



二零一四年业绩发布会 (H股)
2014 Annual Results
Announcement

Disclaimer

- This document has been prepared by China Coal Energy Company Limited (the “Company”) and has not undergone independent review. The Company has not made any expressed or implied representation or guarantee with respect to the fairness, accurateness, completeness or correctness of the information or viewpoints contained herein, and the fairness, accuracy, completeness or correctness thereof shall therefore not in any way be relied upon. The information contained herein may change without notification and shall not be updated in accordance with any material developments following the presentation. The Company shall not be held liable (due to negligence or other cause) for any loss resulting from any use of this document or the content thereof or any loss in connection with this document incurred in any other way.
- The matters related to the Company or otherwise presented herein, such as comments on the Chinese economy, the domestic coal industry and the forward-looking statements, are based on a series of assumptions. Such statements are subject to certain unknown or known risks, including factors out of the Company’s control which can cause the actual results or performance of the Company to deviate seriously from the forward-looking statements or the viewpoints expressed or implied therein. The Company and its co-lead managers as well as their respective affiliates, advisors and representatives shall not assume the responsibility of updating the above viewpoints or forward-looking statements with respect to the events or situation taking place after such dates.
- This document does not constitute any offer or invitation to subscribe for or purchase securities or invitation to propose a tender offer. No part of this document shall form the basis of any contract or commitment and no contract or commitment shall rely upon any part of this document. Any decision to purchase or subscribe for securities should be made based on the Prospectus in connection with the offering or information contained in other offering circulars.

Presenters

Li Yanjiang

Vice Chairman

Zhou Dongzhou

Board Secretary

Wu Jun

**General Manager of
Coal Sales Centre**

Chai Qiaolin

**General Manager of
Financial Dept.**

Xu Zhengang

**President of Coal Chemical Research Institute
Manager of Coal Chemical Technology
Management Dept.**



中國中煤能源股份有限公司
CHINA COAL ENERGY COMPANY LIMITED

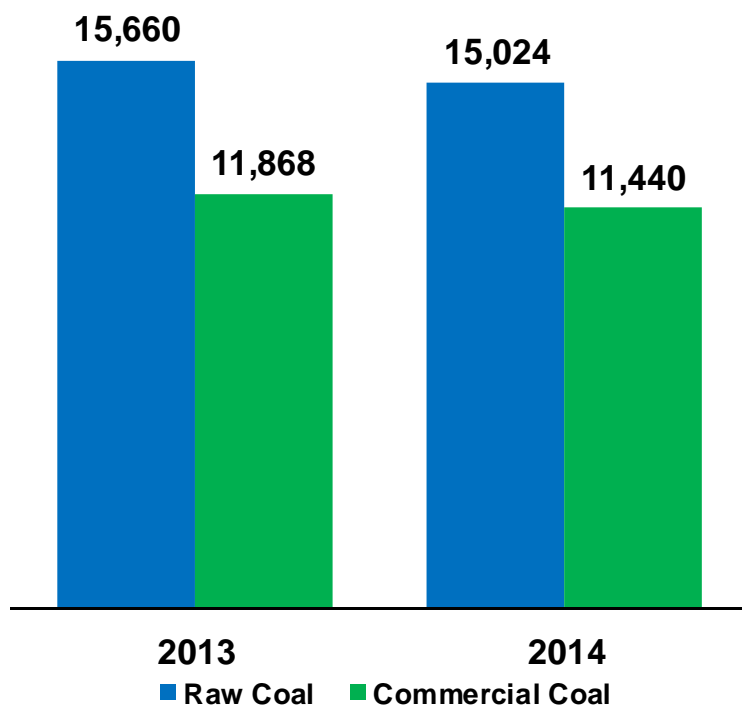
Overview of 2014 Annual Achievements



Slight Decrease of Coal Production and Sales(i)

Coal Production

(10 thousand tonnes)



Breakdown by Company

Commercial Coal (10 thousand tonnes)	2014	2013	Change %
Pingshuo Company	8,459	9,134	-7.4
Shanghai Energy	808	783	3.2
China Coal Huajin	697	555	25.6
Dongpo Company	614	653	-6.0
Nanliang Company	261	204	27.9
Tang Shangou Company	133	137	-2.9
Shuozhong Company	535	522	2.5
Dazhong Company	317	318	-0.3
Shaanxi Company	256	154	66.2
Total	11,440	11,868	-3.6

Note:

1. Internal transactions of 6.40 mn tons were eliminated from the total commercial coal production volume for 2014, while 5.92mn tons were eliminated for 2013.
2. As Hecaogou Coal Mine of Shaanxi Company has not been consolidated into the Company, its commercial coal production volume was calculated based on management statistics.

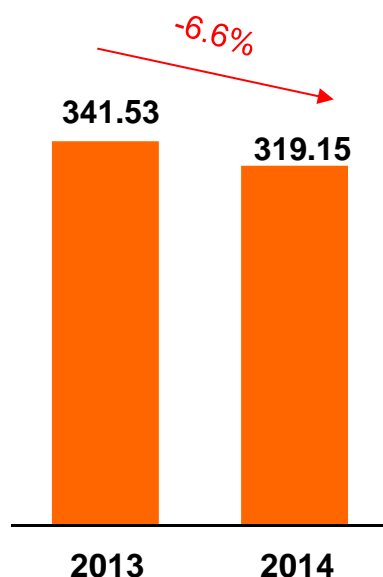
Slight Decrease of Coal Production and Sales(ii)

		2014		2013		Change	
		Volume	Price	Volume	Price	Volume	Price
		(10,000 tons)	(RMB/ton)	(10,000 tons)	(RMB/ton)	(10,000 tons)	(RMB/ton)
1. Self – produced commercial coal	Total	10,609	367	11,531	422	-922	-55
	I. Thermal coal	9,991	356	11,073	406	-1,082	-50
	1、 Domestic sales	9,939	355	11,030	406	-1,091	-51
	(1) Long-term	8,247	368	6,911	425	1,336	-57
	(2) Spot trading	1,692	287	4,119	373	-2,427	-86
	2、 Exports(LT)	52	545	43	596	9	-51
	II. Coking Coal	618	545	458	811	160	-266
	(1) DS (Spot trading)	618	545	458	811	160	-266
	2. Proprietary	Total	4,634	405	4,119	473	515
(1) Domestic resale		4,416	399	3,995	471	421	-72
(2) Import trading		215	494	94	484	121	10
(3) Transshipment trade		-	-	27	523	-27	-
(4) Self-operated exports		3	1,967	3	2,177	-	-210
3.IE & Domestic	agency fees	446	4	451	7	-5	-3
Total		15,689	-	16,101	-	-412	-

Effective Cost Control in Coal Segment

COGS for self-produced Coal

(RMB/ton)



	2014 (RMB/Ton)	2013 (RMB/Ton)	Change (%)
Materials costs (excluding external purchases of raw coal for washing purpose)	47.93	55.15	-13.1
Cost of external purchases of raw coal for washing purpose	11.57	10.69	8.2
Staff costs	30.66	29.38	4.4
Depreciation and amortization	39.84	36.71	8.5
Repairs and maintenance	7.41	9.85	-24.8
Transportation costs and port expenses	103.97	107.11	-2.9
Sales taxes and surcharges	9.66	10.62	-9.0
Coal sustainable development fund (reserve)	13.29	18.57	-28.4
Outsourcing mining engineering fee	26.44	27.94	-5.4
Other costs	28.38	35.51	-20.1
Total	319.15	341.53	-6.6

Positive Adjustment of Industrial Restructuring

Production & sales volume of coal chemical products (10,000 tonnes)	2014	2013	Change (%)
Production volume of urea	105.6	16.2	551.9
Of which: Production volume for the trial production period	69.6	3.7	-
Sales volume of urea	85.8	15.8	443.0
Of which: Sales volume for the trial production period	46.6	3.6	-
Production volume of methanol	57.7	12.4	365.3
Of which: Production volume for the trial production period	27.6	-	-
Sales volume of methanol	58.6	17.9	227.4
Of which: Sales volume for the trial production period	22.3	-	-
Production volume of PE	9.7	-	-
Of which: Production volume for the trial production period	9.7	-	-
Sales volume of PE	8.9	-	-
Of which: Sales volume for the trial production period	8.9	-	-
Production volume of PP	7.7	-	-
Of which: Production volume for the trial production period	7.7	-	-
Sales volume of PP	6.8	-	-
Of which: Sales volume for the trial production period	6.8	-	-
Production volume of coke	194.4	190.6	2.0
Sales volume of coke	252.2	242.3	4.1
Of which: Sales volume of self-produced coke for the trial production period	200.4	192.6	4.0

Notes: The Company is concurrently responsible for the sales of all methanol products produced by Heilongjiang Coal Chemical Group, a subsidiary of China Coal Group.

Smooth Sales of Coal Chemical Products

	2014		2013		Increase/decrease in amount		Increase/decrease	
	Volume	Price	Volume	Price	Volume	Price	volume	price
	(10,000 tonnes)	(RMB/ tonne)	(10,000 tonnes)	(RMB/ tonne)	(10,000 tonnes)	(RMB/ tonne)	(%)	(%)
I. Methanol◆	36.3	1,959	17.9	2,035	18.4	-76	102.8	-3.7
II. Urea	39.2	1,566	12.2	1,506	27.0	60	221.3	4.0
III. Coke								
1. Self-produced	200.4	907	192.6	1,186	7.8	-279	4.0	-23.5
2. Proprietary trading	51.4	1,021	47.7	1,290	3.7	-269	7.8	-20.9
3. Export agency *	0.4	12	2.0	12	-1.6	-	-80.0	-

Note:

Sales volume refers to that being incorporated into the Consolidated Income Statement

◆: including sales of methanol produced by Heilongjiang Coal Chemical Group, a subsidiary of China Coal Group with 56,300 tonnes in 2014 and 48,400 tonnes in 2013.

* : Selling price is agency service fee.

Active Adjustment of CME Operations

Breakdown of Sales Revenue (by Product)

	Sales Revenue (RMB 100 mn)	Percentage of CME Segment(%)
conveyor equipment	12.0	19.5
support equipment	11.9	19.4
road headers	1.1	1.8
shearers	2.8	4.6
electric mining motors	3.8	6.2
Total	61.4	-

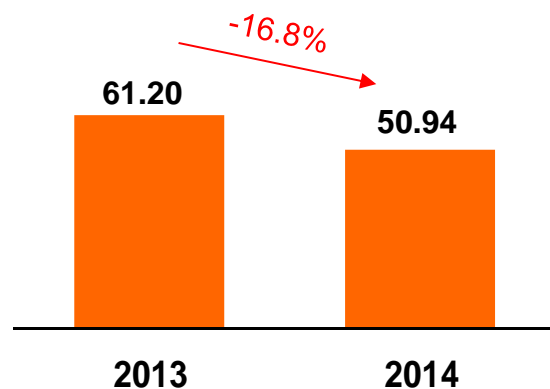
Production Value(by Product)

	Production Value (RMB 100 mn)	Chang (%)
conveyor equipment	23.1	-10.5
support equipment	16.5	-13.6
road headers	5.1	-25.0
shearers	5.6	-18.8
electric mining motors	5.3	-14.5
Total	55.6	-14.2

- Note: 1.The revenue of the products represented the sales revenue before elimination.
2.The total RMB 6.14 bn included revenues generated from accessories, services and trade.

Operating Costs of CME Operations

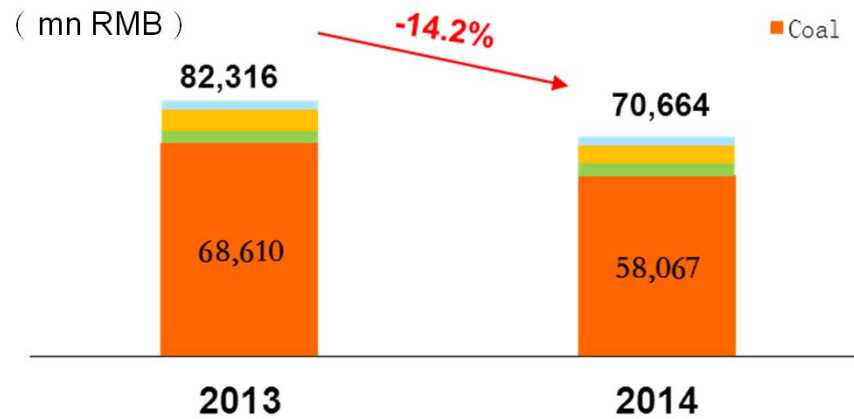
(100mn RMB)



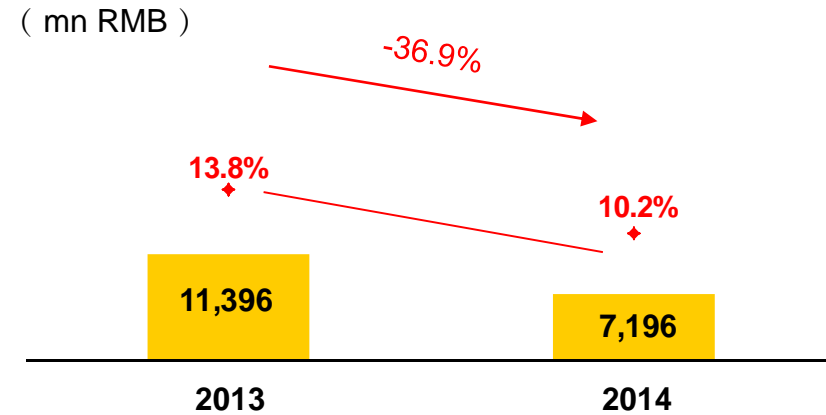
	2014	2013	Change (%)
Materials	35.42	45.37	-21.9
Staff	5.67	6.10	-7.0
D & A	1.71	1.04	64.4
Repair	0.78	0.62	25.8
Transportation	1.10	1.39	-20.9
Sales taxes and surcharges	0.19	0.35	-45.7
Others	6.18	6.33	-4.1
Total	50.94	61.20	-16.8

Major Operational Indicators

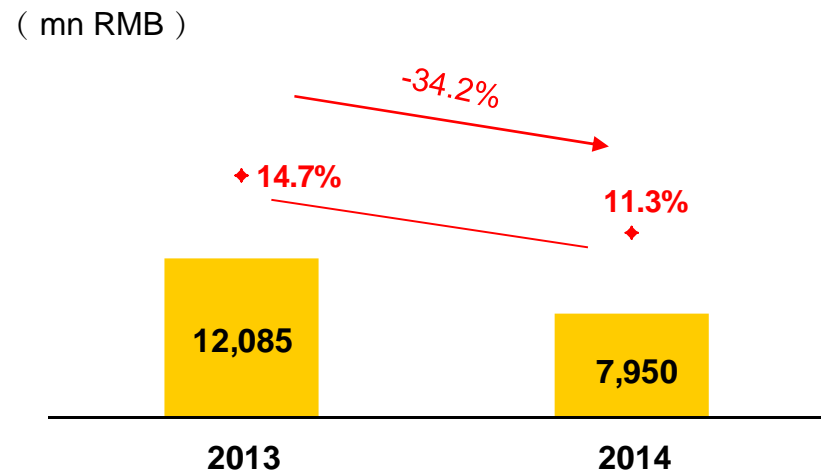
Revenue



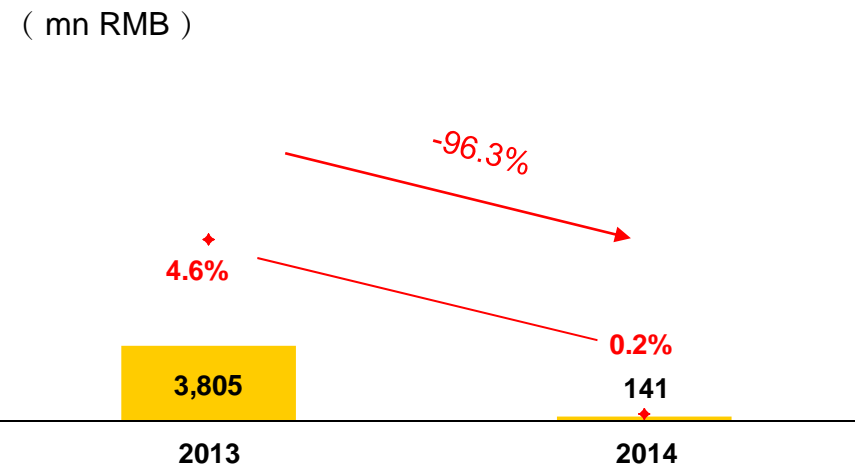
Gross Profit and Gross Margin



EBITDA and EBITDA Margin



Net Profit and Net Profit Margin



Financial Status

Debt to Asset Ratio

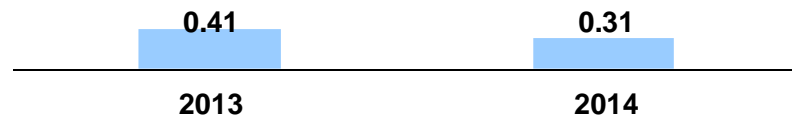


EBITDA/Interest



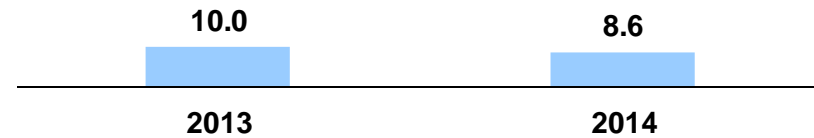
Total Asset Turnover

(times)



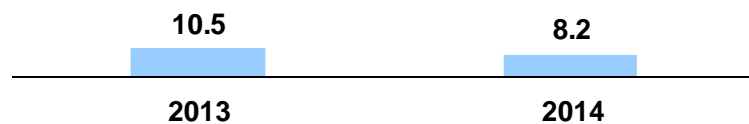
Account Receivable Turnover

(times)



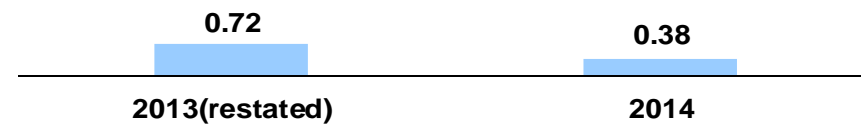
Inventory Turnover

(times)



Operating Cash Flow per Share

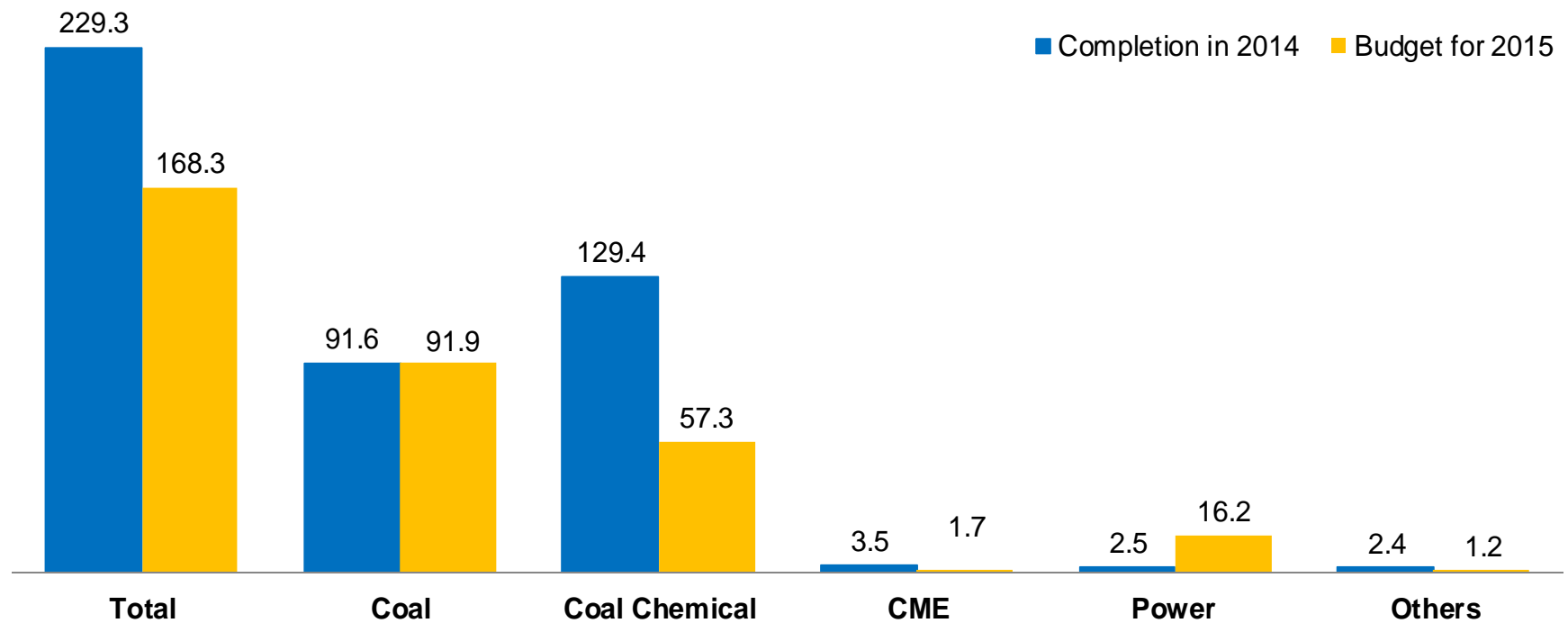
(RMB/share)



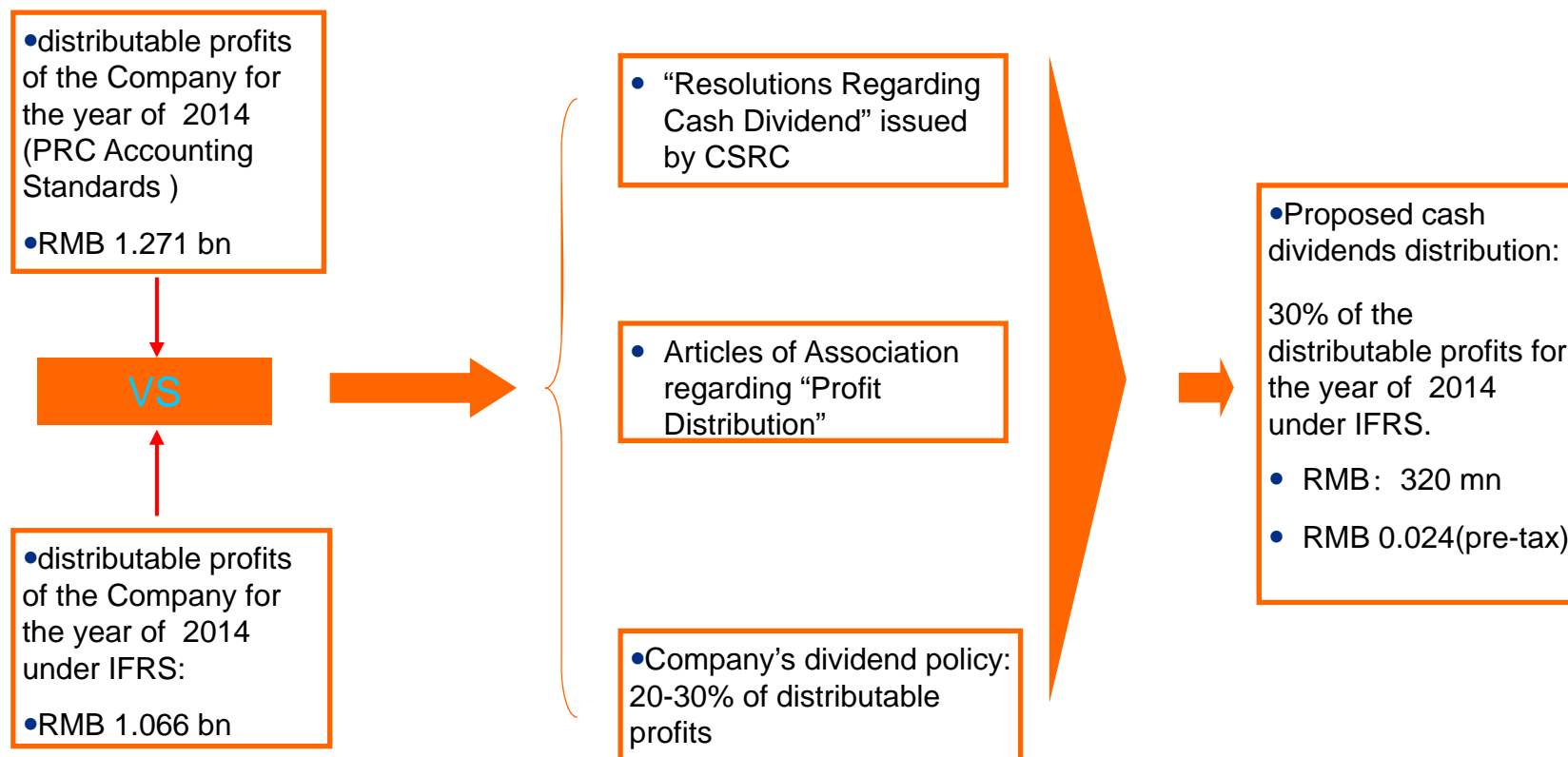
Capex Plan & Completion

Capex Plan & Completion

(100mn RMB)



Dividend Distribution Plan of 2014



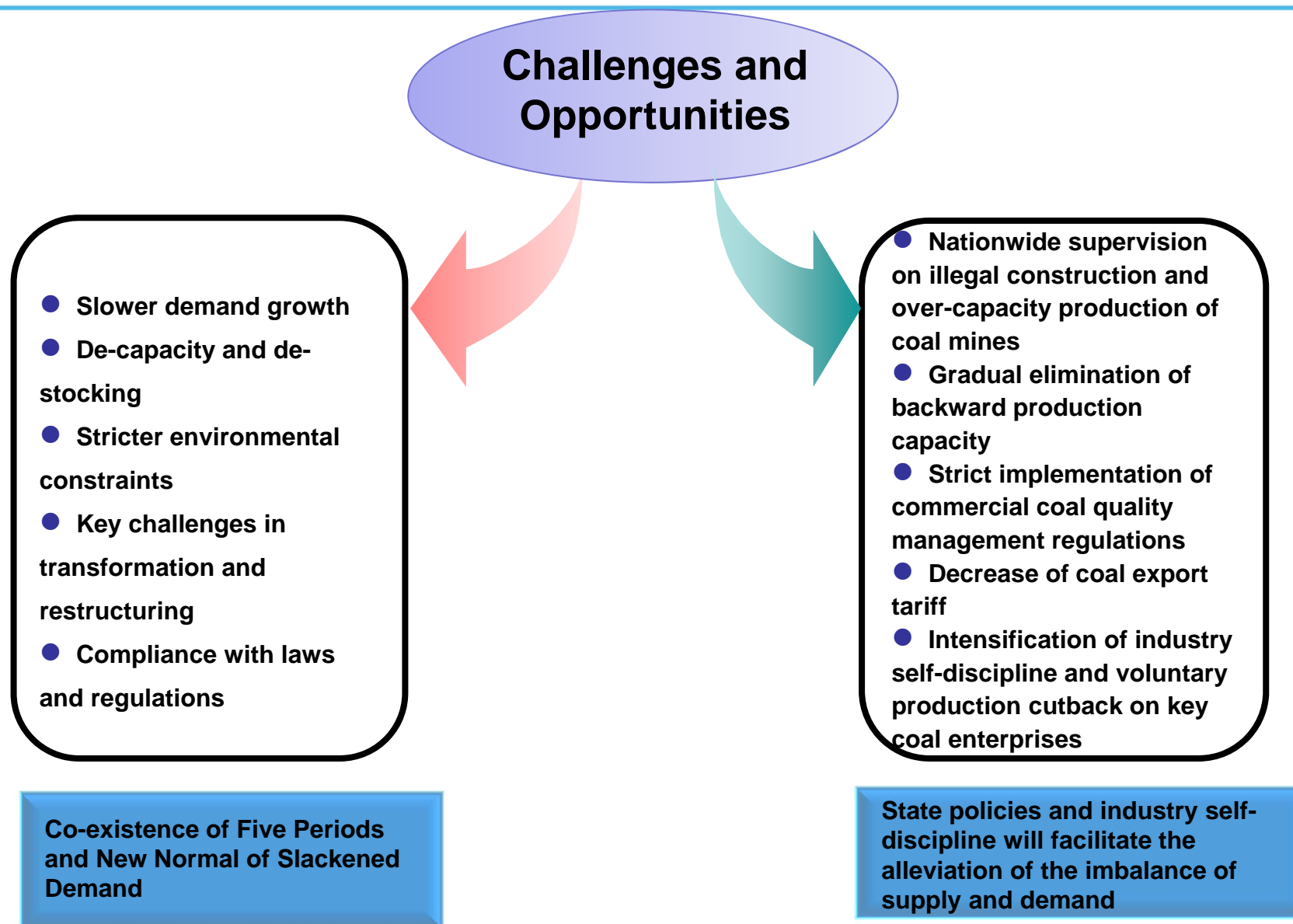


中國中煤能源股份有限公司
CHINA COAL ENERGY COMPANY LIMITED

Industry Outlook & Major Tasks in 2015

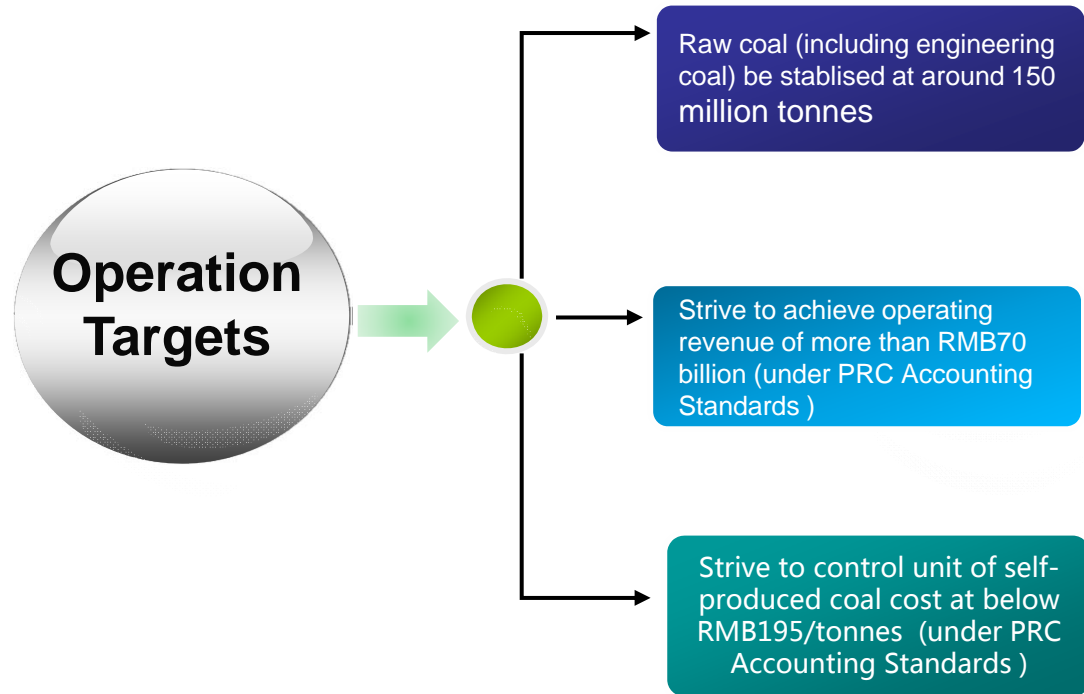


Outlook for Chinese Coal Industry



Major Tasks in 2015 and Operation Targets

- Organise coal production Scientifically
- Enhance production load of coal chemical projects
- Expand market share
- Stringent control on cost increase
- Proceed key projects systematically
- Enhance safety management level





中國中煤能源股份有限公司
CHINA COAL ENERGY COMPANY LIMITED

Q & A

