



ZhongDe Waste Technology AG

Conference Call – Annual Results 2014

April 29, 2015



modern waste management

ZhongDe made remarkable progress in its current waste-to-energy projects



BOT projects	As at December 31, 2014 Percentage of Completion	Date of completion
Zhoukou (500T)	89.2%	2015
Kunming (700T)	82.1%	2016
Xianning (600T)	95.1%	2015
Lanzhou (2,000 T)	18.1%	2018

EPC projects	As at December 31, 2014 Percentage of Completion	Date of completion
Dingzhou (600T)	47.0%	2015
Zhucheng (500T)	70.1%	2015
Wuhai (1,000T)	Ready for construction	2017

Projects under construction (Zhoukou BOT)



Projects under construction (Xianning BOT)



Projects under construction (Dingzhou EPC)



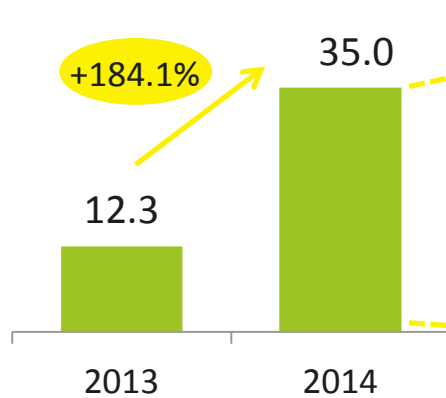
Projects under construction (Zhucheng EPC)



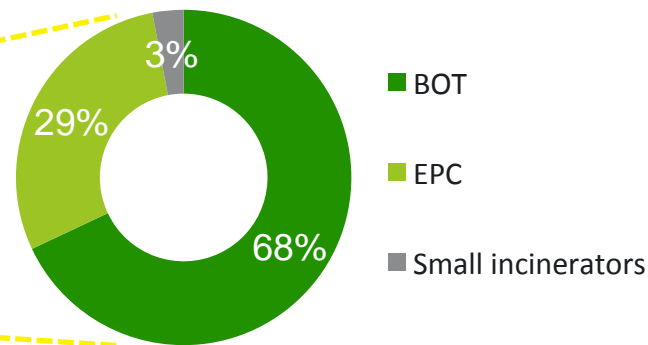
Strong revenue and gross profit increase due to project progress



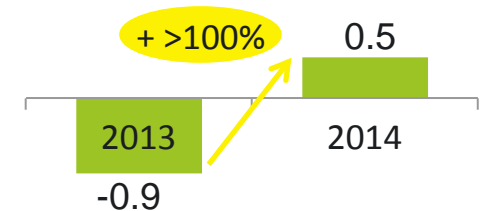
Revenues (€ million)



Revenue by segment (2014)



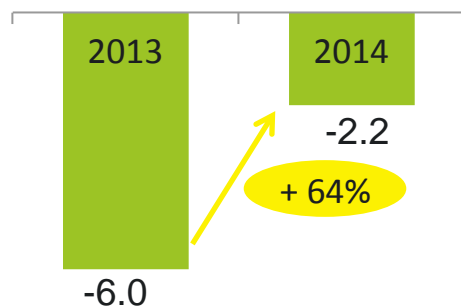
Gross profit (€ million)



- Significant revenue increase mainly due to progress of Lanzhou project (€ 19.0 million) and Dingzhou (€ 8.5 million)
- BOT projects accounted for zero-profit method since Q2 2013 and with a portion of 68% still main group revenue contributor
- Cost of sales increased by 162% and gross profit increase in line with strong revenue growth

Operating profit significantly improved, but influenced by extraordinary effects

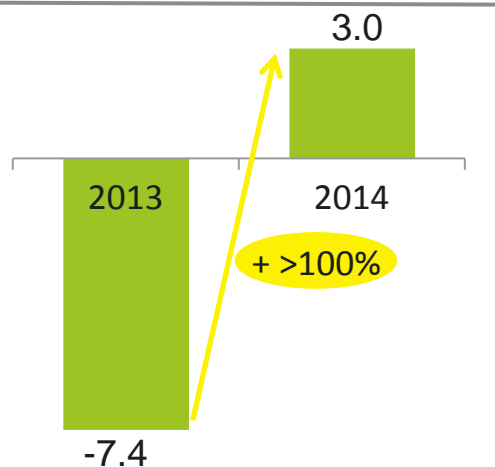
EBITDA adjusted (€ million)



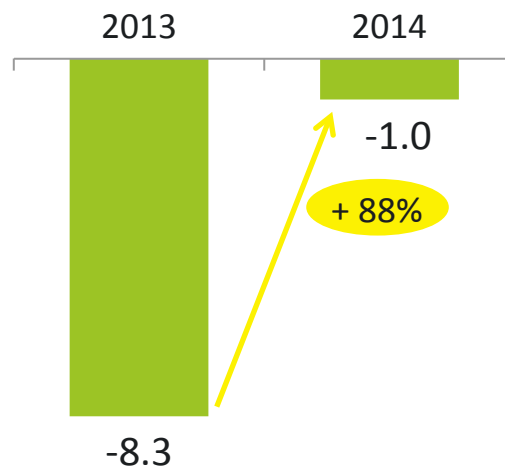
- Reconciliation from EBITDA adj. -> EBITDA -> EBIT:

In k€	2014	2013
EBITDA adjusted	-2,181	-6,026
Profits from sales of subsidiary	0	10,302
EBITDA	-2,181	4,276
Depreciation	147	317
Amortization	37	28
Appreciation / Impairment	-5,360	11,368
EBIT	2,995	-7,437

EBIT (€ million)



Net result (€ million)

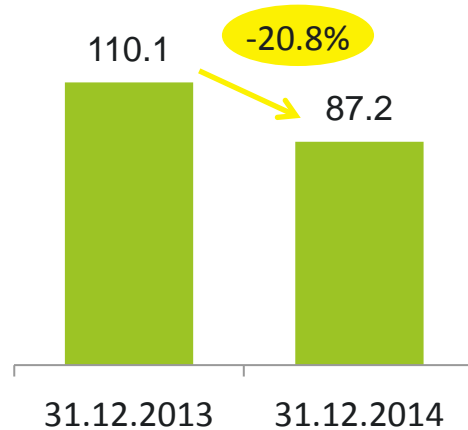


- Increased finance expenses due to bank loan usage for the project construction and increased tax expenses resulted in a net loss

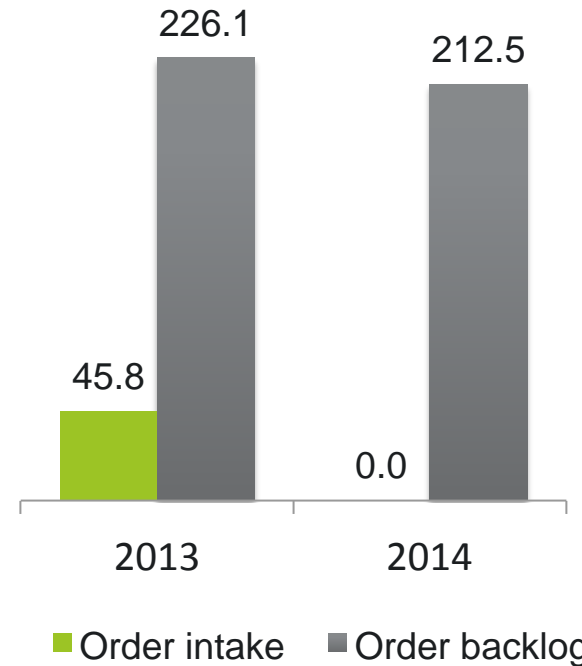
Good cash position and equity ratio ensures flexibility for future investments



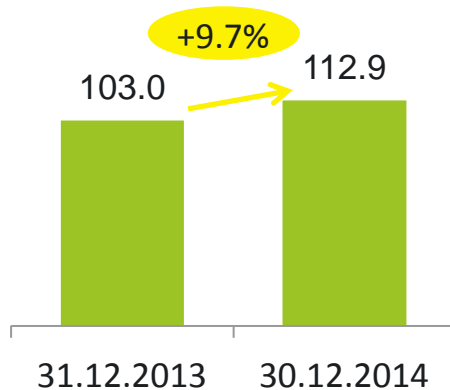
Cash and cash equivalents (€ million)



Order situation (€ million)



Equity (€ million)



Clear focus on finalisation of projects in 2015



- Market environment:
 - Still growing demand for energy-from-waste plants in China and throughout Asia due to increasing industrialization and urbanization
 - Favourable political environment due to the environment protection initiatives of the Chinese Government promoting eco-friendly waste disposal

- Business development:
 - ZhongDe puts clear focus on finalisation of its current projects and on further improving its project management capacities of large-size waste-to-energy projects
 - Expected project completion in 2015:
 - 2 BOT projects: Zhoukou, Xianning
 - 2 EPC projects: Dingzhou, Zhucheng
 - Confident to sign new contracts in 2015 to counter stiffer competition

Improved financial performance based on further project progress



- Strategy:
 - Management Board evaluates all opportunities favorable to the group on a regular basis
 - Strengthen focus on EPC projects, since revenues and profits can be generated quicker
- Financial guidance 2015:
 - Although 2015 remains a transition period, rapid growth in revenues and gross profit as well as improved operating results turning to a positive net result
- All forecasts contain the uncertainty relating to project delays caused by external and internal factors, that are difficult to predict

**Thank you very much for your attention,
we are looking forward to your questions!**



modern waste management



APPENDIX

ZhongDe's business model



Design and development of energy-from-waste process solutions



EPC* projects ("Turnkey projects")

BOT** and BOO*** projects

- Analysing the environmental conditions (e.g. climate, humidity)
- Evaluating the kinds and characteristics of waste
- Customizing the waste-to-energy plant according to the customer's needs (i.e. available capacity)

- General contractor
- Sourcing of parts
- Management of sub-contractors
- Inspection of purchased equipment and materials
- Construction and assembly
- Quality control
- Time and budget control
- Delivery
- Performance testing

- Training of customer staff
- Maintenance services
- Spare parts
- Repair services

- Provision of waste-to-energy services (generation of waste-disposal fees)
- Monitoring of harmful flue gas disposal (i.e. dioxins, acid gases and nitrogen oxides)
- Sale of energy (electricity, steam, hot water) and by-products (bricks)

1-2 months

2-24 months

ongoing

20-30 years

* Engineering-Procurement-Construction

**Build-Operate-Transfer

***Build-Operate-Own

Financial calendar 2015 and IR contact



Coming IR events*

May 28

Publication of Q1 report

June 26

Annual General Meeting

August 28

Publication of half-year report

November 23-25

German Equity Forum,
Frankfurt/ Main

November 27

Publication of 9M/Q3 report

* All dates are provisional and may be subject to change

Investor Relations contact

ZhongDe Waste Technology AG

William Wang (CFO)

Email: william.jw@zhongdetech.com

Kirchhoff Consult AG

Nicole Schüttforth, Senior Consultant

T.: +49 40 60 91 86 0

F.: +49 40 60 91 86 60

Email: nicole.schuetforth@kirchhoff.de

Disclaimer



This presentation was prepared by ZhongDe Waste Technology AG solely for use at the Management presentation. It is furnished to you solely for your information, should not be treated as giving investment advice and may not be copied, distributed or otherwise made available to any other person by any recipient.

The facts and information contained herein are as up to date as is reasonably possible and are subject to revision in the future. Neither ZhongDe Waste Technology AG nor any of its directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained in this presentation. Neither ZhongDe Waste Technology AG nor any of its directors, officers, employees and advisors nor any other person shall have any liability whatsoever for losses howsoever arising, directly or indirectly, from any use of this presentation. Whilst all reasonable care has been taken to ensure that the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this document is selective in nature and is intended to provide an introduction to, and overview of, the business of ZhongDe Waste Technology AG. Any opinions expressed in this document are subject to change without notice and neither ZhongDe Waste Technology AG nor any other person is under any obligation to update or keep current the information contained herein. In addition, institutions mentioned in this document, their affiliates, agents, directors, partners and employees may make purchases and/or sales as principal or agent or may act as market maker or provide investment banking or other services. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by ZhongDe Waste Technology AG as being accurate.

This presentation contains forward-looking statements, which involve risks uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These forward-looking statements reflect ZhongDe Waste Technology AG's current expectations and projections about future events and may be identified by words such as "expectation" or "target" or "forecast" and similar expressions, or by their context. These forward-looking statements are made on the basis of current knowledge and assumptions. Various factors could cause actual future results, performance or events to differ materially from those described in these forward-looking statements. No obligation is assumed to update any forward-looking statements. This presentation does not constitute an offer or invitation purchase shares of ZhongDe Waste Technology AG and neither this document nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.