

[Immediate Release]



## Antonoiil's 2012 Interim Net Profit Surges by 146% to RMB125 Million

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*Further enhanced service structure and marketing efforts, improved profitability and asset efficiency*

### Results Highlights

RMB million	For the 6 months ended June 30, 2012	For the 6 months ended June 30, 2011	Change
Revenue	803.7	526.4	+52.7%
Gross profit	384.7	226.8	+69.6%
Profit Attributable to equity holders of the Company	124.6	50.7	+145.8%
Earnings per share	0.0592	0.0242	+144.6%
	As of June 30, 2012	As of June 30, 2011	Change
Average receivables turnover days	170	236	-66 days
Inventry turnover days	137	165	-28 days
Average payables turnover days	127	118	+9 days

Hong Kong, August 26, 2012 - Anton Oilfield Services Group ("Antonoiil" or the "Group", HKEx stock code: 3337), the leading independent oilfield services provider in China, is pleased to announce its interim results for the six months ended June 30, 2012.

In the first half of 2012, benefiting from the rapid expansion of natural gas development in China, the growth of the Group's business in the overseas markets as well as sustained growth in its core services and the rapid launch of new services, the Group's total revenue reached RMB803.7 million during the period. Attributable to the Group's strengthened financial management and implementing effective measures to enhance profitability, profit attributable to equity holders of the Company surges by 145.8% to RMB124.6 million compared to the same period last year. Basic earnings per share were RMB0.0592. The Group continues to enhance management of trade receivables collection. The average receivables turnover days decreased 66 days to 170 days compared to the same period last year.

### Market expansion reaping results

In the first half of 2012, the natural gas business in the domestic market experienced remarkable growth, recording revenue of 607.0 million during the period, an increase of 52.7% compared to the same period last year, and accounting for 75.5% of the Group's revenue. As all the major natural gas basins (The Tarim Basin and Erdos Basin in particular) striving to accomplish higher production targets, demands for both standard and high-end technologies increased. The Group's service structure has evolved into a more comprehensive one that provides high-end technical services supplemented by conventional business from the previous one that solely focused on high-end technical services, providing more room for future growth.

Meanwhile, the Group managed to attract more customers throughout the country. Notably, it secured new orders from Sinopec and Yanchang Petroleum as well as several high-value contracts and batch orders across the country.

As regards to the overseas market, since Chinese investors geared up their investment and development, there were urgent needs for technical services. Therefore, the Group not only launched more services into the existing markets but also started rendering services in a new market in Iraq, the Halfaya Project, which has created a strong source of revenue. During the period, the overseas market recorded revenue of RMB196.7 million, an increase of 52.5% comparing to the same period last year. Of which, the revenue from the Middle East market reached RMB134.7 million, accounting for 68.5% of the Group's total overseas revenue. It remains the Group's largest overseas market.

### **Core and new services promoted in full swing**

In the first half of 2012, the Group further enhanced its business development. Shares in the Group's core business, oil and gas field development technical services continued to increase, with all business clusters posting solid gains. Revenue from oil and gas field development technical services accounted for 88.3% of the Group's revenue, up 3.7 percentage points as compared to the same period last year. The three major services (namely the multistage fracking services and coiled tubing services in the down-hole operation cluster, and directional drilling services in the drilling technology cluster) continued to satisfy the needs of oilfields in their development of natural gas, and the business performance of the three services improved steadily during the period, accounting for 41.5% of the Group's revenue.

During the period, the Group successfully enriched the service capabilities of each business cluster through self-development, technical cooperation and M&A. For instance, the Group rapidly built up its technology and service capability of the oil-based and water-based drilling fluid service in the first half of the year and earned customers' trust promptly as the service passed the test of operating successfully in ultra-complex wells in the Tarim Basin. As a result, a batch order was secured for the full year and the drilling fluid service is expected to become a signature service of the Group. With the pressure pumping equipment arriving successively this year, the Group has rapidly opened up the market and commenced operation in the area of unconventional resources. In addition, The Group has devoted itself to building an integrated service capability to provide customers with one-stop technical services covering drilling, well completion, down-hole operation and oil production. During the reporting period, the Group managed to secure a number of general contracts, and the integrated service will play an important role in the Group's future business development.

### **Strong financial performance**

In the beginning of 2012, the Group set out clear financial targets focusing on further improving profitability and asset efficiency. During the period, gross margin surged from 43.1% to 47.9% as the Group reduced the procurement cost of materials from suppliers through bargaining and centralized merchandizing; reduced third-party sourcing of materials and services by actively promoting the use of self-developed products and services; stringently controlled cost and expenses through setting up comprehensive financial targets and carrying

out a reward and penalty system that is aligned with the targets. All such measures effectively contributed to the significant improvement of the Group's profitability.

By including the working capital indicators in each department's daily management targets, the Group's working capital management indicators for the first half of the year were fully enhanced. The average accounts receivables turnover days for the year ended June 30, 2012, significantly decreased by 66 days as compared to the same period last year; the average inventory turnover days decreased by 28 days. It has processed the overdue inventory on a timely basis. In addition, the Group further optimized its debt structure. It successfully registered with the National Association of Financial Market Institutional Investors with regard to the issuance of medium-term notes with a principal amount totaling RMB500 million within two years. In the same month, the Group completed the issuance of the first tranche of three-year notes with a principal amount of RMB300 million bearing an interest rate of 6.59% per annum. In the current stage, the Group has secured both adequate internal sources of capital as well as short-term and medium-to-long term financing channels to fund its development at different stages.

### **Prominent achievements with talent acquisition**

The Group continued to build its service capacity based on the emphasis on "Talents First", in which the Group diversified the programs for recruiting, training, retaining and motivating talents, thus strengthening the Group's talent reserves. As of June 30, 2012, the total number of permanent staff was 1,395, representing an increase of 10.5% from 1,262 at the end of last year. During the period, the Group hired 68 skilled talents through public recruitment, all of whom are experienced professionals and on-site engineers; it recruited 218 graduates from campuses at home and abroad thus far in 2012. Meanwhile, during the period, the Group made special efforts to strengthen high-end staffing. It hired senior executives from Motorola and Shell in China to lead the Group's human resources management, and these international talents can serve to introduce global best practice to the organization to facilitate the Group's globalization strategy. The Group also recruited top-class industry leaders to oversee new business areas such as drilling fluid, drilling technology, pressure pumping and new materials, anchoring the Group's development in new business.

**Mr. LUO Lin, Chairman of Antonoil**, concluded: "Looking forward to the whole year, as Antonoil has improved its business structure, it is more well poised to capture the opportunities from the increasing demand for high-end technical services propelling standard technical services as the domestic natural gas market develops, as well as the demand in services stemmed from the speeding up of development in the overseas market by the Chinese investors. We anticipate that the second half of this year would be a prime time for order execution. We will continue to strengthen the implementation of profitability enhancement program and asset efficiency enhancement program, and make concerted efforts by all our staff, marching forward with the aim of improving the financial performance of the Group."

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### **About Anton Oilfield Services Group**

Anton Oilfield Services Group (HKEx stock code: 3337) is a leading independent oilfield

services provider offering one-stop oil and gas field development technical services to oil companies. Its services and solutions span across the drilling technology, well completion, down-hole operation, and oil production stages in the development process. Its fast growth benefits from the expanding development of natural gas in China and the Group's increasing presence in the overseas markets. At the same time, Antonoil is committed to continuously strengthening its R&D capabilities and making additions to its talent reserves. The Group's strategic objective is to become a global oilfield services provider with a solid foothold in China.

Antonoil is headquartered in Beijing with sales offices and operations bases across China's major onshore oil and natural gas basins. The Group also has an international headquarters in Dubai with an extensive network across the Middle East, Central Asia, Africa, and Americas.

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