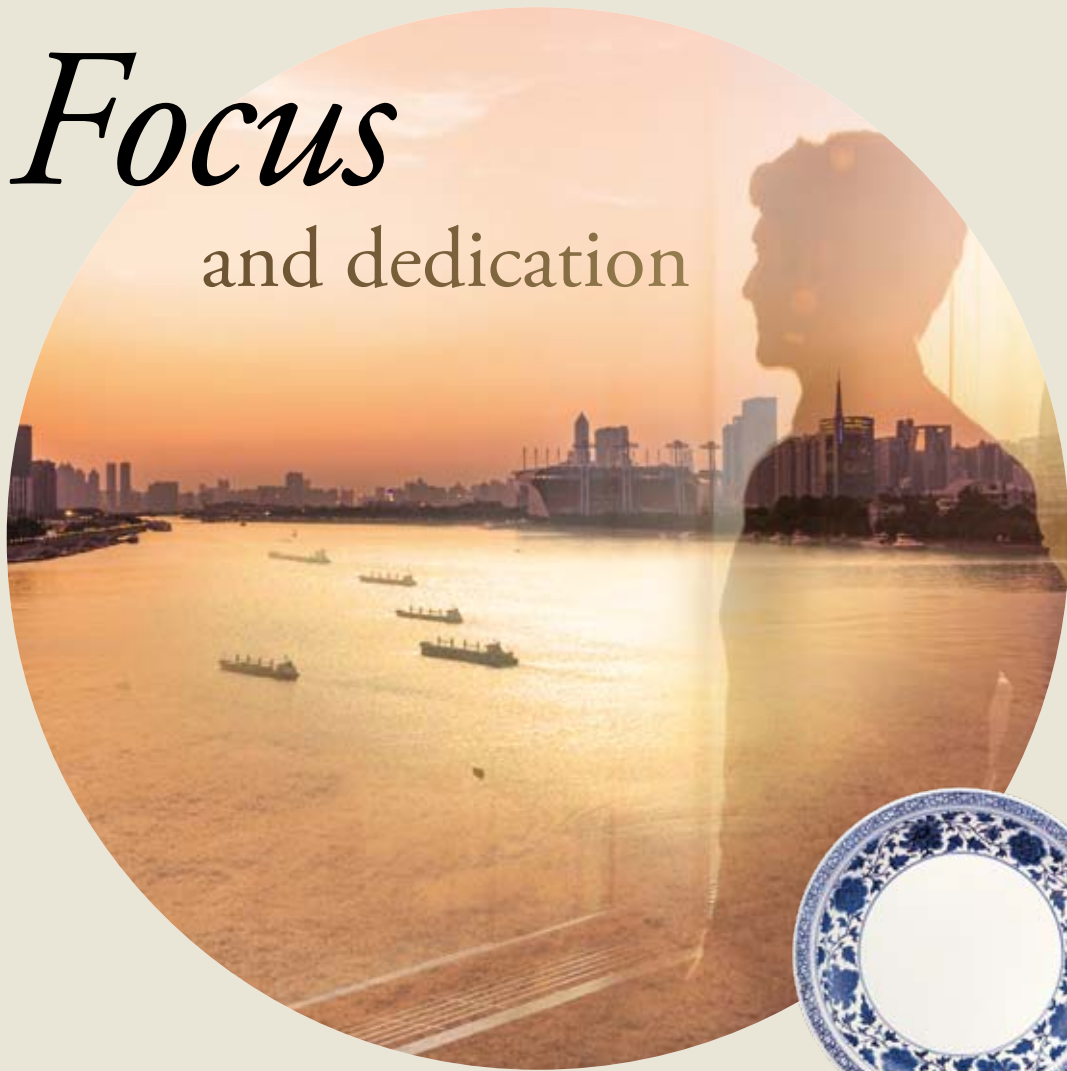


Focus and dedication



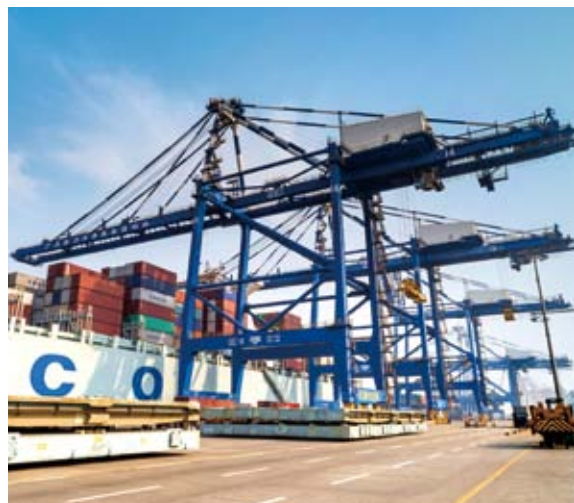
Following the reorganisation, the Group will concentrate its resources on the terminals business and seize opportunities to develop global hubs. By leveraging the enlarged container shipping fleet of its parent company, COSCO Pacific will increase its level of specialisation and become an even more competitive terminal operator.

Company Profile

COSCO Pacific's largest shareholder is China COSCO (Stock Code: 1919.HK), whose parent company, COSCO, is one of the largest integrated shipping enterprises in the world. COSCO Pacific enjoys competitive advantages brought by the synergies among COSCO companies and the long-term support from large-scale shipping companies in China and overseas.

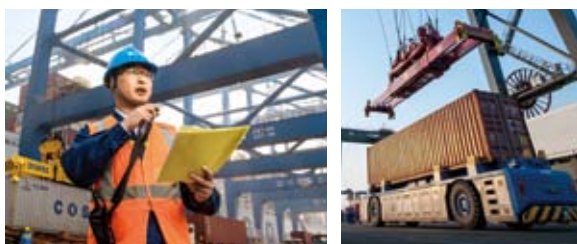
In its terminal investment strategy, COSCO Pacific emphasises maintaining a balanced geographical distribution. The Group's terminal portfolio covers four main port regions in Mainland China, Hong Kong and Taiwan, as well as overseas hub ports. As of 31 December 2015, we operated and managed 128 berths at 22 ports worldwide, 17 of them in Mainland China, Hong Kong and Taiwan, and 5 overseas. Among the 128 berths, 113 were for containers, with a combined annual handling capacity of 68.37 million TEU. The Group's total throughput represents a global market share of approximately 9.9%, making it the world's fourth largest container terminal operator.

For the container leasing, management and sale businesses, our fleet size had reached 1,944,654 TEU as of 31 December 2015. COSCO Pacific is one of the world's four largest container leasing companies, with a global market share of approximately 10.5%. The Group has adhered to its prudent investment strategy and operational model in business development. We have sought the balanced development of our fleets



of owned containers, sale-and-leaseback containers and managed containers with a view to minimising the operational risks, so as to ensure a stable business. To minimise market cycle risks, most lease contracts have been long-term and revenue from long-term leasing accounted for 96.7% of total container leasing revenue in 2015. Our key customers included the world's top ten shipping lines, with revenue from these lines accounting for 80.2% of total container leasing revenue.

At the Special General Meeting of COSCO Pacific held on 1 February 2016, the Independent Shareholders passed a reorganisation proposal by way of poll involving – (1) Acquisition of CSPD and (2) Disposal of Florens. The Acquisition and the Disposal were completed on 18 March 2016 and 24 March 2016, respectively. Following the acquisition and the disposal, the Group has been transformed into a pure terminal operator with an enlarged terminal portfolio and greater market share. The Group's total throughput market share has increased to approximately 11.6%.



Set for *Global Expansion*



Based in China and facing to the world, COSCO Pacific's network of terminals extends to 31 ports worldwide following the reorganisation, covering the main five port clusters along the Chinese coast, Southeast Asia, Europe, the Mediterranean, the Black Sea etc. We will continue to invest in and develop international hubs based on our existing network. We will also capitalise on opportunities arising from China's "One Belt, One Road" policy and strive to expand the global footprint of our terminals. In this way we aim to bring together global trade routes so as to develop the world's leading global terminal network.

An Expanded Platform for New Opportunities

COSCO Pacific's market position and its competitive advantages are greatly strengthened by the reorganisation. In terms of total throughput, the Group's global market share has increased from 9.9% to 11.6%, making it the world's second largest terminal operator. In terms of equity throughput, market share increased from 2.8% to 3.6%, the sixth largest globally. The Group's position in the Greater China region is also stronger, with its market share increasing from 27.0% to 32.2%. In addition, its terminal network in China extends to the Southwestern Coast, so that it covers the top five port clusters along the Chinese coast.

Following the reorganisation of COSCO and China Shipping Group, the container shipping fleet capacity of our parent company has increased to 1.6 million TEU, representing 8% of the world's total container shipping fleet capacity and ranking fourth in the world. COSCO Pacific, as the listed terminal flagship of the parent company, will thus receive even greater support from a top-tier global container shipping fleet. Benefiting from the synergies with its parent company, the Group's global competitiveness will come to the fore.

The reorganisation has presented the Group with a golden opportunity. By acquiring a portfolio of terminals assets, the Group has expanded its terminal network and market share, thus advancing its leading position in Greater China and the global container terminals industry. The Group will focus its resources on developing its terminals business and will continue to enhance its competitive edge. Capitalising on the national 'One Belt, One Road' policy, the Group will seize the opportunity to develop its terminal hubs and expand its global container terminal network, enabling sustainable development and growth of the terminals business, as well as value creation over the long-term.

Global market share in terms of total throughput increases to

11.6%

The second largest in the world

Global market share in terms of equity throughput increases from 2.8% to

3.6%

The sixth largest in the world

Terminal network covers

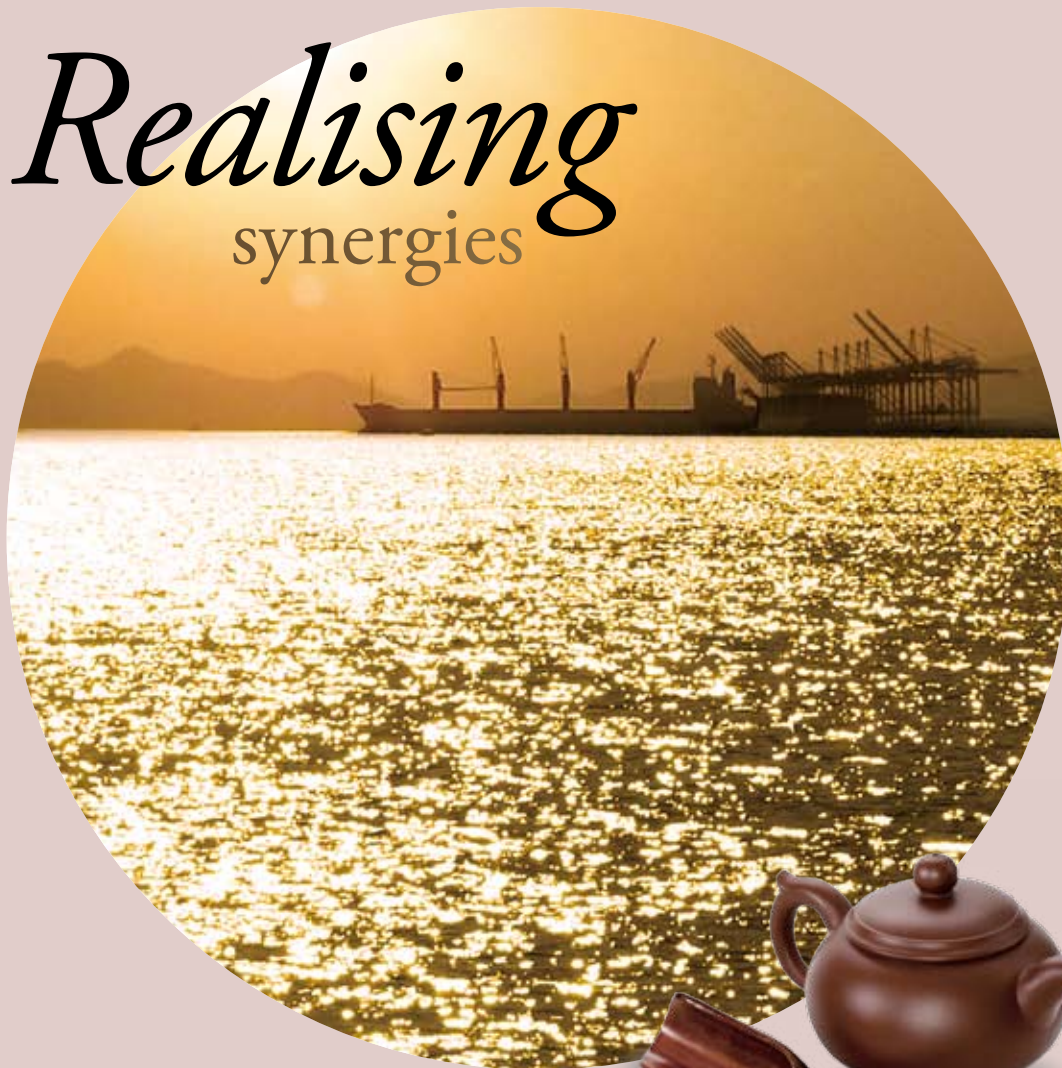
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Main port clusters along the coastal region in China

Greater China market share in terms of total throughput increases from 27.0% to

32.2%

Realising synergies



COSCO Pacific will integrate its expertise in foreign trade terminals and overseas investments with CSPD's experience in domestic sea-borne container transportation, to maximise synergies, so as to enhance its competitive advantage in terminal asset investments and its operational efficiency.

Our Four Areas of Strategic Focus

Value Creation Through Management Efficiency

1

Focus on seizing development opportunities in hub ports in line with the trend towards mega-vessels

Mega-vessels have become mainstream in the shipping industry, and accordingly we will develop our global hub network based on the main international shipping routes, as well as our parent company's hub strategy.

2

Focus on enhancing COSCO Pacific's brand value by optimising the operational model of the terminal subsidiaries

The Group will continue to roll out enhancements to marketing and services, cost optimisation, business model innovation and management excellence to raise the productivity and sustainability of the terminals it controls.

3

Focus on strengthening the profitability of the terminals business through innovative approaches to equity investments in terminal projects

In addition to increasing steadily our investment in terminals with controlling stakes, we will target innovative ways of diversifying our terminal investment geographically, to make equity investments in terminal projects that increase revenue and mitigate risks, in order to strengthen the profitability of the terminals business.

4

Focus on driving the development of a global terminal portfolio by capitalising on the opportunities from the "One Belt, One Road" and the Yangtze River Economic Belt initiatives

The Group will leverage the synergy between its terminals and the shipping business of its parent company to capture the strategic opportunities arising along the Yangtze River Economic Belt and Maritime Silk Road. The strategic positioning of our parent company's fleets and the long-standing shipping route callings at global container hubs are fundamental to the development of the Group's terminals business. COSCO Pacific is thus aligning the direction and strategy of its terminals business with the global development strategies of its parent company's fleet and shipping route network.