



FY08 Result Briefing 2 March 2009

Disclaimer

Any statements regarding the potential future performance of the Group are based upon a range of assumptions which Sunpower's management, from their experience, believe are reasonable. However, these statements are estimates only and no assumption can be guaranteed. Any differences between actual conditions and the assumptions may result in a material variance between the actual future performance of the Group and that estimated in this presentation.



Presentation Outline

- Corporate Overview
- FY08 Results Highlights
- Growth Strategies & Plans
- Investment Merits
- Questions and Answers



Corporate Overview



Corporate Overview

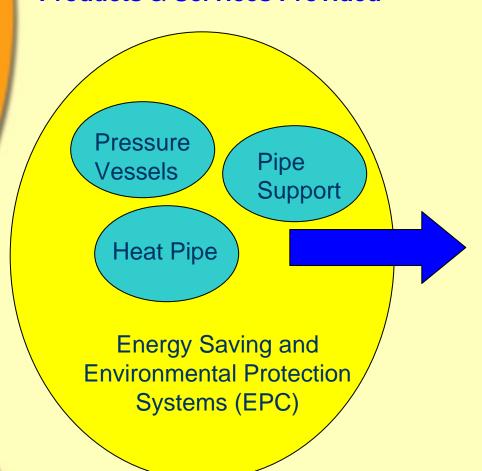
- Established in 1997, listed on SGX in 2005
- A leading supplier for energy saving and energy efficiency related equipment/system to industrials such as oil & gas, chemical, coal liquefaction, solar energy.
- Specialized in pressure vessels, heat pipes, pipe supports and energy saving & environmental protection systems to tier one customers including SINOPEC, CNPC, Shenhua, BASF, BP, CTCI, PTT
- Good reputation in market, "China's Top Brand" award by AQSIQ
- Strong intellectual properties with 46 patents on hand
- One of the very few China players to delivery key process equipment and energy recovery system international market





Business Model

Products & Services Provided



MNCs Customers

BP GE

CTCI CNPC

Shenhua SINOPEC

BASF CNOCC

Flour DOW

Hyundai Udle

Stone & Webster USA Alcoa

Potential Customers

Chiyoda Saudi Aramco

Bechtel Siemens

Patents 46 (8 added)

Heat Pipes/Heat Pipe Exchangers



22+1

10+2

3+1

Pressure Vessels



Pipe Supports



6+1

Energy Saving and Environmental Protection Systems





Growth Drivers

- Increasing demand for energy saving & energy recovering systems from domestic and oversea market
- China government encourages and supports localization of key process equipment



FY08 Results Highlights



FY08 Result Highlights

- Revenue grew 36.9% to RMB766.7 m because of the strong growth in pressure vessels, heat pipes and pipes supports segment.
- Pre-tax profit increased 19.2 % to RMB47.8 m
- ❖ PATMI increased 22.8 % to RMB40.1 m
- Gross profit margin increased from 19.3% to 22.6% mainly due to more high value contracts delivered



FY08 Result Highlights

- Administrative expenses increased by RMB 48.2 million mainly due to an increase in allowance for bad debts and expenses for manpower.
- ❖ Finance costs increased by RMB 6.5 million with more bank borrowings to finance its business expansion.



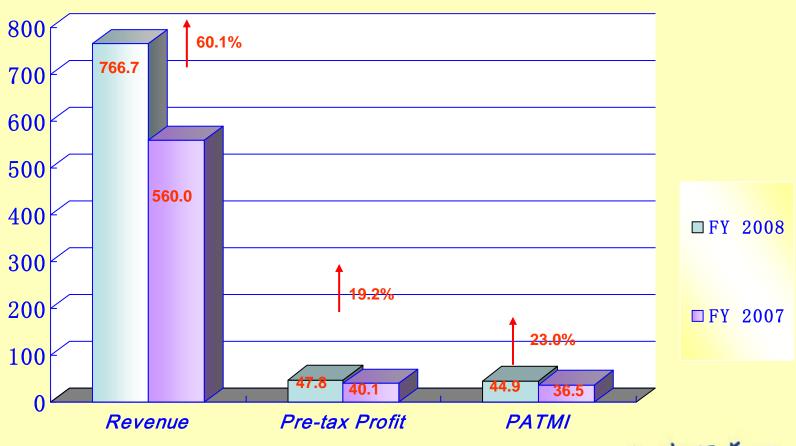
Profit & Loss Highlights

RMB million	FY2008	FY2007	% Change
Revenue	766.7	560.1	36.9
Gross Profit	173.6	108.5	60.0
Pre-tax Profit	47.8	40.1	19.2
PATMI	44.9	36.5	23.0
Gross Margin	22. 6%	19. 3%	17.1
PAT Margin	5.9 %	6.5 %	-9.2
EPS (RMB cts)	12.2	9.9	23.2



Profit & Loss Highlights

RMB m





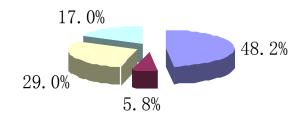
Revenue Highlights

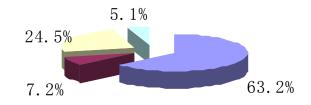
- Pressure Vessels segment increased by 79.9% from RMB269.7m to RMB 485.2m, top contributor to 63.3% of the Group's revenue for FY2008
- Heat Pipes and Heat Pipe Exchangers segment increased by 15.3% from RMB 162.9m to RMB 187.8 m
- Pipe Supports achieved a growth of 69.7% from RMB
 32.4m to RMB 54.9 m



Revenue Composition

- **■** Pressure Vessel
- **■** Pipe support
- Heat Pipe & Heat Pipe Exchanger
- Energy Saving & Environmental Protection System





FY2007 FY2008



Balance Sheet Summary

RMB million	FY2008	FY2007	% Change
Trade Receivables	312,2	276.7	12.8
Inventories	209,5	151.1	38.6
Total Current Assets	724,3	591.3	22.5
Non Current Assets	115,6	114.4	1.0
Current Liabilities	574,5	471.6	21.8
Equity	245,1	201.2	21.8
Total Liabilities & Equity	839,9	705.8	19.0



Financial Review

- Trade receivables increased by RMB35.5 m with enlarged sales.
- Inventories increased by RMB58.4 m mainly from more raw materials and working-in-progress products
- Current liabilities increased RMB103.0 m in FY08 for higher trade payable and other payable.



Cash Flow Highlights

RMB million	FY2008	FY2007	% Change
From Operating Activities	3.1	14.2	-78.1
From Investing Activities	-7.9	-40.0	80.3
From Financing Activities	-10.0	46.7	-78.6
Net Cash Flow (outflow)	-14.8	20.9	-170.8



Growth Strategies & Plans



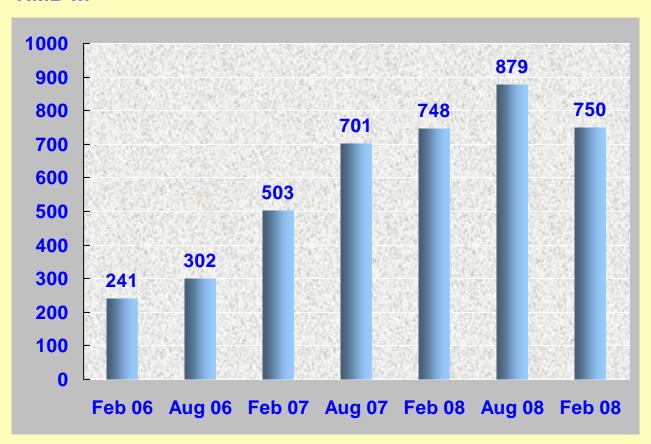
Growth Strategies & Plans

- ❖ Backed by our leading advantage for high efficiency heat transfer technological expertise, keep on researching and developing new products and services for energy saving related, more focus on waste energy recovery business
- Based on our brand name and track records in market ,further benefit from PRC's policy to localize key equipments
- Further expand more business to new industries such as renewable energy and international markets
- Seek suitable acquisition opportunities



Orderbook Update

RMB m





Investment Merits



Investment Merits

- A leading player with high reputation in equipment/systems for energy related industries
- Increasing demands for energy saving and energy efficiency service as a result of world's energy efficiency wave
- More high end customers emerging, such as BP, BASF, Samsung, DOW, Hyundai, Bechtel etc



Questions & Answers

Thank you!

