ZhongDe Waste Technology AG



Presentation

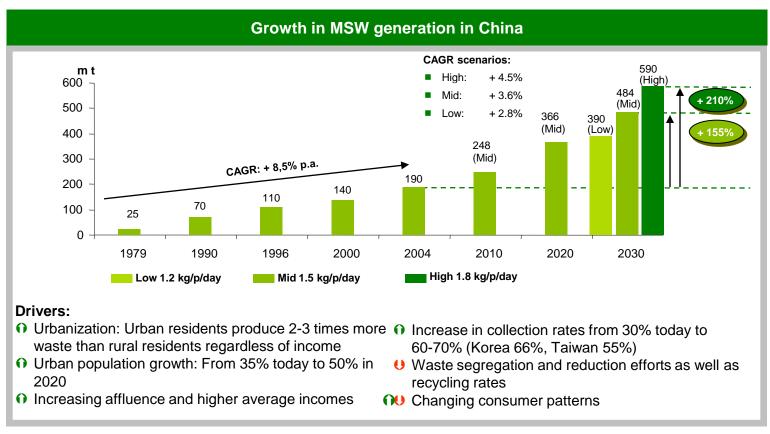
Agenda



- 1. Energy-from-Waste Industry
- 2. Stimulating Policies
- 3. About ZhongDe
- 4. Outlook and Investment Highlight
- 5. Appendix







Source: Worldbank, 2005, SEPA

Ü China surpassed the US as the world's largest MSW generator at an unprecedented growth rate





- ➤ During the 11th five-year plan period, the investment for solid waste treatment reached RMB 210 billion, with average annual growth rate of 18.5%.
- Chinese Academy for Environmental Planning estimated that during the 12th Five-year plan period, the investment for solid waste industry will amount to RMB 800 billion, quadrupling 11th five-year plan period
- ➤In 12th Five-year Program Planning, there is an item states to establish new waste disposal fee system and to moderately increase the fee and financial subsidy level.

Stimulating Policies





In Q2 2011 the Central Government of China (State Council with 15 Ministries) announced a strong stimulating policy for municipal waste treatment

- ➤ Support the construction of Energy-from-Waste plants in China
- ➤ Accelerate the approval processes of EfW projects
- > Ensure land supply
- >Establish new charge system of municipal waste disposal
- ➤ Encourages public and private investments through preferential taxation
- ➤ Improve innovation ability





Company Overview

■Foundation & Capital: 1996 13 million shares

■Owner: Mr. Chen Zefeng (50.8%) +

International Institutions

■Focus on Chinese Energy –from-Waste Market

■ZhongDe Waste Technology AG designs, constructs, invests and operates EfW plants, which generate electricity from disposal of solid municipal and industrial (including hazardous) waste.

■IPO: 2007 German Prime Standard "ZEF"

■Website: <u>www.zhongde-ag.de</u>

■Address: Frankfurt

Beijing (Headquarter of China)

Fuzhou (manufacture)







Mr. Chen Zefeng, Chairman and CEO

- Founder of the company, MBA from Tsinghua University
- Over 10 years experience in environmental protection industry
- Award Winner "Contribution to Chinese environment protection" in 2005
- Deputy Director China National Association of Environmental Protection Industry (CAEPI)
- Member of the People's Congress of Fujian Province

Mr. William Jiuhua Wang, Executive Director & CFO

- Graduated from Fudan University with B.A. in international economics and from Steinbeis University Berlin, with MBA
- Deputy General Manager (Finance) for China's largest commercial real estate company (Wanda Group)
- CFO for Beijing Lining Sports Co. Ltd (listed in HK Stock Exchange)
- More than 20 years senior management position in finance, accounting, controlling, investment and strategy in multi-national companies, such as AIG, Johnson & Johnson (Financial Controller, Chief Representative in China, etc.)
- Award Winner "Outstanding CFO of China in 2010"
- Ü Experienced and highly-skilled management team well positioned to drive growth of company



≻Company Strategy transition

Focus from small-sized waste incinerators manufacturer, to be investor, constructor and operator of large-sized energy-from-waste projects since 2009

> "Standardization" of project management

Concentrating standardization of project management each project scattered throughout the country.

>"Internationalization"

A breakthrough will be expected on the international market

>"Professionalization" and stable R&D team

ZhongDe cooperated with department of thermal engineering of TsingHua to jointly cultivate postdoctoral scientific research talents

Business Model



= European Technology + China Price + Global Service

Investor (BOT) / general contractor (EPC) / operator of energy-from-waste plants After Sales Recession Construction Feasibility & Operation contract & Design/Engineering Service Project Management Investment **BOT*** projects **EPC**** projects ("Turnkey projects") Provision of energy-Training of Analyzing the General contractor Sign recession from-waste services environmental Sourcing of parts customer staff contract with (for waste-disposal conditions (i.e. Management of subcustomer Maintenance fees) climate, humidity) contractors services Monitoring of harmful Evaluating the kinds Investment Inspection of flue gas disposal (i.e. and characteristics equipments and Spare parts Sign loan dioxins, acid gases materials purchased of waste and nitrogen oxides) agreement with ■ Repair services Customizing the Construction and Sale of energy bank energy-from-waste assembly (electricity, steam, plant according to Other project Quality control hot water) and bythe customer's ■ Time and budget control financing products (bricks) needs (i.e. available Delivery capacity) 1-2 months ongoing **20-30 years** 2-24 months

^{*}Build-Operate-Transfer

^{* *}Engineering-Procurement-Construction



Financial Highlight(Large scale energy-from-waste project)

EPC	As of 31 March 31 2011 Percentage of Completion	Expected completion time
Dingzhou	12%	End of 2012
Zhucheng	34%	End of 2011
Zhaodong	Preliminary preparation stage	End of 2013
Shouguang	Preliminary preparation stage	End of 2013

ВОТ	As of March 31 2011 Percentage of Completion	Expected completion time
Feicheng	Trial Operation	-
Zhoukou	60%	End of 2011
Kunming	18 %	End of 2012
Xianning	13 %	End of 2012



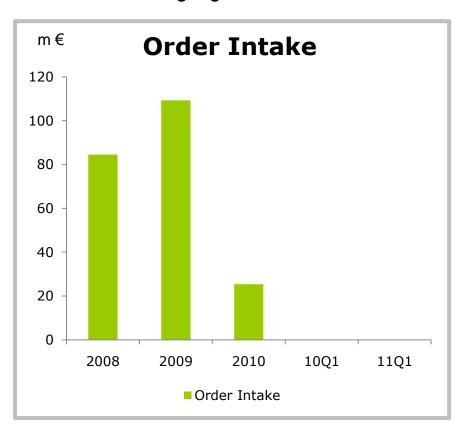
Financial Highlight

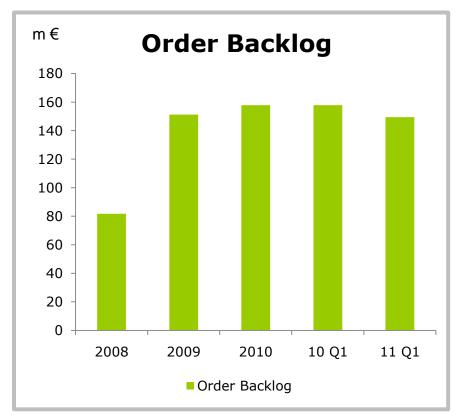
Q1 results show positive trend as following:

- ➤ Revenues decreased from € 3.7 million to € 2.4 million
- ➤ Gross profit margin increased from 13 % to 23 %
- For Gross profit kept € 0.5 million, the same result as Q1 2010
- The net profit improved by 30% from € -2.0 million to € -1.4 million due to the reduction of the expenses and income tax
- The earnings per share increased 30% from € -0.16 to € -0.11 due to the net profit increase and the shares buyback



Financial Highlight





The emission tests of Feicheng Plant show our technical capacities







Datong project regarded as green plant in China

➤ Visited by many central and local government officials, clients and cooperation partners from home and aboard

> Each environmental index have reached the national standard, some index have

reached EU standard







CCTV(Central China TV) broadcasted 45 minutes Special Report for Datong Project in Oct 2010



Outlook and Investment Highlight



- A high growth potential for energy-from-waste market in domestic and international market, especially after the strong stimulating policy
- 2 Strategy transition and Standardization progress smoothly
- The standard gross profit margin is 25% of EPC and BOT(construction period)
- The completion 5 projects in 2011 in 2012 bring more revenues and profits
- 5 Strong cash and order positions ensure the growth of the revenue and profit
- Technical ability and professional management creates shareholder value

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