

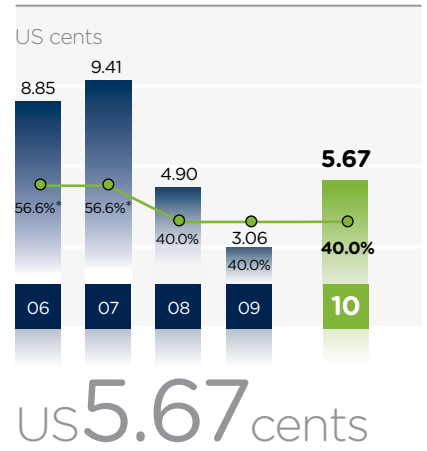
# Business Overview



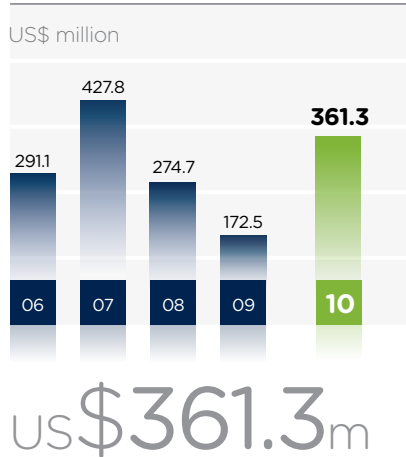
### Revenue



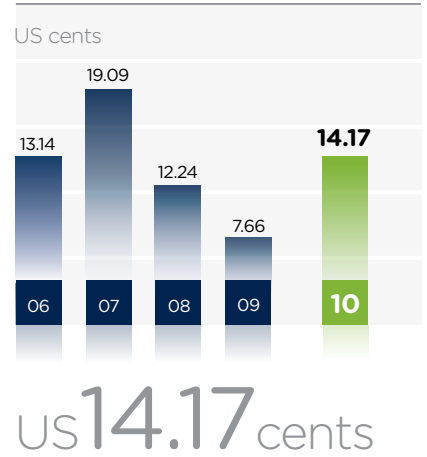
### Dividend per share and payout ratio



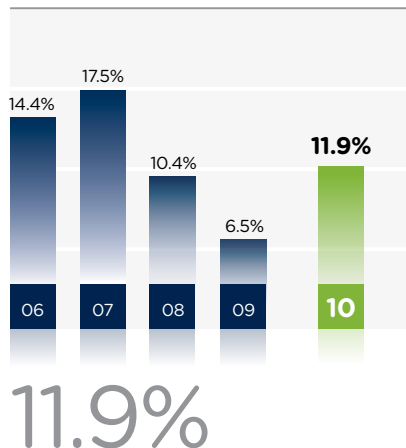
### Profit attributable to equity holders of the Company



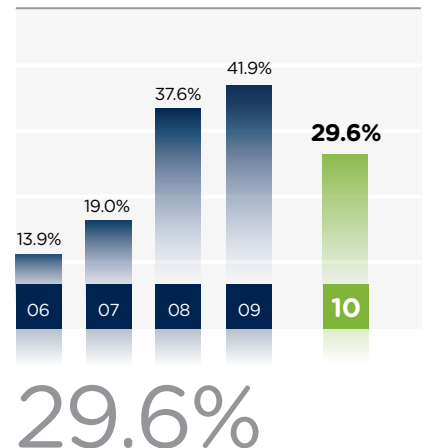
### Basic earnings per share



### Return on equity holders of the Company



### Net debt-to-equity ratio



\* The financial effect of the put options of CIMC was excluded in the calculation of dividend payout ratio for 2006 and 2007.

## Business Overview

---

### Revenue

---

The Group's revenue rose by 27.8% to US\$446,492,000 (2009: US\$349,424,000). The first full-year contribution of revenue from Piraeus Terminal, a wholly owned subsidiary of the Company, led the terminal divisional revenue to achieve a strong growth of 63.5% to US\$195,594,000. Revenue from container leasing, management and sale businesses increased by 9.2% to US\$250,898,000.

### Profitability

---

Gross profit rose by 11.7% to US\$166,724,000 (2009: US\$149,250,000). Piraeus Terminal, undergoing its ramp-up period, and having incurred high operating cost in the first half of 2010, affected the gross profit of the Group.

Profit attributable to equity holders rose significantly by 109.4% to US\$361,307,000 (2009: US\$172,526,000). Excluding the non-recurring items<sup>1</sup>, profit attributable to equity holders of the Company increased by 92.7% to US\$269,577,000 (2009: US\$139,890,000).

### Dividends

---

Proposed final cash dividend of US2.483 cents (2009: US1.199 cents). Full-year dividend to be US5.668 cents (2009: US3.061 cents) with payout ratio of 40.0% (2009: 40.0%).

### Businesses

---

Ranked as the fifth largest container terminal operator in the world, the Group's container throughput rose by 19.4% to 48,523,870 TEUs. During the year, the Group acquired approximately 10% additional equity interest in Yantian terminal, which accelerated the Group's equity throughput<sup>2</sup> growth by 29.3% to 12,236,920 TEUs. Profit from the terminal business grew by 43.5% to US\$119,882,000.

Ranked as the third largest container leasing company in the world, the Group's container fleet size increased by 3.1% to 1,631,783 TEUs. During the year, strong container demand facilitated a significant rise in the utilisation rate of the container fleet by 6.7 percentage points to 97.3%. Profit from the container leasing, management and sale businesses increased by 35.0% to US\$96,366,000.

Profit from the container manufacturing business increased significantly by 197.5% to US\$91,871,000.

### Awards

---

The Group's commitment to maintaining a high level of corporate governance has led us to receiving unflinching recognition by stakeholders. The Company won the Corporate Governance Asia Recognition Award given by Corporate Governance Asia magazine for the fourth consecutive year. It was also recognised as the Hong Kong Outstanding Enterprise by Economist Digest magazine for the sixth consecutive year. The Company also won The Asset Corporate Governance Gold Award for Investor Relations given by The Asset magazine. Meanwhile, the 2009 annual report of the Company was cited for corporate governance disclosure by Hong Kong Management Association. The Company was also awarded Foreign Company In-House Team of the Year by Asian Legal Business, a well recognised professional magazine.

---

#### Note

<sup>1</sup> Non-recurring items include profit on disposal of COSCO Logistics of US\$84,710,000 in 2010; profit on disposal of Dalian Port Container of US\$7,020,000 in 2010; share of profit of COSCO Logistics of US\$25,627,000 in 2009; dividend income from Dalian Port Container of US\$1,493,000 in 2009 and profit on disposal of Shanghai CIMC Reefer of US\$5,516,000 in 2009.

<sup>2</sup> Equity throughput is calculated according to the shareholding proportion of the Group.

## Results highlights

	2010	2009	y-o-y change
	US\$	US\$	%
Revenue <sup>1</sup>	<b>446,492,000</b>	349,424,000	+27.8
Operating profit before finance income and finance costs	<b>113,267,000</b>	99,918,000	+13.4
Share of profits less losses of jointly controlled entities and associates	<b>206,774,000</b>	117,700,000	+75.7
Profit attributable to equity holders of the Company	<b>361,307,000</b>	172,526,000	+109.4
Profit attributable to equity holders of the Company (excluding non-recurring items <sup>2</sup> )	<b>269,577,000</b>	139,890,000	+92.7
	US cents	US cents	%
Basic earnings per share	<b>14.17</b>	7.66	+85.0
Dividend per share	<b>5.668</b>	3.061	+85.2
interim dividend	<b>1.759</b>	1.862	-5.5
special interim dividend <sup>3</sup>	<b>1.426</b>	nil	n.a.
final dividend	<b>2.483</b>	1.199	+107.1
Payout ratio	<b>40.0%</b>	40.0%	-
	US\$	US\$	%
Total equity	<b>3,493,862,000</b>	2,858,351,000	+22.2
Capital and reserves attributable to the equity holders of the Company	<b>3,348,121,000</b>	2,742,293,000	+22.1
Consolidated total assets	<b>5,251,917,000</b>	4,635,312,000	+13.3
Consolidated total liabilities	<b>1,758,055,000</b>	1,776,961,000	-1.1
Consolidated net assets	<b>3,493,862,000</b>	2,858,351,000	+22.2
Consolidated net debts	<b>1,034,481,000</b>	1,198,531,000	-13.7
	%	%	pp
Return on equity holders of the Company	<b>11.9</b>	6.5	+5.4
Return on total assets	<b>7.3</b>	3.9	+3.4
Net debt-to-equity ratio	<b>29.6</b>	41.9	-12.3
Interest coverage <sup>4</sup>	<b>11.1x</b>	5.1x	+6.0x

### Note

1 The Group's revenue was generated from Florens, Zhangjiagang Win Hanverky Terminal, Quan Zhou Pacific Terminal, Yangzhou Yuanyang Terminal, Jinjiang Pacific Terminal, Piraeus Terminal, Plangreat Limited and its subsidiaries and COSCO Ports Services (Guangzhou) Co., Limited.

2 Non-recurring items include profit on disposal of COSCO Logistics of US\$84,710,000 in 2010; profit on disposal of Dalian Port Container of US\$7,020,000 in 2010; share of profit of COSCO Logistics of US\$25,627,000 in 2009; dividend income from Dalian Port Container of US\$1,493,000 in 2009 and profit on disposal of Shanghai CIMC Reefer of US\$5,516,000 in 2009.

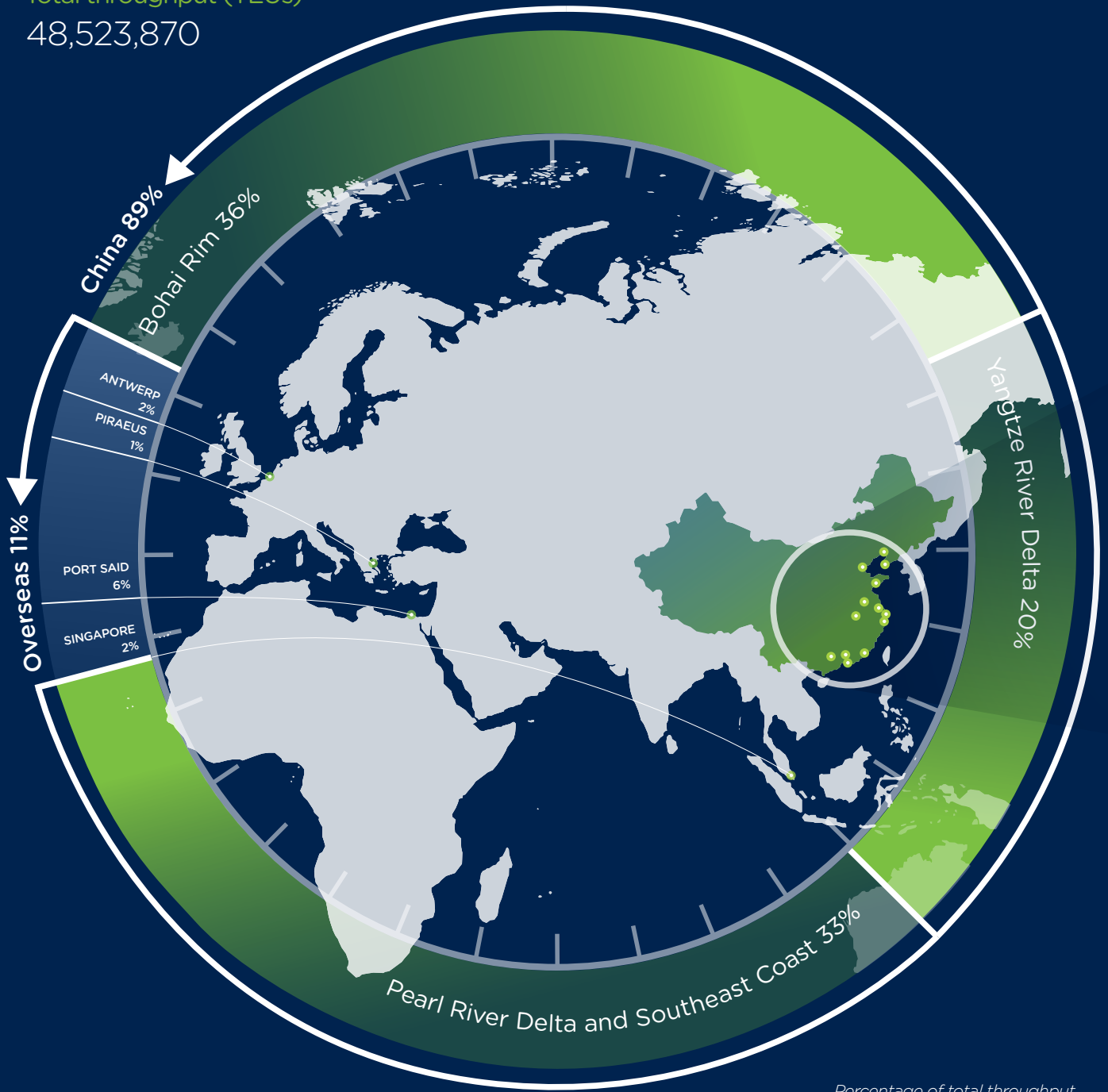
3 Special interim cash dividend was declared as a result of the disposal of 49% equity interest in COSCO Logistics.

4 Interest coverage excluding profit from discontinued logistics operation in 2009 and 2010.

# Worldwide Terminal Network

Total throughput (TEUs)

48,523,870



## Operating Berths

Region	Number of Operating Berths
Overseas	15
Port Said	5
Antwerp	4
Piraeus	4
Singapore	2



Percentage of total throughput

## Operating Berths

Bohai Rim	32
Qingdao	17
Tianjin	7
Dalian	6
Yingkou	2

Yangtze River Delta	30
Shanghai	13
Yangzhou	6
Nanjing	5
Ningbo	3
Zhangjiagang	3

Pearl River Delta and Southeast Coast	30
Shenzhen	15
Quanzhou	7
Guangzhou	6
Hong Kong	2

# Worldwide Container Depot Network



## North America

- Atlanta
- Baltimore
- Charleston
- Chicago
- Cincinnati
- Cleveland
- Columbus
- Detroit
- Houston
- Jacksonville
- Kansas City
- Louisville
- Los Angeles
- Miami
- Minneapolis
- Memphis
- Montreal
- New Orleans
- New York
- Norfolk
- Portland
- San Francisco
- Savannah
- Seattle
- St. Louis
- Toronto
- Vancouver



## Central America

- Puerto Limon



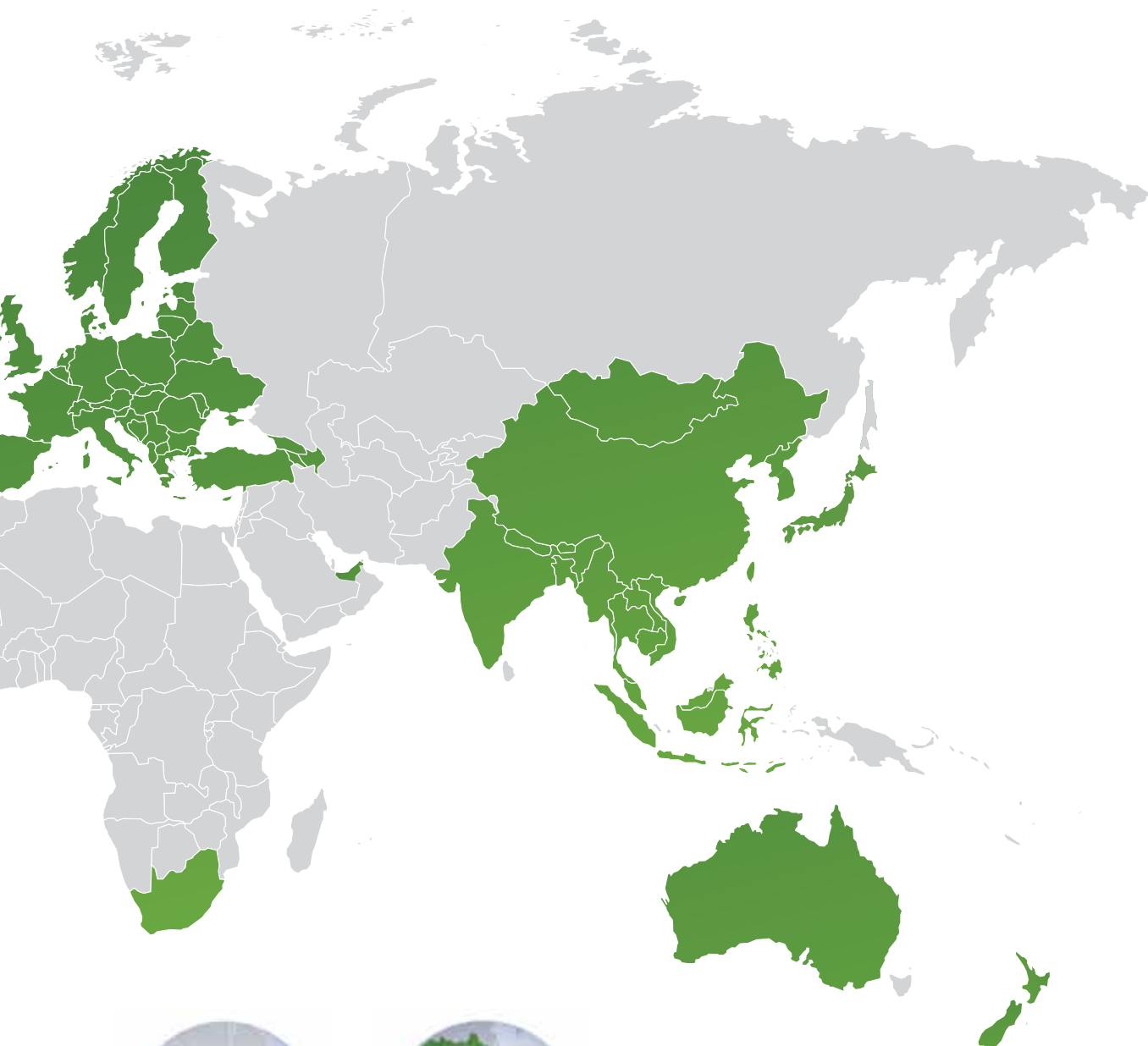
## South America

- Arica
- Buenos Aires
- Guayaquil
- Itajai
- Paranagua
- Rio de Janeiro
- Rio Grande
- San Antonio
- Santiago
- Santos
- Talcahuano
- Valparaiso



## Europe & Mediterranean

- |            |            |               |           |
|------------|------------|---------------|-----------|
| Aarhus     | Fos        | Liverpool     | Prague    |
| Antwerp    | Genoa      | London        | Rotterdam |
| Barcelona  | Glasgow    | Lyon          | Rubiera   |
| Basel      | Gothenburg | Mainz         | Valencia  |
| Bilbao     | Hamburg    | Manchester    | Venice    |
| Birmingham | Helsinki   | Mannheim      | Vienna    |
| Bremen     | La Spezia  | Marseille     |           |
| Copenhagen | Leeds      | Milan         |           |
| Dubai      | Leghorn    | Moscow Moskva |           |
| Dublin     | Le Havre   | Munich        |           |
| Duisburg   | Leixoes    | Naples        |           |
| Felixstowe | Lisbon     | Padua         |           |



**South Africa**

Cape Town  
Durban  
Johannesburg



**Asia Pacific**

Adelaide	Haiphong	Lyttelton	Port Kelang	Tauranga
Auckland	Hanoi	Madras	Pusan	Tianjin
Bangkok	Ho Chi Minh City	Manila	Pyeongtaek	Tokyo
Brisbane	Hong Kong	Melbourne	Qingdao	Tuticorn
Calcutta	Huangpu	Nagoya	Qui Nhon	Wellington
Cochin	Inchon	Nansha	Seoul	Xiamen
Colombo	Jakarta	Nha Trang	Shanghai	Yantian
Dalian	Kaohsiung	Nhava Sheva	Shekou	Yingkou
Da Nang	Keelung	Ningbo	Singapore	Yokohama
Delhi	Kobe	Osaka	Surabaya	
Fremantle	Laem Chabang	Pasir Gudang	Sydney	
Fuzhou	Lianyungang	Penang	Taichung	