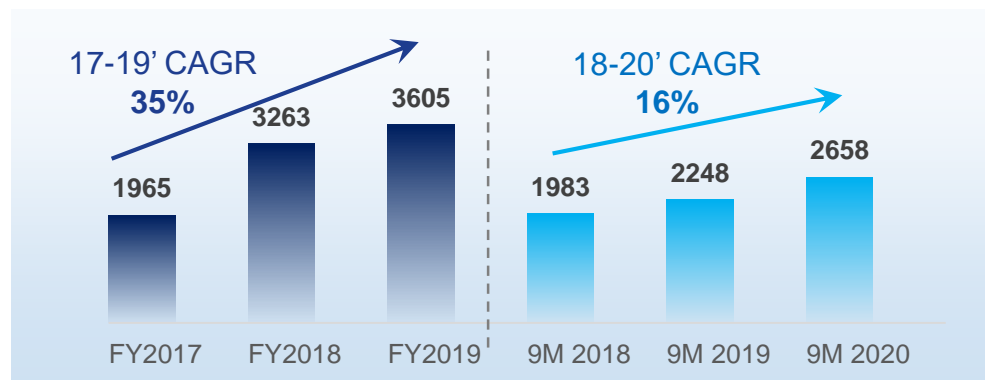


# Financial Performance of Sunpower Group

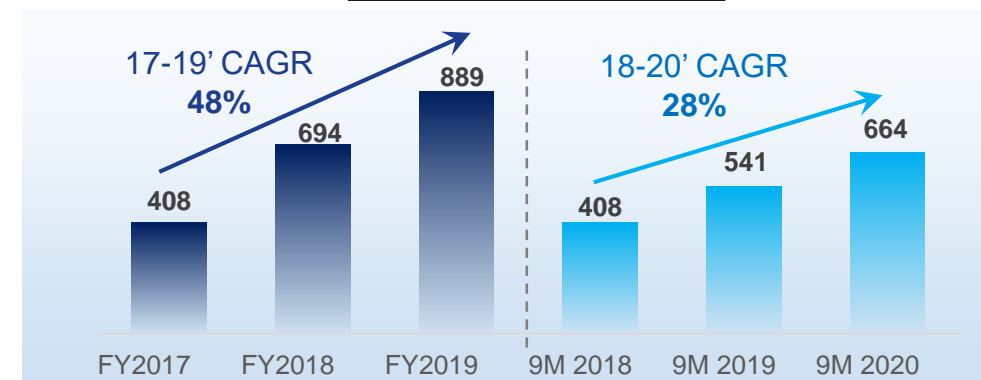
# Stepped Up The Pace Despite the Pandemic

- Revenue and underlying net profit in 9M2020 increased despite challenges faced
- Proven valuable company with reliable and adaptable business model and strong capabilities to execute and deliver

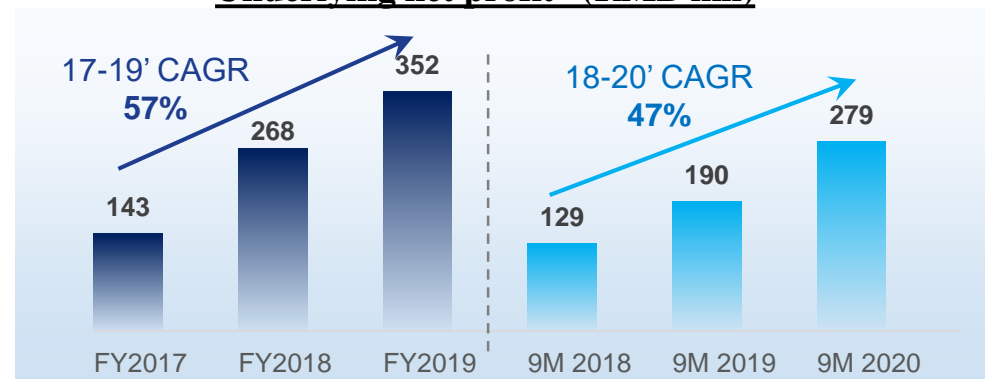
**Revenue (RMB mil)**



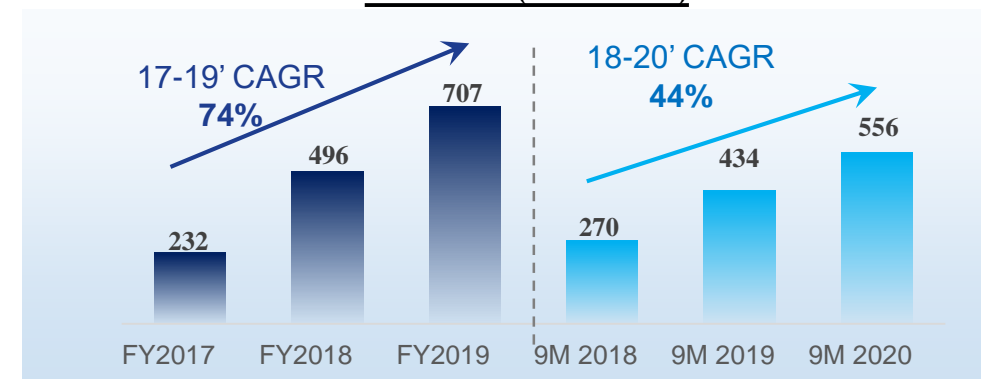
**Gross Profit (RMB mil)**



**Underlying net profit\* (RMB mil)**

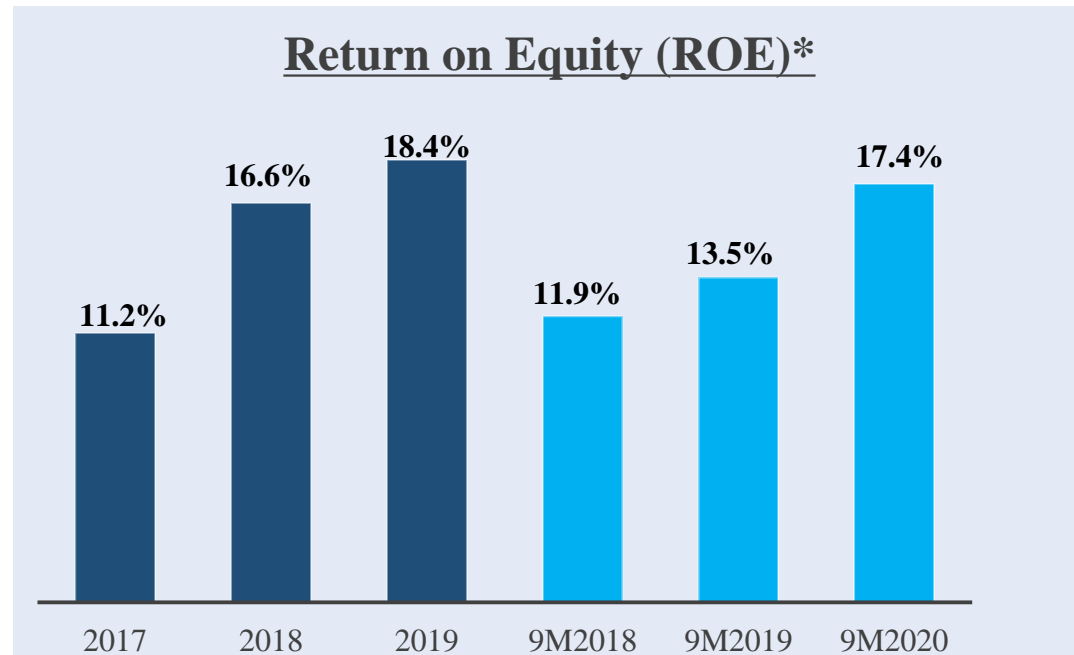


**EBITDA (RMB mil)**



\* Underlying net profit is the true operating performance of the Group, after adjusting net profit attributable to equity holders (including effects of Convertible Bonds and Warrants) for amortised interest expenses, fair value adjustments and foreign exchange gains or losses associated with the Convertible Bonds and Warrants.

# Group ROE Outperforms Further



- **Sustained ramp-up of GI operations:** On track to materialise the growth potential of the GI business.
- **Proven value creator and growth driver:** GI plants generate long-term, high-quality, recurring income and cashflows that benefit Return On Equity (ROE).

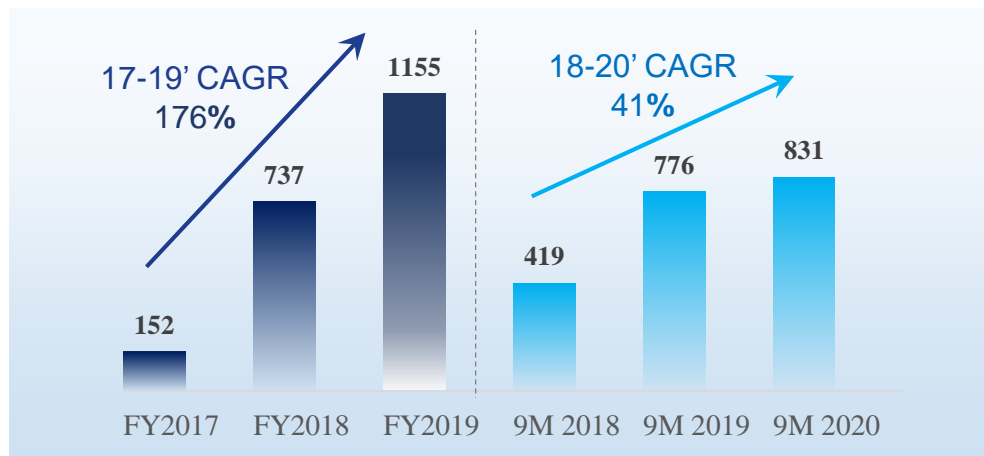
\* Annualised average basis



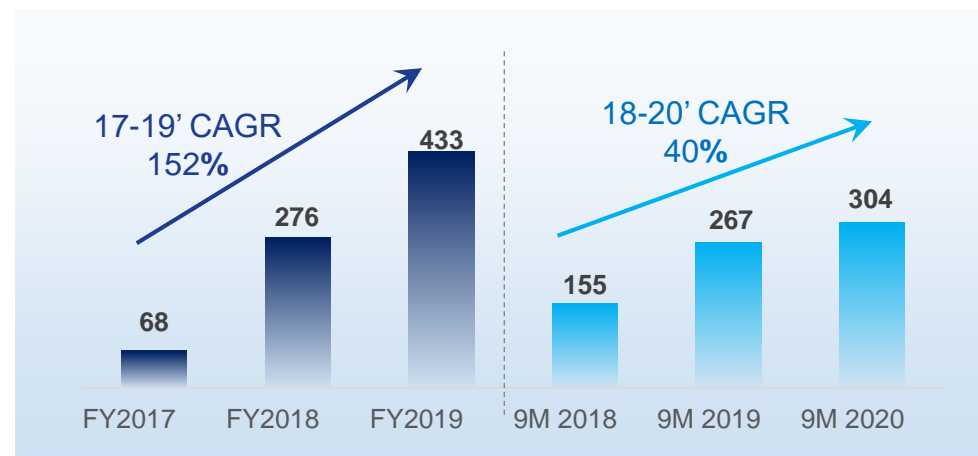
# **Financial Performance of GI Business**

# GI Performance Remains Resilient

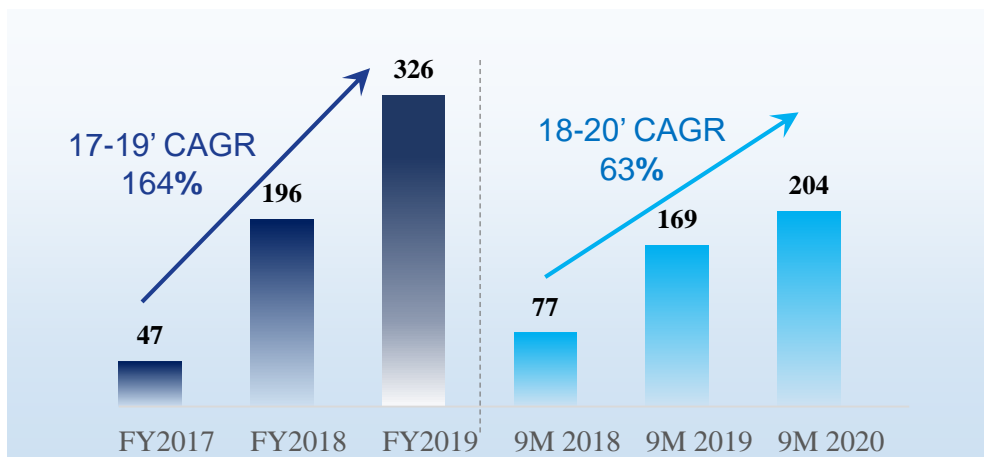
## Revenue (RMB mil)



## EBITDA (RMB mil)



## GI Segment Result (RMB mil)



- GI profitability improved in 9M 2020 despite challenges faced. GI plants resumed normal operations in 2Q 2020 and operated normally in 3Q 2020.
- Sunpower's reliable business model and strong execution capabilities have been proven by the robust financial performance of the GI business.
- GI projects are **still ramping up**, and the long-term **Net Present Value** ("NPV") of future cashflows generated by the Group's GI is expected to be substantially **higher** than the latest reported period.\*
- The recurring organic cashflow of GI plants will be a funding source for future GI expansion in the long term.

\* Based on the company's long-term discounted cashflow forecasts

# About Sunpower

Sunpower Group Ltd. (SGX stock code: 5GD.SI) is an environmental protection specialist that provides energy saving and environmental protection solutions using proprietary clean energy technologies. It was founded in 1997 and listed on the Singapore Stock Exchange in 2005. It has two main businesses - Green Investments (GI) and Manufacturing & Services (M&S).

The GI segment is Sunpower's primary value creator and growth driver that generates long-term, high-quality, recurring income and cash flows. GI is well positioned to capture the enormous potential of China's anti-smog services sector by investing in, developing and operating environmentally-friendly centralised plants that supply steam to industrial parks and provide heating to residential households on long-term (typically 30 years) exclusive supply concessions, as well as sell electricity to the State Grid. Sunpower is on track to build a valuable and sizeable portfolio of GI projects that generates attractive double-digit Internal Rates of Return (IRR) and a high Net Present Value (NPV) of future cashflows.

The M&S segment provides a variety of high-end customised environmental protection products and solutions to a diverse customer base of over 1,500 companies in 30 countries. 70% of the customer base are repeat customers. Its reputable customer base includes Wanhua Chemical, Hengli Petrochemical, China National Offshore Oil Corporation (CNOOC), China National Petroleum Corporation (CNPC), China Petrochemical Corporation (SINOPEC), ExxonMobil, BASF, BP and Shell, among many others.