

2012 Final Results

Press Conference

26 March 2013



COSCO Pacific Limited

Satisfactory recurring core profit growth of terminals and leasing businesses

P&L	2012 US\$ million	YoY	2011 US\$ million
Turnover	735.50	+22.8%	599.16
Gross profit	315.28	+21.7%	259.02
Operating profit	227.39	+26.7%	179.40
Operating profit after finance income & costs	159.34	+26.4%	126.05
Share of profits less losses of			
- Jointly controlled entities	96.46	-0.2%	96.64
- Associates	126.58	-29.4%	179.29
Income tax expenses	(27.91)	-3.0%	(28.77)
Recurring core profit	280.30	+14.6%	244.57
Profit attributable to equity holders excluding non-recurring items ¹	342.19	-6.1%	364.37
Profit attributable to equity holders including non-recurring items ¹	342.19	-12.0%	388.77

Note1: Non-recurring items include a gain of US\$12,557,000 on disposal of Cosport in 2011 and a gain on release of exchange reserve of US\$11,841,000 upon reclassification of CP Nansha in 2011

Stable dividend policy

DPS / EPS	2012	YoY	2011
Basic earnings per share (excluding non-recurring items) ^{Note}	US12.51 cents	-6.9%	US13.44 cents
Basic earnings per share (including non-recurring items) ^{Note}	US12.51 cents	-12.8%	US14.34 cents
Interim dividend per share	HK20.5 cents US2.640 cents	-24.5 %	HK27.2 cents US3.496 cents
Final dividend per share	HK18.3 cents US2.364 cents	+5.5%	HK17.4 cents US2.240 cents
Total dividend per share	HK38.8 cents US5.004 cents	-12.8%	HK44.6 cents US5.736 cents
Payout ratio	40%	—	40%

Note: 2012 basic EPS is calculated based on the weighted average number of ordinary shares in issue during the year amounted to 2,735,132,237 shares. 2011 basic EPS is calculated based on the weighted average number of ordinary shares in issue during the year amounted to 2,711,755,398 shares.

Satisfactory recurring core profit growth of terminals and leasing businesses

Net profit by segments	2012 US\$ million	YoY	% of total	2011 US\$ million	% of total
Terminals ^{Note}	188.96	+9.7%	48.4%	172.33	42.2%
Container leasing, management and sale	139.52	+19.8%	35.7%	116.51	28.5%
Container manufacturing	61.90	-48.3%	15.9%	119.80	29.3%
Recurring profit	390.38	-4.5%	100.0%	408.64	100.0%
Gain on disposal of Cosport	-	n/c		12.56	
Net corporate expense & finance costs	(48.19)	+8.9%		(44.27)	
Reclassification of CP Nansha	-	n/c		11.84	
Profit attributable to equity holders	342.19	-12.0%		388.77	

Note : Terminals profit excluded a gain of US\$12,557,000 on disposal of Cosport in 2011.

2012 Awards

- “The Asset Corporate Award 2012, Gold Award, Transport sector” by The Asset magazine
- “Corporate Governance Asia Recognition Award” for the sixth consecutive year and “Best Investor Relations Company” for the second consecutive year by Corporate Governance Asia magazine
- “Outstanding China Enterprise Award” by Capital magazine
- “Hong Kong Outstanding Enterprise” by Economist Digest magazine for the eighth consecutive year
- “Shipping In-House Team of the Year Award” by Asian Legal Business, a well recognised professional magazine
- Piraeus Terminal is awarded “Piraeus International Centre Award” in “Greek Shipping Awards 2012” organised by Lloyd’s List, a renowned journal of shipping industry
- COSCO Pacific is included as a constituent of the Hang Seng Corporate Sustainability Benchmark Index, effective from 10th September 2012



Cautiously optimistic business outlook in 2013

Terminal

- Terminal business is expected to grow steadily in 2013, while it still faces impacts of upward pressure on operating costs in mainland China .

Leasing

- The addition of new vessels and the replacement of old containers will generate considerable demand for new containers.

Q & A