



SERVICING CHINA'S RAPIDLY INCREASING  
DEMANDS FOR **CLEAN FUEL** AND  
EFFICIENT ENERGY

ANNUAL  
**REPORT**  
2011

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*"CHANGFENG ENERGY'S PRIMARY GOAL IS TO  
BECOME ONE OF THE PREDOMINANT NATURAL  
GAS SERVICE PROVIDERS IN SOUTHERN  
CHINA BY THE YEAR 2015."*

MR. HUAJUN LIN  
CHAIRMAN, PRESIDENT & CEO

DEAR FELLOW SHAREHOLDERS,

2011 WAS A YEAR FULL OF BOTH CHALLENGES AND GROWTH FOR OUR COMPANY!

IN 2011 WE CONTINUED TO EXECUTE OUR GROWTH STRATEGY IN DEVELOPING OUR NATURAL GAS BUSINESS IN MAINLAND CHINA ALONG PETROCHINA'S SECOND WEST-EAST PIPELINE. OUR REVENUE GREW 27% TO \$28.2 MILLION, AND OUR NET PROFITS GREW 43% TO \$1.4 MILLION. THE CONTINUED STRONG GROWTH HAS BOOSTED BOTH OUR EBITDA AND CASH FLOWS, WHICH IN PART, ARE FUNDING OUR STRATEGIC BUSINESS DEVELOPMENT AND EXPANSION ENDEAVORS THAT ARE CURRENTLY UNDERWAY IN MAINLAND CHINA. DUE OUR SOLID BUSINESS FUNDAMENTALS, THE BANK OF CHINA SHOWED US ITS CONTINUED SUPPORT BY INCREASING OUR LOAN FACILITY BY \$4.8 MILLION (RMB 30 MILLION) IN THE FORM OF A ONE-YEAR LINE OF CREDIT.

2011 WAS A YEAR OF EXPANSION AS WE SUCCESSFULLY COMPLETED THE CONSTRUCTION OF OUR LIQUEFIED & COMPRESSED NATURAL GAS GASIFICATION PROCESSING AND STORAGE FACILITY WHICH IS LOCATED IN SANYA CITY. WE ALSO UPGRADED OUR COMPRESSED NATURAL GAS REFUELING RETAIL STATION IN CHANGSHA CITY, WHICH ALLOWED US TO INCREASE THE DAILY CAPACITY OF THE STATION BY MORE THAN 30%.

WE'RE VERY PLEASED TO HAVE COMMENCED THE CONSTRUCTION OF THE PIPELINE AND ASSOCIATED FACILITIES FOR OUR PIPELINE GAS DISTRIBUTION PROJECT WHICH IS LOCATED IN THE XIANGDONG DISTRICT OF PINGXIANG CITY, JIANGXI PROVINCE ("XINGDONG PROJECT"), CHINA. WE'VE ALSO SUCCESSFULLY OBTAINED OUR GAS QUOTA APPROVAL FOR THE XINGDONG PROJECT FROM THE JIANGXI PROVINCIAL BUREAU OF ENERGY. WE BELIEVE, WITH THE COMMISSION OF THE XINGDONG PROJECT BY LATE 2012, AND IN ADDRESSING THE GROWING MARKET IN THE PINGXIANG INDUSTRIAL CERAMIC PRODUCTION PARK REGION, THIS STRATEGY WILL HAVE A VERY POSITIVE IMPACT ON OUR FUTURE REVENUE. THE CAPITAL REQUIREMENTS FOR THE FIRST PHASE OF CONSTRUCTION OF THE XINGDONG PROJECT WERE PRIMARILY FUNDED BY OUR INTERNAL CASH FLOW. IN THE FIRST QUARTER OF 2012, WE SUCCESSFULLY RECEIVED REGULATORY APPROVAL TO SECURE OUR EXCLUSIVE 50-YEAR CONCESSION RIGHTS FOR THE XINGDONG PROJECT.

2011 WAS A YEAR OF PARTNERSHIPS AS WE ESTABLISHED TWO JOINT VENTURES IN XIANGTAN CITY, HUNAN PROVINCE. THE PRIMARY GOALS OF THE TWO JOINT VENTURES ARE TO DEVELOP BOTH A PIPELINE GAS DISTRIBUTION BUSINESS, AND A LIQUEFIED NATURAL GAS PRODUCTION & SALES BUSINESSES ("LNG PLANT"), RESPECTIVELY. WITH THE SUPPORT FROM THE LOCAL GOVERNMENT AND OUR JOINT VENTURE PARTNERS, IN FEBRUARY 2012 WE SUCCESSFULLY RECEIVED REGULATORY APPROVAL FOR THE PROPOSED LNG PLANT.

2011 WAS A YEAR FULL OF ACCOLADES AS CHANGFENG ENERGY WAS AWARDED BOTH THE BS OHSAS 18001:2007 AND ISO 9001:2008 CERTIFICATIONS, DEMONSTRATING THAT OUR MANAGEMENT SYSTEM WAS RECOGNIZED BY THE WORLD'S MOST ACCREDITED CERTIFICATIONS IN THE FIELD OF QUALITY CONTROL, MANAGEMENT AND OCCUPATIONAL HEALTH & SAFETY.

IN MARCH OF 2012, WE LAUNCHED A GAS & ELECTRICITY EXCHANGE PROGRAM FOR OUR OPERATIONS IN THE SANYA REGION IN ORDER TO KEEP PACE WITH THE INCREASING DEMAND IN THIS AREA. THE EXCHANGE PROGRAM WILL ALLOW US TO INCREASE OUR ANNUAL GAS QUOTA BY APPROXIMATELY 5 MILLION M3 (176,573,000 CUBIC FEET) OF NATURAL GAS STARTING FROM LATE 2012 UNTIL 2015.

CHINA ITSELF IS ENTERING INTO A "NATURAL GAS ERA" AS THE GOVERNMENT AIMS TO INCREASE NATURAL GAS IN THE NATIONAL PRIMARY ENERGY CONSUMPTION MIX FROM 4.4% (2010) TO 7.5% BY 2015. WE ARE VERY EXCITED IN EXPLORING HIGH GROWTH OPPORTUNITIES THAT THE "NATURAL GAS ERA" WILL PRESENT, WHILE AT THE SAME TIME, WE'RE PROUD THAT WE'RE CONTRIBUTING TO A CLEANER CHINA WHILE IMPROVING THE QUALITY OF LIFE OF ITS CITIZENS BY PROVIDING CLEAN AND RELIABLE ENERGY TO OUR CUSTOMERS.

GOING FORWARD, WE WILL CONTINUE TO LEVERAGE OUR TRACK RECORD OF GROWTH AND OUR EXPERTISE TO DEVELOP PROJECTS IN SMALL-MEDIUM SIZE CITIES WITH STRONG INDUSTRIAL/COMMERCIAL CLIENTELE ALONG THE PETROCHINA'S SECOND WEST-EAST PIPELINE. WE BELIEVE THAT WE HAVE THE RIGHT STRATEGY, A VERY CAPABLE TEAM, A SOPHISTICATED AND STRONG SKILL SET, AND THE FINANCIAL CAPACITY TO COMPETE AND WIN A FAIR SHARE OF THIS TREMENDOUS, HIGH GROWTH NATURAL GAS MARKET IN CHINA. I'M CONFIDENT THAT OUR STRATEGY WILL MAXIMIZE PROFIT FOR SHAREHOLDERS.

IN CLOSING, I WOULD LIKE TO PERSONALLY THANK ALL OF OUR 250 DEDICATED EMPLOYEES FOR THEIR HARD WORK THIS PAST YEAR. I ALSO WANT TO THANK ALL OF OUR SHAREHOLDERS AND STAKEHOLDERS FOR YOUR CONTINUED SUPPORT OF OUR COMPANY. I LOOK FORWARD TO SHARING THE FUTURE SUCCESS THAT IS AHEAD WITH ALL OF YOU!

YOURS SINCERELY,

HUAJUN LIN  
CHAIRMAN & CEO  
CHANGFENG ENERGY INC.



*"I BELIEVE THAT WE HAVE A VERY STRONG TEAM THAT IS HARD WORKING, HIGHLY SKILLED AND EXTREMELY PROFESSIONAL.*

*HAVING THE RIGHT PEOPLE IN PLACE IS THE KEY ELEMENT IN BUILDING A STRONG AND SUCCESSFUL COMPANY."*

MR. HUAJUN LIN  
CHAIRMAN, PRESIDENT & CEO

## BOARD OF DIRECTORS



MR. HUAJUN LIN  
CHAIRMAN, PRESIDENT & CEO



MR. HUI CAI  
INDEPENDENT DIRECTOR



MR. RICHARD LING  
INDEPENDENT DIRECTOR



MR. DAN LIU  
INDEPENDENT DIRECTOR



MR. GRAHAM WARREN  
NON-EXECUTIVE DIRECTOR



MR. WENCHENG ZHANG  
INDEPENDENT DIRECTOR

## EXECUTIVE MANAGEMENT



MR. KEVIN MING ZHANG  
CHIEF FINANCIAL OFFICER  
CHANGFENG ENERGY INC.



MS. ANN S.Y. LIN  
CORPORATE SECRETARY  
CHANGFENG ENERGY INC.

## BUSINESS DEVELOPMENT TEAM



DR. DANIEL S.W. CHAN  
SENIOR VICE PRESIDENT  
SANYA CHANGFENG NEW ENERGY INVESTMENT CO., LTD.



MS. SUIHUA WU  
FINANCIAL DIRECTOR  
SANYA CHANGFENG NEW ENERGY INVESTMENT CO., LTD.



MR. PING CHEN  
VICE PRESIDENT, PROJECT COORDINATION  
SANYA CHANGFENG NEW ENERGY INVESTMENT CO., LTD.



MR. YAN LI  
DIRECTOR, PROJECT DEVELOPMENT  
SANYA CHANGFENG NEW ENERGY INVESTMENT CO., LTD.

# CHANGFENG ENERGY INC.

## MANAGEMENT'S DISCUSSION AND ANALYSIS FOR THE YEAR ENDED DECEMBER 31, 2011

DATED APRIL 30, 2012

## **Advisory**

This Management's Discussion and Analysis ("MD&A") provides an analysis to enable readers to understand the financial position and operations of Changfeng Energy Inc. ("Changfeng" or the "Company") as at and for the year ended December 31, 2011. This information should be read in conjunction with the accompanying audited Consolidated Financial Statements of the Company and the notes thereto for the year ended December 31, 2011. "Changfeng" or "the Company" includes Changfeng Energy Inc. and our subsidiaries, unless otherwise indicated.

Additional information related to Changfeng is available on SEDAR at [www.sedar.com](http://www.sedar.com) or on our website at [www.changfengenergy.com](http://www.changfengenergy.com).

As of January 1, 2011, the Company adopted International Financial Reporting Standards (IFRS), and the following disclosure, as well as the associated audited Consolidated Financial Statement, have been prepared in accordance with IFRS. The Company's date of transition to IFRS was January 1, 2010, to accommodate 2010 IFRS comparative figures. We have provided information throughout this document and other publicly filed documents to assist a reader in understanding the Company's transition from Canadian Generally Accepted Accounting Principles (Canadian GAAP). A comprehensive summary of all of the significant changes including the various reconciliations of Canadian GAAP financial statements to those prepared under IFRS is included in the transition to IFRS note in our Consolidated Financial Statements for the year ended December 31, 2011.

This MD&A contains certain non-GAAP financial measures to assist users in assessing our performance. Non-GAAP financial measures do not have any standard meaning prescribed by GAAP and may not be comparable to similar measures presented by other issuers. These measures are identified and described under the section "Non-GAAP Financial Measures".

Amounts are stated in Canadian dollars unless otherwise indicated.

## **Caution Regarding Forward-Looking Information**

Certain statements in this MD&A may constitute "forward looking" statements which involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company and its subsidiaries, or the industry in which they operate, to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. When used in this report, the words "estimate", "believe", "anticipate", "intend", "expect", "plan", "may", "should", "will", the negative thereof or other variations thereon or comparable terminology are intended to identify forward looking statements. Such forward looking statements reflect the current expectations of the management of the Company with respect to future events based on currently available information and are subject to risks and uncertainties that could cause actual results, performance or achievements to differ materially from those expressed or implied by those forward looking statements, such as significant changes in market conditions, the inability of the Company to close sales and the inability of the Company to attract sufficient financing and including the risk factors summarized below under the heading "Risk Factors". New risk factors may arise from time to time and it is not possible for management of the Company to predict all of those risk factors or the extent to which any factor or combination of factors may cause actual results, performance or achievements of the Company to be materially different from those expressed or implied in such forward looking statements. Given these risks and uncertainties, investors should not place undue reliance on forward looking statements as a prediction of actual results. Although the forward looking statements contained in this MD&A are based upon what management believes to be reasonable assumptions, the Company cannot assure investors that actual results will be consistent with these forward looking statements. The forward looking statements contained in this MD&A speak only as of the date hereof. The Company does not undertake or assume any obligation to release publicly any revisions to these forward looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as required by law.

## **Overview**

Changfeng is a Canadian public company currently trading on the TSX Venture Exchange ("TSX-V") under the stock symbol "CFY". Changfeng is a natural gas service provider in the People's Republic of China ("the PRC or China").

Currently, our operation are primarily located in Sanya City, Hainan province, China, where we have 30-year (2007-2037) exclusive concession rights to deliver and sell natural gas to both residential and commercial customers. Our customer base and exclusive operation in Sanya city are providing, through our well-established modern gas distribution networks, recurring revenue and solid operating cash flows to us. Since 2008, we have been actively exploring emerging-market opportunities in mainland China that resulted from commencement of construction of the PetroChina's Second West-East Pipeline.

Today, Changfeng has become an emerging company in the responsible development and reliable operation of natural gas distribution pipelines and associated facilities in China. Highlights include:

- ❖ **In Sanya city, Hainan province, China**
  - 30-year exclusive concession rights (2007-2037) in Sanya city with wholly-owned gas distribution pipeline networks and associated facilities;
  - Secured gas supply through our annual gas quota of 24 million m3 until 2015 at a favorable price;
  - Serving more than 82,000 residential and 600 commercial/industrial customers (mainly hotels and restaurants);
- ❖ **In Xiangdong district, Pingxiang city, Jiangxi province, China**
  - 50-year exclusive concession rights (2010-2060) in the administrative region of Xiangdong district, including the Pingxiang Industrial Ceramic Production Park (the "Park");
  - Secured gas supply through our annual gas quota of 15 million m3 in 2012 with a gradual increase up to 50 million m3 in 2004 and 2015;
  - Construction on the first phase of the pipelines and associated facilities began in November 2011, and is expected to be completed and commence the supply of gas for this region by late 2012;
- ❖ **A potential significant player in the gas distribution business in Southern China, especially within the emerging markets in Hunan, Jiangxi and Guangdong provinces along the PetroChina's Second West-East Pipeline.**

Our primary goal is to become one of the predominant natural gas service providers in Southern China by 2015. In pursuit of this goal, we continually strive to advance effective execution of our growth strategy by exploring strategic business development opportunities in mainland China along the PetroChina's Second West-East Pipeline. Currently, we have four high-growth potential projects where we can add value, generate revenues and leverage our strength to create a long-term sustainable value for our shareholders and our clients alike.

## **2011 Accomplishments**

- ❖ On November 23, 2011, Changfeng announced commencement of construction of pipelines and related facilities for the Xiangdong project. In addition, the Jiangxi Provincial Bureau of Energy approved our application of the natural gas quota for this project. Pursuant to the approval, from 2012 to 2015, the annual quota volume of natural gas to this project will be 15 million m3 in 2012, 35 million m3 in 2013 and up to 50 million m3 in 2014 and 2015.
- ❖ November 23, 2011, Changfeng announced, together with a company owned by the local municipality, Xiangtan Economic Construction and Development Investment Co. Ltd. and a private investment company, Zhuhai Hailian Investment Co., Ltd., establishment of a 50%-owned company Xiangtan Shin-Ko Energy Co., Ltd. ("Shin-Ko Energy"). The objective of Shin-Ko Energy is to develop and invest in urban natural gas utilization, including building and operating an LNG storage facility (the "LNG Plant") in Xiangtan City, Hunan Province, China.
- ❖ On October 25, 2011, Changfeng was awarded BS OHSAS 18001:2007 and ISO 9001:2008 certifications, demonstrating that our management system was recognized by the world's accredited certifications in the field of quality management and occupational health & safety management.
- ❖ On August 18, 2011, Changfeng announced, together with a local municipality, Xiangtan Economic Construction and Development Investment Co. Ltd. and a private investment company, Zhuhai Hailian Investment Co., Ltd., establishment of a 51%-owned company Xiangtan Changfeng Natural Gas Co., Ltd. ("Xiangtan CF"). The objective of Xiangtan CF is to (i) develop a natural gas pipeline network to serve industrial, commercial and residential customers; and (ii) develop CNG and LNG refueling stations in Xiangtan City, Hunan Province, China.
- ❖ On March 3, 2011, the Bank of China increased our loan facility by \$4,848,000 (RMB 30,000,000) in the form of a one-year line of credit (the "Credit Line"), for which principal repayments are due one year from the date of

withdrawal. The Credit Line is secured by the same collateral as that for our 10-year long-term bank loan of \$16.2 million (RMB 100 million) that was obtained from the Bank of China in January 2010.

## **Subsequent Events**

- ❖ On March 30, 2012, Changfeng announced renewal of the RMB 30 million (\$4.8 million) one-year line of credit (the "Credit Line") with the Bank of China (Sanya Branch) ("BOC") for an additional year, of which RMB 20 million (\$3.2 million) was drawn down on March 28, 2012. This renewal allows us to continue to have access to the necessary financial resources to grow our business.
- ❖ On March 29, 2012, Changfeng announced a proposed joint venture with CNPC Kunlun Natural Gas Exploitation Company Limited ("CNPC Kunlun Exploitation"), a wholly-owned subsidiary of PetroChina (or "CNPC"), to jointly develop natural gas distribution business in four prefecture-level cities in Guangdong Province, China, including Zhaoqing City, Jiangmen City, Foshan City and Zhuhai City (collectively "Western Guangdong Area" or "Yuexi Area"). The intended joint venture will be named Guangdong CNPC Kunlun Changfeng Investment Co., Ltd. and will be based in Guangzhou city, the capital city of Guangdong province. Changfeng will own 49% and CNPC Kunlun Exploitation will own 51% of the intended joint venture. CNPC Kunlun Exploitation has received regulatory approval to develop this project. A formal joint venture agreement between the two parties is underway.

The intended joint venture will be engaged in (i) constructing and operating the gas transmission pipelines and associated facilities (the "Pipelines") which will link from the existing and/or planned provincial trunk lines to the industrial users, power generators and/or urban pipeline natural gas operators within Yuexi Area, and (ii) delivering and selling natural gas to those users through the Pipelines and the provincial trunk lines.

CNPC Kunlun Exploitation has received regulatory approval from the Guangdong Provincial Development and Reform Commission ("Guangdong DRC") to develop this project.

- ❖ On March 13, 2012, Changfeng announced final regulatory approval of our project in Xiangdong District, Pingxiang City, Jiangxi Province, China ("Xiangdong project"). The provincial approval finally secures our 50-year concession rights in this region.
- ❖ On March 6, 2012, Changfeng announced title sponsorship of a provincial-level table tennis tournament that was held from the 17th to 20th March 2012 in Sanya City, Hainan Province, China. We are developing our business in some of these provinces and believe that the title sponsorship would improve our brand awareness and market recognitions.
- ❖ On February 22, 2012, Changfeng announced launch of a Gas & Electricity Exchange Program (the "Program") for our operation in Sanya City. The Program will allow us to acquire an additional annual gas quota of approximately 5 million m<sup>3</sup> (176,573,000 cubic feet) until 2015. This additional quota gas will enable us to keep pace with the growing demand for gas in Sanya city.
- ❖ On January 4, 2012, Changfeng announced regulatory approval of our proposed gas utilization project (the "LNG Plant") in Xiangtan City, Hunan Province, China. The regulatory approval signals the operational launch to build the proposed LNG Plant.

Pursuant to the approval, a 79.85-mu (approximately 5.3 hectares) piece of land will be assigned for Changfeng to build the LNG Plant. The proposed construction work comprises building an industrial metal cutting gas production line with designed daily processing capacity of 300,000 m<sup>3</sup> of natural gas, and associated Liquefied Natural Gas (LNG) storage facilities, as well as sales and a distribution center to end users. The produced gas will be in liquid form for ease of transportation and storage. The total anticipated investment is approximately RMB 200 million (\$32 million) including the proposed acquisition fee for the assigned land. The approval is valid for two years from the approval date, during which time the construction work must be commenced, otherwise, further extension application is required if the commencement of construction does not occur on or before December 23, 2013.

## **Business Segments**

Changfeng's businesses are organized into three segments— Gas Connections, Pipeline Gas (together the Natural Gas Distribution Utility) and CNG refueling retail station.

### **Pipeline Gas Distribution Segment (Gas Connections and Pipeline Gas)**

Gas connection and pipeline sales combine to form a gas distribution utility (the "Pipeline Gas Distribution") which is currently our primary operation.

**Managements' Discussion and Analysis**For the year ended December 31, 2011

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We operate as a Natural Gas Distribution Utility by selling gas connections to our pipeline networks and selling gas through our pipelines. We currently derive the majority of our revenue from the distribution of natural gas through our pipeline networks in Sanya City, Hainan Province, China.

Since 2003, we have been building extensive pipeline networks in the main district of Sanya City. Over the last three years, we have committed significant resources to extend our gas pipeline networks from the main district of Sanya City to the Haitang Bay area, a newly developing, high growth tourist district in Sanya City. The rapid growth of the Haitang Bay district is mainly attributable to the commitment made by the China Central Government in late 2009 to building Hainan province into an international tourism destination by 2020.

Since 2008, in order to add incremental value to our existing business, we have been actively pursuing our gas connections and pipeline gas business in selected cities in Jiangxi, Hunan, Hubei and Guangdong provinces in mainland China. These provinces represent potentially large, rapidly growing emerging-markets for Changfeng as a result of the upcoming full operation of the eight sub-lines of the PetroChina's Second West-East Gas Pipeline by mid-2012. Please refer to the Expansion Project section in this MD&A for further discussion of these projects.

**CNG Refueling Retail Station Segment**

CNG Refueling Retail Station is a gas service center mainly for public transport vehicles like buses and taxis in Changsha City, Hunan Province, China. Our first CNG refueling retail station was completed construction and commenced the supply of gas in April 2010.

Changsha city is the capital of Hunan Province with a population of approximately 6.5 million, and it is an important commercial and trade center in central-south China. In 2006, the Changsha municipal government began to encourage taxicab and public bus vehicles to be dual-fuel natural gas vehicles (gasoline and natural gas) in order to alleviate a serious air pollution problem.

**Nature of Operations****Pipeline Gas Distribution (Gas Connections and Pipeline Gas Business)*****Concession operating rights***

China's natural gas distribution to end users has been operated mainly by local distribution companies ("downstream gas distributors") that are awarded exclusive concession rights by local governments to design, construct, own and operate natural gas pipelines which distribute natural gas in a specified geographic area. These downstream gas distributors also perform services such as billing, safety inspection, and pipeline connection for new customers and pipeline facilities maintenance. Please refer to the Overview in this MD&A for the list of our concession rights.

***Entities subject to rate regulation:***

We operate in an environment subject to certain regulations. The pricing mechanism is designed and implemented by the National Development and Reform Commission ("NDRC"), the top policymaker, in China. For the downstream gas distributors, the gas purchasing price is set by the NDRC and adjusted by each provincial Development and Reform Commission. And the sales price to the end users is determined by the gas companies and the local pricing authorities subject to the approval by the provincial pricing authorities. The pricing mechanism is designed to permit a fair and reasonable return on investment to encourage the gas companies to engage in natural gas business and eventually increase the natural gas consumption.

***Natural gas quota***

A gas quota is the amount of volume of natural gas a region or a local gas distributor can purchase from one of the three state-owned gas suppliers in China: (i) PetroChina, a subsidiary of the China National Petroleum Corp. ("CNPC"), China's largest state-owned onshore natural gas supplier, who own and operate more than 80% of the pipeline natural gas trunk lines in China; (ii) China National Offshore Oil Corp. ("CNOOC"), the largest offshore natural gas supplier in China; and (iii) China Petroleum & Chemical Corp. ("Sinopec"), the second largest onshore natural gas supplier. The allocation of gas quotas by the state-owned gas suppliers differs by province. In general, there are two ways for the state-owned gas suppliers to coordinate and allocate their gas sources: (a) allocate to the provincial level energy authority, and then the energy authority divides the gas to each cities, regions or projects within its jurisdiction; and/or (b) allocate to each gas operators directly through its authorized subsidiaries. The amount will be determined based on a series of factors, such as population, general industrial development level, industrial sector and so on, and some social effect consideration.

Without the gas quota, a gas distribution operator would normally face a high operating risk and challenge of gas shortage or higher purchase pricing because it would need to purchase gas from third party gas suppliers at higher prices.

In Sanya City, we have a 24 million m<sup>3</sup>/year gas quota with CNOOC to purchase gas at approximately RMB 0.6/m<sup>3</sup>. The quota expires at the end of 2015. In Pingxiang City, from 2012 to 2015, we have an annual quota volume of gas 15 million m<sup>3</sup> in 2012, 35 million m<sup>3</sup> in 2013, and 50 million m<sup>3</sup> in 2014 and 2015, respectively.

In addition, we have secured other gas in the form of LNG/CNG via long term gas contracts in order to keep pace with the increasing demand for gas. Please refer to the Contractual Obligations and Commitments in this MD&A for the list of our long term natural gas contracts.

#### ***Construction and operation of pipeline network***

The design and construction of natural gas pipeline networks for a given region is the responsibility of a downstream gas distributor that is granted the exclusive concession operating right. Upon completion of the natural gas pipeline network, the downstream distributor also typically retains ownership of the network and continues to maintain its operations to ensure that natural gas can be delivered to customers without interruption. The distribution utility is also responsible for sales, marketing and billing and maintenance of the pipeline and associated facilities. One-time initial connection fees are usually charged to customers for their connection to our pipeline networks.

## **Vision and Strategy**

### **Vision**

Changfeng is committed to contributing to a cleaner China and improving the quality of life by providing a clean and safe energy to our customers.

Our vision is to become one of the predominant natural gas service providers in Southern China by the year 2015.

### **History**

Changfeng was founded in 1995 as a privately-owned natural gas utility serving commercial, industrial and residential customers in Sanya City, Hainan Province. In 2007, 30-year exclusive concession rights were granted to Changfeng by the local government to operate pipeline construction and gas distribution business in this city.

Ever since 2003, we have been building an extensive pipeline network in the main district of Sanya city. In December 2010, we completed extension of a 26.6 km of high-to-medium pressure pipeline linking Sanya City with Haitang Bay region together with 21.2 km of low pressure pipeline, and commenced the supply of gas to this newly developed district of Sanya city. Please refer to the Expansion Project in this MD&A for more discussion.

### **Growth Strategy**

Achieving our goal means that we must expand our geographic presence beyond our existing operation in Sanya city, Hainan Island, since there are extremely strong fundamentals for natural gas infrastructure growth in mainland China, as large volumes of new gas are brought to new markets by new, national pipelines such as the PetroChina's Second West-East Pipeline. The following initiatives are central to our growth strategy:

- ❖ Maximize operating cash flow from our Pipeline Gas Distribution in Sanya through securing additional gas quotas with more competitive purchase pricing;
- ❖ Develop existing projects under development into operations; and
- ❖ Focus on commercial-intensive, underdeveloped markets in medium and small cities in mainland China.

It is critical for us to successfully execute our growth strategies in order to achieve our vision. Below and throughout this MD&A, we will discuss the execution of our business strategy for 2011 and beyond.

#### ***Maximize operating cash flow from our Pipeline Gas Distribution in Sanya through securing additional gas quotas with more competitive purchase pricing***

Firstly, our strategy is to continue to grow our business in the Sanya Region where we have strong secular growth trends in tourism and real estate development. However, ever since 2010, demand for natural gas in this region has greatly exceeded our annual 24 million m<sup>3</sup> quota gas ("Quota Gas") due to both urban expansion and rapid development of coastal tourism. Our Quota Gas in Sanya Region, which was originally established in 2006 and is set to expire in 2015, at a relatively fixed purchase price, cannot fully meet the market demand. As a result, we periodically purchase additional volumes of gas in the form of CNG or LNG ("Other Gas") to fill our pipelines and most importantly, to avoid gas shortages in peak seasons. All of the Other Gas purchased is at current market based pricing. However, because of the overall gas shortage in China, the average price for additional volumes of Other Gas is much higher than our Quota Gas'

price, sometimes even close to or higher than our selling price. As a result, no profits can be generated from the additional volume of sales of Other Gas.

We anticipate that the gas shortage situation in Sanya Region will not be significantly mitigated until 2015 when CNOOC completes construction and commences operation of its LNG receiver terminal that is currently under construction in Hainan Island. As a result, in the short term until 2015, our strategy is to maximize the profits and operating cash flows from our Sanya's operation by limiting the volume of natural gas sold to our Quota Gas and Other Gas that can be purchased at reasonable cost. This strategy will enable our existing operation in Sanya Region to provide continued solid free operating cash flows which in part, are funding our strategic business development and expansion endeavors that are currently underway in mainland China.

At the same time, we are also working closely with the municipal government to find solutions to mitigate the negative effects of the gas shortage and higher gas pricing for Other Gas. Possible measures to address the problem include a sales prices increase to commercial customers, a government subsidy, additional temporary gas quota, and if necessary, temporary suspension of natural gas supplies to certain industrial customers.

On February 22, 2012, as one of the possible measures to address the problem discussed above, we launched a Gas & Electricity Exchange Program (the "Program"). The Program will ultimately secure an additional annual supply of natural gas totaling approximately 5 million m3 until 2015. In exchange for this gas supply, we will build infrastructure to link certain of the supplier's operations to the provincial power grid. The total anticipated capital expenditure related to the Program is \$1,417,232 (approximately RMB 8,777,000). This additional gas supply is expected to be available to Changfeng by the third quarter of 2012, once \$1,095,285 (approximately RMB 6,777,759) of the first phase of construction work is completed.

#### ***Develop existing projects under development into operations***

As mentioned earlier in this MD&A, we have four projects that are at various stages of development along the PetroChina's Second West-East Pipeline. Over the next few years, our first priority is to successfully develop these projects into commercial operations. However, as new underdeveloped emerging markets, successfully developing these projects into commercial operations will depend on a number of timing factors which include but not limited to, regulatory approvals, gas quota, site preparations and proper sources of finance, but in the longer term we are confident that we have the abilities and resources to bring all of these high-growth potential projects into operations which we anticipate will create long-term recurring revenues to Changfeng.

#### ***Focus on commercial-intensive, underdeveloped markets in medium and small cities in mainland China***

Finally, we will continue to leverage our track record, public listing and social networks to explore and develop gas distribution business opportunities in the emerging markets in mainland China, especially along the PetroChina's Second West-East Pipeline. As a major national project of the China's 11th Five-Year Plan, Construction of the Second West-East Gas Pipeline started on 22 February 2008. The trunk pipeline of the PetroChina's Second West-East Gas Pipeline was completed construction and commenced the supply of gas in June 2011, and is to bring 30 billion m3 annually of new gas to China over the next 30 years. As a result, there is a significant need for natural gas distribution utilities to provide a distribution solution to take new gas from national pipelines and deliver it to end users.

Our focus continues to be on commercial-intensive, underdeveloped markets in medium and small cities in these regions. We believe that this focused growth strategy enables us rapidly to grow our business, but at the same time, to minimize our capital expenditure requirements by limiting the potential size and length of gas pipelines through directly connecting the vast natural gas users such as industrial companies and gas-fired plants to the existing and/or planned national or provincial gas pipelines.

## Selected Annual Financial Information

<i>In thousands of Canadian dollars except percentages and per share amounts</i>				
	2011	2010	Change	%
Revenue	28,176	22,135	6,040	27.3%
<b>Gross profit (1)</b>	<b>11,708</b>	<b>10,329</b>	<b>1,380</b>	<b>13.4%</b>
<b>% of revenue</b>	<b>41.6%</b>	<b>46.7%</b>	<b>-5.1%</b>	<b>-10.9%</b>
General and administrative	5,062	4,606	456	9.9%
% of revenue	18.0%	20.8%	-2.8%	-13.5%
Travel and business development	2,689	3,171	-482	-15.2%
% of revenue	9.5%	14.3%	-4.8%	-33.6%
<b>Total expenses</b>	<b>7,751</b>	<b>7,778</b>	<b>-26</b>	<b>-0.3%</b>
<b>% of revenue</b>	<b>27.5%</b>	<b>35.1%</b>	<b>-7.6%</b>	<b>-21.7%</b>
Interest on long term debt	1,403	642	761	118.5%
% of revenue	5.0%	2.9%	2.1%	72.4%
Interest income	5.2	4.9	0	-
% of revenue	0.0%	0.0%	0.0%	-
Share of loss of investment in associate	-19.1	0.0	-19	-
Income tax	1,170	958	212	22.1%
% of revenue	4.2%	4.3%	-0.2%	-2.3%
<b>Net income</b>	<b>1,371</b>	<b>956</b>	<b>415</b>	<b>43.4%</b>
% of revenue	4.9%	4.3%	0.5%	14.0%
<b>EBITDA (2)</b>	<b>5,900</b>	<b>4,018</b>	<b>1,882</b>	<b>46.8%</b>
<b>% of revenue</b>	<b>20.9%</b>	<b>18.2%</b>	<b>2.8%</b>	<b>15.4%</b>
Non-controlling interest	-13.8	-9.8	-4	-
Basic and diluted EPS	0.021	0.015	0.006	40.0%
Weighted average number of common shares outstanding				
Basic and diluted EPS	66,025	66,025		

Note: (1) Ever since 2010, the gas demand in the Sanya Region has exceeded our annual 24 million m3 quota (the "Gas Quota"), which provides gas at a cost of approximately 0.6 RMB per m3 versus a regulated selling price of RMB 3.8 per m3 to commercial and industrial customers and RMB 2.6 per m3 to residential customers, we have been forced to purchase additional gas at significantly higher market-based prices in the form of Liquefied Natural Gas ("LNG") and/or CNG (collectively the "Other Gas"). As a result, our gross profit fluctuates with (i) the cost of gas and the mix of gas sold in the period as between (high margin) Gas Quota and (low margin) Other Gas, and (ii) the timing of obtaining large value pipeline gas connection contracts and changes in the gas selling price.

Note: (2) EBITDA is identified and defined under the section "Non-GAAP Financial Measures".

## **Results of Operations**

### **Revenue**

Revenue for fiscal 2011 was \$28.1 million, an increase of \$6 million, or 27.3%, from \$22.1 million in 2010. This significant increase reflects a combination of continued higher gas volume growth and increased connection fees from Sanya Region as more customers were connected, and increased sales from our first CNG refueling retail station, as well as higher selling prices.

A summary of the customers connected, volume of gas sold in Sanya Region, and volume of gas sold by the CNG refueling retail station during 2011 as compared to 2010 is presented below:

<b>1. Sanya's operation:</b>			
<b>Residential customers</b>	<b>2011</b>	<b>2010</b>	<b>% Change</b>
Customers connected during the year	15,166	17,326	-12%
Total customers at the end of year	82,947	67,781	22%
Gas volume sold (m3) during the year	5,050,800	4,340,000	16%
<b>Commercial customers</b>			
Customers connected during the year	78	80	-3%
Total customers at the end of year	598	520	14%
Gas volume sold (m3) during the year	26,566,100	24,780,000	7%
<b>Sub-total Gas volume sold (m3) during the year</b>	<b>31,616,900</b>	<b>29,120,000</b>	<b>9%</b>
<b>2. Changsha's CNG refueling retail station</b>			
<b>Gas volume sold (m3) during the year</b>	<b>4,952,744</b>	<b>1,755,916</b>	<b>182%</b>
<b>Total Gas volume sold (m3) during the year</b>	<b>36,569,644</b>	<b>30,875,916</b>	<b>18%</b>

Total revenue from our first CNG refueling retail station for 2011 was \$2.5 million, an increase of \$1.6 million, or 178%, from \$0.9 million for same period of 2010. The significant increase was attributable to the combined effect of the increased gas volume sold (4,952,744 m3 in 2011 compared to 1,755,916 m3 sold in the same period of 2010) and higher average selling prices. This station was completed construction and commenced initial operation in April 2010 with full commercial operation beginning in June 2010.

Further increases in revenue for 2011 versus 2010 are attributable to the continued growth in new gas sales and connection fees in Sanay Region. For the fiscal year of 2011, gas connection fees increased by \$2.1 million or 25.6% to \$10.3 million, from \$8.2 million in the same period of 2010. The year-to-year increase was mainly attributable to continued connections from the existing Sanay city, and new and higher-value connections from Haitang Bay district. In 2011, the pace of real estate development in the Sanya Region continued to slow due to Chinese government policy to tighten credit to address the inflation rate. As a result, we experienced a reduction in new customers connected for residential customers and commercial customer for 2011 versus the same period of 2010 by 12% and 3%, respectively. Residential connection fees were accordingly dropped as connection fees are relatively fixed per customer connected, partially offsetting the drop in residential connection revenue was increased connections of smaller restaurants in the Sanya Region, which are classified as residential connections.

We began to recognize connection and gas sales revenue in Haitang Bay in late 2010. Gas connection fees recorded from Haitang Bay district for 2011 were \$2.0 million, an increase of \$1.3 million, or 186%, from \$0.7 million for same period of 2010.

### ***Natural gas retail price***

Natural gas retail prices in China were increased on July 1, 2010 as a response to gas wholesale price increases in June 2010 by the National Development and Reform Commission (NDRC), China's top economic policy planning agency. As a result, a natural gas retail price adjustment by local price authorities in individual provinces was made in Sanya City, Hainan province and Changsha City, Hunan province. Effective July 1, 2010, gas retail prices increased 8% to RMB 2.60 per cubic meter for residential customers; increased 22% to RMB 3.80 per cubic meter to commercial customers in Sanya City, Hainan Province; and increased 14% to RMB 3.75 per cubic meter at CNG refueling retail stations, in Changsha City, Hunan province.

We expect that natural gas retail prices in China may increase in the future because of the higher expected costs for China to purchase liquefied natural gas and piped gas oversea to meet growing demand.

#### **Foreign exchange rates**

Changfeng reports in Canadian dollars but earns all of our revenues and incurs most of our expenses in Chinese RMB. Accordingly, any fluctuation in the exchange rate between these two currencies will affect our reported financial information. The impact of the changes in foreign exchange rates has been recognized as other comprehensive income, and not in net income. Excluding foreign exchange effect, revenues for fiscal 2011 were RMB184 million, an increase of RMB39 million (27%), from RMB145 million in 2010.

The exchange rate between Chinese RMB and the Canadian dollar is summarized below.

<b>One Canadian dollar to Chinese RMB</b>	<b>2011</b>	<b>2010</b>	<b>% change</b>
Average rate for the year	6.53	6.63	-1.5%
Spot rate at December 31	6.19	6.57	-5.8%

#### **Gross profits**

Gross profits for fiscal 2011 were \$11.7 million, an increase of \$1.4 million, or 13.6%, from \$10.3 million in 2010. Gross profits as a percentage of sales for 2011 decreased by 5.1% to 41.6% compared to 46.7% for 2010. The decrease in gross margin percentage is mainly due to a relatively higher procurement price for purchases of additional Other Gas in Sanya Region caused by growing demand in excess of our annual 24 million m3 quota. The decrease is also due to relatively lower gross margins on the CNG sales from the retail station.

Gross margin on gas sales from our CNG refueling retail station is normally much lower than the gross margin on pipelined gas sales. Gross margin for CNG sales was 14% in 2011 compared to negative 5% in the same period of 2010. The significant increase was mainly attributable to higher gas volume and gas prices as discussed earlier in this MD&A, as well as reduced LNG/CNG transportation cost. In 2011, in order reduce our operating cost, we bought one CNG/LNG truck which was used to replace one of our previous leased trucks.

Further decrease in gross margin percentage is attributable to increased amortization expense. Amortization for fiscal 2011 was \$1.9 million, an increase of \$0.7 million, or 58.3%, from \$1.2 million in 2010 as a result of an additional depreciation expenses from the pipeline assets and associated facilities in Haitan Bay district that were put into operations in late 2010.

#### **Operating expenses**

**General and administrative expenses** for fiscal 2011 were \$5.1 million, an increase of \$0.5 million, or 9.9%, from \$4.6 million in 2010. General and administrative expenses as a percentage of sales for 2011 was 18.0%, compared to 20.8% in 2010, representing a decrease of 2.8% as a result of increases in sales.

**Travel and business development expenses** for fiscal 2011 were \$2.7 million, a decrease of \$0.5 million, or 15.6%, from \$3.2 million in 2010. Travel and business development expenses as a percentage of sales for 2011 decreased to 9.5% from 14.3% in 2010 as a result of increases in revenue. These expenses normally fluctuate with our travel and business development activities in mainland China as the Company seeks to develop new projects in close proximity to the new national pipelines. The majority of travel and business development expenses does not relate to the Company's business in Sanya City or the CNG retail station but instead relate to projects under consideration or development in mainland China.

**Interest on long term debt** for fiscal year 2011 and 2010 was \$1.4 million and \$0.6 million, respectively, an increase of \$0.8 million as a result of draws from the new line of credit. In addition, the Company had nil in capitalized interest in 2011 versus \$0.6 million in 2010.

**EBITDA** for fiscal 2011 was \$5.9 million, an increase of \$1.9 million, or 47.5%, from \$4.0 million for 2010 as a result of sales increases. EBITDA as a percentage of sales for 2011 was 20.9%, compared to 18.2% in 2010, representing an increase of 2.7% as a result of increases in revenue, partially offset by lower gross margin and increased business development expenses.

## **Expansion Projects**

We have following projects under development as part of our growth strategy.

### **Haitang Bay Pipelined Gas Project, Sanya City, Hainan province**

We are expanding our existing pipeline networks in Sanya city to Haitang Bay as the geographic boundaries of Sanya City expands and with it our exclusive concession rights.

Haitang Bay is one of the five major bays in Sanya City, Hainan province. It is a flagship project being promoted by the Hainan provincial government to build Hainan Island into an international tourism destination by 2020. The size of Haitang Bay development area is estimated at 98.7 square km and includes approximately 24 km of beachfront.

In December 2010, we completed an extension of a 26.6 km of high-to-medium pressure pipeline linking Sanya City with Haitang Bay district together with 21.2 km of low pressure pipeline and associated facilities, and began to supply gas for this district.

The pace of development in Haitang Bay district has been slowing down since 2010 due to the tightening of credit by the Central Government to address growing inflation in China, but in the longer term we are confident that the Haitang Bay would represent a high-growth potential area for our operation in Sanya Region as more luxury hotels are to be constructed and connected to our pipeline networks.

### **CNG Refueling Retail Stations Project, Changsha City, Hunan province**

In 2006, the Changsha municipal government started to encourage new taxicab and public bus vehicles to be dual-fuel natural gas vehicles. The local government proposed that a total of approximately 25 CNG refueling stations will be constructed in Changsha region by 2015, of which 7 stations can be owned and operated by Changfeng.

We entered the CNG refueling retail station market in Changsha City, Hunan province in late 2008, and our first CNG refueling retail station was completed construction and commenced supplying gas in April 2010. In September 2010, we entered into a land lease agreement for construction of the second CNG refueling retail station.

We had two long-term CNG purchase agreements that were originally signed in 2008 and 2009 in connection with our acquisition of Hunan CNPC NEI to secure the long-term supply of CNG up to 11,000,000 m<sup>3</sup> and 3,650,000 m<sup>3</sup> per year, respectively; however, due mainly to a gas shortage in Changsha City, caused by surging demand for and limited sources of gas supply, we has not been able to purchase any CNG pursuant to its long-term CNG purchase contracts. On May 30, 2011, we entered into a supplementary agreement (the "Supplementary Gas Agreement") with a gas supplier with which it had previously signed the two agreements described above. Pursuant to the Supplementary Gas Agreement, the gas supplier agreed to supply CNG to Changfeng, once it is available. At that time, Changfeng and the gas supplier agree to enter into a one-year gas supply agreement, renewable annually, with annual gas volume not less than previous contractual amounts.

CNG refueling stations represent our first growth project in mainland China. However, further expansion and development of CNG refueling retail stations in Changsha beyond the first station is delayed pending for secured gas source at a price that will provide for a reasonable margin. In addition, other issues such as pricing of the lands to be either leased or purchased for construction of the CNG refueling stations, market size/development and capital budgeting are expected to play a role in the evolution of our CNG station initiative in Changsha City.

### **CNG and Pipelined Gas Project, Xiangdong district, Pingxiang City, Jiangxi province**

Pingxiang city is located in the west of Jiangxi Province. It is approximately 50 km from Changsha City. It is considered the industrial ceramic capital of China.

Ceramic companies need a huge amount of heat energy for their kilns. Currently, coal and coal methane gas, a by-product that is produced by two local metallurgy manufacturers and water gas, are the main sources of energy for ceramic manufacturing companies in this region. The reliance on coal and coal methane gas not only contribute to serious air pollution problems, but also affects the quality and value of ceramics due to the low temperature and unstable supply of coal methane gas. As a result, in early 2006, the Xiangdong District government initiated construction of the Pingxiang Industrial Ceramic Production Park (the "Park") in order to integrate the ceramic industry in the area and create efficiencies such as logistics and R&D, as well as to alleviate environmental problems, because the Government would like to encourage ceramic companies in the Park to use natural gas as the main heat source when the natural gas from the Second West-East Gas Pipeline is available to this region. In addition, as a superior heat source, the properties of the natural gas also allow ceramic companies to produce higher value, more differentiated products which are less like commodities.

The Park is approximately 28 square km with space for 72 companies. Currently, there are more than 24 companies operating in the Park with more expected to move in.

We have been in discussion with several potential gas customers in the Park, many of which have provided serious expressions of interest in purchasing gas when available. We believe that many ceramic manufacturing companies in the Park will convert/use natural gas as their heating energy when we commence the supply gas to this region.

Currently, this project is at its construction stage. We anticipate that further increases in our revenue in 2012 and beyond would be possible from this project given the strong gas demand from the ceramic companies in the Park:

*Project key milestones*

- March, 2012 – received regulatory approval from the Jiangxi Provincial Development and Reform Commission of China. The approval finally secured our exclusive concession rights (2010-2060) to operate the natural gas distribution business in the existing administrative region of Xiangdong district and the Park.
- November, 2011 – received gas quota approval from the Jiangxi Provincial Energy Bureau. Pursuant to the approval, from 2012 to 2015, the annual quota volume of natural gas will be 15 million m<sup>3</sup> in 2012, 35 million m<sup>3</sup> in 2013 and up to 50 million m<sup>3</sup> in 2014 and 2015, respectively. This natural gas quota is allocated from the Province's Twelfth Five-Year Plan's gas quota that was assigned from, and will be supplied from the PetroChina's Second West-East Pipeline. At the same time, we are negotiating with PetroChina's subsidiary in Jiangxi province to purchase CNG from its transmission substation in Pingxiang City as an alternative gas source before the pipelined gas is available for this region and/or also as a supplementary gas source in the future.
- November, 2011– commenced construction of pipelines and associated facilities in this region. The construction consists of approximately 10 km of mid-pressure pipeline in the Xiangdong downtown area, a 10 km mid-pressure pipeline in the Park, and a gate station with CNG storage and gasification facilities to link the Xiangtan sub-line of the Second West-East Pipeline. The construction work involves two phases in order to coincide with both the project financing and commencement of the construction of a 25 km high-pressure pipeline. This 25 km high-pressure pipeline, connecting our gate station in Xiangdong District with Xiangtan sub-line of the Second West-East Pipeline, will be built and operated by Jiangxi Provincial Natural Gas Investment Co., Ltd. a state-owned company.

The total anticipated capital expenditures are approximately RMB34 million (\$5.4 million), of which approximately RMB 6 million (\$1 million) for the first phase of construction and will be funded from our existing cash on hand, and the remaining capital requirement will be funded through project loan financing with local banks. Upon completion of the first phase of construction by the fourth quarter of 2012, we will be able to gradually supply gas for this region through our CNG facilities built even before the pipelined gas arrives.

- July 2010 – entered into an agreement with the Pingxiang Ceramic Industry Park Management Committee to purchase 20 mu (approximately 1.33 hectare) of land. This land will be used for construction of a gas gate station.
- May 2010 – established an 80%-owned company Pingxiang Changfeng Natural Gas Co. Ltd. ("Pingxiang CF") to develop this project.

**CNG and Pipelined Gas Project, Xiangtan city, Hunan province**

Xiangtan City has a population of approximately 2.7 million and is the hometown of Chairman Mao ZeDong, the founder, architect and ruler of the People's Republic of China from 1949-1977. It is about 120 km from Changsha City, the capital of Hunan Province. Xiangtan City is connected to the Second West-East Pipeline's major line via the Xiangtan sub-line.

On July 19, 2011, we established a 51%-owned company Xiangtan Changfeng Xiangtan Natural Gas Co., Ltd. ("Xiangtan CF"), together with a company owned by the local municipality, Xiangtan Economic Construction and Development Investment Co. Ltd. and a local investment company, to jointly develop pipelined gas business, CNG (Compressed Natural Gas) and LNG (Liquefied Natural Gas) refueling stations in designated regions of Xiangtan City.

Xiangtan CF has a registered capital of \$1.6 million (RMB 10 million).

Currently, we are working with the municipal government to secure exclusive concession rights. We are also working to secure a natural gas supply agreement from the PetroChina's Hunan subsidiary.

**Investment in Associate**

In October 2011, Changfeng, together with Xiangtan Economic and a Zhuhai Hailian Investment Co., Ltd., a private investment company, established Shin-Ko Energy with a total registered capital of \$1,628,000 (RMB 10,000,000), of which the Company owns 50%. The objective of Shin-Ko Energy is to develop and invest in urban natural gas utilization, including building and operating an LNG storage facility (the "LNG Plant") in Xiangtan City, Hunan Province, China. As

**Managements' Discussion and Analysis**

For the year ended December 31, 2011

of December 31, 2011, Changfeng contributed our share of registered capital of \$323,200 (RMB 2,000,000), and the remaining balance of \$484,800 (RMB 3,000,000) is required to be contributed by October 24, 2013.

We have determined that Changfeng is in a position of significant influence and have accounted the investment in Shin-Ko Energy as an equity investee. Changfeng's share of the loss for the year was \$19,118.

Summary financial information, not adjusted for percentage ownership, is as follows:

Current assets	\$ 294,484
Non-current assets	1,292,800
Current liabilities	(9,995)
Non-current liabilities	—
<b>Equity</b>	<b>\$ 1,577,289</b>
Revenue	\$ —
Expenses	(38,236)
<b>Loss</b>	<b>\$ (38,236)</b>

Currently, Shin-Ko Energy is working for other regulatory requirements such as the project design, project safety assessment and environmental impact assessment, all of which are required to be submitted prior to the commencement of construction. Shin-Ko Energy is also working with the local government to secure both the location and purchase price of the land for the Project.

Changfeng believes that, once completion of construction and commencing operation of this LNG Plant, it will also be able to provide an important supplementary gas source in the form of LNG to support our operations located in other cities.

**Pending Business Acquisitions or Joint Ventures**

In order to seize the rapid growing market of natural gas business in China, we have the following proposed business acquisitions or joint venture, however, moving forward with these potential acquisitions or joint venture depend upon, among other factors, acquisition of a secure, long term gas contract satisfactory to Changfeng that will come from gas supplied by the Second West-East Pipeline.

1. In 2010, we paid a good faith deposit to the existing shareholder of Hunan CNPC, Guangda Gas Co., Ltd. ("Guangda Gas"), a company that Changfeng is considering for acquisition. Guangda Gas owns a CNG primary filling station in Changsha City. The deposit is refundable if Changfeng is not satisfied with its due diligence procedures or a reasonable purchase price cannot be negotiated.
2. In 2010, we paid a good faith deposit to the existing shareholders of Jiangxi Pingxiang Huaneng Energy Co. Ltd. ("Pingxiang Huaneng"), a company that Changfeng is considering for acquisition. Pingxiang Huaneng is a natural gas distributor in the Xiangdong district, Pingxiang City, Jiangxi Province. The deposit is refundable if Changfeng is not satisfied with its due diligence procedures or a reasonable purchase price cannot be negotiated.

**Selected Quarterly Results**

The following sets out the Company's consolidated quarterly results for the most recently completed quarters:

In thousands of Canadian dollars, except per share amounts:

Quarterly data (\$000's)	2011				2010			
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
except per share amounts	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Foreign exchange rate RMB	6.22	6.54	6.71	6.68	6.57	6.51	6.64	6.56
Revenue	8,929	5,936	6,776	6,534	7,157	5,393	4,495	5,089
Gross profit	4,285	2,059	1,830	3,534	3,341	2,301	1,793	2,894
Interest	393	374	340	295	153	166	185	138
Net income (loss)	888	(326)	(300)	1,110	583	283	(345)	435
Net income (loss) per share	0.013	(0.005)	(0.005)	0.017	0.009	0.005	(0.005)	0.007

## **Financial Condition and Liquidity**

<b>Key Financial Data and Comparative Figures</b>	<b>December 31, 2011</b>	<b>December 31, 2010</b>
(\$000's)		
Cash and cash equivalents	5,062	2,670
Working capital (deficit)	(10,671)	(5,994)
Adjusted working capital (deficit) (1)	2,351	655
Plant and equipment	43,364	37,318
Total assets	55,618	44,756
Long term liabilities	22,113	21,487
Shareholders' equity	13,556	11,282

Notes: (1) These financial measures are identified and defined under the section "Non-GAAP Financial Measures".

Cash and cash equivalents increased by \$2.4 million to \$5.1 million at December 31, 2011 from \$2.7 million at December 31, 2010, primarily resulting from cash provided during 2011 by operating activities of \$4.2 million and \$4.8 million (RMB 30.0 million) cash drawn from our line of credit, offset by cash used during 2011 for capital expenditure of \$6.0 million and \$1.0 million of principal payment on our bank term loans.

### **Adjusted Working Capital**

Our adjusted working capital (see "Non-GAAP Financial Measures") was \$2.4 million at December 31, 2011. Adjusted working capital excludes \$6.1 million of deferred revenue in connection with gas connection fees, \$2.1 million of interest payable to Sanya State Assets Management Corporation (a state owned company) for years ending in 2007 (which is due on demand, however, is not expected to be repaid within the next 12 month period), \$4.8 million of line of credit.

### **Liquidity and Capital Resources**

#### *Overview*

Our principal sources of short-term funding are our existing cash balances, operating cash flows and borrowing under our renewable credit facility. Our principal source of long-term funding is our bank term loans that entered into in January 2010 and January 2008, respectively. See the "Note to the Consolidated Financial Statements" for further details around these bank term loans.

We believe that Changfeng does not expect to face any liquidity problems considering our ability to generate sustainable cash in the short and long term to provide liquidity, maintain financial capacity and flexibility, as well as our ability to raise additional debt capital to fund our working capital needs and new projects in mainland China.

We continuously review acquisition and investment opportunities in selected cities in mainland China as a result of the new gas source from the PetroChina's Second West-East Pipeline. We expect that the funding for any such acquisitions could be funded from cash from operations, debt and/or equity financing.

#### *2011 Credit Agreement*

In connection with our 10-year long-term bank loan of \$16.2 million (RMB 100 million) that was obtained from the Bank of China in January 2010, on March 3, 2011, the Bank of China agreed to increase our loan facility by \$4.8 million (RMB 30 million) in the form of a one-year line of credit (the "Credit Line"). The Credit Line is secured by the same collateral as that for the long-term bank loan. As a result, the Bank of China has increased our total loan facility to \$20.8 million (RMB 130.0 million).

On March 10, 2011, \$3.3 million (RMB 20.0 million) of the Credit Line was drawn, and the remaining balance of \$1.6 million (RMB 10.0 million) was further drawn in June 2011. The interest rate on the Credit line is based on the variable rate set by the People's Bank of China and is due in one year.

#### *Cash Flow from Operations*

Net cash provided by operations was \$4.2 million in 2011 compared to \$4.8 million in 2010. Net cash provided by operations reflects cash generated from operations, net of changes in operating working capital.

Changes in operating working capital accounts generated \$0.7 million in cash in fiscal 2011, compared to \$3.5 million in 2010. Increased accounts receivable, accounts payable and increased deferred revenue generated cash in 2011 as a result of substantial increases in sales volume and increases in gas retail prices. Starting from late 2010, Changfeng began

supplying gas to hotels in Haitang Bay, Sanya City that were newly connected to our pipelines, resulting in gas and connection-fee revenue.

#### *Financing Activities*

Cash flow provided by financing activities in 2011 was \$3.8 million, compared to \$4.9 million in 2010. The decrease was mainly attributable to the 10-year long term bank loan of \$15 million (RMB 100 million) that was obtained in January 2010, offset by the new line of credit of \$4.8 million (RMB 30.0 million) drawn in 2011.

#### *Capital Expenditures*

Capital expenditures in property, plant and equipment totaled \$5.0 million in 2011 compared to \$10.0 million in 2010. The significant decrease was mainly attributable to the reduced capital expenditures in 2011 after completion of the extension of pipeline networks and associated facilities in Haitang Bay, as well as completion of construction of our first CNG refueling retail station in 2010. Continued expenditures in 2011 and 2010 related primarily to the construction of new pipeline and associated facilities.

In connection with establishment of the 50%-owned joint venture of Xiangtan Shin-Ko Energy Co., Ltd in 2011, the first phase contribution to our share of registered capital in an amount of \$0.3 million was contributed.

We expect to finance the majority of the upcoming construction of projects under development in mainland China through project debt financing, assuming such financing remains available on favorable terms, as well as solid operating cash flow from our existing operations.

## **Contractual Obligations and Commitments**

Estimated losses from contingencies are accrued by a charge to income when information available prior to the issuance of the financial statements indicates that it is likely that a future event will confirm that an asset has been impaired or a liability incurred at the date of the financial statements and the amount of the loss can be reasonably estimated.

#### **Pipeline Construction and Equipment:**

The Company has signed contracts with several equipment suppliers and construction supervisors for a total amount of \$3,470,049 (RMB 21,473,076) (2010 - \$8,649,910 (RMB 57,322,135)), of which \$2,139,222 (RMB13,237,762 has been paid as at December 31, 2011.

#### **Natural Gas Purchase Commitments:**

The following tables summarize our contractual obligations and commitments as of December 31, 2011 in connection with our natural gas purchase contracts:

<b>Year</b>	<b>Gas source supplier</b>	<b>Gas volume quota</b>	<b>Location</b>
2006-2015	Ya13-1 Gas Well (CNOOC)	24 million m <sup>3</sup> a year	Sanya city
2010-2015	Shennan LNG	LNG unlimited supply is variable within Changfeng's forecast demand	Sanya city
2010-2014	Xinxing CNG	CNG unlimited supply is variable within Changfeng's forecast demand	Sanya city
2015 and beyond	Yangpu LNG Receiving terminal (CNOOC)	Letter of intent for up to 150 million m <sup>3</sup> a year	Sanya city
2008-2027	Petro-China's subsidiary in Changsha city (a)	14.6 million m <sup>3</sup> a year	Changsha City

Note (a): As of December 31, 2011, we had not been able to purchase any CNG pursuant to our long term CNG gas purchase contract.

See the "Note to the Consolidated Financial Statements" for further details around these contracts.

### Lease Commitment:

On September 8, 2008, Changfeng signed a land lease agreement for 3,000 m2 of land for the construction of a CNG refueling retail station in Changsha City, Hunan Province. The lease term is for 20 years until October 2028.

On September 28, 2010, Changfeng signed a land lease agreement for the construction of our second CNG refueling station in Changsha City. The lease term is for 21 years, ending September 27, 2032. A deposit of \$16,000 (RMB 100,000) and the first year's rent of \$54,000 (RMB 336,000) is required to be paid upon commencement of construction. If the Company decides to terminate this agreement, a termination payment of \$161,000 (RMB 1,000,000) will be payable. As at December 31, 2011, a deposit of \$16,000 (RMB 100,000) was paid.

The minimum lease payments in successive years are as follows:

	RMB	Cdn. \$
2012	654,250	\$ 105,727
2013	829,500	134,047
2014	829,500	134,047
2015	829,500	134,047
2016	863,100	139,477
Thereafter	13,446,916	2,173,022
	17,452,766	\$ 2,820,367

Other obligations and commitments are incurred in the normal course of business operations.

### **Off-Balance Sheet Arrangements**

As a policy, Changfeng does not enter into off-balance sheet arrangements with special purpose entities in the normal course of its business, nor does it have any unconsolidated affiliates.

### **Related Parties Transactions**

1. As at December 31, 2011, a corporation, which is controlled by a significant shareholder who is also an officer and director of the Company, owed the Company a total of \$78,076 (U.S. \$78,928) as at December 31, 2011 (December 31, 2010 - \$78,501 (U.S. \$78,928); January 1, 2010 - \$80,740 (U.S. \$76,822)) for various expenditures paid by the Company on behalf of this corporation.
2. As at December 31, 2011, the Company had an outstanding loan of \$323,200 (RMB 2,000,000) (December 31, 2010 - \$301,800 (RMB 2,000,000); January 1, 2010 - 304,400 (RMB 2,000,000) due from this minority shareholder of Hunan CF CNPC, which used the funds to contribute the capital it owed to that subsidiary. The loan is unsecured and non-interest bearing. The minority shareholder has waived its right to any future profit that it would otherwise be allocated until the loan is repaid. The Company will begin recording this shareholder's profit allocation prospectively at the time the loan has been repaid.
3. During the third quarter of 2011, the Company made a short-term loan of \$814,000 (RMB 5,000,000) (2010 - nil) to Xiangtan Economic Construction and Development Investment Co., Ltd., a minority shareholder of Xiangtan CF. The loan was secured and bore an annual interest rate of 15%. It was subsequently repaid on October 21, 2011.
4. In 2007, a significant shareholder, who is also an officer and director of the Company advanced loans in the aggregate amount of \$6,464,000 (RMB 40,000,000) to the Company, through wholly owned corporations, in accordance with a Subordination and Forbearance Agreement dated April 27, 2007, Consignment Loan Agreements dated May 23, 2007 and June 26, 2007, and other ancillary documentation. These loans are unsecured, non-interest bearing, subordinate to the claims of all other creditors, including unsecured creditors of the Company, and were due on demand only after April 27, 2010.

On April 27, 2010, these loans were renewed for another three years with the same terms and conditions and are due on demand only after April 27, 2013.

5. As at December 31, 2011, the Company owed an officer and director of the Company \$427,843 (December 31, 2010 - \$320,879; January 1, 2010 - \$200,510) for unpaid salary.

6. On November 22, 2010, the Company loaned \$10,000 to an officer of the Company. This loan is unsecured, non-interest bearing and has no fixed terms of repayment. As at December 31, 2011, the full \$10,000 was outstanding and is included in trade and other receivables.
7. During 2011 and 2010, key management personnel did not exercise share options granted under the Company's stock option plan.

### **Outstanding Share Data**

As at the date of this report, the Company has 66,025,000 common shares outstanding, 5,300,000 stock options outstanding and 5,300,000 stock options outstanding and exercisable at a weighted average exercise price of \$0.51 per share. The Company has no warrants outstanding.

### **Risks and Uncertainties**

The Company is exposed to a variety of risks in the normal course of operations that could significantly affect its operating cash flow and profitability of operations and could cause its actual results to differ in material respects from our anticipated results. These risks may include, but are not limited to, those listed below. The Company seeks to manage the risks associated with its business operations; however, many of the factors affecting these risks are beyond the Company's control. The future effect of these risks and uncertainties cannot be quantified or predicted.

#### **Country risks**

Since substantially all of the business of the Company is operated in the China, the profitability, financial position and prospects of the Company are subject to the consideration and risks of operating in China. These include risks associated with the political and economic environment, foreign currency exchange and the legal system in China. Any changes in the policies of the China government regarding the domestic economy (for example, changes affecting foreign exchange rates, inflation, taxation and trade) may have a material effect on the overall economy.

The China government has been pursuing economic reforms since it first adopted its "open-door" policy in 1978. The current reforms are unprecedented, producing effects that are unpredictable, and are subject to further refinement and improvement. New political, economic and social developments and considerations may lead the China government to make adjustments to these reform measures. Any change in governmental policies or any unfavourable change in the political, economic or social conditions, the laws or regulations, or the rate or method of taxation in China may have a material adverse effect on the business of the Company.

Many laws and regulations dealing with economic matters in general, and foreign investment in particular, have been enacted in China. However, China still does not have a comprehensive system of laws, and enforcement of existing laws may be uncertain and sporadic. In China, gas distribution companies invest in and operate the piped gas supply business in urban areas under the supervision of a number of government ministries and departments, including the Ministry of Commerce, the MCC, the Ministry of Labor and Social Security and the Ministry of Public Security. The Company must comply with the relevant requirements of certain regulations, including the City Fuel Gas Administration Regulations, the Tentative Regulations in relation to the supervision and Administration of the Safety of Petroleum and Natural Gas Pipelines and the Regulations of the Safety of City fuel Gas Administration. In addition, the Company must comply with the relevant requirements and policies of local authorities where the Company's projects are situated. Rights or rights of first refusal to provide piped gas are granted by local governments pursuant to policies of promoting environmental protection and encouraging the use of natural gas and the construction of natural gas supply facilities. In addition, the natural gas distribution business in China is highly regulated and pricing is controlled by China government. Any change in such laws or regulations could have a material adverse effect on the business of the Company. There can be no assurance that the above regulatory regime and policies (including the granting of rights or rights of first refusal to supply piped gas) will not be changed. The Company's operations and profitability may be materially adversely affected if changes that occur are not favorable to the Company.

#### **Changes in foreign exchange regulations**

Since 1996, the PRC government has promulgated various foreign exchange rules, regulations and notices (the "Policies") to raise the convertibility of the Chinese renminbi ("renminbi"). According to the Policies, a foreign-invested enterprise ("FIE") must open a "current account" and a "capital account" at a bank authorized to trade foreign exchange. A FIE may convert renminbi in the capital account into any foreign currency at any authorized bank with the prior approval of the State Administration for Foreign Exchange ("SAFE"). The income and expenditures of the Company are denominated in renminbi. At present, renminbi cannot be freely converted into other currencies. According to the Policies, upon producing the board resolution on the authorization of the distribution of profits or dividends or the commercial documents evidencing foreign exchange transactions, the Company may purchase the foreign exchange required for the distribution from a designated authorized bank. The Company cannot guarantee that the Policies will not be withdrawn or amended.

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The Company continues to have substantial requirements for foreign currency, including foreign currency denominated loans and purchases of imported equipment and materials. Repayment of the principal and interest on loans denominated in foreign currency shall be approved by SAFE in advance. Such approval requirements could affect the Company's ability to obtain foreign exchange through debt financing or to obtain foreign exchange for capital expenditure. In addition, according to the current foreign exchange control system, there can be no assurance that sufficient foreign exchange can be obtained pursuant to a specific exchange rate in order to satisfy the Company's needs. A shortage in the foreign exchange may prevent the Company from obtaining sufficient currency to pay dividends or limit its ability to satisfy its needs for foreign exchange.

**Development projects and acquisitions**

Changfeng continues to focus on growing its business segments through organic development projects or acquisitions. The Company capitalizes costs incurred on certain of its projects during the development period when the project meets specific criteria and is expected to proceed through to completion. The related capital costs of a project that does not proceed through to completion are expensed at the time it is discontinued to the extent that these costs and underlying materials cannot be utilized on another project. With respect to the Company's acquisition of assets and operations, there is a risk that certain business opportunities may not materialize as expected, resulting in asset impairment.

**Substantial initial capital expenditure requirement**

The nature of the Company's operations require it to make a substantial initial investment in the construction of gas pipeline infrastructure and the construction of CNG filling stations. The initial investment must be financed by internal resources of the Company, bank loans and/or equity fund raising. There can be no assurance that external sources of financing will be available to fund the Company's capital expenditure program. The failure to obtain such financing may hinder the Company's ability to continue its existing investments or make new investments. In addition, there are risks associated with the construction of new facilities, including risks that costs of construction may be greater than anticipated, and that construction may be delayed due to factors beyond the control of the Company.

**Grant of additional licenses**

The business objectives of the Company include the expansion of its operations by applying for distribution and construction permits for natural gas distribution rights in other cities in China. Applicants for such licenses are required to meet extensive criteria, and to submit to a detailed examination of their infrastructure and management to a special team appointed by the government body reviewing such applications. Notwithstanding the results of any such review, distribution and construction permits are granted to applicants at the sole discretion of the government body reviewing such applications, and such grants occur on an infrequent basis. Accordingly, there can be no assurance that the Company will be granted any distribution or construction permits for which it applies, which may in turn have a material adverse effect upon the operations and growth strategy of the Company.

**Price control**

Any increase in gas usage charges exceeding the original approved charge requires the approval of the local state price bureau. There is no assurance that any increases (except for an increase to offset the rise in the Company's purchase price of gas) will be approved. There is no assurance that the Company will be able to offset any increase in the purchase price of gas with an increase in the sales price, such that its profitability may be adversely impacted.

**Obligations to purchase gas**

The Company currently has a letter of intent with CNOOC for the purchase of 150 million m<sup>3</sup>. The Company may, at its option, enter into a take or pay agreement with CNOOC which will leave it financially committed to purchase gas without any assurance that it will have sales to offset the purchase obligations. In addition, the agreement in principle between the Company and CNOOC is conditional upon the completion of a plant to be constructed by CNOOC, which is in turn subject to the receipt of various regulatory and governmental approvals. Failure by CNOOC to obtain the required approvals and/or to complete construction of its proposed plant may have a material adverse effect on the Company.

**Reliance on the suppliers of natural gas**

At present, the Company purchases natural gas solely from Hainan Petrol pursuant to the supply Agreement. Currently, the Company has a contract to purchase 24 million M3 gas a year from this supplier until December 31, 2015. There can be no assurance that the Company will be able to obtain natural gas from suppliers on terms similar to those of the supply Agreement or without material interruption.

**Limited insurance coverage**

As natural gas is an inherently flammable and explosive substance, the Company has implemented strict safety measures for the operation and maintenance of its facilities, however, the Company cannot guarantee that industry-related accidents will not happen in the future. Significant operational hazards and natural disasters may cause interruptions in the

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Company's operations that could have a material adverse impact on the financial condition of the Company. Although the Company may maintain insurance to protect against certain risks in such amounts as it considers reasonable, its insurance will not cover all the potential risks associated with its operations. The Company may also be unable to maintain insurance to cover these risks at economically feasible premiums. Insurance coverage may not be available or may not be adequate to cover any resulting liability. A successful claim made against the Company that is not covered by any of the Company's insurance policies or is in excess of its insurance coverage could have a material adverse effect on the Company's business and financial position.

**Environmental risks and hazards**

All phases of the Company's operations are subject to environmental regulation in the jurisdictions in which it operates. Environmental legislation is evolving in a manner that will require stricter standards and enforcement, increased fines and penalties for non-compliance, more stringent environmental assessments of proposed projects, and a heightened degree of responsibility for companies and their officers, directors and employees. There is no assurance that future changes in environmental regulation, if any, will not adversely affect the Company's operations. Environmental hazards may exist in connection with the pipelines and distribution networks in which the Company holds interests that are unknown to the Company at present. Government approvals and permits are currently, and may in the future, be required to be obtained or renewed in connection with the Company's operations. To the extent such approvals are required and not obtained or existing permits are not renewed, the Company may be curtailed or prohibited from continuing its operations or from proceeding with planned development of its proposed projects. Failure to comply with applicable laws, regulations and permitting requirements may result in enforcement actions thereunder, including orders issued by regulatory or judicial authorities causing operations to cease or be curtailed, and may include corrective measures requiring capital expenditures, installation of additional equipment, or remedial actions. The Company may be required to compensate those suffering loss or damage by reason of its activities and may have civil or criminal fines or penalties imposed for violations of applicable laws or regulations. Amendments to current laws, regulations and permits governing current or proposed operations and activities of the Company, or more stringent implementation thereof, could have a material adverse impact on the Company and cause increases in development expenses, capital expenditures or production costs, or require abandonment or delays in development of new projects. The Company is subject to the PRC environmental protection laws and regulations which impose fines for violations of laws, regulations or decrees and provide for the shutdown by the central, provisional or municipal governments of any facility not in compliance with governmental orders requiring the cessation or cure of certain activities causing environmental damage. As natural gas is an environmentally friendly form of fuel, the Company has not adopted any special environmental protection measures other than the measures taken in the ordinary course of business by companies in the industry.

**Key executives**

The Company is dependent upon the services of key executives, management of the Company and a small number of highly skilled and experienced executives and personnel. In addition, in the event that the Company expands its operations to other jurisdictions in the Hainan and Guangdong Provinces as presently contemplated, it will be required to hire additional skilled personnel. Due to the relatively small size of the Company, the loss of these persons or the Company's inability to attract and retain additional highly-skilled employees may adversely affect its business and future operations.

**Infrastructure**

Natural gas distribution activities depend on adequate infrastructure. Reliable roads, bridges, power sources and water supply are important determinants, which affect capital and operating costs. Unusual or infrequent weather phenomena, sabotage, government or other interference in the maintenance or provision of such infrastructure could adversely affect the Company's operations, financial condition and results of operations. Any increase in the operating costs of the natural gas distribution networks of the Company could have a material adverse effect on the Company.

**Competition**

The natural gas distribution industry is competitive in all of its segments. The Company faces strong competition from other natural gas distribution companies in connection with the development of pipelines and acquisition of distribution rights for natural gas. Many of these companies have greater financial resources, operational experience and technical capabilities than the Company. As a result of this competition, the Company may be unable to maintain or acquire distribution rights on terms it considers acceptable, or at all. The ability of the Company to acquire natural gas distribution rights depends upon whether the Company is able to meet certain qualifications, the extent of competition, and the discretion of the MCC and other applicable government bodies. Factors beyond the control of the Company may affect its ability to obtain or retain distribution rights, or to secure exclusive concession rights with local municipalities, as well as the marketability of natural gas distributed by the Company. As a result of these and other factors, competitors of the Company may be granted shared or exclusive natural gas distribution rights in the target markets of the Company, either of which may adversely affect the Company's future growth plans and operations. Changfeng also competes for

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financing with other companies, many of whom have greater financial resources and/or more advanced operations. There can be no assurance that additional capital or other types of financing will be available if needed or that, if available, the terms of such financing will be favorable to the Company.

**Substitute products**

Coal, gas, liquid propane gas, liquid natural gas and electricity are the main substitutes for natural gas. Ultimate consumers will consider factors such as cost, reliability, convenience and safety when choosing a fuel. Connection fees, gas usage charges and heat content are the major factors affecting customers' choice of fuel. Save for newly built residential apartments that are required to be equipped with natural gas supply for cooking stoves, in most of the locations in which the Company has established a presence, there is no assurance that existing fuel users will shift to use piped natural gas. Continued growth of the Company is dependent upon the continued conversion by Chinese residential and business consumers to natural gas as a fuel source.

**Commodity prices**

The price of the securities of the Company, the Company's financial results and development activities may in the future be significantly and adversely affected by declines in the price of natural gas and other commodities. The price of natural gas and other commodities fluctuates widely and is affected by numerous factors beyond the Company's control, such as the sale or purchase of natural gas by various central banks and financial institutions, interest rates, exchange rates, inflation or deflation, fluctuation in the value of the United States dollar and other foreign currencies, global and regional supply and demand, the political and economic conditions of major oil-producing countries throughout the world, and the cost of substitutes, inventory levels and carrying charges. Future serious price declines in the market value of natural gas and other commodities could cause continued development of the Company's projects to be impracticable. Depending on the price of natural gas and other commodities, cash flow from operations may not be sufficient and the Company could be forced to discontinue development of, may lose its interest in, or may be forced to sell, some of its interests.

**Currency, interest rate and exchange fluctuations**

The value of renminbi is subject to changes in the PRC government's policies and depends to a large extent on domestic and international economic and political developments, as well as supply and demand in the local market. Since 1994, the official exchange rate for the conversion of renminbi to US dollars has generally been stable, and renminbi has appreciated slightly against the US dollar. Any devaluation of renminbi may adversely affect the value of, and dividends payable on, the securities of the Company in foreign currency terms since the Company receives its revenues in renminbi. Results of operations and the financial condition of the Company may also be affected by changes in the value of certain currencies other than renminbi in which the Company's obligations are denominated. In particular, a devaluation of the renminbi is likely to increase the portion of the Company's cash flow required to satisfy its foreign currency-denominated obligations.

**Government regulation**

The construction and distribution activities of the Company are subject to various laws governing development, construction, distribution, taxes, labour standards and occupational health, toxic substances, land use, water use, and other matters. Although the Company's operations are currently carried out in accordance with all applicable rules and regulations, no assurance can be given that new rules and regulations will not be enacted or that existing rules and regulations will not be applied in a manner that could limit or curtail production or distribution activities. Amendments to current laws and regulations governing natural gas distribution and related matters or more stringent implementation thereof could have a substantial adverse impact on the Company.

**Non-GAAP Financial Measures**

This MD&A contains certain financial measures that do not have any standardized meaning prescribed by IFRS. Therefore, these financial measures may not be comparable to similar measures presented by other issuers. Investors are cautioned these measures should not be construed as alternative to net earnings or to cash provided by (used in) operating, investing, and financing activities determined in accordance with IFRS, as indicators of our performance. We provide these measures to assist investors in determining our ability to generate earnings and cash provided by operating activities and to provide additional information on how these cash resources are used. These measures are listed and defined below:

**EBITDA**

EBITDA is defined herein as earnings before income tax expense (recovery), (loss) gain on sale of assets, interest income (expense), depreciation and amortization, share of loss of investment in associate, as well as non-cash stock-based compensation expense. EBITDA does not have any standardized meaning prescribed by IFRS and therefore may not

conform to the definition used by other companies. The adoption of IFRS did not have a significant impact on EBITDA as previously reported under Canadian GAAP.

A reconciliation of net earnings (loss) to EBITDA for each of the periods presented in this MD&A follows:

As at \$ thousands	December 31, 2011	December 31, 2010	Change	%
Net Income	1,371	956	415	43.4%
Add:				
Income tax	1,170	958	212	22.1%
Interest income	(5)	(5)	(0)	–
Share of loss of investment in associate	(19)	–	(19)	–
Stock-based compensation	101	250	(149)	–59.6%
Amortization	1,879	1,217	662	54.4%
Interest on long term debt	1,403	642	761	118.5%
<b>EBITDA</b>	<b>5,900</b>	<b>4,018</b>	<b>1,882</b>	<b>46.8%</b>

### Adjusted working capital

Adjusted working capital is calculated as current assets less adjusted current liabilities. Adjusted current liabilities is calculated as current liabilities, excluding interest repayable on demand to Sanya Asset Management Corporation that is not expected to be repaid within the next 12 months, deferred revenue in connection with gas connection fees which are deferred when we receives the payments from customers and are recognized on the percentage of completion method, measured by reference to the value of work carried out during the period, as well as line of credit. As is the practice with lines of credit in China, Typically, credit lines are renewed when it comes due.

We believe that adjusted working capital is a useful supplemental measure as it provides an indication of our ability to settle our debt obligations as they come due.

Our calculation of adjusted working capital is provided in the table below:

As at \$ thousands	December 31, 2011	December 31, 2010
Current assets	9,278	5,993
Less: Current liabilities	19,948	11,987
Working capital (deficit)	(10,670)	(5,994)
Plus: Deferred revenue	6,069	4,684
Interest payable	2,104	1,965
Line of credit	4,848	–
<b>Adjusted working capital (deficit)</b>	<b>2,351</b>	<b>655</b>

## Financial Instruments

Changfeng does not have complex financial instruments, and the various risks related to these financial instruments, including foreign currency risk, commodity price risk, interest rate risk, concentration of credit risk and liquidity risk have been disclosed in the notes to the Consolidated Financial Statements. See the “Note to the Consolidated Financial Statements” for further details around these contracts.

## Critical Accounting Policies and Estimates

To prepare financial statements that conform to IFRS, Changfeng is required to make estimates and assumptions that affect both the amount and timing of recording assets, liabilities, revenues and expenses, since the determination of these items may be dependent on future events. Each of these estimates varies with respect to the level of judgment involved and the potential impact on the Company's reported financial results. Estimates are deemed critical when the Company's financial condition, change in financial condition or results of operations would be materially impacted by a different

estimate or a change in estimate from period to period. By their nature, these estimates are subject to measurement uncertainty, and changes in these estimates may affect the consolidated financial statements of future periods.

All of the Company's significant accounting policies are discussed in Note 3 of the Audited Consolidated Financial Statements, which are incorporated by reference and can be found on the regulator's web site at [www.sedar.com](http://www.sedar.com)

### **Critical Accounting Estimates**

#### ***Valuation of intangible assets***

The Company has intangible assets acquired in a business acquisition that were recorded at their fair values at the acquisition date. The identification and valuation of these intangible assets at the time of acquisition require the use of management judgment and estimates, which were believed to be reasonable under the circumstances. The use of alternative estimates and assumptions could increase or decrease the estimated fair value of recorded intangible assets, and potentially result in a different impact to our results of operations.

The Company's intangible assets consist of gas purchase contract rights, which are amortized over their contractual useful lives. As at December 31, 2011 and 2010, the Company had intangible assets of \$299,181 and \$528,150, respectively.

#### ***Revenue recognition***

Gas connection revenue is deferred and only recognized when the outcome of a contract can be estimated reliably and the stage of completion at the balance sheet date can be measured reliably.

Revenue from gas connection contracts is recognized on the percentage of completion method, measured by reference to the value of work carried out during the year. When it is probable that total contract costs will exceed contract revenue, the expected loss is recognized as an expense immediately. Sales of gas appliances are recognized when goods are delivered and title has passed.

As at December 31, 2011 and 2010 the Company had deferred revenue of \$6,069,457 and \$4,683,502, respectively, with respect to deposits received from customers in excess of the value of work carried out during the year.

#### ***Amortization expense***

The Company's plant and equipment are amortized on a straight-line basis over their estimated useful lives once they are ready for their intended use. The estimation of useful lives requires management's judgment regarding the period of time the assets will be in use based on engineering studies, experience and industry practice.

Plant and equipment are recorded at cost. Land use rights are recorded at cost and amortized over the term of the agreement. The useful lives of the Company's assets are as follows:

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Pipelines	30 - 35 years
Land use rights	Term of agreement
Motor vehicles	3 - 10 years
Furniture and equipment	3 - 20 years
Computer equipment	3 - 5 years
CNG refuelling station	20 years

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Amortization expense in 2011 was \$1.88 million (2010 — \$1.22 million).

#### ***Impairment evaluation***

The Company assesses intangible assets with indefinite lives for impairment annually or when an event or change in circumstances may indicate impairment. This assessment includes a comparison of the carrying value of the indefinite life intangible asset to its estimated fair value to ensure that the fair value is greater than the carrying value. The Company calculates the estimated fair value using valuation methods such as discounted cash flow analysis. These valuation methods employ a variety of assumptions, including future revenue growth, expected earnings, and earnings multiples. Estimating the fair value of an indefinite life intangible asset is a subjective process and requires the use of our best estimates. If our estimates or assumptions change from those used in our current valuation, we may be required to recognize impairment losses in future periods.

The Company assesses the carrying value of long-lived assets, which include property, plant and equipment and intangible assets subject to amortization, for indications of impairment when events or circumstances indicate that the carrying amounts may not be recoverable from estimated future cash flows. Estimating future cash flows requires assumptions about future business conditions and technological developments. Significant, unanticipated changes to these assumptions could require a provision for impairment in the future.

### ***Income taxes***

The Company uses the asset and liability method of accounting for income taxes. Under this method of tax allocation, current income taxes are recognized for the estimated taxes payable for the current year. Future income taxes are determined based on the temporary differences between the accounting and tax bases of assets and liabilities, as well as for the benefit of losses available to be carried forward to future years for tax purposes that are more likely than not to be realized. These income tax assets and liabilities are measured using the enacted or substantively enacted tax rates in which the income tax assets or liabilities are expected to be settled or realized. A valuation allowance is provided to the extent that it is more likely than not that future income tax assets will not be realized.

According to the PRC Tax Administration and Collection Law, the statute of limitations is three years if the underpayment of taxes is due to computational errors made by the taxpayer or the withholding agent. The statute of limitations is extended to five years under special circumstances, which are not clearly defined. There is no statute of limitations in the case of tax evasion. The tax returns of the Company's PRC subsidiaries for the 2010 tax year are subject to examination by the relevant tax authorities.

## **Adoption of International Financial Reporting Standards**

Effective January 1, 2011, Canadian publicly accountable enterprises were required to adopt IFRS for fiscal years beginning on or after January 1, 2011, with a transition date of January 1, 2010.

The first quarter of 2011 ended March 31, 2011 with comparative information for 2010 was the Company's first interim period reported under IFRS. All comparative figures in this annual report have been restated to be in accordance with IFRS, unless specifically noted otherwise.

Note 25 of the Company's audited consolidated financial statements provide more detail on its key Canadian GAAP to IFRS differences, the Company's accounting policy decision and IFRS 1, First-Time Adoption of International Financial Reporting Standards, optional exemptions for significant or potentially significant areas that have had an impact on the Company's financial statements on transition to IFRS or may have an impact in future periods.

### **Transitional Financial Impact**

As a result of the policy choices the Company has selected and the changes it was required to make under IFRS, we had no material impact in its opening balance as at January 1, 2010. The table below outlines adjustments to equity and net income on adoption of IFRS on January 1, 2010 and December 31, 2010 for comparative purposes.

#### **Reconciliation of shareholders' equity as reported under Canadian GAAP to total equity under IFRS:**

	December 31, 2010	January 1, 2010
Shareholders' equity reported under Canadian GAAP	\$ 10,801,374	\$ 9,595,110
Reclassification of non-controlling interest to total equity under IFRS	671,444	681,197
Differences increasing reported total equity:		
Plant and equipment	(190,507)	(136,597)
<b>Total equity under IFRS</b>	<b>\$ 11,282,311</b>	<b>\$ 10,139,710</b>

#### **Reconciliation of net income as reported under Canadian GAAP to IFRS:**

	Year ended December 31, 2010
Net income under Canadian GAAP	\$ 1,020,091
Add back non-controlling interest	(9,754)
Difference decreasing reported amount:	
Amortization of assets components	(53,910)
<b>Net income under IFRS</b>	<b>\$ 956,427</b>

There was no material cash flow impact.

### ***Financial statement presentation changes***

Amortisation – under IFRS, Cost of sales include amortization expense.

Stock-based compensation– under IFRS, General and administrative expenses include stock-based compensation.

Interest on long-term debt– under IFRS, Interest on long-term debt are excluded from the income from operations.

### **Post-Implementation**

The post-implementation phase will involve continuous monitoring of changes in IFRS in future periods. We note that the standard setting bodies that determine IFRS have significant ongoing projects that could impact the IFRS accounting policies that the Company has selected. In particular, we expect that there may be additional new or revised IFRSs or International Financial Reporting Interpretations Committee ("IFRIC") in relation to consolidation, financial instruments, and leases. The Company also notes that the International Accounting Standards Board is currently working on an extractive industries project, which could significantly impact its financial statements primarily in the areas of capitalization of exploration costs and disclosures. The Company has processes in place to ensure that potential changes are monitored and evaluated. The impact of any new IFRSs and IFRIC interpretations will be evaluated as they are drafted and published.

## **Future Accounting Changes**

Certain pronouncements were issued by the IASB or the IFRS Interpretations Committee that are not yet effective for the year ended December 31, 2011, and have not been applied in preparing these consolidated financial statements:

### **Financial Instruments - Recognition and Measurement**

In October 2010, the IASB published amendments to IFRS 9 Financial Instruments (IFRS 9 (2010)) which provide added guidance on the classification and measurement of financial liabilities. IFRS 9 (2010) supersedes IFRS 9 (2009) and is effective for annual periods beginning on or after January 1, 2015, with early adoption permitted. For annual periods beginning before January 1, 2015, either IFRS 9 (2009) or IFRS 9 (2010) may be applied. The Company intends to adopt IFRS 9 (2010) in its financial statements for the annual period beginning on January 1, 2015. The extent of the impact of adoption of IFRS 9 (2010) has not yet been determined.

### **Financial Instruments – Disclosures**

In October 2010, the IASB issued amendments to IFRS 7 Financial Instruments: Disclosures. These amendments require disclosure of information that enables users of financial statements to understand the relationship between transferred financial assets that are not derecognized in their entirety and the associated liabilities; and to evaluate the nature of, and risks associated with, the Company's continuing involvement in derecognized financial assets. The amendments are effective for annual periods beginning on or after January 1, 2012 and therefore the Company will apply the amendments in the first quarter of 2012. There is no significant expected impact to the Company as a result of implementing this standard.

### **Financial Assets and Liabilities**

In December 2011 the IASB published amendments to IAS 32 Financial Instruments: Presentation and issued new disclosure requirements in IFRS 7 Financial Instruments: Disclosures. The effective date for the amendments to IAS 32 is annual periods beginning on or after January 1, 2014. The effective date for the amendments to IFRS 7 is annual periods beginning on or after January 1, 2013. These amendments are to be applied retrospectively.

The amendments to IAS 32 clarify when an entity has a legally enforceable right to off-set as well as clarify, when a settlement mechanism provides for net settlement, or gross settlement that is equivalent to net settlement. The amendments to IFRS 7 contain new disclosure requirements for financial assets and liabilities that are offset in the statement of financial position or subject to master netting arrangements or similar arrangements. The Company intends to adopt the amendments to IFRS 7 in its financial statements for the annual period beginning on January 1, 2013, and the amendments to IAS 32 in its financial statements for the annual period beginning January 1, 2014. The extent of the impact of adoption of the amendments has not yet been determined.

### **Consolidated Financial Statements**

In May 2011, the IASB issued IFRS 10 Consolidated Financial Statements. IFRS 10 replaces portions of IAS 27, Consolidated and Separate Financial Statements, that addresses consolidation, and supersedes SIC-12, Consolidation - Special Purpose Entities ("SPE"), in its entirety. IFRS 10 provides a single model to be applied in the analysis of control of all investees, including entities that currently are SPEs in the scope of SIC-12. In addition, the consolidation procedures specified in IFRS 10 are carried forward substantially unmodified from IAS 27.

### **Joint Arrangements**

**Managements' Discussion and Analysis**For the year ended December 31, 2011

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In May 2011, the IASB issued IFRS 11, Joint Arrangements. IFRS 11 supersedes IAS 31, Interest in Joint Ventures and SIC-13, Jointly Controlled Entities - Non-Monetary Contributions by Venturers. Through an assessment of the rights and obligations in an arrangement, IFRS 11 establishes principles to determine the type of joint arrangement, which are classified as either joint operations or joint ventures, and provides guidance for financial reporting activities required by the entities that have an interest in arrangements that are controlled jointly. Investments in joint ventures are required to be accounted for using the equity method.

As a result of the issuance of IFRS 10 and IFRS 11, IAS 28, Investments in Associates and Joint Ventures, has been amended to correspond to the guidance provided in IFRS 10 and IFRS 11.

**Disclosure of Interests in Other Entities**

In May 2011, the IASB issued IFRS 12 Disclosure of Interests in Other Entities, which contains disclosure requirements for companies that have interests in subsidiaries, joint arrangements, associates and unconsolidated structured entities.

IFRS 10, IFRS 11 and IFRS 12, and the amendments to IAS 27 and IAS 28 are all effective for annual periods beginning on or after January 1, 2013. Early adoption is permitted, so long as IFRS 10, IFRS 11 and IFRS 12, and the amendments to IAS 27 and IAS 28 are adopted at the same time. However, entities are permitted to incorporate any of the disclosure requirements in IFRS 12 into their financial statements without early adopting IFRS 10, IFRS 11, amendments to IAS 27 and 28. The Company intends to adopt IFRS 10, IFRS 11 and IFRS 12 and the amendments to IAS 27 and IAS 28 in its consolidated financial statements for the annual period beginning on January 1, 2013. The extent of the impact of adoption of IFRS 10, IFRS 11 and IFRS 12 and the amendments to IAS 27 and IAS 28 has not yet been determined.

**Fair Value Measurement**

In May 2011, the IASB published IFRS 13 Fair Value Measurement, which is effective prospectively for annual periods beginning on or after January 1, 2013. IFRS 13 replaces the fair value measurement guidance contained in individual IFRSs with a single source of fair value measurement guidance. The standard also establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements. The Company intends to adopt IFRS 13 prospectively in its financial statements for the annual period beginning on January 1, 2013. The extent of the impact of adoption of IFRS 13 has not yet been determined.

**Presentation of Financial Statements**

In June 2011, the IASB published amendments to IAS 1 Presentation of Financial Statements: Presentation of Items of Other Comprehensive Income, which are effective for annual periods beginning on or after July 1, 2012 and are to be applied retrospectively. Early adoption is permitted. These amendments require that a company present separately the items of other comprehensive income that may be reclassified to profit or loss in the future from those that would never be reclassified to profit or loss. The Company intends to adopt these amendments in its financial statements for the annual period beginning on January 1, 2013. The extent of the impact of adoption of these amendments has not yet been determined.

**Employee Benefits**

In June 2011, the IASB published an amended version of IAS 19 Employee Benefits. Adoption of the amendment is required for annual periods beginning on or after January 1, 2013, with early adoption permitted. The amendment is generally applied retrospectively with certain exceptions. The amendment will require the calculation of expected return on plan assets to be based on the rate used to discount the defined benefit obligation. The amendment also requires other additional disclosures. The Company intends to adopt the amendment in its financial statements for the annual period beginning on January 1, 2013. Where required, the Company will apply this amendment retrospectively. The extent of the impact of adoption of the amendment has not yet been determined.

**Outlook**

China is entering into a "Natural Gas Era". Natural gas supply is expected to grow from 100 billion m3 (bcm) in 2010 to 240 bcm by 2015. That's an additional 140 bcm that needs to reach new customers and requires a distribution solution that we provide. We believe that Changfeng is well positioned to achieve a larger share in this fast growing sector.

Our outlook for 2012 is very positive. We expect to continue to add both residential and commercial customers to our existing pipeline networks in the Sanya Region, including the Haitang Bay district, although the pace of its development is slowing down. We anticipate that the volume of gas sold during 2012 will continue to increase from both our operations in the Sanya Region and our CNG refueling retail station in Changsha city.

In addition, with the upcoming full operation of the eight sub-lines of the PetroChina's Second West-East Gas Pipeline by mid-2012, we believe that further increases in our revenue in 2012 may be possible from our Xiangdong project.

We also expect there are opportunities to continue to grow our business through our proposed joint venture with CNPC Kunlun Natural Gas Exploitation Company Limited in Guangdong province, China.



Consolidated Financial Statements  
(Expressed in Canadian dollars)

## **CHANGFENG ENERGY INC.**

Years ended December 31, 2011 and 2010

# INDEPENDENT AUDITORS' REPORT

To the Shareholders of Changfeng Energy Inc.

We have audited the accompanying consolidated financial statements of Changfeng Energy Inc., which comprise the consolidated balance sheets as at December 31, 2011, December 31, 2010 and January 1, 2010, the consolidated statements of comprehensive income, changes in equity and cash flows for the years ended December 31, 2011 and December 31, 2010, and notes, comprising a summary of significant accounting policies and other explanatory information.

## *Management's Responsibility for the Consolidated Financial Statements*

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## *Auditors' Responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

## *Opinion*

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Changfeng Energy Inc. as at December 31, 2011, December 31, 2010 and January 1, 2010, and its consolidated financial performance and its consolidated cash flows for the years ended December 31, 2011 and December 31, 2010 in accordance with International Financial Reporting Standards.

## *Emphasis of Matter*

Without modifying our opinion, we draw attention to note 2(a) in the consolidated financial statements, which indicates that Changfeng Energy Inc. has a working capital deficiency as at December 31, 2011 with significant short-term liabilities and contractual commitments due in 2012. This condition, along with other matters as set forth in note 2(a) in the consolidated financial statements, indicate the existence of a material uncertainty that may cast significant doubt about Changfeng Energy Inc.'s ability to continue as a going concern.

A handwritten signature in black ink that reads "KPMG LLP". The signature is written in a cursive, stylized font. Below the signature is a single horizontal line.

Chartered Accountants, Licensed Public Accountants

April 30, 2012

Toronto, Canada

# CHANGFENG ENERGY INC.

Consolidated Balance Sheets  
(Expressed in Canadian dollars)

December 31, 2011, December 31, 2010 and January 1, 2010

	December 31, 2011	December 31, 2010 (Note 25)	January 1, 2010 (Note 25)
<b>Assets</b>			
Current assets:			
Cash	\$ 5,061,517	\$ 2,670,113	\$ 3,782,250
Trade and other receivables (note 5)	2,567,215	2,034,762	1,129,924
Prepaid expenses and deposits	596,331	334,887	299,660
Inventories (note 6)	729,413	572,566	581,570
Due from related parties (note 16)	323,200	380,301	385,140
Total current assets	9,277,676	5,992,629	6,178,544
Non-current assets:			
Long-term deposits and advances (note 7)	1,888,889	917,657	169,692
Investment in associate (note 9)	787,821	—	—
Property and equipment (note 10)	43,364,393	37,317,603	29,077,168
Intangible assets (note 11)	299,181	528,150	536,550
Deferred income tax assets (note 15)	—	—	197,440
Total non-current assets	46,340,284	38,763,410	29,980,850
Total assets	\$ 55,617,960	\$ 44,756,039	\$ 36,159,394
<b>Liabilities and Shareholders' Equity</b>			
Current liabilities:			
Bank indebtedness (note 12(e))	\$ 4,848,000	\$ —	\$ —
Trade and other payables	4,882,747	4,262,759	2,637,320
Deferred revenue	6,069,457	4,683,502	3,586,710
Interest payable (note 12(f))	2,104,388	1,965,051	1,996,304
Current portion of long-term debt (note 12)	1,616,000	754,500	8,400,840
Due to related parties (note 16)	427,843	320,879	200,510
Total current liabilities	19,948,435	11,986,691	16,821,684
Non-current liabilities:			
Long-term debt (note 12)	15,022,232	15,451,037	3,066,000
Due to related parties (note 16)	6,948,800	6,036,000	6,132,000
Deferred income tax liabilities (note 15)	142,059	—	—
Total non-current liabilities	22,113,091	21,487,037	9,198,000
Total liabilities	42,061,526	33,473,728	26,019,684
Shareholders' equity:			
Share capital (note 13)	12,121,808	12,121,808	12,121,808
Contributed surplus (note 13(c))	1,863,374	1,762,168	1,190,509
Warrants	—	—	321,724
Accumulated other comprehensive income (loss)	738,015	(63,762)	—
Deficit	(1,824,362)	(3,209,347)	(4,175,528)
Total shareholders' equity	12,898,835	10,610,867	9,458,513
Non-controlling interest	657,599	671,444	681,197
Total equity	13,556,434	11,282,311	10,139,710
Going concern (note 2(a))			
Commitments and contingences (note 18)			
Economic dependence (note 21)			
Subsequent events (note 24)			
Total liabilities and equity	\$ 55,617,960	\$ 44,756,039	\$ 36,159,394

See accompanying notes to consolidated financial statements.

On behalf of the Board:

"Graham Warren" Director

"Wencheng Zhang" Director

# CHANGFENG ENERGY INC.

Consolidated Statements of Comprehensive Income  
(Expressed in Canadian dollars)

Years ended December 31, 2011 and 2010

	2011	2010
Revenue	\$ 28,175,681	\$ 22,135,218
Cost of sales	16,467,194	11,806,485
Gross margin	11,708,487	10,328,733
Expenses:		
General and administrative	5,062,363	4,606,427
Travel and business development	2,688,901	3,171,278
	7,751,264	7,777,705
Income from operations	3,957,223	2,551,028
Interest expense	1,402,585	641,838
Interest income	(5,197)	(4,937)
Share of loss of investment in associate (note 9)	19,118	—
Income before income taxes	2,540,717	1,914,127
Income taxes (note 15)	1,169,577	957,700
Net income	1,371,140	956,427
Other comprehensive income (loss):		
Exchange differences on translation of foreign operations	801,777	(63,762)
Total comprehensive income	\$ 2,172,917	\$ 892,665
Net income attributable to:		
Owners of the Company	\$ 1,384,985	\$ 966,181
Non-controlling interest	(13,845)	(9,754)
	\$ 1,371,140	\$ 956,427
Total comprehensive income attributable to:		
Owners of the Company	\$ 2,186,762	\$ 902,419
Non-controlling interest	(13,845)	(9,754)
	\$ 2,172,917	\$ 892,665
Earnings per share attributable to common shareholders:		
Basic and diluted (note 14)	\$ 0.021	\$ 0.015

See accompanying notes to consolidated financial statements.

# CHANGFENG ENERGY INC.

Consolidated Statements of Changes in Equity  
(Expressed in Canadian dollars)

Years ended December 31, 2011 and 2010

December 31, 2011	Share capital	Contributed surplus	Warrants	Deficit	Accumulated other comprehensive income (loss)	Non-controlling interest	Total
Balance, January 1, 2011	\$ 12,121,808	\$ 1,762,168	\$ -	\$ (3,209,347)	\$ (63,762)	\$ 671,444	\$ 11,282,311
Net income (loss)	-	-	-	1,384,985	-	(13,845)	1,371,140
Stock-based compensation	-	101,206	-	-	-	-	101,206
Currency translation adjustment	-	-	-	-	801,777	-	801,777
Balance, December 31, 2011	\$ 12,121,808	\$ 1,863,374	\$ -	\$ (1,824,362)	\$ 738,015	\$ 657,599	\$ 13,556,434

December 31, 2010	Share capital	Contributed surplus	Warrants	Deficit	Accumulated other comprehensive loss	Non-controlling interest	Total
Balance, January 1, 2010	\$ 12,121,808	\$ 1,190,509	\$ 321,724	\$ (4,175,528)	\$ -	\$ 681,197	\$ 10,139,710
Net income (loss)	-	-	-	966,181	-	(9,754)	956,427
Stock-based compensation	-	249,935	-	-	-	-	249,935
Currency translation adjustment	-	-	-	-	(63,762)	1	(63,761)
Warrants expired	-	321,724	(321,724)	-	-	-	-
Balance, December 31, 2010	\$ 12,121,808	\$ 1,762,168	\$ -	\$ (3,209,347)	\$ (63,762)	\$ 671,444	\$ 11,282,311

See accompanying notes to consolidated financial statements.

# CHANGFENG ENERGY INC.

Consolidated Statements of Cash Flows  
(Expressed in Canadian dollars)

Years ended December 31, 2011 and 2010

	2011	2010
Cash flows from operating activities:		
Net income	\$ 1,371,140	\$ 956,427
Items not involving cash:		
Deferred income taxes	142,059	195,800
Amortization	1,878,734	1,217,139
Share of loss of investment in associate (note 9)	19,118	—
Current income taxes	1,027,518	761,900
Interest expense	1,402,585	641,838
Stock-based compensation	101,206	249,935
Income taxes paid	(1,070,052)	(566,717)
Interest paid	(1,383,344)	(1,425,835)
Change in non-cash operating working capital (note 17)	743,721	2,724,352
Net cash flows from operating activities	4,232,685	4,754,839
Cash flows from financing activities:		
Net (decrease) increase in long-term debt	(1,021,300)	5,357,480
Net increase in bank indebtedness	4,848,800	—
Increase in financing cost	—	(452,740)
Net cash flows from operating activities	3,827,500	4,904,740
Cash flows from investing activities:		
Property and equipment	(4,949,015)	(9,963,290)
Investment in associate	(306,200)	—
Long-term deposits	(705,358)	(756,446)
Net cash flows used in investing activities	(5,960,573)	(10,719,736)
Increase (decrease) in net cash	2,099,612	(1,060,157)
Effects of foreign exchange on cash balances	291,792	(51,980)
Net cash, beginning of year	2,670,113	3,782,250
Net cash, end of year	\$ 5,061,517	\$ 2,670,113

See accompanying notes to consolidated financial statements.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 1. Corporate information:

Changfeng Energy Inc. (the "Company" or "Changfeng") was incorporated under the Canada Business Corporations Act on May 4, 2006. Through its subsidiaries, the Company's core business activity is the distribution of natural gas for industrial, commercial and residential users in the People's Republic of China ("China" or "PRC"). The registered office of the Company is located at 25 Adelaide Street East, Suite 1612, Toronto, Ontario, M5C 3A1, and the principal operations of its business are in China.

The ability to build and operate gas pipeline infrastructure and distribute piped gas in China is established by concession rights obtained from the applicable municipal and provincial governments. Natural gas distribution operations in China are subject to certain government regulations regarding the purchase and sale of natural gas, including pricing.

## 2. Basis of presentation:

### (a) Going concern:

The Company's consolidated financial statements have been prepared on the basis of accounting principles applicable to a going concern, which contemplate the realization of assets and the satisfaction of liabilities and commitments in the normal course of business. As at December 31, 2011, the Company had a working capital deficiency of \$10,670,759.

Included in the working capital deficiency are \$2,104,388 of interest payable and a \$4,848,000 one-year line of credit. Interest payable is due on demand to Sanya State Assets Management Corporation (a state owned company) and originated in years prior to 2007. Sanya State Assets Management Corporation has not requested payment for more than four years and the Company believes that it will not seek repayment in 2012. The Company's line of credit has historically been a one-year facility which requires annual renewals or replacement when it becomes due and the Company believes that it will be able to renew the line of credit when it becomes due. The Company continues to explore various sources of financing opportunities such as long-term debt and/or equity financing to support its operations.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 2. Basis of presentation (continued):

Excluding the two items above, the Company has a working capital deficiency of \$3,718,371. The Company believes that this deficiency can be funded through projected operating cash flows from operations. There are certain assumptions made by management in determining projected operating cash flow such as temporary natural gas contracts from the government of China, continued growth in the Sanya region, reductions in selling, general and administrative expenses by reducing business development expenditures and the ability to expand the compressed natural gas ("CNG") facility with capital expenditures of approximately \$1,400,000.

While management believes the assumptions included in the operating forecast are reasonable there is no guarantee that they will materialize as planned. Furthermore, there is no guarantee that the interest payable to Sanya State Assets Management Corporation will not be required to be repaid within the next 12 months, or that the renewal of the line of credit in future periods will be successful. Furthermore, the Company may not be successful in obtaining additional financing on acceptable terms, on a timely basis, or at all, if the interest payable must be paid, if the line of credit is not renewed in future periods and/or projected operating cash flows do not materialize as planned.

The above conditions have resulted in a material uncertainty that may cast significant doubt over the Company's ability to finance its operations to permit it to continue as a going concern. These consolidated financial statements do not reflect adjustments that would be necessary if the going concern basis of presentation was not appropriate. If the going concern basis of presentation was not appropriate for these consolidated financial statements, then adjustments would be necessary to the carrying value of assets and liabilities, the reported net income for the period and the balance sheet classifications used.

### (b) Statement of compliance:

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and using the accounting policies described herein. These are the Company's first annual consolidated financial statements prepared in accordance with IFRS and therefore the Company has applied IFRS 1, First-time Adoption of International Financial Reporting Standards ("IFRS 1"). An explanation of how the transition from Canadian generally accepted accounting principles ("GAAP") to IFRS as at January 1, 2010 ("transition date") has affected the reported financial position, financial performance and cash flows of the Company, including the mandatory exceptions and optional exemptions under IFRS 1, is provided in note 25 of these consolidated financial statements.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 2. Basis of presentation (continued):

The consolidated financial statements were authorized for issue by the Board of Directors on April 30, 2012.

### (c) Basis of measurement:

The consolidated financial statements have been prepared on a historical cost basis for all its recognized assets and liabilities, except for certain financial instruments measured at fair value, and are presented in Canadian dollars.

### (d) Presentation currency:

The consolidated financial statements are presented in Canadian dollars.

### (e) Impairment of non-financial assets or asset groups:

The Company performed an assessment of whether there was any indication of impairment in the carrying amounts of its cash generating units ("CGUs") as at December 31, 2011. As a result of this assessment, the Company determined that it needed to measure the recoverable amounts based on value-in-use, using an EBITDA multiples approach. The Company determined that the estimated recoverable amounts were higher than their carrying amounts and no impairment was noted.

## 3. Significant accounting policies:

The accounting policies of the Company are in accordance with IFRS and have been applied consistently to all periods presented in the consolidated financial statements and in preparing the opening IFRS balance sheet as at January 1, 2010 for the purposes of the transition to IFRS ("transition date"), unless otherwise indicated.

All amounts in the consolidated financial statements are stated in Canadian dollars unless indicated with "RMB" to represent the Chinese Renminbi or "U.S." to represent the United States dollar.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 3. Significant accounting policies (continued):

### (a) Basis of consolidation:

The consolidated financial statements comprise the financial statements of the Company and its two wholly owned subsidiaries, Hainan Energy Ltd. and Sanya Changfeng Offshore Natural Gas Distribution Co., Ltd. ("CF China"), its 99.4% interest in Sanya Changfeng Offshore Natural Gas Engineering Construction Co. Ltd. ("CF Engineering"), its 99.99% interest in Sanya Changfeng New Energy Investment Co., Ltd., its 98% interest in Sanya Changfeng Offshore Natural Gas Design Co. Ltd., its 58% interest in Hunan Changfeng CNPC Energy Co., Ltd. ("Hunan CF CNPC"), its 60% interest in Hunan CNPC New Energy Investment Co., Ltd. ("Hunan CNPC NEI"), its 80% interest in Pingxiang Changfeng Natural Gas Co. Ltd. ("Pingxiang CF"), and its 51% interest in Xiangtan Changfeng Natural Gas Co., Ltd. ("Xiangtan CF").

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Company obtains control, and continue to be consolidated until the date when such control ceases. Control exists when the Company has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. Non-controlling interest represents the portion of a subsidiary's net earnings and net assets that are attributable to shares of such subsidiary not held by the Company.

The financial statements of each subsidiary are prepared for the same reporting period as the parent company, using consistent accounting policies. All intercompany balances, transactions, and any unrealized income and expenses arising from intercompany transactions within the Company are eliminated in preparing the consolidated financial statements.

### (b) Investment in associate:

Associates are those entities in which the Company has significant influence, but not control, over the financial and operating policies. Significant influence is presumed to exist when the Company holds between 20% and 50% of the voting power of another entity. Investment in associates are accounted for using the equity method and are recognized initially at cost. The consolidated financial statements include the Company's share of the revenue and expenses and equity movements of equity-accounted investees from the date that significant influence commences until the date that significant influence ceases. When the Company's share of losses exceeds its interest in an equity-accounted investee, the carrying amount of that interest, including any long-term investments, is reduced to nil and the recognition of further losses is discontinued, except to the extent that the Company has an obligation or has made payments on behalf of the equity-accounted investee.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 3. Significant accounting policies (continued):

### (c) Foreign currency translation:

The Canadian dollar is the functional currency of the parent company's operations, and the RMB is the functional currency of the Company's subsidiaries and associate. Since the RMB is not a fully convertible currency, all foreign exchange transactions involving RMB must take place either through the People's Bank of China or other institutions authorized to buy and sell RMB.

Transaction amounts denominated in foreign currencies are translated into the Company's functional currency at exchange rates prevailing at the transaction dates. Carrying values of foreign currency monetary assets and liabilities are translated at exchange rates in effect at the consolidated balance sheet dates. Non-monetary assets and liabilities are translated at historical exchange rates, unless such items are carried at fair value, in which case, they are translated at the exchange rates in effect on the consolidated balance sheet dates.

On consolidation, the results of foreign operations are translated into Canadian dollars at rates approximating those in effect when the transactions took place. All assets and liabilities of operations in China are translated at the rate in effect at the reporting date. Exchange differences arising on translation are recognized in accumulated other comprehensive income.

### (d) Property and equipment:

On initial recognition, property and equipment are recorded at cost, being the purchase price and directly attributable costs of acquisition or construction required to bring the asset to the location and condition necessary to be capable of operating in the manner intended by the Company, including appropriate borrowing costs. Property and equipment is measured at cost, net of accumulated amortization and accumulated impairment losses, if any.

Assets under construction are shown in a separate category of property and equipment as construction in progress and are also recognized at cost. For qualifying assets, cost includes interest capitalized during the construction period. On completion, the costs of construction are transferred to the appropriate category of property and equipment.

When parts of an item of property and equipment have different useful lives, they are accounted for as separate items (components) of property and equipment.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

## 3. Significant accounting policies (continued):

The Company holds land use rights in China, which enables it to utilize land for a fixed period of time.

Amortization of property and equipment is recorded on a straight-line basis over their estimated useful lives as follows:

Buildings	30 - 35 years
Pipelines	30 - 35 years
Land use rights	Term of agreement
Motor vehicles	3 - 10 years
Furniture and equipment	3 - 20 years
Computer equipment	3 - 5 years
Leasehold improvements	Term of agreement

Assets classified as construction in progress are not amortized until they are ready for their intended use, at which point, they are transferred to property and equipment.

### (e) Intangible assets:

Intangible assets acquired separately are measured on initial recognition at cost. The cost of an intangible asset acquired in a business combination is its fair value as at the date of acquisition. The Company has intangible assets with definite lives, which consist of gas purchase contract rights that are recorded at cost and are amortized on a straight-line basis over their contractual useful lives commencing from the initial delivery of gas.

### (f) Impairment of long-lived assets:

The Company reviews and evaluates its long-lived assets or asset groups held and used for impairment, including property and equipment and intangible assets, when events or changes in circumstances indicate that the related carrying amounts may not be recoverable. Asset groups referred to as CGUs are reviewed at their lowest level for which identifiable cash inflows are largely independent of cash inflows of other assets or groups of assets. The recoverable amount is the greater of an asset's or CGU's fair value less costs to sell and value in use.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 3. Significant accounting policies (continued):

Fair value less costs to sell is the amount obtainable from the sale of an asset or a cash-generating unit ("CGU") in an arm's-length transaction between knowledgeable, willing parties, less the costs of disposal. Costs of disposal are incremental costs directly attributable to the disposal of an asset or CGU, excluding finance costs and income tax expense.

Value in use is based on estimates of discounted future cash flows expected to be recovered from an asset or CGU through the use of those assets. Management develops its cash flow projections based on past performance and its expectations of future market and business developments. Once calculated, the estimated future pre-tax cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

An impairment loss is recognized in the consolidated statements of comprehensive income when the carrying amount of the asset or CGU exceeds its estimated recoverable amount. Impairment losses recognized in respect of CGUs are allocated to reduce the carrying amount of their assets on a pro rata basis.

Impairment losses related to long-lived assets recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is recovered if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of amortization, if no previous impairment loss had been recognized.

#### (g) Financial instruments:

The Company's financial assets and financial liabilities are classified as held-for-trading, loans and receivables or other financial liabilities. The classification depends on the purpose for which the financial instruments were acquired and their characteristics. Held-for-trading financial instruments are measured at fair value with changes in fair value recognized in the consolidated statements of comprehensive income in the periods in which such changes arise. Loans and receivables and other financial liabilities are initially recorded at fair value and subsequently measured at amortized cost.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

## 3. Significant accounting policies (continued):

Assets and liabilities carried at fair value must be classified using a three-level hierarchy that reflects the significance and transparency of the inputs used in making the fair value measurements:

- Level 1 - inputs are unadjusted quoted prices of identical instruments in active markets;
- Level 2 - inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly; and
- Level 3 - one or more significant inputs used in a valuation technique to determine fair value are unobservable.

Financial assets are assessed at each reporting date to determine whether there is any objective evidence of impairment. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset, with impairment losses recognized in the consolidated statements of comprehensive income.

The Company designates its cash as held-for-trading, which is measured at fair value. Trade and other receivables and due from related parties are classified as loans and receivables, which are measured at amortized cost. Bank indebtedness, long-term debt, trade and other payables and due to related parties are classified as other financial liabilities, which are measured at amortized cost, using the effective interest rate method.

Transaction costs are included in the initial measurement of financial assets and liabilities, except for those classified as fair value through income.

The Company's financial assets and liabilities are classified into the following categories:

	Year ended December 31, 2011
Cash	Held for trading
Trade and other receivables	Loans and receivables
Due from related parties	Loans and receivables
Trade and other payables	Other financial liabilities
Due to related parties	Other financial liabilities
Interest payable	Other financial liabilities
Long-term debt	Other financial liabilities

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 3. Significant accounting policies (continued):

### (h) Inventories:

Inventories are stated at the lower of cost and net realizable value, with cost being determined using the weighted average cost basis. Cost includes the purchase price, transportation costs and other costs to bring the inventories to their present locations and conditions. Reversal of previous write-downs is required when there is a subsequent increase in the value of inventories.

### (i) Revenue recognition and deferred revenue:

Revenue is derived from the supply of natural gas and from the installation and connection of natural gas pipelines for end users.

The Company recognizes revenue from the supply of natural gas when it has been delivered and is recorded on the basis of regular meter readings and estimates of usage since the last meter reading to the end of the reporting period. Revenue is recorded using fixed prices approved by the provincial government. Prepayments received from customers are deferred and recognized as a liability until gas is actually consumed.

Gas connection revenue is deferred and only recognized when the outcome of a contract can be estimated reliably and the stage of completion at the reporting date can be measured reliably. Revenue from gas connection contracts is recognized on the percentage-of-completion method, measured by reference to the value of work carried out during the periods. When it is probable that total contract costs will exceed contract revenue, the expected loss is recognized as an expense immediately. Sales of gas appliances are recognized when goods are delivered and title has passed.

Interest income is recorded on an accrual basis.

### (j) Income taxes:

Income tax expense is comprised of current and deferred tax. Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute current income tax assets and liabilities are measured at tax rates that have been enacted or substantively enacted at the reporting dates, and are adjusted for changes in estimates of tax expense recognized in the prior period.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 3. Significant accounting policies (continued):

Current tax assets and current tax liabilities are only offset if a legally enforceable right exists to offset the amounts, and the Company intends to settle on a net basis, or to realize the asset and settle the liability simultaneously.

Current and deferred tax is recognized on the consolidated statements of comprehensive income, except to the extent that it relates to items recognized in other comprehensive income or directly in equity. In this case, the tax is also recognized in other comprehensive income or directly in equity.

The Company uses the asset and liability method of accounting for income taxes. Accordingly, deferred tax assets and liabilities are recognized for the deferred tax consequences attributable to differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. The tax rates and tax laws used to compute deferred income tax assets and liabilities are measured using enacted or substantively enacted tax rates expected to apply to taxable income in years in which those temporary differences are expected to be recovered or settled. In addition, the effect on deferred tax assets and liabilities of a change in tax rates is recognized in both net income and comprehensive income in the period in which the enactment or substantive enactment takes place.

Deferred tax assets are only recognized to the extent that it is probable that the deductible temporary differences will reverse in the foreseeable future and future taxable profit will be available against which the temporary difference can be utilized.

Deferred tax liabilities and assets are not recognized for temporary differences between the carrying amount and tax bases of investments in controlled entities where the parent entity is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

Deferred tax assets and liabilities are offset when the Company has a legally enforceable right and intent to offset, and when the deferred tax balances relate to the same taxation authority.

#### (k) Finance income and finance costs:

Finance income comprises interest income on cash. Interest income is recognized as it accrues on the consolidated statements of comprehensive income, using the effective interest method.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 3. Significant accounting policies (continued):

Finance cost comprises interest expense, which is recognized as it accrues on the consolidated statements of comprehensive income, using the effective interest method, and impairment losses recognized on financial assets, if any. Interest incurred on borrowings directly attributable to fund the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale is capitalized as part of the cost of the respective asset.

Borrowing costs that are not attributable to a qualifying asset are expensed in the periods in which they are incurred and reported within interest expense in the consolidated statements of comprehensive income.

### (l) Share-based payments:

The Company applies the fair value method of accounting for stock-based compensation. The fair value at grant date of stock options is estimated using the Black-Scholes option-pricing model. Compensation cost is recognized on a straight-line basis over the expected vesting period of the stock-based compensation. The Company estimates forfeitures at the grant date and revises the estimate as necessary if subsequent information indicates that actual forfeitures differ significantly from the original estimate.

### (m) Accounting standards issued but not yet effective:

Certain pronouncements were issued by the IASB or the IFRS Interpretations Committee that are not yet effective for the year ended December 31, 2011, and have not been applied in preparing these consolidated financial statements.

#### Financial Instruments - Recognition and Measurement:

In October 2010, the IASB published amendments to IFRS 9, Financial Instruments ("IFRS 9 (2010)"), which provide added guidance on the classification and measurement of financial liabilities. IFRS 9 (2010) supersedes IFRS 9 (2009) and is effective for annual periods beginning on or after January 1, 2015, with early adoption permitted. For annual periods beginning before January 1, 2015, either IFRS 9 (2009) or IFRS 9 (2010) may be applied. The Company intends to adopt IFRS 9 (2010) in its financial statements for the annual period beginning on January 1, 2015. The extent of the impact of adoption of IFRS 9 (2010) has not yet been determined.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 3. Significant accounting policies (continued):

#### Financial Instruments - Disclosures:

In October 2010, the IASB issued amendments to IFRS 7, Financial Instruments - Disclosures ("IFRS 7"). These amendments require disclosure of information that enables users of financial statements to understand the relationship between transferred financial assets that are not derecognized in their entirety and the associated liabilities; and to evaluate the nature of, and risks associated with, the Company's continuing involvement in derecognized financial assets. The amendments are effective for annual periods beginning on or after January 1, 2012 and, therefore, the Company will apply the amendments in the first quarter of 2012. There is no significant expected impact to the Company as a result of implementing this standard.

#### Financial Assets and Liabilities:

In December 2011 the IASB published amendments to International Accounting Standards ("IAS") 32, Financial Instruments - Presentation ("IAS 32"), and issued new disclosure requirements in IFRS 7. The effective date for the amendments to IAS 32 is annual periods beginning on or after January 1, 2014. The effective date for the amendments to IFRS 7 is annual periods beginning on or after January 1, 2013. These amendments are to be applied retrospectively.

The amendments to IAS 32 clarify when an entity has a legally enforceable right to offset, as well as clarify when a settlement mechanism provides for net settlement, or gross settlement that is equivalent to net settlement. The amendments to IFRS 7 contain new disclosure requirements for financial assets and liabilities that are offset in the statement of financial position or subject to master netting arrangements or similar arrangements. The Company intends to adopt the amendments to IFRS 7 in its financial statements for the annual period beginning on January 1, 2013, and the amendments to IAS 32 in its financial statements for the annual period beginning January 1, 2014. The extent of the impact of adoption of the amendments has not yet been determined.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 3. Significant accounting policies (continued):

#### Consolidated Financial Statements:

In May 2011, the IASB issued IFRS 10, Consolidated Financial Statements ("IFRS 10"). IFRS 10 replaces portions of IAS 27, Consolidated and Separate Financial Statements, that addresses consolidation, and supersedes SIC-12, Consolidation - Special Purpose Entities ("SPE"), in its entirety. IFRS 10 provides a single model to be applied in the analysis of control of all investees, including entities that currently are SPEs in the scope of SIC-12. In addition, the consolidation procedures specified in IFRS 10 are carried forward substantially unmodified from IAS 27.

#### Joint Arrangements:

In May 2011, the IASB issued IFRS 11, Joint Arrangements ("IFRS 11"). IFRS 11 supersedes IAS 31, Interest in Joint Ventures, and SIC-13, Jointly Controlled Entities - Non-Monetary Contributions by Venturers. Through an assessment of the rights and obligations in an arrangement, IFRS 11 establishes principles to determine the type of joint arrangement, which are classified as either joint operations or joint ventures, and provides guidance for financial reporting activities required by the entities that have an interest in arrangements that are controlled jointly. Investments in joint ventures are required to be accounted for using the equity method.

As a result of the issuance of IFRS 10 and IFRS 11, IAS 28, Investments in Associates, has been amended to correspond to the guidance provided in IFRS 10 and IFRS 11.

#### Disclosure of Interests in Other Entities:

In May 2011, the IASB issued IFRS 12, Disclosure of Interests in Other Entities ("IFRS 12"), which contains disclosure requirements for companies that have interests in subsidiaries, joint arrangements, associates and unconsolidated structured entities.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 3. Significant accounting policies (continued):

IFRS 10, IFRS 11 and IFRS 12, and the amendments to IAS 27 and IAS 28 are all effective for annual periods beginning on or after January 1, 2013. Early adoption is permitted, so long as IFRS 10, IFRS 11 and IFRS 12, and the amendments to IAS 27 and IAS 28 are adopted at the same time. However, entities are permitted to incorporate any of the disclosure requirements in IFRS 12 into their financial statements without early adopting IFRS 10, IFRS 11, and amendments to IAS 27 and 28. The Company intends to adopt IFRS 10, IFRS 11 and IFRS 12 and the amendments to IAS 27 and IAS 28 in its consolidated financial statements for the annual period beginning on January 1, 2013. The extent of the impact of adoption of IFRS 10, IFRS 11 and IFRS 12 and the amendments to IAS 27 and IAS 28 has not yet been determined.

#### Fair Value Measurement:

In May 2011, the IASB published IFRS 13, Fair Value Measurement ("IFRS 13"), which is effective prospectively for annual periods beginning on or after January 1, 2013. IFRS 13 replaces the fair value measurement guidance contained in individual IFRS with a single source of fair value measurement guidance. The standard also establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements. The Company intends to adopt IFRS 13 prospectively in its financial statements for the annual period beginning on January 1, 2013. The extent of the impact of adoption of IFRS 13 has not yet been determined.

#### Presentation of Financial Statements:

In June 2011, the IASB published amendments to IAS 1, Presentation of Financial Statements: Presentation of Items of Other Comprehensive Income, which are effective for annual periods beginning on or after July 1, 2012 and are to be applied retrospectively. Early adoption is permitted. These amendments require that a company present separately the items of other comprehensive income that may be reclassified to profit or loss in the future from those that would never be reclassified to profit or loss. The Company intends to adopt these amendments in its financial statements for the annual period beginning on January 1, 2013. The extent of the impact of adoption of these amendments has not yet been determined.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 4. Significant accounting judgment, estimates and assumptions:

The preparation of the consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from those estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the periods in which the estimates are revised and in any future periods affected. Information about significant areas of estimation and critical judgments in applying accounting policies that have significant effects on the amounts recognized in the consolidated financial statements is included in the following notes:

### (a) Allowance for doubtful accounts:

The Company establishes a provision for doubtful receivables when there is objective evidence that the Company will not be able to collect all amounts due to it. The allowance is based on management's best estimates of specific losses on individual exposures, as well as a provision on historical trends of collections. The provision is recorded against the trade and other receivables balance, with a corresponding charge recorded in the consolidated statements of comprehensive income. Actual amounts received may differ from management's estimate.

### (b) Revenue recognition:

Gas connection revenue is deferred and recognized only when the outcome of a contract can be estimated reliably and the stage of completion at the consolidated balance sheet dates can be measured reliably.

Revenue from gas connection contracts is recognized using the percentage-of-completion method, measured by reference to the value of work carried out during the periods. When it is probable that total contract costs will exceed contract revenue, the expected loss is recognized as an expense in the period in which the expected loss is identified.

### (c) Amortization expense:

The Company's long-lived assets are amortized over their estimated useful economic lives on a straight-line basis. Useful lives are based upon management's estimates of the length of time that the assets will generate revenue, which is reviewed at least annually for appropriateness. Changes to these estimates can result in variations in the amounts charged for amortization and in the assets' carrying amounts.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

## 4. Significant accounting judgment, estimates and assumptions (continued):

### (d) Income taxes:

Provisions for income taxes are based on domestic and international statutory income tax rates and tax planning opportunities available to the Company in the jurisdictions in which it operates. Significant judgment is required determining income tax provisions and the recoverability of deferred tax assets. The calculation of current and deferred income tax balances requires management to make estimates regarding the carrying values of assets and liabilities that include estimates of future cash flows and income related to such assets and liabilities, the interpretation of income tax legislation in the jurisdictions in which the Company operates, and the timing of reversal of temporary differences. The Company establishes additional provisions for income taxes when, despite management's opinion that tax positions are fully supportable, there is sufficient complexity or uncertainty in the application of legislation that certain tax positions may be reassessed by tax authorities. The Company adjusts these additional accruals in light of changing facts and circumstances.

### (e) Share-based payments:

The Company measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the dates at which they are granted. Determining fair value for share-based payment transactions requires the use of the most appropriate valuation model, which is dependent on the terms and conditions of the grant. The determination of fair value requires estimating the expected life of the share option, volatility and dividend yield. The assumptions and models used for estimating fair value for share-based payment transactions are disclosed in note 13.

## 5. Trade and other receivables:

Components of trade and other receivables are as follows:

	December 31, 2011	December 31, 2010	January 1, 2010
Trade receivables	\$ 2,577,200	\$ 1,930,540	\$ 1,044,752
Less allowance for doubtful accounts	15,616	14,463	5,138
Net trade receivables	2,561,584	1,916,077	1,039,614
Other receivables	5,631	118,685	90,310
	\$ 2,567,215	\$ 2,034,762	\$ 1,129,924

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

## 5. Trade and other receivables (continued):

The aging of trade receivables is as follows:

	December 31, 2011	December 31, 2010	January 1, 2010
Current	\$ 1,811,943	\$ 1,764,847	\$ 862,619
Past due 30 - 61 days	152,083	8,377	26,914
Past due 61 - 90 days	482,837	128,240	125,158
Past due > 90 days	130,337	29,076	30,061
	<u>\$ 2,577,200</u>	<u>\$ 1,930,540</u>	<u>\$ 1,044,752</u>

The Company's exposure to credit and foreign exchange risks and impairment loss is disclosed in note 20.

## 6. Inventories:

	December 31, 2011	December 31, 2010	January 1, 2010
Construction materials	\$ 459,582	\$ 392,970	\$ 410,682
Gas appliances, meters and spare parts	236,895	179,596	170,888
Natural gas	32,936	—	—
	<u>\$ 729,413</u>	<u>\$ 572,566</u>	<u>\$ 581,570</u>

The amount of inventories recognized as an expense through cost of sales during the year was \$3,467,631 (2010 - \$2,946,702), which was completely comprised of raw material costs. During the year, the Company impaired \$18,557 (2010 - nil) of inventory. There were no reversals of impairment recorded during the year (2010 - nil).

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 7. Deposits and advances:

Deposits in connection with potential acquisitions and other long-term prepaid expenses and deposits are summarized below:

### (a) Advances on potential acquisitions:

- (i) In 2010, the Company paid a deposit of \$161,600 (RMB 1,000,000) to the existing shareholder of Hunan CNPC, Guangda Gas Co., Ltd. ("Guangda Gas"), a company that Changfeng is considering for acquisition. Guangda Gas owns a CNG primary filling station in Changsha City. The deposit is refundable if the Company is not satisfied with its due diligence procedures or a reasonable purchase price cannot be negotiated. As at December 31, 2011, the Company had not completed the negotiation of the acquisition and the deposit is still outstanding.
- (ii) In 2010, the Company paid a deposit of \$80,800 (RMB 500,000) to the existing shareholders of Jiangxi Pingxiang Huaneng Energy Co. Ltd. ("Pingxiang Huaneng"), a company that Changfeng is considering for acquisition. Pingxiang Huaneng is a natural gas distributor in the Xiangdong district, Pingxiang City, Jiangxi Province. The deposit is refundable if the Company is not satisfied with its due diligence procedures or a reasonable purchase price cannot be negotiated. As at December 31, 2011, the Company had not completed the negotiation of the acquisition and the deposit is still outstanding.

### (b) Commitments for the transfer of land use rights:

During 2011, the Company partially completed construction of a monitoring and control centre and administrative office in Sanya City. An advance of \$1,281,472 (RMB 7,929,901) (December 31, 2010 - nil; January 1, 2010 - nil) has been paid related to land use rights for 4,183 square metres of land. The land use right has not been received as at December 31, 2011.

On September 28, 2010, the Company signed a land lease agreement for the construction of its second CNG refuelling station in Changsha City, Hunan Province. The lease term is for 20 years, ending September 27, 2032. Upon signing the agreement, the Company paid a deposit of \$16,160 (RMB 100,000), which is expected to be refunded when the agreement expires. The first year's rent of \$54,298 (RMB 336,000) is required to be paid upon commencement of construction. As at December 31, 2011, construction of the refuelling station had not commenced.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 7. Deposits and advances (continued):

In July 2010, Pingxiang CF entered into an agreement with Pingxiang Ceramic Industry Park Management Committee to purchase the land use rights for 20 mu (approximately 1.33 hectares) of land. This land is expected to be used for construction of one gas gate station to link Xiangdong District with a high pressure pipeline. Upon signing of the agreement, the Company paid a deposit of \$32,320 (RMB 200,000), with the remainder to be paid upon transfer of the land use rights. Construction of the gas gate had not yet commenced and the land use rights had not yet been transferred to the Company.

On September 8, 2008, the Company signed a land lease agreement for 3,000 m<sup>2</sup> of land for the construction of a CNG refuelling station in Changsha City, Hunan Province. The lease term is for 20 years, expiring in October 2027. At the inception of this agreement, the Company paid a deposit of \$16,100 (RMB 100,000) and four years advanced rent of \$303,800 (RMB 1,880,000). As at December 31, 2011, \$67,309 (RMB 416,517) (December 31, 2010 - \$133,775 (RMB 886,517); January 1, 2010 - \$207,954 (RMB 1,356,517)) remains on deposit.

### (c) Deposits toward to the purchase of natural gas:

- (i) On June 27, 2011, the Company entered into a liquefied natural gas ("LNG") purchase agreement pursuant to which the supplier agreed to provide 1,950,000 cubic metres ("m<sup>3</sup>") of LNG before December 31, 2011. This agreement was never executed as the Company made no purchases of LNG from the supplier throughout the year. The initial deposit of \$80,800 (RMB 500,000) made pursuant to this agreement was refunded prior to December 31, 2011.
- (ii) On May 30, 2011, the Company entered into a supplementary agreement (the "supplementary agreement") with a gas supplier with which it had previously signed two agreements for the purchase of CNG. The original agreements, signed in 2009 (in connection with the acquisition of Hunan CNPC NEI) and 2008, were to secure the long-term supply of CNG up to 11,000,000 m<sup>3</sup> and 3,650,000 m<sup>3</sup> per year, respectively. On signing the supplementary agreement, the Company had not purchased any CNG pursuant to the original agreements, as the gas supplier was unable to supply any CNG. As a result, the initial deposit of \$242,400 (RMB 1,500,000) was repaid to the Company and any remaining unpaid balances were waived.

Pursuant to the supplementary agreement, the gas supplier agreed to supply natural gas to the Company once natural gas is available. At that time, the Company and the gas supplier would enter into a one-year gas supply agreement, renewable annually, with annual gas volume not less than previous contractual amounts.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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## 7. Deposits and advances (continued):

- (iii) On April 14, 2011, the Company entered into a new four-year CNG supply agreement with its existing CNG gas supplier, which replaced its previous four-year CNG agreement into which it entered on April 7, 2010. As part of this new agreement, the Company agreed to purchase CNG for its operations in Sanya City up to a maximum of 5,000,000 m<sup>3</sup> until 2015, with an annual volume of CNG to be adjusted based on the Company's annual demand forecast. As at December 31, 2011, \$193,920 (RMB 1,200,000) (2010 - \$60,360 (RMB 400,000)) was paid as a deposit that is expected to be repaid when the agreement expires.
- (iv) On March 8, 2010, the Company entered into a five-year agreement to purchase LNG from a third party for a period of five years related to its operations in Sanya City. Pursuant to this agreement, LNG would be supplied 24 hours a day, and the daily volume of LNG delivered will depend on the Company's forecast demand for the next day. The initial deposit of \$80,800 (RMB 500,000) made pursuant to this agreement was used as partial payment for the purchase of natural gas.
- (v) In 2006, the Company entered into a 10-year long-term natural gas supply agreement with CNOOC (Hainan) Limited ("CNOOC") related to its distribution operations in Sanya City, Hainan Province. Pursuant to the agreement, CNOOC is committed to supply up to 24,000,000 m<sup>3</sup> of natural gas annually until 2015 with a fixed contractual price. Upon signing the agreement, the Company paid a deposit of \$45,248 (RMB 280,000) that is expected to be refunded when the agreement expires.
- (vi) Included in long-term deposits was \$10,060 (RMB 62,250) in advance payments for a Gas & Electricity Exchange Program (the "Program"). For more information see note 24.

## 8. Investment:

Xiangtan CF:

In July 2011, the Company, together with Xiangtan Economic Construction and Development Investment Co., Ltd. ("Xiangtan Economic"), a company owned by the local municipality, and Xiangtan Changjiang New Energy Investment Co., Ltd., a local investment company, established a Chinese subsidiary, Xiangtan CF. This subsidiary has registered capital of \$1,616,000 (RMB 10,000,000), of which Changfeng owns 51%. The Company contributed \$323,200 (RMB 2,000,000) during 2011, and is required to contribute the remaining \$500,960 (RMB 3,100,000) by July 14, 2013. The objective of Xiangtan CF is to (i) develop a natural gas pipeline network to serve industrial, commercial and residential customers; and (ii) develop CNG and LNG refuelling stations. This subsidiary has been consolidated from the date of its incorporation.

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

## 9. Investment in associate:

In October 2011, the Company, together with Xiangtan Economic and a Zhuhai Hailian Investment Co., Ltd., a private investment company, established Shin-Ko Energy with a total registered capital of \$1,616,000 (RMB 10,000,000), of which the Company owns 50%. The objective of Shin-Ko Energy is to develop and invest in urban natural gas utilization, including building and operating an LNG storage facility in Xiangtan City, Hunan Province, China. As of December 31, 2011, the Company contributed its share of registered capital of \$323,200 (RMB 2,000,000), and the remaining balance of \$484,800 (RMB 3,000,000) is required to be contributed by October 24, 2013 and has been recognized in long-term due to related parties.

The Company has determined that it has significant influence and has accounted for its investment in Shin-Ko Energy using the equity method. The Company's share of the loss for the year was \$19,118.

Summary financial information, not adjusted for percentage ownership, is as follows:

	2011
Current assets	\$ 294,484
Non-current assets	1,292,800
Current liabilities	(9,995)
Non-current liabilities	—
<b>Equity</b>	<b>\$ 1,577,289</b>
Revenue	\$ —
Expenses	(38,236)
<b>Loss</b>	<b>\$ (38,236)</b>

# CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

## 10. Property and equipment:

Cost	Buildings	Pipelines	Land use rights (b)	Motor vehicles	Furniture and equipment	Leasehold improvements	Construction in progress (c)	Total
Balance, January 1, 2010	\$ 55,894	\$ 26,925,472	\$ 1,136,260	\$ 818,958	\$ 2,336,419	\$ —	\$ 4,173,120	\$ 35,446,123
Additions (transfers)	—	10,052,447	—	430,800	412,927	395,506	(1,986,307)	9,305,373
Interest capitalized	—	425,263	—	—	—	—	—	425,263
Foreign currency translation	(875)	(421,534)	(17,789)	(12,821)	(36,578)	—	—	(489,597)
Balance, December 31, 2010	55,019	36,981,648	1,118,471	1,236,937	2,712,768	395,506	2,186,813	44,687,162
Additions (transfers)	2,625,683	2,528,041	—	125,316	1,921,116	—	(1,980,379)	5,219,777
Foreign currency translation	3,901	2,622,291	79,308	87,708	192,356	28,045	155,065	3,168,674
Balance, December 31, 2011	\$ 2,684,603	\$ 42,131,980	\$ 1,197,779	\$ 1,449,961	\$ 4,826,240	\$ 423,551	\$ 361,499	\$ 53,075,613

Accumulated amortization	Buildings	Pipelines	Land use rights	Motor vehicles	Furniture and equipment	Leasehold improvements	Construction in progress (c)	Total
Balance, January 1, 2010	\$ 12,205	\$ 5,219,210	\$ 260,985	\$ 212,430	\$ 664,125	\$ —	\$ —	\$ 6,368,955
Amortization	1,483	746,420	29,709	147,535	151,562	23,073	—	1,099,782
Foreign currency translation	(191)	(81,177)	(4,086)	(3,326)	(10,398)	—	—	(99,178)
Balance, December 31, 2010	13,497	5,884,453	286,608	356,639	805,289	23,073	—	7,369,559
Amortization	23,508	1,329,044	31,816	182,965	251,800	16,756	—	1,835,889
Foreign currency translation	957	402,728	20,323	25,289	57,101	(626)	—	505,772
Balance, December 31, 2011	\$ 37,962	\$ 7,616,225	\$ 338,747	\$ 564,893	\$ 1,114,190	\$ 39,203	\$ —	\$ 9,711,220

Net book value	Buildings	Pipelines	Land use rights	Motor vehicles	Furniture and equipment	Leasehold improvements	Construction in progress (c)	Total
January 1, 2010	\$ 43,689	\$ 21,706,262	\$ 875,275	\$ 606,528	\$ 1,672,294	\$ —	\$ 4,173,120	\$ 29,077,168
December 31, 2010	41,522	31,097,195	831,863	880,298	1,907,479	372,433	2,186,813	37,317,603
December 31, 2011	2,646,641	34,515,755	859,032	885,068	3,712,050	384,348	361,499	43,364,393

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 10. Property and equipment (continued):

- (a) Included in additions to property and equipment is capitalized interest of nil (2010 - \$512,430 (RMB 3,366,823)) at a capitalization rate of nil (2010 - the prescribed lending rate of the People's Bank of China).
- (b) As at December 31, 2011, the Company held five land use rights certificates. They all have a 50-year term and expire in 2051.
- (c) Pipeline construction and equipment:

The Company has signed contracts with several equipment suppliers and construction supervisors for a total amount of \$3,470,049 (RMB 21,473,076) (December 31, 2010 - \$8,649,910 (RMB 57,322,135); January 1, 2010 - \$2,163,000 (RMB 13,831,359)), of which \$2,139,222 (RMB 13,237,762) (December 31, 2010 - \$7,462,336 (RMB 49,452,193); January 1, 2010 - \$197,447 (RMB 1,287,980)) has been paid as at December 31, 2011 and was classified as construction in progress.

### 11. Intangible assets:

Intangible assets consist of contractual rights to CNG gas supply that were acquired in connection with Hunan CNPC NEI in 2009.

Cost	Total
Balance, January 1, 2010	\$ 536,550
Foreign currency translation	(8,400)
Balance, December 31, 2010	528,150
Disposals	(242,400)
Foreign currency translation	45,751
Balance, December 31, 2011	\$ 331,501

Accumulated amortization	Total
Balance, January 1, 2010 and December 31, 2010	\$ —
Amortization	30,620
Foreign currency translation	1,700
Balance, December 31, 2011	\$ 32,320

**CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

**11. Intangible assets (continued):**

Net book value	
January 1, 2010	\$ 536,550
December 31, 2010	528,150
December 31, 2011	299,181

**12. Long-term debt and bank indebtedness:**

	December 31, 2011	December 31, 2010	January 1, 2010
Term loan facility - China Development Bank (a)	\$ 808,000	\$ 1,509,000	\$ 3,464,580
Term loan facility - Bank of China (b)	15,830,232	14,696,537	—
Term loan facility - Sanya State Assets Management Corporation (c)	—	—	6,469,260
Term loan facility - Bank of China (d)	—	—	1,533,000
	16,638,232	16,205,537	11,466,840
Less current portion	1,616,000	754,500	8,400,840
	\$ 15,022,232	\$ 15,451,037	\$ 3,066,000

(a) This term loan from the China Development Bank was advanced by the China Development Bank to Sanya State Assets Management Corporation (an intermediary company controlled by the municipality of Sanya City, see (c)), which was immediately loaned to the Company, bearing interest at the floating prescribed rate of the People's Bank of China (7.05% and 5.81% as at December 31, 2011 and 2010, respectively), with payments due quarterly. The outstanding amount as at December 31, 2011 is \$808,000 (RMB 5,000,000) (December 31, 2010 - \$1,509,000 (RMB 10,000,000); January 1, 2010 - \$3,464,580 (RMB 22,600,000)). The loan matures in November 2012, secured by all pipelines, land use rights and gas distribution rights of the Company.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 12. Long-term debt and bank indebtedness (continued):

(b) On January 5, 2010, the Company entered into a term loan with the Bank of China of \$16,160,000 (RMB 100,000,000) (December 31, 2010 - \$15,090,000 (RMB 100,000,000); January 1, 2010 - nil) maturing in January 2019 and bearing interest at the prescribed lending rate of the People's Bank of China. Principal repayments commence in 2012. It is secured by 60% of the interest in CF China held by HEL, and certain gas connection rights. Upon entering into the agreement, the Company paid transaction costs of \$484,800 (RMB 3,000,000) (December 31, 2010 - \$452,700 (RMB 3,000,000)) to the Bank of China, which was deducted from the amount initially recognized. The effective interest rate on the loan is 7.4% (2010 - 6.3%). As of December 31, 2011, \$122,932 (2010 - \$59,237) has been cumulatively accreted.

(c) This term loan from the Sanya State Assets Management Corporation of nil (December 31, 2010 - nil; January 1, 2010 - \$6,469,260 (RMB 42,200,000)) was unsecured, with no fixed terms of repayment. Interest was calculated at the floating prescribed rate of the Peoples' Bank of China (5.76% as at January 1, 2010). The loan was repaid in January 2010 using the proceeds from the Bank of China described in (b) above.

At January 1, 2010, this loan was classified as current because the Company had not finalized a refinancing with the loan described in (b), which was used to repay this loan.

(d) This term loan from the Bank of China of nil (December 31, 2010 - nil; January 1, 2010 - \$1,533,000 (RMB 10,000,000)) bore interest at a rate of 110% of the floating prescribed rate of the Peoples' Bank of China prime lending rate (January 1, 2010 - 6.34%). The loan was repaid in January 2010 using the proceeds from the Bank of China described in (b) above.

(e) Bank indebtedness:

On March 3, 2011, the Bank of China increased its loan facility by \$4,848,000 (RMB 30,000,000) in the form of a one-year line of credit (the "Credit Line"), for which principal repayments are due one year from the date of withdrawal. The Credit Line is secured by the same collateral as that for the term loan as described in (b). As at December 31, 2011, the Company had drawn \$4,848,000 (RMB 30,000,000) against the Credit Line. See note 24(b) for further information.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 12. Long-term debt and bank indebtedness (continued):

- (f) As at December 31, 2011, the Company had accrued interest of \$2,104,388 (RMB 13,022,204) (December 31, 2010 - \$1,965,051 (RMB 13,022,204); January 1, 2010 - \$1,996,304 (RMB 13,022,204)) in connection with the bank loans as described in (a) for the years prior to 2007. The accrued interest was originally paid by Sanya State Assets Management Corporation to the bank on behalf of the Company; however, Sanya State Assets Management Corporation has yet requested repayment.

Long-term loan principal payments are as follows:

	RMB	Cdn. \$
2012	10,000,000	1,616,000
2013	5,000,000	808,000
2014	10,000,000	1,616,000
2015	10,000,000	1,616,000
2016	10,000,000	1,616,000
Thereafter	60,000,000	9,696,000
	105,000,000	16,968,000

### 13. Share capital:

- (a) Authorized:

Unlimited common shares

- (b) Issued common shares:

	Number of shares	Amount
Balance, December 31, 2011 and 2010	66,025,000	\$ 12,121,808

The common shares outstanding have a par value of nil.

**CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
 (Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

**13. Share capital (continued):**

## (c) Contributed surplus and stock-based compensation:

## (i) Contributed surplus:

Balance January 1, 2010	\$ 1,190,509
Warrants expired	321,724
Stock-based compensation	249,935
Balance, December 31, 2010	1,762,168
Stock-based compensation	101,206
Balance, December 31, 2011	\$ 1,863,374

## (ii) Stock-based compensation:

Under the Company's stock option plan (the "Plan"), the Company may grant stock options to directors, senior officers, employees and advisors, and is authorized to issue options equal to 10% of the issued and outstanding shares of the Company. The Board of Directors, or such other persons designated by the board, administers the Plan and determines the vesting and terms of each award.

A summary of the Company's options granted and exercised is presented below:

	Options outstanding	Weighted average exercise price
Balance, December 31, 2009	3,450,000	\$ 0.60
Granted	1,200,000	0.60
Balance, December 31, 2010	4,650,000	0.60
Granted	2,300,000	0.23
Forfeited	(1,125,000)	0.27
Expired	(525,000)	0.56
Balance, December 31, 2011	5,300,000	0.51

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 13. Share capital (continued):

The following table summarizes information about the options outstanding and exercisable at December 31, 2011:

Number outstanding and exercisable	Remaining contractual life (in years)	Exercise price	Expiry date
3,000,000	1.06	\$ 0.60	2013
50,000	1.65	0.60	2013
950,000	3.41	0.60	2015
1,300,000	4.70	0.23	2016
5,300,000	2.38		

On September 8, 2011, 1,300,000 options were granted to officers, directors and employees of the Company at an exercise price of \$0.23 per share for a period of five years and vested immediately. The fair value of these options at the grant date was \$0.08. Assumptions used to determine the value of the options using the Black-Scholes option pricing model were: dividend yield 0%; risk-free interest rate 1.4%; expected volatility 68%; and expected life of five years. The Company's stock price was \$0.16 on September 8, 2011.

On July 5, 2011, 1,000,000 options were granted to a senior officer of the Company, which were subsequently forfeited on September 2, 2011.

On May 28, 2010, the Company granted options to directors, senior officers, employees and advisors of the Company to acquire 1,200,000 common shares of the Company at an exercise price of \$0.60 per share on or before May 27, 2015, of which 800,000 vested immediately, and the remaining balance will vest within a year. All options that had not vested by December 31, 2010 were forfeited during 2011. The fair value of these options at the grant date was \$0.21. Assumptions used to determine the value of the options using the Black-Scholes option pricing model were: dividend yield 0%; risk-free interest rate 2.64%; expected volatility (69)%; and expected life of five years. The Company's stock price was \$0.42 on May 28, 2010.

The fair value of options granted during the year was \$101,206 (2010 - \$249,935) and is amortized to income on a graded basis over the vesting periods of the related income.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 14. Earnings per share:

Basic earnings per share ("EPS") amounts are calculated by dividing the net earnings attributable to common shareholders of the Company by the weighted average of shares issued during the year. Diluted EPS amounts are calculated by dividing the net earnings attributable to common shareholders of the Company by the weighted average number of shares issued during the year, adjusted for the effect of potentially dilutive stock options.

The following table sets forth the calculation of basic and diluted EPS:

	2011			2010		
	Net income attributable to common shareholders	Weighted average number of shares	EPS	Net income attributable to common shareholders	Weighted average number of shares	EPS
Basic and diluted	\$ 1,384,985	66,025,000	\$ 0.021	\$ 966,181	66,025,000	\$ 0.015

At December 31, 2011, there were no potentially dilutive stock options outstanding; however, these options may be dilutive in future periods.

### 15. Income taxes:

The provision for income taxes differs from the amount that would have resulted by applying the combined Canadian Federal and Ontario statutory income tax rates of approximately 28% (2010 - 31%):

	2011	2010
Income before income taxes	\$ 2,540,717	\$ 1,914,127
Expected income tax provision based on statutory rate	\$ 717,800	\$ 593,400
Non-deductible expenditures and other permanent differences	315,400	279,300
Foreign tax rate differential	(153,400)	(247,600)
Tax benefits not recognized	311,600	346,000
Other	(21,823)	(13,400)
	\$ 1,169,577	\$ 957,700

**CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

**15. Income taxes (continued):**

Components of income taxes:

The details of the Company's income taxes are as follows:

	2011	2010
Current income taxes	\$ 1,027,518	\$ 761,900
Deferred income taxes:		
Origination and reversal of timing differences	142,059	101,000
Derecognition of previously recognized tax losses	—	94,800
	142,059	195,800
	<u>\$ 1,169,577</u>	<u>\$ 957,700</u>

Recognized deferred tax assets and liabilities:

The following table summarizes the components of deferred tax assets and liabilities:

	December 31, 2011	December 31, 2010	January 1, 2010
Property and equipment	\$ (179,356)	\$ (60,600)	\$ 102,640
Trade and other receivables	(104,620)	(48,900)	—
Trade and other payables	141,917	109,500	—
Loss carryforwards	—	—	94,800
	<u>\$ (142,059)</u>	<u>\$ —</u>	<u>\$ 197,440</u>

Unrecognized deferred tax assets and liabilities:

The aggregate amount of taxable temporary differences associated with investments in subsidiaries, for which deferred tax liabilities have not been recognized, as at December 31, 2011 is \$4.188 million (2010 - \$1.537 million).

Deferred tax assets have not been recognized in respect of the following items:

	2011	2010
Loss carryforwards	\$ 1,457,162	\$ 1,085,200
Deductible temporary differences	222,600	283,000

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 15. Income taxes (continued):

The tax losses not recognized expire as per the amount and years noted below.

Deferred tax assets have not been recognized in respect of these items because it is not probable that future taxable profit will be available against which the Company can utilize the benefits therefrom.

Income tax attributes not recognized:

As at December 31, 2011, the Company had the following approximate income tax attributes to carry forward:

	Amount	Expiry date
Non-capital losses, Canada	\$ 4,427,000	2025 - 2031
Non-capital losses, China	1,283,000	2014 - 2016
Capital losses, Canada	119,000	Indefinite

### 16. Related party disclosures:

(a) Related party entities and transactions:

The Company's related parties are its subsidiaries, investment in associate and key management personnel, as well as the following:

Name	Country of incorporation and relationship
Sanya Changkai Industrial Development Co., Ltd. (i)	China, corporation controlled by significant shareholder, officer and director
Sanya Changfeng Natural Gas Distribution Co., Ltd.	China, corporation controlled by significant shareholder, officer and director
Xiangtan Economic Construction and Development Investment Co., Ltd. (iii)	China, minority shareholder of Xiangtan CF
Xiangtan Changjiang New Energy Investment Co., Ltd.	China, minority shareholder of Xiangtan CF
Zhuhai Hailian Investment Co., Ltd.	China, shareholder of Shin-Ko Energy
Cui JianXin	China, minority shareholder of Hunan CNPC NEI
Zhou Du (ii)	China, minority shareholder of Hunan CF CNPC

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
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Years ended December 31, 2011 and 2010

### 16. Related party disclosures (continued):

- (i) As at December 31, 2011, this corporation, which is controlled by a significant shareholder who is also an officer and director of the Company, owed the Company a total of \$78,076 (U.S. \$78,928) as at December 31, 2011 (December 31, 2010 - \$78,501 (U.S. \$78,928); January 1, 2010 - \$80,740 (U.S. \$76,822)) for various expenditures paid by the Company on behalf of this corporation.
- (ii) As at December 31, 2011, the Company had an outstanding loan of \$323,200 (RMB 2,000,000) (December 31, 2010 - \$301,800 (RMB 2,000,000); January 1, 2010 - 304,400 (RMB 2,000,000)) due from this minority shareholder of Hunan CF CNPC, which used the funds to contribute the capital it owed to that subsidiary. The loan is unsecured and non-interest bearing. The minority shareholder has waived its right to any future profit that it would otherwise be allocated until the loan is repaid. The Company will begin recording this shareholder's profit allocation prospectively at the time the loan has been repaid.
- (iii) During the third quarter of 2011, the Company made a short-term loan of \$814,000 (RMB 5,000,000) (2010 - nil) to Xiangtan Economic Construction and Development Investment Co., Ltd., a minority shareholder of Xiangtan CF and Shin-Ko Energy. The loan was secured and bore an annual interest rate of 15%. It was subsequently repaid on October 21, 2011.

#### (b) Transactions with key management personnel:

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company and/or its subsidiaries, directly or indirectly, including any external director of the Company and/or its subsidiaries. Key management personnel include: the Chief Executive Officer, the Chief Financial Officer, the Vice President, Investor Relations and the Company's directors.

Remuneration of key management of the Company comprises the following expenses:

	2011	2010
Salaries, bonuses and fees	\$ 478,395	\$ 414,171
Total short-term employee benefits	\$ 478,395	\$ 414,171
Share-based benefits	101,205	249,935
Termination benefits	45,000	—
Total remuneration	\$ 624,600	\$ 664,106

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 16. Related party disclosures (continued):

- (i) In 2007, a significant shareholder, who is also an officer and director of the Company advanced loans in the aggregate amount of \$6,464,000 (RMB 40,000,000) (December 31, 2010 - 6,036,000 (RMB 40,000,000); January 1, 2010 - \$6,132,000 (RMB 40,000,000)) to the Company, through wholly owned corporations, in accordance with a Subordination and Forbearance Agreement dated April 27, 2007, Consignment Loan Agreements dated May 23, 2007 and June 26, 2007, and other ancillary documentation. These loans are unsecured, non-interest bearing, subordinate to the claims of all other creditors, including unsecured creditors of the Company, and were due on demand only after April 27, 2010.

On April 27, 2010, these loans were renewed for another three years with the same terms and conditions and are due on demand only after April 27, 2013.

- (ii) As at December 31, 2011, the Company owed an officer and director of the Company \$427,843 (December 31, 2010 - \$320,879; January 1, 2010 - \$200,510) for unpaid salary.
- (iii) On November 22, 2010, the Company loaned \$10,000 to an officer of the Company. This loan is unsecured, non-interest bearing and has no fixed terms of repayment. As at December 31, 2011, the full \$10,000 was outstanding.
- (iv) During 2011 and 2010, key management personnel did not exercise share options granted under the Company's stock option plan.

### 17. Change in non-cash operating working capital:

	2011	2010
Trade and other receivables and due from related parties	\$ (528,203)	\$ (679,077)
Prepaid expenses and deposits	(169,113)	(39,910)
Inventories	(110,133)	(101)
Trade and other payables and due to related parties	552,745	2,280,563
Deferred revenue	998,425	1,162,877
	<u>\$ 743,721</u>	<u>\$ 2,724,352</u>

**CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

**18. Commitments and contingencies:**

The Company has operating lease commitments and contractual obligations as follows, except for those reported in note 7(c):

	RMB	Cdn. \$
2012	654,250	105,727
2013	829,500	134,047
2014	829,500	134,047
2015	829,500	134,047
2016	863,100	139,477
Thereafter	13,446,916	2,173,022
	17,452,766	2,820,367

**Statutory reserves:**

In accordance with PRC Company Law, CF China, as a foreign invested enterprise, is required to provide for certain statutory reserves, including a surplus reserve fund, enterprise development fund, and employee welfare fund, each at a percentage of after-tax profits, which is a discretionary percentage and is decided by the CF China's Board of Directors each calendar year. These reserves can only be used for specific purposes and are not transferred to the Company in the form of loans, advances, or cash dividends. These reserves can be distributed to the shareholder of CF China at the time when CF China is wound up. The Company has not allocated any retained earnings to statutory reserves because the Company has not issued a dividend as at December 31, 2011.

**19. Capital management:**

The Company considers its capital structure to consist of share capital, contributed surplus and long-term debt. The Company's objectives are to maintain an effective structure that supports its ability to explore strategic business development opportunities on mainland China along the PetroChina's Second West-East Pipeline and to maintain a flexible capital structure which optimizes the costs of capital at an acceptable risk level. The Company manages its capital structure and makes adjustments to it, based on the funds available to the Company. The Board of Directors does not establish quantitative return on capital criteria for management, but rather is responsible for overseeing the process undertaken by the Company's management to sustain future development of its business.

## **CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### **19. Capital management (continued):**

The Company's strategy is to satisfy its liquidity needs using cash on hand, cash flows generated from operating activities and through its the Credit Line. Gas supply revenue, gas connection revenue, available cash balances, draws on the Credit Line and long-term bank loans are the Company's principal sources of capital used to pay for operating expenses and capital expenditures in its business.

The Company reviews its capital management approach on an ongoing basis and believes that this approach, given the relative size of its operations, is reasonable. The Company monitors its compliance with all of its capital requirements, including certain non-financial covenants relating to the Credit Line. As at December 31, 2011, the Company was in compliance with all of its covenants.

There were no changes in the Company's approach to capital management during the years ended December 31, 2011 and 2010. The Company does not pay dividends.

### **20. Financial instruments and risk management:**

#### **(a) Fair values:**

These estimates are subjective in nature and involve uncertainties in significant matters of judgment and, therefore, cannot be determined with precision. Changes in assumptions could significantly affect these estimates.

As at December 31, 2011, the fair value of trade and other receivables and trade and other payables on the consolidated balance sheets approximate carrying value because of the limited term of these instruments.

As at December 31, 2011, the fair value of long-term debt was \$16,968,000 (RMB 105,000,000), as compared to its carrying value of \$16,638,232 (RMB 102,959,356) on the consolidated balance sheets. The carrying values of the Company's due to and due from related parties balances approximate fair value. The Company's financial instruments that are carried at fair value, consisting of cash, have been classified as Level 1 within the fair value hierarchy.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
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Years ended December 31, 2011 and 2010

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### 20. Financial instruments and risk management (continued):

#### (b) Financial risk factors:

The Company's risk exposures and the impact on the Company's financial instruments are summarized below:

##### (i) Foreign exchange risk:

Foreign exchange risk is the risk that fluctuations in foreign exchange rates will affect the Company's income or value of or cash flow related to its financial instruments. The Company is exposed to currency risk as substantially all of the assets, liabilities and operations of the Company are denominated in RMB. The appreciation or devaluation of RMB against the Canadian dollar may have a positive or negative impact on the results of operations of the Company. At December 31, 2011, substantially all of the Company's cash and all of its debt, as described in note 12, were denominated in a foreign currency.

The Company and its subsidiaries do not use derivative instruments to reduce their exposure to foreign currency risk.

As at December 31, 2011, the Company held foreign currency cash of RMB 31,203,589 (2010 - RMB 17,524,478) and U.S. \$23,768 (2010 - U.S. \$23,768).

As at December 31, 2011, with other variables unchanged, a +/-1% change in the U.S. dollar to Canadian dollar exchange rate would increase/decrease net income for the year by \$235 (U.S. \$237), and a +/-1% change in the exchange rate of RMB would increase/decrease the cumulative translation adjustment by \$37,301 (RMB 243,640).

##### (ii) Commodity price risk:

The Company is exposed to price risk related to natural gas, which is a commodity. The Company uses fixed-price contracts with suppliers to manage its exposure to price fluctuations, where possible; however, to meet its obligations to customers, the Company may be required to purchase natural gas at spot prices, which may result in unfavourable variances recorded through the consolidated statements of comprehensive income.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
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Years ended December 31, 2011 and 2010

### 20. Financial instruments and risk management (continued):

#### (iii) Interest rate risk:

Interest rate risk is the risk that changes in interest rates will affect the Company's income or value of or cash flows related to its financial instruments. The Company is exposed to interest rate risk arising from its long-term debt and bank indebtedness.

The Company's interest rate on its debt and indebtedness is based upon the prescribed rate of the People's Bank of China (7.05% at December 31, 2011, and 5.81% at December 31, 2010), which is subject to fluctuation, and may result in an increase or decrease in interest expense. The Company does not use derivative instruments to reduce its exposure to interest rate risk.

A 1% increase or decrease in the average interest rate charged on the Bank of China term loan described in note 12 for the year ended December 31, 2011 would have had the following impact on the Company's net income:

	Impact on net income
Interest rate +1%	\$ (243,640)
Interest rate -1%	243,640

#### (iv) Credit risk:

Credit risk arises from exposure to customers including outstanding trade and other receivables. Historically, the Company has not had collection issues associated with its receivables and the aging of receivables is reviewed on a regular basis to ensure the timely collection of amounts owing to the Company. As a result, the Company's allowance for doubtful accounts that represents its estimate of uncollectible amounts is minimal. The Company reviews accounts for specific risks to ensure the balance is reasonable. As at December 31, 2011, the Company has recorded an allowance for doubtful accounts of \$15,616 (December 31, 2010 - \$14,463; January 1, 2010 - \$5,138).

The Company manages its credit risk by entering into purchase and connection agreements with creditworthy parties and through regular review of trade and other receivables. Management believes concentrations of credit risk with respect to trade and other receivables is limited given the large number of customers; no one customer comprised greater than 10% of total trade and other receivables balances at December 31, 2011. Payments are usually required in advance for gas purchases and connection services.

## **CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### **20. Financial instruments and risk management (continued):**

#### **(v) Liquidity risk:**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company manages liquidity risk by managing its capital requirements through forecasting cash flows and monitoring covenant levels. The Company has also maintained continuous efforts to access intermediate or long-term bank financing on competitive terms.

The contractual maturities of the Company's long-term financial liabilities are described in note 12 and the remaining financial liabilities, consisting of trade and other payables, are expected to be realized within one year.

As at December 31, 2011, the Company had a cash balance of \$5,061,517 (December 31, 2010 - \$2,670,113; January 1, 2010 - \$3,782,250) to settle current liabilities of \$19,948,435 (December 31, 2010 - \$11,986,691; January 1, 2010 - \$16,821,684). See note 2(a) for discussion on how the Company intends to settle its current liabilities.

### **21. Economic dependence:**

One gas field supplies the majority of the Company's natural gas in Sanya City whereas interruption of this supply could materially affect the Company's ability to operate. Currently, the Company has a contract to purchase up to 24,000,000 m<sup>3</sup> gas per year, which represents less than 1% of the field's total capacity from this supplier until December 30, 2015.

### **22. Seasonality of operations:**

Seasonality can impact the Company's pipeline natural gas sales. The Company's current operations are primarily located in Sanya City, an international tourist destination in the PRC's only tropical province. Sanya City attracts more tourists in winter and spring than the rest of the year. The Company's natural gas sales are higher during the high tourism seasons of winter and spring as a large portion of the Company's natural gas sales are made to hotels and restaurants.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

### 23. Segmented reporting:

The Company has three reportable segments: gas connection, pipeline gas sales and CNG refuelling sales. Two of these segments (gas connection and pipeline sales) combine to form a gas distribution utility, which is currently the Company's primary operation. The utility delivers natural gas to commercial, industrial and residential customers through its pipeline networks and associated facilities. The Company's third business segment is a CNG refuelling retail station which is mainly used to supply gas for taxicab and public vehicles. The performance of each segment is measured by income from operations.

Transactions between reportable segments; namely, the transfer of certain pipeline assets from the gas connection segment to the pipeline gas sales segment, have been accounted for based on the carrying values of the assets transferred. There were no significant intercompany transactions between the business segments. Neither in 2011 nor in 2010 did any single customer account for more than 10% of the Company's sales.

The accounting policies of the reportable segments are the same as described in note 3.

Summarized financial information concerning the reportable segments is shown in the following tables:

December 31, 2011	Gas connection	Pipeline gas sales	CNG refuelling sales	Consolidated
Revenue	\$ 10,326,800	\$ 15,366,861	\$ 2,482,020	\$ 28,175,681
Cost of sales	6,096,751	8,212,971	2,157,472	16,467,194
	4,230,049	7,153,890	324,548	11,708,487
Expenses:				
General and administrative	1,506,172	3,271,700	284,491	5,062,363
Travel and business development	1,125,878	1,545,004	18,019	2,688,901
	2,632,050	4,816,704	302,510	7,751,264
Income from operations	\$ 1,597,999	\$ 2,337,186	\$ 22,038	\$ 3,957,223
Acquisition of property and equipment	\$ (94,394)	\$ (4,439,565)	\$ (415,056)	\$ (4,949,015)
Investment in associate	—	(787,821)	—	(787,821)
Total assets, December 31, 2011	\$ 6,048,604	\$ 47,290,629	\$ 2,278,727	\$ 55,617,960

**CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

**23. Segmented information (continued):**

December 31, 2010	Gas connection	Pipeline gas sales	CNG refuelling sales	Consolidated
Revenue	\$ 8,229,301	\$ 12,972,926	\$ 932,991	\$ 22,135,218
Cost of sales	4,923,911	5,906,369	976,205	11,806,485
	3,305,390	7,066,557	(43,214)	10,328,733
Expenses:				
General and administrative	1,385,909	2,654,129	566,389	4,606,427
Travel and business development	1,233,873	1,829,192	108,213	3,171,278
	2,619,782	4,483,321	674,602	7,777,705
Income (loss) from operations	\$ 685,608	\$ 2,583,236	\$ (717,816)	\$ 2,551,028
Acquisition of property and equipment	\$ (317,393)	\$ (9,130,797)	\$ (515,100)	\$ (9,963,290)
Total assets, December 31, 2010	\$ 2,626,340	\$ 39,215,677	\$ 2,914,022	\$ 44,756,039

  

January 1, 2010	Gas connection	Pipeline gas sales	CNG refuelling sales	Consolidated
Total assets	\$ 3,509,916	\$ 32,649,478	\$ –	\$ 36,159,394

**Geographic information:**

The Company's revenue is wholly generated from China and the majority of its assets are located in China. For the years ended December 31, 2011 and 2010, there is no significant individual customer from which sales amounted to more than 10% of the Company's revenue.

**24. Subsequent events:**

- (a) On February 22, 2012, the Company entered into a Program with the Local Power Bureau, which will ultimately secure an additional annual supply of natural gas totalling approximately 5 million cubic meters until 2015. In exchange for this gas supply, the Company will build infrastructure to link certain of the supplier's operations to the provincial power grid. The total anticipated capital expenditure related to the Program is \$1,417,232 (approximately RMB 8,770,000). This additional gas supply is expected to be available to the Company by the second half of 2012, once \$1,095,285 (approximately RMB 6,777,759) of the first phase of construction work has been completed. In connection with the Program, on March 15, 2012, the Company prepaid approximately \$323,200 (RMB 2,000,000) to a local contractor for work to be performed during 2012.

## **CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### **24. Subsequent events (continued):**

- (b) On March 16, 2012, the Bank of China renewed the Credit Line for an additional year. As part of the agreement, the Company is subject to a financial covenant that requires the Company's debt-to-total-assets ratio to be maintained below 80%. All other terms remain unchanged.
- (c) The loan made to an officer of the Company per note 16(b)(iii) was repaid in February 2012.

### **25. First-time adoption of IFRS:**

These annual consolidated financial statements are the first that have been prepared in accordance with IFRS. The accounting policies set out in note 3 have been applied in preparing the consolidated financial statements for the year ended December 31, 2011, the comparative information presented in these consolidated financial statements for the year ended December 31, 2010 and the opening consolidated balance sheet at January 1, 2010. As a result, application of IFRS 1 is required. IFRS 1 requires first-time adopters to retrospectively apply all effective IFRS standards as of the reporting date (December 31, 2011), providing certain optional exemptions and mandatory exceptions. Prior to the transition to IFRS, the Company prepared its financial statements in accordance with Canadian GAAP.

An explanation of how the transition from Canadian GAAP to IFRS has affected the Company's financial position, financial performance and cash flows, is set out in the following reconciliations and the explanatory notes that accompany the reconciliations. Reconciliations of the consolidated balance sheets and statements of comprehensive income and changes in equity for the respective periods are below. Changes to the cash flows were not material as a result of the conversion to IFRS.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 25. First-time adoption of IFRS (continued):

In preparing the Company's opening IFRS consolidated balance sheet, the Company has adjusted amounts previously reported in the financial statements prepared in accordance with Canadian GAAP. The IFRS 1 applicable exemptions and exceptions applied in the conversion from Canadian GAAP to IFRS are described below:

(a) Optional exemptions:

(i) Business combinations:

IFRS 1 provides an exemption that allows an entity to elect not to retrospectively restate business combinations prior to the transition date in accordance with IFRS 3, Business Combinations ("IFRS 3"). The retrospective basis would require restatement of all business combinations that occurred prior to the transition date. The Company elected not to retrospectively apply IFRS 3 to business combinations that occurred prior to the transition date and such business combinations have not been restated.

(ii) Borrowing costs:

IAS 23, Borrowing Costs ("IAS 23"), requires an entity to capitalize borrowing costs relating to qualifying assets. Under IFRS 1, an entity may elect to apply the transitional provisions of IAS 23, which allow an entity to choose the date to apply the capitalization of borrowing costs relating to all qualifying assets as either the transition date or an earlier date. The Company elected to apply the transitional provisions of IAS 23 and chose the transition date as the date to commence the capitalization of borrowing costs to all qualifying assets.

(iii) Share-based payment transactions:

IFRS 1 allows an entity to elect to be exempt from retrospectively applying the requirements of IFRS 2, Share-based Payments ("IFRS 2") for awards that are vested or settled prior to the transition date. The Company has elected to apply this exemption. As a result of applying this exemption, the Company has applied the provisions of IFRS 2 only to all outstanding equity instruments that are unvested as at the transition date. There were no such instruments unvested at the transition date.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 25. First-time adoption of IFRS (continued):

#### (iv) Cumulative translation differences:

Retrospective application of IFRS would require the Company to determine cumulative currency translation differences in accordance with IAS 21, The Effects of Changes in Foreign Exchange Rates, from the date a foreign subsidiary or associate was formed or acquired. IFRS 1 allows an entity to elect not to calculate these translation differences retrospectively, and instead to reset cumulative translation gains and losses to zero at the transition date. The Company has elected to reset to zero all cumulative translation gains and losses that existed in the cumulative translation adjustment ("CTA"). The CTA balance of \$778,791 as at January 1, 2010 under Canadian GAAP was recorded as an adjustment to retained earnings, with an offset to accumulated other comprehensive income, resulting in no impact on total equity.

#### (v) Fair value as deemed cost:

IFRS 1 allows an entity to elect to measure property and equipment at fair value in the opening IFRS balance sheet. Fair value would then become the deemed cost of the item. Alternatively, an entity can retrospectively apply the historical cost model in IAS 16, Property, Plant and Equipment, to arrive at the carrying value of property and equipment at the transition date. The Company elected to retrospectively apply the historical cost model for property and equipment on the transition date.

#### (b) Mandatory exceptions:

##### (i) Non-controlling interests:

IAS 27, Consolidated and Separate Financial Statements, requires that total comprehensive income be attributed to the owners of the parent, as well as to the non-controlling interests, even if this attribution results in a deficit balance for the non-controlling interests. The Company applied this requirement prospectively from the transition date.

##### (ii) Estimates:

The estimates previously made by the Company under Canadian GAAP cannot be revised for the application of IFRS, except where necessary to reflect any difference in accounting policy or where there was objective evidence that those estimates were in error. The Company has not used hindsight to revise estimates.

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 25. First-time adoption of IFRS (continued):

#### (c) Reconciliation of Canadian GAAP to IFRS:

In preparing its first annual consolidated IFRS consolidated financial statements, the Company has adjusted amounts previously reported in its financial statements prepared in accordance with Canadian GAAP.

The adjustments made to the consolidated balance sheets and consolidated statements of comprehensive income are explained below. Changes to the net cash flows were not material as a result of the conversion to IFRS and, accordingly, no reconciliation is made for the consolidated statements of cash flows.

#### (i) Adjustments made to the consolidated balance sheets:

##### (a) Deferred taxes:

IAS 12, Income Taxes, provides specific guidance that prohibits the recognition of deferred tax liabilities on the acquisition of assets that were not acquired in a business combination, where a "business" is defined by specific criteria under IFRS 3, Business Combinations. Canadian GAAP does not include such a restriction. Upon its acquisition of Hunan CNPC NEI in 2009, the Company recorded a deferred tax liability related to the intangible asset acquired. Hunan CNPC NEI did not meet the criteria of a "business" under IFRS upon acquisition, resulting in the reversal of a recognized deferred tax liability (December 31, 2010 - \$100,600; January 1, 2010 - \$102,200) and a decrease in intangible assets on transition.

##### (b) Long-term debt:

IAS 1, Presentation of Financial Statements, provides guidance that requires a financial liability that is due to be settled within 12 months of the reporting date is classified as current, regardless of whether an agreement to refinance the loan was obtained after the reporting date. Canadian GAAP permits reclassification to long-term in the case where an agreement to refinance a loan is obtained between the reporting date and the completion of the financial statements. As discussed in note 12, at January 1, 2010, a loan of \$6,469,260 (RMB 42,000,000), with no fixed repayment terms, payable to the Sanya State Assets Management Corporation was reclassified as current because the Company had not finalized a refinancing with its RMB 100,000,000 long-term bank loan until after December 31, 2009, a loan which was used to repay the RMB 10,000,000 loan due in 2010.

**CHANGFENG ENERGY INC.**

Notes to Consolidated Financial Statements (continued)  
 (Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

**25. First-time adoption of IFRS (continued):**

- (ii) Reconciliation of shareholders' equity as reported under Canadian GAAP to total equity under IFRS:

	December 31, 2010	January 1, 2010
Shareholders' equity reported under Canadian GAAP	\$ 10,801,374	\$ 9,595,110
Reclassification of non-controlling interest to total equity under IFRS	671,444	681,197
Differences increasing reported total equity:		
Plant and equipment (a)	(190,507)	(136,597)
Total equity under IFRS	\$ 11,282,311	\$ 10,139,710

- (a) Plant and equipment:

IFRS provides more specific guidance than Canadian GAAP on the capitalization and componentization of plant and equipment. Specifically, IFRS requires that each part of an identifiable item of plant and equipment with a cost that is significant in relation to the total cost of the item shall be capitalized and amortized separately. As a result of this difference, the Company determined that certain assets must be separately capitalized components under IFRS. The retrospective application of this standard resulted in a decrease in total equity, being the cumulative incremental amortization that would have been expensed in prior periods had these assets been separately identified and amortized.

- (iii) Reconciliation of net income as reported under Canadian GAAP to IFRS:

	Year ended December 31, 2010
Net income under Canadian GAAP	\$ 1,020,091
Add back non-controlling interest (a)	(9,754)
Difference decreasing reported amount:	
Amortization of assets components (b)	(53,910)
Net income under IFRS	\$ 956,427

## CHANGFENG ENERGY INC.

Notes to Consolidated Financial Statements (continued)  
(Expressed in Canadian dollars, unless otherwise indicated)

Years ended December 31, 2011 and 2010

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### 25. First-time adoption of IFRS (continued):

(a) Non-controlling interest:

Non-controlling interests is included in the determination of net income under Canadian GAAP. Under IFRS, net income is attributed to both the controlling and non-controlling interests. This adjustment includes non-controlling interest in the determination of net income, resulting in an increase to net income.

(b) Amortization of assets components:

The impact of componentization of assets with different depreciation methods or rates, as required under IFRS, resulted in an increase in amortization expense and decrease in net income under IFRS compared to Canadian GAAP.

(iv) Reconciliation of comprehensive income as reported under Canadian GAAP to IFRS:

	Year ended December 31, 2010
Comprehensive income under Canadian GAAP	\$ 956,329
Difference decreasing reported amount:	
Differences in net income (a)	(63,664)
Currency translation adjustment	—
Comprehensive income under IFRS	\$ 892,665

(a) Differences in net income:

Reflects the differences in net income between Canadian GAAP and IFRS, as described in the reconciliation of net income as reported under Canadian GAAP to IFRS.



## CHANGFENG ENERGY BY THE NUMBERS

**1** CHANGFENG ENERGY IS CURRENTLY THE ONLY CHINESE NATURAL GAS SERVICE PROVIDER THAT IS LISTED ON THE TORONTO VENTURE EXCHANGE.

**3** CHANGFENG ENERGY CURRENTLY HAS THREE BUSINESS SEGMENTS INCLUDING PIPELINE CONNECTION, NATURAL GAS SALES, AND A CNG REFUELING STATION.

**17** FOR SEVENTEEN CONSECUTIVE YEARS, CHANGFENG ENERGY HAS HAD A PROVEN TRACK RECORD OF BOTH GROWTH AND EXPANSION.

**32** CHANGFENG ENERGY'S REVENUE GREW AT A CAGR OF 32% BETWEEN 2007 – 2011.

**598** AS OF DEC 31ST, 2011, CHANGFENG ENERGY PROVIDES GAS TO 598 HOTELS AND RESTAURANTS IN SANYA CITY.

**82,947** AS OF DEC 31ST, 2011, CHANGFENG PROVIDES GAS TO 82,947 RESIDENTIAL CUSTOMERS IN SANYA CITY.



## 1) SANYA CITY & HAITANG BAY | GAS UTILITY & DISTRIBUTION PROJECT - AT A GLANCE

**EXCLUSIVE CONCESSION RIGHTS:** CHANGFENG ENERGY HAS 30-YEAR (2007-2037) EXCLUSIVE CONCESSION RIGHTS TO DELIVER AND SELL NATURAL GAS TO BOTH HOMES AND BUSINESSES IN SANYA CITY AND ITS SURROUNDING AREA. THIS MAKES CHANGFENG ENERGY A MONOPOLY IN THE AREA.

**SOLID RECURRING REVENUES:** RECURRING REVENUE STREAM THROUGH ITS WELL-ESTABLISHED PIPELINE NETWORK IN SANYA CITY WHICH IS CURRENTLY SERVICING OVER 83,000 CUSTOMERS AND GROWING.

**SECURED GAS SUPPLY SOURCE:** STABLE GAS SUPPLY THROUGH ITS ANNUAL 24 MILLION M3 GAS QUOTA UNTIL THE YEAR 2015.

**GROWTH POTENTIAL:** SANYA CITY IS QUICKLY GROWING AS ITS CURRENTLY BEING DEVELOPED INTO A MAJOR INTERNATIONAL TOURIST DESTINATION BY THE HAINAN PROVINCIAL GOVERNMENT. DEVELOPMENT IS EXPECTED TO BE COMPLETED BY THE YEAR 2020.



## 2) CHANGSHA CITY | CNG REFUELING RETAIL STATION - AT A GLANCE

**NEW BUSINESS SEGMENT:** CHANGFENG'S FIRST COMPRESSED NATURAL GAS ("CNG") REFUELING RETAIL STATION IN CHANGSHA CITY COMMENCED OPERATION IN APRIL OF 2010, REPRESENTING CHANGFENG ENERGY'S FIRST FULLY OPERATIONAL BUSINESS ON CHINA'S MAINLAND AND INTRODUCED A NEW BUSINESS SEGMENT TO THE COMPANY.

**MARKET SIZE:** ACCORDING TO THE 2010 CENSUS, CHANGSHA CITY HAS A POPULATION OF 7,044,118 INHABITANTS. THE CITY HAS A LARGE FLEET OF BUSES AND TAXIS WHICH THE CHANGSHA MUNICIPAL GOVERNMENT IS ENCOURAGING THESE VEHICLES SHOULD UNDERGO A CONVERSION PROCESS TO BECOME DUAL-FUEL (CNG/GASOLINE) VEHICLES.



## 3) PINGXIANG CITY | XIANGDONG PROJECT - AT A GLANCE

**EXCLUSIVE CONCESSION RIGHTS:** IN MAY 2010, CHANGFENG ENERGY WAS GRANTED 50-YEAR PRELIMINARY EXCLUSIVE CONCESSION RIGHTS TO OPERATE A NATURAL GAS CONSTRUCTION AND DISTRIBUTION BUSINESS IN THE XIANGDONG DISTRICT INCLUDING THE PINGXIANG INDUSTRIAL CERAMIC PARK ("THE PARK") WHICH RESIDES WITHIN THE XIANGDONG DISTRICT.

**MARKET SIZE:** THE PARK CURRENTLY HOUSES 20 INDUSTRIAL CERAMIC FACTORIES AND IS DESIGNED TO HOUSE OVER 70 CERAMIC RELATED MANUFACTURING FACTORIES IN TOTAL BY THE YEAR 2020. THE PARK REPRESENTS A LARGE POTENTIAL MARKET FOR CHANGFENG ENERGY GIVEN THE LARGE AMOUNT OF HEAT ENERGY REQUIRED FOR THE KILNS USED BY THE INDUSTRIAL CERAMIC COMPANIES.

**GAS SOURCE:** GAS QUOTA FOR THE XIANGDONG PROJECT FROM 2012 TO 2015 WILL BE 15 MILLION M3 IN 2012, 35 MILLION M3 IN 2013 AND UP TO 50 MILLION M3 IN 2014 AND 2015. THIS GAS QUOTA WAS APPROVED BY THE JIANGXI PROVINCIAL ENERGY BUREAU IN NOVEMBER OF 2011, AND WILL BE SUPPLIED FROM THE XIANGTAN SUB-LINE OF PETROCHINA'S SECOND WEST-EAST PIPELINE.



## 4) XIANGTAN PROJECT | XIANGTAN CITY - AT A GLANCE

**NEW BUSINESS SEGMENT:** CHANGFENG ENERGY WITH ITS STRATEGIC PARTNERS ARE IN THE PROCESS OF DEVELOPING A LIQUEFIED NATURAL GAS ("LNG") STORAGE FACILITY AND A NATURAL GAS DISTRIBUTION PIPELINE NETWORK XIANGTAN CITY. THIS ENDEAVOR PRESENTS A POTENTIALLY LARGE NEW REVENUE STREAM AS XIANGTAN CITY HAS A LARGE RESIDENTIAL, COMMERCIAL AND INDUSTRIAL CUSTOMER BASE.

**GOVERNMENT SUPPORTED:** A COMPANY OWNED BY THE XIANGTAN CITY MUNICIPALITY IS ONE OF CHANGFENG ENERGY'S PARTNERS IN BOTH JOINT VENTURE HOLDING COMPANIES THAT HAVE BEEN FORMED TO OVERSEE THE DEVELOPMENT OF BOTH PROJECTS THAT ARE CURRENTLY UNDERWAY IN XIANGTAN CITY.

**MARKET SIZE:** ACCORDING TO THE 2010 CENSUS, XIANGTAN CITY HAS A POPULATION OF 2,748,552 INHABITANTS.

## PROJECTS LOCATION MAP

- IN OPERATION
- UNDER CONSTRUCTION
- IN DEVELOPMENT
- PETROCHINA'S SECOND WEST-EAST PIPELINE



*"CHINA IS ENTERING INTO A "NATURAL GAS ERA" AS THE GOVERNMENT AIMS TO INCREASE NATURAL GAS IN THE NATIONAL PRIMARY ENERGY CONSUMPTION MIX FROM 4.4% (2010) TO 7.5% BY 2015. WE ARE VERY EXCITED IN EXPLORING HIGH GROWTH OPPORTUNITIES THAT THE "NATURAL GAS ERA" WILL PRESENT, WHILE AT THE SAME TIME, WE'RE PROUD THAT WE'RE CONTRIBUTING TO A CLEANER CHINA WHILE IMPROVING THE QUALITY OF LIFE OF ITS CITIZENS BY PROVIDING CLEAN AND RELIABLE ENERGY TO OUR CUSTOMERS."*

MR. HUAJUN LIN  
CHAIRMAN, PRESIDENT & CEO

## CORPORATE PROFILE

CHANGFENG ENERGY IS A NATURAL GAS SERVICE PROVIDER LOCATED IN THE PEOPLE'S REPUBLIC OF CHINA. FOUNDED IN 1995 AND HEADQUARTERED IN TORONTO, CANADA, CHANGFENG ENERGY CURRENTLY SERVES OVER 80,000 CUSTOMERS DAILY IN BOTH HAINAN AND HUNAN PROVINCES. THE COMPANY DELIVERS SAFE, CLEAN AND RELIABLE NATURAL GAS TO BOTH HOMES AND BUSINESSES THROUGH ITS MODERN GAS DISTRIBUTION NETWORKS. WITH SUPPORT FROM ITS OVER TWO HUNDRED DEDICATED EMPLOYEE'S, CHANGFENG ENERGY'S PRIMARY GOAL IS TO BECOME ONE OF THE PREDOMINANT NATURAL GAS SERVICE PROVIDERS IN SOUTHERN CHINA BY THE YEAR 2015.

## CONTACT INFORMATION

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tsx venture  
EXCHANGE

TSX : CFY