



东方电气股份有限公司

DONGFANG ELECTRIC CORPORATION LIMITED

2013 Third Quarterly Results

31 October 2013



Forward-looking Statement Disclaimer



This presentation and subsequent discussion may contain forward-looking statements that involve risks and uncertainties. These statements typically use "believe," "expects," "expect," "estimate," "plans," "anticipates," "target," "may," "will," forward-looking terminology to express or may be described as possible or expected results of operations will occur in the future. You should not place undue reliance on these apply only to the date of the forward-looking statements in this report. These forward-looking statements based on our own information from the sources which we believe is reliable. Such statements related to future events or our future financial, business or other ~~applied~~ 0 Tc 0 Tw 2.451 0 Td ()Tj -0.002 8(at)10(e

1 The Overall State of Operation

2 Development on Core Business

3 Proposed Issue of A Share Convertible Bonds

4 2013 Overall Prospects

1

The Overall State of Operation

1.1 Operating Performance in the First Three Quarters of 2013



The 2013 First Three Quarters Results Maintained Stable

High-efficient and clean energy generating equipment



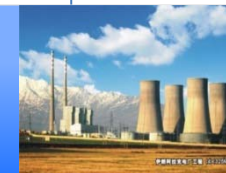
New Energy Equipment



Hydro power and environmental protection Equipment



Engineering projects and services



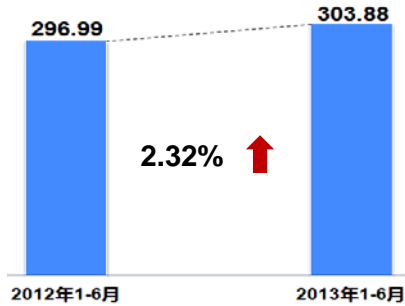
Principle Operating Indexes	2012(Jan. to Sep.)	2013 (Jan. to Sep.)
operating revenue	RMB 29. 699billion	RMB 30.388billion
Year-on-year increase/decrease of operating revenue	-1.3%	2.32%
Net profit attributable to shareholders of the company	RMB 1.825 billion	RMB 1.888 billion
Year-on-year increase/decrease of net profit	-19.89%	3.48%
Consolidated gross profit margin	19.39%	19.19%
Electric power equipment production volume	24604 MW	24128.5 MW
Earnings per share	RMB 0.91	RMB 0.94
Cash and cash equivalents	RMB 7.534 billion (by the end of Sep.)	RMB 9.93 billion (by the end of Sep.)

1.2 Highlights



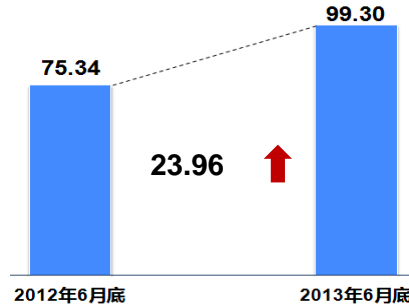
Steady Progress in Revenue

Unit: RMB 100 Million



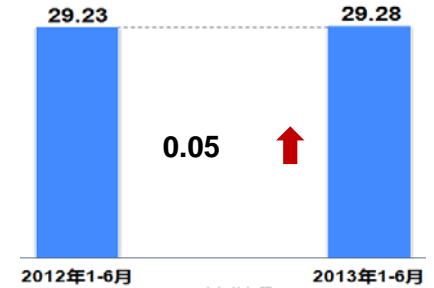
Year-on-year Up of Cash Flow

Unit: RMB 100 Million



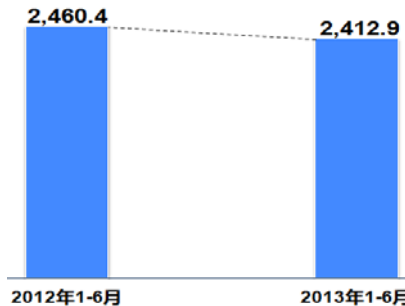
Costs Maintain Steady

Unit: RMB 100 Million



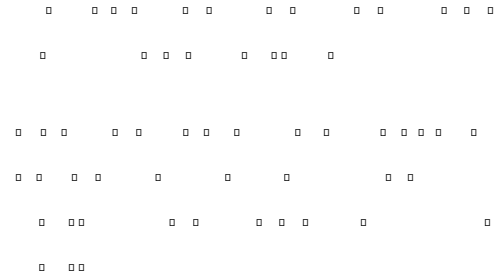
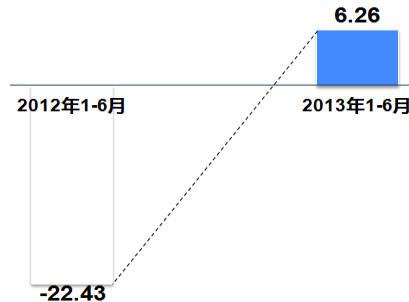
Production Output Remain High

Unit 10MW



Year-on-year Up of Net Cash Flow

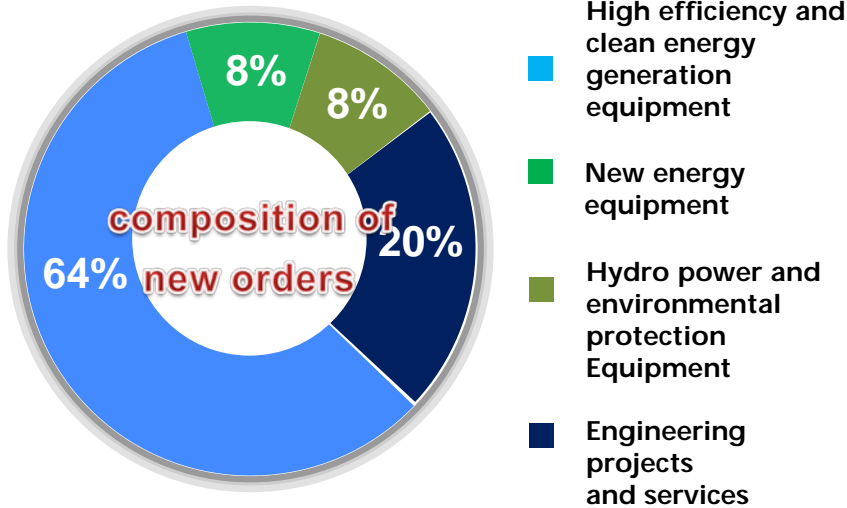
Unit: RMB 100 Million



1.3 Market Orders

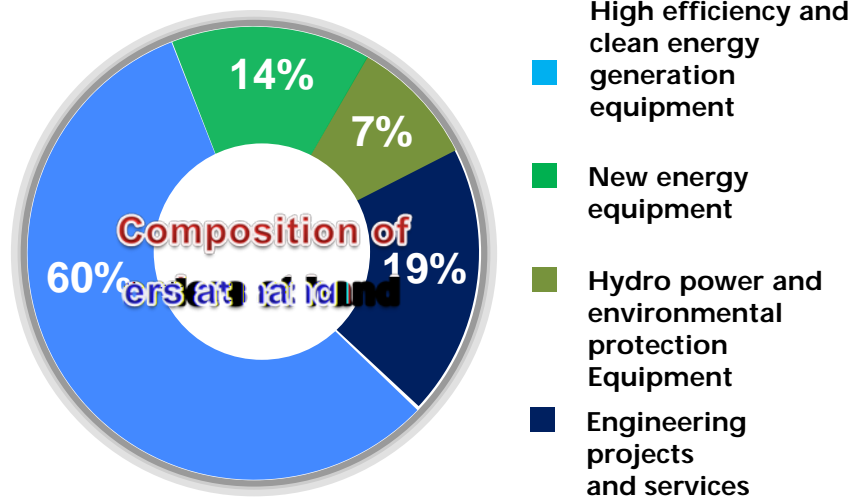


RMB 28.2 Billion New Orders in the first three quarters



- Export orders reached RMB 3.55 billion, taking up 12.6%.

Orders at hand by the end of 3Q reached RMB 140 Billion



- Export orders accounts for 18.6%.

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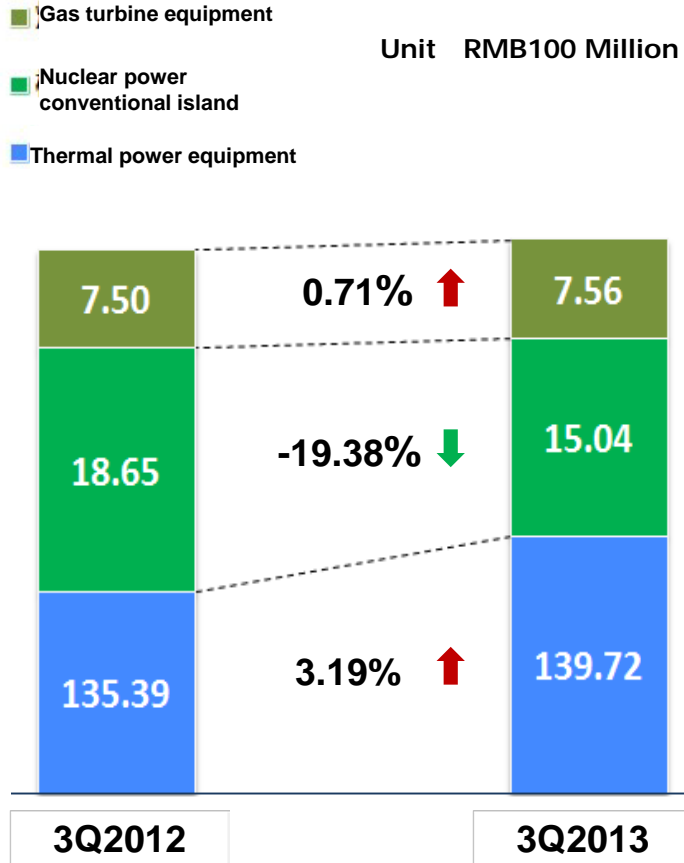
Development on Core Business



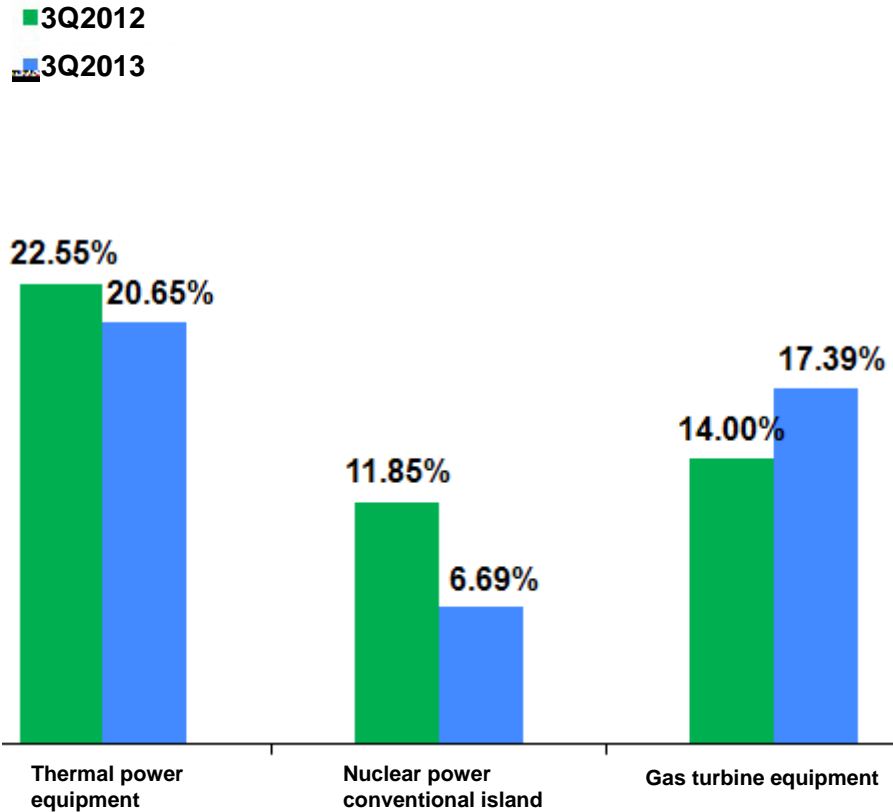
2.2 High-efficient and Clean Energy



Revenue, breakdown of high efficient and clean energy generating equipments



Gross profit margin of high efficient and clean energy generating equipments

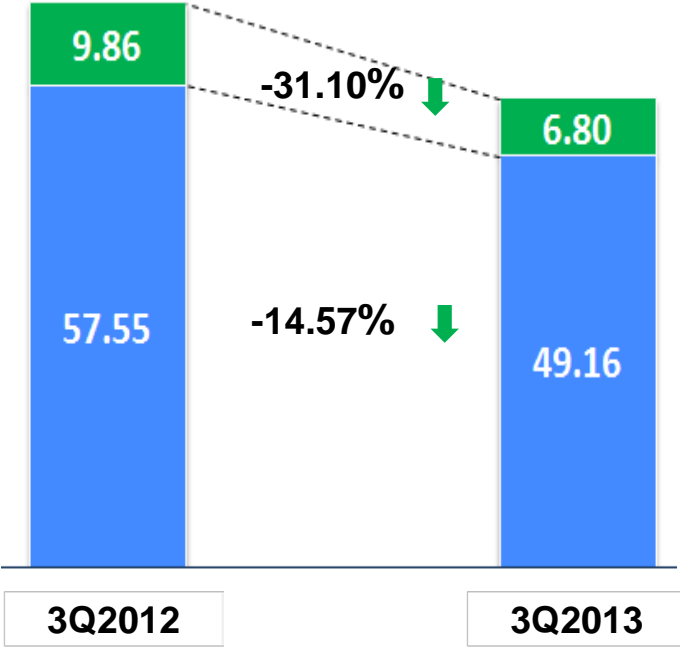


2.3 New Energy Equipments



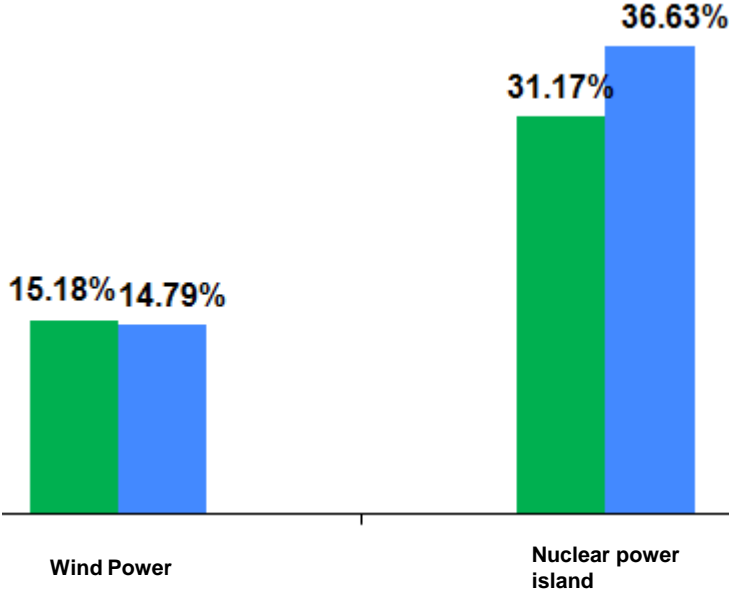
Revenue, breakdown of new energy equipments

■ Nuclear power island
■ Wind Power
 Unit RMB100 Million



Gross profit margin of new energy equipments

■ 3Q2012
■ 3Q2013

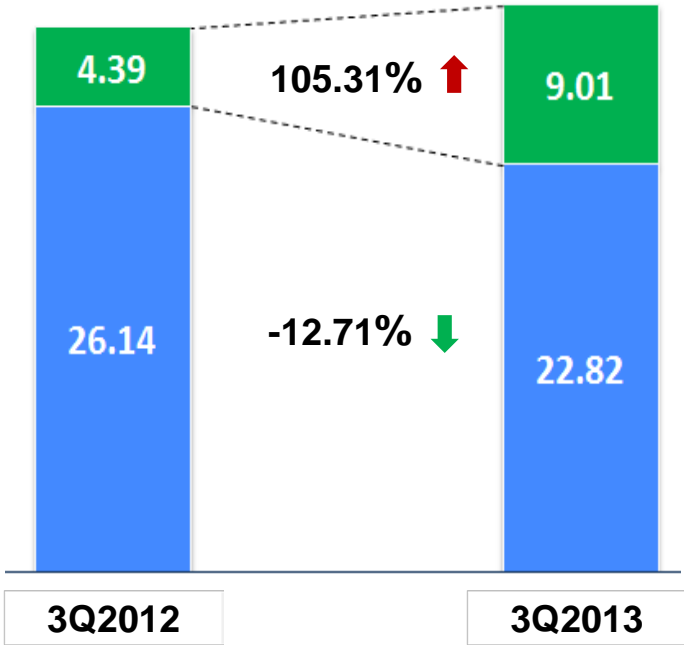


2.4 Hydro Power and Environmental Protection Equipments



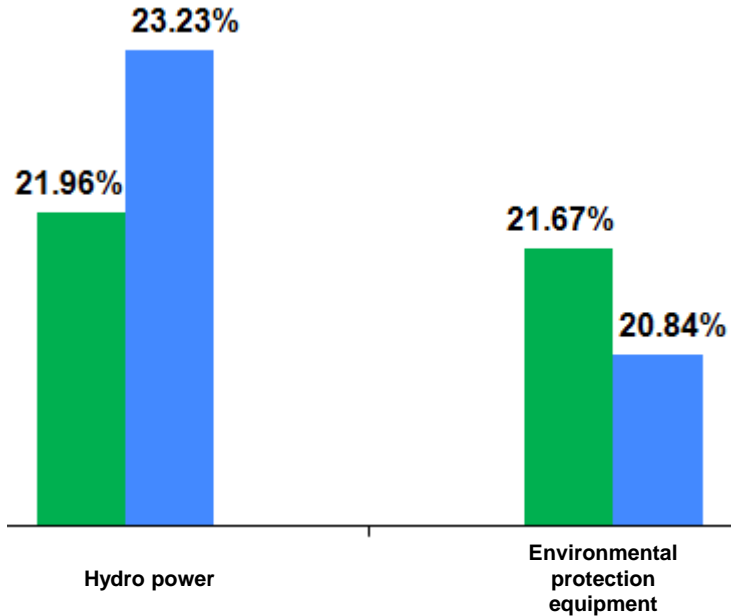
Revenue, breakdown of hydro power and environmental protection equipments

■ Environmental protection equipment
■ Hydro power
 Unit RMB100 Million



Gross profit margin of hydro power and environmental protection equipments

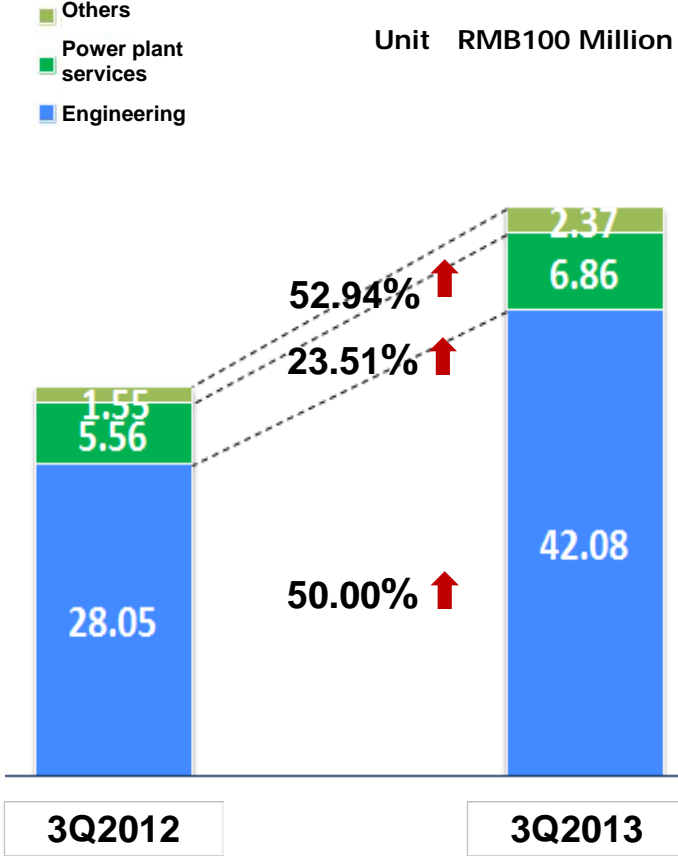
■ 3Q2012
■ 3Q2013



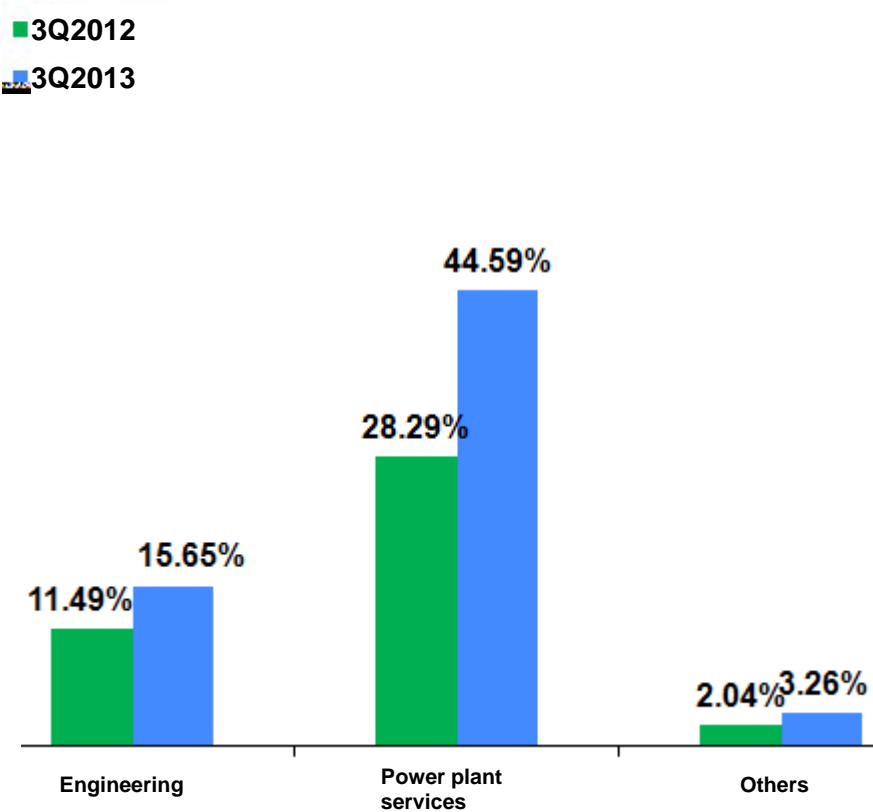
2.5 Engineering Projects And Services



Revenue, breakdown and gross profit margin of engineering projects and services



Gross profit margin of engineering projects and services



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Proposed Issue of A Share Convertible Bonds

3.1 Issuing Effect of Convertible Bond



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2013 Overall Prospects

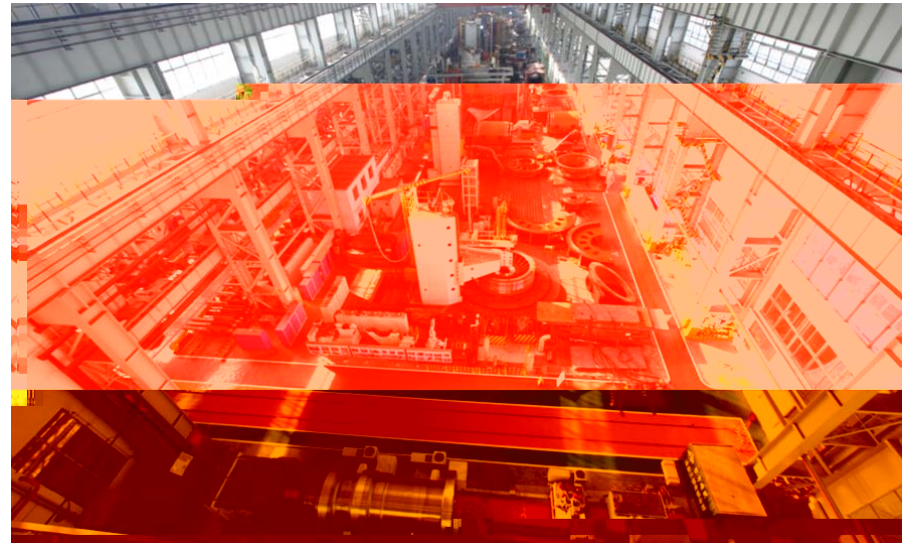
3.2 Prospects in the Latter Half of 2013



- To highlight efficiency; to emphasize transformation; to manage risks; to guarantee sustainable development;
- The Company is expected to finish power generating equipments with total capacity of 33,000MW in 2013.

Measures taken to achieve the annual target

- 1 Dedicated to expand markets home and abroad
- 2 Strive to make technological breakthrough and accelerate R&D of critical products
- 3 To reinforce quality control and uplift product quality
- 4 To enhance capital management by increasing revenue and cutting expenditure
- 5 To strengthen risk control and heighten project execution





东方电气

DONGFANG ELECTRIC

**Strive to build a world-class
energy equipment
manufacturing enterprise with
technology of international
competitive edge**