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# SHANGHAI ELECTRIC GROUP COMPANY LIMITED

## 上海電氣集團股份有限公司

*(A joint stock company incorporated in the People's Republic of China with limited liability)*  
*(Stock Code: 02727)*

### ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 DECEMBER 2014

The board of directors (the “Board”) of Shanghai Electric Group Company Limited (the “Company” or “Shanghai Electric”) is pleased to announce the results of the Company and its subsidiaries (the “Group”) for the year ended 31 December 2014. The Group’s results have been audited by PricewaterhouseCoopers.

#### CONSOLIDATED INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME

##### Year ended 31 December 2014

|                                                                     | Notes | Year ended 31 December |                   |
|---------------------------------------------------------------------|-------|------------------------|-------------------|
|                                                                     |       | 2014                   | 2013              |
|                                                                     |       | RMB'000                | RMB'000           |
| Revenue                                                             | 4     | 76,784,516             | 78,794,522        |
| Cost of sales                                                       | 5     | (62,418,022)           | (65,084,541)      |
| <b>Gross profit</b>                                                 |       | <b>14,366,494</b>      | <b>13,709,981</b> |
| Other income and gains, net                                         | 4     | 1,371,821              | 1,470,987         |
| Distribution expenses                                               | 5     | (2,437,275)            | (2,551,386)       |
| Administrative expenses                                             | 5     | (8,098,922)            | (7,904,263)       |
| Finance cost                                                        |       | (296,481)              | (254,151)         |
| Share of profits and losses accounted for using the equity method : |       |                        |                   |
| Joint ventures                                                      |       | 944                    | 4,088             |
| Associates                                                          |       | 532,073                | 807,463           |
| <b>Profit before income tax</b>                                     |       | <b>5,438,654</b>       | <b>5,282,719</b>  |
| Income tax expense                                                  | 6     | (895,235)              | (1,072,604)       |
| <b>Profit for the year</b>                                          |       | <b>4,543,419</b>       | <b>4,210,115</b>  |
| <b>Profit attributable to:</b>                                      |       |                        |                   |
| Owners of the company                                               | 7     | 2,510,564              | 2,393,242         |
| Non-controlling interests                                           |       | 2,032,855              | 1,816,873         |
|                                                                     |       | <b>4,543,419</b>       | <b>4,210,115</b>  |
| <b>Basic and diluted earnings per share</b>                         |       |                        |                   |
| From profit for the year                                            | 9     | 19.58 cents            | 18.66 cents       |
| Profit for the year                                                 |       | <b>4,543,419</b>       | <b>4,210,115</b>  |



**CONSOLIDATED INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE  
INCOME(Continued)**

**Year ended 31 December 2014**

**EARNINGS PER SHARE ATTRIBUTABLE TO  
ORDINARY EQUITY HOLDERS OF THE  
COMPANY**

|                                                                           | Notes | Year ended 31 December<br>2014<br>RMB'000 | 2013<br>RMB'000  |
|---------------------------------------------------------------------------|-------|-------------------------------------------|------------------|
| <b>Other comprehensive income:</b>                                        |       |                                           |                  |
| <i>Items that may be reclassified to profit or loss</i>                   |       |                                           |                  |
| Change in fair value of available-for-sale financial assets               |       | 593,713                                   | 52,993           |
| Cash flow hedges                                                          |       | (43,821)                                  | 120,000          |
| Currency translation differences                                          |       | (33,328)                                  | (33,277)         |
| Others                                                                    |       | (644)                                     | (43)             |
|                                                                           |       | <u>515,920</u>                            | <u>139,673</u>   |
| <i>Items that will not be reclassified subsequently to profit or loss</i> |       |                                           |                  |
| Remeasurements gains/(losses) of defined benefit obligations              |       | <u>9,339</u>                              | <u>(52,968)</u>  |
| <b>Other comprehensive income for the year, net of tax</b>                |       | <u>525,259</u>                            | <u>86,705</u>    |
| <b>Total comprehensive income for the year</b>                            |       | <u>5,068,678</u>                          | <u>4,296,820</u> |
| <b>Attributable to:</b>                                                   |       |                                           |                  |
| – Owners of the company                                                   |       | 2,969,200                                 | 2,481,153        |
| – Non-controlling interests                                               |       | 2,099,478                                 | 1,815,667        |
|                                                                           |       | <u>5,068,678</u>                          | <u>4,296,820</u> |

# **CONSOLIDATED BALANCE SHEET**

**As at 31 December 2014**

|                                             |       | As at 31 December |             |
|---------------------------------------------|-------|-------------------|-------------|
|                                             | Notes | 2014              | 2013        |
|                                             |       | RMB'000           | RMB'000     |
| <b>Assets</b>                               |       |                   |             |
| <b>Non-current assets</b>                   |       |                   |             |
| Property, plant and equipment               |       | 14,066,470        | 15,126,716  |
| Investment properties                       |       | 137,643           | 140,201     |
| Prepaid land lease payments                 |       | 1,684,582         | 1,581,477   |
| Goodwill                                    |       | 148,073           | 148,073     |
| Intangible assets                           |       | 915,289           | 990,499     |
| Investments in joint ventures               |       | 3,040,806         | 6,270       |
| Investments in associates                   |       | 3,791,884         | 3,881,944   |
| Other investments                           |       | 1,284,617         | 969,356     |
| Deferred tax assets                         |       | 2,683,479         | 2,116,923   |
| Derivative financial instruments            |       | -                 | 20,625      |
| Loans and lease receivables                 |       | 4,068,514         | 2,410,803   |
| Other non-current assets                    |       | 497,127           | 429,180     |
| Total non-current assets                    |       | 32,318,484        | 27,822,067  |
| <b>Current assets</b>                       |       |                   |             |
| Inventories                                 |       | 24,073,027        | 20,644,804  |
| Construction contracts                      |       | 2,111,976         | 1,505,713   |
| Trade receivables                           | 10    | 26,055,777        | 25,268,380  |
| Loans and lease receivables                 |       | 6,859,079         | 5,441,146   |
| Discounted bills receivable                 |       | 185,741           | 548,702     |
| Bills receivable                            |       | 6,390,123         | 4,868,920   |
| Prepayments, deposits and other receivables |       | 10,164,719        | 10,807,108  |
| Investments                                 |       | 4,780,396         | 6,224,328   |
| Derivative financial instruments            |       | 624,797           | 50,584      |
| Due from the Central Bank*                  |       | 4,244,973         | 4,087,577   |
| Restricted deposits                         |       | 628,005           | 614,629     |
| Cash and cash equivalents                   |       | 25,113,467        | 21,408,756  |
| Total current assets                        |       | 111,232,080       | 101,470,647 |
| <b>Total assets</b>                         |       | 143,550,564       | 129,292,714 |

\*Central Bank is the abbreviation of the People's Bank of China.

# **CONSOLIDATED BALANCE SHEET (Continued)**

**As at 31 December 2014**

|                                                     | Notes | As at 31 December<br>2014<br>RMB'000 | 2013<br>RMB'000 |
|-----------------------------------------------------|-------|--------------------------------------|-----------------|
| <b>Equity and liabilities</b>                       |       |                                      |                 |
| <b>Liabilities</b>                                  |       |                                      |                 |
| <b>Non-current liabilities</b>                      |       |                                      |                 |
| Bonds                                               |       | 1,993,201                            | 1,990,910       |
| Interest-bearing bank and other borrowings          |       | 853,644                              | 217,661         |
| Provisions                                          |       | 77,339                               | 23,246          |
| Government grants                                   |       | 424,834                              | 511,194         |
| Other non-current liabilities                       |       | 1,086,963                            | 992,926         |
| Deferred tax liabilities                            |       | 391,343                              | 611,670         |
| Total non-current liabilities                       |       | 4,827,324                            | 4,347,607       |
| <b>Current liabilities</b>                          |       |                                      |                 |
| Trade payables                                      | 11    | 26,937,592                           | 25,098,974      |
| Bills payable                                       |       | 4,898,054                            | 4,144,473       |
| Other payables and accruals                         |       | 47,273,941                           | 43,212,906      |
| Derivative financial instruments                    |       | 3,819                                | 8,376           |
| Customer deposits                                   |       | 4,271,030                            | 1,762,404       |
| Interest-bearing bank and other borrowings          |       | 5,008,663                            | 3,764,512       |
| Tax payable                                         |       | 1,439,514                            | 995,932         |
| Provisions                                          |       | 3,465,559                            | 3,248,962       |
| Total current liabilities                           |       | 93,298,172                           | 82,236,539      |
| <b>Total liabilities</b>                            |       | 98,125,496                           | 86,584,146      |
| <b>Equity</b>                                       |       |                                      |                 |
| <b>Equity attributable to owners of the Company</b> |       |                                      |                 |
| Ordinary shares                                     |       | 12,823,627                           | 12,823,627      |
| Reserves                                            |       | 20,659,633                           | 18,425,043      |
| Retained earnings                                   |       |                                      |                 |
| - Proposed final dividend                           | 8     | 753,132                              | 957,284         |
|                                                     |       | 34,236,392                           | 32,205,954      |
| <b>Non-controlling interests</b>                    |       | 11,188,676                           | 10,502,614      |
| <b>Total equity</b>                                 |       | 45,425,068                           | 42,708,568      |
| <b>Total equity and liabilities</b>                 |       | 143,550,564                          | 129,292,714     |
| <b>Net current assets</b>                           |       | 17,933,908                           | 19,234,108      |
| <b>Total assets less current liabilities</b>        |       | 50,252,392                           | 47,056,175      |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2014

### 1. CORPORATE INFORMATION

Shanghai Electric Group Company Limited (the “Company”) is a joint stock limited liability company established in the People’s Republic of China (the “PRC”) on 1 March 2004. The registered office of the Company is located on 30th floor, No. 8 Xing Yi Road, Shanghai, the PRC.

During the year, the Company and its subsidiaries (together the “Group”) is engaged in the following principal activities:

- design, manufacture and sale of nuclear power nuclear island equipment products, wind power equipment products and heavy machinery including large forging components;
- design, manufacture and sale of thermal power equipment products and corollary equipment, nuclear power conventional island equipment products and power transmission and distribution equipment products;
- design, manufacture and sale of elevators, electrical motors, machine tools, printing and packaging equipment, marine crankshafts, and other electromechanical equipment products; and
- provision of integrated engineering services for power station projects and other industries, financial services and functional services including international trading services.

In the opinion of the directors, the Company and the ultimate holding company of the Group is Shanghai Electric (Group) Corporation (“SE Corporation”), a state-owned enterprise established in the PRC.

The Company has its ordinary shares listed on both The Stock Exchange of Hong Kong Limited and The Stock Exchange of Shanghai Limited.

These financial statements are presented in Renminbi (“RMB”), unless otherwise stated.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### 2.1 Basis of preparation

The consolidated financial statements of Shanghai Electric Group Holdings Limited have been prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRS”). The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets, and financial assets and financial liabilities (including derivative instruments) at fair value through profit or loss, which are carried at fair value.

The consolidated financial statements are prepared in accordance with the applicable requirements of the predecessor Companies Ordinance (Cap. 32) for this financial year and the comparative period.

The preparation of financial statements in conformity with HKFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the group’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 4.

The Group adopts the going concern basis in preparing its consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

**For the year ended 31 December 2014**

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES(CONTINUED)

#### 2.2 Changes in accounting policies and disclosures

(a) New standard, amendments and interpretations mandatory for the first time for the financial year beginning 1 January 2014 but not currently relevant to the Group (although they may affect the accounting for future transactions and events).

|                                         |                                                                              | <b>Effective for annual periods<br/>beginning on or after</b> |
|-----------------------------------------|------------------------------------------------------------------------------|---------------------------------------------------------------|
| Amendment to HKAS 32                    | Financial instruments: Presentation on asset and liability offsetting        | 1 January 2014                                                |
| Amendments to HKFRSs 10, 12 and HKAS 27 | Exception from consolidation for investment entities                         | 1 January 2014                                                |
| Amendment to HKAS 36                    | Impairment of assets on recoverable amount disclosures                       | 1 January 2014                                                |
| Amendment to HKAS 39                    | Financial instruments: Recognition and measurement - novation of derivatives | 1 January 2014                                                |
| HK(IFRIC) 21                            | Levies                                                                       | 1 January 2014                                                |

(b) New and amended standards have been issued but are not effective for the financial year beginning on or after 1 January 2014 and have not been early adopted.

|                                    |                                                                                       | <b>Effective for annual periods<br/>beginning on or after</b> |
|------------------------------------|---------------------------------------------------------------------------------------|---------------------------------------------------------------|
| Amendment to HKAS 19               | Defined benefits on defined benefit plans                                             | 1 July 2014                                                   |
| Amendments to HKFRS 10 and HKAS 28 | Sale or contribution of assets between an investor and its associate or joint venture | 1 January 2016                                                |
| Amendment to HKFRS 11              | Accounting for acquisitions of interests in joint operations                          | 1 January 2016                                                |
| HKFRS 14                           | Regulatory Deferral Accounts                                                          | 1 January 2016                                                |
| Amendments to HKAS 16 and HKAS 38  | Clarification of acceptable methods of depreciation and amortisation                  | 1 January 2016                                                |
| Amendment to HKAS 27               | Equity method in separate financial statements                                        | 1 January 2016                                                |
| Amendments to HKAS 16 and HKAS 41  | Agriculture: Bearer plants                                                            | 1 January 2016                                                |
| HKFRS 15                           | Revenue from contracts with customers                                                 | 1 January 2017                                                |
| HKFRS 9                            | Financial Instruments                                                                 | 1 January 2018                                                |

The Group is assessing the full impact of the amendments and standards, and doesn't expect any significant impact on the consolidated financial statements upon adoption. The Group intends to adopt the amendments no later than the respective effective dates of the amendments.

## **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

**For the year ended 31 December 2014**

### **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES(CONTINUED)**

#### **2.2 Changes in accounting policies and disclosures (continued)**

##### **(c) New Hong Kong Companies Ordinance (Cap.622)**

In addition, the requirements of Part 9 “Accounts and Audit” of the new Hong Kong Companies Ordinance (Cap.622) come into operation as from the Company’s first financial year commencing on or after 3 March 2014 in accordance with Section 358 of the Ordinance. The Group is in the process of making an assessment of expected impact of the changes in the Companies Ordinance on the consolidated financial statements in the period of initial application of Part 9 of the new Hong Kong Companies Ordinance (Cap.622). So far it has concluded that the impact is unlikely to be significant and only the presentation and the disclosure of information in the consolidated financial statements will be affected.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

**For the year ended 31 December 2014**

### 3. SEGMENT INFORMATION

The Group organises and manages its operating business in accordance with the nature of business and provision of goods and services. Each business segment of the Group is one operating group, providing goods and services with risks and rewards different from those of the other business segments.

The details of operating segments are as follows:

- (a) the new energy segment is engaged in the design, manufacture and sale of nuclear power nuclear island equipment products, wind power equipment products and heavy machinery including large forging components;
- (b) the high efficiency and clean energy segment is engaged in the design, manufacture and sale of thermal power equipment products and corollary equipment, nuclear power conventional island equipment products and power transmission and distribution equipment products;
- (c) the industrial equipment segment is engaged in the design, manufacture and sale of elevators, electrical motors, machine tools, printing and packaging equipment, marine crankshafts and other electromechanical equipment products;
- (d) the modern services segment is principally engaged in the provision of integrated engineering services for power station projects and other industries, financial products and services, international trading services, financial lease and consultancy services and insurance brokerage services; and
- (e) the “others” segment includes components such as the central research institute.

Management monitors the results of the Group’s operating segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on reportable segment profit/(loss), which is a measure of adjusted profit/(loss) before tax. The adjusted profit/(loss) before tax (i.e., operating profit/(loss) stated below) is measured consistently with the Group’s profit before tax except that finance costs, share of profits and losses of joint ventures or associates.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to non-related parties at the then prevailing market prices.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2014

### 3. SEGMENT INFORMATION (continued)

| Year ended 31 December 2014       | New<br>energy<br>RMB'000 | High efficiency<br>and clean<br>energy<br>RMB'000 | Industrial<br>equipment<br>RMB'000 | Modern<br>services<br>RMB'000 | Others<br>RMB'000 | Corporate and other<br>unallocated amounts<br>RMB'000 | Inter segmented<br>eliminations<br>RMB'000 | Total<br>RMB'000 |
|-----------------------------------|--------------------------|---------------------------------------------------|------------------------------------|-------------------------------|-------------------|-------------------------------------------------------|--------------------------------------------|------------------|
| <b>Segment revenue:</b>           |                          |                                                   |                                    |                               |                   |                                                       |                                            |                  |
| Sales to external customers       | 7,082,233                | 25,233,711                                        | 25,178,733                         | 17,603,248                    | 1,625,466         | 61,125                                                | -                                          | 76,784,516       |
| Intersegment sales                | 668,438                  | 3,459,994                                         | 840,333                            | 536,628                       | 822,601           | -                                                     | (6,327,994)                                | -                |
| Total revenue                     | 7,750,671                | 28,693,705                                        | 26,019,066                         | 18,139,876                    | 2,448,067         | 61,125                                                | (6,327,994)                                | 76,784,516       |
| <b>Operating profit/ (loss)</b>   | (317,202)                | 1,324,094                                         | 1,749,398                          | 2,030,720                     | (45,836)          | 520,093                                               | (59,149)                                   | 5,202,118        |
| Finance costs                     |                          |                                                   |                                    |                               |                   |                                                       |                                            | (296,481)        |
| Share of profits and losses of:   |                          |                                                   |                                    |                               |                   |                                                       |                                            |                  |
| Joint ventures                    |                          |                                                   |                                    |                               |                   |                                                       |                                            | 944              |
| Associates                        |                          |                                                   |                                    |                               |                   |                                                       |                                            | 532,073          |
| Profit before tax                 |                          |                                                   |                                    |                               |                   |                                                       |                                            | 5,438,654        |
| Income tax expense                |                          |                                                   |                                    |                               |                   |                                                       |                                            | (895,235)        |
| Profit for the year               |                          |                                                   |                                    |                               |                   |                                                       |                                            | 4,543,419        |
| <b>Assets and liabilities</b>     |                          |                                                   |                                    |                               |                   |                                                       |                                            |                  |
| Segment assets                    | 16,794,224               | 56,084,102                                        | 35,171,156                         | 59,528,414                    | 3,373,229         | 13,817,967                                            | (41,218,528)                               | 143,550,564      |
| Segment liabilities               | 10,668,511               | 39,579,362                                        | 23,146,062                         | 49,131,994                    | 2,119,754         | 7,239,378                                             | (33,759,565)                               | 98,125,496       |
| <b>Other segment information:</b> |                          |                                                   |                                    |                               |                   |                                                       |                                            |                  |
| Capital expenditure               | 473,137                  | 624,392                                           | 731,733                            | 42,531                        | 81,945            | 8,279                                                 | (8,876)                                    | 1,953,141        |
| Depreciation and amortization     | 397,739                  | 874,621                                           | 478,439                            | 21,262                        | 37,010            | 69,665                                                | (1,254)                                    | 1,877,482        |
| Other non-cash expenses           | 576,903                  | 286,655                                           | 140,916                            | 515,349                       | 1,978             | -                                                     | -                                          | 1,521,801        |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2014

### 3. SEGMENT INFORMATION (continued)

| Year ended 31 December 2013       | New energy<br>RMB'000 | High<br>efficiency<br>and clean<br>energy<br>RMB'000 | Industrial<br>equipment<br>RMB'000 | Modern<br>services<br>RMB'000 | Others<br>RMB'000 | Corporate and<br>other unallocated<br>amounts<br>RMB'000 | Inter<br>segmented<br>eliminations<br>RMB'000 | Total<br>RMB'000  |
|-----------------------------------|-----------------------|------------------------------------------------------|------------------------------------|-------------------------------|-------------------|----------------------------------------------------------|-----------------------------------------------|-------------------|
| <b>Segment revenue:</b>           |                       |                                                      |                                    |                               |                   |                                                          |                                               |                   |
| Sales to external customers       | 5,503,520             | 27,163,189                                           | 24,530,767                         | 19,844,902                    | 1,677,983         | 74,161                                                   | -                                             | 78,794,522        |
| Intersegment sales                | 357,770               | 5,538,635                                            | 769,863                            | 451,861                       | 702,160           | -                                                        | (7,820,289)                                   | -                 |
| Total revenue                     | 5,861,290             | 32,701,824                                           | 25,300,630                         | 20,296,763                    | 2,380,143         | 74,161                                                   | (7,820,289)                                   | 78,794,522        |
| <b>Operating profit/ (loss)</b>   | (490,989)             | 1,939,906                                            | 1,677,274                          | 1,473,958                     | 113,037           | 248,251                                                  | (236,118)                                     | 4,725,319         |
| Finance costs                     |                       |                                                      |                                    |                               |                   |                                                          |                                               | (254,151)         |
| Share of profits and losses of:   |                       |                                                      |                                    |                               |                   |                                                          |                                               |                   |
| Joint ventures                    |                       |                                                      |                                    |                               |                   |                                                          |                                               | 4,088             |
| Associates                        |                       |                                                      |                                    |                               |                   |                                                          |                                               | 807,463           |
| Profit before tax                 |                       |                                                      |                                    |                               |                   |                                                          |                                               | 5,282,719         |
| Income tax expense                |                       |                                                      |                                    |                               |                   |                                                          |                                               | (1,072,604)       |
| Profit for the year               |                       |                                                      |                                    |                               |                   |                                                          |                                               | <u>4,210,115</u>  |
| <b>Assets and liabilities</b>     |                       |                                                      |                                    |                               |                   |                                                          |                                               |                   |
| Segment assets                    | 15,317,861            | 54,624,011                                           | 35,008,539                         | 51,198,346                    | 2,722,258         | 10,186,313                                               | (39,764,614)                                  | 129,292,714       |
| Segment liabilities               | 8,362,259             | 36,877,560                                           | 21,075,328                         | 43,832,089                    | 1,685,979         | 7,956,074                                                | (33,205,143)                                  | <u>86,584,146</u> |
| <b>Other segment information:</b> |                       |                                                      |                                    |                               |                   |                                                          |                                               |                   |
| Capital expenditure               | 478,461               | 580,149                                              | 779,342                            | 22,257                        | 39,659            | 98,852                                                   | (15,036)                                      | 1,983,684         |
| Depreciation and amortization     | 266,265               | 786,479                                              | 394,380                            | 10,192                        | 40,093            | 67,976                                                   | (1,252)                                       | 1,564,133         |
| Other non-cash expenses           | 171,194               | 957,317                                              | 155,415                            | (130,964)                     | 32,122            | -                                                        | 37,702                                        | <u>1,222,786</u>  |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

**For the year ended 31 December 2014**

### **3. SEGMENT INFORMATION (continued)**

(1) Geographical information

(a) Revenue from external customers

|                               | <b>2014</b><br><b>RMB'000</b> | <b>2013</b><br><b>RMB'000</b> |
|-------------------------------|-------------------------------|-------------------------------|
| Mainland China                | 66,230,233                    | 65,589,683                    |
| Other countries/jurisdictions | 10,554,283                    | 13,204,839                    |
|                               | <u>76,784,516</u>             | <u>78,794,522</u>             |

The above revenue information is based on the locations of the customers.

(b) Non-current assets

|                               | <b>2014</b><br><b>RMB'000</b> | <b>2013</b><br><b>RMB'000</b> |
|-------------------------------|-------------------------------|-------------------------------|
| Mainland China                | 24,010,786                    | 22,009,105                    |
| Other countries/jurisdictions | 264,169                       | 289,561                       |
|                               | <u>24,274,955</u>             | <u>22,298,666</u>             |

The above non-current asset information is based on the locations of the assets and excludes financial instruments and deferred tax assets.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2014

### 4. REVENUE, OTHER INCOME AND GAINS

Revenue includes turnover and other revenue that arise from the ordinary course of business of the Group. The Group's turnover, which arises from the principal activities of the Group, represents the net invoiced value of goods sold, after allowances for returns and trade discounts, an appropriate proportion of contract revenue of construction contracts and the value of services rendered, net of sale taxes and surcharges.

An analysis of revenue, other income and gains is as follows:

|                                                                     | 2014<br>RMB'000   | 2013<br>RMB'000   |
|---------------------------------------------------------------------|-------------------|-------------------|
| <b>Revenue</b>                                                      |                   |                   |
| Turnover                                                            |                   |                   |
| Sale of goods                                                       | 58,624,858        | 58,332,162        |
| Construction contracts                                              | 10,903,219        | 14,997,826        |
| Rendering of services                                               | 4,997,084         | 3,560,514         |
|                                                                     | <u>74,525,161</u> | <u>76,890,502</u> |
| Other revenue                                                       |                   |                   |
| Sales of raw materials, spare parts and semi-finished goods         | 652,382           | 617,356           |
| Finance lease income                                                | 380,659           | 276,939           |
| Rental income under operating leases                                | 106,742           | 126,874           |
| Finance Company*                                                    |                   |                   |
| Interest income on loans receivable and discounted bills receivable | 403,339           | 250,098           |
| Interest income from banks and other financial institutions         | 356,778           | 317,066           |
| Others                                                              | 359,455           | 315,687           |
|                                                                     | <u>2,259,355</u>  | <u>1,904,020</u>  |
|                                                                     | <u>76,784,516</u> | <u>78,794,522</u> |

\* Finance Company is the abbreviation of Shanghai Electric Group Finance Company Co., Ltd.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

**For the year ended 31 December 2014**

## 4. REVENUE, OTHER INCOME AND GAINS (continued)

|                                                                          | 2014<br>RMB'000  | 2013<br>RMB'000  |
|--------------------------------------------------------------------------|------------------|------------------|
| <b>Other income</b>                                                      |                  |                  |
| Interest income on bank balances and time deposits                       | 264,333          | 306,268          |
| Interest income on debt investments                                      | 31,840           | 19,929           |
| Dividend income from equity investments and investment funds             | 77,221           | 77,135           |
| Subsidy income                                                           | 748,701          | 760,423          |
|                                                                          | <u>1,122,095</u> | <u>1,163,755</u> |
| <b>Other gains, net</b>                                                  |                  |                  |
| Gain on disposal of property, plant and equipment                        | 135,888          | 12,806           |
| Losses on disposal of other intangible assets                            | (74)             | (141)            |
| Gain on disposal of land use rights                                      | 20,858           | 124,823          |
| Losses on disposal of subsidiaries                                       | -                | (227,797)        |
| Losses on disposal of associates                                         | -                | (9)              |
| Gain on disposal of joint venture                                        | -                | 15,502           |
| Gain on bargain purchases                                                | -                | 52,161           |
| Investments at fair value through profit or loss:                        |                  |                  |
| Unrealised fair value gains-net                                          | 58,631           | 7,243            |
| Realised fair value gains, net                                           | 79,326           | 597              |
| Derivative financial instruments -transactions not qualifying as hedges: |                  |                  |
| Unrealised fair value gains, net                                         | 68,095           | 2,301            |
| Realised gains on available-for-sale investments (transfer from equity)  | 206,158          | 151,337          |
| Exchange losses, net                                                     | (8,683)          | (28,383)         |
| Debt restructure gain-net                                                | 206              | 194,404          |
| Compensation for the construction                                        | (459,450)        | (189,810)        |
| Others                                                                   | 148,771          | 192,198          |
|                                                                          | <u>249,726</u>   | <u>307,232</u>   |
| <b>Other income and other gains, net</b>                                 | <u>1,371,821</u> | <u>1,470,987</u> |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## For the year ended 31 December 2014

### 5. EXPENSE BY NATURE

|                                                                               | 2014<br>RMB'000   | 2013<br>RMB'000   |
|-------------------------------------------------------------------------------|-------------------|-------------------|
| Raw materials and consumables used                                            | 32,811,198        | 34,472,976        |
| Cost of purchased machinery and services                                      | 27,281,417        | 27,512,205        |
| Employee benefit expense                                                      | 6,821,346         | 7,126,702         |
| Depreciation and amortisation                                                 | 1,877,482         | 1,720,142         |
| Commissions and brokerage fees                                                | 926,613           | 854,483           |
| Operating lease expenses                                                      | 208,711           | 313,848           |
| Asset impairment charge                                                       | 1,001,028         | 1,257,215         |
| Utility expense                                                               | 422,200           | 375,573           |
| Office expenses                                                               | 438,985           | 450,077           |
| Transportation cost and packaging fee                                         | 264,624           | 303,132           |
| Technique commission expenses                                                 | 14,850            | 287,040           |
| Other expense                                                                 | 885,765           | 866,797           |
| <b>Total cost of sales, distribution expenses and administrative expenses</b> | <b>72,954,219</b> | <b>75,540,190</b> |

### 6. INCOME TAX EXPENSE

With the PRC Corporate Income Tax Law (the “Corporate Income Tax Law”) effective on 1 January 2008, the Company and all of its subsidiaries that operate in Mainland China were subject to the statutory corporate income tax rate of 25% for the year ended 31 December 2014 (2013: 25%) under the income tax rules and regulations of the PRC, except that:

Certain subsidiaries were subject to a corporate income tax rate of 15% as they have been assessed as “High-New Technology Enterprises” under the Corporate Income Tax Law as at 31 December 2014. Those subsidiaries provided income tax and recognised the deferred tax assets and liabilities at tax rate of 15%.

Taxes on profits assessable elsewhere have been calculated at the rates of tax prevailing in the countries/jurisdictions in which the Group operates, based on existing legislation, interpretations and practices in respect thereof.

|                                      | 2014<br>RMB'000 | 2013<br>RMB'000  |
|--------------------------------------|-----------------|------------------|
| <b>Group</b>                         |                 |                  |
| Current tax                          |                 |                  |
| Charge for the year                  | 1,880,241       | 1,274,358        |
| Overprovision in prior years         | (74,427)        | (10,966)         |
| Deferred tax                         | (910,579)       | (190,788)        |
| <b>Total tax charge for the year</b> | <b>895,235</b>  | <b>1,072,604</b> |

A reconciliation of the tax expense applicable to profit before tax at the statutory rates for the countries/jurisdictions in which the Company and its subsidiaries are domiciled to the tax expense at the effective tax rates, and a reconciliation of the applicable rates (i.e., the statutory tax rates) to the effective tax rates, are as follows:

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## For the year ended 31 December 2014

### 6. INCOME TAX EXPENSE (continued)

|                                                                             | 2014<br>RMB'000 | %     | 2013<br>RMB'000 | %     |
|-----------------------------------------------------------------------------|-----------------|-------|-----------------|-------|
| <b>Profit before tax</b>                                                    | 5,438,654       |       | 5,282,719       |       |
| Tax at the statutory tax rate                                               | 1,359,664       | 25.0  | 1,284,849       | 24.3  |
| Lower tax rates for specific districts or concessions                       | (328,479)       | (6.0) | (267,662)       | (5.1) |
| Adjustments in respect of current tax of previous periods                   | (74,427)        | (1.4) | (10,966)        | (0.2) |
| Profits and losses attributable to joint ventures and associates            | (132,879)       | (2.4) | (180,486)       | (3.4) |
| Income not subject to tax                                                   | (21,609)        | (0.4) | (34,737)        | (0.7) |
| Expenses not deductible for tax                                             | 71,944          | 1.3   | 85,586          | 1.6   |
| Tax incentives on eligible expenditures                                     | (66,905)        | (1.2) | (27,170)        | (0.5) |
| Utilization of unrecognized tax losses and deductible temporary differences | (106,547)       | (2.0) | (201,327)       | (3.8) |
| Tax losses and deductible temporary differences are not recognised          | 195,218         | 3.6   | 502,456         | 9.5   |
| Enterprise income tax refund                                                | -               | -     | (70,118)        | (1.3) |
| Others                                                                      | (745)           | -     | (7,821)         | (0.1) |
|                                                                             | 895,235         | 16.5  | 1,072,604       | 20.3  |

### 7. PROFIT ATTRIBUTABLE TO OWNERS OF THE COMPANY

The consolidated profit attributable to owners of the Company for the year ended 31 December 2014 includes a profit of RMB3,022,430,000 (2013: RMB3,296,085,000) which has been dealt with in the financial statements of the Company.

### 8. DIVIDENDS

|                                                                              | 2014<br>RMB'000 | 2013<br>RMB'000 |
|------------------------------------------------------------------------------|-----------------|-----------------|
| Proposed final 2014– RMB5.873 cents per ordinary share (2013: RMB7.465cents) | 753,132         | 957,284         |

On 27 June 2014, the Company's 2013 annual general meeting approved the proposed final 2013 dividend of an aggregate amount of RMB957,284,000, based on total of 12,823,626,660 shares and a cash dividend of RMB7.465 cents per share (tax inclusive). The dividend was distributed on 22 Aug 2014.

On 17 March 2015, the board of directors of the Company resolved to recommend to the shareholders of the Company a final dividend of RMB5.873 cents per share (tax inclusive), totalling RMB 753,132,000 for the year ended 31 December 2014.

Pursuant to the Corporate Income Tax Law and relevant regulations, a Chinese resident enterprise shall withhold income tax at 10% when dividends are distributed to overseas non-resident enterprise H-share shareholders for year 2008 and the years thereafter. Accordingly, out of the final dividend of RMB 753,132,000 for the year ended 31 December 2014 proposed after the end of the reporting period, the Company will withhold income tax for the portion to be distributed to overseas non-resident enterprise H-share shareholders.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2014

### 9. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE COMPANY

The calculation of the basic earnings per share amount is based on the profit for the year attributable to ordinary equity holders of the Company, and the weighted average number of ordinary shares of 12,823,626,660 (2013: 12,823,626,660) in issue during the year.

The Group had no potentially dilutive ordinary shares in issue during those years.

The calculation of basic earnings per share is based on:

|                                                                                                                      | 2014<br>RMB'000 | 2013<br>RMB'000 |
|----------------------------------------------------------------------------------------------------------------------|-----------------|-----------------|
| <b>Earnings</b>                                                                                                      |                 |                 |
| Profit attributable to ordinary equity holders of the Company used in the basic earnings per share calculation       | 2,510,564       | 2,393,242       |
| <b>Number of shares</b>                                                                                              |                 |                 |
| Weighted average number of ordinary shares in issue during the year used in the basic earnings per share calculation | 12,823,626,660  | 12,823,626,660  |

### 10. TRADE RECEIVABLES

|                                | Group       |             | Company    |            |
|--------------------------------|-------------|-------------|------------|------------|
|                                | 2014        | 2013        | 2014       | 2013       |
|                                | RMB'000     | RMB'000     | RMB'000    | RMB'000    |
| Trade receivables              | 30,506,336  | 29,618,062  | 16,312,451 | 16,890,446 |
| Less: provision for impairment | (4,450,559) | (4,349,682) | (296,610)  | (778,077)  |
|                                | 26,055,777  | 25,268,380  | 16,015,841 | 16,112,369 |

For the sale of large-scale products, deposits and progress payments are required from customers. Retention money is calculated mainly at 5% to 10% of the total sales value, with retention periods of one to two years.

For the sale of other products, the Group's trading terms with its customers are mainly on credit except for new customers, where payment in advance or cash on delivery is normally required. The credit period is generally three months and may extend to six months for key customers. The Group seeks to maintain strict control over its outstanding receivables and has a credit control policy to minimise credit risk. Overdue balances are regularly reviewed by senior management. In view of the aforementioned and the fact that the Group's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk. Trade receivables are non-interest-bearing.

As part of its normal business, the Group entered into an arrangement (the "Arrangement") to transfer certain trade receivables to banks. Under the Arrangement, the Group may be required to reimburse the banks for losses if any customers default. The Group is exposed to default risks of the customers after the transfer and accordingly, it continued to recognise the full carrying amount of these trade receivables and treat the transactions as borrowings. Subsequent to the transfer, the Group does not retain any rights on the use of the trade receivables, including sale, transfer or pledge of the trade receivables to any other third parties. The aggregate carrying amount of trade receivables transferred under the Arrangement that have not been settled as at 31 December 2014 amounted to RMB508,094,000 (2013: RMB 806,722,000) .

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### For the year ended 31 December 2014

#### 10. TRADE RECEIVABLES (continued)

The ageing analysis of the trade receivables as at the end of the reporting period, based on the due date and net of provision for bad and doubtful debts, is as follows:

|                                            | Group             |                   | Company           |                   |
|--------------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                            | 2014<br>RMB'000   | 2013<br>RMB'000   | 2014<br>RMB'000   | 2013<br>RMB'000   |
| Not due                                    | 17,730,784        | 17,411,100        | 11,932,753        | 11,606,178        |
| Within 3 months past due                   | 3,443,210         | 2,210,641         | 1,502,413         | 560,639           |
| Over 3 months but within 6 months past due | 1,318,811         | 2,012,003         | 459,021           | 1,207,499         |
| Over 6 months but within 1 year past due   | 1,662,242         | 1,844,327         | 884,633           | 983,169           |
| Over 1 year but within 2 years past due    | 1,297,115         | 1,380,238         | 920,116           | 962,976           |
| Over 2 years but within 3 years past due   | 515,059           | 386,405           | 206,823           | 469,494           |
| Over 3 years past due                      | 88,556            | 23,666            | 110,082           | 322,414           |
|                                            | <u>26,055,777</u> | <u>25,268,380</u> | <u>16,015,841</u> | <u>16,112,369</u> |

The aging analysis of the trade receivables as at the end of the reporting period, based on the invoice date and net of provision for bad and doubtful debts, is as follows:

|                                   | Group             |                   | Company           |                   |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                   | 2014<br>RMB'000   | 2013<br>RMB'000   | 2014<br>RMB'000   | 2013<br>RMB'000   |
| Within 3 months                   | 14,782,676        | 11,573,938        | 7,966,109         | 5,760,333         |
| Over 3 months but within 6 months | 1,989,406         | 1,700,780         | 850,350           | 489,812           |
| Over 6 months but within 1 year   | 2,570,297         | 3,862,732         | 934,924           | 2,406,810         |
| Over 1 year but within 2 years    | 3,796,175         | 4,159,038         | 3,234,150         | 3,392,726         |
| Over 2 years but within 3 years   | 1,605,358         | 2,581,588         | 1,593,055         | 2,090,194         |
| Over 3 years                      | 1,311,865         | 1,390,304         | 1,437,253         | 1,972,494         |
|                                   | <u>26,055,777</u> | <u>25,268,380</u> | <u>16,015,841</u> | <u>16,112,369</u> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### For the year ended 31 December 2014

#### 10. TRADE RECEIVABLES (continued)

The movements in the provision for impairment of trade receivables are as follows:

|                                     | <b>Group</b>     |                  | <b>Company</b> |                |
|-------------------------------------|------------------|------------------|----------------|----------------|
|                                     | <b>2014</b>      | <b>2013</b>      | <b>2014</b>    | <b>2013</b>    |
|                                     | <b>RMB'000</b>   | <b>RMB'000</b>   | <b>RMB'000</b> | <b>RMB'000</b> |
| At 1 January                        | 4,349,682        | 4,112,568        | 778,077        | 786,841        |
| Impairment losses recognised        | 600,412          | 656,864          | -              | 224,126        |
| Acquisition of subsidiaries         | -                | 3,382            | -              | -              |
| Disposal of subsidiaries            | -                | (78,988)         | -              | -              |
| Amount written off as uncollectible | (14,633)         | (11,647)         | -              | -              |
| Impairment losses reversed          | (484,902)        | (332,443)        | (481,467)      | (232,890)      |
| Others                              | -                | (54)             | -              | -              |
|                                     | <b>4,450,559</b> | <b>4,349,682</b> | <b>296,610</b> | <b>778,077</b> |

The ageing analysis of the trade receivables that are not considered to be impaired is as follows:

|                               | <b>Group</b>      |                | <b>Company</b>    |                |
|-------------------------------|-------------------|----------------|-------------------|----------------|
|                               | <b>2014</b>       | <b>2013</b>    | <b>2014</b>       | <b>2013</b>    |
|                               | <b>RMB'000</b>    | <b>RMB'000</b> | <b>RMB'000</b>    | <b>RMB'000</b> |
| Neither past due nor impaired | <b>15,134,737</b> | 17,364,574     | <b>10,189,033</b> | 11,146,031     |
| Less than 3 months past due   | <b>2,544,454</b>  | 1,888,091      | <b>1,256,499</b>  | 380,539        |
| 3 to 6 months past due        | <b>640,671</b>    | 726,778        | <b>323,410</b>    | 295,235        |
| Over 6 months past due        | <b>1,099,074</b>  | 130,992        | <b>496,065</b>    | -              |
|                               | <b>19,418,936</b> | 20,110,435     | <b>12,265,007</b> | 11,821,805     |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### For the year ended 31 December 2014

#### 10. TRADE RECEIVABLES (continued)

Receivables that were neither past due nor impaired relate to a large number of diversified customers for whom there was no recent history of default.

Receivables that were past due but not impaired relate to a number of independent customers that have a good track record with the Group. Based on past experience, the directors of the Company are of the opinion that no provision for impairment is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable.

The amounts due from related parties included above are analysed as follows:

|                              | Group   |           | Company |           |
|------------------------------|---------|-----------|---------|-----------|
|                              | 2014    | 2013      | 2014    | 2013      |
|                              | RMB'000 | RMB'000   | RMB'000 | RMB'000   |
| The ultimate holding company | 53,307  | 75,563    | -       | -         |
| Subsidiaries                 | -       | -         | 497,277 | 483,808   |
| Associates                   | 24,760  | 47,999    | -       | -         |
| SEC group companies          | 76,049  | 117,572   | -       | -         |
| Other related companies      | 281,239 | 897,418   | 261,975 | 817,910   |
|                              | 435,355 | 1,138,552 | 759,252 | 1,301,718 |

The amounts due from related parties are on credit terms similar to those offered to the major customers of the Group.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### For the year ended 31 December 2014

#### 11. TRADE PAYABLES

The ageing analysis of the trade payables as at the end of reporting period, based on the invoice date, is as follows:

|                                   | Group             |                   | Company           |                   |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                   | 2014<br>RMB'000   | 2013<br>RMB'000   | 2014<br>RMB'000   | 2013<br>RMB'000   |
| Within 3 months                   | 17,057,835        | 14,915,112        | 12,479,577        | 9,213,989         |
| Over 3 months but within 6 months | 3,557,033         | 3,187,148         | 2,103,679         | 1,014,019         |
| Over 6 months but within 1 year   | 2,755,782         | 3,067,758         | 2,655,665         | 3,261,201         |
| Over 1 year but within 2 years    | 2,196,139         | 1,944,389         | 2,929,872         | 4,273,532         |
| Over 2 years but within 3 years   | 901,156           | 1,503,348         | 2,147,090         | 3,380,025         |
| Over 3 years                      | 469,647           | 481,219           | 674,101           | 1,231,589         |
|                                   | <u>26,937,592</u> | <u>25,098,974</u> | <u>22,989,984</u> | <u>22,374,355</u> |

The amounts due to related parties included above are analysed as follows:

|                              | Group            |                  | Company           |                   |
|------------------------------|------------------|------------------|-------------------|-------------------|
|                              | 2014<br>RMB'000  | 2013<br>RMB'000  | 2014<br>RMB'000   | 2013<br>RMB'000   |
| Subsidiaries                 | -                | -                | 13,202,578        | 13,773,799        |
| The ultimate holding company | 551              | -                | -                 | -                 |
| Joint ventures               | -                | 77               | -                 | -                 |
| Associates                   | 197,202          | 432,692          | 29,808            | 53,146            |
| SEC group companies          | 687,563          | 778,561          | 395,906           | 443,489           |
| Other related companies      | 123,111          | 146,088          | 1,284             | -                 |
|                              | <u>1,008,427</u> | <u>1,357,418</u> | <u>13,629,576</u> | <u>14,270,434</u> |

The trade payables are non-interest-bearing and are normally settled on 90-day terms. The amounts due to related parties are negotiated on credit terms similar to those offered by the major suppliers of the Group.

## MANGEMENT DISCUSSION AND ANALYSIS

### OPERATION REVIEW

Standing at the new starting point, Shanghai Electric made an in-depth study of a new development strategy in 2014 and formed a general idea and strategic framework of “taking innovation and development as the theme and adhering to the direction towards high end technology, asset-light business structure, group level centralized management and controls, simplified operation structure, together with a pragmatic and result-oriented work approach”. Over the past year, we experienced a fierce challenge of overcapacity and sluggish demand while we maintained a steady economic growth. During the reporting period, the Company achieved a turnover of RMB76, 785 million, representing a decrease of 2.6% over the corresponding period of preceding year; the net profit attributable to the shareholders of the parent company amounted to RMB2, 511 million, representing an increase of 4.9% over the corresponding period of preceding year.

#### Business Review of Major Business Segments

(in RMB million)

| Year of 2014                               | Revenue | Cost of Sales | Gross Profit Margin | Year-on-year Change in Revenue | Year-on-year Change in Cost of Sales | Year-on-year Change in Gross Profit Margin |
|--------------------------------------------|---------|---------------|---------------------|--------------------------------|--------------------------------------|--------------------------------------------|
| New Energy Equipment                       | 7,751   | 7,196         | 7.2%                | 32.2%                          | 27.4%                                | Increased by 3.6 percentage points         |
| High Efficiency and Clean Energy Equipment | 28,694  | 23,835        | 16.9%               | -12.3%                         | -11.6%                               | Decreased by 0.7 percentage points         |
| Industrial Equipment                       | 26,019  | 20,545        | 21.0%               | 2.8%                           | 2.2%                                 | Increased by 0.4 percentage points         |
| Modern Services                            | 18,140  | 15,159        | 16.4%               | -10.6%                         | -16.5%                               | Increased by 5.9 percentage points         |
| Other Business                             | 2,509   | 2,121         | 15.5%               | 2.2%                           | 2.4%                                 | Decreased by 0.1 percentage points         |
| Elimination                                | -6,328  | -6,438        | -1.7%               | -19.1%                         | -18.0%                               | Decreased by 1.3 percentage points         |
| Total                                      | 76,785  | 62,418        | 18.7%               | -2.6%                          | -4.1%                                | Increased by 1.3 percentage points         |

## **New Energy Equipment**

During the reporting period, the domestic nuclear power market revived gradually. New nuclear power projects started to proceed at a relatively slow pace. When a voice of building nuclear power projects in the inland regions of PRC was emerging, the China's nuclear power projects started in overseas market. In line with the national strategy of “safe and high efficiency development of nuclear power”, we proactively advanced the progress of nationalization of production of nuclear power equipment. We had become a well-equipped and technologically advanced manufacturing group providing nuclear power equipment of various types of reactors and complete sets of equipment in China. At the same time, we will actively develop a cooperative platform for research and development with an aim to cultivate our innovative capacities in terms of the integration of design, equipment and service, and to shift from merely selling nuclear power equipment to a business development model of “equipment integration plus technology service”. The nuclear power equipment orders we secured involve many domestic nuclear power projects under construction, while we actively tracked nuclear power equipment export projects. During the reporting period, we received orders for nuclear power nuclear island equipment aggregating in excess of RMB2.9 billion, representing a significant year-on-year increase. In respect of domestic wind power market, it continued the revival trend in the second half of 2013 during the reporting period. We seized the opportunity and received over RMB 9.4 billion worth of wind power equipment orders, hitting a new record. Our first 4.0 megawatt offshore wind turbine rolled off the production line successfully with technology introduced from Siemens.

During the reporting period, we and BrightSource HK Holdings Limited, one of the companies equipped with the most advanced concentrated sunlight solar thermal technology around the world, entered into a joint venture agreement, pursuant to which the parties thereto agreed to contribute capital together to establish a solar thermal power company. Shanghai Electric formally stepped into the solar thermal power generation field, which further drove Shanghai Electric's new energy business into the new submarket expansion.

During the reporting period, the new energy equipment segment achieved a turnover of RMB7,751 million, representing an increase of 32.2% as compared with that of the same period of preceding year, of which wind power products recorded a year-on-year increase of 73.8%. The gross profit margin for the segment was 7.2%, representing a year-on-year increase of 3.6 percentage points, mainly due to the revival of wind power industry which resulted in an increase in the contract unit price of the wind power products of the Company and the expansion of the scale of wind power sales which resulted in a decrease in the unit purchase cost.

## **High Efficiency and Clean Energy Equipment**

During the reporting period, we continued to focus on the intensive cultivation of thermal power equipment business and are gradually becoming a tier-one company in this industry globally. Based on our innovation business model and guided by customer value-oriented idea, we developed large-capacity, high-efficiency, environmental friendly and economical thermal power equipment, enhanced positioning of our products, stood on our competitive edge in technology advancement, and explored market for new product. We are gradually transforming from the passive model of developing market-oriented products to the positive innovation model of developing products that will lead the trend of market demand. Under the macro background of the shrinking demand in thermal power market, we concluded and applied the successful experience of the new product with “second reheat technology”, vigorously introduced and recommended new technologies to customers so as to attract them to participate in the design of new products (such as 1200MW power generation units, second reheat power generation equipment and 620°C power generation equipment), which in turn built a basis for us to get new product orders through technology innovation. In the gas turbine area, we successfully entered

into an equity purchase agreement with Fondo Strategico Italiano S.p.A. to acquire a 40% equity interest in Italy's Ansaldo Energia S.p.A. (“Ansaldo”), and to tap the heavy gas turbine market with Ansaldo, a move that can help us accelerate internationalization of our gas turbine business and improve our competitive strength in the global energy equipment sector. During the reporting period, we steered our development in power transmission and distribution equipment business towards an industry development system for high voltage technology, smart grid technology, power electronics technology and modern services, and by capitalizing on the advantageous position of the shareholders of both Shanghai Electric and Shanghai Municipal Electric Power Company, a subsidiary of State Grid, we consolidated our foothold in the domestic power transmission and distribution equipment market in Shanghai while proactively extended our presence in markets outside Shanghai. By focusing on key projects, we further kept track of the market and enhanced our market share.

During the reporting period, the high efficiency and clean energy equipment segment achieved a turnover of RMB28,694 million, representing a decrease of 12.3% as compared with that of the same period of preceding year, of which power transmission and distribution equipment business recorded a year-on-year increase of 10.1% and coal-fired power equipment business recorded a year-on-year decrease of 11.0%. The gross profit margin for the segment was 16.9%, representing a year-on-year decrease of 0.7 percentage points which is mainly due to the overall demand shrinkage in coal-fired power generation equipment market, resulting in a reduction in the sales volume and unit price of the coal-fired power generation equipment delivered in the reporting period as compared to the corresponding period of preceding year.

### **Industrial Equipment**

As for year 2014, although the property market was under the continuing impact of the domestic economic structure adjustment, credit tightening policy and the macroeconomic control, which therefore brought a negative impact to elevator market, however, the advancement of new urbanization, investment in public infrastructure, energy conservation and upgrading as well as replacement or retrofit of old elevators and other factors promoted the sustainable development of the elevator industry in a way. Under the combined influence of the above-mentioned factors, domestic elevator market demand remained a modest yet steady pace of growth in 2014. During the reporting period, adhering to the marketing strategies of "cover market in full, highlight market focuses, deepen business development, extend beyond market limits", Shanghai Mitsubishi Elevator captured business opportunities arising from construction of public facilities (in particular, the large-scale metro construction development) while we secured our foothold in the low-end social security housing market by launching elevator products that accommodate customized needs of different users. Meanwhile, we also focused on developing high-end and high-speed elevator products. During the reporting period, based on market conditions, Shanghai Mitsubishi Elevator laid more stress on the importance of maintaining and developing relationships with major strategic customers, on the other hand, it also kept a keen eye on the large projects in second and third tier cities. Significant project orders that had been undertaken include but not limited to: the bid of Shenzhen metro Phase III; modern property “Emerald City(漣城)” project in Nanjing by working with Hutchison Whampoa; “XingYe Jinxiu Park(興業錦繡花園)” large scale residential project by cooperating with Rizhao XingYe Group, a leading real estate enterprise in Rizhao City; international 5A Grade A office building “Wanhui Center(重慶萬匯中心)” signed with Chongqing Wanhui Real Estate; and “Glory City(海阔天空·国瑞城)” project located in the central area of Haikou Green CBD contracted with HNA Group. During the reporting period, Shanghai Mitsubishi Elevator kept expanding in service business and the revenue from service business like the installation and maintenance of elevators exceeded RMB3,500 million in 2014, representing over 20% of the operating revenue. In the electric motors drive field, the joint venture engaging in high-voltage frequency conversion area jointly

established by the Company and Fuji Electric of Japan, officially commenced operation, realizing a parallel pursuit of corporate establishment and market development. The Group will proactively explore the domestic high voltage frequency conversion market and enter into the industrial automation field.

During the reporting period, the industrial equipment segment achieved a turnover of RMB26,019 million, representing an increase of 2.8% as compared with that of the same period of preceding year, of which elevator business recorded a year-on-year increase of 5.9%. The gross profit margin is 21.0%, increased by 0.4 percentage points as compared with that of the same period of preceding year.

### **Modern Services**

The Group continued to achieve steady development in the power plant engineering business during the reporting period. In respect of business expansion, we will shift from mere thermal power business to a business model developing both thermal power and new energy, to gradually cultivate our ability of undertaking and implementing gas turbine, wind power, and eco-friendly engineering projects. In 2014, we undertook a project of 100 megawatt photovoltaic power plant engineering for Jinchang Zhongxinneng(金昌中新能) in Gansu province, which laid a solid foundation for our further expansion in photovoltaic power market. For our power plant service business, we capitalized on growing awareness of the need for energy saving and environment protection in the society and proactively explored markets for thermal power equipment enhancement and various services for power plants, and achieved further development in the domestic and overseas markets. In the domestic market, we received a ventilation enhancement project order for new model heat regenerative system of Jia Hua Phase III 1,000MW ultra-supercritical thermal power generation unit. In the overseas market, we entered into a long term service agreement with a subsidiary of PT Perusahaan Listrik Negara, the National Electric Power Company of Indonesia, under which we provide power plant equipment spare parts and components for its 43 power plants. Among the ranking of the largest 250 international engineering contractors in the world 2014 published by U.S. magazine The Engineering News-Record, we ranked 64th, up from 72nd in 2013. We will put more attention on markets in South America, Eastern Europe, Middle East and Africa in the future, and expand our market shares in the overseas by sticking to the “One Belt, One Road” Strategy. The business model of our power plant services has been enhanced to provision of comprehensive solutions, which combined energy saving, environmental redevelopment and installation together, and realized a model with general integration and general contracting of the enhancement services. During the reporting period, under the business model of “integrating business and finance, boosting business development by financial services” for our financial services business, we continued to enhance the constructive interaction between the Company's financial services and high-end manufacturing business. Our financial company will be turned from a “single internal funding management platform of the Group” to a “financial platform of providing various value-added services to the Group”. In respect of our financing leasing business, we intend to start with certain familiar industries and constantly expand our market shares in financing leasing business. During the reporting period, by capitalizing on the opportunity of the development of the China (Shanghai) Pilot Free Trade Zone (the “FTZ”), we changed the registration place of our subordinate financial company to the FTZ, which benefits the improvement of its financial service function and expansion into the overseas so as to serve the Group's international development better. Besides, we also set up a financial leasing subsidiary in the FTZ, establishing an important platform for enhancing the service capability of overseas businesses as well as innovation over business models.

During the reporting period, the modern services segment achieved a turnover of RMB18,140 million, representing a decrease of 10.6% as compared to that of the same period of preceding

year. Within the segment, revenue from power transmission and distribution engineering business and financial business recorded a year-on-year increase of 12.0% and 33.0% respectively, while revenue from power plant engineering business recorded a year-on-year decrease of 26.8%. The gross profit margin of the segment was 16.4%, representing an increase of 5.9 percentage points as compared with that of the same period of preceding year. The increase was mainly due to the effectiveness of further cost control of power plant engineering business in the implementation of the engineering project during the reporting period.

### **Capital Utilization Plan**

In view of an intricate change in macroeconomic situation, we will persistently apply scientific and prudent investment philosophy to maintain an appropriate scale of investment. In December 2012, China Securities Regulatory Commission approved in writing the Company's public offer of corporate bonds not exceeding RMB4 billion. In January 2015, China Securities Regulatory Commission approved in writing the Company's public offer of convertible corporate bonds with an aggregate nominal value of RMB6 billion ("A Share Convertible Bonds"). In February 2015, the Company completed the public offer of A Share Convertible Bonds amounting to RMB6 billion, and the net proceeds will be used to finance the Iraq Wassit II Thermal Power Plant EPC project, India SASAN Thermal Power Plant BTG project and Vietnam Vinh Tan II Coal-fired Power Plant EPC project and used as a capital contribution to Shanghai Electric Leasing Co., Ltd.

### **FUTURE DEVELOPMENT AND OUTLOOK OF THE COMPANY**

Looking forward, we will take an innovative and positive stance to cope with difficulties, and adapt ourselves to economic development under the new normal phase actively. We will enhance our capital quality to stay in health and improve our competitiveness and profitability to persevere with our object of building Shanghai Electric as a global and multinational group with international competitiveness and brand influence.

2015 will be critical for the Group's transformational development. We will endeavor to "stay healthy and orderly, make breakthroughs and get upgraded" in our operation. We will position staying healthy and orderly as a precondition, followed by further improving the Group's quality in economic operation and assets to ensure healthy and strong economic growth. Making breakthroughs and getting upgraded serve as the successive key step, in which opportunities should be seized while innovation and breakthroughs should be pursued for the Group to take a solid step on the way to transformational development. There will be new breakthroughs in the industry, new changes in the structure, new development in the reform exercise and new outcomes in the transformational development of the Group.

The Group's targets for 2015 will be to maintain steady development of core business and to achieve turnover increase compared to that of the same period in 2014. We will stand higher, see farther, think deeper, and do more solid work into greater level of details with our focus as follows:

#### **1. Maintaining steady development of core business**

Core business is the main support of the Group's transformational development. We should enhance our competitiveness and profitability in our core business based on the principle of staying stable and healthy. We should maintain our market advantages in high-efficiency and clean thermal power and strive for a new round of breakthrough in the area of gas turbine, wind power equipment and energy services. With the speeding up of the pace of resumption for domestic nuclear power market, not only should we keep our leading position in the nuclear power industry and consolidate the third generation nuclear power, but also we should step

forward into the area of the fourth generation nuclear power as well as military nuclear equipment and the research and development of post disposal equipment for spent nuclear fuel. At the same time, we should accelerate our expansion from nuclear power equipment manufacturer to the integration of nuclear power equipment design, manufacture and service. With its leading market position as a solid foundation, Shanghai Mitsubishi Elevator will attach more importance to the development of service-driven manufacture and further expand service network throughout the country.

## **2. Accelerating the optimization of industry structure**

We should actively develop automation industry, mainly focusing on the development of industrial automation industry represented by intelligent manufacture. With more efforts to be made, relative plans to be considered, industry layout to be prepared and resources to be integrated, we will cultivate our capacity of integrating products and systems as soon as possible. In terms of environment protection industry, more attention should be focused on the core business areas including solid waste treatment, water treatment, comprehensive utilization of resources and energy saving. As for modern service, we should speed up the development of manufacturing-related service industry based on equipment manufacture. As for new industry, we will accelerate the overall cooperation with Fuji Electric. We will try to occupy the commanding heights for solar-thermal power generation area through international cooperation and develop our capacities and competitive strengths in the field of distributed energy as fast as we can through business model innovation.

## **3. Continuing to increase the market share of our core business**

Currently, in face of the complicated external situation, we will continue to adjust our marketing and sales strategies to guarantee the market share of our core business and increase the number of new orders by studying the changes in national policies, market demand, competition landscape and customer mentality.

## **4. Strengthening the establishment of soft power**

We will follow and implement the development idea of “high recognition of technology but less recognition of assets”, exercise strict control over the investment in fixed assets and improve the Company’s core competitiveness by focusing on the development of such five core abilities including profitability, competitiveness, development ability, risk control ability and executive ability. The Company will maintain its operation in a healthier manner by leveraging on control indicators over items including trade receivables and inventories of its subsidiary enterprises. The Company will also increase its efforts in reducing operational costs to maintain a reasonable decrease in such costs through innovation of system and mechanism and reduction in costs by technology, management and procurement etc. Meanwhile, it will accelerate the transfer of its non-core manufacturing to low-cost regions in an attempt to realize the strategic transformation of “R&D and marketing in Shanghai and production outside Shanghai”. It will continue to enhance its management, intensify management concentration and promote financial shared services centers, formulate standards such as standards of economic operation alarm value and etc., and establish a management system for major customers and actively promote the Group’s management of major customers.

## **5. Accelerating innovations in technology**

Oriented by development strategies of the Company and in line with the new trend of the global technological development, we will carry on making plans in terms of scientific and technological development, revise such plans for the following 15 years, and establish a scrolling revision system for them, which reflects the Company’s development principle of “high recognition of technology but less recognition of assets” and “high-end technology”. We will continue enlarging the investment in scientific research, further enhance concentration on the investment in science and technology, further streamline and improve the three-layer structure system of scientific research of the Company.

## **6. Accelerating human resource development**

We will promote human resource integration development and build a human resource shared services center. We will improve the training management system, endeavor to cultivate and manage core talents, and strengthen centralized management of training resources. We will advance the development of key and core talent teams and focus on the “TOP100+ International Talents Development” project. We will attach importance to the development of leader teams by recruiting influential and leading talents in the industry, and taking advantage of their strengths in leading. We will create a passionate and energetic mechanism. We will arouse the competence and passion of all employees of the Company through reasonable incentive mechanism, which lays a foundation for the achievement of the Company's strategic objective.

## **USE OF PROCEEDS**

### **1. Issuance of corporate bonds**

Pursuant to the approval (Zheng Jian Xu Ke [2012] No. 1703 (證監許可[2012]1703號文)) from China Securities Regulatory Commission, the Company was approved to issue corporate bonds with an aggregate nominal amount of up to RMB4 billion by public offer. For this, the corporate bonds were issued in tranches, where the nominal value of the first tranche was no less than 50% of the total nominal value, and the remaining tranches have to be completed within 24 months from the date of issue as approved by the China Securities Regulatory Commission. On 27 February 2013, the first tranche of the corporate bonds (the “Corporate Bonds”) with an aggregate amount of RMB2 billion was issued. Nominal value and issue price of each of the Corporate Bonds was RMB100 and RMB100, respectively. The total number of Corporate Bonds was 20 million. The issuance of the Corporate Bonds has been completed on 1 March 2013. The first tranche has two series, including bonds with a three-year duration and a coupon rate of 4.5% at an offering size of RMB0.4 billion; and bonds with a five-year duration and a coupon rate of 4.9% at an offering size of RMB1.6 billion. The net proceeds raised from the issuance of corporate bonds after deducting sponsor and underwriting fees amounted to RMB1.989 billion. The amount has been used to supplement working capital.

With the approval from the China Securities Regulatory Commission (Zheng Jian Xu Ke [2015] No.84 (證監許可[2015]84號文)), in February 2015, the Company issued a total of 60,000,000 (6 million lots) A share convertible corporate bonds with a nominal value of RMB100 each (the “Electric Convertible Bonds”), amounting to RMB6 billion in aggregate. The bonds code of the Electric Convertible Bonds is 113008. The initial conversion price of the Electric Convertible Bonds was RMB10.72 per A Share and the Electric Convertible Bonds were listed on the Shanghai Stock Exchange as from 16 February 2015. The term of the Electric Convertible Bonds commenced on 2 February 2015 and will end on 1 February 2021. The conversion period will commence on 3 August 2015 and end on 1 February 2021.

## **PLEDGE OF ASSETS**

As at 31 December 2014, the bank deposits of the Group of RMB628 million (2013: RMB615 million) were pledged with banks to secure bank loans or credit facilities. In addition, certain buildings and machineries of the Group, with the net carrying value amounting to RMB1,338 million as at 31 December 2014 (2013: RMB427 million), were pledged as the securities for certain bank loans of the Group.

## **EVENTS AFTER THE BALANCE SHEET DATE**

Details of the final 2014 dividend proposal are contained in note 8 to the financial statements.

## **CORPORATE GOVERNANCE**

The Board firmly believes that corporate governance is essential to the success of the Company and has adopted various measures to ensure a high level of transparency in corporate governance and an excellent performance in operation.

During the reporting period, the Board of Directors is of the view that the Company has complied with the code provisions set out in the Corporate Governance Code and Corporate Governance

Report (the “Code”) contained in Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”) except for code provision A.2.1 concerning the requirements to separate the roles of the chairman and chief executive officer. The Company is of the opinion that segregation of duties and responsibilities between the Board of Directors and the senior management has been well maintained and there exists no problem of over-centralization of management power on one particular individual.

The Company will periodically review and update the existing practices, in order to follow the latest developments in corporate governance.

## **MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS**

The Company has adopted the code provisions regarding the purchase and sale of the Company’s shares by the Directors on the Model Code for Securities Transactions by Directors of Listed Issuers (the “Model Code”) as set out in Appendix 10 of the Listing Rules. All Directors and supervisors of the Company confirmed that they had complied with the requirements contained in the Model Code throughout the year 2014. The Company was not aware of any non-compliance of the Model Code by any staff.

## **REVIEW OF ANNUAL RESULTS BY AUDIT COMMITTEE**

The annual results for the year ended 31 December 2014 have been reviewed by the Audit Committee of the Company.

## **PURCHASE, REDEMPTION OR SALE OF LISTED SECURITIES OF THE COMPANY**

No purchase, redemption or sale of the Company’s listed securities has been made by the Company or any of its subsidiaries during the year.

## **CLOSURE OF REGISTER OF MEMBERS**

The Company’s register of members for the H shares will be closed from 3 April 2015 to 5 May 2015, both days inclusive and from 14 May 2015 to 19 May 2015, both days inclusive, during which period no transfer of H shares will be effected.

## **WITHHOLDING OF CORPORATE INCOME TAX FOR NON-RESIDENT CORPORATE SHAREHOLDERS**

According to the PRC Enterprise Income Tax Law and its implementation rules which came into effect on 1 January 2008, the Company is required to withhold corporate income tax at the rate of 10% before distributing the 2014 final dividend to non-resident enterprise shareholders as appearing on the H share register of members of the Company. Any shares registered in the name of the non-individual registered shareholders including HKSCC Nominees Limited, other nominees, trustees or other groups and organizations will be treated as being held by non-resident enterprise shareholders and therefore will be subject to the withholding of the corporate income tax.

## **DISCLOSURE OF INFORMATION ON STOCK EXCHANGE’S WEBSITE**

The results announcement was published on the Company’s website (<http://www.shanghai-electric.com>) and the Stock Exchange’s website (<http://www.hkexnews.hk>). The 2014 Annual Report will be despatched to the shareholders of the Company and will be made available on the websites of the Company and the Stock Exchange in due course.

By Order of the Board  
**Shanghai Electric Group Company Limited**  
**Huang Dinan**  
Chairman

Shanghai, the PRC, 17 March 2015

*As at the date of this announcement, the executive directors of the Company are Mr. HUANG Dinan, Mr. ZHENG Jianhua and Mr. YU Yingui; the non-executive directors of the Company are Mr. WANG Qiang, Mr. ZHU Kelin and Ms. YAO Minfang; and the independent non-executive directors of the Company are Dr. LUI Sun Wing, Mr. KAN Shun Ming and Dr. CHU Junhao*

*\* For identification purpose only*