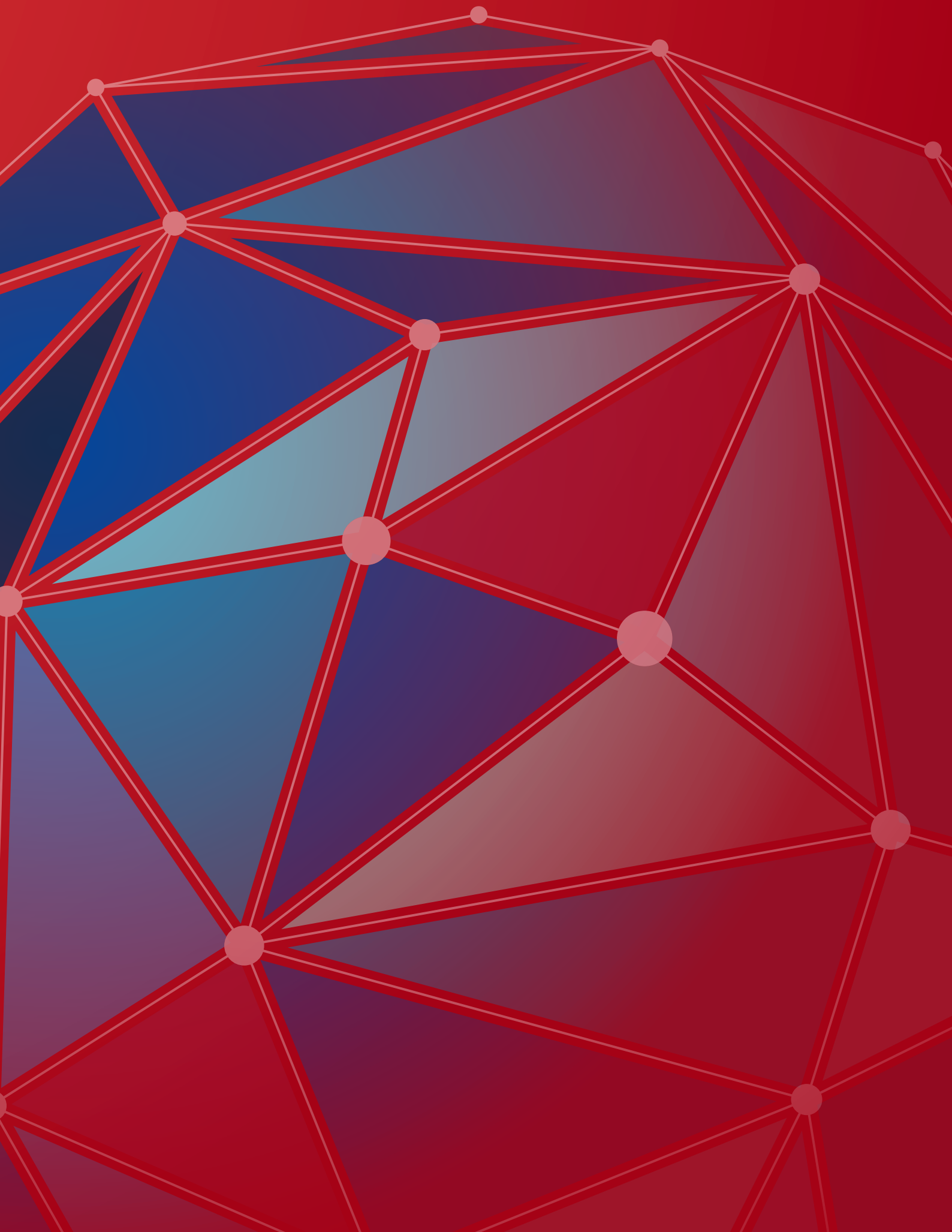


## CORPORATE PROFILE

COSCO SHIPPING Ports Limited (Stock Code: 1199) is a leading ports operator in the world and its terminals portfolio covers the five main port regions in Mainland China, Southeast Asia, Middle East, Europe and the Mediterranean. As at 31 December 2018, COSCO SHIPPING Ports operated and managed 283 berths at 36 ports worldwide, of which 192 were for containers, with a total designed annual handling capacity of approximately 106 million TEU.

COSCO SHIPPING Ports has adopted “The Ports for ALL” as its mission and is working towards building a global terminal network with controlling stake that offers linkage effects on costs, services and synergies, a synergistic platform that offers mutual benefits to all in the shipping industry, connecting global routes and becoming truly “the ports for all people”.





# Three Core Strategies

Following the reorganisation in 2016, COSCO SHIPPING Ports has established "The Ports for ALL" development concept, which presents three strategic directions for terminal business development, namely to develop a global terminal network; to achieve synergies between COSCO SHIPPING and the OCEAN Alliance; and to strengthen the control and management of its ports and terminals business.

## GLOBALISATION

Building a global terminal network with controlling stake that offers linkage effects on costs, services and synergies

## SYNERGY

Leveraging the synergies with COSCO SHIPPING and the OCEAN Alliance to strengthen its service capability to serve shipping alliances

Establishing close partnerships and maintaining good relationships with port groups, terminal operators and international liner companies to maximise synergies and value

## CONTROL

Strengthening control and management of the ports and terminals business – further integrating our existing terminals portfolio and increasing the value of these investments through building controlling stakes; increasing our influence in entire ports through equity investments in port groups; and adopting a unified management and operating system to integrate terminal operations



# globalisation

Building a  
global terminal  
network with  
controlling  
stake that  
offers linkage  
effects on costs,  
services and  
synergies

