



# Cautionary Statement

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

**2022 Performance Highlights**

**2022 Operational Results by Segment**

**2023 Operational Plan**

**Content**





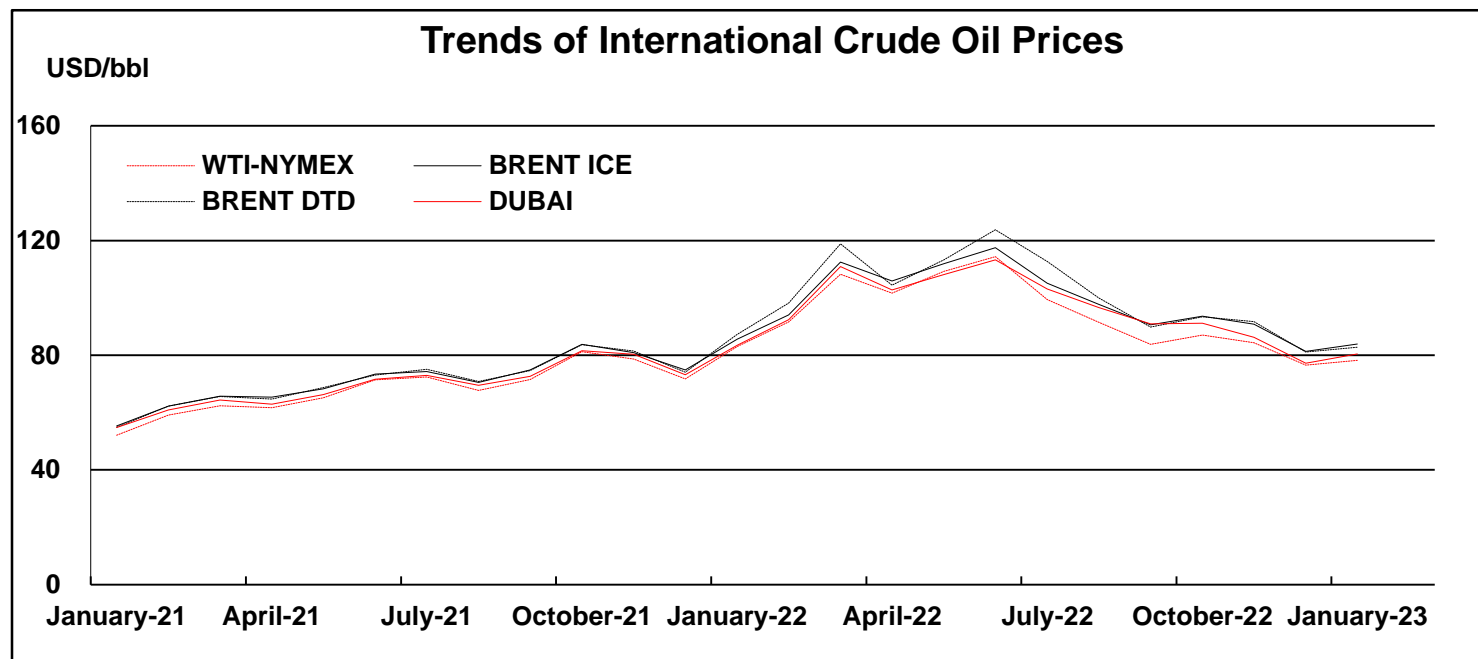
## **2022 Performance Highlights**

# Market Environment in 2022

by 3% YoY amid global economic slowdown

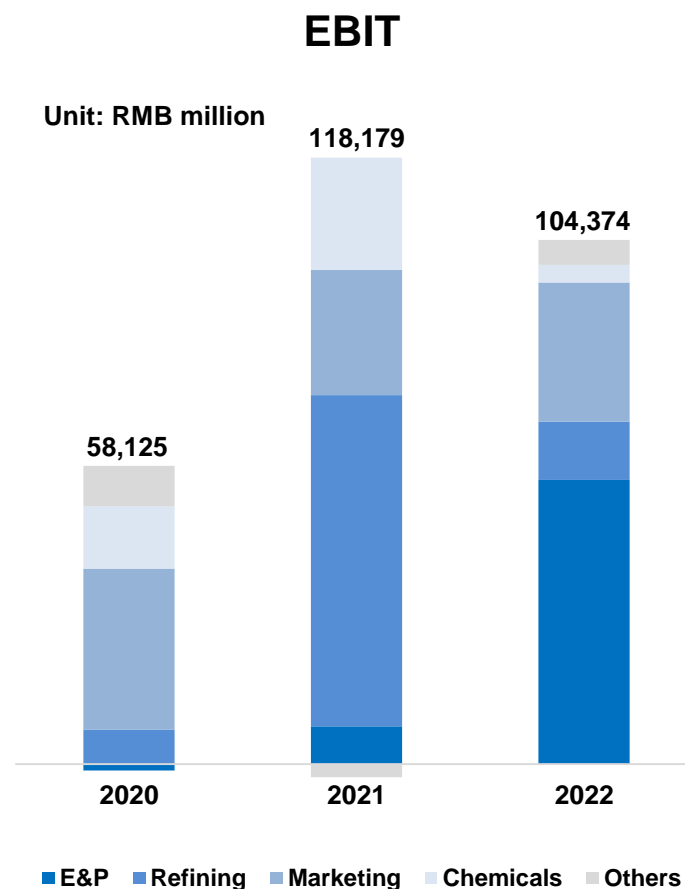
International oil prices retreated from a major rally and saw wide fluctuations, ending the year with big increases over the previous year

The domestic demand for petrochemical products and natural gas was weak



# Maintained Satisfactory Profitability

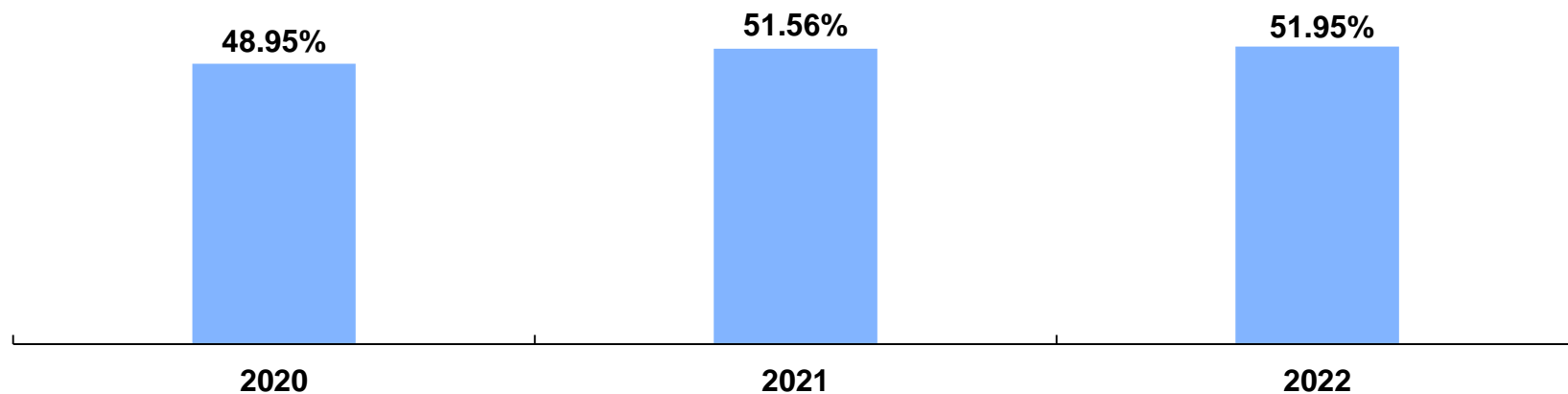
RMB million	2020	2021	2022	YoY (%)
Revenues	2,104,724	2,740,884	3,318,168	21.1
EBIT	58,125	118,179	104,374	(11.7)
Profit Attributable to Shareholders of the Company	33,443	71,975	66,153	(8.1)
EPS (RMB)	0.276	0.594	0.547	(7.9)



# Solid Financial Position

RMB million	As of Dec. 31, 2020	As of Dec. 31, 2021	As of Dec. 31, 2022
Total Assets	1,738,896	1,889,255	1,948,640
Short-term Interest-bearing Debts	29,033	38,125	66,329
Long-term Interest-bearing Debts	83,815	91,990	107,961
Total Equity Attributable to Shareholders of the Company	746,325	774,182	784,706

## Liability-to-Asset Ratio



# Strong Cash Flow

RMB million	2020	2021	2022
Net Cash Generated from Operating Activities	168,520	225,174	116,269
Net Cash Used in Investing Activities	(102,650)	(145,198)	(95,010)
Net Cash Used in Financing Activities	(37,510)	(57,942)	(39,699)

RMB million	As of Dec. 31, 2020	As of Dec. 31, 2021	As of Dec. 31, 2022
Cash and Cash Equivalents (Incl. Time Deposits)	188,057	221,989	145,052



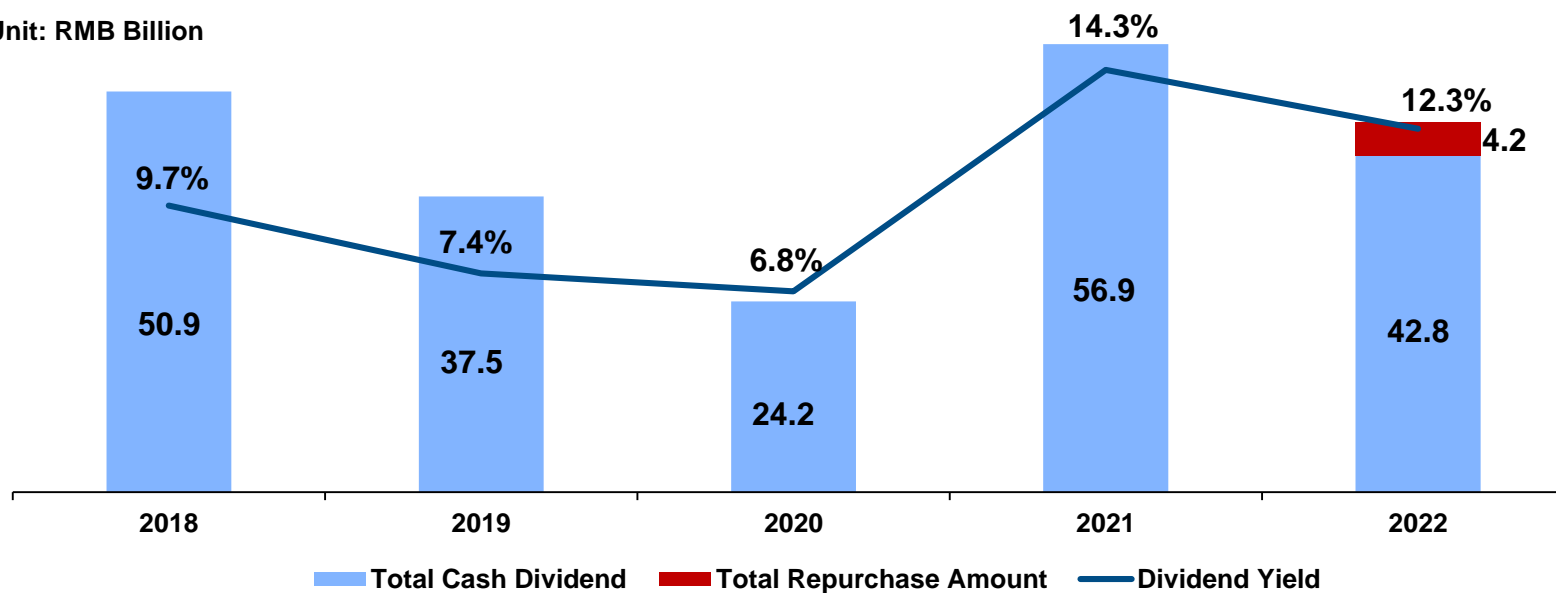
# Dividend      Emphasis on      Return

The Board of Directors proposed a final dividend of RMB 0.195 per share, with a total dividend of RMB 0.355 per share for the whole year

Total amount of share repurchase was about RMB 4.2 billion (RMB 0.035 per share)

Payout ratio was 71%, dividend yield was 12.3%\*

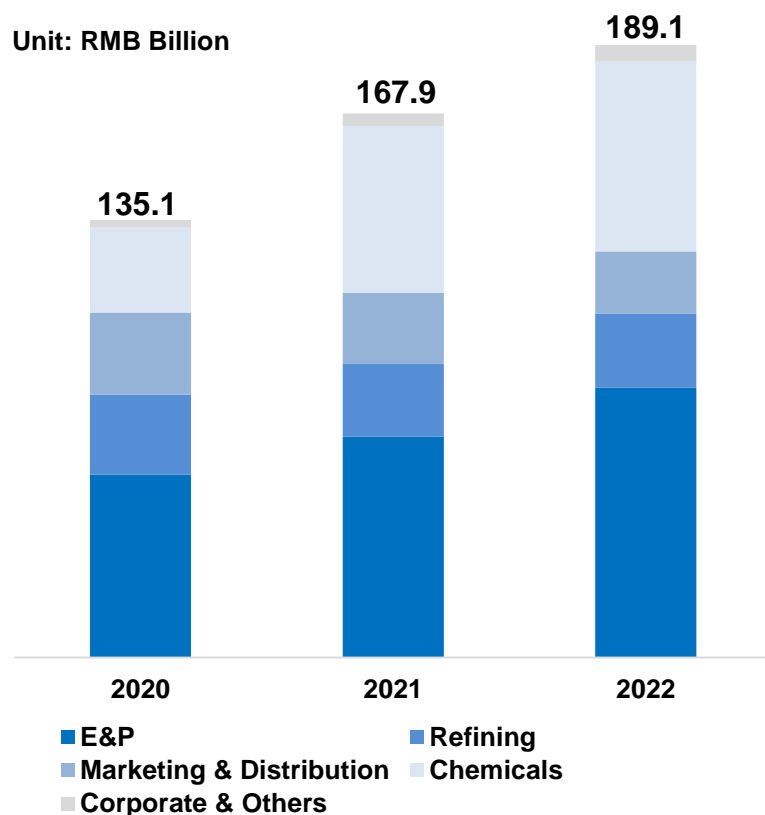
Unit: RMB Billion



\*-Share in 2022

# Capital Expenditure

**2022 CAPEX: RMB 189.1 Bn**



**E&P: RMB 83.3 Bn**

Mainly for crude oil production capacity and construction of storage and transportation facilities

**Refining: RMB 22.9 Bn**

Mainly for expansion of Zhenhai Refining and Chemical project, refining structural adjustment projects in Anqing and Yangzi and the construction of hydrogen supply centers

**Marketing & Distribution: RMB 19.1 Bn**

Mainly for the development of integrated energy station network of petrol, gas, hydrogen, power and services, renovation of the existing stations and non-fuel business

**Chemicals: RMB 58.6 Bn**

Mainly for projects in Zhenhai, Sinopec-SK, Hainan, Tianjin Nangang, and Jiujiang

**Corporate & Others: RMB 5.2 Bn**

Mainly for R&D facilities and IT projects

# Innovation

## Upstream

New breakthroughs in the exploration and development theory and technologies for deep and ultra-deep oil and gas fields as well as shale oil and gas fields

## Refining

Scaled-up trial production and application for bio-jet fuel

## Chemicals

Achieved scaled-up production of large tow carbon fiber

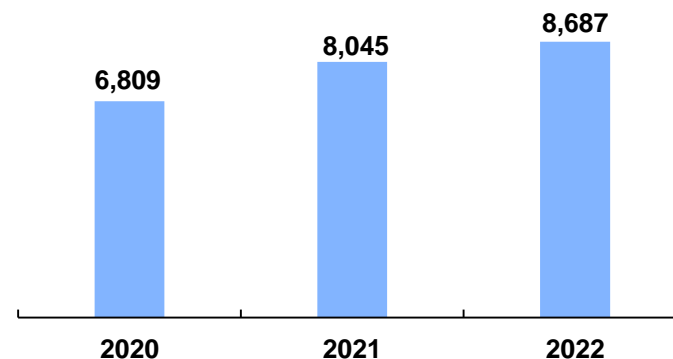
POE and polybutene-1 pilot units were successfully commissioned in first trial-run with on-spec products

## Public Utilities

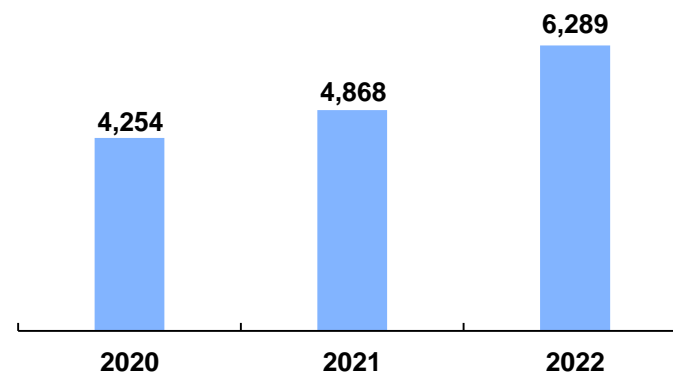
Commenced industrial applications of the wet oxidation process for sulfur-containing waste alkali fluid for mega ethylene crackers

Put the complete set of software for online real-time optimization (RTO) of S-Zorb unit was put into operation successfully

## No. of Patents Applied



## No. of Patents Granted



# Enhanced ESG Management

Proactively responded to global climate change, with the first domestic CCUS project with capacity of >1 million tonnes completed and put into operation

Implemented the all-staff safe production responsibility mechanism and further advanced the three-year safe production harnessing campaign

Offered full-fledged support to the Beijing Winter Olympics and the Winter Paralympics, contributed efforts to rural revitalization and gave back to the society

Major Environmental Indicators	YoY (%)
Energy Consumption Intensity	(0.5)
Fresh Water for Industrial Use	(1.1)
COD of Discharged Waste Water	(8.3)
Sulphur Dioxide Emission	(4.0)

## **2022 Operational Results by Segment**



# **Upstream    Remarkable Achievements In Increasing Reserves, Stabilizing Oil Production, Boosting Gas Output, and Cutting Costs**

**Intensified efforts in high quality exploration,  
achieved a number of oil and gas discoveries**

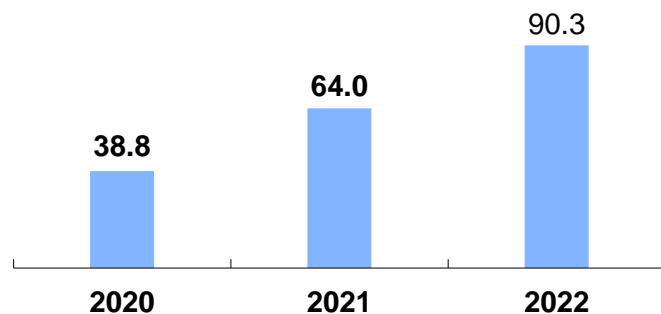
**The domestic oil and gas reserve replacement  
ratio reached 192% and 131% respectively**

**Natural gas production grew by 4.1% Y**

# Upstream Record Profit over the Past Decade

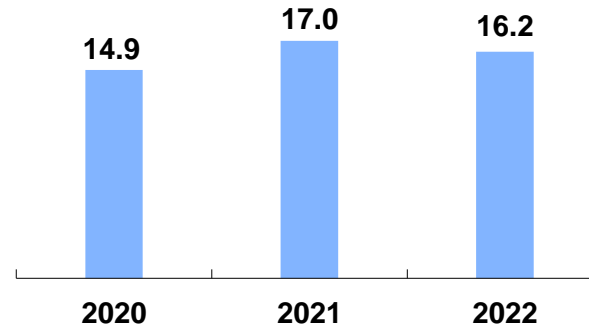
## Realized Price of Crude Oil

USD/bbl



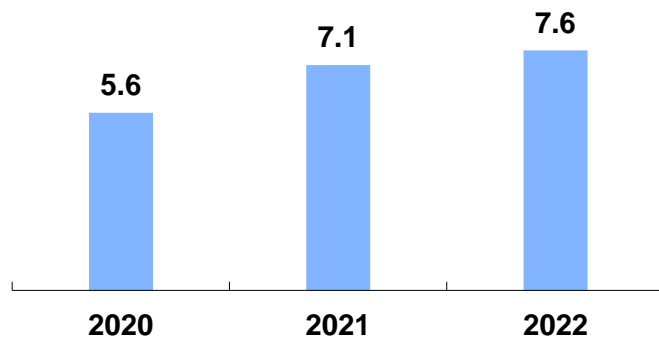
## Lifting Cost

USD/boe



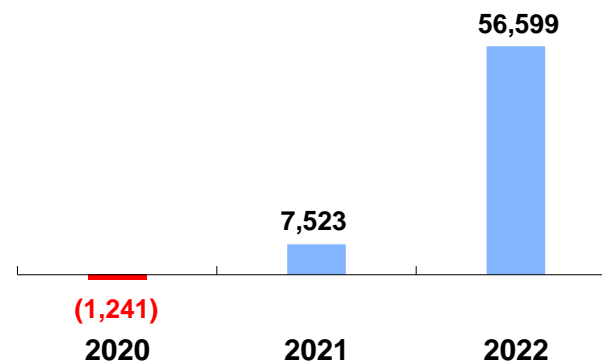
## Realized Price of Natural Gas

USD/thousand cubic feet



## E&P EBIT

RMB Million



Note The average FX rate is 1USD = 6.7261 CNY for 2022, 1 USD = 6.4515 CNY for 2021, and 1 USD = 6.8976 CNY for 2020

# Refining Flexible Adjustment of Business Strategy

Strengthened global resource coordination and inventory management to reduce procurement costs

Adapted to market demand; flexibly adjusted utilization, product slate, and refined oil export

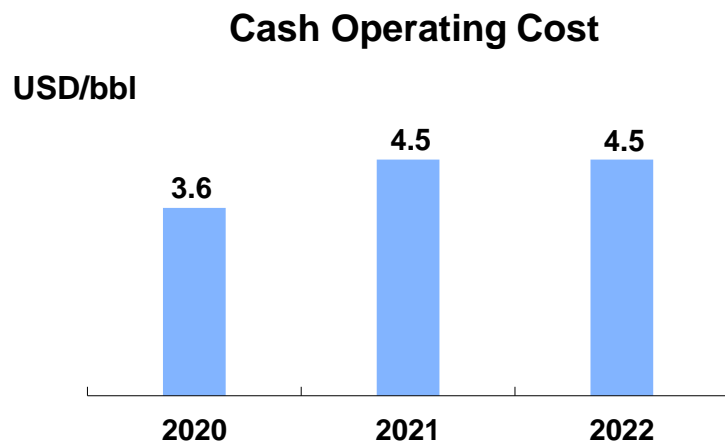
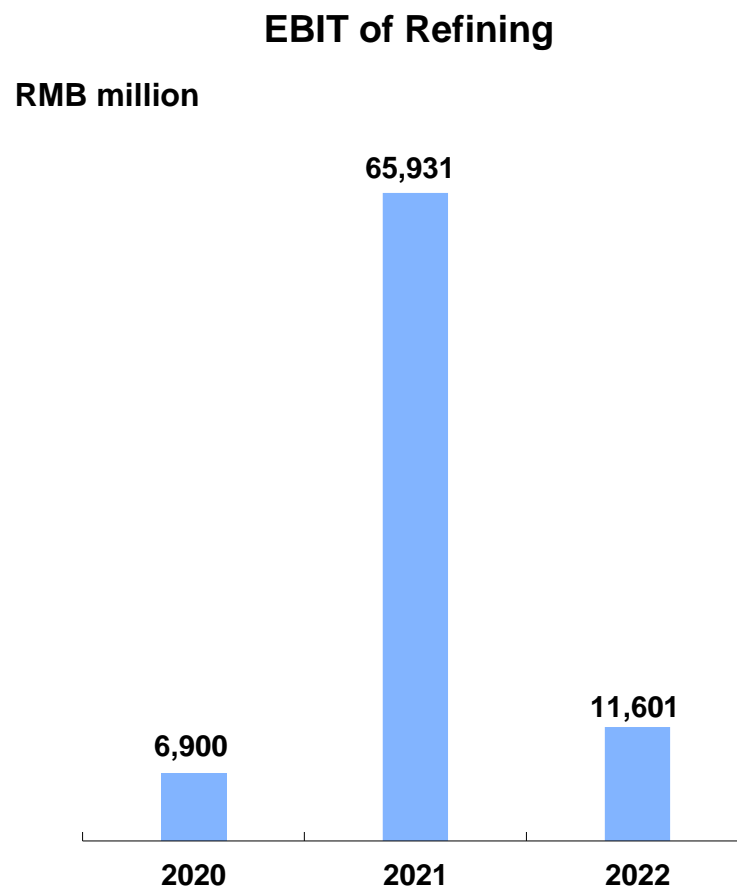
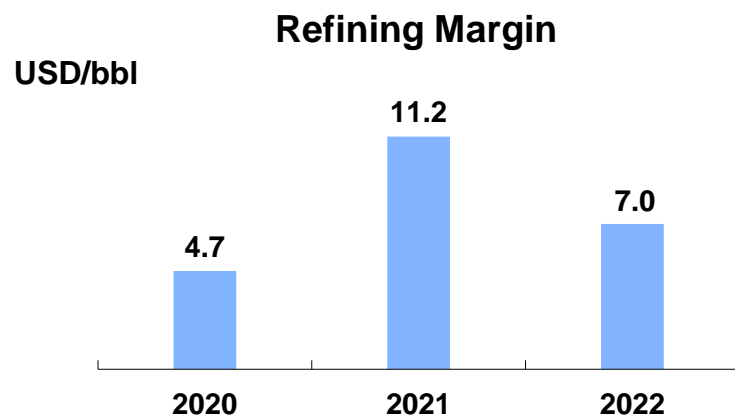
Adjusted from refined oil products to chemical feedstock and refining specialties

mm tonnes	2020	2021	2022	YoY(%)
Refinery Throughput	236.91	255.28	242.27	(5.1)
Gasoline, Diesel and Kerosene Production	141.50	146.21	140.15	(4.1)
Gasoline Production	57.91	65.21	59.05	(9.4)
Diesel Production	63.21	59.85	63.09	5.4
Kerosene Production	20.38	21.15	18.01	(14.8)
Light Chemical Feedstock Production	40.22	45.41	42.65	(6.1)
Diesel-to-gasoline Ratio	1.09	0.92	1.07	Increase by 0.15pct

\*Refinery throughput is calculated based on 1 tonne= 7.35 bbls; 100% production of domestic joint ventures included



# Refining Profitability



# Marketing    Gave Full Play to Integration and Network Advantages

Actively transformed into a comprehensive energy service provider of *Petro-Gas-Hydrogen-Power-Services*

Strengthened resource coordination and accurately implement differentiation strategies

Accelerated the development of online business and improve service quality

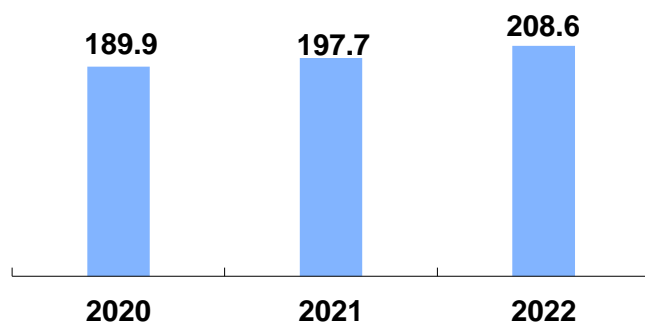
mm tones	2020	2021	2022	YoY(%)
Total Sales Volume of Refined Oil Products*	217.91	220.79	206.74	(6.4)
Domestic Sales of Refined Oil Products	167.99	171.31	162.55	(5.1)
Retail	113.19	114.30	106.91	(6.5)
Wholesale and Distribution	54.80	57.01	55.65	(2.4)
Annual Average Throughput per Station (tonne/station)	3,686	3,720	3,470	(6.7)

As of Dec. 31, 2022	
Number of Service Stations with Sinopec Brand	30,808
Number of Easy Joy convenient stores	28,172
Number of EV Charging and Battery Swapping Stations	2,299
Number of Hydrogen Stations	98

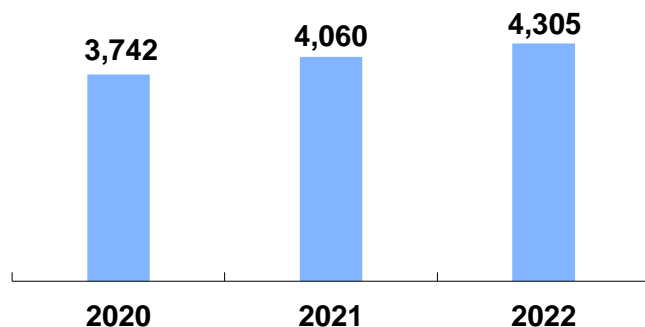
\*The total sales volume of refined oil products includes sales volume from Marketing and Distribution Segment and trading volume

# Marketing Profitability Steadily Increased

**Marketing Cash Operating Cost**  
RMB/tonne

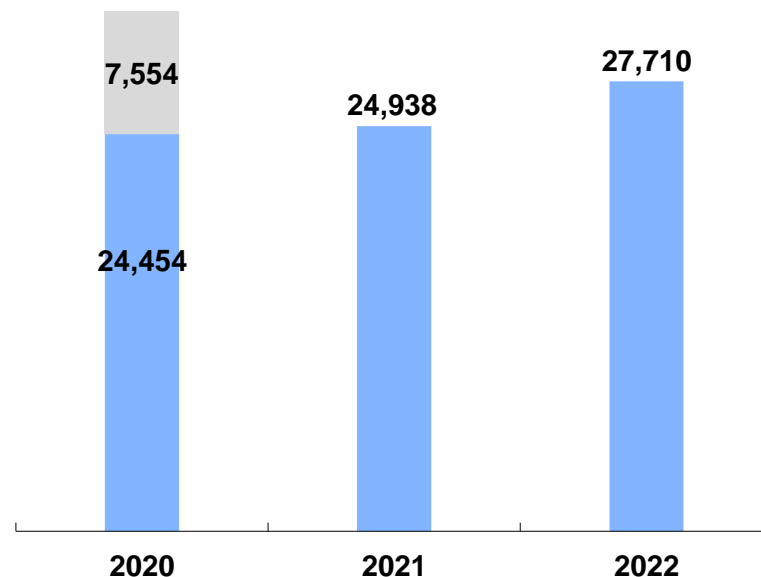


**Profit of Non-fuel Business**  
RMB million



**EBIT of Marketing**

RMB million



\*The value-added impact of pipeline transactions in 2020 is 7.554 billion yuan

# Chemicals    Strengthened Structural Adjustment

Implemented profit-oriented optimization of raw materials, devices, and product slate

Accelerated advanced capacity construction and eliminate low-efficient capacity

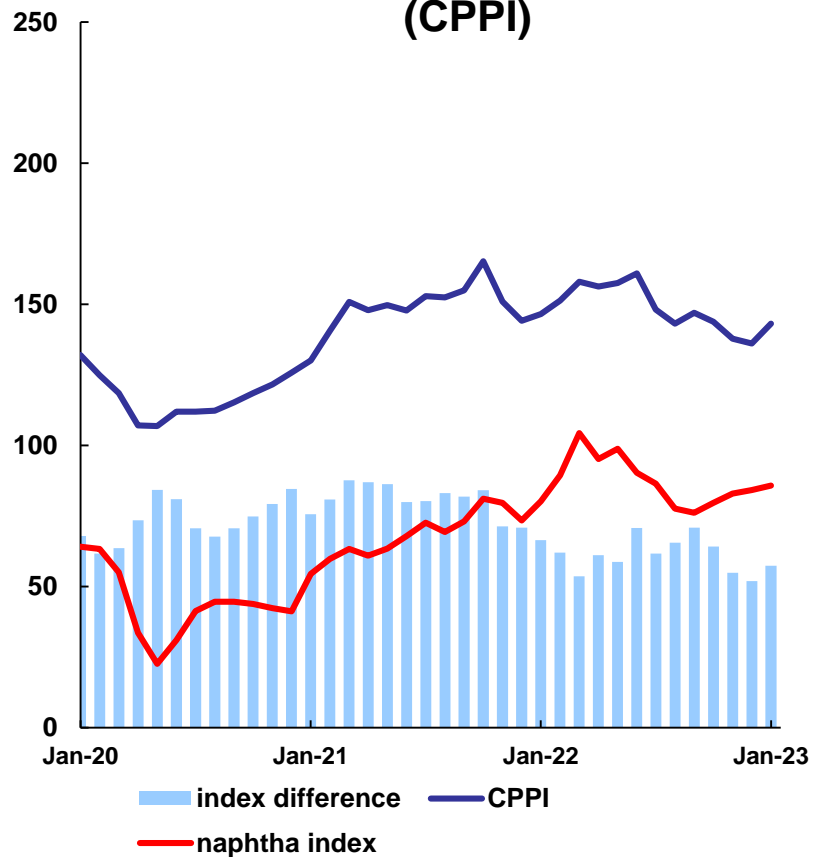
Strengthened the combination of production, marketing, research and application, and increased R&D of high-end products and new materials

thousand tonnes	2020	2021	2022	YoY(%)
Ethylene Production	12,060	13,380	13,437	0.4
Synthetic Resin Production	17,370	18,999	18,544	(2.4)
Synthetic Fiber Monomers & Polymers Production	9,057	9,201	8,886	(3.4)
Synthetic Fiber Production	1,313	1,357	1,112	(18.1)
Synthetic Rubber Production	1,067	1,252	1,284	2.6

\* 100% production of domestic joint ventures included

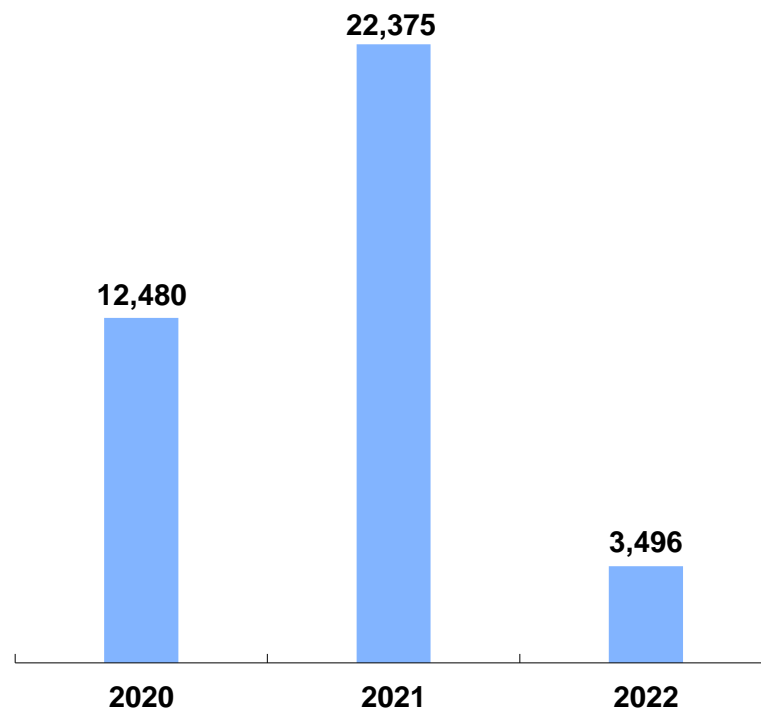
# Chemicals Profitability

## Chemical Product Price Index (CPPI)



## EBIT of Chemicals

RMB million



# 2023 Operational Plan

# Market Outlook of 2023

**China's economy is expected to recover**

**Domestic demand for natural gas, refined oil products and petrochemical products is expected to grow rapidly**

**International oil price is expected to fluctuate at mid-to-high level**

# 2023 Production Plan

	2022	2023E	YoY %
<b>Oil and Gas Production (mmboe)</b>	<b>488.99</b>	<b>495.53</b>	<b>1.3</b>
<b>Crude Oil Production (mmbbls)</b>	<b>250.79</b>	<b>251.20</b>	<b>0.2</b>
<b>Natural Gas Production (bcf)</b>	<b>1,248.75</b>	<b>1,291.80</b>	<b>3.4</b>
<b>Refinery Throughput* (mm tonnes)</b>	<b>242</b>	<b>250</b>	<b>3.3</b>
<b>Total Domestic Sales Volume of Refined Oil Products (mm tonnes)</b>	<b>163</b>	<b>175</b>	<b>7.4</b>
<b>Ethylene Production* (thousand tonnes)</b>	<b>13,440</b>	<b>14,000</b>	<b>4.2</b>

\*100% production of domestic joint ventures included



# Capital Expenditure Plan for 2023

**E&P: RMB 74.4 Bn**

**Mainly for crude oil production capacity and construction of storage and transportation facilities**

**Refining: RMB 22.7 Bn**

**Mainly for the construction of refining bases and structural adjustment projects**

**Address**

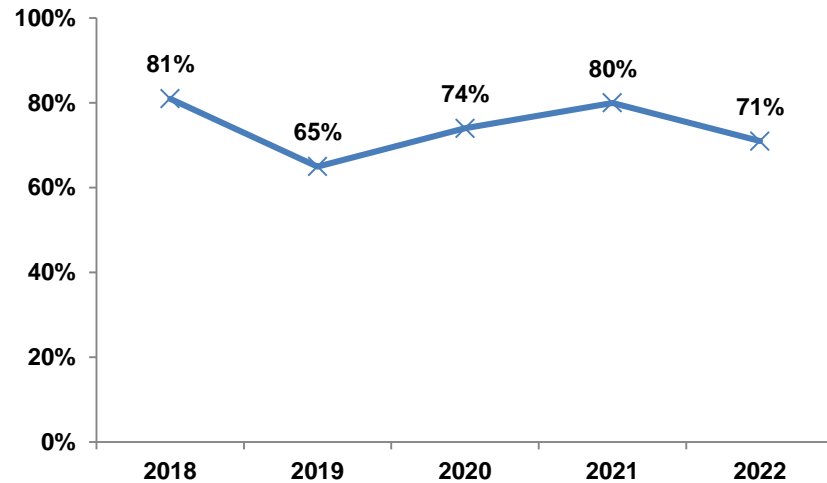
# 2022 Highlights      Further Enhanced      Quality Development      at

Satisfactory results under severe conditions

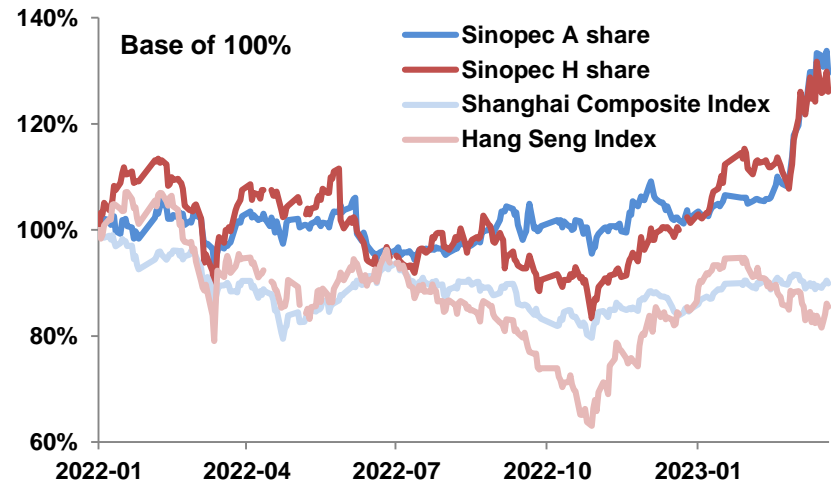
Compliance ↑  
continued ↑      and science and

# 2022 Highlights    Emphasis on Shareholders Return

## Dividend Payout Ratio



## Sinopec Share Prices



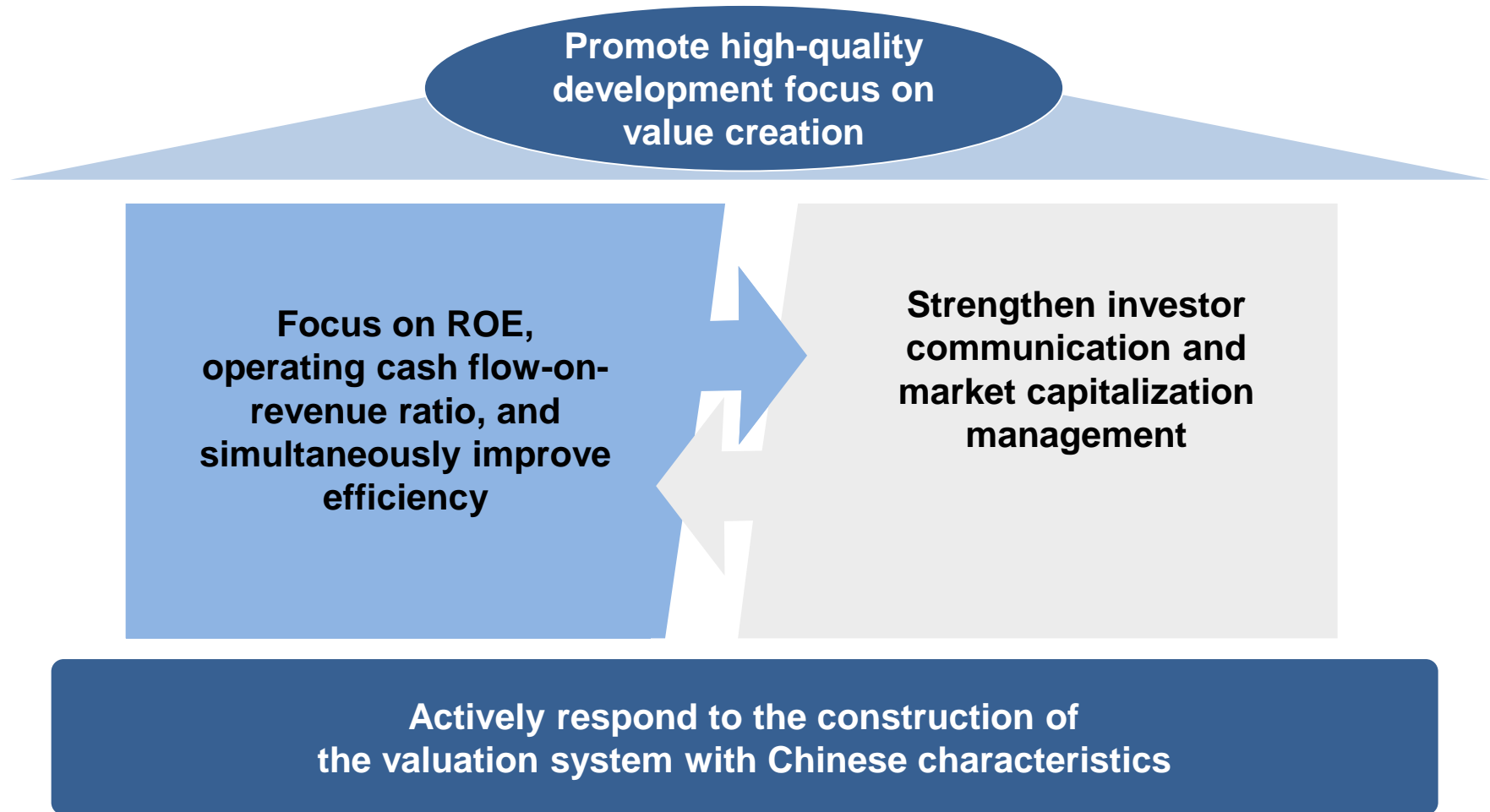
Dividend payout ratio  
**71%**

H share dividend yield  
**12.3%**

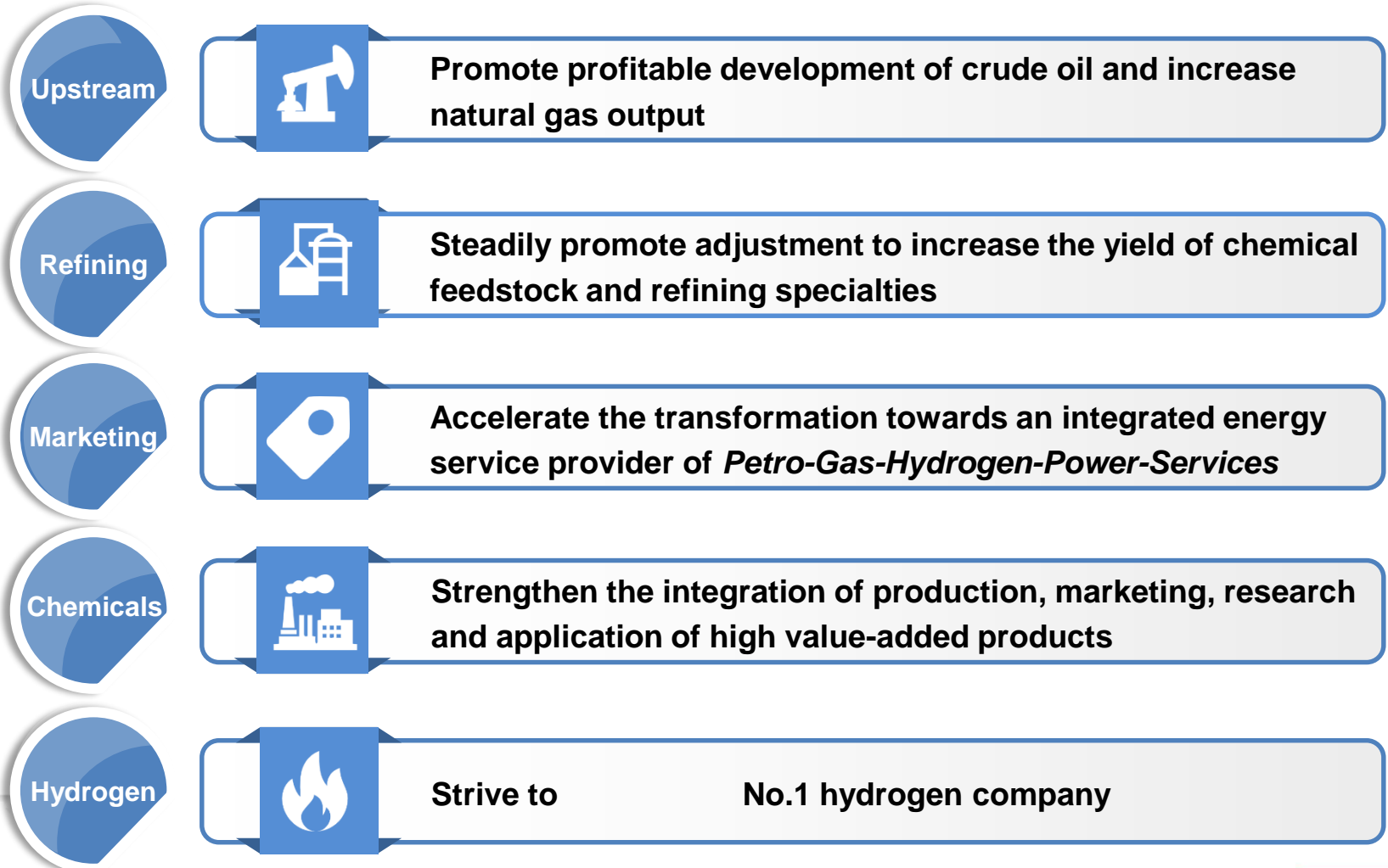
Implemented A+H  
repurchase

General mandate of  
another round of  
share repurchases

## Looking forward    Emphasis on Value Orientation



# Looking Forward Focus on Promoting High-quality Development of the Industrial Chain



# Looking Forward    Focus on Innovation-Driven Strategy

## Innovation-Driven Strategy



# Looking Forward Focus on ESG Management

## Corporate Governance

Further improve decision-making and strategy implementation

Cultivate high-quality talent



**ESG  
Management**

## Social Responsibilities

Assist in promoting rural revitalization and social welfare

Focus on corporate image and brand value

Cooperate with stakeholders to promote sustainable development

## Environment

Steadily implement the carbon peak action plan

Continue to develop and apply CCUS technology

Recycle of waste plastics and biomass



# Contact Information

## Investor relations

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

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

[www.sinopec.com](http://www.sinopec.com)



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