

ZhongDe Waste Technology AG



Q3 / 9M 2012 Conference Call

November 30, 2012

William J. Wang, CFO

→ Safe Waste Disposal Solutions...for Generations to Come

Operational and financial highlights Q3 / 9M 2012

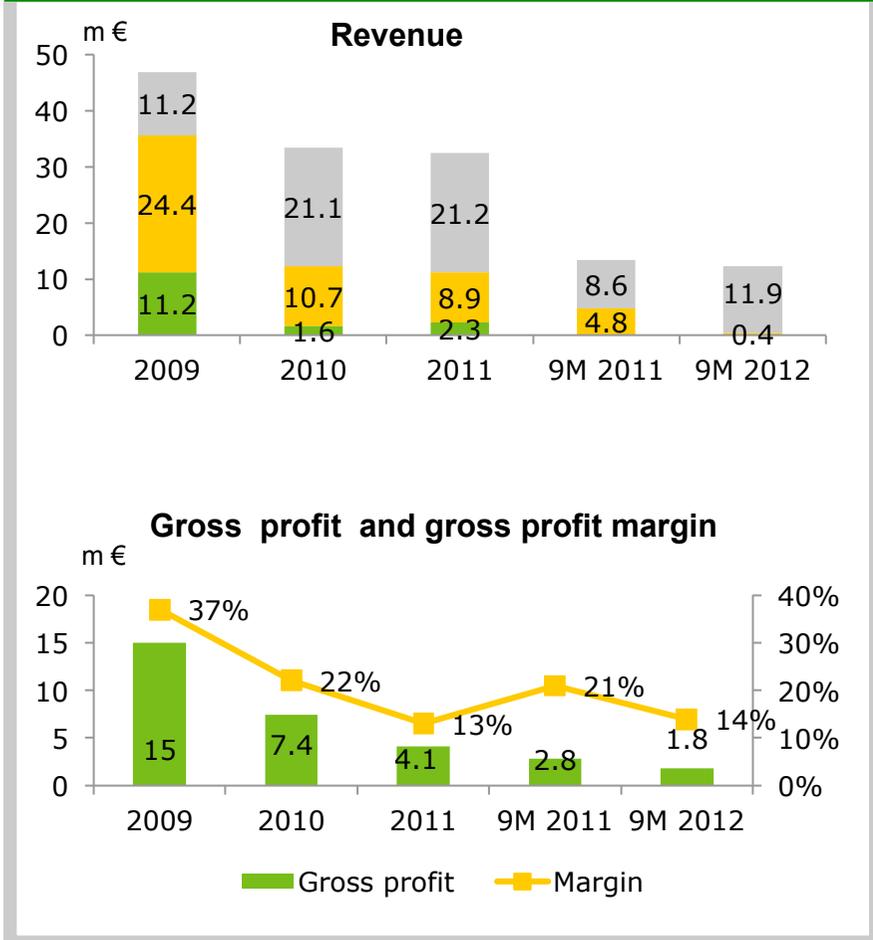


- In Q3 2012, revenues increased by 15.8% to € 7.4 million driven by positive one-off effects
- In 9M 2012 revenues decreased by 8% to € 12.3 million
- Net profit increased from € -5.1 million by € 7.2 million to € 2.1 million in 9M 2012, mainly due to the appreciation of the facility in Beijing amounting to € 6.7 million after the land use rights were granted
- Weak operative financial performance in 9M 2012 due to project delays
- Order backlog remained strong with € 131.6 million
- Cash position amounting to € 108.7 million ensures future flexibility
- Total assets increased by 9.4% to € 217.5 million
- Shareholders' equity increased by 2.3% to € 128.6 million

9M 2012 results still burdened by project delays



Revenue and Gross Profit



■ Incinerators
 ■ EPC
 ■ BOT

Comments

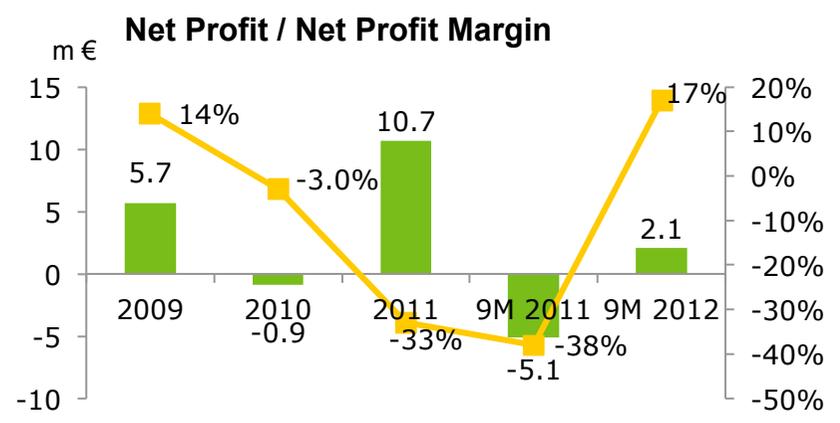
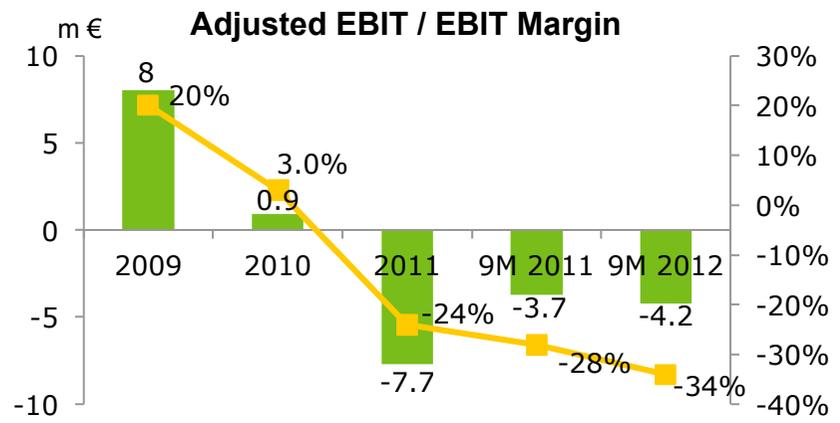
- In 9M 2012, revenues decreased by 8% to € 12.3 million
- EPC projects accounted for 3% of total revenues in 9M 2012, BOT for 97%

- Gross profit amounted to € 1.8 million, a 37.2% decrease year-on-year
- Gross profit margin went down to 14%

9M 2012 results still burdened by project delays



Adjusted EBIT / Net Profit (unadjusted)



Comments

- Adjusted EBIT decreased by 13.2% to € -4.2 million in 9M 2012
- Adjusted EBIT margin down to -34% (9M 2011: -28%)
- Net profit of € 2.1 million in 9M 2012 (9M 2011: € -5.1 million)
- Net profit margin up to 17% (including one-off effects)

Strong cash position ensures flexibility



Cash and Equity



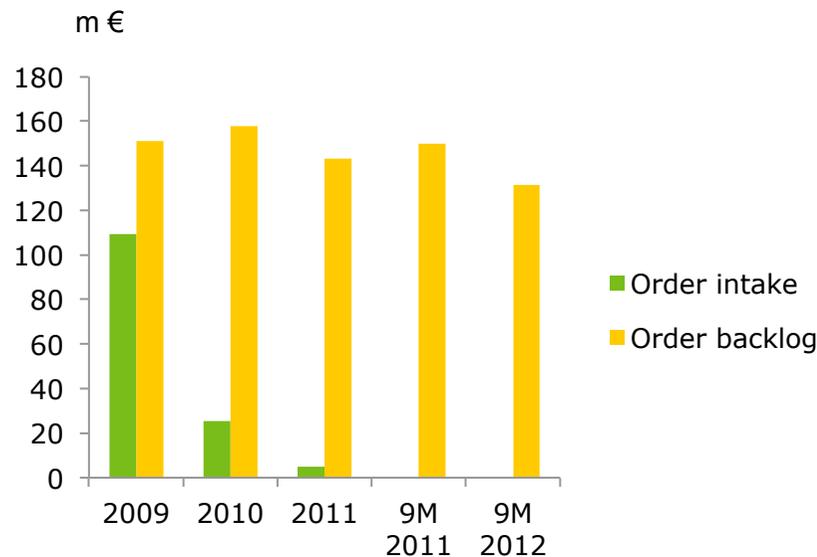
Comments

- As of 30 September 2012, cash and cash equivalents amounted to € 108.7 million (-7.3%)
- Net cash amounted to € 55.3 million (after deducting € 53.4 million of loan volume)
- Strong cash position ensures flexibility for BOT investments and bank loan negotiations
- Shareholders' equity increased by 2.3% to € 128.6 million
- € 8.4 cash per share (€ 4.3 net cash per share)

Strong order position for future growth



Order intake & Order backlog



Comments

- New order intake of € 1.5 million in 9M 2012 relating to one small-size incinerator sale with HaiZheng in Zhejiang province
- Order backlog decreased by 12.2% to € 131.6 million in 9M 2012, mainly as a result of construction phases being recognised acc. to PoC method and foreign exchange differences
- The proportion of small-size incinerator accounted for 2%, EPC projects accounted for 69%, and BOT projects 29% of total order backlog in 9M 2012

Expected completion of wte projects

| BOT | As of 30 September 2012 Percentage of Completion | Expected completion time |
|-----------------|---|-------------------------------------|
| Feicheng | Trial Operation | - |
| Zhoukou (500T) | 82% | End of 2012 |
| Kunming (700T) | 50% | End of 2013 |
| Xianning (600T) | 57% | End of 2013 |

| EPC | As of 30 September 2012 Percentage of Completion | Expected completion time |
|-----------------|---|-------------------------------------|
| Dingzhou (500T) | 17% | End of 2014 |
| Zhucheng (600T) | 59% | End of 2013 |
| Zhaodong | Preliminary preparation stage | |
| Shouguang | Preliminary preparation stage | |

ZhongDe's strategic milestones for future growth



- Focus on large-size waste-to-energy projects
 - Construction of Zhoukou BOT project will be completed by the end of 2012
 - Largest BOT project contract was signed in Oct 2012, with a capacity of 3,000 tons per day and an investment volume of € 168 million
- Professional project management
 - Strengthen the project controlling system
 - Standardisation to reduce the risk of construction delay and wte plant operation
- Internationalization
 - Joint-venture negotiations with multinational companies
 - International marketing

Outlook



- Favorable economic environment for eco-friendly waste-disposal solutions in China
- Growing demand for waste-to-energy plants in China and throughout Asia due to increasing industrialisation and urbanization
- Finalisation of Zhoukou BOT project construction until the end of 2012 and further construction progress of Kunming and Xianning BOT projects
- Besides the new project contract for “Lanzhou” in Oct 2012, the largest wte-BOT project in China, ZhongDe expects to sign one additional new project contract in 2012, which will increase order intake and order backlog
- ZhongDe’s financial group results 2012 will be above 2011 results



Important Notices

This presentation was prepared by ZhongDe Waste Technology AG solely for use at the Management presentation. It is furnished to you solely for your information, should not be treated as giving investment advice and may not be copied, distributed or otherwise made available to any other person by any recipient.

The facts and information contained herein are as up to date as is reasonably possible and are subject to revision in the future. Neither ZhongDe Waste Technology AG nor any of its directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained in this presentation. Neither ZhongDe Waste Technology AG nor any of its directors, officers, employees and advisors nor any other person shall have any liability whatsoever for losses howsoever arising, directly or indirectly, from any use of this presentation.

Whilst all reasonable care has been taken to ensure that the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this document is selective in nature and is intended to provide an introduction to, and overview of, the business of ZhongDe Waste Technology AG. Any opinions expressed in this document are subject to change without notice and neither ZhongDe Waste Technology AG nor any other person is under any obligation to update or keep current the information contained herein. In addition, institutions mentioned in this document, their affiliates, agents, directors, partners and employees may make purchases and/or sales as principal or agent or may act as market maker or provide investment banking or other services. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by ZhongDe Waste Technology AG as being accurate.

This presentation contains forward-looking statements, which involve risks uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These forward-looking statements reflect ZhongDe Waste Technology AG's current expectations and projections about future events and may be identified by words such as "expectation" or "target" or "forecast" and similar expressions, or by their context. These forward-looking statements are made on the basis of current knowledge and assumptions. Various factors could cause actual future results, performance or events to differ materially from those described in these forward-looking statements. No obligation is assumed to update any forward-looking statements. This presentation does not constitute an offer or invitation purchase shares of ZhongDe Waste Technology AG and neither this document nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.