

# COMPANY PROFILE

The ultimate parent company of COSCO Pacific is COSCO, the largest shipping enterprise in China and the second largest in the world.

COSCO Pacific is the world's fifth largest container terminal operator and fourth largest container leasing company. COSCO Pacific also holds a 21.8% equity interest in CIMC, the world's largest container manufacturer.

Strong support from our ultimate parent company, and its affiliated subsidiaries, has provided us with competitive advantages that have allowed us steadily to expand our two core businesses: terminals and container leasing, management and sale.

Backed by our parent company's powerful shipping fleet, COSCO Pacific is focusing on the development of its terminal business and is progressively acquiring majority stakes in terminals. We are also pursuing opportunities for expansion through investment in terminals overseas, in order to optimise our container terminal portfolio. The terminal business will continue to be our key growth driver.

In its terminal investment strategy, COSCO Pacific emphasises maintaining a balanced geographical distribution of terminals. The Group's terminal portfolio covers four main port regions in mainland China, Hong Kong and Taiwan, as well as overseas hub ports. As of 31st December 2012, we operated and managed 109 berths at 20 ports worldwide, 16 of them in mainland China, Hong Kong and Taiwan and four overseas. Among the 109 berths, 99 were for containers, with a combined annual handling capacity of 60.30 million TEU. The Group's total throughput represents a global market share of approximately 9.0%.

For the container leasing, management and sale businesses, our fleet size had reached 1,855,597 TEU as of 31st December 2012, representing approximately 12.0% of global market share.

We provide comprehensive long and short-term container leasing and container management services to our customers. To minimise market cycle risk, most lease contracts are long-term and revenue from long-term leasing accounted for 94.3% of total container leasing revenue in 2012. Our key customers include the world's top ten shipping lines, with revenue from these lines accounting for 72.1% of total container leasing revenue in 2012.