## CORPORATE PROFILE

COSCO Pacific Limited is a leading player in the global container transportation business. It provides a chain of container logistics services covering container leasing, container terminals and other container-related industries. As the world's sixth largest container leasing company, COSCO Pacific has depots and sales offices strategically located around the globe. With the integration of the global economy, rising levels of containerization, the trend towards outsourcing of logistics, and China's entry to the WTO, the opportunities presented to the Group are unprecedented. Against this background, we have been building our competitiveness on many fronts, in order to create sustainable earnings growth, and to provide the best returns for our shareholders.



With the accelerating trend toward global outsourcing of logistics by multinational corporations, and the opportunities offered by internet-based technologies in this arena, COSCO Pacific is moving towards the development of a comprehensive container-related logistics business. Utilising e-commerce as a means of maximizing the efficiency of the chain of services we offer, the first phase in our strategy is the e-commerce enabling of our container leasing business. We have invested in an advanced internet-based information and enquiry system, enabling customers to lease and return our containers on-line. The system will be operational in the second half of this year. This will improve the quality and efficiency of our services.



Breakdown of Container Leasing Rental by Customers in 2000



## A broader earnings base



Breakdown of Container Fleet Capacity by Customers in 2000

Our primary focus is on delivering value for our shareholders, and a key objective in this process is to maximize our potential earnings base within the high growth containerized transportation sector. The achievement of this objective will enable us to optimize business opportunities, leveraging our core strengths to identify and develop new profitable growth areas for COSCO Pacific. Integrated logistics management relating to containerized transportation is one such growth area we have been developing. Another growth area we have identified is in attracting other international customers for our leasing business. We are moving aggressively forward in both areas to generate new revenue streams for the Company.





In our business, increasing competitiveness means expanding our global presence as well as our services. Currently as the world's sixth largest container leasing company, we have already spanned our business network around the globe with eight overseas offices and 200 container depots worldwide. In China, we have unrivalled infrastructural support through the COSCO Group, and have invested in container terminals in Hong Kong and four China Mainland ports. With China's imminent WTO membership, and the accelerating levels of containerization worldwide, we are planning to make further terminal investments, particularly in China. Coupled with the increasing integration of the global economy, we believe the anticipated rise in trade volumes presents us with the best opportunity for growth in our history. COSCO Pacific is ready.

