

**ANTON 安東**

# **2021 Annual Results Announcement**



2022. 3. 30

# Agenda



**2021 Performance Overview**



**2022 Outlook**

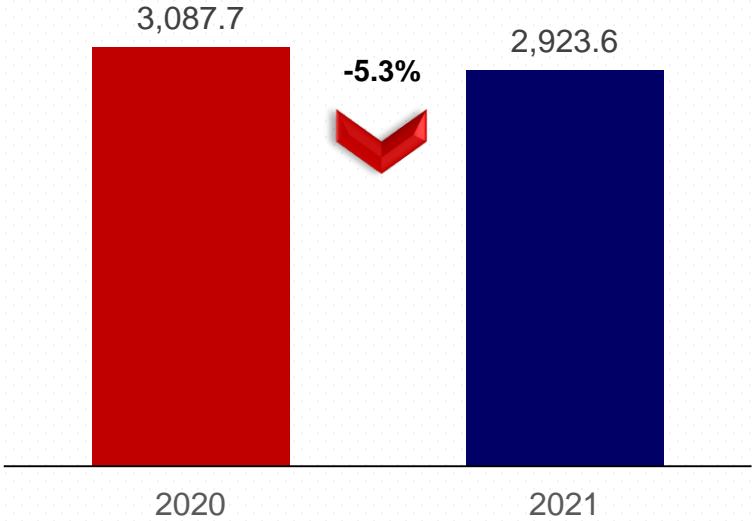


**Q&A**

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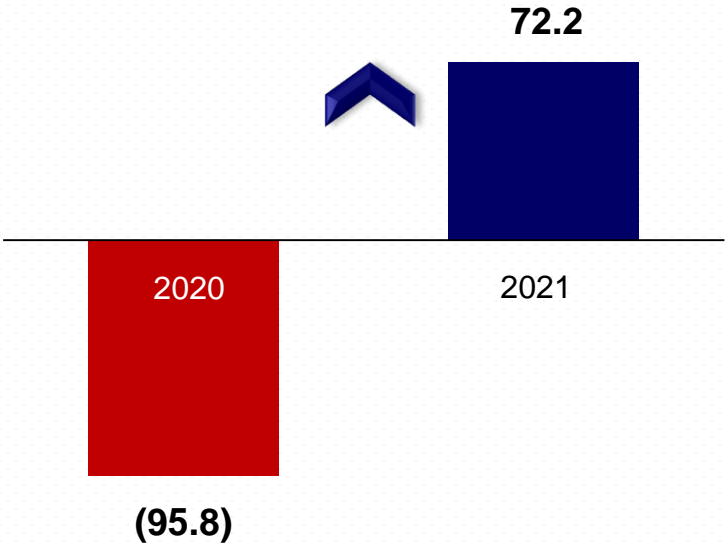
## Revenue

(RMB Mn)



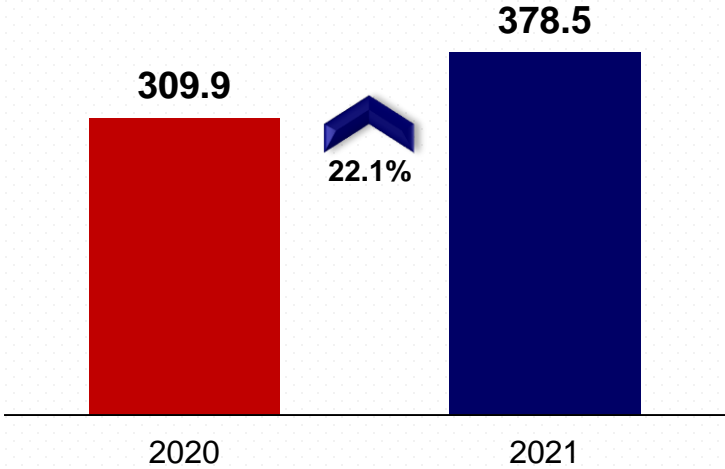
## Profit attributable to owners of the Company

(RMB Mn)



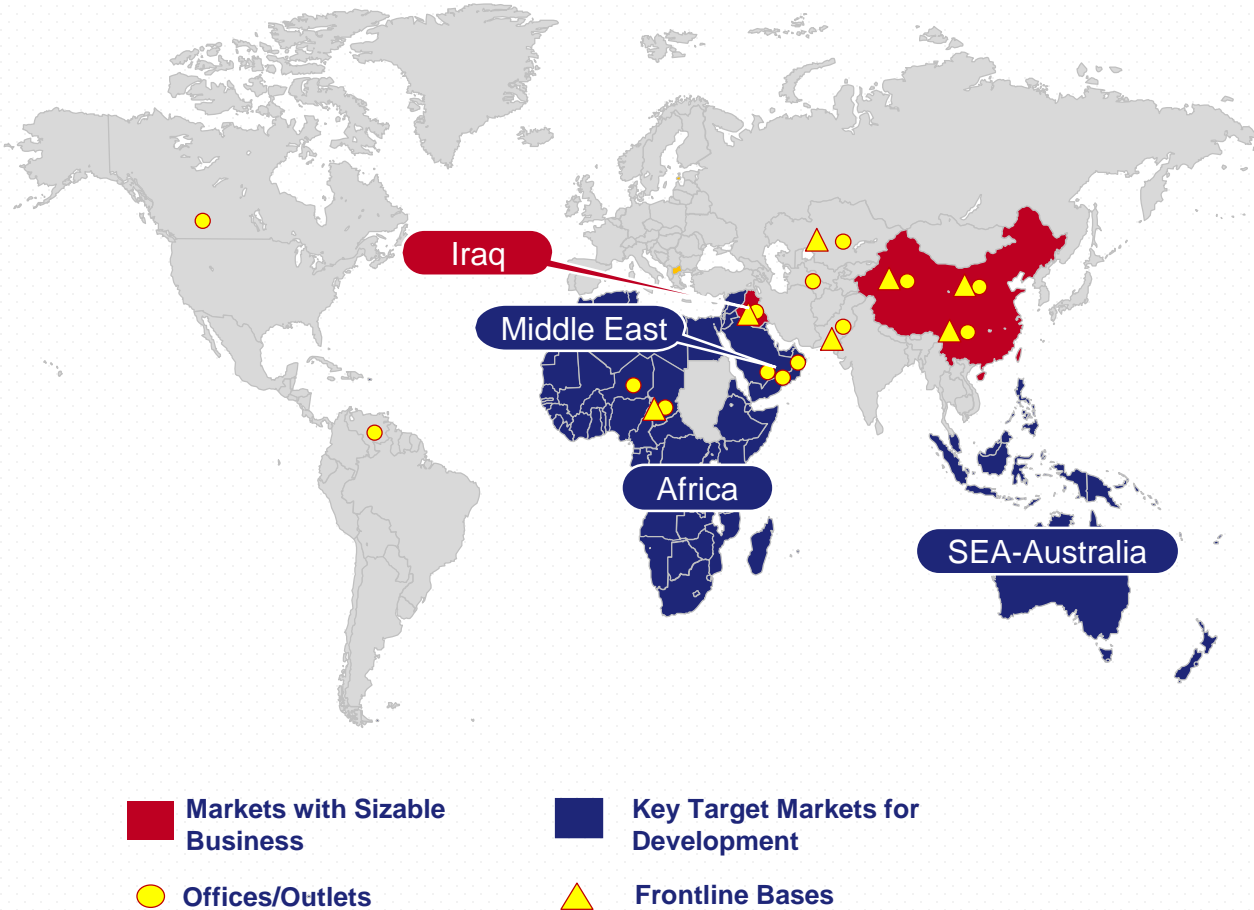
## Free cash flow

(RMB Mn)

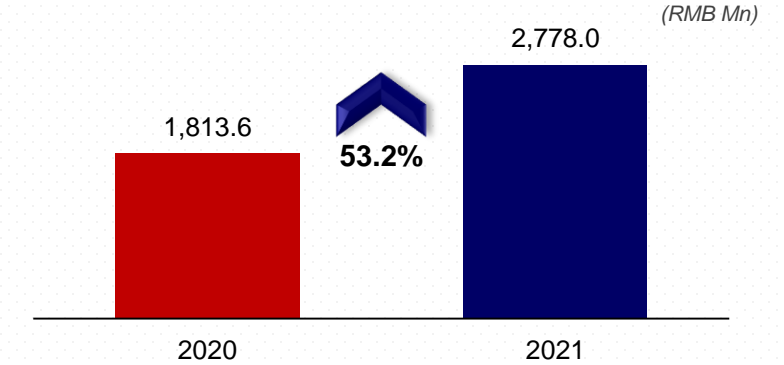


- 01 “Trench fighting tactic” approach to secure position in core markets and reconfigure global market footprint
- 02 Adjustment of business mix and comprehensive services around the maximization of customers’ asset value
- 03 Implementation of precision engineering technology strategy and successful application of various new technologies
- 04 Further internal capacity building for continuous value creation
- 05 Proactive debt management and optimization of bond maturity structure
- 06 Promotion of renewable energy transformation and implementation of CSR programs as an industry role model

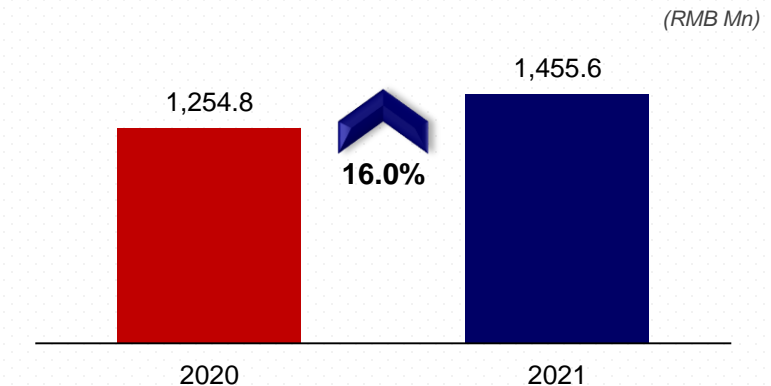
# “Trench fighting tactic” approach to secure position in core markets and reconfigure global market footprint



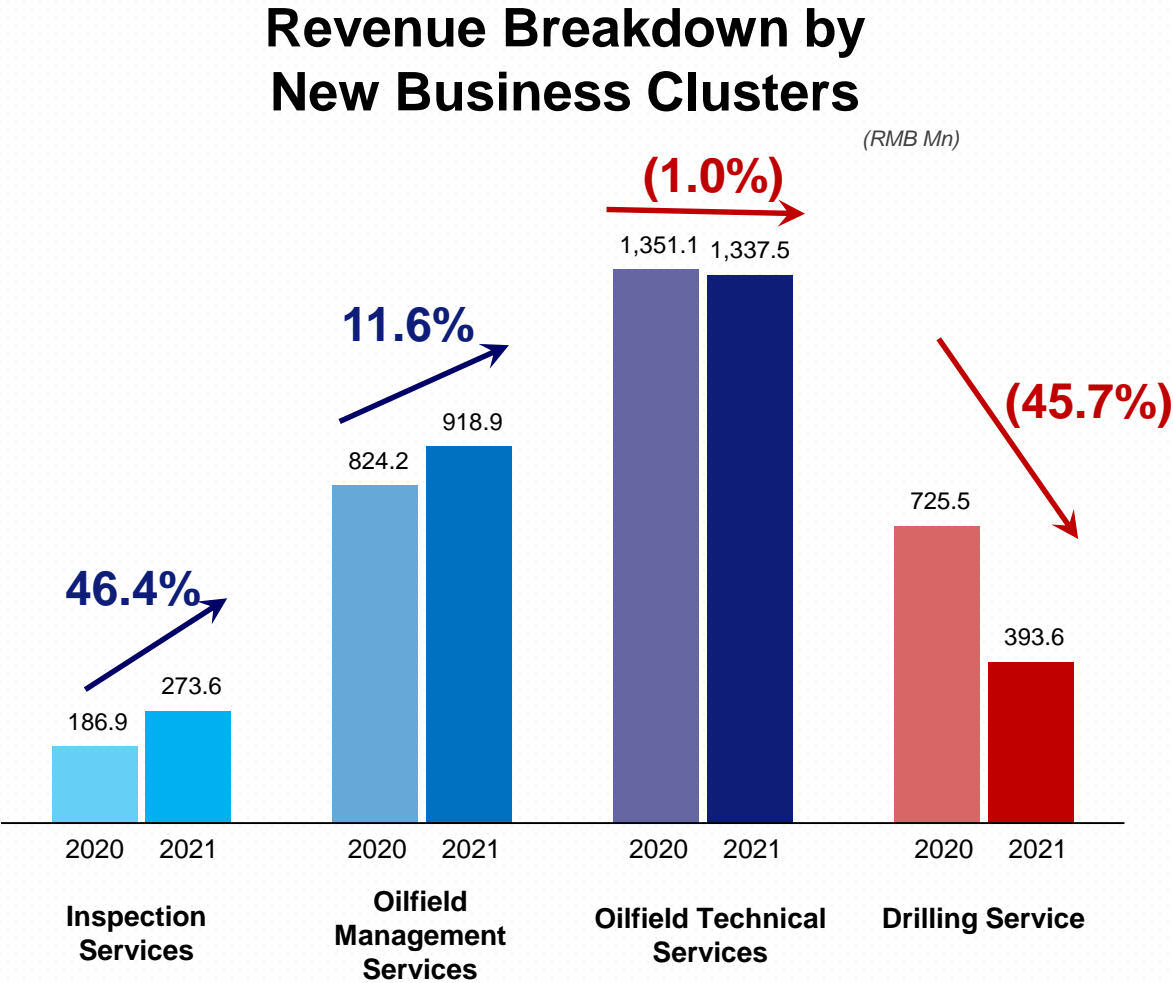
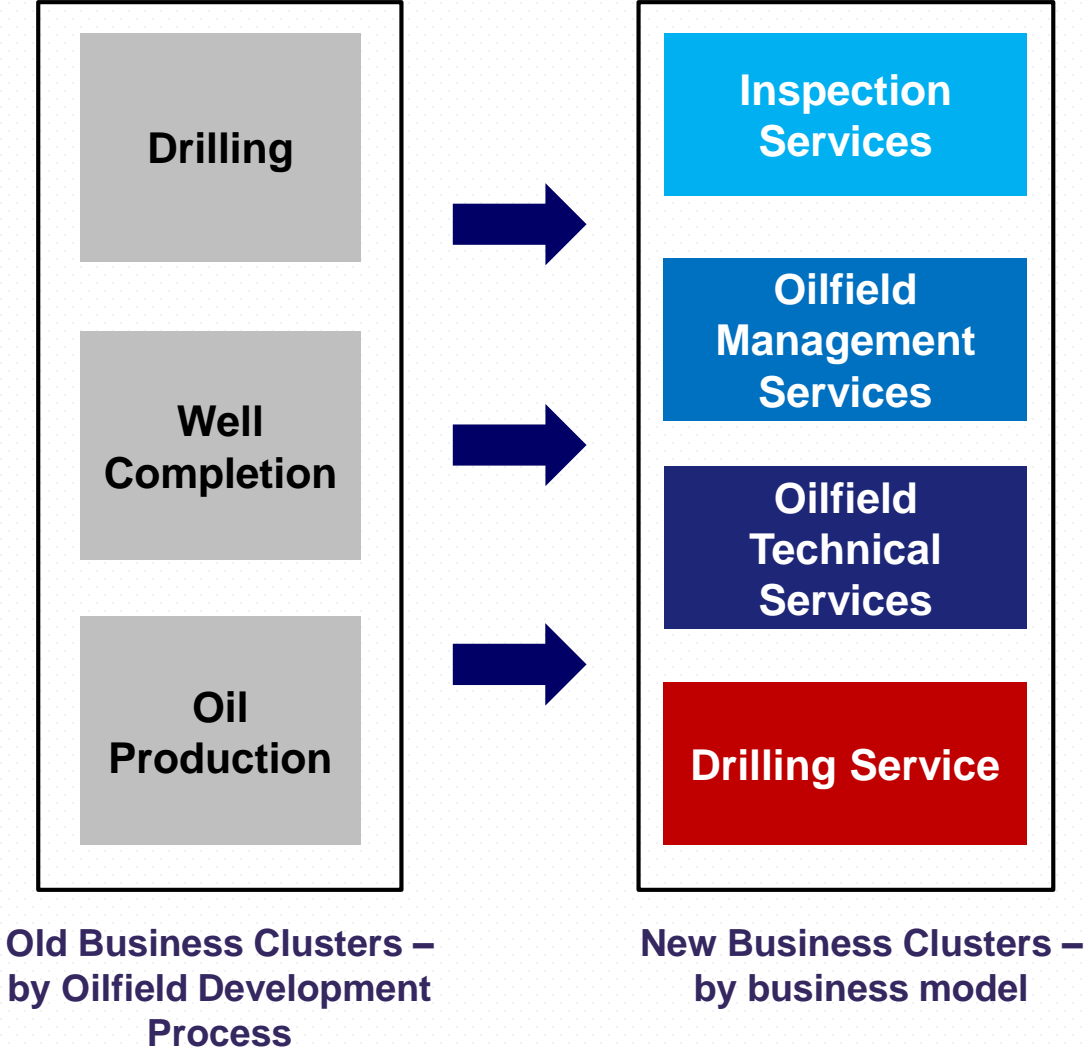
## New Orders – International Markets



## Revenues – International Markets



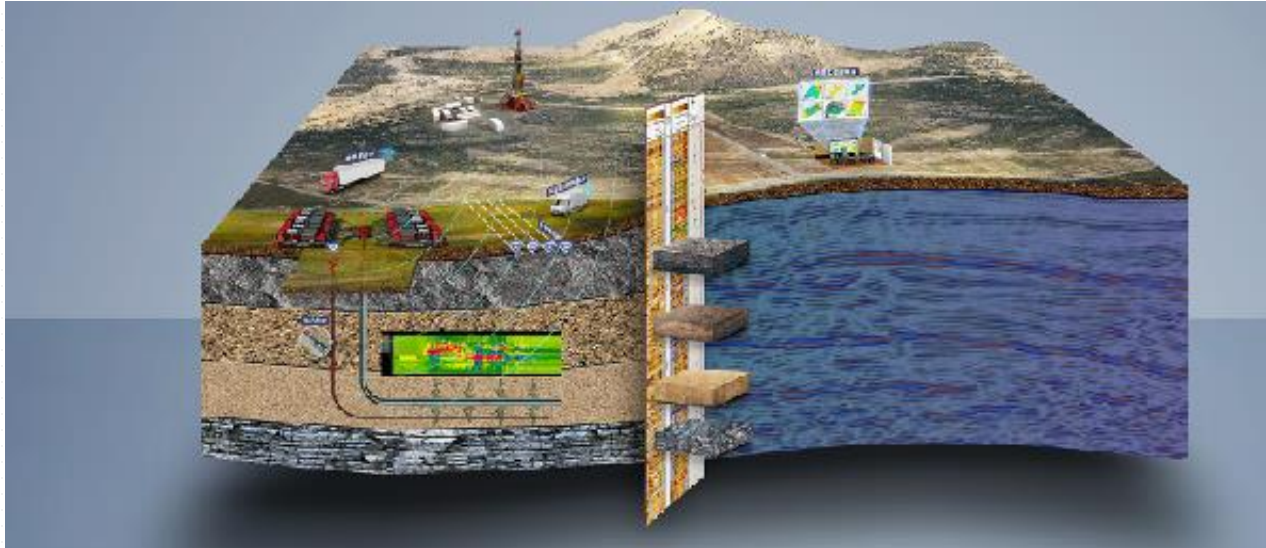
# Adjustment of business mix and comprehensive services around the maximization of customers' asset value





## Precision Engineering Technology:

Optimized entire solution and maximized efficiency based on reservoir geology studies



Test yield increased by  
**21%**

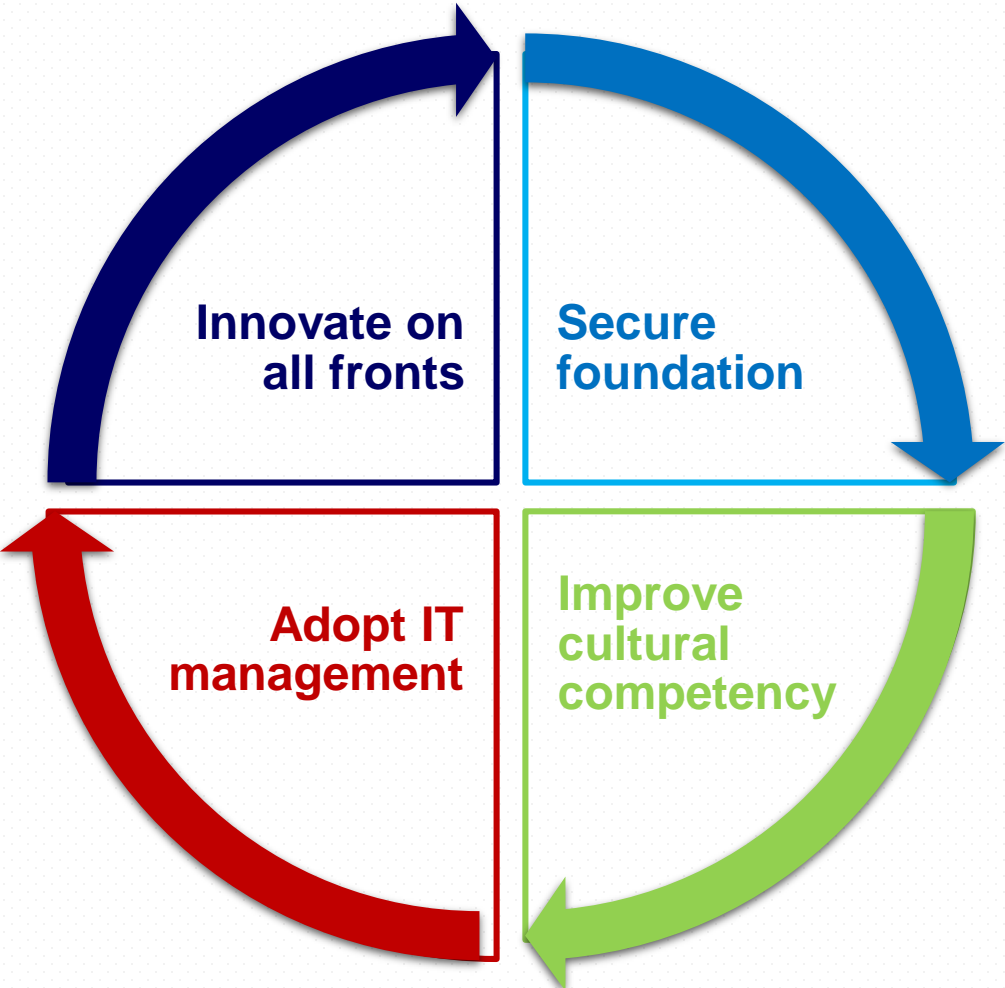
Application of fine control  
fracturing technology in  
shale gas blocks

Significantly improved  
**injection-production ratio**

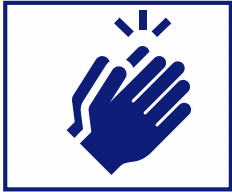
Application of permanent fiber optic  
inspection technology to gas storage  
for the first time







Satisfy customers, renew all oilfield management projects, and continue to grow order book

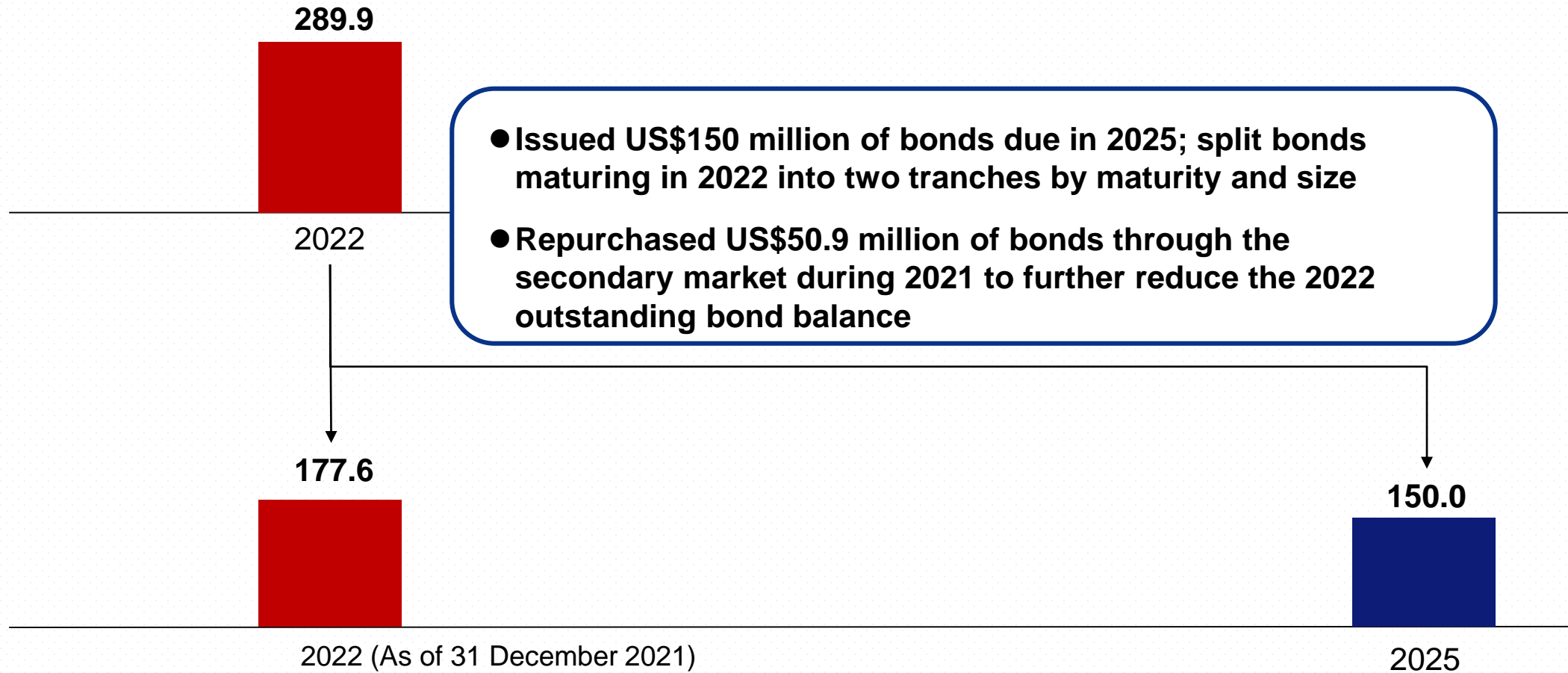


Improved management efficiency; gross margin up 4.6 percentage point

Lean operations and letters of commendation



## Bond structure optimization to reduce risk





- Promoted solar power generation in oilfields; built CCUS and gas storage projects to help customers decarbonize and transition to renewables
- Received strong recognition for CSR contribution and the “Capital Labor Excellence Award”
- Joined the Enterprise Anti-Fraud Alliance of China to jointly shape a corruption-free workplace



# Agenda



**2021 Performance  
Overview**



**2022 Outlook**



**Q&A**

- 01 **Seize the industry-wide supply shortage opportunity to achieve high growth**

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- 02 **Vigorously explore key markets and source high-quality orders**

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- 03 **Continuously build an ecologic platform to upgrade New-Anton**

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- 04 **Focus on cash flow as a core metric and maintain stable sources of financing**

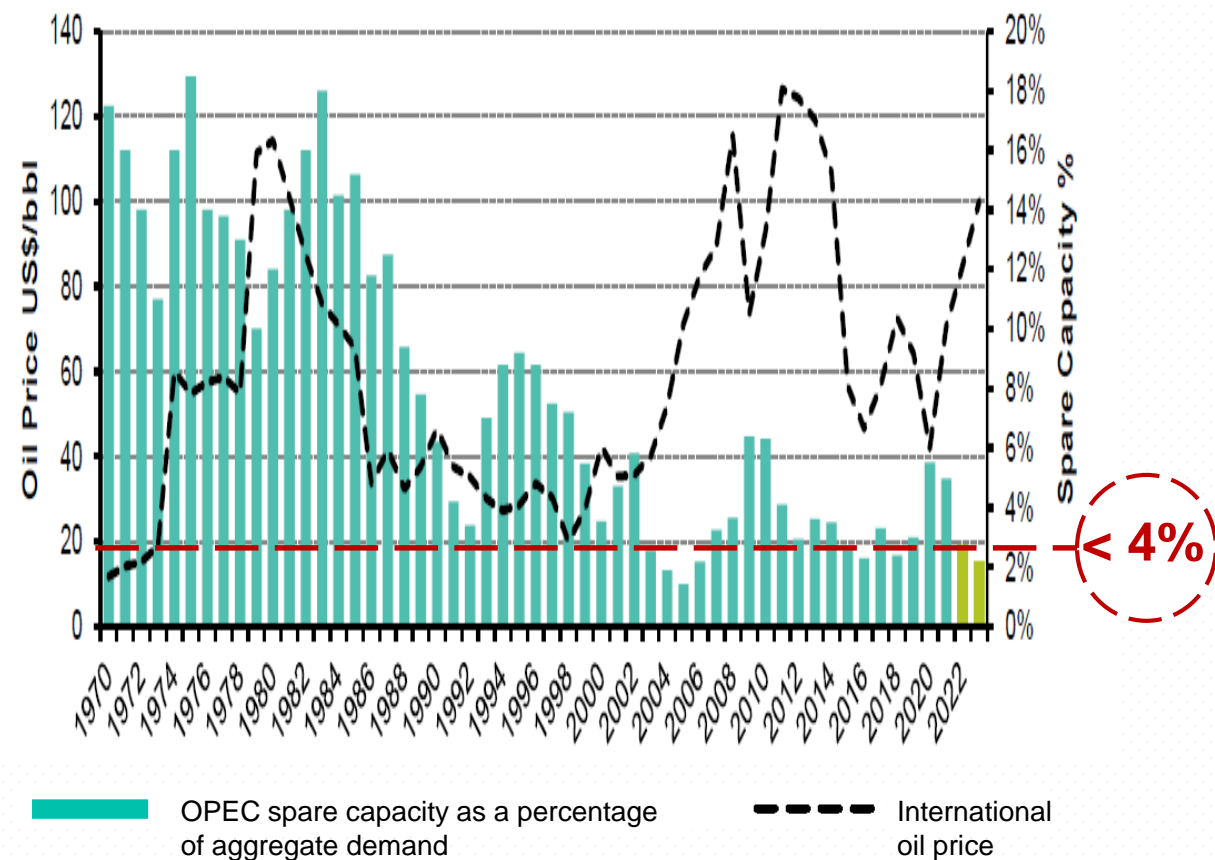
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- 05 **Continuously drive progress towards strategic goals and achieve long-term sustainable growth**

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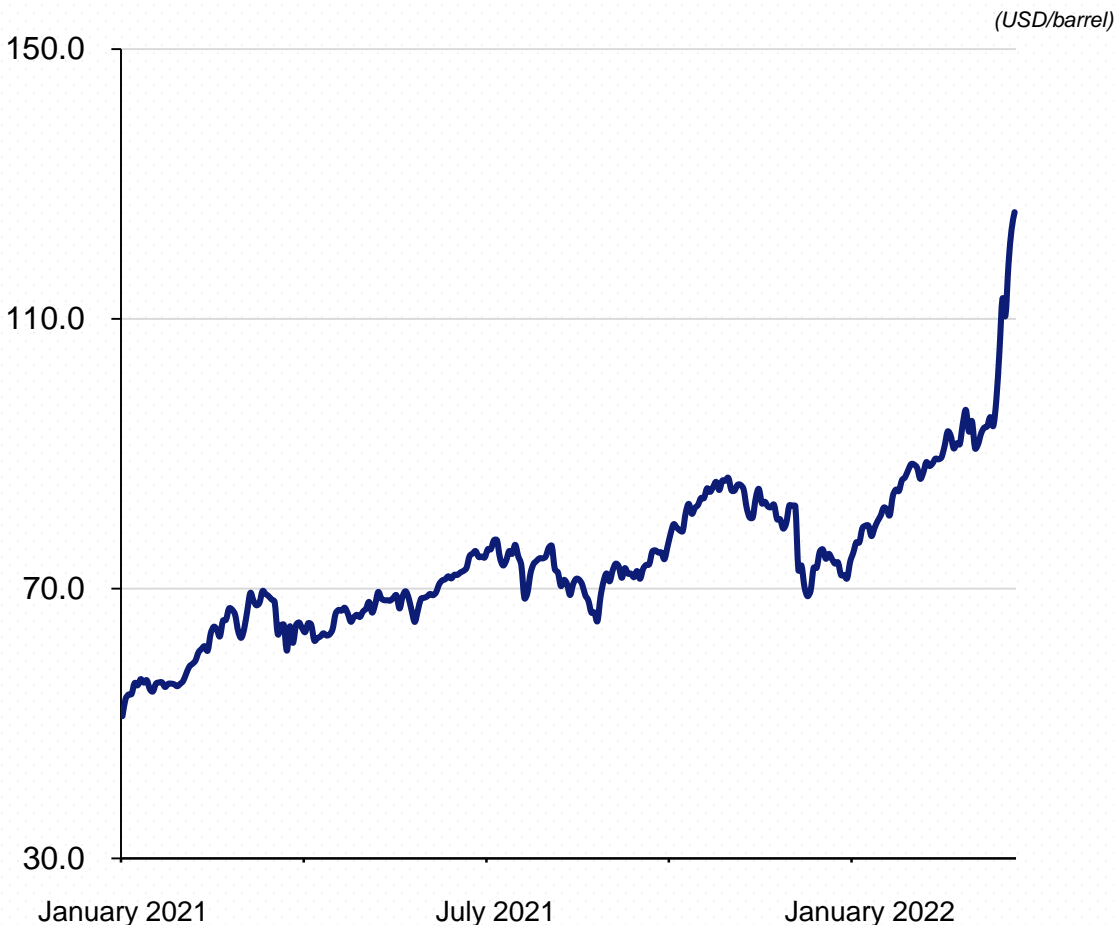


# Seize the industry-wide supply shortage opportunity to achieve high growth

OPEC spare capacity declined to a near-record low



International oil prices have recovered to their highest level since 2014

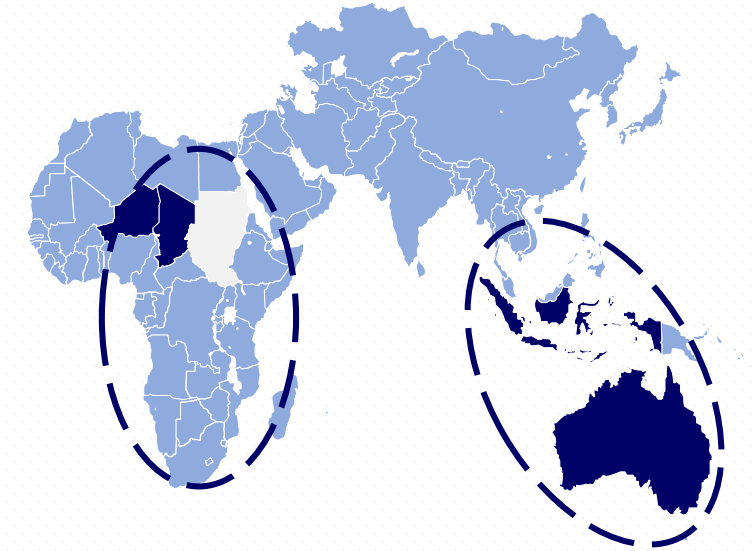


Sources: IEA and Bloomberg

## Global

### Continue the “trench fighting tactic” and firmly expand in overseas markets

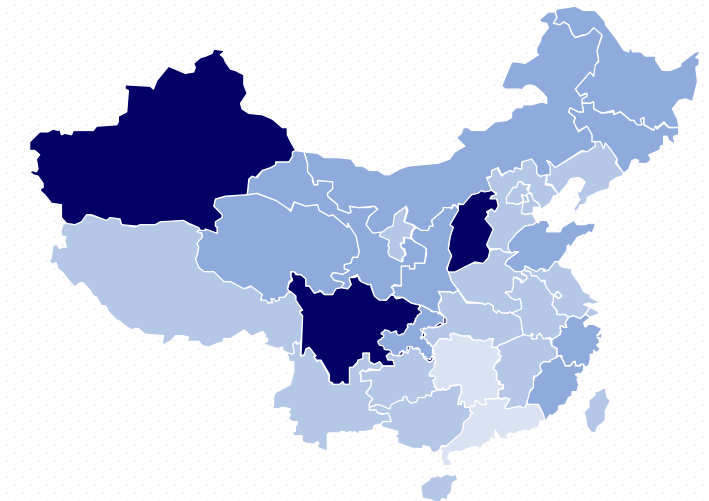
- OPEC spare capacity to decline further; Middle East to accelerate capacity expansion
- African markets to benefit from rising oil prices; customers to steadily increase production
- Build presence in Southeast Asia market and seek opportunities in new markets



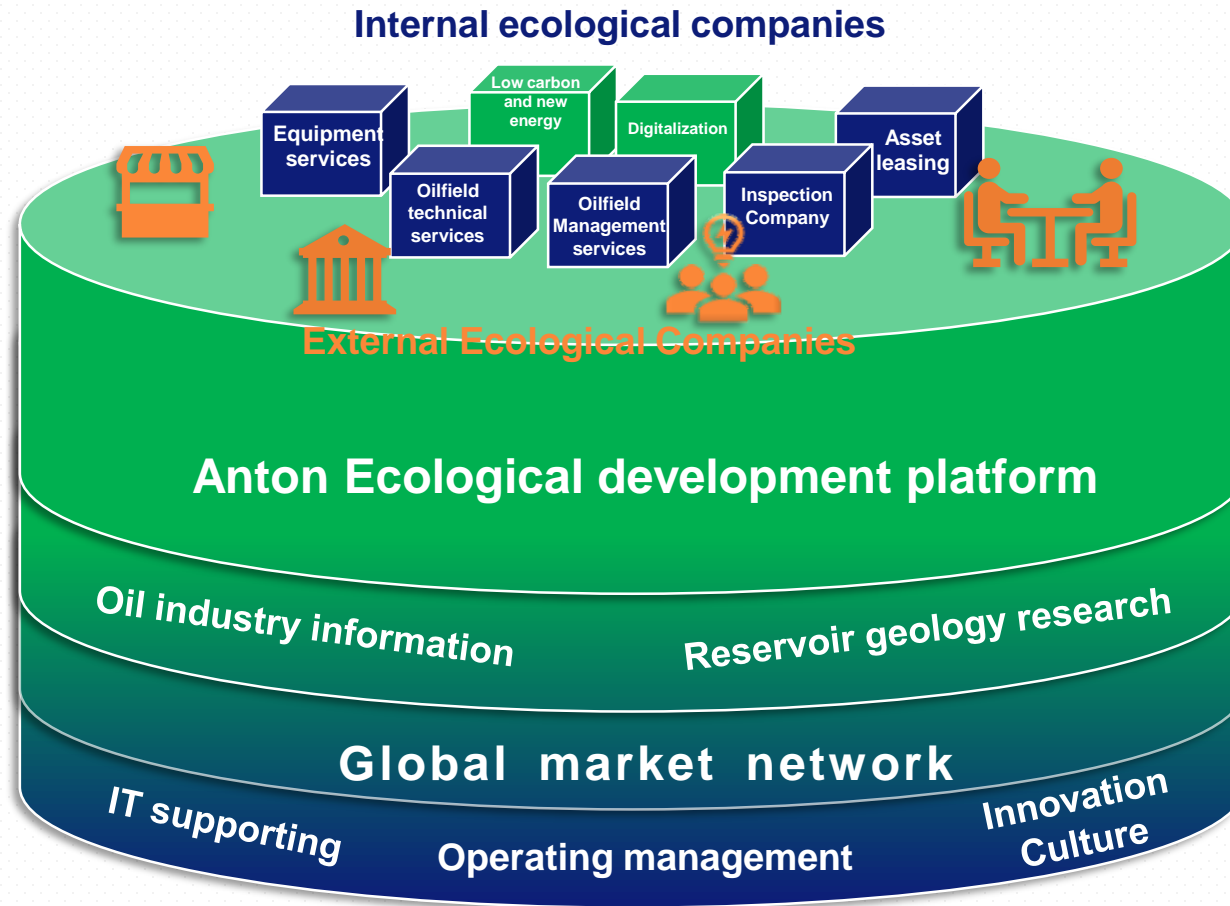
## China

### Energy autonomy is essential

- Urgent need for energy security
- Enormous growth potential for natural gas in the context of China's 2030/2060 decarbonization vision



## Business layout of New-Anton



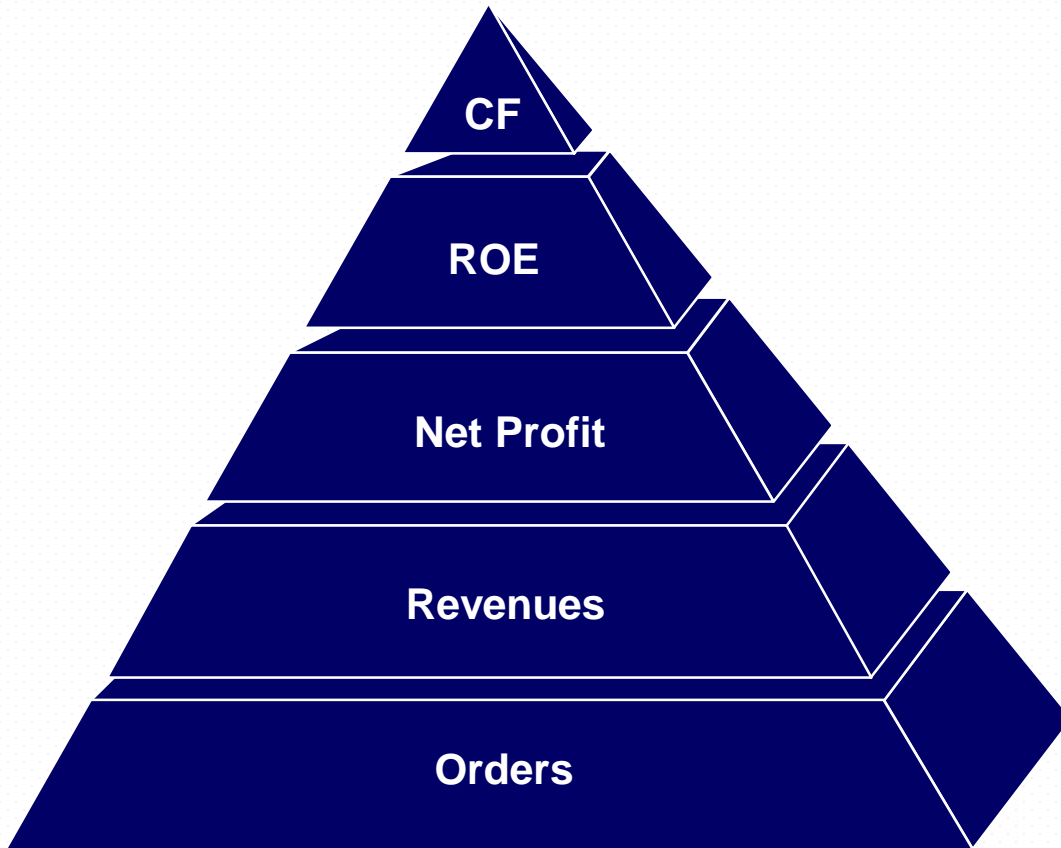
## Vision of New-Anton

**People · Digitalization · Innovation**

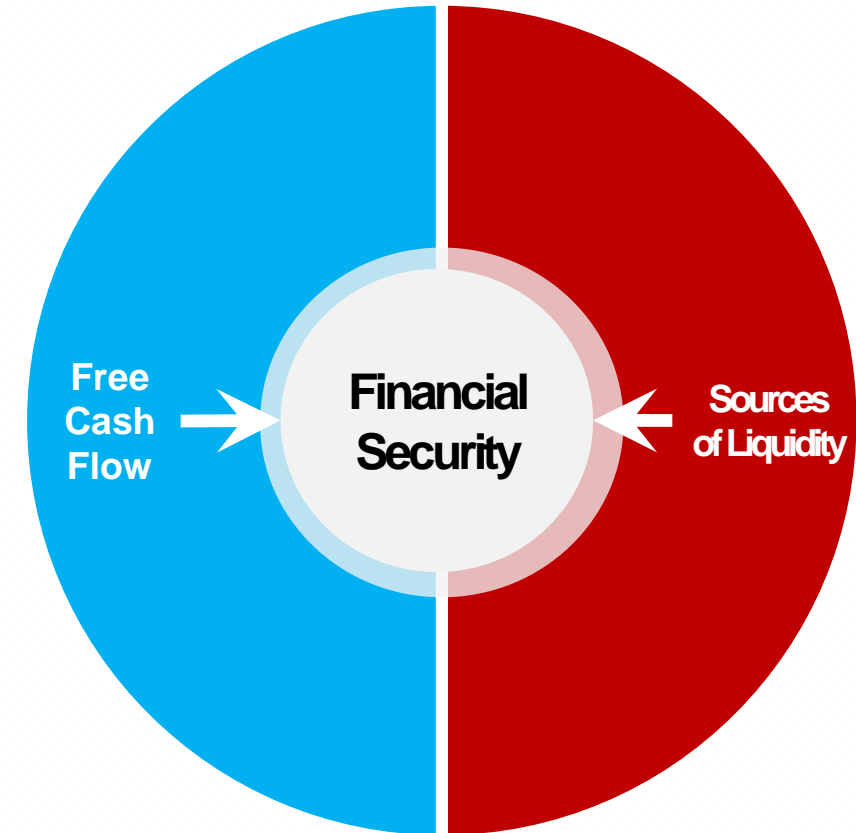
**A model of harmonious development between mankind and the environment**

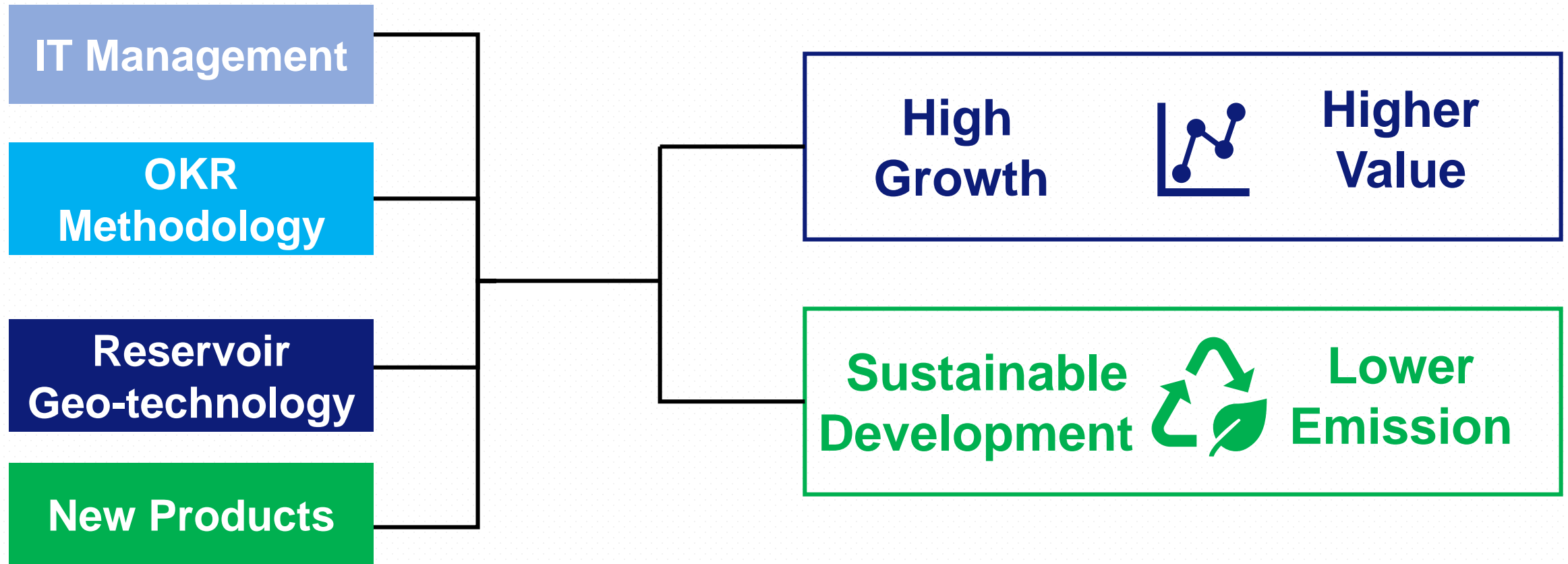


Cash flow as a core operating metric



Stable sources of financing







**In 2022, we will seize opportunities to break new ground for development and achieve high levels of growth. Simultaneously, we will further transform into a new Anton through continuous upgrades to achieve long-term sustainable development!**

# Agenda



**2021 Performance Overview**



**2022 Outlook**



**Q&A**

For the year ended 31 December (RMB million)	2021	2020
Revenue	2,923.6	3,087.7
Operating Cost	(2,021.3)	(2,277.8)
Gross profit	902.3	809.8
Other gains, net	24.9	40.3
Selling expenses	(140.7)	(175.5)
Administrative expenses	(228.7)	(199.0)
R&D expenses	70.8	(56.3)
Taxes and surcharges	(11.7)	(11.4)
Operating profit	429.5	324.5
Finance cost, net	(252.2)	(293.9)
Profit in joint venture	(1.2)	0.1
Profit before tax	176.1	30.7
Income taxes	(100.7)	(114.5)
Net profit	75.4	(83.6)
Profit attributable to the equity holders	72.2	(95.8)
Non-controlling interest	3.1	12.1

# Appendix II: Consolidated financial position statement

RMB million	31 December 2021	31 December 2020
Property, plant and equipment	1,997.6	2,099.4
Right of use assets	103.5	138.0
Intangible assets	285.5	273.7
Investment in JV	2.7	3.9
Prepayment and other receivables	55.0	66.4
Other non-current assets	246.0	244.0
Deferred income tax assets	19.1	22.0
Inventory	945.0	930.6
Trade and notes receivables	2,096.3	2,133.8
prepayment and other receivables	789.9	605.5
Restricted bank deposits	414.9	454.2
Contract assets	20.7	30.6
Cash and cash equivalents	1,173.2	879.1
Total assets	8,149.4	7,881.1
Shareholder's equity	2,687.4	2,626.1
Non-controlling interests	140.7	137.6
Total equity	2,828.2	2,763.7
Non-current liabilities	996.1	2,028.8
Current liabilities	4,325.1	3,088.6
<b>Total liabilities</b>	<b>5,321.2</b>	<b>5,117.4</b>
<b>Total liabilities and equity</b>	<b>8,149.4</b>	<b>7,881.2</b>

As at 31 December (RMB million)	2021	2020
Net operating cash flow	757.2	805.4
Net investing cash flow	(221.2)	(169.9)
Net financing cash flow	(232.1)	(2,159.3)
Net change in cash and cash equivalents	303.9	(1,523.9)
Cash and cash equivalents at beginning of the period	879.1	2,422.9
Net exchange gain on cash and cash equivalents	-	19.9
Cash and cash equivalents at the end of the period	1,173.2	879.1