



**Sinopec Corp.**

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# **Q1 2015 Results Announcement**

**April 30, 2015**



# Disclaimer

Financial data of the first quarter contained in the presentation and presentation materials are unaudited.

This presentation and the presentation materials distributed herein include forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments that Sinopec Corp. expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements. Sinopec Corp.'s actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, including but not limited to price fluctuations, actual demand, exchange rate fluctuations, exploration and development outcomes, estimates of proven reserves, competition, environmental risks, changes in legal, financial and regulatory frameworks, international economic and financial market conditions, political risks, project delay, project approval, cost estimates and other risks and factors beyond our control. In addition, Sinopec Corp. makes the forward-looking statements referred to herein as of today and undertakes no obligation to update these statements.



# Market Environment in Q1 2015

- China's GDP grew by 7.0%
- Domestic refined oil products consumption grew by 4.8% YoY
- Domestic consumption of ethylene equivalent kept flat YoY
- International crude oil price fluctuated at low level
- Domestic refined oil product prices timely adjusted with the international crude price, with 3 decreases and 2 increases.

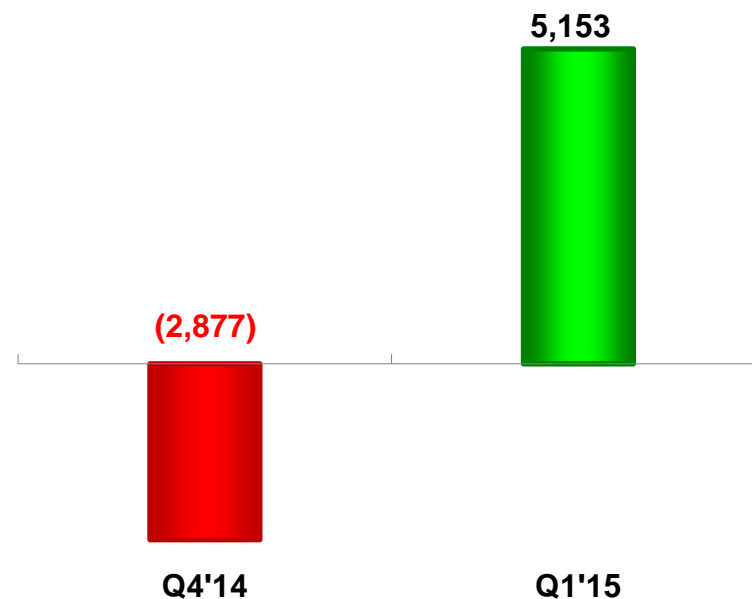


# Profitability

RMB million	1-3'14	1-3'15	YoY change %
Revenue	641,065	478,241	(25.4)
Operating profit	24,817	5,153	(79.2)
Profit Attributable to owners of the company	14,121	2,172	(84.6)
EPS (RMB)	0.121	0.018	(85.1)

## Operating Profit

RMB million

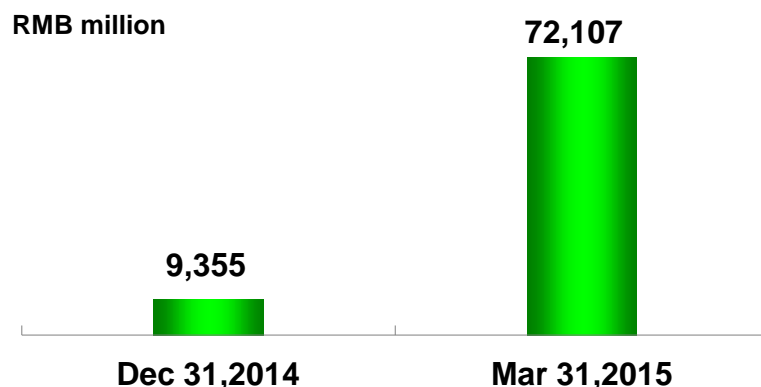




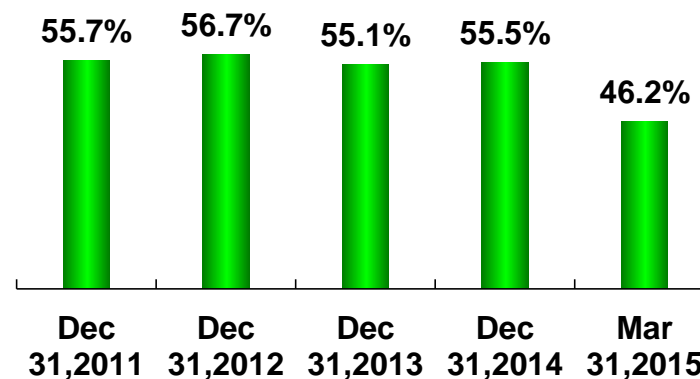
# Improving Financial Status

RMB million	1-3'14	1-3'15
Net cash generated from operating activities	12,621	6,682
Net cash used in investing activities	(39,172)	(36,655)
Net cash generated from financing activities	30,459	92,996

## Cash and cash equivalents



## Liability-to-Asset Ratio





## E&P Segment – Operational Performance

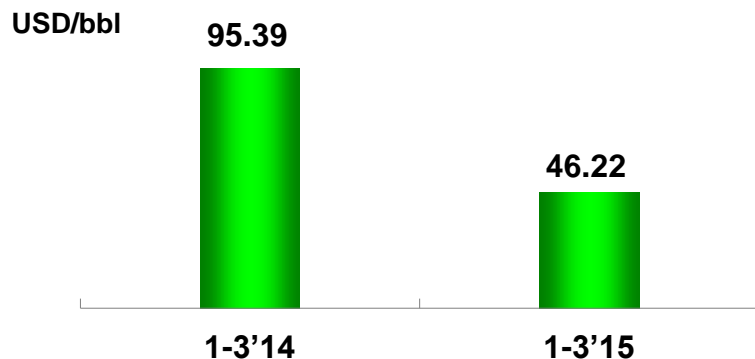
	1-3'14	1-3'15	YoY change%
<b>Oil and gas production (mmboe)</b>	<b>118.96</b>	<b>117.82</b>	<b>(0.96)</b>
<b>Crude oil production (mmbbls) <sup>1</sup></b>	<b>89.37</b>	<b>87.55</b>	<b>(2.04)</b>
<b>China</b>	<b>76.60</b>	<b>74.01</b>	<b>(3.38)</b>
<b>Overseas</b>	<b>12.77</b>	<b>13.54</b>	<b>6.03</b>
<b>Natural gas production (bcf)</b>	<b>177.37</b>	<b>181.06</b>	<b>2.08</b>

Note: 1 ton=7.1 barrels for crude oil production in China, 1 cubic meter =35.31 cubic feet for natural gas production in China, 1 ton=7.22 barrels for overseas crude oil production;



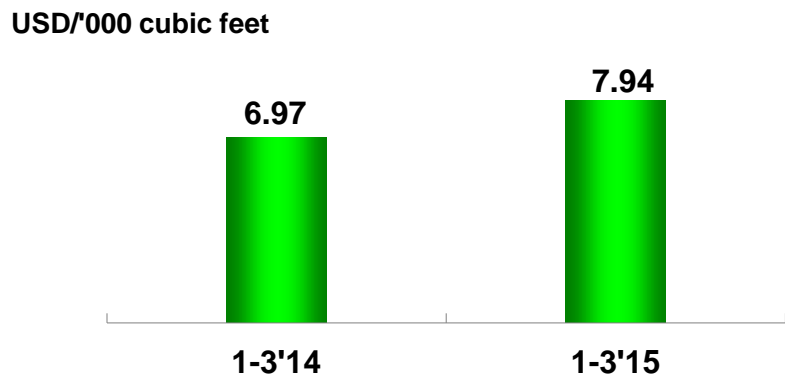
# E&P Segment – Financial Performance

## Realized Price of Crude Oil

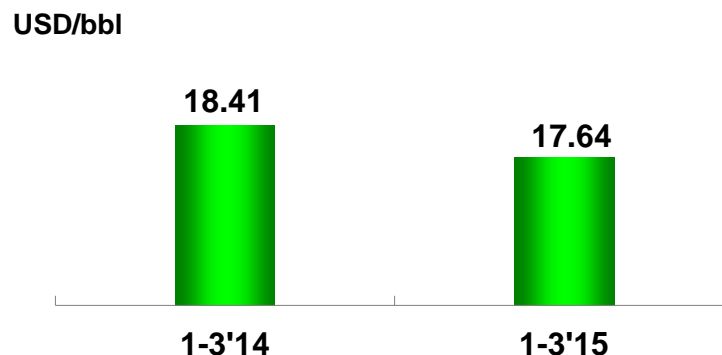


RMB million	1-3'14	1-3'15
Operating profit	13,206	(1,232)

## Realized Price of Natural Gas



## Lifting cost





# Refining Segment– Operating Performance

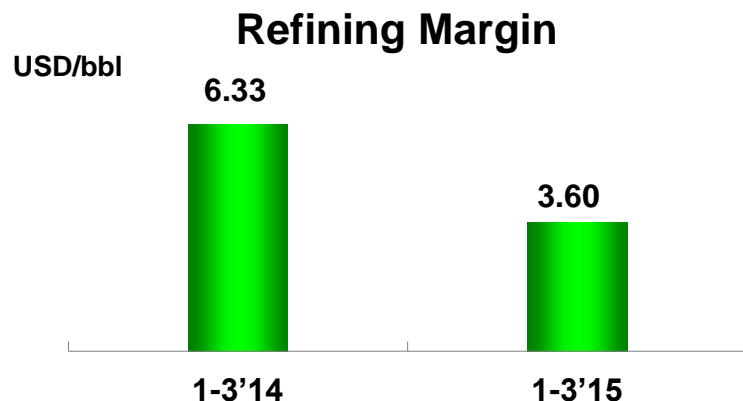
million tonnes	1-3'14	1-3'15	YoY change%
Refinery throughput	57.22	58.58	2.38
Gasoline production	11.97	13.29	11.03
Diesel production	18.27	17.74	(2.90)
Kerosene	4.86	5.82	19.75
Chemical feedstock	10.13	9.43	(6.91)
Light products yield(%)	76.98	76.68	(30)bps
Refinery yield(%)	94.79	94.69	(10)bps

Note:1. Refinery throughput is calculated based on 1 tonne= 7.35 bbls;  
2. 100% production of joint ventures included

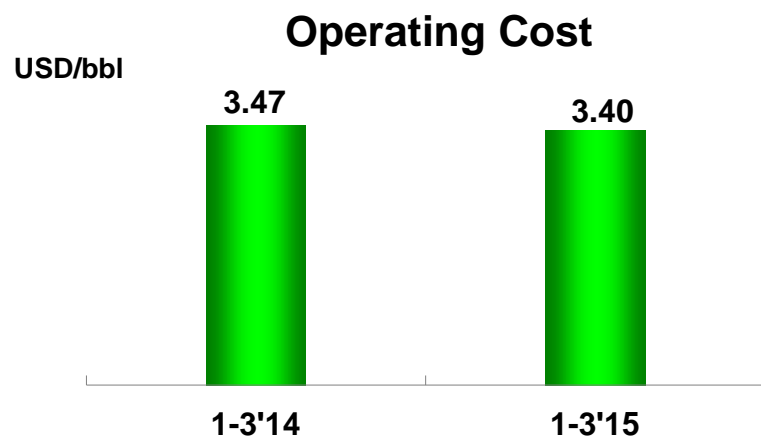




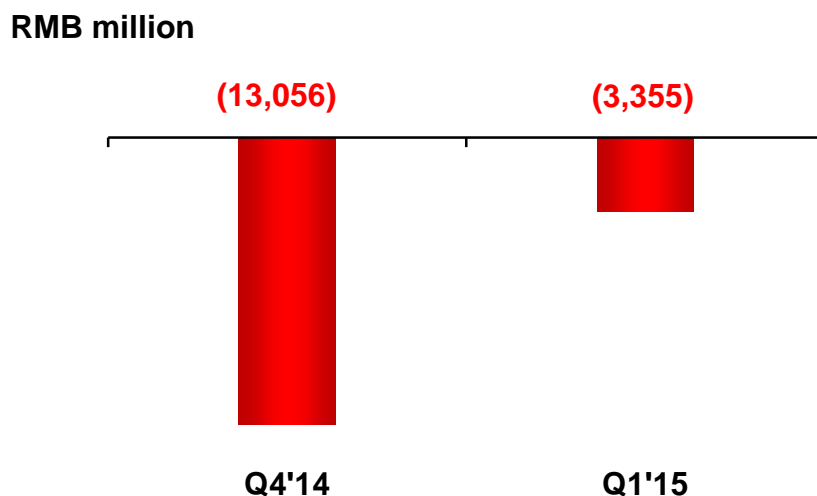
# Refining Segment– Financial Performance



RMB million	1-3'14	1-3'15
Operating profit	3,739	(3,355)



## Performance Improving Q on Q





# Marketing Segment– Operating Performance

- Sinopec Marketing Co. successfully completed capital injection and the change of business registration procedure.

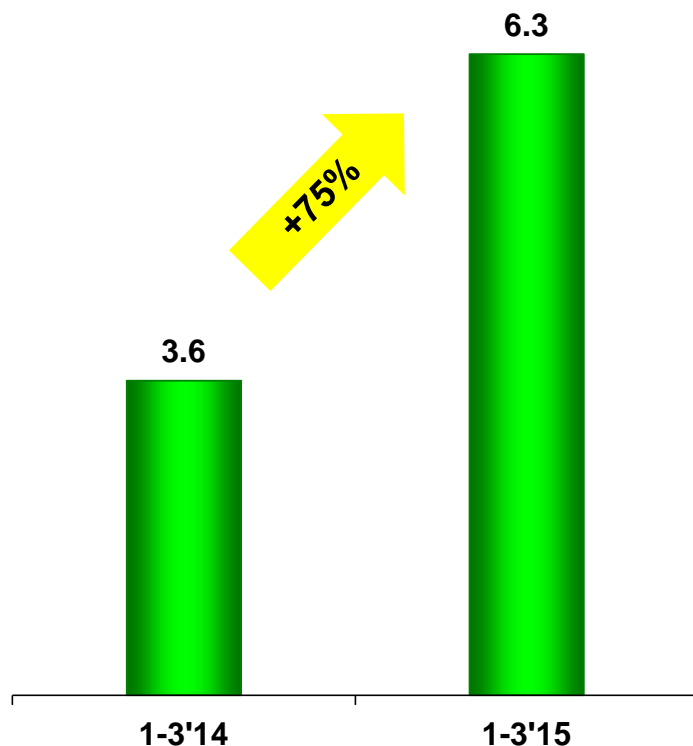
Million tonnes	1-3'14	1-3'15	YoY change%
Total sales of refined oil products	42.15	46.49	10.30
Domestic sales of refined oil products	38.67	42.05	8.74
Retail	27.29	28.90	5.90
Wholesale & Distribution	11.38	13.15	15.55
Annualized average throughput of Company-operated stations (tonnes/station)	3,575	3,786	5.90
	1-3'14	1-3'15	YoY change%
Total number of domestic service stations	30,551	30,539	(0.04)
Company-operated stations	30,538	30,526	(0.04)



# Marketing segment– Financial Performance

## Transaction of Non-fuel Business

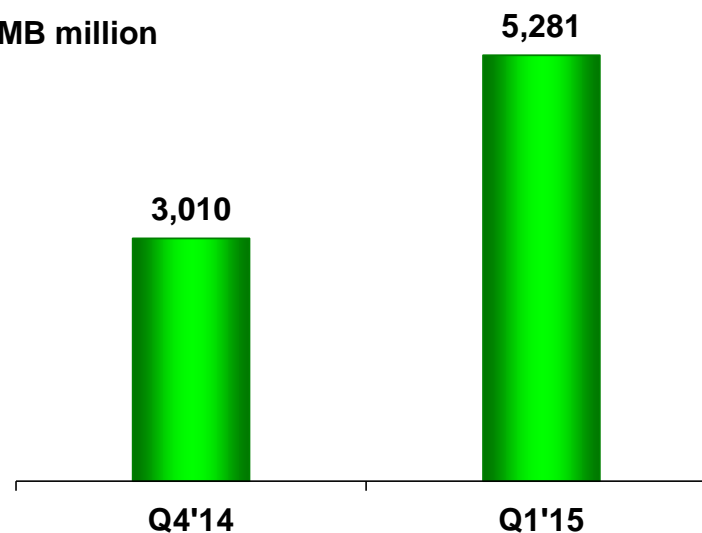
RMB billion



RMB million	1-3'14	1-3'15	YoY change%
Operating profit	8,832	5,281	(40.2%)

## Performance Improving Q on Q

RMB million





# Chemicals – Operating Performance

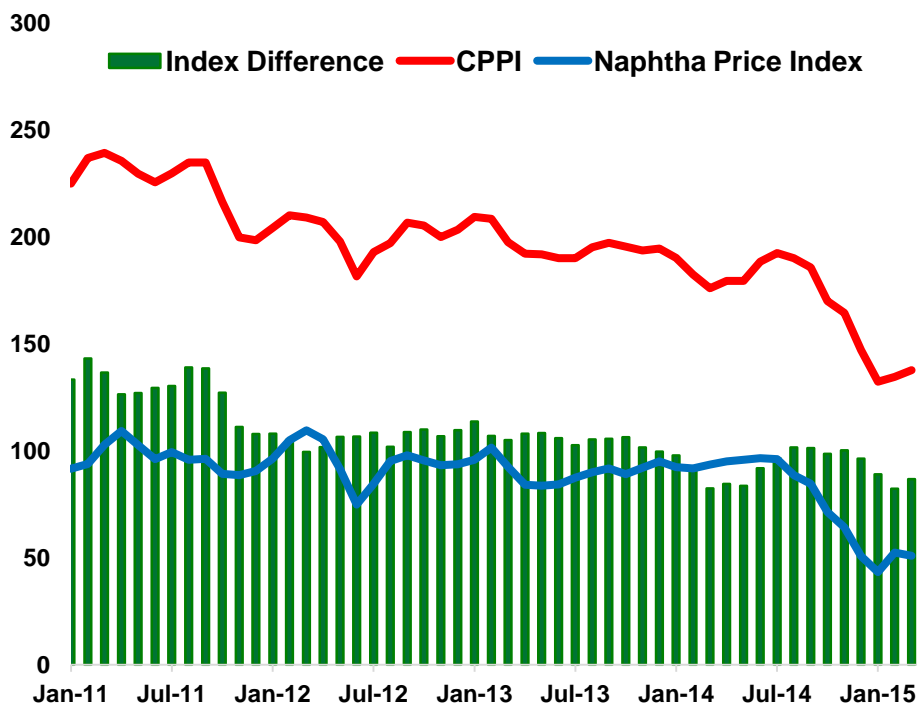
'000 tonnes	1-3'14	1-3'15	YoY change%
Ethylene	2,579	2,768	7.33
Synthetic resins	3,519	3,786	7.59
Synthetic rubbers	254	213	(16.14)
Monomers & polymers for synthetic fibers	2,196	2,128	(3.10)
Synthetic fibers	326	311	(4.60)

Note: 100% production of joint ventures included



# Chemicals – Financial Performance

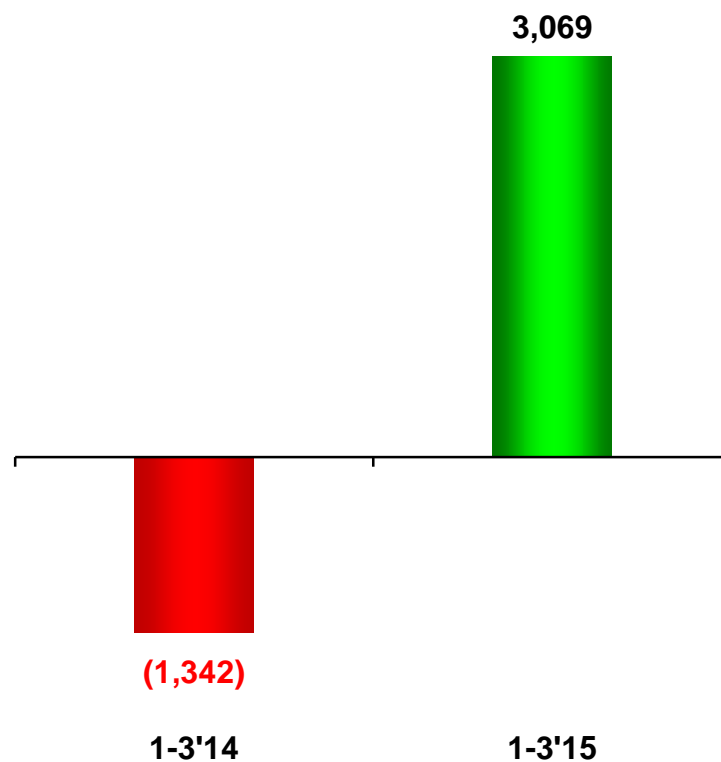
## Chemical Products Price Index (CPPI)



Source: Sinopec Corp.

## Operating profit

RMB million

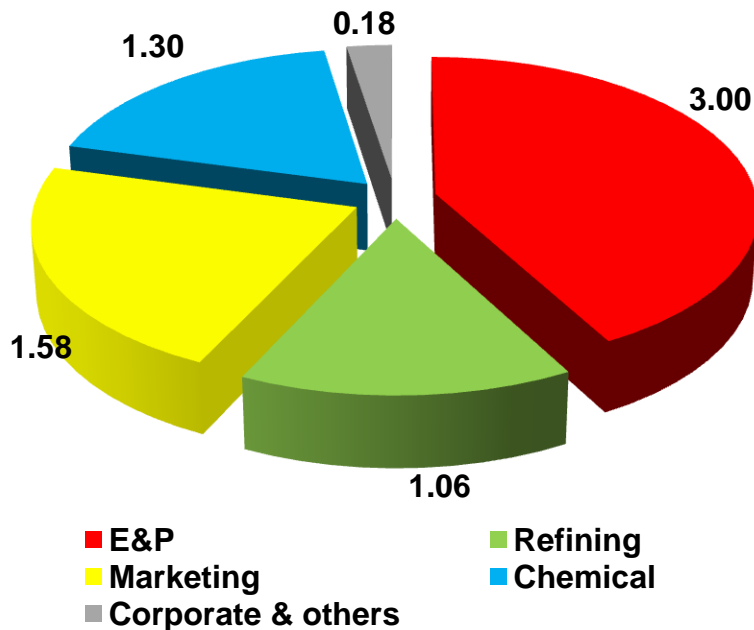




# Capital Expenditure

**Total Capex for Q1: 7.116bn**

RMB billion



## ■ E&P

- ◆ Shengli, Tahe, Yuanba oil and gas field and Fuling shale gas field exploration and development, Tianjin, Guangxi LNG projects and natural gas pipeline construction

## ■ Refining

- ◆ Quality upgrading in refined oil products

## ■ Marketing

- ◆ Construction and upgrade of service stations and pipeline networks; optimize oil depot outlay; improve CNG/LNG and non-fuel business facilities

## ■ Chemicals

- ◆ Feedstock mix optimization and environmental protection projects construction.



# For Further Information



<http://www.sinopec.com>

## Investor Relations

**Beijing:** Tel: (8610) 59960028 Fax: (8610) 59960386  
Email: [ir@sinopec.com](mailto:ir@sinopec.com)

**Hong Kong:** Tel: (852) 28242638 Fax: (852) 28243669  
Email: [ir@sinopechk.com](mailto:ir@sinopechk.com)

**New York:** Tel: (212) 759 5085 Fax: (212) 759 6882  
Email: [marlenepan@sinopecusa.com](mailto:marlenepan@sinopecusa.com)