



Sinopec Corp.

Q1 2014 Results Announcement

Apr 29, 2014



Disclaimer

Financial data of the first quarter contained in the presentation and presentation materials are unaudited.

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, 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 development outcomes, estimates of proven reserves, competition, environmental risks, changes in legal, financial and regulatory frameworks, international economic and financial market conditions, political risks, project delay, 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.



Market Environment in Q1 2014

- China's GDP grew by 7.4%
- Crude oil price fluctuated within a weak downward trend
- Steady growth in domestic demand for refined oil products and chemicals
- Price premium for higher spec gasoline policy fully implemented

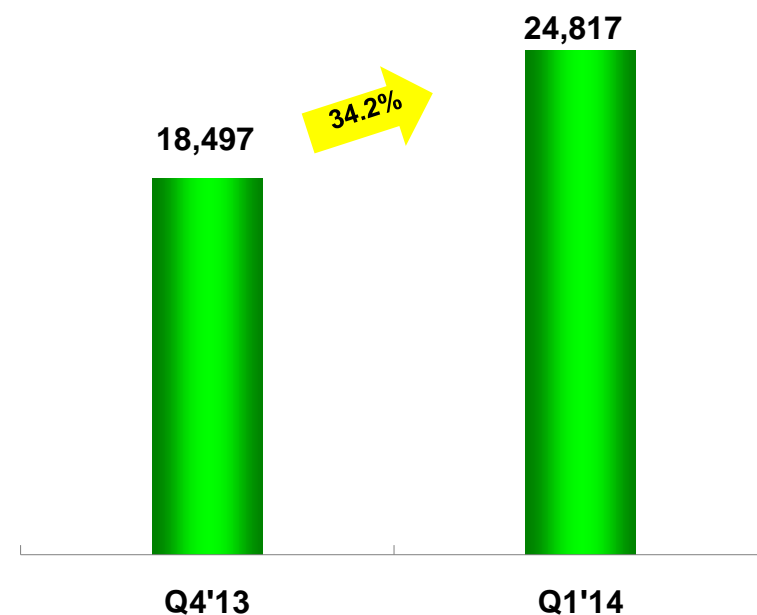


Summary Results

RMB million	1-3'14	1-3'13	YoY Change%
Turnover and other operating revenues	641,065	695,571	(7.8)
Operating profit	24,817	27,569	(10.0)
Net profit attributable to equity shareholders of the Company	14,121	16,677	(15.3)
Basic earnings per share (RMB)	0.121	0.145	(16.6)

Operating Profit (QoQ)

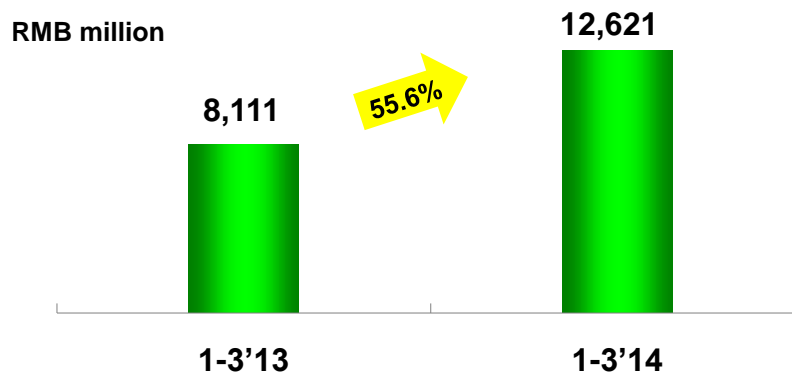
RMB million



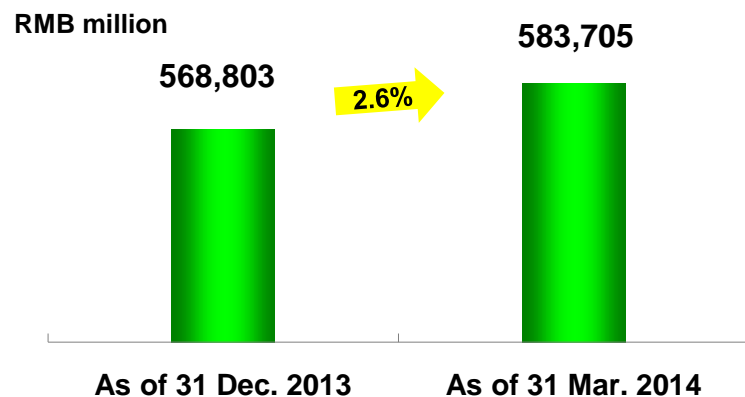


Financial Position

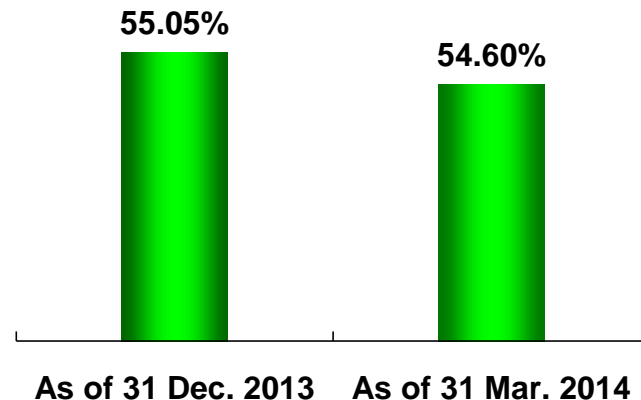
Net cash generated from operating activities



Total equity attributable to shareholders of the Company



Total Liabilities-to-total assets ratio





E&P – Operating Summary

- **Fuling shale gas project progressing efficiently**
 - ◆ **As of 31 March: 22 productive wells, 36 wells drilling**
 - ◆ **Average production per well over 100,000 cubic meters per day**

	1-3'14	1-3'13	YoY Change%
Oil and gas production (mm boe)	118.93	109.37	8.74
Crude oil production (mm bbls)	89.37	82.17	8.76
China	76.60	76.22	0.50
Overseas¹	12.77	5.95	114.62
Natural gas production (bcf)	177.37	163.20	8.68

Note1: Equity production of 8.69 mmbbl in CIR, Taihu and Mansarovar projects were included

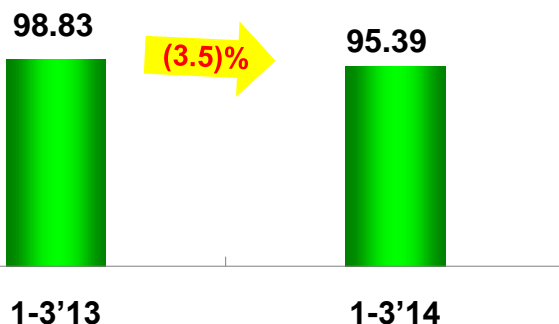
2: Conversion convention: for domestic crude oil, 1 tonne = 7.1 barrels; for overseas, 1 tonne = 7.21 barrels. For natural gas, 1 cubic meter = 35.31 cubic feet.



E&P – Segment Performance

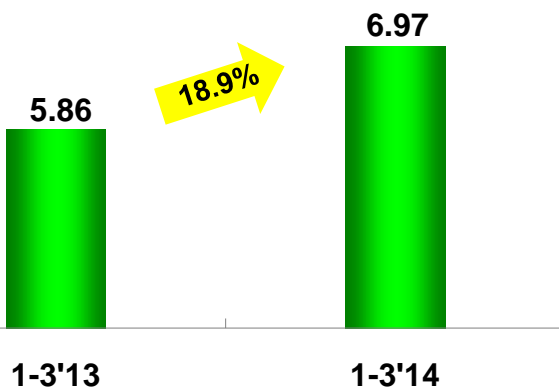
Realized Crude Price

USD/bbl



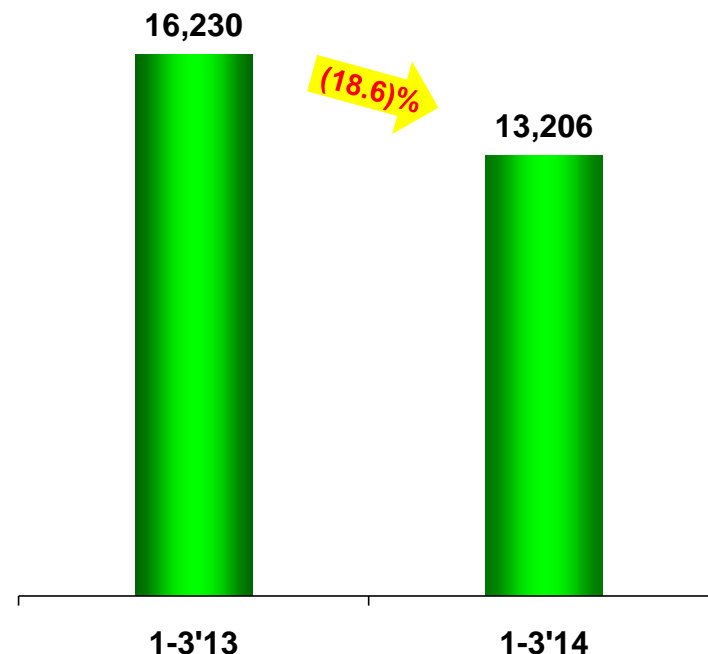
Realized Gas Price

USD/mcf



Operating Profit of E&P Segment*

RMB million



Note: Investment income from CIR, Taihu and Mansarovar not included.

	1-3'13	1-3'14	YoY %
Lifting Cost	16.14	18.41	14.1



Refining – Operating Summary

(million tonnes)	1-3'14	1-3'13	YoY Change%
Refinery throughput	57.22	58.69	(2.50)
Gasoline production	11.97	11.35	5.46
Diesel production	18.27	19.76	(7.54)
Kerosene (incl. Jet fuel) production	4.86	4.19	15.99
Light chemical feedstock production	10.13	9.77	3.68
Light yield (%)	76.98	76.44	54bps
Refining yield (%)	94.79	94.72	7bps

1: Refinery throughput is converted at 1 tonne = 7.35 barrels.

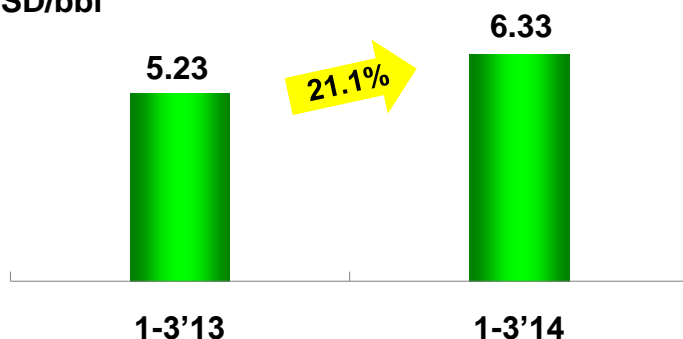
2: 100% production of joint ventures was included.



Refining – Segment Performance

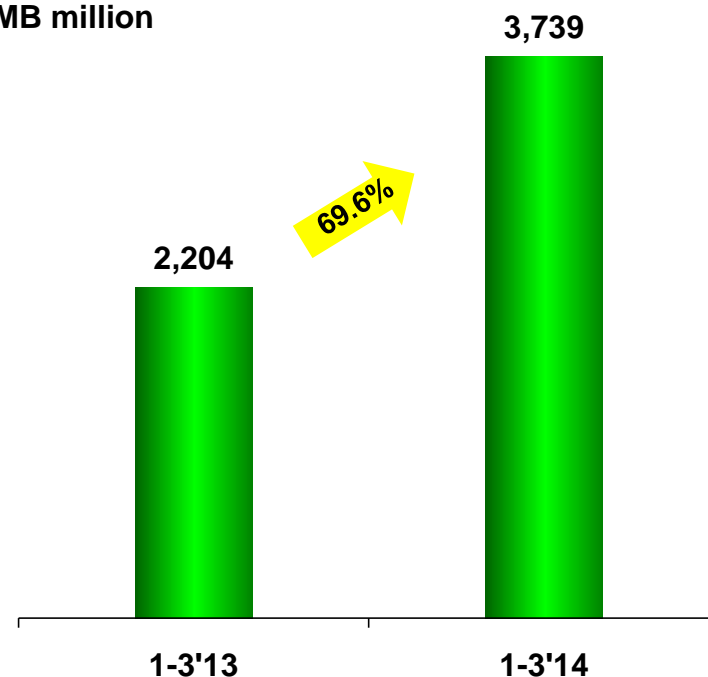
Refining Margin

USD/bbl



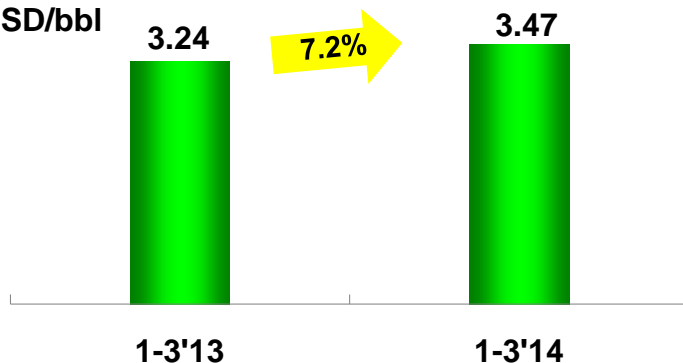
Operating Profit of Refining Segment

RMB million



Cash Operating Cost

USD/bbl





Marketing – Operating Summary

■ Marketing restructuring on schedule

- ◆ Marketing assets were injected into Sinopec Sales Co., Ltd
- ◆ Sinopec EasyJoy Sales Co., Ltd established to accelerate non-fuel business development
- ◆ Financial advisors selected through a competitive selection process

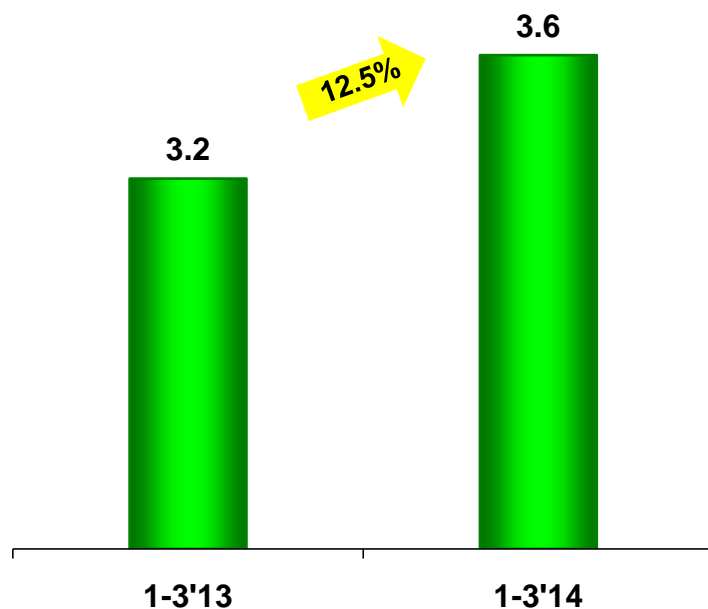
(million tonnes)	1-3'14	1-3'13	YoY Change%
Total sales of refined oil products	42.15	42.13	0.05
Domestic sales of refined oil products	38.67	38.92	(0.64)
Retail	27.29	26.64	2.44
Distribution	7.17	7.63	(6.03)
Wholesale	4.21	4.65	(9.46)
Annualized average throughput of self-operated stations (tonnes/station)	3,575	3,473	2.94



Marketing – Segment Performance

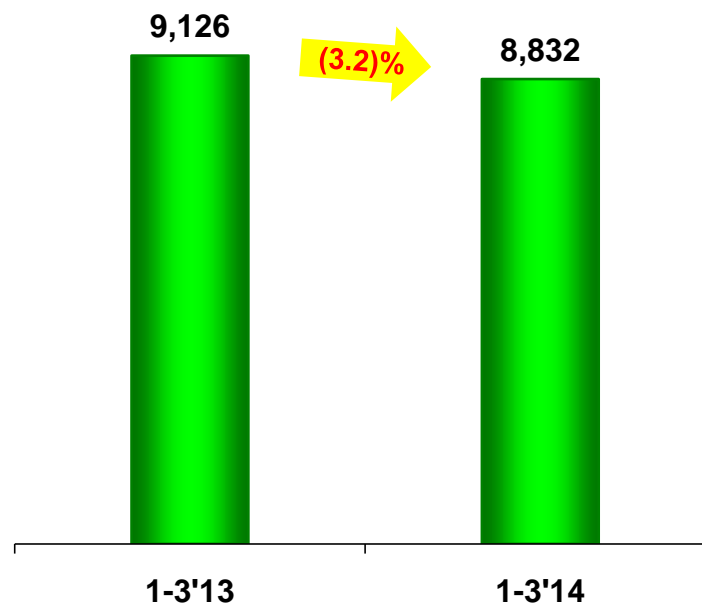
Revenue from Non-fuel Business

RMB billion



Operating Profit of Marketing Segment

RMB million





Chemicals – Operating Summary

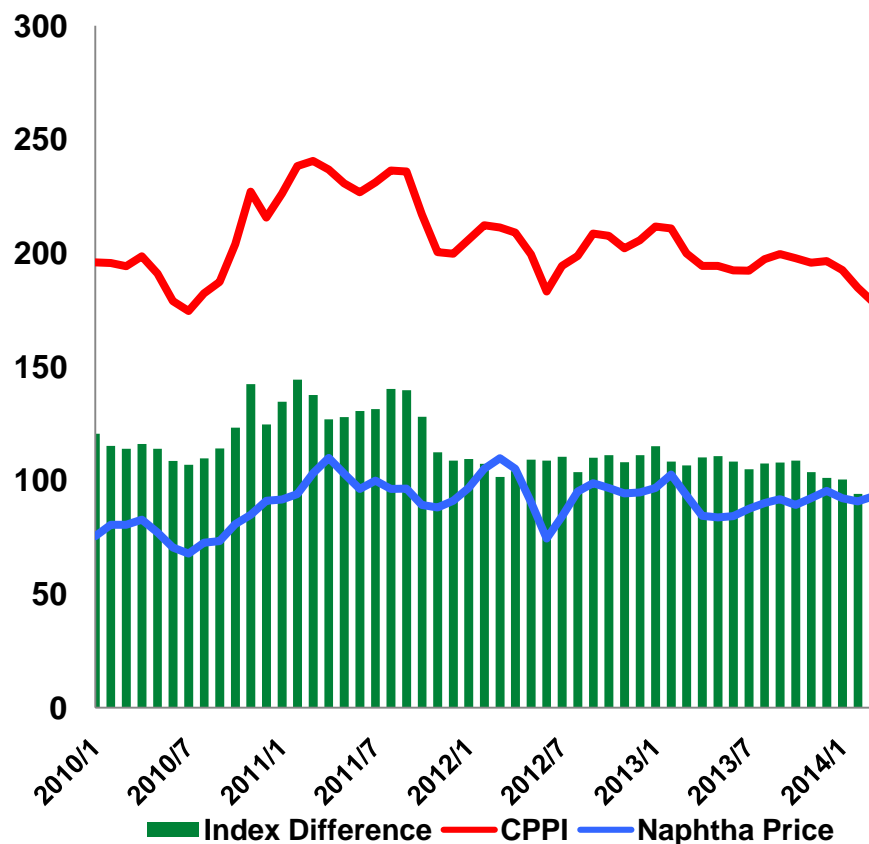
'000 tonnes	1-3'14	1-3'13	YoY %
Ethylene	2,579	2,442	5.61
Synthetic resin	3,519	3,395	3.65
Synthetic rubber	254	248	2.42
Monomer & polymer for synthetic fiber	2,196	2,267	(3.13)
Synthetic fiber	326	352	(7.39)

Note: 100% production of joint ventures included



Chemicals – Segment Performance

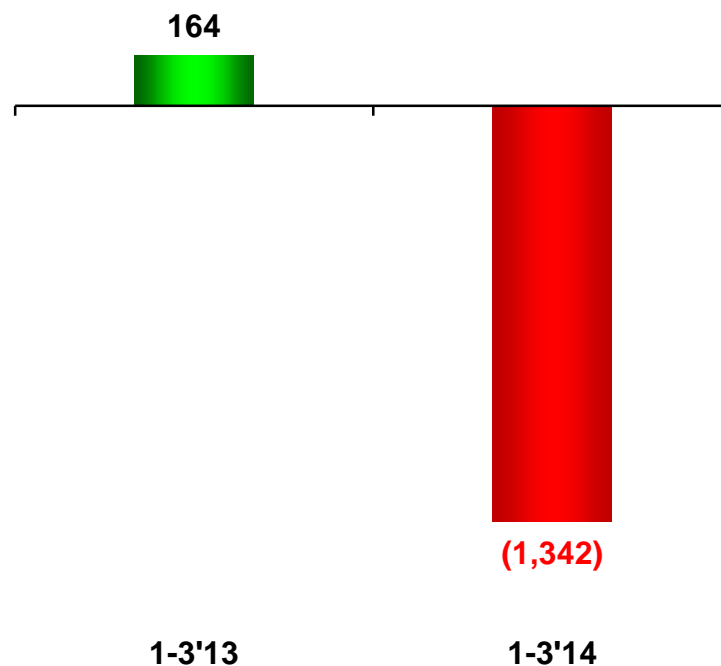
Chemical Products Price Index (CPPI)



Source: Sinopec

Operating Profit of Chemical Segment

RMB million

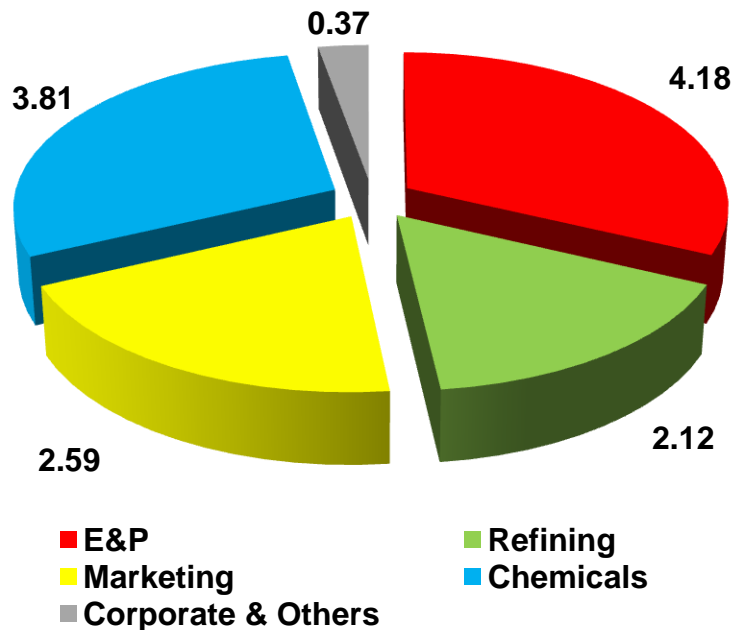




Capital Expenditure

Total Capex for Q1: 13.07bn

RMB billion



■ E&P

- ◆ Shengli, Tahe, Fuling, Yuanba oil and gas field exploration and development , and Shandong, Guangxi LNG construction

■ Refining

- ◆ Refinery revamping and expansion projects as well as refined oil products quality upgrading

■ Marketing

- ◆ Construction and revamping of service stations, oil depots and oil product pipeline.

■ Chemicals

- ◆ Chemical products structure adjustment and Ningdong, Zhongan coal to chemical projects



For Further Information



<http://www.sinopec.com>

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