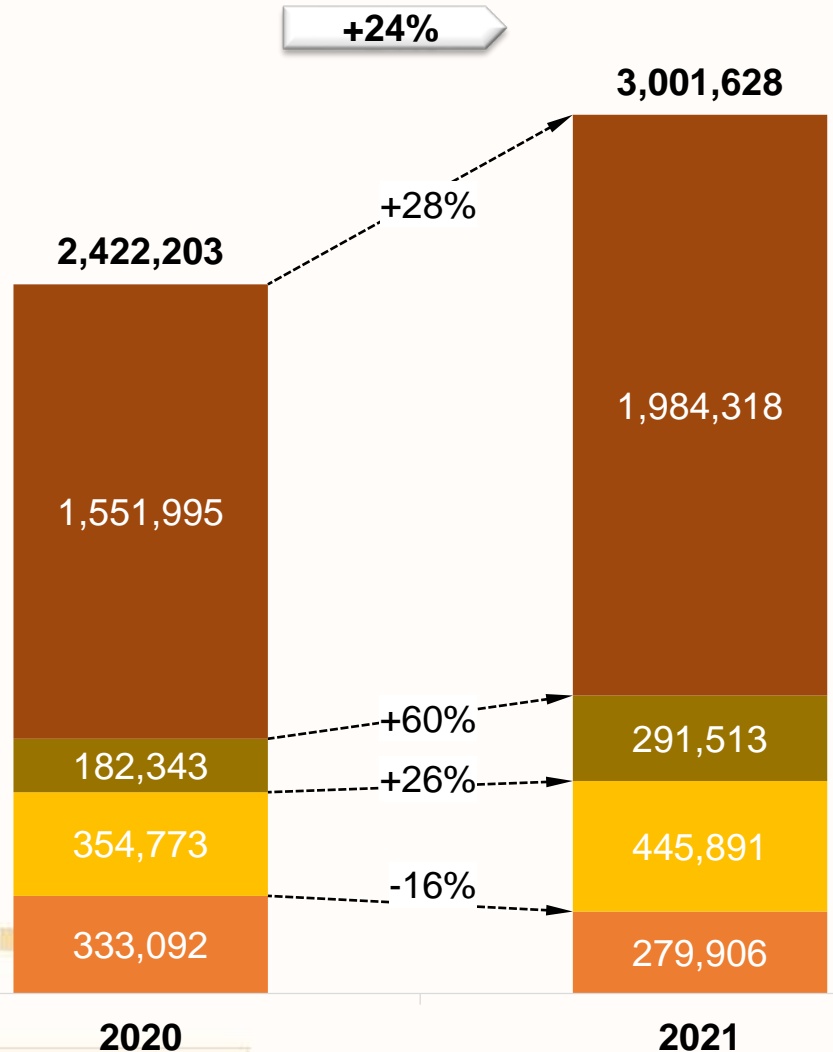
Note 6: The growth in costs of finance leases and sales of asphalt.

Note 7: The increase in management staff costs, etc.



Operating Costs from Toll Highways

(RMB '000)



- Depreciation and amortization**
 - ↑ Overall traffic volume increased YOY
- Road maintenance expenses**
 - ↑ Newly added Outer Ring Phase I and the decrease in frequency of maintenance work in the corresponding period of last year
- Employee expenses**
 - ↑ Newly added employees and the implementation of the pension insurance Reduction and Exemption Policy in phases in the corresponding period of last year
- Other business costs**
 - ↑ Newly added Outer Ring Phase I, a decrease in the entrusted management services costs of Wuhuang Expressway and the provision for operation and management expenses of certain road sections in the corresponding period of last year



Operating Profit and Gross Profit Margin

- from Toll Highways

	Cost of Services		Operating Profit		Gross Profit Margin
	2021 (RMB '000)	Change	2021 (RMB '000)	Change	2021
Toll highways					
Outer Ring	404,739	+8,435%	516,327	-70,828%	56%
Qinglian	498,730	-2%	377,089	+16%	43%
Jihe East	320,489	-5%	414,036	+4%	56%
Jihe West	133,795	-18%	423,455	-6%	76%
Shuiguan	551,434	+13%	108,726	-8%	16%
Coastal	329,493	+17%	261,676	-2%	44%
Yichang	241,656	+14%	224,630	+140%	48%
Wuhuang	238,084	+27%	240,566	+107%	50%
Changsha Ring Road	124,696	+90%	173,237	+114%	58%
Meiguan	81,058	+4%	82,782	+26%	51%
Longda	77,455	-18%	68,584	+42%	47%
Total	3,001,628	+24%	2,891,108	+47%	49%

Operating profit = Operating revenue – Operating costs



Operating Profit and Gross Profit Margin

- from General-Environmental Protection and Other Businesses

	Cost of Services		Operating Profit		Gross Profit Margin
	2021 (RMB '000)	Change	2021 (RMB '000)	Change	2021
General-environmental	1,325,143	-35%	468,354	-3%	26%
Clean energy	343,365	-74%	369,626	+14%	52% ^{Note}
Recovery and solid waste management	802,355	+15%	67,717	-54%	8%
Other environmental protection businesses	179,423	+5,889%	31,011	+259%	15%
Entrusted management	820,234	+102%	213,395	+105%	21%
Real estate development (Guilong Project)	142,368	-17%	160,354	-11%	53%
Construction services under concession arrangements	1,540,000	N/A	-	N/A	0%
Other businesses	251,073	+44%	58,267	-30%	19%

Operating profit = Operating revenue – Operating costs

Note: The growth is mainly from the wind power revenue.



Investment Income

(RMB '000)	2021	2020	Change in Amount
Item			
Investment income attributable to associates:			
Associated toll highway enterprises in total	150,934	172,489	-21,555
United Land Company (Meilin Checkpoint Renewal Project)	65,173	395,731	-330,557
Derun Environment	298,149	206,420	+91,728
Others ^{Note 1}	148,373	138,342	+10,031
Sub-total	662,629	912,982	-250,353
Investment income arising from transfer of equity interests in associates	25,337	-	+25,337
Investment income from other non-current financial assets	7,105	6,395	+710
Income from completion of foreign currency forward instruments ^{Note 2}	-125,940	17,955	-143,895
Others	962	31	+931
Total	570,093	937,363	-367,270

Note 1: Including Yunji Intelligent (formerly known as "Consulting Company"), Bank of Guizhou, Shengchuang Fund, Guizhou Hengtongli, Huaian Zhongheng and Fengrunjiu.

Note 2: After deducting the gains and losses from the USD bond exchange rate hedging and liquidation, it was RMB696,033,000, a YOY decrease of 24.3%.



Financial Expenses

	2021 (RMB '000)	2020 (RMB '000)	Change
Item			
Interest expenses	925,016	935,356	-1%
Less: Interest capitalized	- 28,082	- 237,873	-88%
Interest income	103,643	61,976	+67%
Add: Exchange loss	-59,059	-154,936	-62%
Finance income arising from the early repayment of finance leases	+ -	+ -1,166	N/A
Others	14,902	12,142	+23%
Total financial expenses	749,134	491,548	+52%
	2021	2020	Change
Comprehensive borrowing cost - nominal costs (%)	3.81%	4.16%	-0.35 p.pt
Average borrowing scale (RMB 'billion)	23.1	20.4	+13%

- After hedging the “Gains or losses from changes in fair value - Gains from changes in fair value of foreign exchange forward contracts” and the “Investment income - Gains from completion of foreign exchange forward contracts”, the Group’s consolidated financial cost was RMB791,396,000 (2020: RMB619,960,000), representing a YOY increase of 28%.



Assets and Liabilities Highlights

	31 December 2021 (RMB 'million)	31 December 2020 (RMB 'million)	Change in Amount (RMB 'million)	Change
Total equity attributable to owners of the Company	24,639	23,043	+1,596	+7%
Net assets per share (RMB) ^{Note 1}	9.46	8.73	+0.73	+8%
Total assets	60,613	55,145	+5,469	+10% ^{Note 2}
of which: Cash and cash equivalents	3,710	3,234	+476	+15%
Total liabilities	32,842	28,866	+3,976	+14%
of which: Total outstanding interest-bearing liabilities	22,858	19,312	+3,546	+18% ^{Note 2}

Note 1: Net assets per share in 2020&2021 has been deducted the impact of perpetual bonds.

Note 2: The consolidation of Mulei Project into the financial statements, the purchase of a new office building and prepayments for acquisition of equity interests in Bay Area Development.



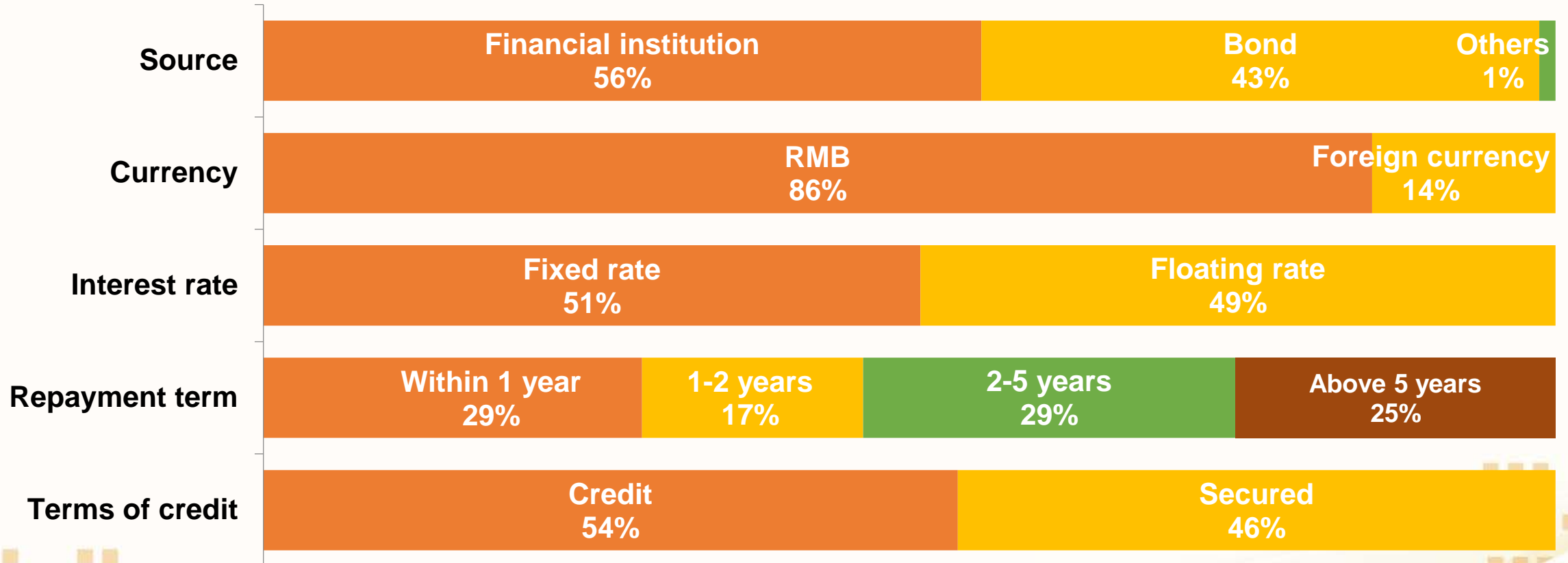
Debt Ratio and Repayment

	31 December 2021	31 December 2020
Debt-to-asset ratio (Total liabilities/Total assets)	54.2%	52.3%
Net borrowings-to-equity ratio ((Total borrowings – cash and cash equivalents)/Total equity)	69.0%	61.2%
Net borrowing/EBITDA ((Total borrowings – cash and cash equivalents)/ Earnings before interests, tax, depreciation and amortization)	3.02	3.14
	2021	2020
Interest covered multiple ((Profit before tax + interest expenses) / Interest expenses)	4.71	3.87
EBITDA interest multiple (Earnings before interests, tax, depreciation and amortization / Interest expenses)	7.46	5.95



Borrowing Structure

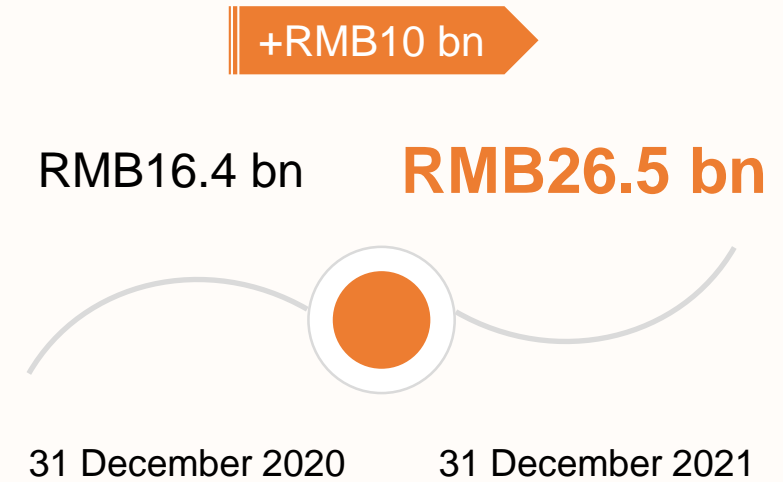
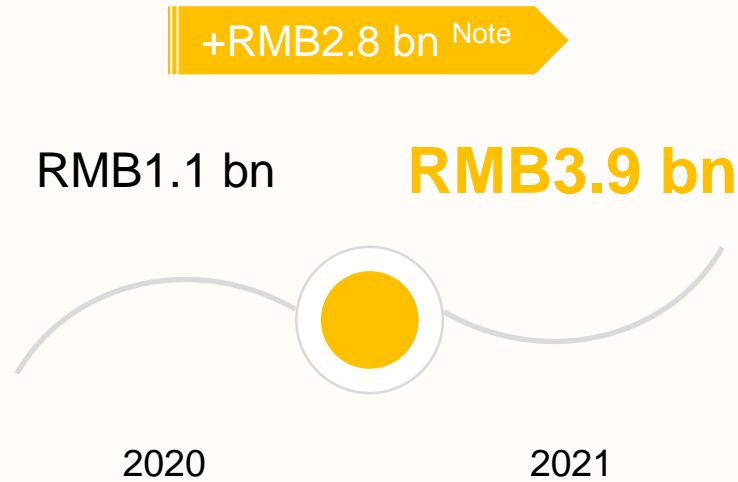
(as at 31 December 2021)



■ Maintained the highest credit rating and bond rating of AAA for domestic entities, and the investment grade from international rating.

Net cash flows from operating activities

Un-utilized banking facilities

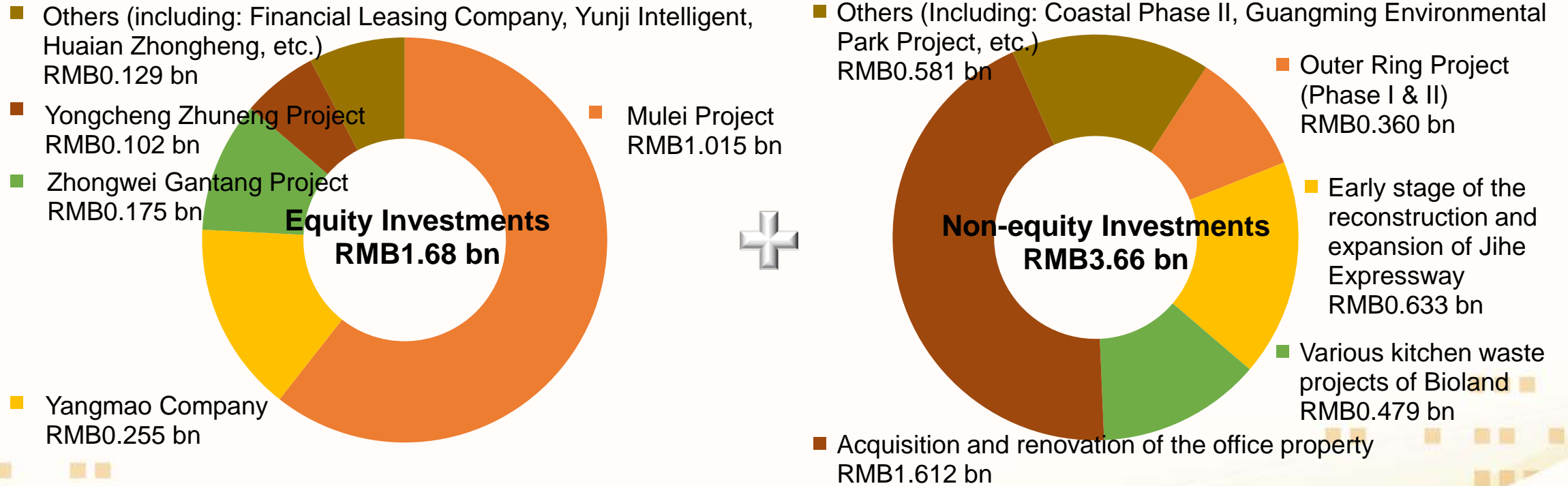


Note: Decrease in toll revenue in the corresponding period of last year as affected by the Toll-free Policy during the Epidemic and increase in cash flows from operating activities resulting from newly added Outer Ring Phase I and Mulei Project for the current year.



Capital Expenditure in 2021

RMB5.3 bn





Capital Expenditure Plan

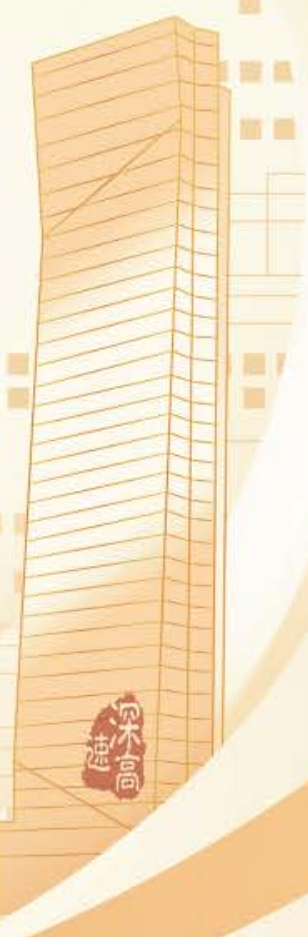
(RMB 'billion)	Capital Expenditure Plan			
	2022	2023	2024	Total
Investment in intangible assets and fixed assets	2.121	0.993	0.023	3.137
Outer Ring Expressway	0.455	0.645	-	1.100
Coastal Phase II	0.641	0.272	0.012	0.925
Kitchen Waste Project of Biolan	0.446	0.005	-	0.451
Guangming Environmental Park Project	0.507	0.070	-	0.577
Acquisition and Renovation of the office property	0.039	-	0.004	0.042
Reinforcement of Changsha Ring Road Pavement Structure	0.034	0.001	0.008	0.043
Equity investment	5.725	2.010	-	7.736
Acquisition of Bay Area Development ^{Note 1}	5.364	1.992	-	7.356
Fenghe Energy	0.201	-	-	0.201
Acquisition of Lisai Environmental	0.131	-	-	0.131
Shengchuang Fund	0.014	0.018	-	0.032
Other projects ^{Note 2}	0.015	-	-	0.015
Total	7.846	3.003	0.023	10.873

Note 1: Including the liabilities incurred due for repayment.

Note 2: Including Qiantai Company, Bioland, Huaian Zhongheng, etc.

Business Review

Business Review





- Operating performance has basically returned to normal with YOY growth
- Impact Factors:
 - 12-month operation period of Outer Ring Phase I
 - Road network changes
 - Recurrence of epidemic

Projects in Shenzhen Region

Outer Ring Expressway
 (RMB2.52 mn per day, 234,000 vehicles per day)
 Performance exceeded expectations

- ⬆ Main trunk from east to west in Shenzhen

Shuiguan Expressway
 (RMB1.81 mn per day, 266,000 vehicles per day)
 Performed well

- ⬆ Excellent line position

Shuiguan Extension
 (RMB0.24 mn per day, 71,000 vehicles per day)

- ⬇ Diversion of Banyin Avenue

Jihe East
 (RMB2.01 mn per day, 329,000 vehicles per day)
Jihe West
 (RMB1.53 mn per day, 217,000 vehicles per day)
 Performed stable

- ⬆ Major cargo freight artery
- ⬇ Redistribution of traffic within the road network

Coastal Phase I
 (RMB1.62 mn per day, 168,000 vehicles per day)
 Performed well

- ⬆ 50% toll discount for lorries
- ⬆ Regional economic development
- ⬆ Road network synergy, such as induced increase from Outer Ring Phase I

Meiguan Expressway
 (RMB0.45 mn per day, 158,000 vehicles per day)
 Good growth in lorry traffic

- ⬆ Increase in production bases along the route
- ⬆ Preferential policy for lorries on neighboring roads.
- ⬆ Induced increase from Outer Ring Phase I

Longda Expressway
 (RMB0.4 mn per day, 115,000 vehicles per day)
 Performed well

- ⬆ Excellent line position
- ⬆ Connectivity between Outer Ring Phase I and the road network



- **Operating performance has basically returned to normal with YOY growth**
- **Impact Factors:**
Road network changes
Recurrence of epidemic

Projects in Other Regions

Qinglian Expressway
(RMB2.4 mn per day,
51,000 vehicles per day)
Performed stable

- ⬆ North-south traffic artery from Southern China to Central China
- ⬆ Continuous improvement of road.

Wuhuang Expressway
(RMB1.31 mn per day,
67,000 vehicles per day)
Performed stable

- ⬆ Regional economic development
- ⬇ Closure of its certain sections for maintenance

Changsha Ring Road
(RMB0.82 mn per day,
87,000 vehicles per day)
Performed well

- ⬆ Recovery of economic and business zone
- ⬆ Road network synergy of Changyi North-Line Expressway

GZ W2 Expressway
(RMB1.38 mn per day,
91,000 vehicles per day)
Performed normally

- ⬆ Improvement of road network to promote short-distance traffic
- ⬇ Diversion of neighboring Expressway

Nanjing Third Bridge
(RMB1.30 mn per day,
29,000 vehicles per day)
Keep flat

- ⬇ Diversion of Nanjing Fifth Bridge
- ⬇ Impact of the epidemic

Yangmao Expressway
(RMB1.35 mn per day,
46,000 vehicles per day)
Slight increase

- ⬆ Boosting from neighboring expressway
- ⬇ Epidemic lockdown
- ⬇ Diversion of Shanzhan Expressway
- ⬇ Itself reconstruction & expansion

Yichang Expressway
(RMB1.28 mn per day,
58,000 vehicles per day)
Performed well

- ⬆ Road network synergy of Changyi North-Line Expressway
- ⬆ Construction of the Changsha-Yiyang-Changde High-Speed Railway drove the traffic volume to Yichang Expressway



Completion and Opening to Traffic

Outer Ring Phase II

- 9.35km, construction was completed and commenced operation on 1 January 2022.

Reconstruction & Expansion of Yangmao Expressway

- 79.76 km, commenced operation in December 2021.

Projects in Planning

Reconstruction & Expansion of Jihe Expressway

- Approved by the Development and Reform Commission of Guangdong Province.
- The preliminary design and budget plan were approved by the MOT.
- The revision of construction drawing, tendering process and the model of investment and financing are under negotiation.

Shenshan Second Expressway

- Communicated and submitted for approval on the project feasibility study, the preliminary review of land use and the environmental impact assessment.

Outer Ring Phase III

- 16.8 km, under preliminary works.

Construction in Progress

Coastal Phase II

- 5.7 km, including the interchange of the International Convention and Exhibition Center and the connecting lane of Shenzhen-Zhongshan Tunnel.
- The interchange of the International Convention and Exhibition Centre has put into operation in 2019.
- The connection for main line structure of the airport interchange to Hezhou interchange of Shenzhen-Zhongshan Tunnel has been completed, approximately 69% of the construction progress of Coastal Phase II has been completed.

Investment M&A

Bay Area Development

- Completion of 71.83% equity delivery in January 2022.
- Total acquisition cost: not exceeding HKD10,479 mn.
- consolidating the core strengths in toll road business and enhancing market share, future profitability and cash flows.
- Promoting the reconstruction and expansion and the land development of GS Expressway.



General-Environmental Protection

- Recovery and Solid Waste Management

Becoming a segment leader with industry-leading technology and scale advantages

Bioland

An important enterprise in the field of integrated solution and construction and operation for organic waste in the PRC

- Total of 19 organic waste treatment projects under BOT/PPP model with the designed treatment capacities of kitchen waste over 4,000 tons/day, of which 11 projects commenced commercial operation. Fulfilling the treatment capacities of organic waste treatment of 687,000 tons during the year.
- Achieved revenue of RMB850 mn in 2021. For the reasons of lagging construction progress and lagging new project expansion, the performance did not achieve the annual targets.

Lisai Environmental

Owning the concession of Biogenic Project in Longhua District of Shenzhen

- Designated biogenic waste treatment capability: 500 tons/day
- Acquired 70% equity interests for RMB130 mn

Guangming Environmental Park

High-quality demonstration project and outstanding construction works

- 1,000 tons/day for kitchen waste + 100 tons/day for large-pieces waste (wasted furniture) + 100 tons/day for greening waste
- BOT model, scheduled to be completed in early 2023, with a concession period of 10 + 5 years

Qiantai Company

The only whitelist enterprise qualified under the “Industry Standards and Conditions for the Comprehensive Utilization of Waste Power Batteries for New Energy Vehicles” in Shenzhen

- Scrapping business for traditional diesel vehicles and new energy vehicles business
- Recycled approximately 2,000 retired vehicles during the year
- contracted amount exceeding RMB90 million



Build a distinctive "integrated" clean energy system and a Shenzhen power of "carbon peak" and "carbon neutral"

Sales of Wind Turbines

Nanjing Wind Power

- Wind turbine manufacturing
- The order projects in hand have completed on-grid connection for power generation at full capacity.
- Signed orders for 132.5MW wind power projects and completed half-year inspection for more than 260 wind turbines.

Wind Farm Operation

Baotou Nanfeng

installed capacity: 248MW, feed-in tariff: 0.49/kWh, on-grid power supply: 705,485MWh

Mulei Project

installed capacity: 299MW, feed-in tariff: 0.49-0.51/kWh, on-grid power supply: 519,860MWh

Huaian Zhongheng

installed capacity: 20MW, feed-in tariff: 7,374MWh, 20% shareholding

Yongcheng Zhuneng

installed capacity: 32MW, feed-in tariff: 0.6/kWh, on-grid power supply: 27,648MWh

Zhongwei Gantang

installed capacity: 49MW, feed-in tariff: 0.56/kWh, on-grid power supply: 3,648MWh

Wind Farm O & M

AVIS

- The independent intellectual property rights of fan drive chains technology, high market share in the gearbox equipment maintenance market



Cumulative installed capacity of the wind power projects

648MW



General-Environmental Protection

- Water Environmental Remediation and Others



Derun Environment

- 20% shareholding
- Hold subsidiaries including Chongqing Water and Sanfeng Environment with the major businesses including water supply and sewage treatment, waste incineration power generation and environmental restoration
- Contributed investment income of RMB300 mn in 2021



Water Planning Company

- 11.25% shareholding
- Listed on ChiNext Market of Shenzhen Stock Exchange in August 2021 (stock code: 301038). The Group recognized gains from changes in fair value of RMB51.70 mn from the equity interest held by it in Water Planning Company.



Entrusted Management

■ Entrusted construction business

Outer Ring Project, Cargo Organization Adjustment Project, Shenshan Environmental Park Project, Duohua Bridge Project and Bimeng Project, etc.

■ Entrusted management business

The comprehensive management and maintenance project of the Four Expressways, interim card access station projects

- The entrusted management business achieved revenue of RMB1.03 bn for the year.

Smart Elderly Care

■ Guangming Wellness Project

Including three PPP elderly care projects, among which two are positioned as community embedded elderly care service complexes and one is positioned to provide high-quality elderly care services.

Land Development & Management

■ Guilong Project

The commercial supporting properties of the Phase II Stage II and the residential projects of the Phase III Stage I are on sale. It achieved revenue of RMB300 mn for the year.

■ Meilin Checkpoint Renewal Project

All 630 sets of houses of Phase III have been sold, and 750 of over 2,700 sets of apartments have been contracted for sale. It achieved investment income of RMB70 mn.

Industrial - Financial Integration

■ Bank of Guizhou

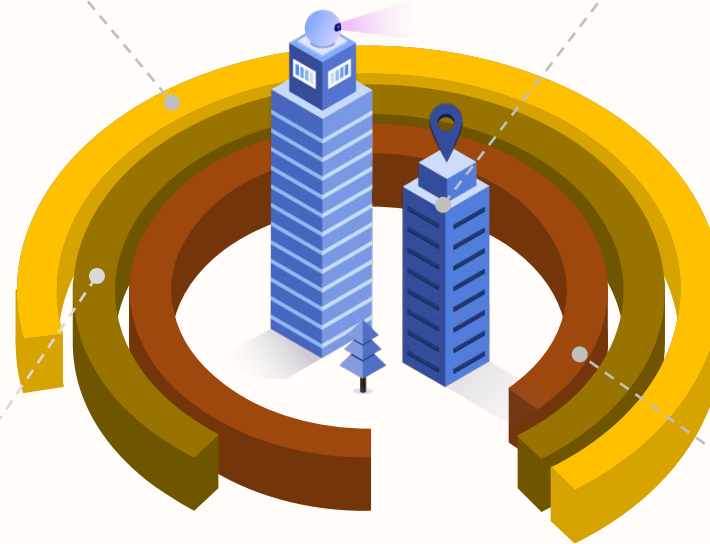
Good investment income contribution

■ Financial Leasing Company

It has contracted financial leasing projects in the amount of RMB1.1 bn, and has invested approximately RMB920 mn therein in 2021.

■ Shengchuang Fund

Mainly invests in industrial hazardous waste and other operational projects. The Company's paid-in capital is RMB135 mn as at the end of 2021. It has completed investments in 2 projects.



Financial Strategy

- Paying close attention to capital market dynamics, expanding financing channels, reducing financing costs, optimizing debt structure and maintaining a healthy financial situation.

Financing Arrangements

- Totaled RMB17.1 bn from ultra-short-term commercial paper, green bonds, corporate bonds, and bank loans, etc. with an average financing cost of 3.1%.
- The USD300 mn bonds were issued with coupon rate of 1.75% with a 22-times oversubscription
- Got better terms for bank loans
- Debt replacement, replenishment of working capital, and control of financial costs.

Outlook

Outlook





Opportunities

■ **Goals of the National 14th Five-Year Plan**

Accelerating the establishment of China's strength in transport, building a modern energy system, improving environmental quality

Promoting the construction of the Guangdong-Hong Kong-Macao Greater Bay Area and the pioneering demonstration zone for socialism with Chinese characteristics

■ **The Comprehensive Reform of State-owned Enterprises**



Core Competitiveness

■ State-owned platform advantage of infrastructures in the Greater Bay Area

■ Comprehensive integrated management capability of investment, construction, operation and maintenance, and industrial synergy ability

■ Innovation capability of business model and technology management

■ Advantages of good financing platform at home and abroad



Risks and Responses

Risks

Policy Risks

- Changes to the tolling period and the approval principles of charging standards remain uncertain
- Regulatory policies on the environmental industry were tightening

Operational Management Risks

- Traffic volume affected by the construction of Jihe reconstruction and expansion
- Fluctuation of sales prices of oil and grease, insufficient volume of kitchen waste collection and transportation

Business Expansion Risks

- Scarce resources of toll road quality projects, high costs of new construction projects
- Increasing competition in general-environmental industries, wind power industry enters "an era of grid parity"

Financing Risk

- Given expanding core businesses, the overall scale of investment is increasing.

Construction and Management Risks

- Insufficient development of information-based platform
- Fluctuations of building materials price
- Change of planning or design

Response measures

- Paying extra attention to the long-term impact of the introduction of industry policies and the corresponding adjustments on the relevant businesses, and formulate the supporting policies accordingly to ensure the steady development of the "dual core businesses".

- Thoroughly considering the arrangement of traffic organization during the reconstruction and expansion in the preliminary work
- Strengthening the management of collection and transportation, upgrading the production line of kitchen waste treatment

- Riding on the Company's brand and area advantages to consolidate the core business of toll roads
- Investing in mergers and acquisitions of high-quality general-environmental projects, cooperating with leading enterprises in the industry to integrate resources and generate synergies

- Controlling the payment arrangement
- Coordinating bank resources
- Expanding financing channels
- Optimizing the Company's debt structure, reducing financial costs and exchange rate risk

- Realizing the upgrade and transformation from traditional project management to intelligent project management
- Effectively reducing or transferring the risks of building material price fluctuation through the terms of the contract
- Enhancing internal control and reducing changes of design



Overall Development Strategy

To seize the opportunities of such era arising from the Guangdong-Hong Kong-Macau Greater Bay Area and Shenzhen in building a pioneering demonstration zone for socialism with Chinese characteristics by pursuing a market-oriented and innovation-driven strategy, the aim of which would be to consolidate and enhance its advantages in the toll highway industry and actively expand into the featured environmental protection and integrated clean energy industries, thereby building an intelligent Shenzhen Expressway and facilitating quality sustainable development of the Company.

Strategic Goals

To expand its presence nationwide while staying focus on Shenzhen and the Guangdong-Hong Kong-Macau Greater Bay Area, and to provide cities with solutions of sustainable development featuring “innovation, intelligence, environmental protection and high efficiency”, thereby striving to become a first-class infrastructure construction and operation service provider including transportation via highway and environmental protection that realizes growth of scale, optimization of organization, enhancement of capabilities and improvement of systems.

Development Plan for Core Business Sectors

Toll Highway Sector

To consolidate and enhance the toll highway business by such means as carrying out new construction projects, expansion projects, mergers and acquisitions (M&A) and resources consolidation, at the same time actively expanding the business of investment, construction, management and maintenance of expressways and high-speed roads, extending the operating periods of toll highway projects, and maintaining the leading advantages of its core highway business by increasing the scale of highway assets, promoting cost reduction and efficiency improvement, and refining its management. The Company will also actively explore upstream and downstream market-oriented projects along the industrial chain with a focus on intelligent upgrade and comprehensive management and maintenance business.

General-environmental Protection Sector

To enhance and build up its operation capability with a focus on segments such as organic waste treatment, hazardous waste treatment and clean energy power generation, and increase its resource investment with enhanced efforts made in construction. The Company will also enhance its treatment capacity for organic waste projects and increase the size of hazardous waste treatment projects, thereby establishing its scale advantages and hence securing a leading position in these industry segments. New investments or acquisitions of equity interests in wind farms or photovoltaics power stations will be made with an aim to develop an integrated clean energy system with features of Shenzhen Expressway of ‘equipment manufacturing + financial leasing + power station development and construction + power station operation + power station operation + power station maintenance’. Meanwhile, the Company will explore and moderately invest in other opportunistic quality environmental projects such as scrap vehicle dismantling and municipal environmental protection.



Operating Targets

- ✓ Total revenue target: RMB12 bn
- ✓ Total of operating costs, management expenses and selling expenses (excluding depreciation and amortization): RMB6.36 bn
- ✓ It is expected that the average borrowing scale and the financial cost of the Group will increase on a YOY basis.



Toll Highway Business

- ✓ Optimize the operation management system under the ETC model and strengthen the operational integration of the newly opened projects. To explore the market-oriented operation model for resources along the newly acquired projects.
- ✓ Ensure the high-quality completion of construction and management of existing major engineering projects, such as Coastal Phase II, as well as the preliminary planning of new engineering projects, such as the reconstruction and expansion of Jihe and Outer Ring Phase III.
- ✓ Actively expand the business of investment, construction, management and maintenance of expressways and high-speed roads.
- ✓ Develop technological and innovative demonstration highways and intelligent expressway demonstration projects, with Jihe reconstruction and expansion and other major engineering projects as the carrier.



General-Environmental Protection & Other Businesses

- ✓ Invest in new construction projects and M&A of mature organic waste treatment and hazardous waste disposal projects to establish scale advantages.
- ✓ Actively promote the construction of the existing projects, such as Bioland and Guangming Environmental Park.
- ✓ Step up the efforts in the development and M&A of wind power and photovoltaics power projects, actively explore projects along the new energy industrial chain, and enhance the operation and management of Nanjing Wind Power and other power generation projects.
- ✓ Push ahead with the construction, operation and management of infrastructure projects in an orderly manner, such as Shenshan Environmental Park.
- ✓ Actively explore the development of industry-finance integration.

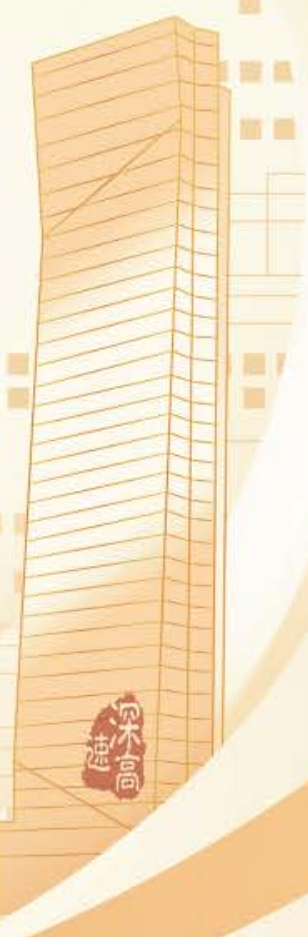


Financial Management & Corporate Governance

- ✓ Promote the authorization management system of the invested companies, strengthen centralized financial management and control, and coordinate financial resources.
- ✓ Expand financing channels to replenish the Company's capital to reduce financing costs and ensure financial safety.
- ✓ Further improve corporate governance and the transparency of the Company, improve and optimize the multi-level authorization mechanism as well as diversified long-term incentive and restraint system.

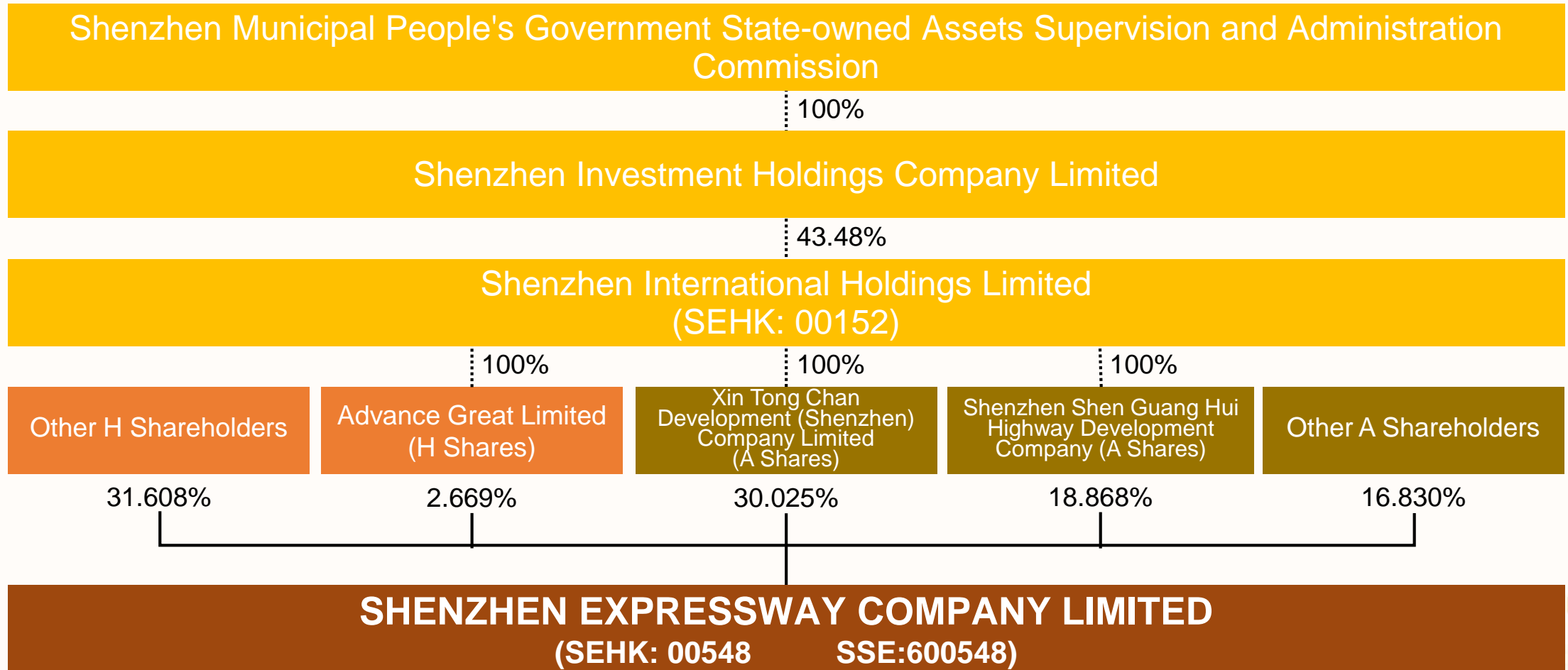
Appendix

Appendix





Shareholding Structure

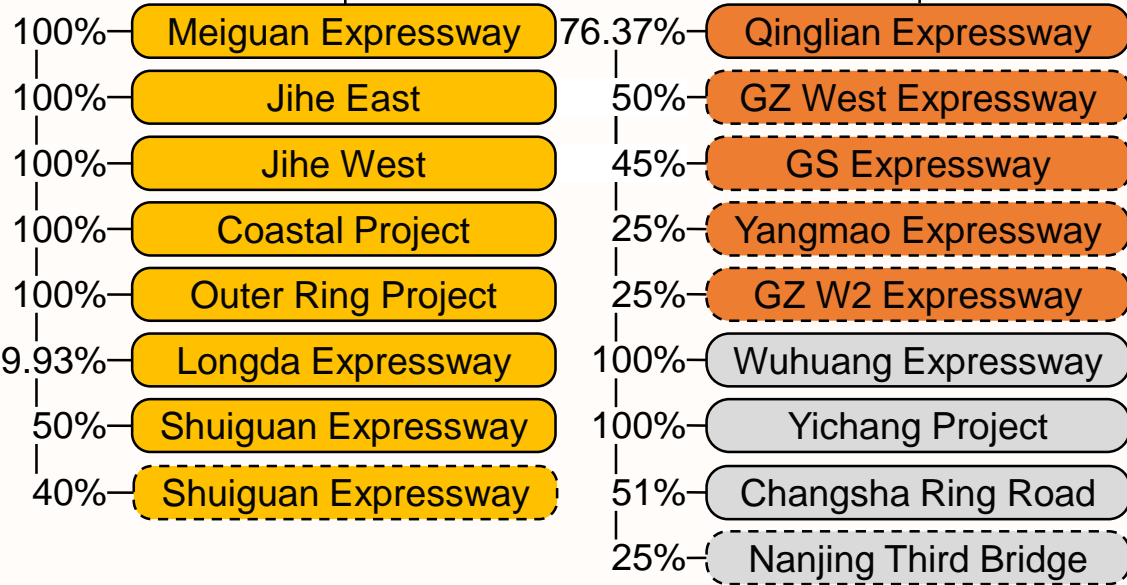


The total share capital of the Company is 2,180,770,326, of which H shares are 747,500,000, accounting for 34.28% and domestic shares are 1,433,270,326, accounting for 65.72%.



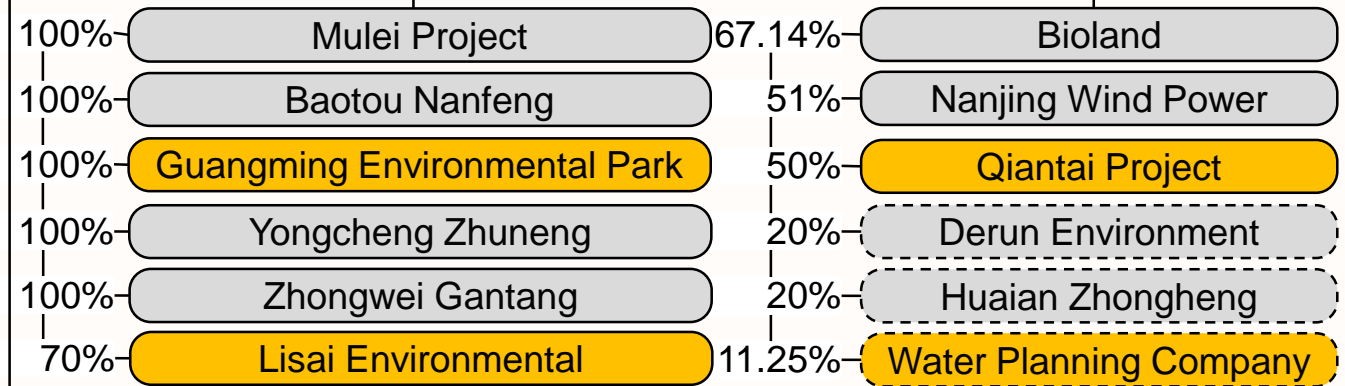
Shenzhen Expressway Company Limited

Toll Highway Business



- Icon
- Shenzhen region in Guangdong Province
 - Other regions in Guangdong Province
 - Other provinces in the PRC
 - Consolidated project
 - Non-consolidated project

Environmental Business



Entrusted Management and Other Infrastructure Development

Industry and Finance Business

Other Businesses

- Advertising
- Engineering Consulting
- Inter-network Toll Collection



Toll Highway Projects Summary

Toll Highway	Interest Held by the Company	Location	Toll Mileage (km)	No. of Lanes	Status
Meiguan Expressway	100%	Shenzhen	5.4	8	Under operation
Jihe East	100%	Shenzhen	23.7	6	Under operation
Jihe West	100%	Shenzhen	21.8	6	Under operation
Shuiguan Expressway	50%	Shenzhen	20.0	10	Under operation
Shuiguan Extension	40%	Shenzhen	6.3	6	Under operation
Coastal Project	100%	Shenzhen	36.6	8	Phase I: Under operation Phase II: Under construction
Outer Ring Project	100%	Shenzhen	60.0	6	Phase I: Under operation Phase II: Under operation
Longda Expressway	89.93%	Shenzhen	4.426	6	Under operation
Yangmao Expressway	25%	Guangdong	79.8	4	Under operation
GZ W2 Expressway	25%	Guangdong	40.2	6	Under operation
Qinglian Expressway	76.37%	Guangdong	216.0	4	Under operation
GZ Wets Expressway	50%	Guangdong	98	6	Under operation
GS Expressway	45%	Guangdong	122.8	6	Under operation
Wuhuang Expressway	100%	Hubei	70.3	4	Under operation
Yichang Expressway	100%	Hunan	78.3	4	Under operation
Changsha Ring Road	51%	Hunan	34.7	4	Under operation
Nanjing Third Bridge	25%	Jiangsu	15.6	6	Under operation



Environmental Projection Projects Summary

Environmental Projection Project	Interest Held by the Company	Project Location	Capacity / Business Characteristics	Consolidation / Acquisition Time
Bioland	67.14%	Nationwide	Designed treatment capacities of kitchen waste: 4,000-5,000 tons/day	January 2020
Guangming Environmental Park	-	Shenzhen	Treatment capacities of kitchen waste: 1,000 tons/day Treatment capacities of large pieces waste (wasted furniture): 100 tons/day Treatment capacities of greening waste: 100 tons/day	February 2021 (winning bid)
Qiantai Company	50%	Shenzhen	Owning over 10 independent intellectual property rights related to key technologies of electric-vehicle battery recycling and scrapping new energy vehicles	December 2020
Nanjing Wind Power	51%	Nationwide	Specializing in renewable and new energy wind power generation business, and possessing the technological capacity to self-develop and producing large scale wind power generating units, as well as the experience and ability to develop, construct, operate and manage wind farms	April 2019
Baotou Nanfeng	100%	Inner Mongolia Autonomous Region	Total installed capacity: 247.5 MW	September 2019
Mulei Project	100%	Xinjiang Uygur Autonomous Region	Actual aggregated installed capacity: 299 MW (Qianzhi & Qianhui: 249.5 MW, Qianxin: 49.5 MW)	First quarter of 2021
Huaian Zhongheng Project	20%	Jiangsu Province	Installed capacity: 99MW	July 2021
Yongcheng Zhuneng Project	100%	Henan Province	Two distributed wind farms with installed capacity of 32MW in total	1 September 2021
Zhongwei Gantang Project	100%	Ningxia Hui Autonomous Region	Installed capacity: 49.5MW	15 December 2021
Derun Environment	20%	Chongqing / Nationwide	A comprehensive environmental enterprise with majority owned subsidiaries including Chongqing Water and Sanfeng Environment, etc., and with major business segments including water supply and sewage treatment, waste incineration power generation and environmental restoration, etc.	May 2017 (signing)
Water Planning Company	11.25%	Shenzhen	A comprehensive survey and design organization for integrated water planning, and possessing a number of A-grade qualifications in areas such as water conservancy industry, municipal water supply and drainage, comprehensive engineering survey and other types of surveying etc.	July 2017 (signing)



Average Daily Toll Revenue for Five Years

(RMB '000)	2017	2018	2019	2020	2021
Shenzhen region in Guangdong Province					
Meiguan Expressway	336.3	350.9	382.9	392.6	448.9
Jihe East	1,962.0	2,076.4	2,104.8	2,012.0	2,012.4
Jihe West	1,729.4	1,794.4	1,829.5	1,680.4	1,526.7
Outer Ring Project ^{Note 1}	-	-	-	-	2,523.5
Longda Expressway ^{Note 2}	-	-	-	-	400.1
Shuiguan Expressway	1,762.8	1,738.1	1,786.4	1,658.5	1,808.7
Shuiguan Extension	314.3	328.6	331.0	252.8	244.1
Coastal Project	1,093.1	1,273.5	1,459.1	1,498.4	1,619.6
Other regions in Guangdong Province					
Qinglian Expressway	2,016.5	2,084.1	2,293.2	2,274.5	2,399.5
Yangmao Expressway	1,819.5	1,770.5	1,524.0	1,293.6	1,352.6
GZ W2 Expressway	1,343.2	1,653.2	1,597.1	1,543.5	1,380.4
Other provinces in the PRC					
Wuhuang Expressway	1,004.9	1,055.5	1,130.2	1,059.5	1,311.4
Changsha Ring Road	373.4	394.6	427.8	511.5	816.3
Nanjing Third Bridge	1,269.7	1,341.4	1,393.2	1,516.9	1,301.3
Yichang Expressway	1,157.3	1,119.1	1,105.5	1,065.8	1,277.5

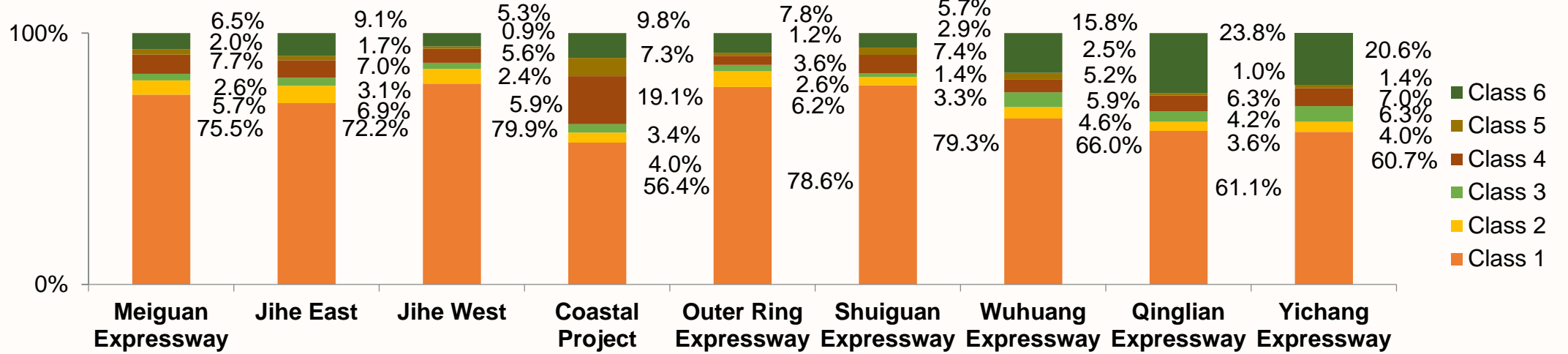
Note 1: Outer Ring Phase I opened to traffic on 29 December 2020; Outer Ring Phase II opened to traffic on 1 January 2022.

Note 2: As the Group completed the acquisition of 89.93% equity interests in Longda Company November 2020, Longda Company has been consolidated into the consolidated financial statements of the Group since 26 November 2020.

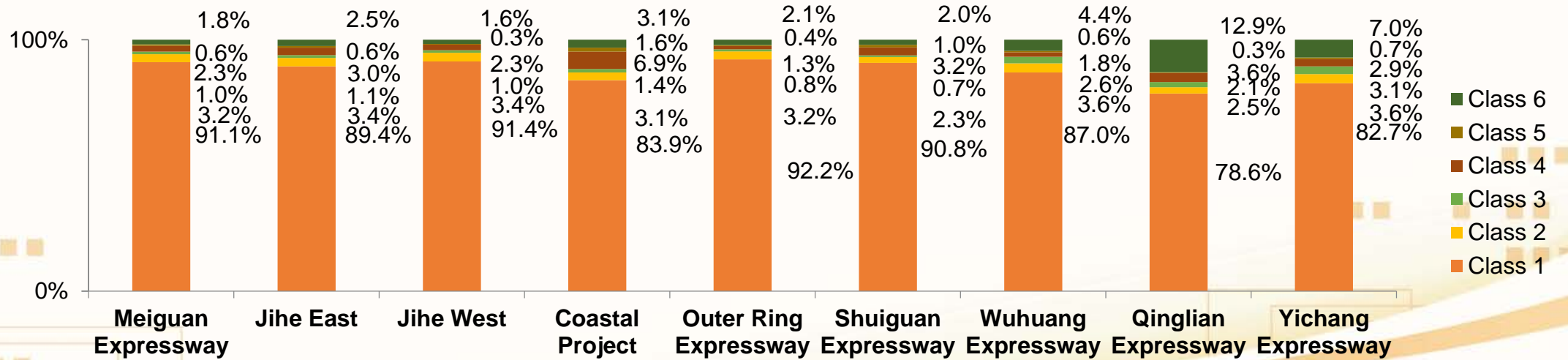


Vehicle Category of Major Highways in 2021

By revenue



By traffic volume



Road Network of Shenzhen



Road Network of Pearl River Delta



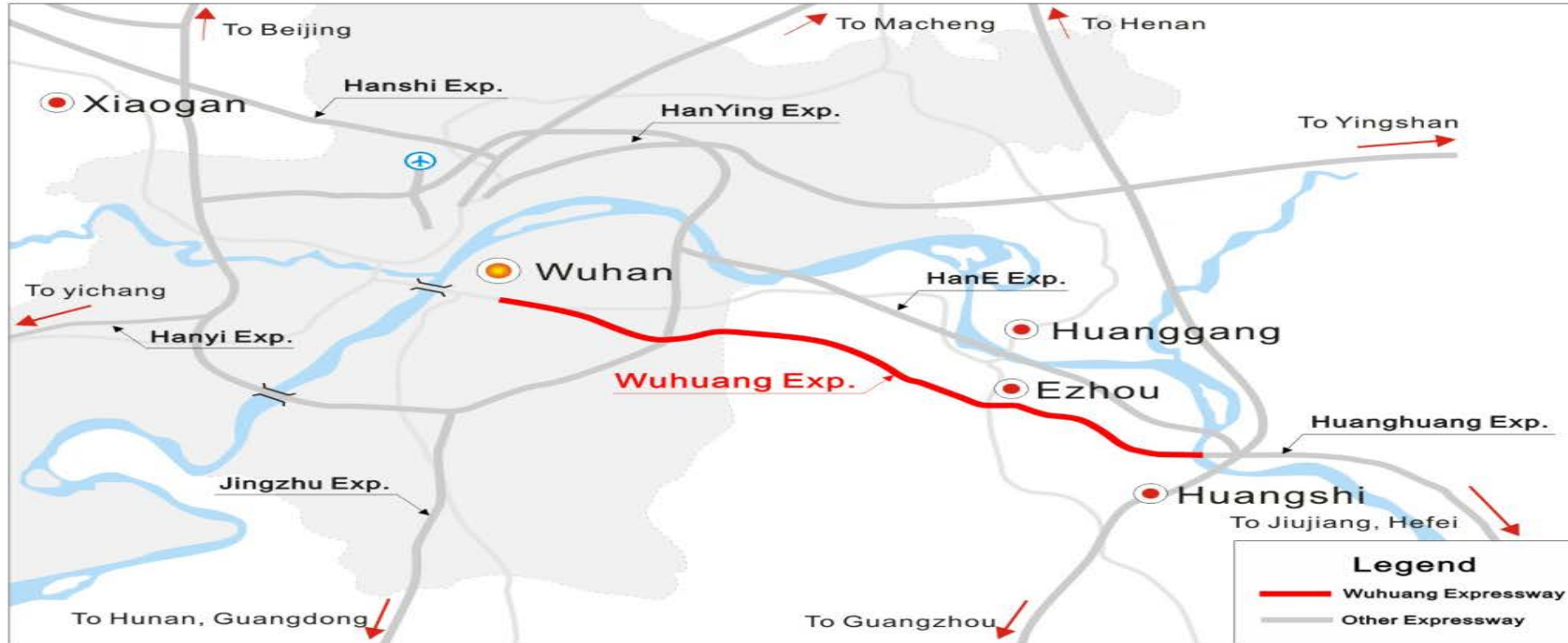
Road Network of Qinglian Expressway



Road Network of Yichang Expressway



Road Network of Wuhuang Expressway



Road Network of Nanjing Third Bridge



Road Network of Changsha Ring Road



Company Declaration

All information presented here is publicly available and for the purpose of understanding the operation and development planning of the Company. The Company might adjust the contents without pre-notice in any forms. Besides, investors should note that the data presented in this document does not constitute an invitation to trade the Company's stock and does not guarantee the performance of the stock in the future.



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