

中國光大國際有限公司 China Everbright International Limited

(股份編號 Stock code: 257)







November, 2012





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# Agenda

- Introduction to CEIL (257HK)
- Business Overview
- Financial Review
- Energy Conservation & Emission Reduction
- Q & A
- Appendix
  - Project Summary
  - Policy Framework 12<sup>th</sup>
     Five Year Plan of the PRC

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Introduction to China Everbright International Limited 257HK





## Introduction to China Everbright International





- A combination of a Chinese ministerial state-owned enterprise and a publicly-listed company on the HK stock exchange market
- Adopt a holistic business model combining investment, research and development, basic design and engineering as well as operation and management



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# **Business Highlights (1)**



- Remarkable results in market expansion
  - From January to October 2012, the Group has secured 9 projects, commanding a total investment of RMB4.686 billion
- Stable project operation with steady growth
  - 42 projects completed construction and started operation, contributing to operation service revenue of HK\$578 million in 1H 2012, increased by 60%
- New heights of project in construction
  - 25 projects under construction or in preparatory stage. Commanding a total investment of RMB 8.73 billion (Amounted to RMB 7.11 billion after deduction of the biomass power generation projects of which the construction has been postponed)



**Business Highlights (2)** 



Commissioning of the Environmental Equipment
 Manufacturing Center, its own manufacturing unit, in
 September 2012



- Benefitted from the favourable government policies
  - Set the benchmark power tariff of waste-to-energy projects across the country at RMB0.65/kWh
  - Environmental protection projects received numerous government grants and tax refund, which amounted to approximately RMB 31 million
- Transformation to a company specialized in environmental protection and energy efficiency
  - Successfully disposed of the Fuzhou Qingzhou Bridge in 1H 2012, the Group's only non-core business

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## **Business Highlights (3)**



- Successful share placement
  - ► The Group completed a placement of 350 million shares at a price of HK\$3.58 in August
  - ► The net proceeds of HK\$1.237 billion will be used for the development of the environmental protection business and general working capital
  - ► The gearing ratio has been reduced from 53% to 48% after the placement





#### **Business Highlights (4)**



 Consolidation of the leading position in environmental protection industry



- ► CEO Mr. Chen Xiaoping has been honored as the "2010-2011 Man of the Year in China's Green Industry", an award organized by 8 Government Ministries and Committees, most notably the Ministry of Environmental Protection of the PRC. The award has consolidated the Group's leadership in the environmental protection industry
- The Group has been selected as a constituent member of the Hang Seng Corporate Sustainability Index Series for the 2nd consecutive year, reaffirming the recognition of the Group's outstanding performance in corporate sustainable development, including environmental, as well as corporate social responsibility and corporate governance

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## **Business Highlights (5)**



- Improved investor relations (IR)
  - Rated as one of the companies with significant corporate governance improvement by CLSA in 2012: "Established an IR department and in the process improved access and disclosure"
  - ▶ Rated as one of the Best IR Professionals in 2012 among 63 listed power companies in Asia by *Institutional Investor Magazine*
  - Increased coverage by major investment banks with new Initiation in 2012 by Citi, BNP, BoAML, OSK, Ji-Asia, etc. while Nomura, Morgan Stanley, Deutsche Bank, JPMorgan, Daiwa, Standard Chartered, HSBC, BOCI, DBSV, CIMB, etc. keep reporting about the Group.





# **Business Overview**

- Environmental Energy
- Environmental Water
- Alternative Energy
- Environmental Protection Equipment Manufacturing
- Up till now, the Group has secured a total of 67 projects, commanding a total investment of RMB16.6 billion and 7 environmental protection industrial parks





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- 11 waste-to-energy projects and 3 solid waste landfill projects are under construction or in preparatory stage
  - Commanding a total investment of RMB10.061 billion





**Environmental Energy (2)** 

# 2)

#### Designed capacity :

- annual household waste processing capacity of approximately 6.80 million tonnes
- annual on-grid electricity generation capacity of approximately 1.989 billion kWh
- other solid waste landfill capacity of approximately 1.448 million m<sup>3</sup>



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# NDRC's Upward Adjustment to the WtE On-GridTariff

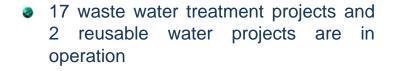
On 28 March, the NDRC issued a "Notice in Relation to the Optimisation of Waste-to-energy Power Tariff Policy", which sets the power tariff benchmark of all waste-to-energy projects across the country at **RMB 0.65/kWh**, effective from 1 April, 2012.

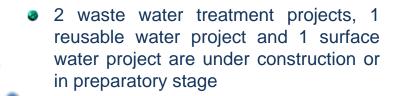
Unification of the power tariff at RMB0.65/kWh refined the waste-to-energy tariff policy and facilitated the healthy development of the industry.





**Environmental Water (1)** 





 Commanding a total investment of RMB3.587 billion



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# **Environmental Water (2)**

#### Designed capacity:

- Annual waste water treatment capacity of 657 million m<sup>3</sup>
- Annual reusable water supply of 22.33 million m<sup>3</sup>
- Annual surface water supply of 36.5 million m<sup>3</sup>









# Alternative Energy (1)

- 6 methane-to-energy projects, 8 photovoltaic energy projects, 1 biomass power generation project and 1 waste water source heat pump project are in operation
- 1 waste water source heat pump project is under construction and 5 biomass power generation projects have been secured
- 18 individual projects commanding a total investment of RMB2.855 billion

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# Alternative Energy (2)



- Designed capacity annual agricultural waste treatment capacity of 1.643 million tonnes and annual electricity generation of 1.167 billion kWh, of which
  - landfill methane-to-energy: 27 million kWh
  - leachate methane-to-energy: 5.25 million kWh
  - sludge methane-to-energy: 7.3 million kWh
  - biomass power generation: 1.092 billion kWh of biomass power generation and 390,000 tonnes of biomass heat
    - photovoltaic energy: 35.51 million kWh







# **Environmental Equipment Manufacturing (1)**



Equipment Manufacturing Centre commenced operation and entering into a new business sector

Enhancing the industry chain

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## **Environmental Equipment Manufacturing (2)**

- Entering a new business sector
  - ► Focusing on international high-end technology in order to tackle with the bottleneck caused by existing equipment constraints
  - ▶ Obtained approval for a subsidy of RMB9.7 million earmarked from the 2012 Strategic Emerging Industries Fund (Energy Conservation and Environmental Protection) by the National Development and Reform Commission (NDRC)
  - With large number of orders and reach full production capacity
  - Suitable for use in the PRC environmental protection market
  - Enhancing the industry chain by expanding from downstream to mid-stream







Environmental Equipment Manufacturing (3)





- R&D on the biomass water-cooling reciprocal grate furnace and automatic control system is underway
- Sludge "dehydration incineration" system
- Leachate treatment systemEmission purification system etc

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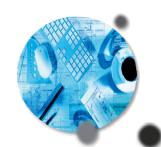
# **Environmental Protection Industrial Park**

 7 Environmental Protection Industrial Parks



Commanding a total investment of approximately HK\$20 billion





# **Environmental Protection Engineering**

- National High Tech Enterprise
- Obtained numerous national and provincial golden or silver awards for quality
- Possess the "Main Contractor for Municipal Public Works" License
- 20 projects are under construction or in the preparatory stage, commanding a historical high total investment of approximately RMB7.11 billion



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# **Environmental Protection Technology**

- National High Tech Enterprise
- Obtained numerous invention and application patents
- Possess numerous significant R&D results
- 8 Major R&D Topics







# Financial Review

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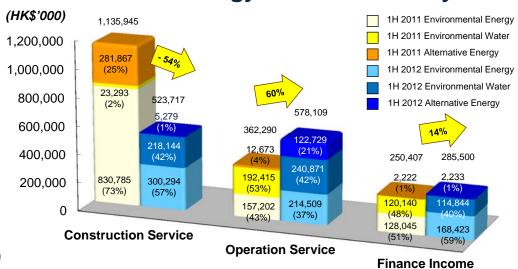
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#### 2012 Interim Results

	Zo i Z i i i i o o di to				
	(HK \$'000)	For the six months ended 30 June		Change	
Į		2012	2011		<b>A</b>
	Turnover	1,387,552	1,749,453	(21%)	
	Gross profit	704,603	646,425	9%	
	Gross margin	51%	37%	14%	
	EBITDA on recurring basis	681,728	587,129	16%	
	Profit on discontinued operation	250,096	41,173	507%	
	Profit attributable to equity shareholders	605,148	351,668	72%	
	Basic EPS	HK16.46 cents	HK9.61 cents	71%	
	Interim dividend per share	HK3 cents	HK2 cents	50%	26

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# Turnover Analysis of Environmental Protection and Alternative Energy Businesses – By Activity



Turnover of Environmental Protection and Alternative Energy Businesses:

1H 2012: HK\$1,387,326,000 (down 21%)

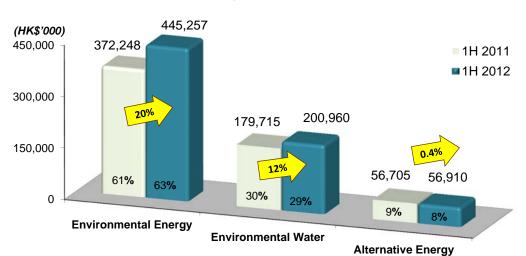
1H 2011: HK\$1,748,642,000

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# **EBITDA Analysis of Environmental Protection and Alternative Energy Businesses**



EBITDA of Environmental Protection and Alternative Energy Businesses:

1H 2012: HK\$703,127,000 (up 16%)

1H 2011: HK\$608,668,000



## Profit on disposal of discontinued operation

Profit on disposal of subsidiaries:

HK\$209,768,000

Net profit up to the date of disposal:

HK\$40,328,000

Total:

HK\$250,096,000

- Fuzhou Qingzhou Bridge was the Group's only non-core business
- In May 2012, the Group entered into agreements with an independent third party for the disposal of its 80% interest in Fuzhou Qingzhou Bridge and the shareholder's loan at an aggregate consideration of approximately HK\$657,629,000
- The disposal strengthened the Group's cash position and facilitated the Group to expand and develop its core environmental protection business





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#### **Profit Attributable to Shareholders**

Profit attributable to shareholders for 1H 2012 increased by 72% to HK\$605,148,000 as compared with HK\$351,668,000 for 1H 2011

- Increase in EBITDA contribution of environmental protection and alternative energy businesses by 16% to HK\$703,127,000
- Recognition of profit on discontinued operation (net of tax) of HK\$250,096,000





# **Key Financial Figures**



	As at 30/06/2012	As at 31/12/2011	Change	
Total assets (HK\$ 'Mil)	14,549	13,880	5%	
Total liabilities (HK\$ 'Mil)	7,698	7,218	7%	
Shareholders' equity (HK\$ 'Mil)	6,541	6,190	6%	
Cash on hand (HK\$ 'Mil)	2,212	1,900	16%	
Current ratio (%)	154	138	16%	
Gearing ratio (%) (Total liabilities/Total assets)	53	52	1%	

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# **Enhanced Financial Strength**



- As at 30 June 2012, the Group had cash on hand amounted to HK\$2.2 billion. The unutilized banking facilities amounted to HK\$1.7 billion (excluding the banking facilities under negotiation with policy banks). Total available financial resources amounted to HK\$3.9 billion
- Together with the HK\$1.237 billion secured from the share placement in late August, the Group continued to maintain a strong cash position
- Maintaining a reasonable gearing level and healthy financial position
  - Reliable brand laying a solid foundation for next round of rapid development







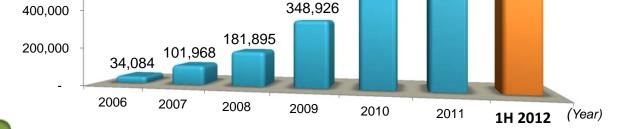
# Energy Conservation & Emission Reduction

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# (tonne) 800,000 600,000 | CO<sub>2</sub> Emission Reduction | 788,828 | 629,280 | 629,280 |



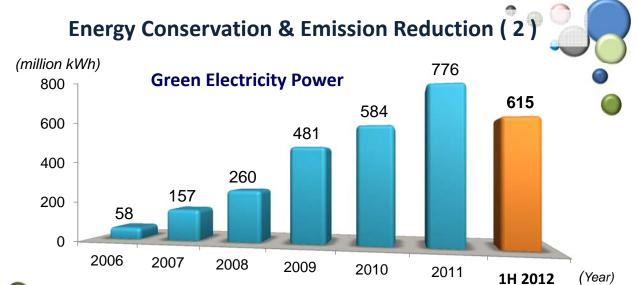
In 1H 2012, generated green electricity of 615 million kWh, equivalent to coal saving of 246,000 tonnes and hence reduced CO<sub>2</sub> emission of 629,000 tonnes. Since the operation of its first environmental protection project in 2005, the accumulated green electricity supply reached 2.93 billion kWh, equivalent to coal saving of 1.173 million tonnes and reduction of CO<sub>2</sub> emission of approximately 2.576 million tonnes.

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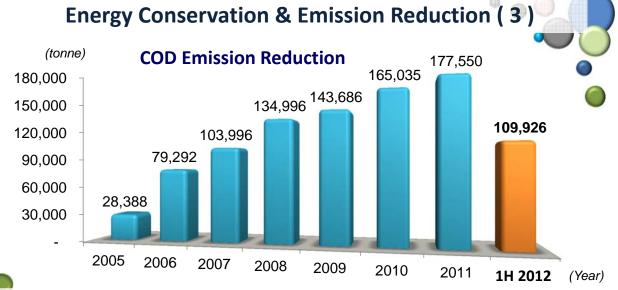
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In 1H 2012, green electricity generated by waste-to-energy, methane-to-energy and biomass energy generation projects was 615 million kWh which fulfilled the electricity consumption of approximately 512,000 households. Since the operation of its first environmental protection project in 2005, the accumulated green electricity supply reached 2.93 billion kWh which fulfilled the electricity consumption of approximately 2.444 million households. 35



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In 1H 2012, the Group treated waste water (including waste water treatment and leachate projects) of 254 million m<sup>3</sup> which reduced COD emission of approximately 110,000 tonnes. Since the operation of its first environmental protection project in 2005, the accumulated waste water treatment volume reached 2.40 billion m<sup>3</sup> and COD emission reduction was approximately 943,000 tonnes.



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Q&A

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# Project Summary

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**Operating Projects:** 

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#### **Environmental Energy (1)**





Project Name	Daily processing	Total Investment
• 1 1 1	capacity (tonne)	(RMB'mil)
Suzhou Waste-to-energy Project Phase I	1,050	489
Suzhou Waste-to-energy Project Phase II	1,000	450
Yixing Waste-to-energy Project Phase I	500	238
Jiangyin Waste-to-energy Project Phase I	800	389
Jiangyin Waste-to-energy Project Phase II	400	205
Changzhou Waste-to-energy Project	800	413
Zhenjiang Waste-to-energy Project	1,000	414
Jinan Waste-to-energy Project	2,000	901
Suqian Waste-to-energy Project	600	324
Suzhou Industrial Solid Waste Landfill Project Phase I	142,000 m <sup>3</sup>	78
Suzhou Industrial Solid Waste Landfill Project Phase II	370,000 m <sup>3</sup>	40
Sub-total	8,150 tonnes 512,000 m <sup>3</sup>	3,941



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#### **Environmental Energy (2)**



Projects under construction or in preparatory stage:

Project Name	Daily processing capacity (tonne)	Total Investment (RMB'mil)
Suzhou Waste-to-energy Project Phase III	1,500	750
Yixing Waste-to-energy Project Phase II	300	151
Huidong Waste-to-energy Project	600	334
Nanjing Waste-to-energy Project	2,000	1,030
Pizhou Waste-to-energy Project Phase I	600	330
Wujiang Waste-to-energy Project	1,500	890
Ningbo Waste-to-energy Project	1,000	560
Sub-total	7,500 tonnes	4,045

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#### **Environmental Energy (3)**



Projects under construction or in preparatory stage:

Project Name	Daily processing capacity (tonne)	Total Investment (RMB'mil)
Sanya Waste-to-energy Project Phase I	700	426
Boluo Waste-to-energy Project Phase I	700	417
Shouguang Waste-to-energy Project Phase I	600	338
Weifang Waste-to-energy Project Phase I	1,000	586
Zhenjiang Industrial Solid Waste Landfill Project	296,000 m <sup>3</sup>	100
Suqian Hazardous Waste Landfill Project	340,000 m <sup>3</sup>	99
Guanyun Hazardous Waste Landfill Project Phase I	300,000 m <sup>3</sup>	109
Sub-total	3,000 tonnes 936,000 m <sup>3</sup>	2,075
Total for Environmental Energy	18,650 tonnes 1,448,000 m <sup>3</sup>	10,061





# **Environmental Protection Industrial Park**



Industrial Park	Investment (RMB)	Expected no. of projects
Suzhou Everbright National Demonstrative Veinous Industrial Park	3.3 billion	>10
Zhenjiang Environmental Protection Industrial Park	1.5 billion	6 – 8
Suqian Environmental Protection Industrial Park	1.6 billion	6 – 8
Changzhou Environmental Protection Industrial Park	1 billion	9
Yantai Environmental Protection Industrial Park	HK\$3-5 billion	>10
Yixing Environmental Protection industrial Park	HK\$2-3 billion	>10
Nanjing Everbright National Demonstrative Veinous Industrial Park	4.2 billion	>10

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#### **Environmental Water (1)**





Project Name	Daily waste water treatment capacity (m³)	Total investment (RMB 'mil)
Qingdao Waste Water Treatment Project (Haibohe Plant & Maidao Plant and upgrade project)	220,000	356
Zibo Waste Water Treatment Project (Southern & Northern Plants and upgrade project)	250,000	354
Zibo High-tech Zone Waste Water Treatment Project	100,000	150
Jinan Waste Water Treatment Project (Plant 1 & Plant 2 as well as upgrade and expansion projects)	500,000	707
Jinan Licheng Waste Water Treatment Project (Plant 3)	100,000	138
Zibo Zhoucun Waste Water Treatment Project Phase I	40,000	70
Binzhou Boxing Waste Water Treatment Project (Phase I, upgrade project and extension of Phase II project)	60,000	85
Sub-total	1,270,000	1,860



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#### **Environmental Water (2)**

#### **Operating Projects:**



Project Name	Daily waste water treatment capacity (m³)	Total investment (RMB 'mil)
Jiangyin Waste Water Treatment Project (4 waste water treatment plants and upgrade projects)	190,000	530
Jinan Xike Waste Water Treatment Project (Plant 4)	30,000	73
Ling County Plant 2 BOT Project	30,000	58
Ling County Plant 1 TOT Project	30,000	34
Zibo Reusable Water Project Phase I	annual supply 1,750,000	44
Jinan Reusable Water Project	annual supply 15,330,000	31
Sub-total	280,000 Annual reusable water supply: 17,080,000	770

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#### **Environmental Water (3)**

#### **Transferred Project:**







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#### **Environmental Water (4)**

Projects under construction or in preparatory stage:

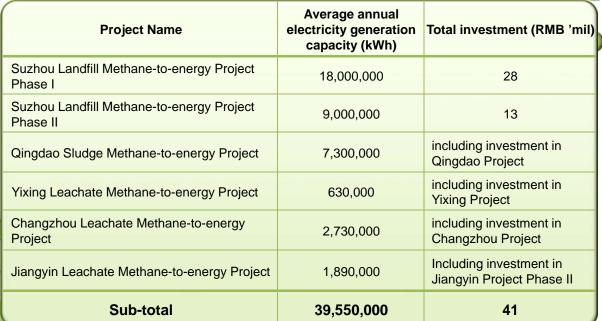
Trojects under construction of in preparatory stage.		
Project Name	Daily waste water treatment capacity (m³)	Total investment (RMB 'mil)
Zibo Reusable Water Project Phase II	annual reusable water supply: 1,750,000	11
Licheng Waste Water Treatment Plant Phase II	100,000	195
Dezhou Nanyunhe Waste Water Treatment Plant	150,000	230
Jiangyin Reusable Water Project	annual reusable water supply: 3,500,000	73
Xinyi Surface Water BT Project	Daily surface water supply: 100,000	385
Sub-total	Daily waste water treatment: 250,000 Annual reusable water supply: 5,250,000 Annual surface water supply:	894
	36,500,000 Annual waste water treatment:	
	657,000,000	
Total for Environmental Water	Annual reusable water supply:	3,587
	22,330,000 Annual surface water supply:	,
	36,500,000	



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#### **Alternative Energy (1)**

#### **Operating Projects:**

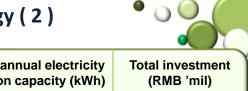






Alternative Energy (2)

Operating Projects:



Project Name	Average annual electricity generation capacity (kWh)	Total investment (RMB 'mil)
Shenzhen Rooftop Photovoltaic Energy Project	1,480,000	28
Zhenjiang Ground Photovoltaic Energy Project	4,059,000	73
Suqian Rooftop Photovoltaic Energy Project	2,205,000	53
Huaining Ground Photovoltaic Energy Project	2,170,000	51
German Ground Photovoltaic Energy Project	3,612,000	68
Suqian Rooftop Photovoltaic Energy Project Phase II	6,198,000	142
Changzhou Rooftop Photovoltaic Energy Project	4,113,000	79
Zhenjiang Rooftop Photovoltaic Energy Project	11,680,000	236
Dangshan Biomass Power Generation Project	184,000,000	312
Zibo Waste Water Source Heat Pump Project Phase I	Service area: 125,000 m <sup>2</sup>	58
Sub-total	219,517,000 kWh Service area: 125,000 m <sup>2</sup>	1,100

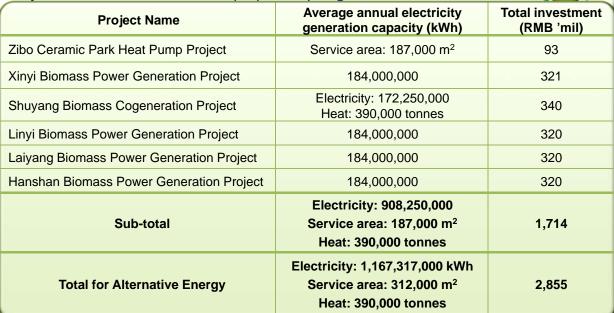
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#### **Alternative Energy (3)**

Projects under construction or in preparatory stage:





#### **Alternative Energy (4)**



#### Wind Power Projects in preparatory stage:

Project Name	Average annual electricity generation capacity (kWh)	Total investment (RMB 'mil)
Muping Wind Power Project	35,000,000	200
Ningwu Zhaojiashan Wind Power Project	101,000,000	432
Ningwu Changfangshan Wind Power Project	98,000,000	442
Ningwu Tangjiashan Wind Power Project	95,000,000	437
Total	329,000,000	1,511

Note: No investment has been made in any of these wind power projects.





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#### **Environmental Equipment Manufacturing**



#### Operating project:

Project Name	Year of Commercial Operation	Total investment (RMB 'mil)
Changzhou Environmental Protection Equipment Manufacturing Centre Phase I	Sept 2012	89
Total		89







# **Appendix II**

Policy Framework –
Policies for 7 Emerging
Strategic Industries in the
12th Five Year Plan of the
People's Republic of
China (PRC)

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## Policies for Emerging Strategic Industries (1)

The 7 Emerging Strategic Industries of the PRC are:





- Bio-technology
- High-end manufacturing
- New energy
- New materials
  - Clean-energy vehicles





# Policies for Emerging Strategic Industries (2

Objectives set in the "Integrated Work Plan for Energy Conservation" and Emission Reduction" under the 12<sup>th</sup> Five-Year Plan of the Central Government of the PRC include:

- Lowering energy intensity
- Reducing overall pollutant emissions
- Effectively controlling energy consumption
- Upgrading and optimising the structure of theses industries, promoting development of emerging industries

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# Policies for Emerging Strategic Industries (3)

In the 12<sup>th</sup> Five-Year-Plan (2011 – 2015), the following targets are set:



- Energy-saving: 670 million tons of standard coal equivalent by 2015
- Reduction of energy intensity: 16% by 2015
- Reduction of CO2 emissions per unit GDP: 17% by 2015
- Non-fossil fuels in primary energy consumption to reach 11.4% by 2015





#### Policies for Emerging Strategic Industries (

#### For the environmental energy sector:

- Promote utilisation and reuse of waste through comprehensive classification and recycling, transportation in closed containers and a centralised processing system
- Encourage waste-to-energy development and reuse of kitchen waste
- Achieve cyclical upgrading of industrial parks through:
- E
- Constructing 100 demonstration bases for integrated utilisation of resources;
  - Establishing 80 demonstration cities with recycling systems for waste and obsolete commodities;
    - Building 50 demonstration bases as "urban mines"; Carrying out 100 demonstration projects for reuse and harmless treatment of municipal kitchen waste.

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#### Policies for Emerging Strategic Industries (5)

#### For the environmental water sector:

- Push forward the construction of waste water treatment facilities and ancillary piping networks in urban areas
- Strengthen integrated management of pollution and contamination in selected catchment and drainage areas
- Develop the basic waste water treatment capacity of all counties and major towns as described below:

Add a daily processing capability of 42 million tonnes waste water Build new ancillary piping networks stretching 160,000 km Achieve an urban waste water treatment coverage rate of 85%



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## Policies for Emerging Strategic Industries (6)

#### For the alternative energy sector:

- Speed up promotion of new-generation nuclear power, application of solar thermal energy and photo-thermal power, wind power technology and equipment, construction of the smart grid system and biological energy
- Develop actively renewable energies such as wind power, photovoltaic energy, biomass-to-energy, geothermal energy

