



招商局港口控股有限公司
CHINA MERCHANTS PORT HOLDINGS COMPANY LIMITED

CMPort 2020 Annual Results



30th March, 2020



Performance Highlights

- 2020 container throughput reached a record high and outperformed the industry.
- Steady growth in Revenue and Gross profit, increased payout ratio, healthy asset situation.
- Remarkable results on comprehensive development, and the number of enterprises in overseas logistics parks increased steadily.
- Fruitful achievements on innovative business, Mawan Smart Port completed delivery.



01 Performance Highlights

02 Business Analysis

03 Strategic Outlook



Performance Highlights



Proportion of Overseas Container Throughput

- 24%
- +5ppts



Total Container Throughput

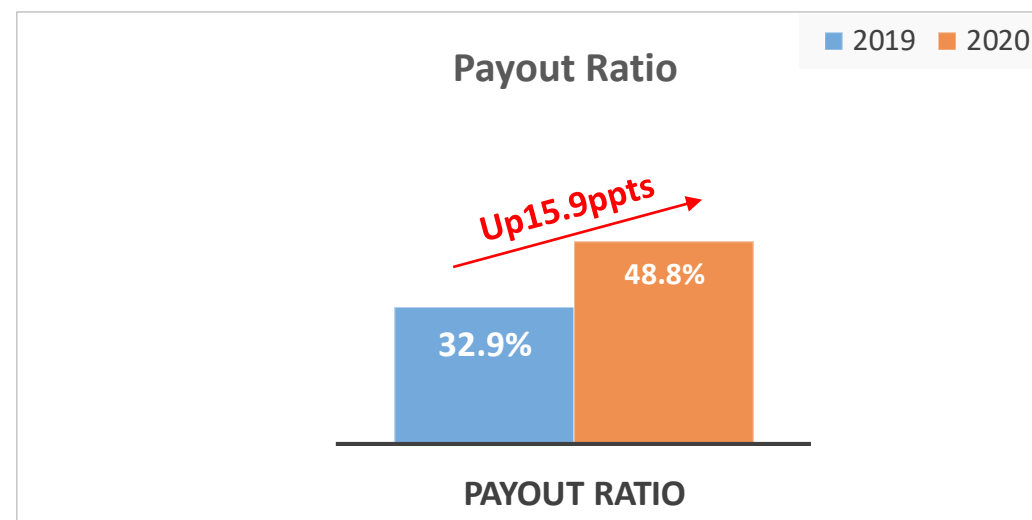
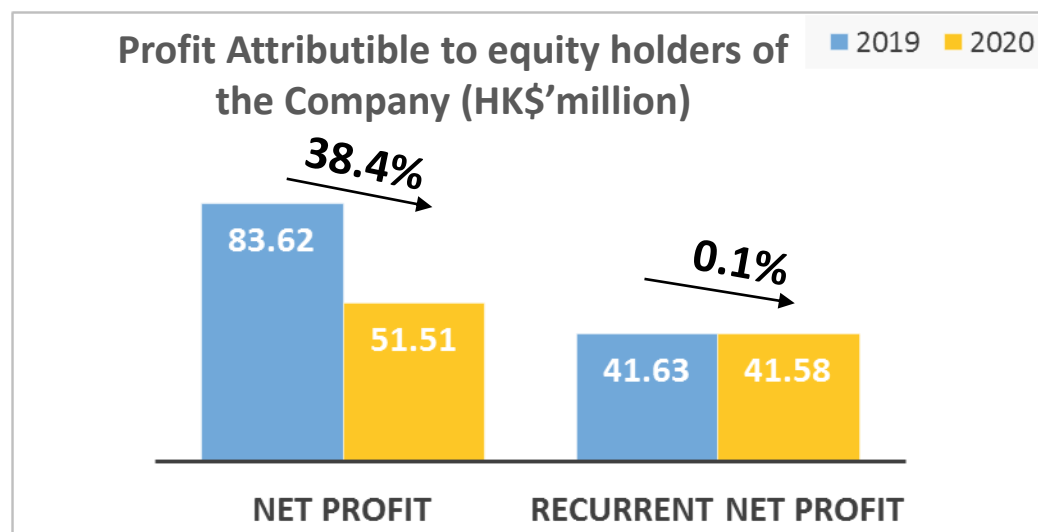
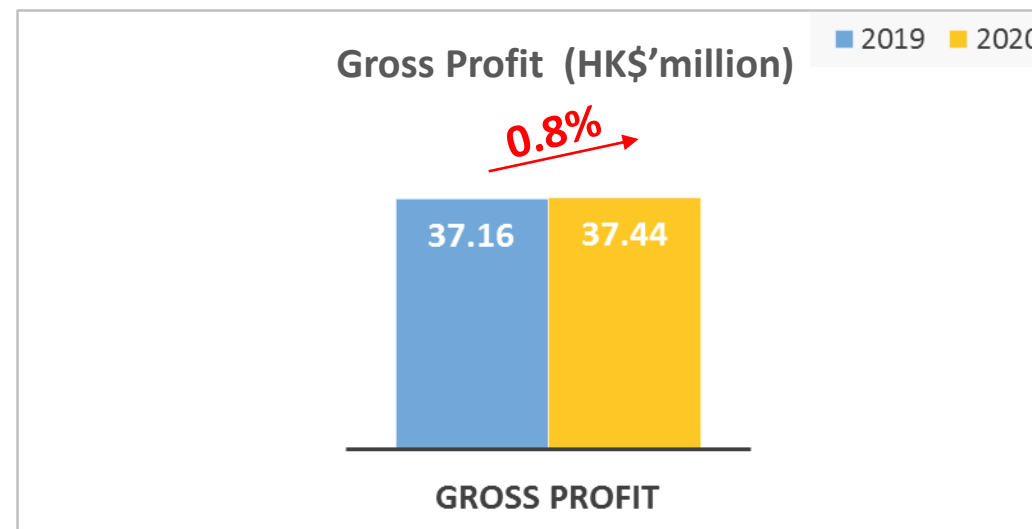
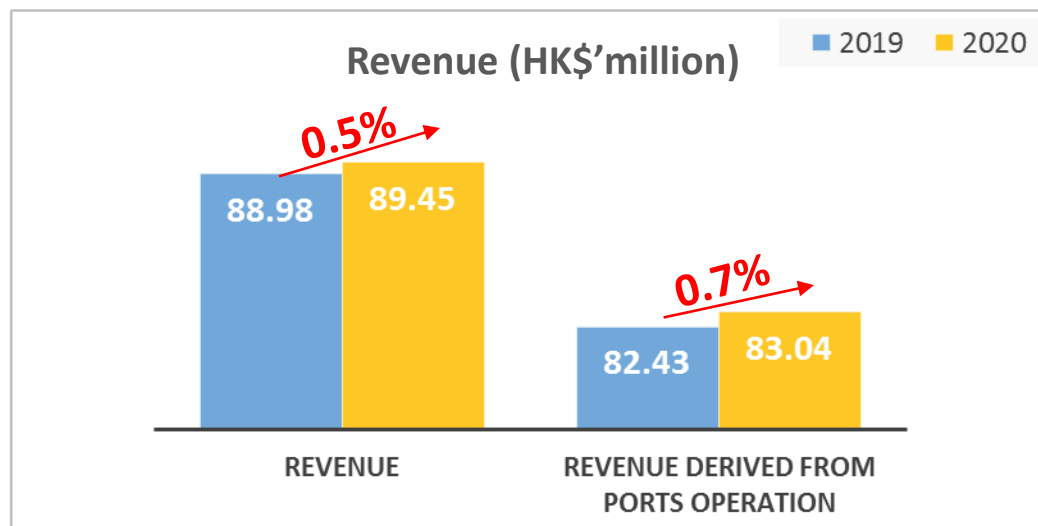
- 120.52m TEUs
- +7.9%



Bulk Cargo Volume

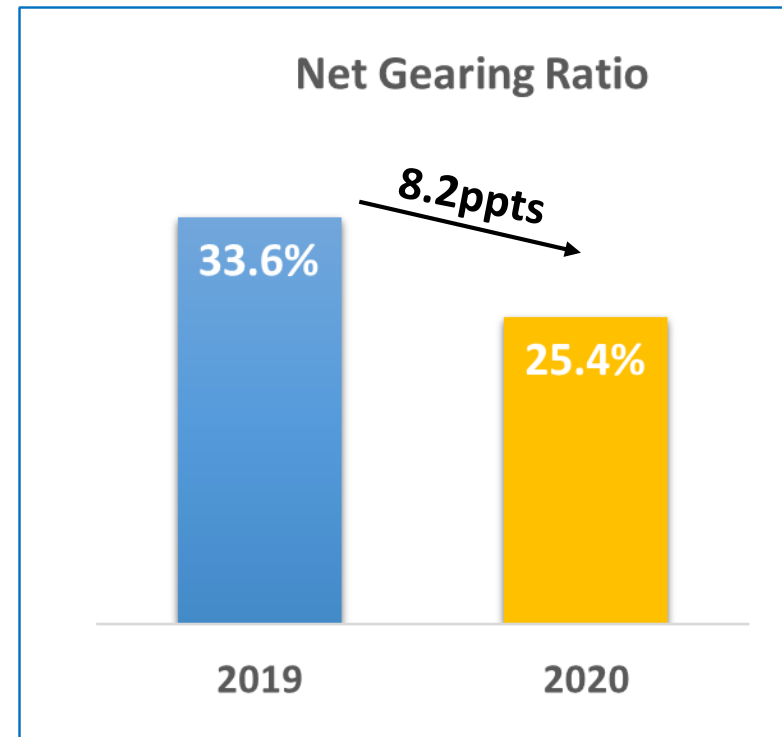
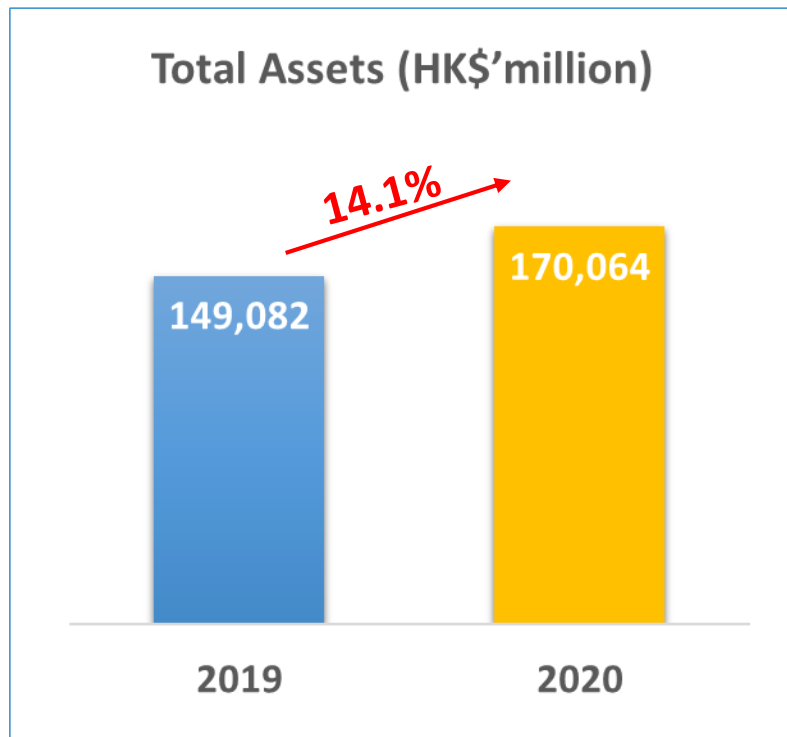
- 411m tonnes
- -8.6%

Financial Highlights



Financial Position

- Total assets of the Group increased by HK\$20,982million compared to 31 Dec 2019, which was mainly attributed to the subscription of mandatory convertible bonds issued by, and provision of loan to, an associate, and cash amount increased during the year.
- Net gearing ratio (Note1) was 25.4%, down by 8.2ppts compared to 31 Dec 2019.



Note 1: Net gearing ratio is calculated as period-end net debt divided by period-end net assets



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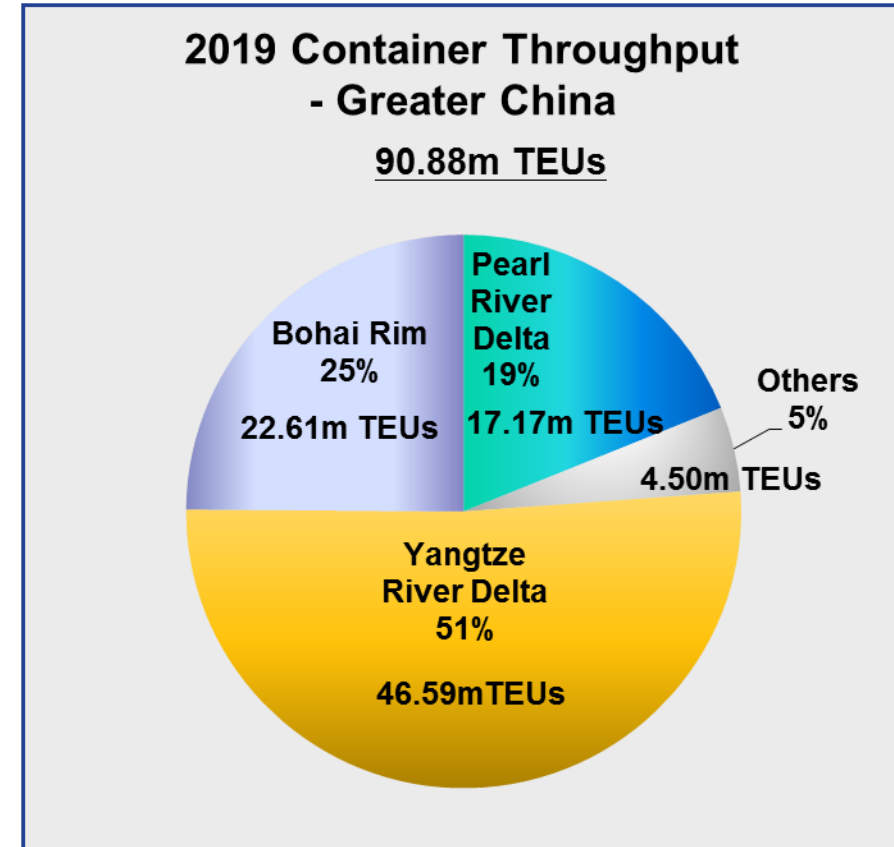
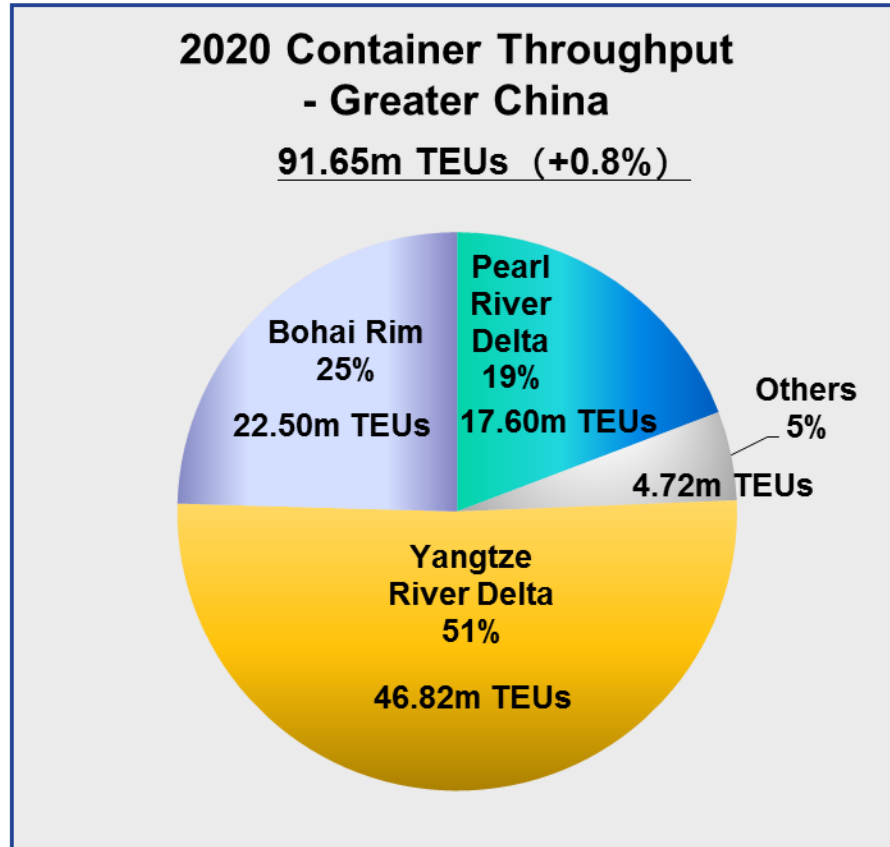


Business Analysis

- Container business rebounded in 2H2020
- Bulk cargo business declined yet within expectation
- Fruitful achievements on digital innovation
- Optimized global port network
- 1st Berth in Mawan Smart Port completed delivery
- Remarkable results on comprehensive development

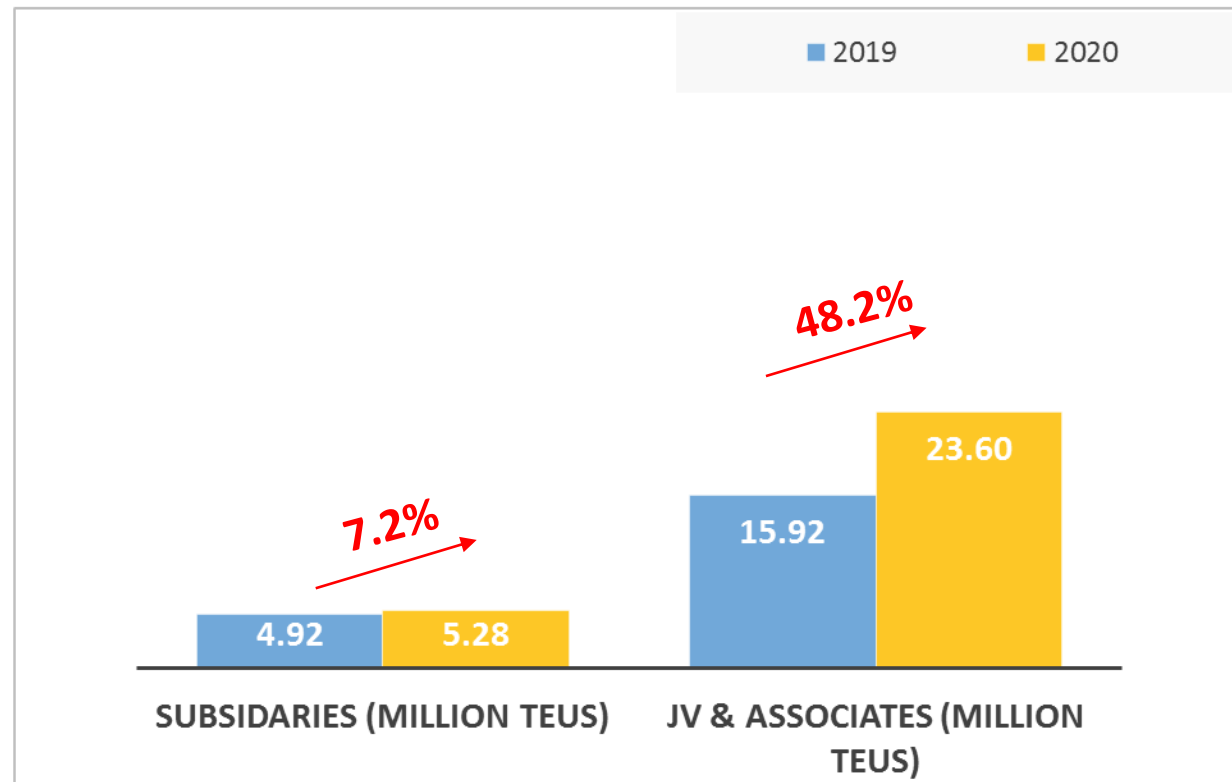
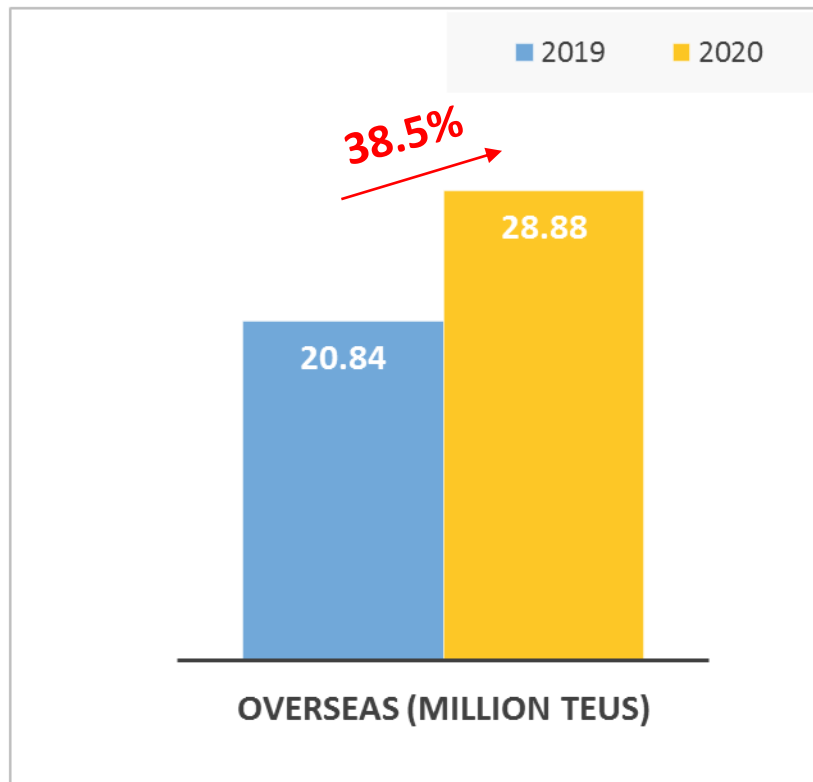
Container Business Analysis – Greater China

- PRD was the best performer among regions in Greater China with 2.5% growth y-o-y.
- YRD grew by 0.5% y-o-y, Bohai Rim decreased by 0.5% y-o-y.
- Container throughput among regions maintains similar proportions as of 2019.



Container Business Analysis – Overseas

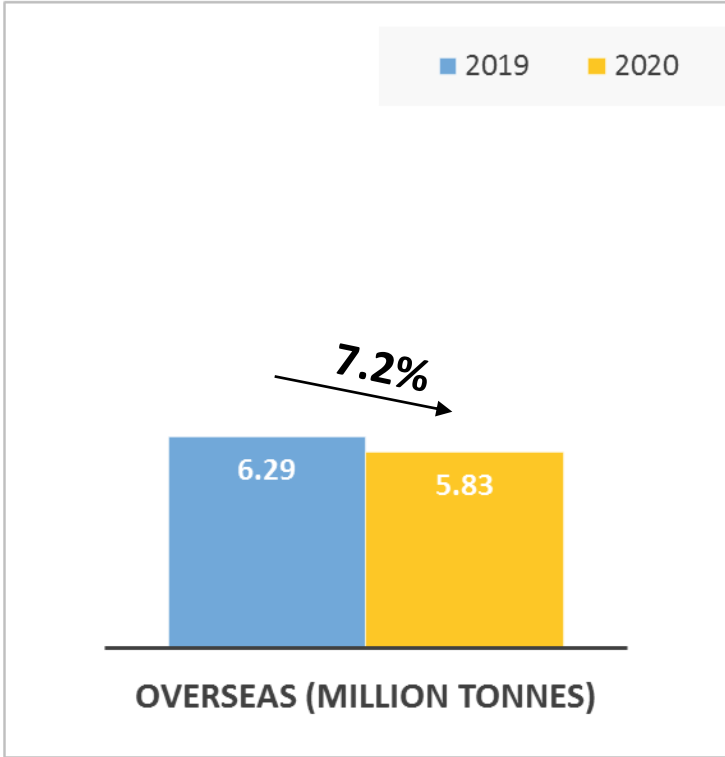
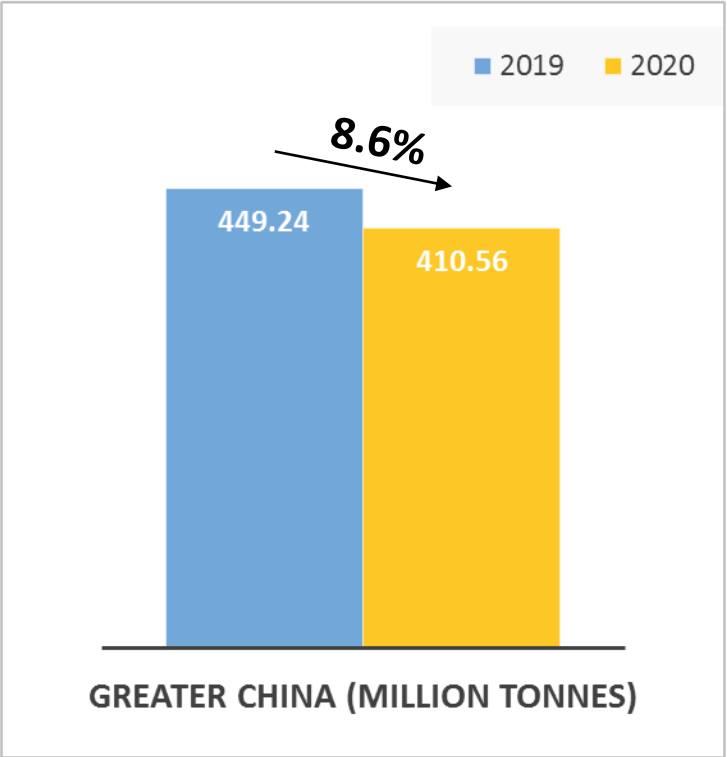
- 2020 CMPort's Overseas projects grew by 38.5%, mainly attributed to the contribution of the 8 new terminals acquired from Terminal Link.
- Container Throughput of overseas subsidiaries rose 7.2%, joint ventures and associates rose 48.2%.
- CICT in Sri Lanka grew by 1.9%, LCT in Togo grew by 20.5%, TCP in Brazil grew by 7.4%.





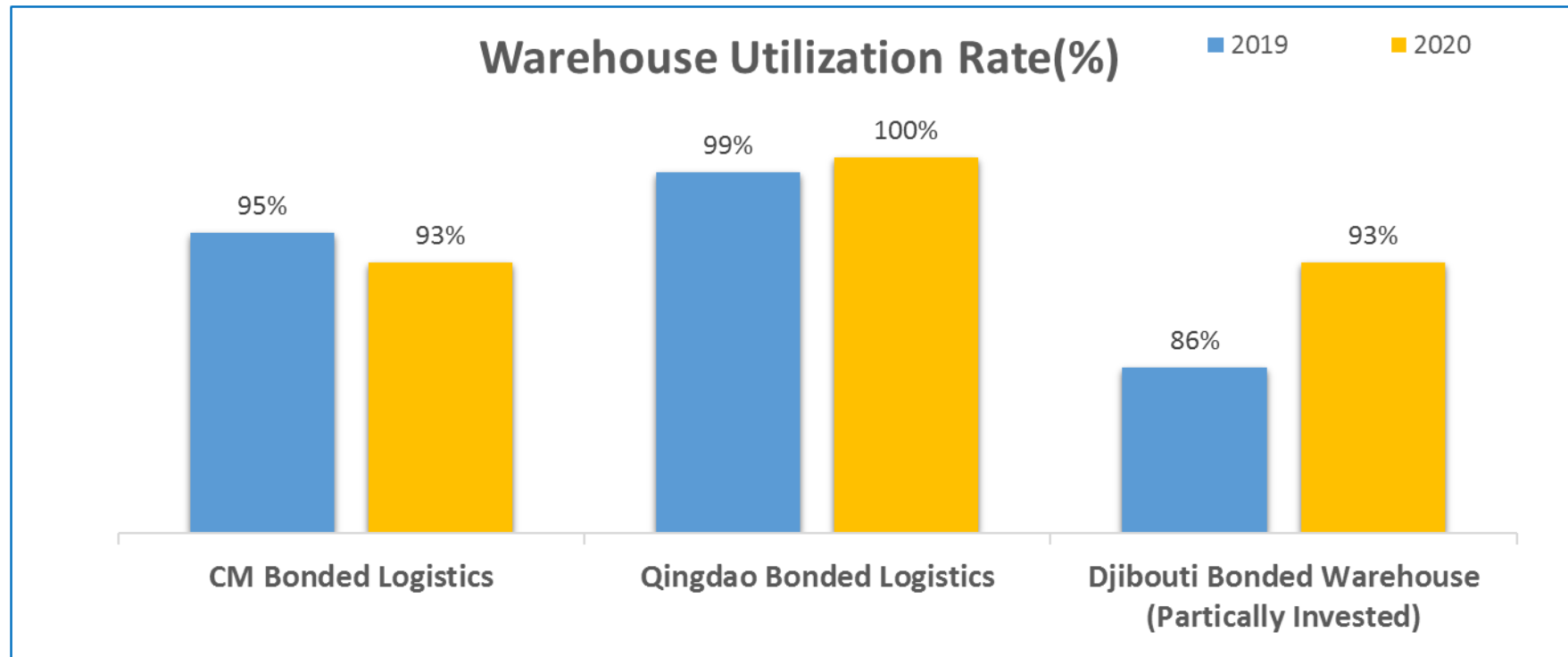
Bulk Cargo Business Analysis

- CMPort's Bulk Cargo Business dropped by 8.6% y-o-y, which was narrowed down in 2H2020.
- Driven by the growth in the import volume of grains in West Shenzhen port and successful exploration of new major customers in Guangdong Yide port, PRD's bulk cargo volume grew by 28.0% y-o-y.
- Hambantota Port's bulk cargo volume increased significantly by 145.6%.



Bonded Logistic Business Analysis

- Due to active exploration of new clients and the development of self-operated business, CM and Qingdao bonded logistics almost fully utilized.
- The warehouse utilization rate grew steadily in Djibouti International Free Trade Zone (DIFTZ).



Speeding up the Construction of “World-Class Leading Ports”

- Tonggu Channel achieved 24hr service in WSZ.



Tonggu Channel

- CICT & HIPG took advantages of joint operation to further promote the construction of South Asia international shipping hub.



CICT & HIPG Joint Operation

- Promotion of the GBA coordinated ports and imported fruits platform to strengthen the competitiveness of WSZ.



GBA Coordinated Ports

- Active exploration on the North-South boutique shipping routes resulting in increase of domestic container business as well as regional influences.



North-South Boutique Shipping Routes

Fruitful Achievements on Digital Innovation

- ✓ Joint hands with top enterprises to push forward business model innovation, in order to achieve resources integration and technology empowerment.
- ✓ Establishment of an open platform for port intelligentisation based on advanced digital technology to create value and service for the port industry.

Tencent 腾讯

Alibaba Group
阿里巴巴集团



中国平安
PING AN
金融 · 科技



- Built up strategic Partnership with Tencent.



- Joint hands with Alibaba and Ant Group on imported fruits and boutique shipping routes.



- Pushed forward the GBA blockchain logistic platform & solved the Coordinated Ports clearance problems.



- Cooperation on 5G Innovative Port Laboratory & Mawan Smart Port projects.



Optimized Port Network & Deep Cultivation on Comprehensive Development

•Completed the acquisition of 8 Terminals through Terminal Link

Further optimized its global port network to Southeast Asia, South Asia, Europe and the Caribbean Sea, etc.



•Djibouti International Free Trade Zone



Contracted and registered **114** enterprises by the end of Dec.



•Comprehensive development project of Hambantota port

Contracted and registered **26** enterprises by the end of Dec.



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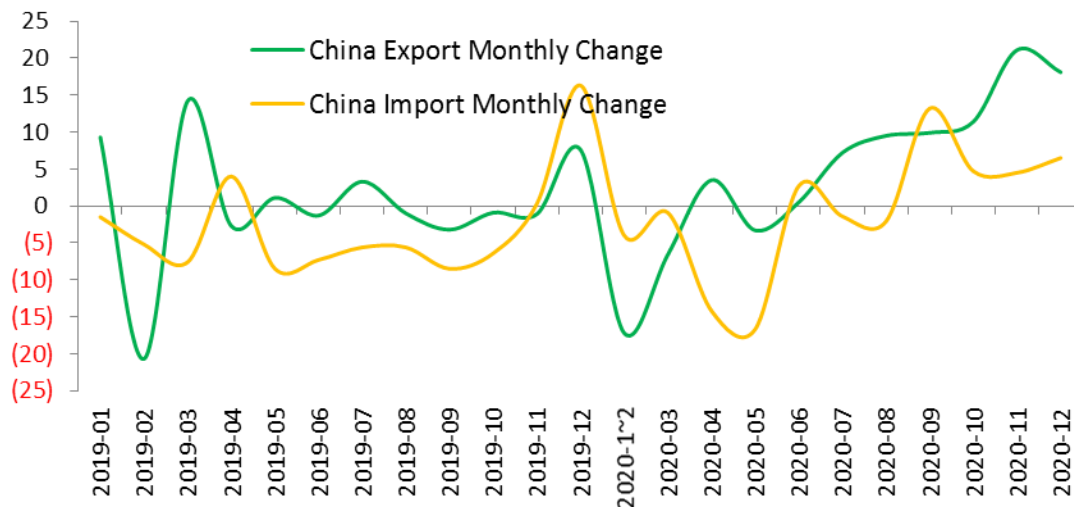


Strategic Outlook

- Grasp the major changes in the world paradigm
- Leverage strengths with well supported platforms
- Strive to achieve the strategic goal of becoming the World's leading enterprise in 2022

Outlook — Grasp the Major Changes in the World Paradigm

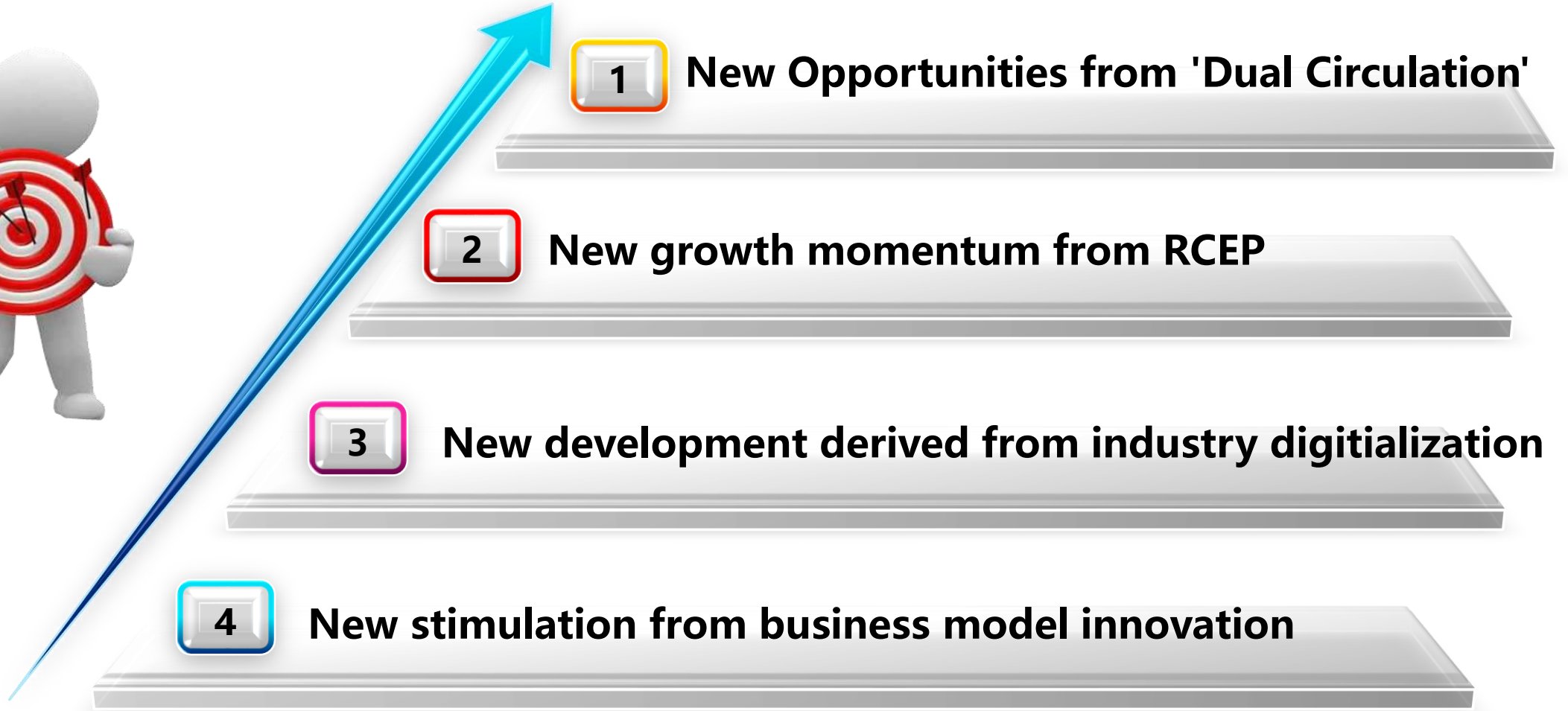
- ◆ Changes in Global Economic Structure
- ◆ Changes in the Import and Export Paradigm
- ◆ Changes in Customer Groups
- ◆ Changes on Digitalization and Intelligentization



IMF World Economic Outlook (Jan 2021)

Country/Region	Actual Economic Growth	Forecast Economic Growth		2021 vs 2020
	2020	2021	2022	Change
Global	(3.5)	5.5	4.2	9.0
Developed Countries	(4.9)	4.3	3.1	9.2
USA	(3.4)	5.1	2.5	8.5
Euro Zone	(7.2)	4.2	3.6	11.4
Japan	(5.1)	3.1	2.4	8.2
UK	(10.0)	4.5	5.0	14.5
Developing Countries	(2.4)	6.3	5.0	8.7
ASEAN	(3.7)	5.2	6.0	8.9
China	2.3	8.1	5.6	5.8
India	(8.0)	11.5	6.8	19.5
Brazil	(4.5)	3.6	2.6	8.1
Russia	(3.6)	3.0	3.9	6.6
Int'l Trade Volume	(9.6)	8.1	6.3	17.7

Outlook —— Leverage strengths with well supported platforms



Strategic Goal—— To Become the World's Leading Comprehensive Port Service Provider in 2022





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Q&A

WE CONNECT THE WORLD