

The background features a dark blue vertical bar on the left, a large semi-transparent blue sphere in the center, and a light blue gradient on the right. The text is overlaid on the right side.

TGE Gas Engineering GmbH

Strategy for the years to come  
with an industrial, strategic  
partner

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Storage / Terminals  
Gas Processing  
Package Plants

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*TGE*

*Ready for growing faster in the  
onshore business*

# Business Strategy after Spin-Off

## Petrochemical liquefied gases (ethylene, propylene, etc.) and gas processing

- excellent position in the global market
- a strong contributor to turnover
- gas processing will further be focussed on natural gas to complete the TGE competence for natural gas and LPG value chain

# Business Strategy after Spin-Off

## Liquefied Natural Gas (LNG)

- competences and references in LNG terminals and small / medium liquefaction plants (cooperation with partners) available
- prequalification criteria for large LNG projects require parent company guarantee and large bonding capacity
- sharing the complete project with partners (e.g. consortium) is very often the best way for success
- the main market in medium to long term will be China and other Asian countries

# Shareholding Decisions

Why a shareholding link with a strong, industrial, strategic partner?

- TGE alone cannot fulfil the commercial prequalification criteria for LNG projects
- sharing business interests, values and knowing the industrial activity requirements
- providing parent company guarantee and bonding capacity
- partner project participation, thereby minimizing project risk
- bringing in local China market relations and experience
- supporting TGE to grow faster and achieve success

China International Marine Container Group Ltd. (CIMC)  
is a public company listed on the Shenzhen Stock  
Exchange:

- net assets of 1.5 Billion € and annual revenues of 4 Billion €
- global group with 100 companies and 58,000 employees (1600 in Europe)
- majority public ownership, major shareholders COSCO Pacific and China Merchant International

# CIMC Business Organisation

- ISO standard general purpose containers, reefer containers, tank containers, special containers
- Road tankers and other road special vehicles
- Energy, Chemical and Foodstuff equipment: beer brewery turnkey projects, chemical process storages
- Natural gas integral solutions: LNG satellite tank farms, LNG road tankers, LNG filling stations, CNG tube trailers, CNG filling stations, CNG compressors, natural gas integration
- Airport equipment, rail equipment, real estate

## CIMC's strategy is to:

- offer equipment and services for modern transportation and logistics
- provide one-shop-service for the global and Chinese industry based on Chinese competitive advantages
- local and global growth

# TGE / CIMC Future

- combining competitive resources
- developing synergies with existing and future CIMC activities for storage, transportation and distribution business for natural gas and other liquefied gases
- offering opportunity to employees to participate in the success
- combined experience and skills are a good basis for integration
- increasing engineering and management capacities in China
- maintaining the existing management system in Bonn and in the branch offices

Thank you for your kind attention

