證券代碼：002271 證券簡稱：東方雨虹 公告編號：2020-038

北京東方雨虹防水技術股份有限公司
2019年年度報告摘要

一、重要提示

本年度報告摘要來自年度報告全文，爲全面瞭解本公司的經營成果、財務狀況及未來發展規劃，投資者應當到證監會指定媒體仔細閱讀年度報告全文。

非標準審計意見提示

□ 適用 √ 不適用

董事會審議的報告期普通股利潤分配預案或公積金轉增股本預案

√ 適用 □ 不適用

是否以公積金轉增股本

□ 是 √ 否

公司經本次董事會審議通過的普通股利潤分配預案爲：以未來實施分配方案時股權登記日的總股本爲基數，向全體股東每10股派發現金紅利3元（含稅），送紅股0股（含稅），不以公積金轉增股本。

董事會決議通過的本報告期優先股利潤分配預案

□ 適用 √ 不適用

二、公司基本情況

1、公司簡介

股票簡稱	東方雨虹	股票代碼	002271
股票上市交易所	深圳證券交易所		
聯繫人和聯繫方式	董事會秘書		證券事務代表
姓名	張蓓		
辦公地址	北京市朝陽區高碑店北路康家園小區4號樓		
電話	010-85762629		
電子信箱	stocks@yuhong.com.cn		

2、報告期主要業務或產品簡介

（一）公司主要業務情況

公司致力於新型建築防水材料的研發、生產、銷售和防水工程施工業務領域，目前已形成以主營防水業務爲核心，民用建材、建築塗料、建築修繕、節能保溫、特種砂漿、非織造布、建築粉料等多元業務爲延伸的建築建材系統服務商。

公司主要產品爲建築防水材料，廣泛應用於房屋建築、高速鐵路、地鐵及城市軌道、高速公路和城市道橋、機場和水利設施、綜合管廊等衆多領域，包括毛主席紀念堂、人民大會堂、國家會議中心及鳥巢、水立方、北京大興國際機場等中國標誌性建築和京張鐵路、京滬高鐵、京津城際、北京地鐵等國家重大基礎設施建設項目。公司始終以「爲國家、爲社會、爲客戶、爲員工、爲股東」爲宗旨，以「產業報國、服務利民」爲指導思想，以「爲人類爲社會創造持久安全的環境」爲使命，在深耕建築防水行業的同時，還涉及節能保溫、非織造布、特種砂漿、建築裝飾塗料等多領域，旗下設有東方雨虹（工程業務）、雨虹（民用建材）、卧牛山（節能保溫）、孚達（節能保溫）、越大（節能保溫）、煬和（節能保溫）、天鼎豐（非織造布）、風行（防水）、華砂（砂漿）、洛迪（硅藻泥）、德愛威（建築塗料）、建築修繕、壁安（膩子粉）等品牌和業務板塊。

公司根據產品的用途和使用群體的不同，採取直銷與渠道（工程渠道經銷商和零售渠道經銷商）相結合的方式進行產品銷售。直銷及工程渠道由公司工程建材集團統一管理，以北方區、華東區、華南區三大片區爲載體深度融合直銷模式與工程渠道模式，通過北京、上海、廣州、深圳、天津、成都、昆明等核心城市市場、鐵路、城市軌道交通等專業細分市場、大型房地產公司、企業集團等工程市場及渠道經銷商網絡搭建多維度、一站式營銷及服務網絡平台，負責公司產品在工程市場的銷售及服務；零售渠道經銷商，由公司全資子公司東方雨虹民用建材有限責任公司負責管理，主要服務於普通大衆消費者家庭裝修市場，建立家裝公司、建材超市、建材市場經銷商及電商多位一體的復合營銷網絡。

（二）行業的基本情況及公司所處的行業地位

公司屬於建築材料行業之細分領域——防水建築材料行業。防水建築材料是現代建築必不可少的功能性建築材料，隨著城市的不斷建設發展，防水建築材料應用領域廣泛、行業空間較大、景氣度較高。

目前，國內建築防水行業集中度較低，市場較爲分散、競爭不夠規範，「大行業、小企業」依舊是行業發展標籤。防水生產企業衆多，除少部分企業整體水平較高外，大多數企業規模小、技術水平及生產工藝落後，市場充斥假冒僞劣、非標產品，落後產能過剩，行業競爭不規範，行業環保問題突出。近年來，隨著打假質檢、環保督查、安全生產、綠色節能等產業政策對防水行業的逐漸規範，以及行業准入門檻提升、產品結構優化升級，下遊客戶對防水產品品質要求不斷提高，大型防水企業的競爭力逐步增強，防水製造行業市場集中度呈現逐年上升趨勢，並逐步向龍頭企業聚攏。

公司致力於成爲全球化的建築建材系統服務商，努力打造全產業鏈產品的生態系統。自成立以來，公司爲重大基礎設施建設、工業建築和民用、商用建築等提供高品質、完備的建築建材系統解決方案，致力於解決防水工程質量參差不齊、建築滲漏率居高不下以及隨之帶來的建築安全隱患這一行業頑疾。二十餘年來在建材行業的深刻沉澱，公司完成了企業的轉型升級，在研發實力、生產工藝、銷售模式、專業的系統服務能力、品牌影響力等方面均居同行業前列，成爲中國具有競爭性和成長性的行業龍頭企業，行業地位突出。

3、主要會計數據和財務指標

（1）近三年主要會計數據和財務指標

公司是否需追溯調整或重述以前年度會計數據

□ 是 √ 否

單位：元

	2019年	2018年	本年比上年增減	2017年
營業收入	18,154,344,171.40	14,045,708,250.74	29.25%	10,292,965,441.05
歸屬於上市公司股東的淨利潤	2,065,944,687.98	1,508,221,286.20	36.98%	1,238,836,792.54
歸屬於上市公司股東的扣除非經常性損益的淨利潤	1,877,957,843.33	1,323,057,092.18	41.94%	1,141,010,956.23
經營活動產生的現金流量淨額	1,588,960,346.58	1,013,946,629.91	56.71%	68,211,165.39
基本每股收益（元/股）	1.44	1.01	42.57%	0.83
稀釋每股收益（元/股）	1.36	1.00	36.00%	0.80
加權平均淨資產收益率	21.99%	20.36%	1.63%	21.91%
	2019年末	2018年末	本年末比上年末增減	2017年末
資產總額	22,415,660,188.56	19,651,708,389.43	14.06%	13,316,861,455.03
歸屬於上市公司股東的淨資產	9,740,003,225.27	7,900,749,970.23	23.28%	6,714,718,074.34

（2）分季度主要會計數據

單位：元

	第一季度	第二季度	第三季度	第四季度
營業收入	2,685,746,786.10	5,222,141,908.45	4,986,659,928.93	5,259,795,547.92
歸屬於上市公司股東的淨利潤	127,415,323.69	788,535,549.86	650,153,023.23	499,840,791.20
歸屬於上市公司股東的扣除非經常性損益的淨利潤	106,953,013.72	581,953,296.76	614,809,663.80	574,241,869.05
經營活動產生的現金流量淨額	−2,925,957,611.49	1,769,175,237.40	−891,373,729.90	3,637,116,450.57

上述財務指標或其加總數是否與公司已披露季度報告、半年度報告相關財務指標存在重大差異

□ 是 √ 否

4、股本及股東情況

（1）普通股股東和表決權恢復的優先股股東數量及前10名股東持股情況表

單位：股

報告期末普通股股東總數	44,279	年度報告披露日前一個月末普通股股東總數	49,754	報告期末表決權恢復的優先股股東總數	0	年度報告披露日前一個月末表決權恢復的優先股股東總數	0

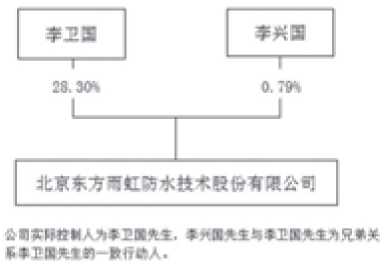
前10名股東持股情況						
股東名稱	股東性質	持股比例	持股數量	持有有限售條件的股份數量	質押或凍結情況	
					股份狀態	數量
李衛國	境內自然人	28.30%	421,101,891	332,153,918	質押	235,900,446
香港中央結算有限公司	境外法人	9.03%	134,392,354	0		
許利民	境內自然人	5.41%	80,432,833	67,359,625	質押	14,000,000
招商銀行股份有限公司－睿遠成長價值混合型證券投資基金	其他	2.32%	34,455,665	0		
中央匯金資產管理有限責任公司	國有法人	1.46%	21,707,351	0		
全國社保基金四一八組合	其他	1.34%	19,929,561	0		
招商銀行股份有限公司－交銀施羅德新成長混合型證券投資基金	其他	1.29%	19,143,096	0		
向錦明	境內自然人	1.28%	19,046,215	14,284,661		
招商銀行股份有限公司－興全輕資產投資混合型證券投資基金（LOF）	其他	1.27%	18,935,972	0		
中國農業銀行股份有限公司－交銀施羅德精選混合型證券投資基金	其他	1.17%	17,451,519	0		
上述股東關聯關係或一致行動的說明	公司未知上述股東之間是否存在關聯關係，也未知是否屬於《上市公司收購管理辦法》中規定的一致行動人。					
參與融資融券業務股東情況說明（如有）	不適用					

（2）公司優先股股東總數及前10名優先股股東持股情況表

□ 適用 √ 不適用

公司報告期無優先股股東持股情況。

（3）以方框圖形式披露公司與實際控制人之間的產權及控制關係


李卫国
李兴国
28.30%
0.79%
北京东方雨虹防水技术股份有限公司
注：公司实际控制人为李卫国先生，李兴国先生与李卫国先生为兄弟关系，系李卫国先生的一致行动人。

5、公司債券情況

公司是否存在公開發行並在證券交易所上市，且在年度報告批准報出日未到期或到期未能全額兌付的公司債券

否

三、經營情況討論與分析

1、報告期經營情況簡介

2019年，面對複雜嚴峻的國際環境及國內「三期疊加」影響持續深化、經濟面臨下行壓力，國家堅持穩中求進工作總基調，堅持貫徹新發展理念，堅持以供給側結構性改革爲主線，紮實做好「六穩」工作，經濟運行總體平穩，發展質量穩步提升。

報告期內，全體雨虹人始終將《東方雨虹基本法》作爲行動標尺，初心爲夢、篤定前行，堅持「去僞存眞、剛骨安身、上下同欲、自我革新」十六字方針，將更高質量穩健發展作爲戰略定位，將風險管控放在首要位置，穩健經營、穩步發展，較好完成全年經營任務；公司以高品質、專業化、完備的系統解決方案及一站式系統服務平台，持續打造成爲卓越的建築建材系統服務商，聚焦主業、聚力前行，以優質的產品和服務爲基礎，以客戶需求爲導向，深耕建築防水，延伸至民用建材、節能保溫、建築塗料、非織造布、建築修繕、特種砂漿、建築粉料等領域；通過全面貫徹企業文化與核心價值觀，以奮鬥者爲本，通過集體奮鬥、長期奮鬥、艱苦奮鬥，不斷提升企業信仰與凝聚力；報告期內，工程建材集團高效響應公司戰略定位，迅速落實組織變革，組建北方、華南、華東三大區，快速實現直銷及工程渠道的有效融合，充分發揮渠道+直銷「1+1>2」的優勢；不斷總結並推廣工程渠道領域「合夥人機制」的成功經驗，研究業務市場和銷售模式的持續創新與改進，依托品牌及資源優勢，發展認同公司文化和發展理念的合夥人，通過完善市場管理、信用管理、技術支持與服務等方式加大對合夥人的扶持力度；進一步鞏固與開拓大型房地產公司的戰略合作，積極拓展及延展客戶資源的深度與廣度；加大基礎設施建設、城市新興基建及工業倉儲物流領域等非房地產領域的銷售和推廣力度；同時，爲提升組織運營效率，報告期，公司推行大部制、共享服務制、扁平化管理、流程優化等組織管理舉措，持續優化組織架構、優化流程、減少部門牆；按照以結果爲導向的原則開展培訓工作，各層級、多渠道的培訓有機結合，以提升員工勝任力；繼續全面推行標準化施工服務體系，通過專業化的培訓與管理，提升專業化服務能力，培養並壯大具有全球競爭力的產業化施工隊伍；通過加強產品、應用技術、施工裝備、生產工藝等方面的研發，進一步提升公司國際化技術研發實力與創新能力。

2、報告期內主營業務是否存在重大變化

□ 是 √ 否

3、占公司主營業務收入或主營業務利潤10%以上的產品情況

√ 適用 □ 不適用

單位：元

產品名稱	營業收入	營業利潤	毛利率	營業收入比上年同期增減	營業利潤比上年同期增減	毛利率比上年同期增減
防水卷材	9,979,881,926.24	3,728,970,226.38	37.36%	36.36%	38.69%	0.63%
防水塗料	4,875,453,318.63	2,007,982,298.67	41.19%	22.61%	29.98%	2.33%
防水施工	2,347,986,545.91	651,749,979.32	27.76%	20.35%	19.76%	−0.14%

4、是否存在需要特別關注的經營季節性或週期性特徵

□ 是 √ 否

5、報告期內營業收入、營業成本、歸屬於上市公司普通股股東的淨利潤總額或者構成較前一報告期發生重大變化的說明

√ 適用 □ 不適用

報告期，公司實現營業收入18,154,344,171.40元，較上年同期增長29.25%，主要系公司各項業務拓展順利，主要產品銷量增加所致；公司產生營業成本11,665,034,655.27元，較上年同期增長26.97%，主要系公司本期銷售收入增長所致；公司實現歸屬於上市公司普通股股東的淨利潤2,065,944,687.98元，較上年同期增長36.98%，主要系本期收入增長同時毛利率上升、費用率下降所致。

6、面臨暫停上市和終止上市情況

□ 適用 √ 不適用

7、涉及財務報告的相關事項

（1）與上年度財務報告相比，會計政策、會計估計和核算方法發生變化的情況說明

√ 適用 □ 不適用

（1）重要會計政策變更

①新金融工具準則

財政部於2017年頒布了《企業會計準則第22號——金融工具確認和計量（修訂）》、《企業會計準則第23號——金融資產轉移（修訂）》、《企業會計準則第24號——套期會計（修訂）》及《企業會計準則第37號——金融工具列報（修訂）》（以下統稱「新金融工具準則」），本公司於2019年4月26日召開的六屆董事會第五十七次會議，批准自2019年1月1日起執行新金融工具準則，對會計政策相關內容進行了調整。變更後的會計政策參見附註三、10。

新金融工具準則要求根據管理金融資產的業務模式和金融資產的合同現金流量特徵，將金融資產劃分爲以下三類：（1）以攤余成本計量的金融資產；（2）以公允價值計量且其變動計入其他綜合收益的金融資產；（3）以公允價值計量且其變動計入當期損益的金融資產。混合合同包含的主合同屬於金融資產的，不應從該混合合同中分拆嵌入衍生工具，而應當將該混合合同作爲一個整體適用金融資產分類的相關規定。

除財務擔保合同負債外，採用新金融工具準則對本集團金融負債的會計政策並無重大影響。

2019年1月1日，本集團沒有將任何金融資產或金融負債指定爲以公允價值計量且其變動計入當期損益的金融資產或金融負債，也沒有撤銷之前的指定。

新金融工具準則以「預期信用損失法」替代了原金融工具準則規定的、根據實際已發生減值損失確認減值準備的方法。「預期信用損失法」模型要求持續評估金融資產的信用風險，因此在新金融工具準則下，本集團信用損失的確認時點早於原金融工具準則。

*本集團以預期信用損失爲基礎，對下列項目進行減值會計處理並確認損失準備：

*以攤余成本計量的金融資產；

*以公允價值計量且其變動計入其他綜合收益的應收款項和債權投資；

*租賃應收款；

本集團按照新金融工具準則的規定，除某些特定情形外，對金融工具的分類和計量（含減值）進行追溯調整，將金融工具原賬面價值和在新金融工具準則施行日（即2019年1月1日）的新賬面價值之間的差額計入2019年年初留存收益或其他綜合收益。同時，本集團未對比較財務報表數據進行調整。

於2019年1月1日，金融資產按照原金融工具準則和新金融工具準則的規定進行分類和計量的結果對比如下：

原金融工具準則			新金融工具準則		
項目	類別	賬面價值	項目	類別	賬面價值
可供出售金融資產	以成本計量（權益工具）	249,882,601.82	其他權益工具	以公允價值計量且其變動計入其他綜合收益	282,006,277.65
			其他非流動金融資產	以公允價值計量且其變動計入當期損益	14,702,113.60
應收票據	攤余成本	1,547,410,951.71	應收票據	攤余成本	1,260,612,141.05
			應收款項融資	以公允價值計量且其變動計入其他綜合收益	280,470,666.87
應收賬款	攤余成本	4,510,848,626.93	應收賬款	攤余成本	4,508,821,802.27
			應收款項融資	以公允價值計量且其變動計入其他綜合收益	
其他應收款	攤余成本	224,031,726.17	其他流動資產	攤余成本	
			其他應收款	攤余成本	221,811,442.24

於2019年1月1日，執行新金融工具準則時金融工具分類和賬面價值調節表如下：

項目	調整前賬面金額（2018年12月31日）	重分類	重新計量	調整後賬面金額（2019年1月1日）
資產：				
應收票據	1,547,410,951.71	−280,470,666.87	−6,328,143.79	1,260,612,141.05
應收賬款	4,510,848,626.93		−2,026,824.66	4,508,821,802.27
應收款項融資		280,470,666.87		280,470,666.87
其他應收款	224,031,726.17		−2,220,283.93	221,811,442.24
可供出售金融資產	249,882,601.82	−249,882,601.82	−−	−−
其他權益工具投資	−−	236,382,601.82	45,623,675.83	282,006,277.65
其他非流動金融資產	−−	13,500,000.00	1,202,113.60	14,702,113.60
負債：				
交易性金融負債	−−			
股東權益：				
其他綜合收益	−16,361,182.13		38,492,352.31	22,131,170.18
盈餘公積	155,374,581.01			155,374,581.01
未分配利潤	5,193,171,079.88		−8,933,081.55	5,184,237,998.33

本集團將根據原金融工具準則計量的2018年年末損失準備與根據新金融工具準則確定的2019年年初損失準備之間的調節表列示如下：

計量類別	調整前賬面金額（2018年12月31日）	重分類	重新計量	調整後賬面金額（2019年1月1日）
應收票據減值準備			6,328,143.79	6,328,143.79
應收賬款減值準備	477,174,910.91		2,026,824.66	479,201,735.57
其他應收款減值準備	46,903,917.86		2,220,283.93	49,124,201.79

②新債務重組準則

財政部於2019年5月16日發佈了《企業會計準則第12號——債務重組》（以下簡稱」新債務重組準則」)，修改了債務重組的定義，明確了債務重組中涉及金融工具的適用《企業會計準則第 22 號——金融工具確認和計量》等準則，明確了債權人受讓金融資產以外的資產初始按成本計量，明確債務人以資產清償債務時不再區分資產處置損益與債務重組損益。

根據財會[2019]6號文件的規定，「營業外收入」和「營業外支出」項目不再包含債務重組中因處置非流動資產產生的利得或損失。

本集團對2019年1月1日新發生的債務重組採用未來適用法處理，對2019年1月1日以前發生的債務重組不進行追溯調整。

③新非貨幣性交換準則

財政部於2019年5月9日發佈了《企業會計準則第7號——非貨幣性資產交換》（以下簡稱「新非貨幣性交換準則」），明確了貨幣性資產和非貨幣性資產的概念和準則的適用範圍，明確了非貨幣性資產交換的確認時點，明確了不同條件下非貨幣性資產交換的價值計量基礎和核算方法及同時完善了相關信息披露要求。本集團對2019年1月1日以後新發生的非貨幣性資產交換交易採用未來適用法處理，對2019年1月1日以前發生的非貨幣性資產交換交易不進行追溯調整。

④財務報表格式

財政部於2019年4月發佈了《財政部關於修訂印發2019年度一般企業財務報表格式的通知》（財會[2019]6號），2018年6月發佈的《財政部關於修訂印發2018年度一般企業財務報表格式的通知》（財會[2018]15號）同時廢止；財政部於2019年9月發佈了《財政部關於修訂印發合併財務報表格式（2019版）的通知》（財會[2019]16號），《財政部關於修訂印發2018年度合併財務報表格式的通知》（財會[2019]1號）同時廢止。根據財會[2019]6號和財會[2019]16號，本公司對財務報表格式進行了以下修訂：

資產負債表，將「應收票據及應收賬款」行項目拆分爲「應收票據」及「應收賬款」；將「應付票據及應付賬款」行項目拆分爲「應付票據」及「應付賬款」。

本公司對可比期間的比較數據按照財會[2019]6號文和財會[2019]16號文進行調整。

財務報表格式的修訂對本公司的資產總額、負債總額、淨利潤、其他綜合收益等無影響。

（2）報告期內發生重大會計差錯更正需追溯重述的情況說明

□ 適用 √ 不適用

公司報告期無重大會計差錯更正需追溯重述的情況。

（3）與上年度財務報告相比，合併報表範圍發生變化的情況說明

√ 適用 □ 不適用

本年度新增合併單位共8家，分別是重慶東方雨虹砂漿有限責任公司、長沙東方雨虹建築材料有限責任公司、常州東方雨虹防水材料有限責任公司、泉州東方雨虹砂漿有限責任公司、江蘇青耕保溫技術有限公司、東方雨虹建材（廣東）有限公司、廣東泰維克科技有限責任公司和北京市順義區東方雨虹職業技能培訓學校。

Stock Code: 002271 Stock Name: Oriental Yuhong Announcement No. 2020-038

BEIJING ORIENTAL YUHONG WATERPROOF TECHNOLOGY CO., LTD. ANNUAL REPORT 2019 (SUMMARY)

Part I Important Notes

This Summary is based on the full text of the 2019 Annual Report of Beijing Oriental Yuhong Waterproof Technology Co., Ltd. (together with its consolidated subsidiaries, the "Company", except where the context otherwise requires). In order for a full understanding of the Company's operating results, financial position and future development plans, investors should carefully read the aforesaid full text, which has been disclosed together with this Summary on the media designated by the China Securities Regulatory Commission (the "CSRC").

Independent auditor's modified opinion:

☐ Applicable √ Not applicable

Board-approved final cash and/or stock dividend plan for ordinary shareholders for the Reporting Period:

√ Applicable ☐ Not applicable

Bonus issue from capital reserves:

☐ Yes √ No

The Board has approved a final dividend plan for the ordinary shareholders as follows: based on the total share capital at the record date when the dividend plan is implemented, a cash dividend of RMB3 (tax inclusive) per 10 shares is to be distributed to the shareholders, with no bonus issue from either profit or capital reserves.

Board-approved final cash and/or stock dividend plan for preferred shareholders for the Reporting Period:

☐ Applicable √ Not applicable

This Report and its summary have been prepared in both Chinese and English. Should there be any discrepancies or misunderstandings between the two versions, the Chinese versions shall prevail.

Part II Key Corporate Information

1. Stock Profile

Stock name	Oriental Yuhong	Stock code	002271
Stock exchange for stock listing	Shenzhen Stock Exchange		
Contact information	Board Secretary		Securities Representative
Name	Zhang Bei		
Office address	No. 4 Building, Kang Jiayuan, Gao Beidian North Road, Chaoyang District, Beijing, China		
Tel.	010-85762629		
E-mail address	stocks@yuhong.com.cn		

2. Principal Activities or Products in the Reporting Period

(I) The Company's Principal Activities

The Company develops, produces and markets new waterproof materials for buildings, as well as provides waterproof engineering. It is a provider of construction materials and systems that concentrates on waterproofing as the core business, as well as extends to civil construction materials, building coating materials, building repair, energy saving and heat preservation, specialized mortar, non-woven fabric, building powder, etc.

Waterproof materials for buildings are the principal product of the Company, which are widely used for buildings, high-speed railways, metro and urban railways, highways & urban roads and bridges, airports, water conservancy facilities, utility tunnels, etc. The Company's products have been used in China's iconic buildings such as the Chairman Mao Memorial Hall, the Great Hall of the People, the National Convention Centre, the Bird's Nest, the Water Cube and the Beijing Daxing International Airport, as well as in the country's major infrastructure projects including the Beijing-Zhangjiakou railway, the Beijing-Shanghai high-speed railway, the Beijing-Tianjin inter-city high-speed railway and Beijing Metro. The Company sees "for the motherland, for the society, for customers, for employees, and for shareholders" as its corporate tenet, "serving the country by developing industry, benefiting the people with good services" as its guideline, and "building a durable and safe environment for human beings and the society" as its corporate vision. In addition to the core business of building waterproofing, the Company is also engaged in energy saving and heat preservation, non-woven fabric, specialized mortar, building coating materials, etc. It owns many brands and business lines: Oriental Yuhong (engineering), Yuhong (civil construction materials), Woniushan (energy saving and heat preservation), Fuda (energy saving and heat preservation), Yueda (energy saving and heat preservation), Yanghe (energy saving and heat preservation), Tiandingfeng (non-woven fabric), Fasion (waterproofing), Vasa (mortar), Lodi (diatom mud), DAW (building coating), building repair, BiAn (putty powder), etc.

The Company sells its products through direct marketing and channels (engineering dealers and retail dealers) according to different usages and users. Direct marketing and the channel of engineering dealers are managed by the engineering and construction material group of the Company. Direct marketing and the channel of engineering dealers are deeply integrated with the three major segments, namely, the north segment, the east segment and the south segment, as the carriers. A multi-dimensional, one-stop marketing and service network platform has been put in place to sell the Company's products on the engineering market and provide the related services, covering markets of major cities such as Beijing, Shanghai, Guangzhou, Shenzhen, Tianjin, Chengdu and Kunming, segment markets of railways and urban railways, engineering markets such as large real estate companies and conglomerates, as well as the channel dealer network. The retail dealers, managed by Oriental Yuhong Civil Construction Materials Co., Ltd. (a wholly-owned subsidiary of the Company), formulate an all-in-one composite marketing network covering home decoration companies, construction material supermarkets, construction material dealers and e-commerce to serve the general consumer home decoration market.

(II) Overview of the Industry and the Company's Position in the Industry

The Company competes in the waterproof construction material industry, a segment of the construction material industry. Waterproof materials are functional materials indispensable for modern architecture. As cities keep growing, waterproof construction materials will be applied to more and more areas with great growth potential and prospects.

Currently, with low concentration, market fragmentation and unhealthy competition, the domestic construction waterproofing industry features "many small firms in a large industry". Among the many waterproofing firms, only a few can provide good services, while the many others are of a small size with outdated technology and production technique. The market is flooded with counterfeit and shoddy products. And the industry is trapped in excessive lagged output capacity, unhealthy competition and environmental issues. In the recent years, with the rollout of quality inspection, environment inspection, safe production and green and energy conservation policies, a higher threshold for industry access, a product structure upgrade, higher quality requirements of downstream customers, as well as increasing competitiveness of large waterproofing companies, the waterproofing market is witnessing increasing concentration towards leading companies.

The Company is committed to becoming a global provider of construction materials and systems and building a product ecosystem covering the entire industrial chain. Since its establishment, the Company has been providing high-quality, integrated construction material and system solutions for major infrastructure constructions, as well as industrial, civil and commercial constructions. It is dedicated to solving construction safety problems caused by low-quality waterproofing and the high leakage rate. Upon more than two decades of experience in the construction material industry, the Company has transformed and upgraded to be a domestic leader in terms of R&D, production technique, marketing model, professional system service capability, brand presence, etc., with strong competitiveness and growth.

3. Key Financial Information

(1) Key Financial Information of the Past Three Years

Indicate by tick mark whether there is any retrospectively restated datum in the table below.

☐ Yes √ No

Unit: RMB

	2019	2018	2019-over-2018 change (%)	2017
Operating revenue	18,154,344,171.40	14,045,708,250.74	29.25%	10,292,965,441.05
Net profit attributable to the listed company's shareholders	2,065,944,687.98	1,508,221,286.20	36.98%	1,238,836,792.54
Net profit attributable to the listed company's shareholders before exceptional items	1,877,957,843.33	1,323,057,092.18	41.94%	1,141,010,956.23
Net cash generated from/used in operating activities	1,588,960,346.58	1,013,946,629.91	56.71%	68,211,165.39
Basic earnings per share (RMB/share)	1.44	1.01	42.57%	0.83
Diluted earnings per share (RMB/share)	1.36	1.00	36.00%	0.80
Weighted average return on equity (%)	21.99%	20.36%	1.63%	21.91%
	31 December 2019	31 December 2018	Change of 31 December 2019 over 31 December 2018 (%)	31 December 2017
Total assets	22,415,660,188.56	19,651,708,389.43	14.06%	13,316,861,455.03
Equity attributable to the listed company's shareholders	9,740,003,225.27	7,900,749,970.23	23.28%	6,714,718,074.34

(2) Key Financial Information by Quarter

Unit: RMB

	Q1	Q2	Q3	Q4
Operating revenue	2,685,746,786.10	5,222,141,908.45	4,986,659,928.93	5,259,795,547.92
Net profit attributable to the listed company's shareholders	127,415,323.69	788,535,549.86	650,153,023.23	499,840,791.20
Net profit attributable to the listed company's shareholders before exceptional items	106,953,013.72	581,953,296.76	614,809,663.80	574,241,869.05
Net cash generated from/used in operating activities	−2,925,957,611.49	1,769,175,237.40	−891,373,729.90	3,637,116,450.57

Indicate by tick mark whether any of the quarterly financial data in the table above or their summations differs materially from what have been disclosed in the Company's quarterly or interim reports.

☐ Yes √ No

4. Share Capital and Shareholder Information at the Period-End

(1) Numbers of Ordinary Shareholders and Preferred Shareholders with Resumed Voting Rights as well as Holdings of Top 10 Shareholders

Unit: share

Number of ordinary shareholders at the period-end	44,279	Number of ordinary shareholders at the month-end prior to the disclosure of this Report	49,754	Number of preferred shareholders with resumed voting rights at the period-end	0	Number of preferred shareholders with resumed voting rights at the month-end prior to the disclosure of this Report	0

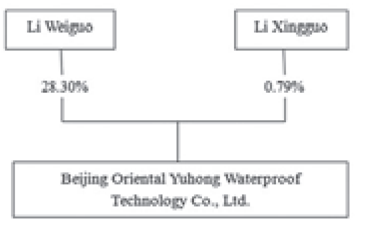
Top 10 shareholders						
Name of shareholder	Nature of shareholder	Shareholding percentage	Total shares held at the period-end	Restricted shares held	Shares in pledge or frozen	
					Status	Shares
Li Weiguo	Domestic natural person	28.30%	421,101,891	332,153,918	In pledge	235,900,446
Hong Kong Securities Clearing Company Ltd.	Foreign legal person	9.03%	134,392,354	0		
Xu Limin	Domestic natural person	5.41%	80,432,833	67,359,625	In pledge	14,000,000
China Merchants Bank Co., Ltd. – Ruiyuan Growth Value Mixed Securities Investment Fund	Other	2.32%	34,455,665	0		
Central Huijin Asset Management Co., Ltd.	State-owned legal person	1.46%	21,707,351	0		
National Social Security Fund – Portfolio 418	Other	1.34%	19,929,561	0		
China Merchants Bank Co., Ltd. – Bank of Communications Schroders New Growth Mixed Securities Investment Fund	Other	1.29%	19,143,096	0		
Xiang Jinming	Domestic natural person	1.28%	19,046,215	14,284,661		
China Merchants Bank Co., Ltd. – Aegon-Industrial Asset-Light Investment Mixed Securities Investment Fund	Other	1.27%	18,935,972	0		
Agricultural Bank of China Co., Ltd. – Bank of Communications Schroders Selected Mixed Securities Investment Fund	Other	1.17%	17,451,519	0		
Related or acting-in-concert parties among the shareholders above	It is unknown whether there is any related party or acting-in-concert party as defined in the Measures for the Administration of the Takeover of Listed Companies among the shareholders above.					
Shareholders involved in securities margin trading (if any)	None					

(2) Number of Preferred Shareholders and Shareholdings of Top 10 of Them

☐ Applicable √ Not applicable

No preferred shareholders in the Reporting Period.

(3) Ownership and Control Relations between the Actual Controller and the Company



Note: Mr. Li Weiguo is the actual controller of the Company. And Mr. Li Xingguo is Mr. Li Weiguo's brother and acting-in-concert party.

5. Corporate Bonds

Does the Company have any corporate bonds publicly offered on the stock exchange, which were outstanding before the date of this Report's approval or were due but could not be redeemed in full?

No.

Part III Operating Performance Discussion and Analysis

1. Business Overview of the Reporting Period

In 2019, when faced with the complex and severe international environment and the continuous deepening of the domestic "three-phase superposition" impact, and the downward pressure on the economy, the state adhered to the general tone of seeking progress in stability, adhered to the implementation of the new development concept, adhered to the supply side structural reform as the main line, and solidly completed the "Six Stability" work, so that the overall economic operation could be stable, and the development quality could be steadily improved.

During the Reporting Period, all the Yuhong people took The Basic Rules of Oriental Yuhong as the action standard, as well as remained true to the original aspirations and moved forward with determination. They adhered to the policy of "eliminating the false and saving the true, keeping the body strong, share the ambitions between the upper and the lower, and self-innovating". They took high-quality and stable development as the strategic positioning and put the risk control to the first place, so that they could finish the annual task stably. The Company provides high-quality, professional and complete system solutions and one-stop system service platform. It aims to be an excellent service provider of building materials system by focusing on the main business and continuous progress. Based on high-quality products and service and oriented by customer demand, it centers the waterproofing in building, with extended fields including civil building materials, energy conservation and heat preservation, building coating, non-woven fabric, building repair, special mortar, building powder. The Company continues to improve its belief and cohesive force by fully implementing corporate culture and core values which is based on common striving, long-term striving and hard striving. During the Reporting Period, the engineering building materials group responded to the Company's strategic positioning effectively, implemented organizational reforms rapidly, established three regions of North, South and East China, realized the effective integration of direct sales and engineering channels quickly, and gave full play to the advantages of channel + direct sales "1 + 1 > 2". It also summarizes and promotes the successful experience of "partner mechanism" in the field of engineering channel continuously, and it studies the continuous innovation and improvement of business market and sales mode. Relying on the advantages of brand and resources, it develops partners who agree with the Company's culture and development concept, at the same time it increases the support for partners by improving market management, credit management, technical support and services. It further consolidated and developed the strategic cooperation of large real estate companies, and actively expanded and extended customer resources from depth and breadth in non real estate fields such as infrastructure construction, urban emerging infrastructure and industrial warehousing and logistics, it has increased sales and promotion efforts. Meanwhile, in order to improve the operational efficiency of the organization, during the Reporting Period, the Company carried out organizational management measures such as large-scale system, shared service system, flat management, process optimization, and continued to optimize the organizational structure, process optimization, and department gaps. The Company carried out the training work in accordance with the result oriented principle, and organically combined the training at all levels and channels to improve the competence of employees. The Company continued to implement the standardized construction service system. It improved professional service ability through professional training and management, so that globally competitive industrial construction teams could be cultivated and expanded. Through strengthening the research and development of products, application technology, construction equipment, production technology and other aspects, the Company's international technology research and development strength and innovation ability have been further improved.

2. Significant Change to Principal Activities in the Reporting Period

☐ Yes √ No

3. Product Category Contributing over 10% of Principal Business Revenue or Profit

√ Applicable ☐ Not applicable

Unit: RMB

Product category	Operating revenue	Operating profit	Gross profit margin	YoY change in operating revenue (%)	YoY change in operating profit (%)	YoY change in gross profit margin (%)
Waterproof sheet materials	9,979,881,926.24	3,728,970,226.38	37.36%	36.36%	38.69%	0.63%
Waterproof coating	4,875,453,318.63	2,007,982,298.67	41.19%	22.61%	29.98%	2.33%
Waterproof engineering	2,347,986,545.91	651,749,979.32	27.76%	20.35%	19.76%	−0.14%

4. Business Seasonality that Calls for Special Attention

☐ Yes √ No

5. Significant YoY Changes in Operating Revenue, Cost of Sales and Net Profit Attributable to the Listed Company's Ordinary Shareholders or Their Compositions

√ Applicable ☐ Not applicable

For the Reporting Period, the Company recorded operating revenue of RMB18,154,344,171.40, up 29.25% year-on-year, primarily driven by the higher unit sales of its major products as a result of a smooth business expansion; recorded cost of sales of RMB11,665,034,655.27, up 26.97% year-on-year, primarily driven by the higher sales revenue; and recorded a net profit attributable to the ordinary shareholders of the listed company of RMB2,065,944,687.98, up 36.98% year-on-year, primarily driven by the higher revenue and gross profit margin, as well as the lower expense ratio.

6. Possibility of Listing Suspension or Termination

☐ Applicable √ Not applicable

7. Matters Related to Financial Reporting

(1) YoY Changes to Accounting Policies, Accounting Estimates or Measurement Methods

√ Applicable ☐ Not applicable

(1) Significant changes in accounting policies

① New financial instrument standards

In 2017, the Ministry of Finance issued ASBE No. 22-Recognition and Measurement of Financial Instruments (Revision), ASBE No. 23-Transfer of Financial Assets (Revision), ASBE No. 24--Hedge Accounting (Revision), and ASBE No. 37-Presentation of Financial Instruments (Revision). (Hereinafter referred to as the "new financial instrument standard") On 26 April 2019, the 57th meeting of the 6th board of directors of the Company approved the implementation of the new financial instrument standards from 1 January 2019, and adjusted the relevant contents of accounting policies. See Note III (10) for the changed accounting policies.

According to the business model of managing financial assets and the contractual cash flow characteristics of financial assets, the new financial instrument standard divides financial assets into the following three categories: (1) financial assets measured at amortized cost, (2) financial assets measured at fair value with changes included in other comprehensive income, (3) financial assets measured at fair value through profit or loss. If the main contract in a mixed contract belongs to a financial asset, it should not be separated from the mixed contract to embed derivatives, but should be classified as a whole applicable financial asset.

The new financial instrument standard has no significant impact on the accounting policies of the Group's financial liabilities except the financial guarantee contract liabilities.

On 1 January 2019, the Group did not designate any financial asset or financial liability as a financial asset or financial liability measured at fair value through profit or loss, nor did it revoke the previous designation.

In the new financial instrument standard, the impairment provision according to the actual impairment loss is replaced by the "expected credit loss method". The "expected credit loss method" model requires continuous assessment of the credit risk of financial assets. Therefore, under the new financial instrument standard, the Group's credit loss is recognized earlier than the original financial instruments standard.

*Based on the expected credit loss, the Group conducts impairment accounting treatment for the following items and confirms the loss reserves:

*Financial assets measured at amortized cost

*Receivables and debt investment measured at fair value with changes included in other comprehensive income

*Lease receivables;

In accordance with the provisions of the new financial instrument standard, the Group retroactively adjusts the classification and measurement (including impairment) of financial instruments, except for certain circumstances, which means the difference between the original book value of the financial instrument and the new book value on the implementation date of the new financial instrument standard (i. e. 1 January 2019) is included in retained earnings or other comprehensive income at the beginning of 2019. At the same time, the Group has not adjusted the comparative financial statement data.

On 1 January 2019, the comparable results of classification and measurement of financial assets in accordance with the provisions of the original financial instruments standards and the new financial instruments standards are as follows:

Former financial instrument standards			New financial instrument standard		
Item	Category	Book value	Item	Category	Book value
Available for sale financial assets	Measured at cost (equity instruments)	249,882,601.82	Other equity instruments	Measured at fair value with changes included in other comprehensive income	282,006,277.65
			Other non-current financial assets	Measured at fair value through profit or loss	14,702,113.60
Notes receivable	Amortized cost	1,547,410,951.71	Notes receivable	Amortized cost	1,260,612,141.05
			Receivables financing	Measured at fair value with changes included in other comprehensive income	280,470,666.87
Accounts receivable	Amortized cost	4,510,848,626.93	Accounts receivable	Amortized cost	4,508,821,802.27
			Receivables financing	Measured at fair value with changes included in other comprehensive income	
Other receivables	Amortized cost	224,031,726.17	Other current assets	Amortized cost	
			Other receivables	Amortized cost	221,811,442.24

On 1 January 2019, when the Group implemented the new financial instruments standard, the classification and book value adjustment table of financial instruments are as follows:

Items	Book amount before adjustment (31 December 2018)	Reclassification	Re-measurement	Book amount after adjustment (1 January2019)
Assets:				
Notes receivable	1,547,410,951.71	−280,470,666.87	−6,328,143.79	1,260,612,141.05
Accounts receivable	4,510,848,626.93		−2,026,824.66	4,508,821,802.27
Receivables financing		280,470,666.87		280,470,666.87
Other receivables	224,031,726.17		−2,220,283.93	221,811,442.24
Available for sale financial assets	249,882,601.82	−249,882,601.82	−−	−−
Other equity instrument investment	−−	236,382,601.82	45,623,675.83	282,006,277.65
Other non-current financial assets	−−	13,500,000.00	1,202,113.60	14,702,113.60
liabilities:				
Trading financial liabilities	−−			
Shareholders' equity:				
Other comprehensive income	−16,361,182.13		38,492,352.31	22,131,170.18
Surplus reserve	155,374,581.01			155,374,581.01
Undistributed profit	5,193,171,079.88		−8,933,081.55	5,184,237,998.33

The adjustment table between the loss reserves at the end of 2018 measured in accordance with the original financial instrument standards and the loss reserves at the beginning of 2019 determined in accordance with the new financial instrument standards is as follows:

Measurement category	Book amount before adjustment (31 December 2018)	Reclassification	Re-measurement	Book amount after adjustment (1 January 2019)
Provision for impairment of notes receivable			6,328,143.79	6,328,143.79
Provision for impairment of accounts receivable	477,174,910.91		2,026,824.66	479,201,735.57
Provision for impairment of other receivables	46,903,917.86		2,220,283.93	49,124,201.79

②New debt restructuring standard

On 16 May 2019, the Ministry of Finance issued the ASBE No. 12-Debt Restructuring (hereinafter referred to as the "new debt restructuring standard"), which has revised the definition of debt restructuring and made clear the applicable ASBE No. 22-Recognition and Measurement of Financial Instruments for financial instruments involved in debt restructuring. Assets other than financial assets transferred by creditors are initially measured at cost, and when the debtor pays off the debt with assets, it no longer distinguishes the profit and loss of asset disposal from the profit and loss of debt restructuring.

According to the provisions of Finance and Accounting [2019] No. 6 document, "Non operating income" and "Non operating expenditure" items no longer include profits or losses arising from the disposal of non current assets in debt restructuring.

For the new debt restructuring after 1 January 2019, the Group adopts the future applicable method. For the debt restructuring before 1 January 2019, the Group does not make retroactive adjustment.

③ New non monetary exchange standard

On 9 May 2019, the Ministry of Finance issued the ASBE No. 7—Exchange of Non-Monetary Assets (hereinafter referred to as the "new non monetary exchange standard") which has made clear the concept of monetary assets and non monetary assets and the scope of application of the standard, confirmation time of non monetary assets exchange, value measurement basis and accounting method of non monetary assets exchange under different conditions and relevant information disclosure requirements. For the new non monetary assets exchange transactions after 1 January 2019, the Group adopts the future applicable method. For the non monetary assets exchange transactions before 1 January 2019, the Group does not make retroactive adjustment.

④ Format of financial statements

In April 2019, the Ministry of Finance issued the Notice of the Ministry of Finance on Revising and Printing the Format of Financial Statements of General Enterprises in 2019 (Finance and Accounting [2019] No.6), and the Notice of the Ministry of Finance on Revising and Printing the Format of Financial Statements of General Enterprises in 2018 issued in June, 2018 (Finance and Accounting [2018] No. 15) was abolished at the same time. In September 2019, the Ministry of Finance issued the Notice of the Ministry of Finance on Revising and Printing the Format of Consolidated Financial Statements (2019 version) (Finance and Accounting [2019] No. 16), and the Notice of the Ministry of Finance on Revising and Printing the Format of Consolidated Financial Statements (2018 version) (Finance and Accounting [2019] No. 1) was abolished at the same time. According to Finance and Accounting [2019] No.6 and Finance and Accounting [2019] No. 16, the Company has revised our format of financial statements:

In the balance sheet, the line item "notes receivable and accounts receivable" is divided into "notes receivable and accounts receivable"; line item "notes payable and accounts payable" is divided into "notes payable" and "accounts payable".

The company adjusts the comparative data during the comparable periods in accordance with Finance and Accounting [2019] No. 6 document and Finance and Accounting [2019] No. 16 document.

The revision of the financial statement format has no impact on the Company's total assets, total liabilities, net profit, other comprehensive income, etc.

(2) Retrospective Restatements due to Correction of Material Accounting Errors in the Reporting Period

☐ Applicable √ Not applicable

No such cases.

(3) YoY Changes to the Scope of Consolidated Financial Statements

√ Applicable ☐ Not applicable

8 new entities were included in the consolidated financial statements of the Reporting Period, namely, Chongqing Oriental Yuhong Mortar Co., Ltd., Changsha Oriental Yuhong Construction Materials Co., Ltd., Changzhou Oriental Yuhong Waterproof Materials Co., Ltd., Quanzhou Oriental Yuhong Mortar Co., Ltd., Jiangsu Qinggeng Insulation Technology Co., Ltd., Oriental Yuhong Construction Materials (Guangdong) Co., Ltd., Guangdong Tevic Technology Co., Ltd. and Beijing Shunyi Oriental Yuhong Vocational Training School.