Better Operations

for a

Brighter Future

2014 Interim Results

Press conference

26 August 2014

COSCO PACIFIC LIMITED
Stock Code: 1199.HK

Financial Review

- Solid Group's revenues growth driven by strong terminals subsidiary revenues growth
- Margin squeeze of leasing division led a decline in Group's gross profit
- Terminals non-subsidiary recorded solid profit growth
- Terminals profit growth offset by a decrease in leasing division profit

P&L (US$ million)	1H2014	YoY	1H2013
Revenues	440.16	**+11.4%**	395.20
Gross Profit	167.97	**-2.9%**	172.98
Operating profit	119.72	**-12.6%**	136.97
Operating profit after finance income & costs	96.46	**+0.4%**	96.07
Share of profits less losses of	81.74	**+14.0%**	71.71
- Joint ventures	50.93	**+31.0%**	38.89
- Associates	30.81	**-6.1%**	32.82
Income tax expenses	(20.13)	**+29.1%**	(15.59)
Profit attributable to equity holders from continuing operations	**146.79**	**+2.1%**	**143.82**
Profit from discontinued operation	-	**n/c**	416.47
- Net gain on disposal of CIMC	-	**n/c**	393.41
- Share of profit from CIMC	-	**n/c**	23.06
Profit attributable to equity holders	**146.79**	**-73.8%**	**560.29**

Stable Dividend Policy

- Payout ratio: maintaining at 40%

	30/6/2014	Change	30/6/2013
Basic earnings per share from continuing operations Note	US5.04 cents	**-2.3%**	US5.16 cents
Basic earnings per share Note	US5.04 cents	**-74.9%**	US20.11 cents
Interim dividend per share	US2.016 cents	**-15.9%**	US2.396 cents
	HK15.6 cents	**-16.1%**	HK18.6 cents
Special dividend per share	-	**n/c**	US5.648 cents
Payout ratio	40.0%	**-**	40.0%

Note: 1H2014 basic EPS is calculated based on the weighted average number of ordinary shares in issue during the period amounted to 2,912,325,528 shares (1H2013: 2,786,211,582 shares), an increase of 126,113,946 shares mainly resulting from scrip dividend alternative offer for 2013 interim and special interim dividends and 2012 final dividend.

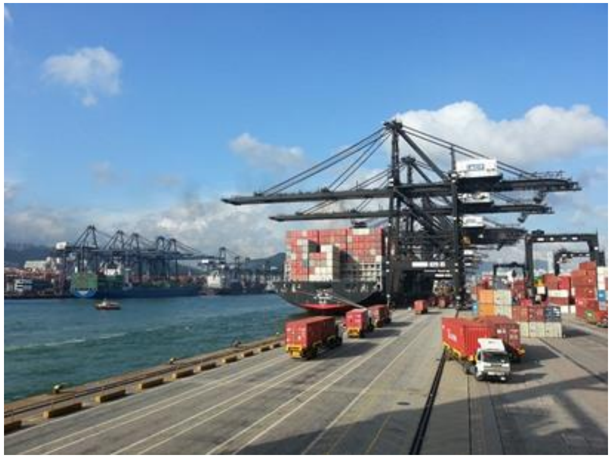
Terminals Business Review

Terminals division	1H2014	YoY	1H2013
Divisional revenues (US$ m)	258.08	+18.9%	217.07
% of total revenues	58.6%	+3.7pp	54.9%
Divisional profit (US$ m)	109.09	+17.5%	92.83
% of total recurring core profit	67.2%	+12.3pp	54.9%
Total throughput (TEU)	32,481,568	+10.1%	29,494,353
Equity throughput (TEU)	9,285,396	+13.2%	8,201,200

Terminal Acquisition (completed)

ACT (40%)

- Consideration of US$212,335,000 and started to book throughput and profit on 14 Mar 2014
- Operating terminal in mature market: contributing profit immediately
- ACT and COSCO-HIT: creating a more competitive platform, providing more efficient services for customers and bringing cost-effective
- Income source: share of profit and interest income from shareholder's loan

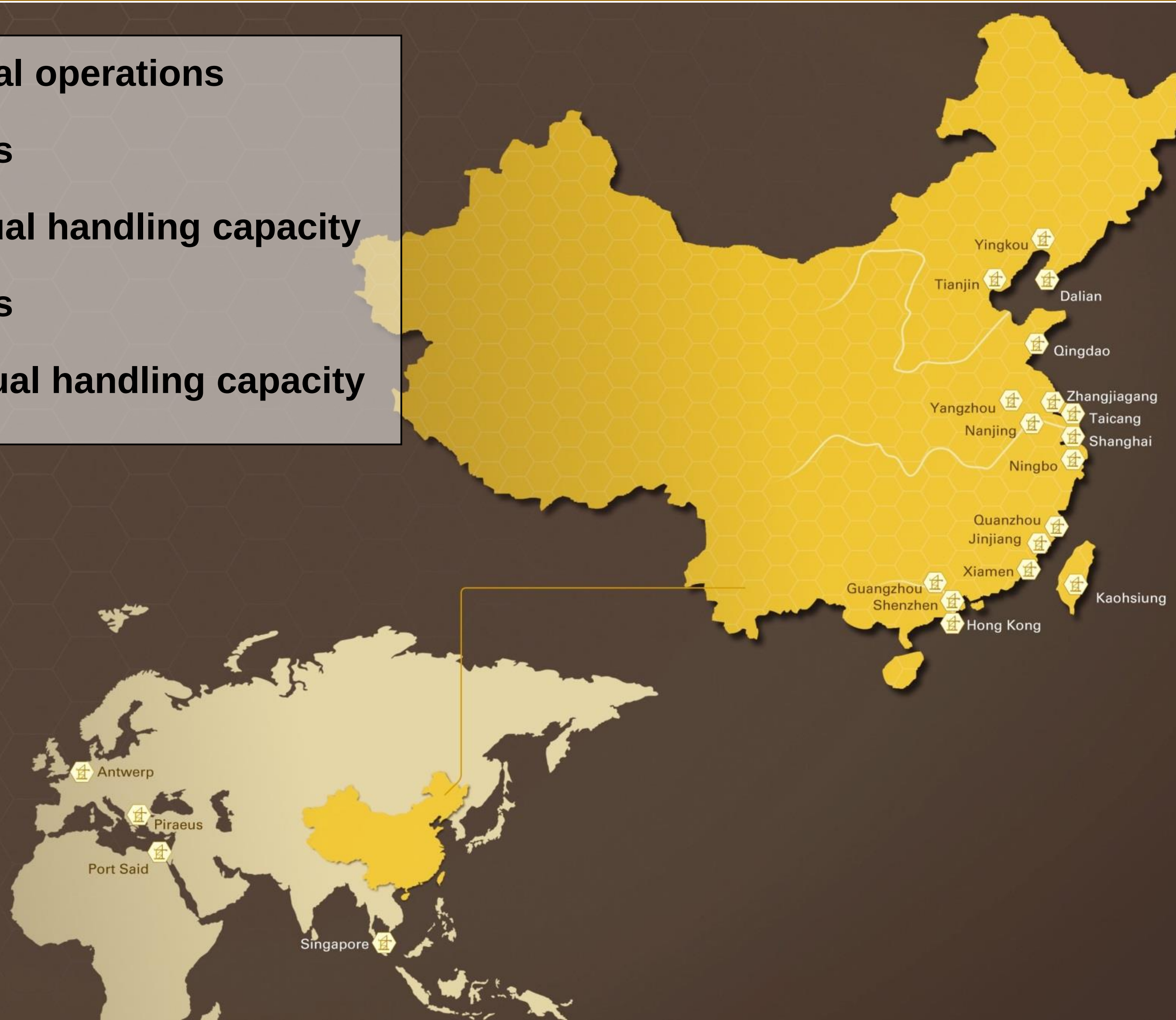


Dongjiakou (25%)

- Consideration of US$57,330,000 and started to book throughput and profit on 1 Mar 2014
- In line with the Group's strategy of diversification of terminals portfolio
- Fast ramp up

Terminal Portfolio

- 29 container terminal operations
- 106 container berths
- 64.35m TEU of annual handling capacity
- 13 break-bulk berths
- 46.05m tons of annual handling capacity



Leasing Business Review

Container leasing division	1H2014	YoY	1H2013
Divisional revenue (US$ m)	**184.11**	**+2.1%**	180.23
% of total revenues	**41.4%**	**-3.7pp**	45.1%
Divisional profit (US$ m)	**53.29**	**-30.2%**	76.29
% of total recurring core profit	**32.8%**	**-12.3pp**	45.1%
Average utilisation rate	**94.8%**	**+0.3pp**	94.5%
Container fleet size (TEU)	**1,936,263**	**+3.3%**	1,874,826
Disposed returned containers (TEU)	**32,418**	**+60.5%**	20,198

Terminals Business Outlook

- **Container throughput: maintain satisfactory growth**
  - Continue to benefit from the economic recovery in the U.S. and Europe

- **Terminal investment strategy**
  - Explore and assess opportunities of investing in terminal projects in China and overseas
  - Market: both mature and emerging market
  - Overseas: more focus on hub ports

Leasing Business Outlook

- **Leasing market:**
  - Demand improving since 2Q 2014 and continuing in 3Q 2014
  - Lease rates may remain at low levels in 2H 2014

- **Disposal of returned container: decline in disposal income and increase in cost**
  - Revenue: decline due to the consolidation of sale prices
  - Cost: increase due to higher NBV resulting from higher new container market prices in 2004 at US$1,850

- **Measures**
  - Lower container inventory on the ground to further increase utilisation rate and reduce depot cost
  - Implement plans of purchasing new containers in a prudent manner
  - Accelerate sale of containers to reduce cost and facilitate the inflow of capital for revenue enhancement

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