

WINSWAY®



2013

中期業績發佈會

INTERIM RESULTS ANNOUNCEMENT



1. Company Strategies

2. Financial Overview

- *2.1. Income Statement Highlights*
- *2.2. Financial Position Highlights*
- *2.3. Liquidity Highlights*

3. GCC Operations

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Company Strategies

Company Strategies

Focus on Cost & Liquidity



During the first half of 2013, the Company continued its strategy of cost-reduction and cash-preservation in order to manage through this difficult market:

- ✓ GCC mine-site cash production cost decreased from HK\$1,165 per tonne in 2012 to HK\$905 per tonne
- ✓ Inventory reduced from 3.69 million tonnes to 2.89 million tonnes
- ✓ The Company significantly lowered the cash conversion cycle from 80 days to 56 days during the first half of 2013
- ✓ The Company generated positive operating cash flow of HK\$689 million

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Financial Overview

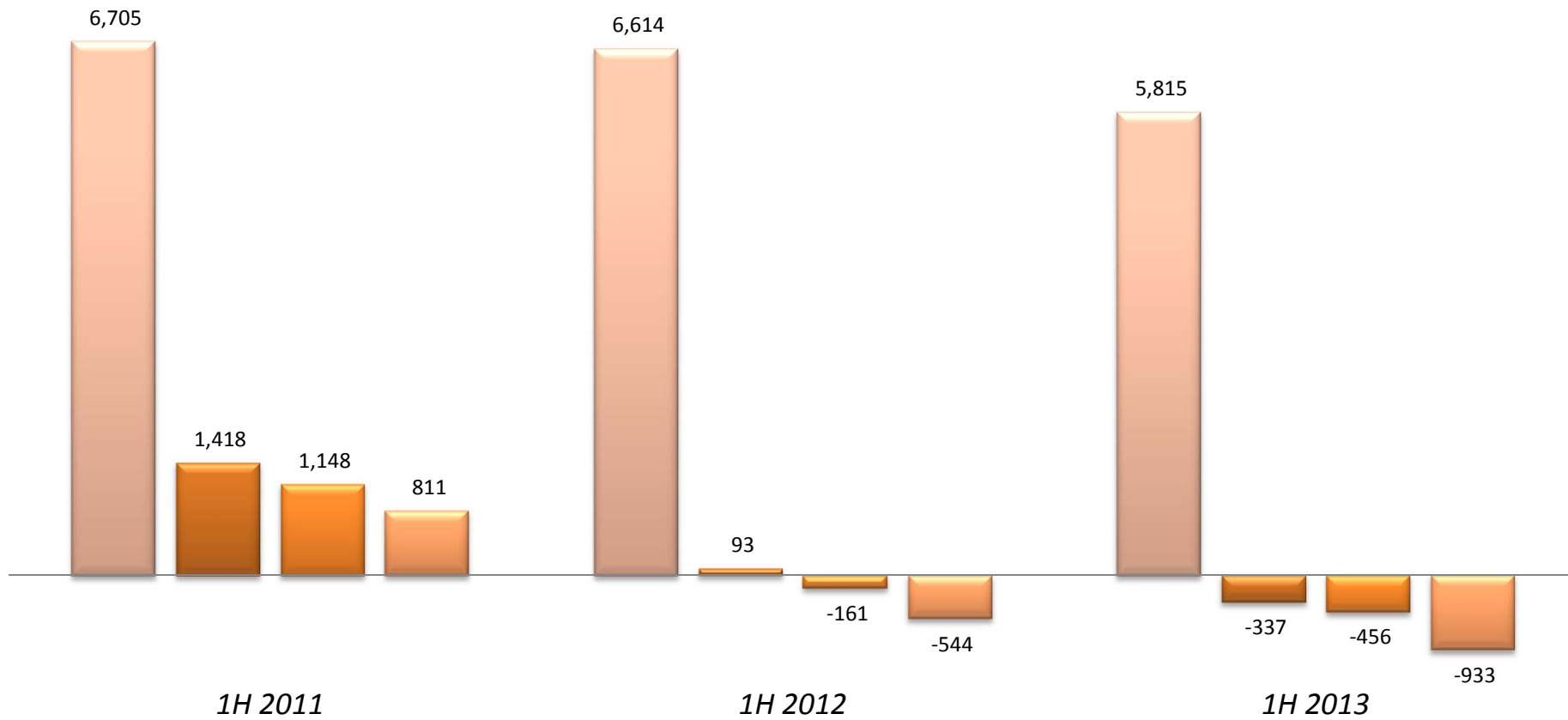
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Income Statement Highlights

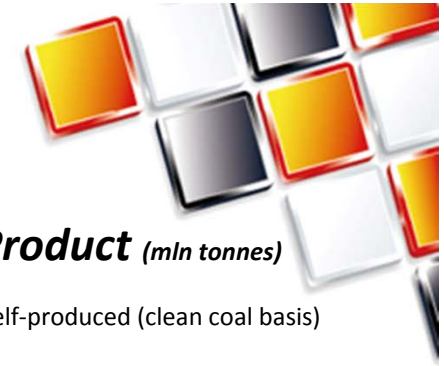


Key Elements of Income Statement (mln HKD)

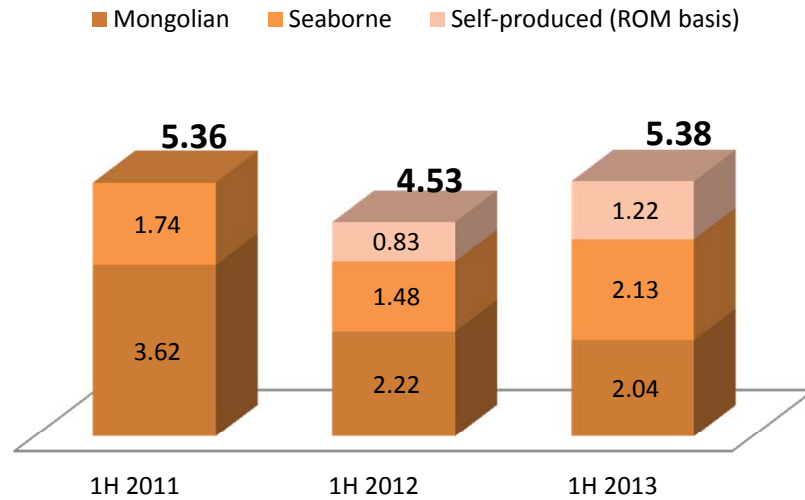
■ Total Revenue ■ Gross Profit ■ EBITDA ■ Net Profit/Loss



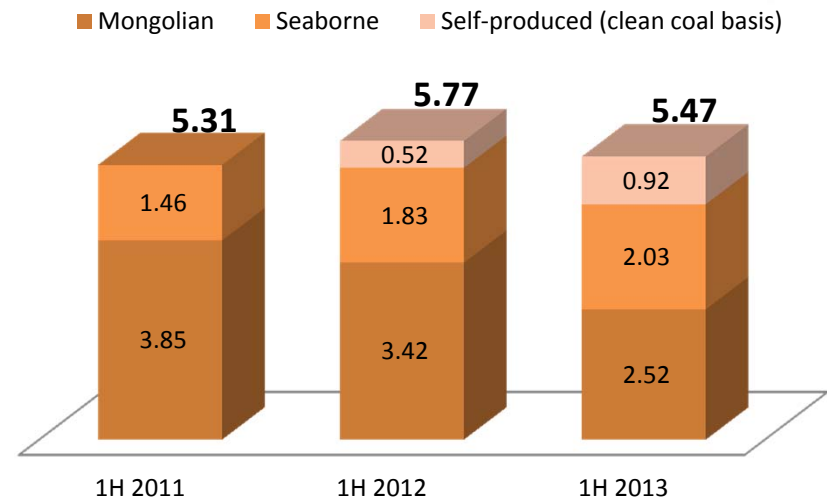
Income Statement Highlights



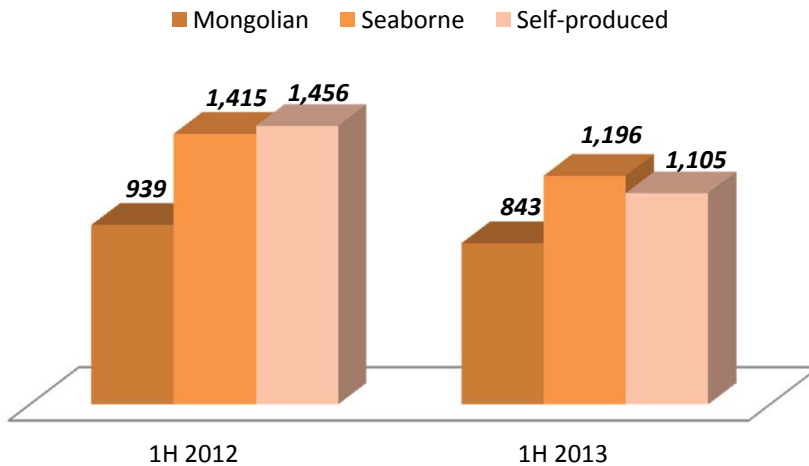
Procurement/Production Volume (mln tonnes)



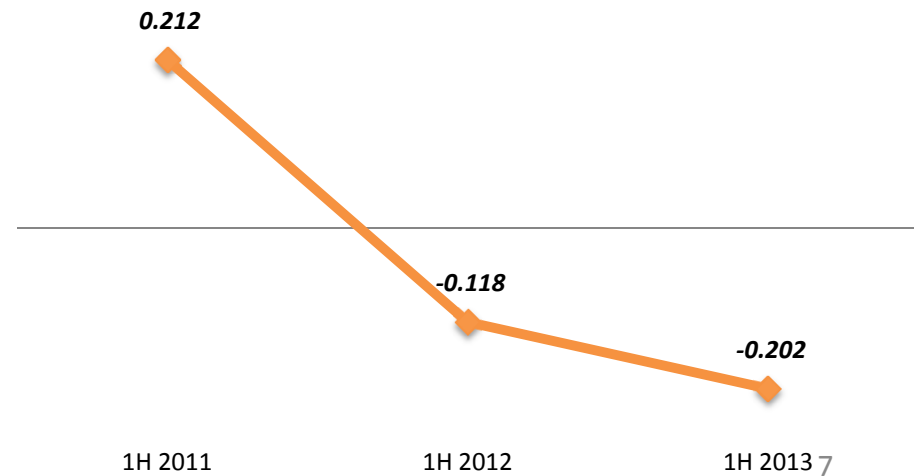
Sales Volume by Product (mln tonnes)



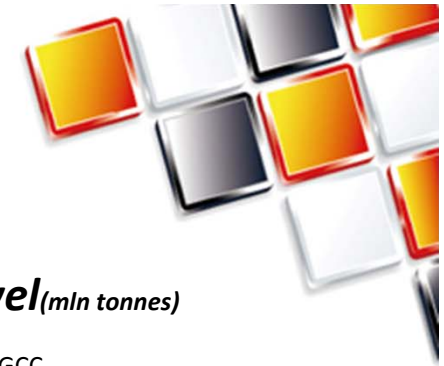
Average Selling Price (HKD)



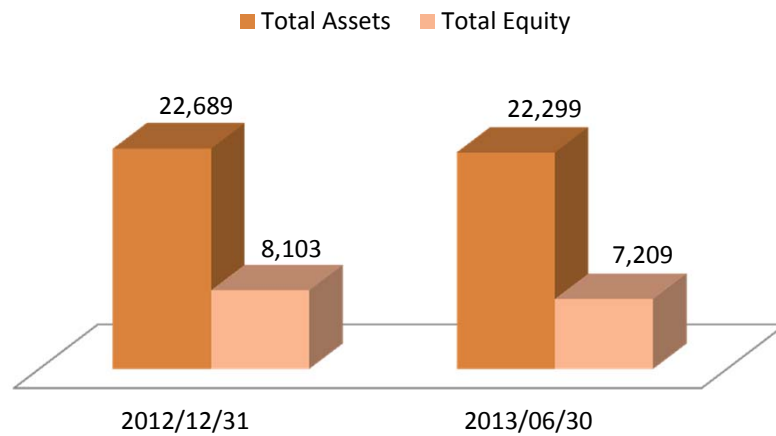
Profit/Loss per share (HKD)



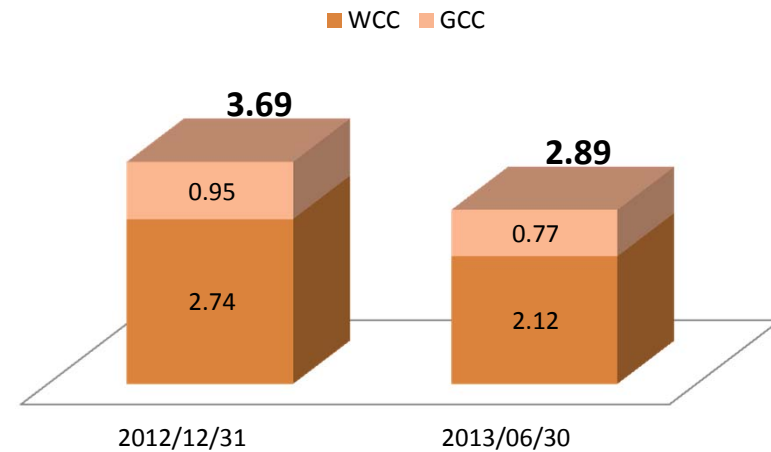
Financial Position Highlights



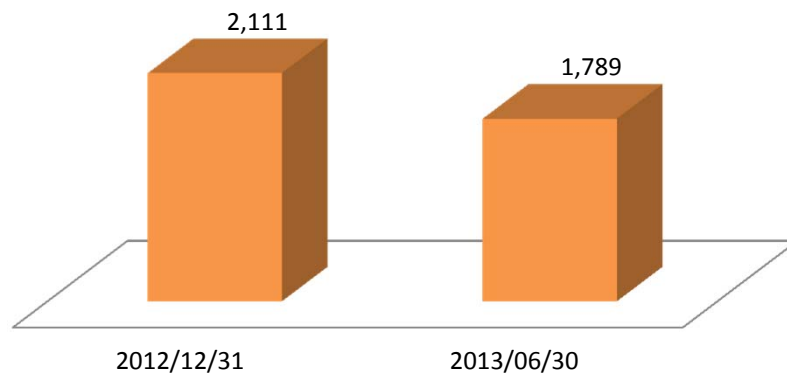
Total & Net Asset (mln HKD)



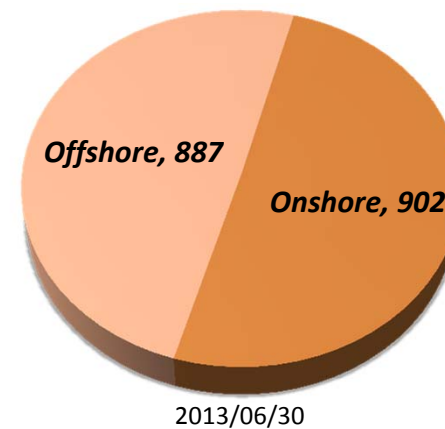
Inventory Level (mln tonnes)



Cash Balance (mln HKD)



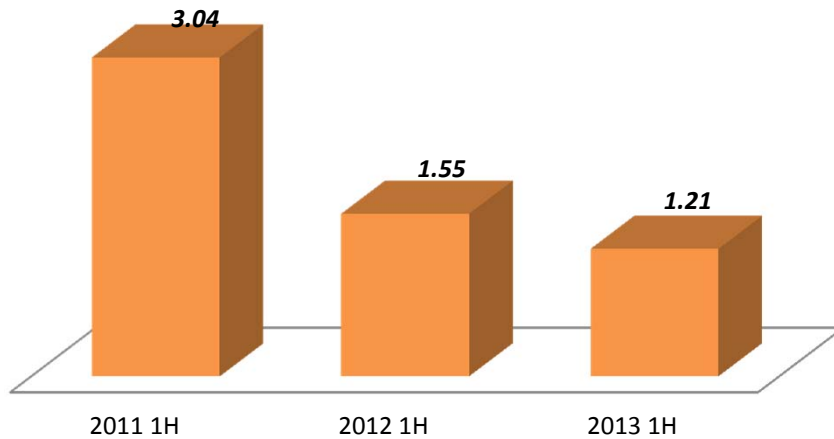
Cash Balance by region (mln HKD)



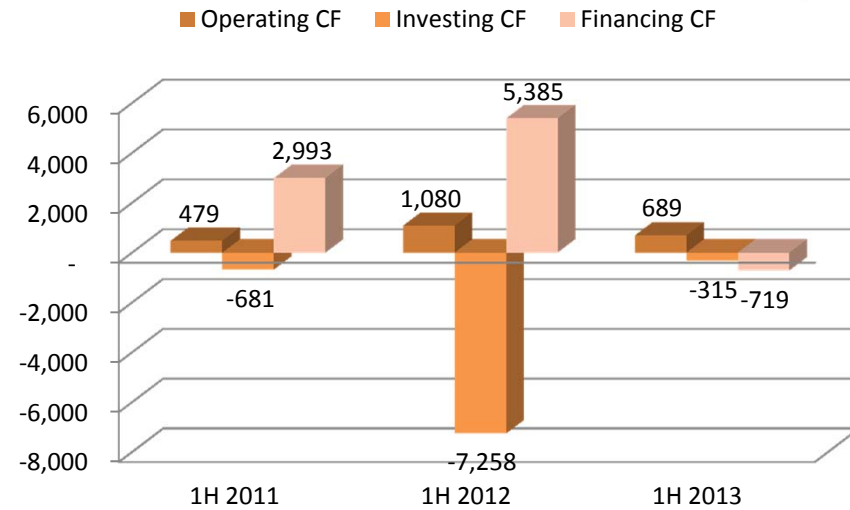
Liquidity Highlights



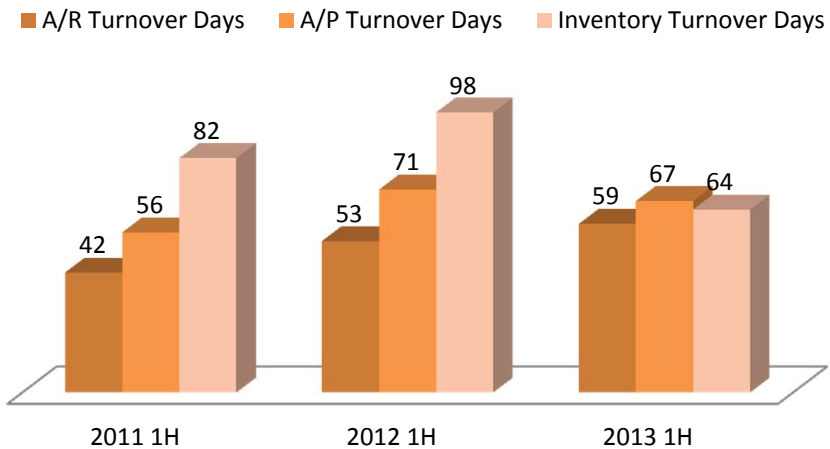
Current Ratio



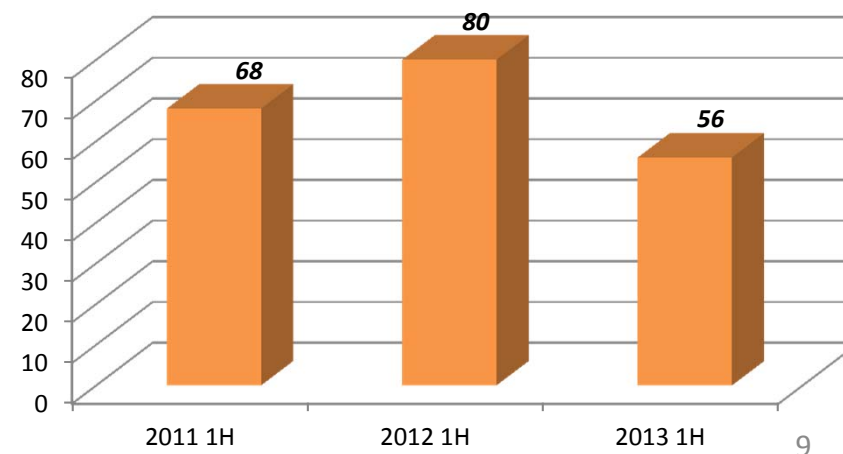
Cash Flow (mln HKD)



Turnover Days



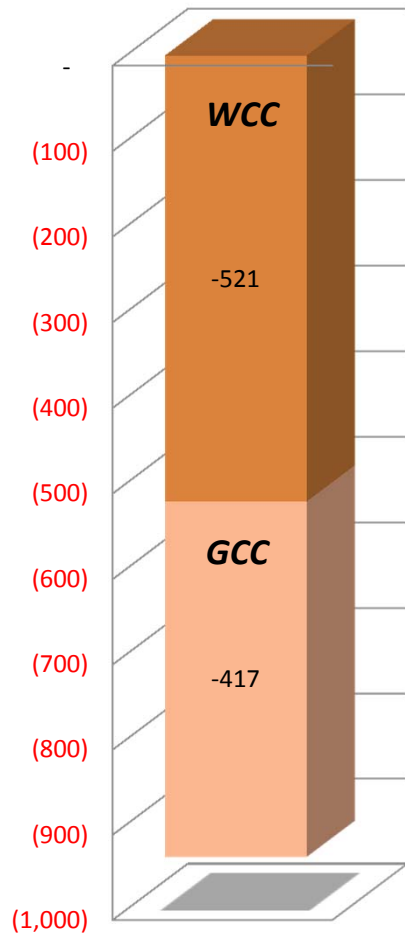
Cash Conversion Cycle (Days)



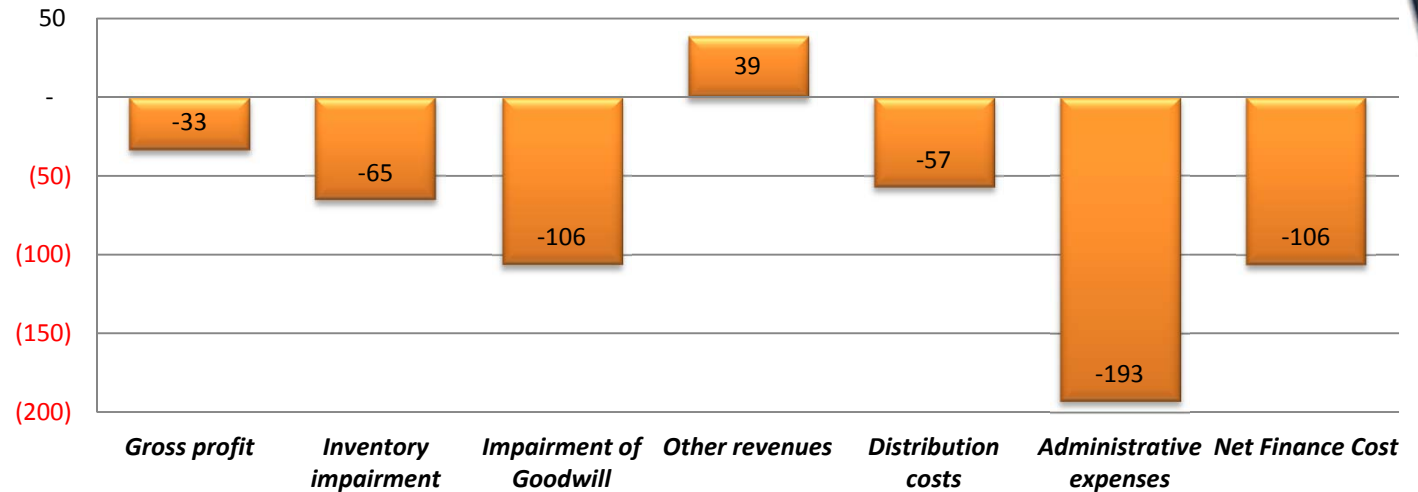
EBT (Earnings Before Tax) Break-Down



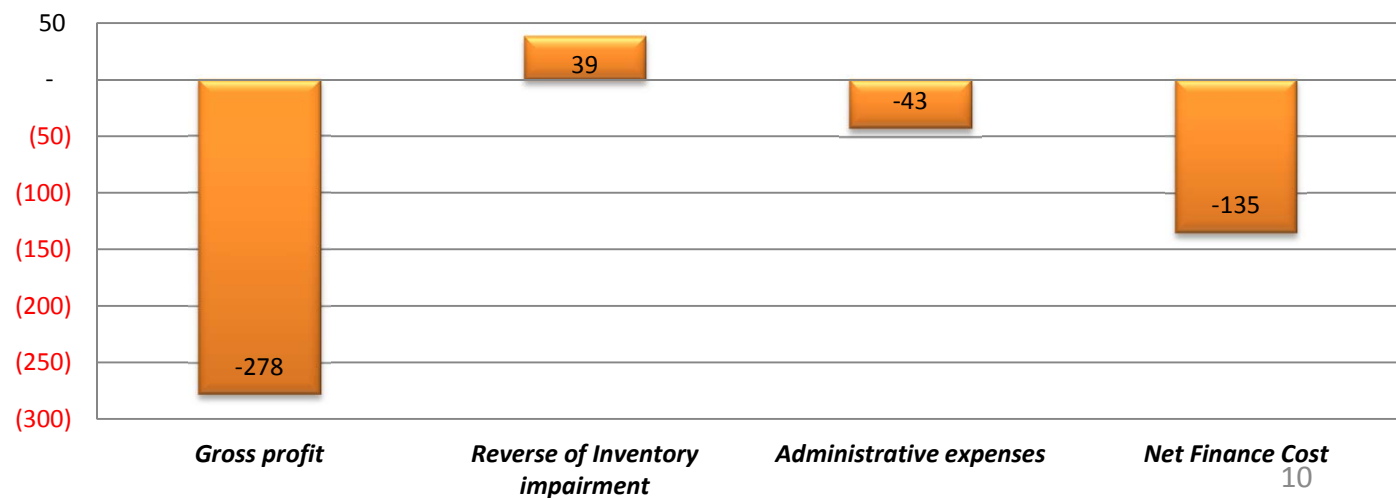
EBT (mln HKD)



WCC EBT Break-down (mln HKD)



GCC EBT Break-down (mln HKD)



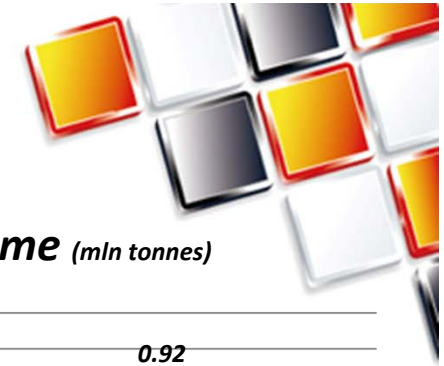
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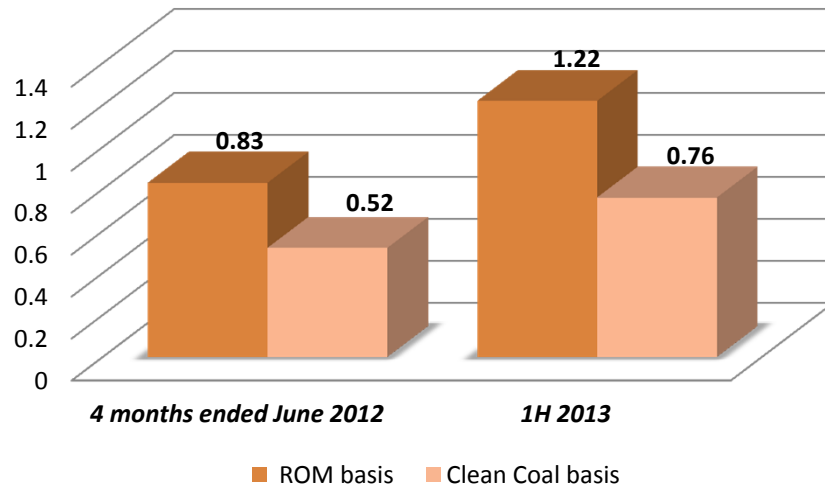
GCC Operations

GCC Operations

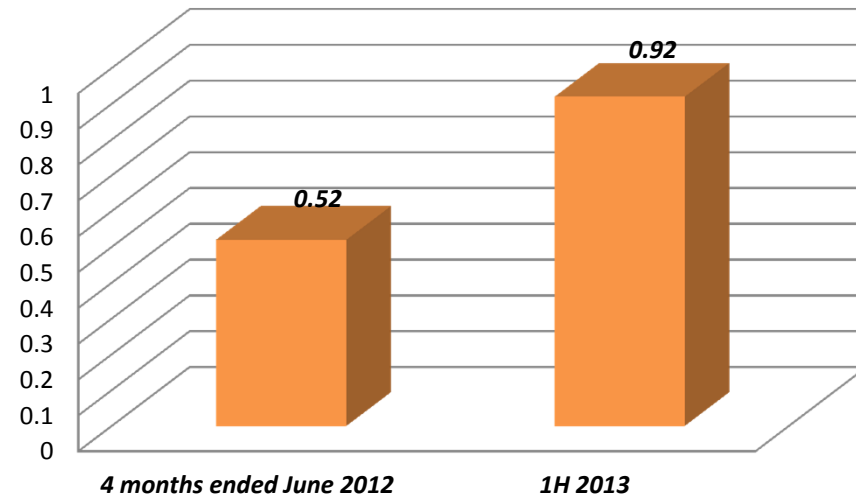
GCC Operations



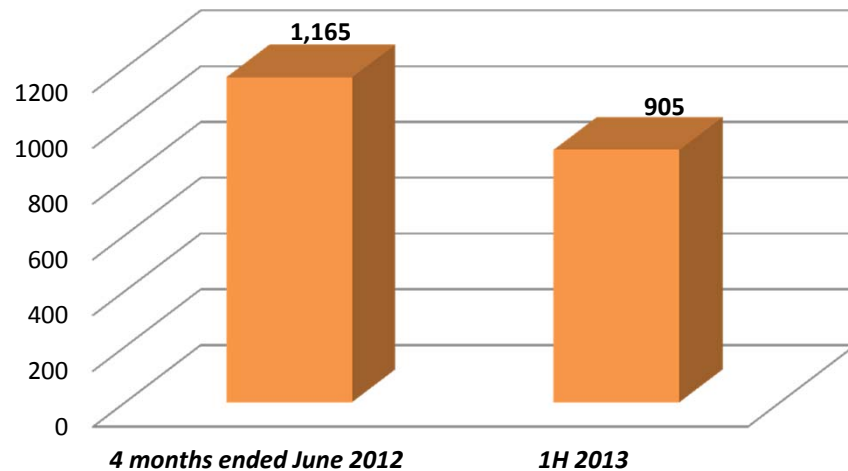
GCC Production Volume (mln tonnes)



GCC Sales Volume (mln tonnes)



GCC Cost of Production (HK\$)



Num. of Employees in GCC

