



2018 ANNUAL RESULTS

CORPORATE PRESENTATION

MARCH, 2019



中國外運股份有限公司
SINOTRANS LIMITED
(Stock Code: 00598.HK, 601598.SH)



Forward-Looking Statement Disclaimer



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SINOTRANS LIMITED

This presentation and subsequent discussions may contain forward-looking statements that involve risks and uncertainties. These statements are generally indicated by the use of forward-looking terminology such as believe, expect, anticipate, estimate, plan, project, target, may, will or may be expressed to be results of actions that may or are expected to occur in the future. You should not place undue reliance on these forward-looking statements, which reflect our belief only as of the date of this presentation. These forward-looking statements are based on our own information and on information from other sources we believe to be reliable. Our actual results may be materially less favorable than those expressed or implied by these forward-looking statements which could depress the market price of our shares.



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SINOTRANS LIMITED

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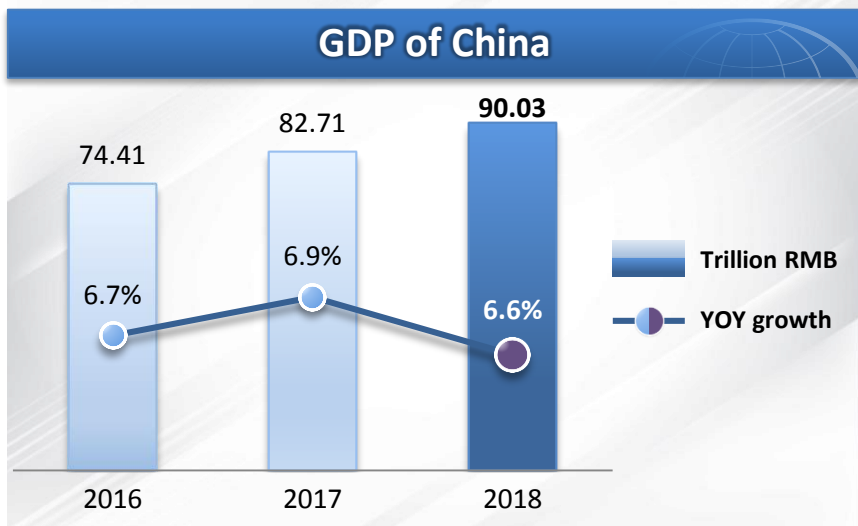


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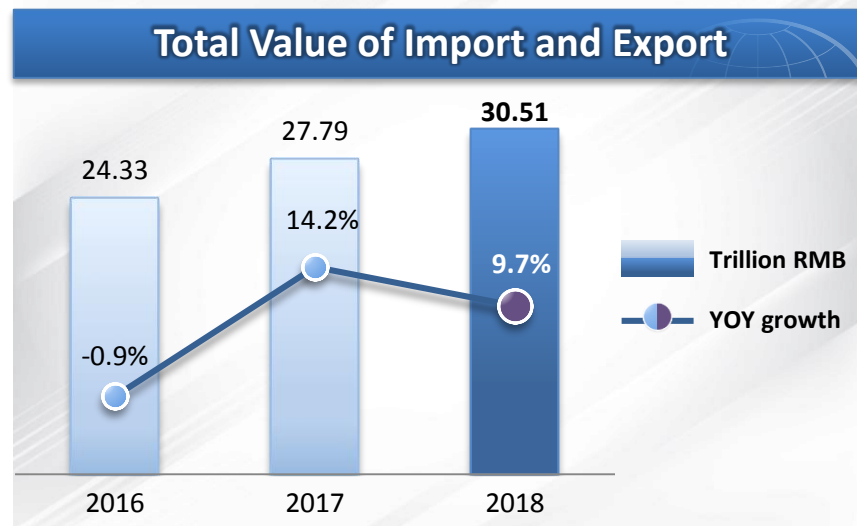
2018 Macro Economy and Company Highlights



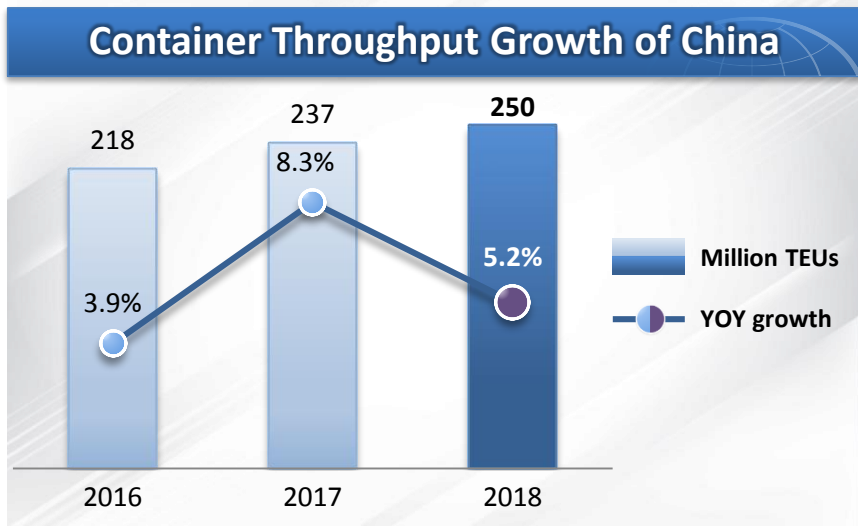
GDP of China



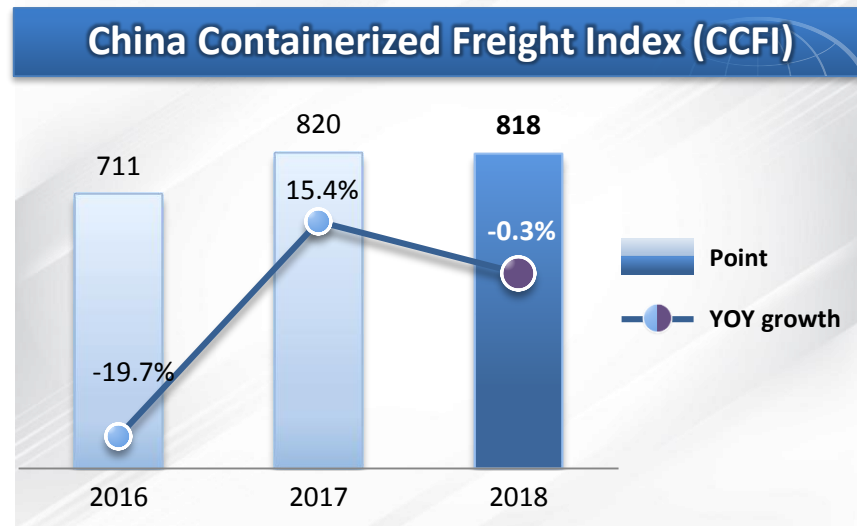
Total Value of Import and Export



Container Throughput Growth of China



China Containerized Freight Index (CCFI)



Company Highlights



中國外運股份有限公司
SINOTRANS LIMITED



Improve Quality and Efficiency to Achieve Success

Elevate Efficiency by Decoding Strategies

Achieve Breakthrough in Transformation and Restructuring

Make Major Advance through Integration

Accelerate Digitalization and Intelligent Logistics

Pursue Empowerment by Improving Foundational Management



Dual-listed Platform

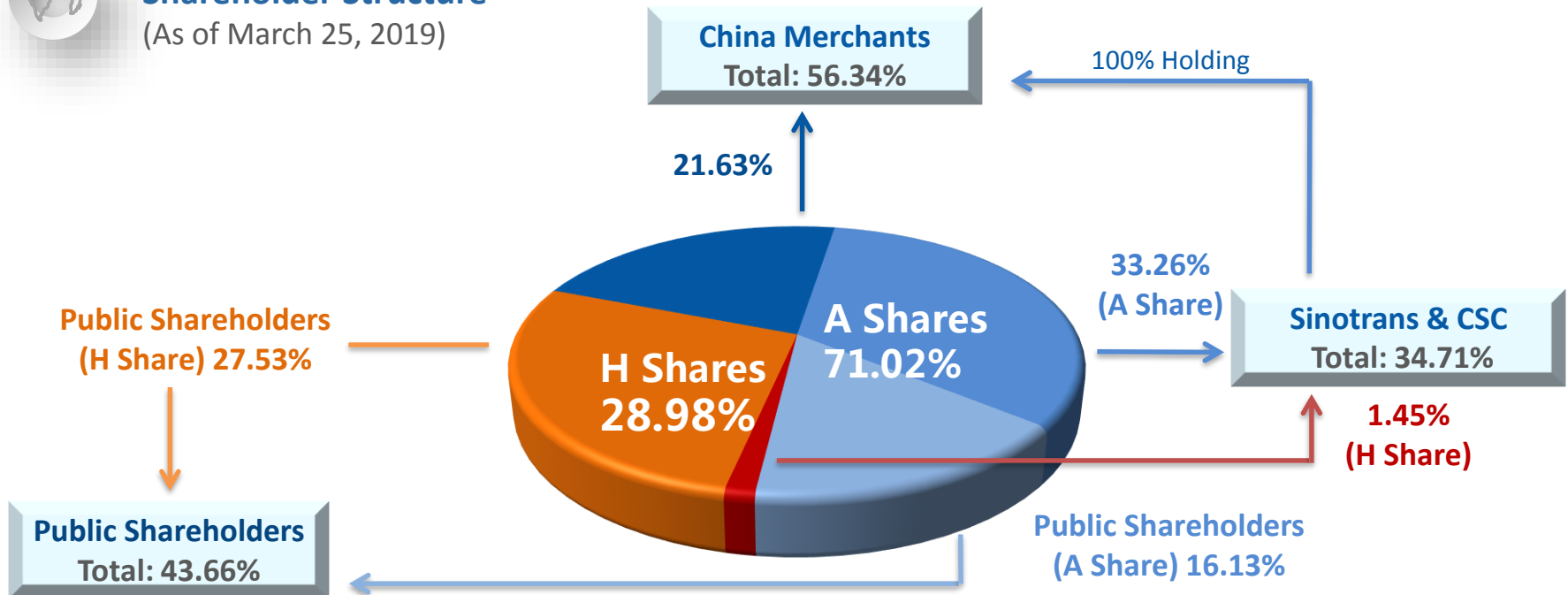


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On 18 January 2019, having absorbed and merged with Sinotrans Air Transportation Development Co., Ltd, Sinotrans Limited (Stock Code: **00598.HK, 601598.SH**) has secured A-share listing status. Listed in both the A- and H-share markets, Sinotrans Limited has access to strong capital to support future business development.

Shareholder Structure

(As of March 25, 2019)





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SINOTRANS LIMITED

Business and Resources

Freight Forwarding

- Sea freight forwarding
- Air freight forwarding
- Shipping agency



Logistics

- Contract logistics
- Project logistics
- Chemical logistics
- Cold-chain logistics



Other services

- Pallet leasing
- Container leasing
- Shipping
- Trucking
- Express service



Storage and terminal services

- Warehouse and yard operation
- Terminal operation





Domestic Resources



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**Total land area :
9.9+ million square meters**

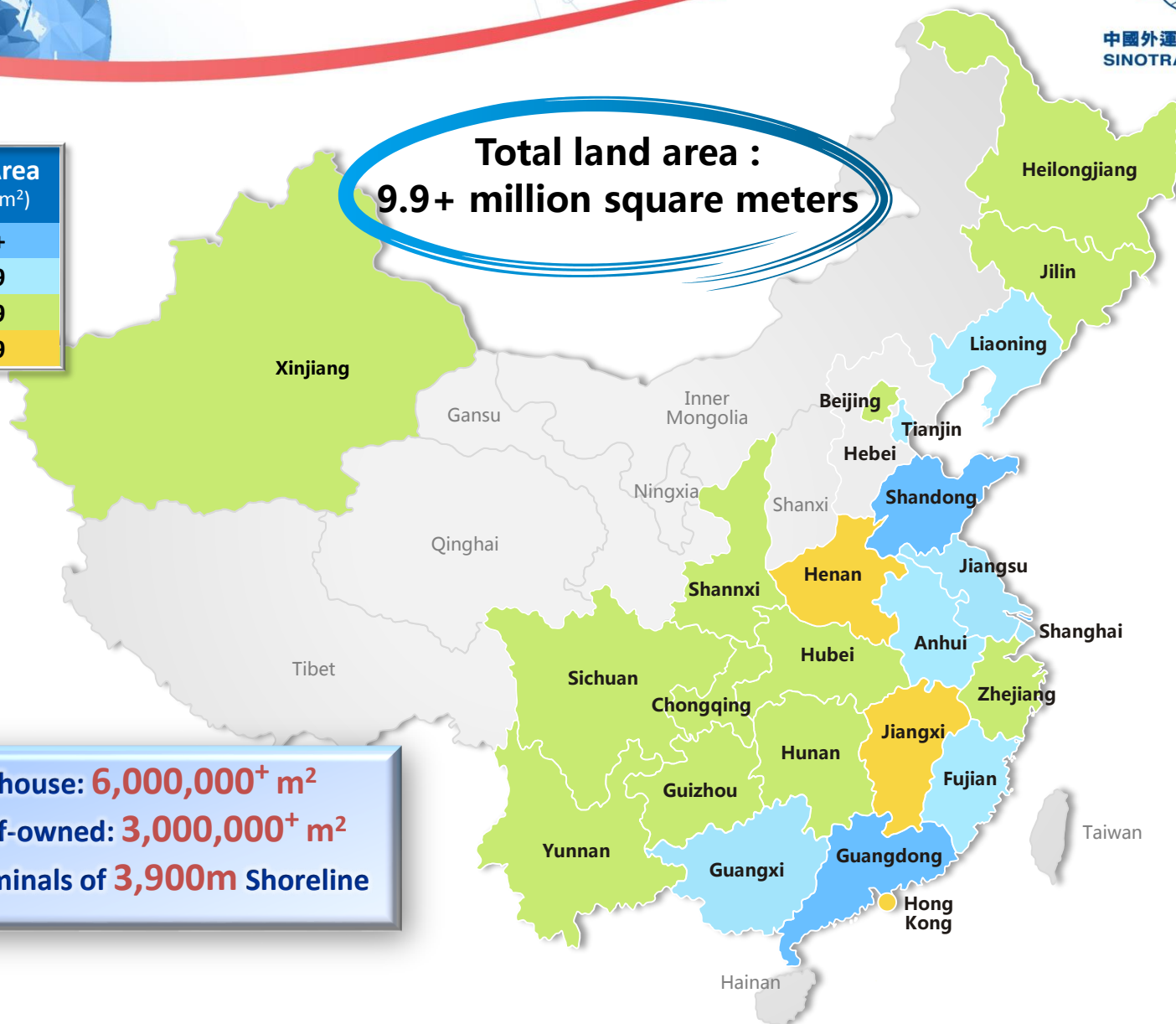
Land Area
(10,000m²)

100 +

50 - 99

10 - 49

0 - 9



Warehouse: 6,000,000⁺ m²

Self-owned: 3,000,000⁺ m²

8 terminals of 3,900m Shoreline



Overseas Network: Branches



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2018 Financial Performances

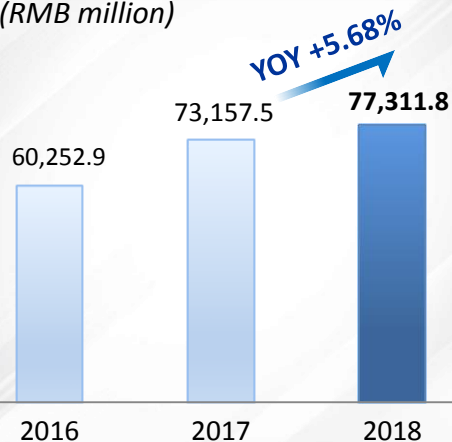
Financial Highlights



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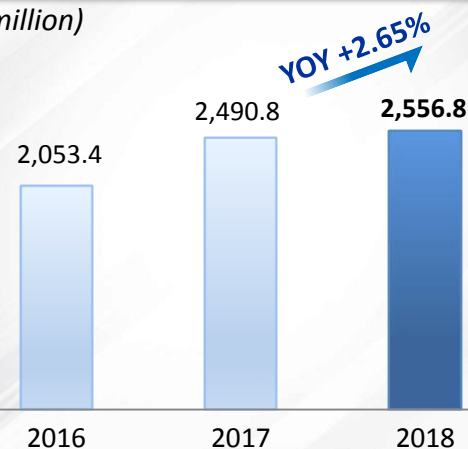
Revenue

(RMB million)



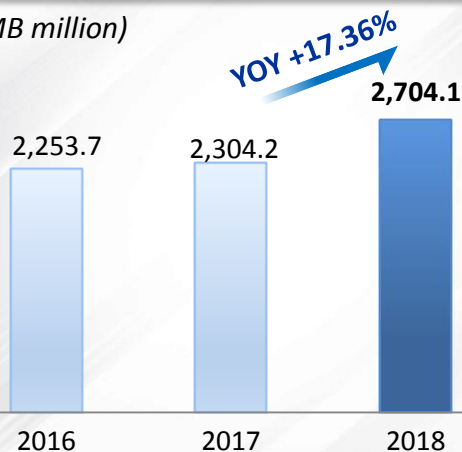
Total Segment Results

(RMB million)



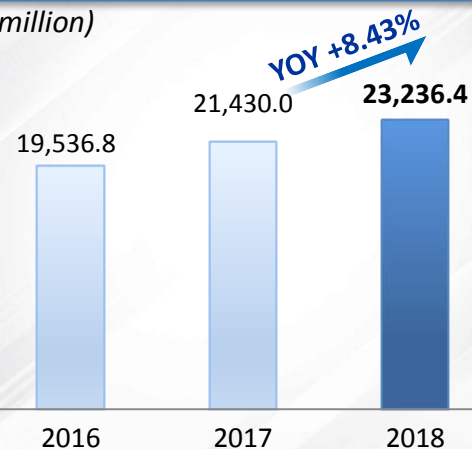
Net Profit Attributable to Shareholders of the Company

(RMB million)



Net Asset Attributable to Shareholders of the Company

(RMB million)



Statements of Financial Position



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(RMB)	2018	2017	Change	2016
Earnings Per Share (RMB/Share)	0.45	0.38	17.36%	0.37
Weighted Average Return on Net Assets (%)	11.97%	11.22%	0.75	12.10%
Proposed Dividend (RMB/Per Share)	0.13	0.12	0.01	0.11

Core Direct Customer



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SINOTRANS LIMITED



	2018	2017
Number of Core Direct Customer	698	575
Core Direct Customer Contribution to Revenue	33%	29%
Direct Customer Contribution to Revenue	44%	40%



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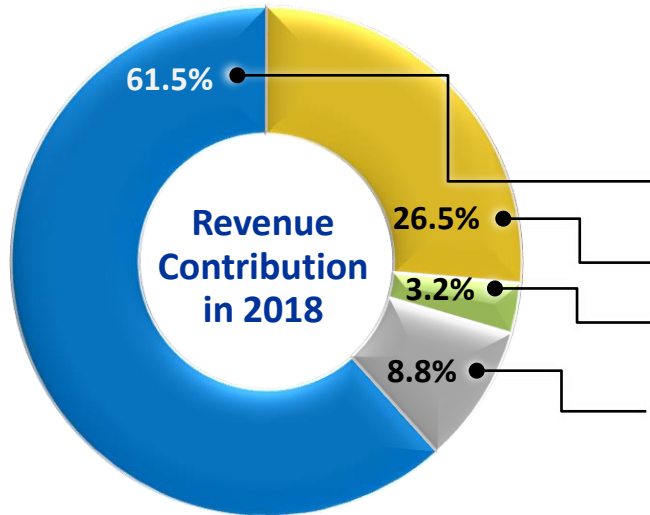


2018 Segment Review

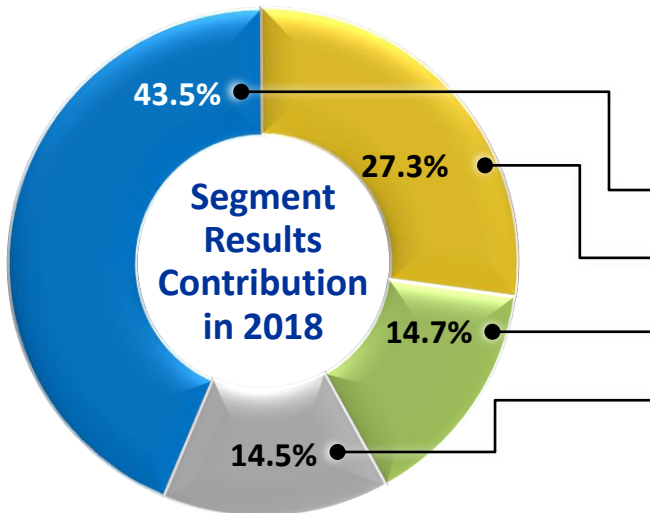
Segment Revenue and Operating Profit



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Revenue (RMB million)	2018	2017	Change
Freight Forwarding	47,554	46,052	3.25%
Logistics	20,493	18,843	8.75%
Storage and Terminal Services	2,504	2,325	7.72%
Other Services	6,761	5,933	13.95%



Operating Profit (RMB million)	2018	2017	Change
Freight Forwarding	1,114	1,102	1.09%
Logistics	697	650	7.33%
Storage and Terminal Services	376	346	8.48%
Other Services	370	393	-5.83%



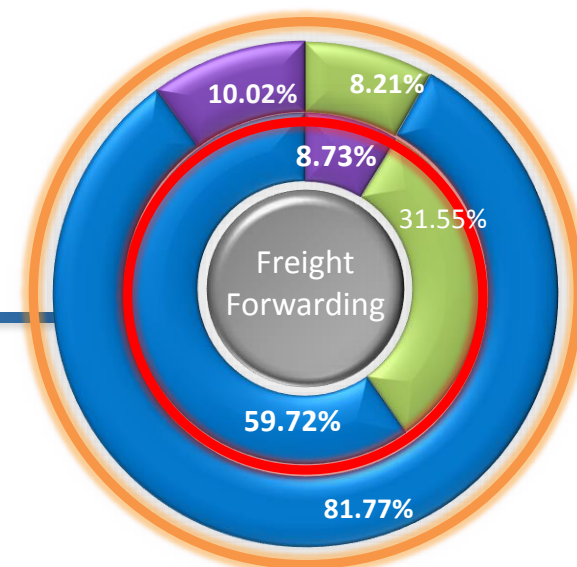
Freight Forwarding



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(RMB million)	2018	2017	Change
External Revenue	47,554	46,052	3.25%
Segment Results	1,114	1,102	1.09%

Volume	2018	2017	Change
Sea Freight Forwarding Containers (in ten thousand TEUs)	1,304.2	1,168.2	11.6%
Air Freight Forwarding Cargo (in million Kilograms)	530.1	533.3	-0.6%
Shipping Agency Containers (in ten thousand TEUs)	2,654.9	2,436.5	9.0%
Bulk Cargo (in million tonnes)	378.1	338.7	11.6%



- Sea Freight Forwarding
- Air Freight Forwarding
- Shipping Agency
- External Revenue
- Segment Results



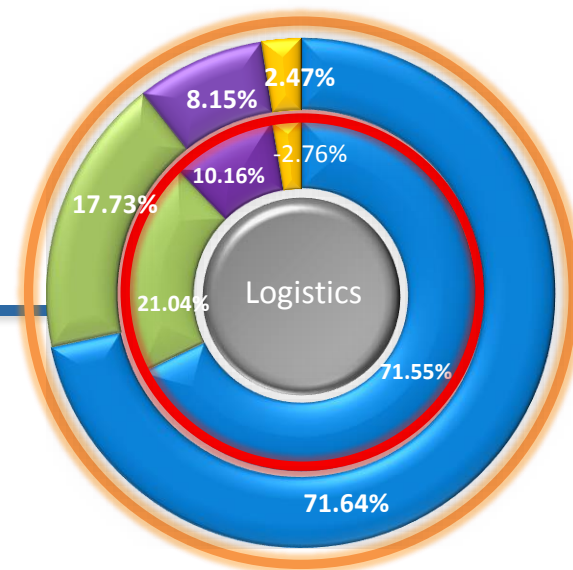
Logistics



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(RMB million)	2018	2017	Change
External Revenue	20,493	18,843	8.75%
Segment Results	697	650	7.33%

Volume	2018	2017	Change
Contract Logistics (in million tonnes)	41.7	36.6	13.9%
Project Logistics (in million tonnes)	10.3	8.2	25.6%
Chemical Logistics (in million tonnes)	3.3	2.7	22.2%
Cold Chain Logistics (in million tonnes)	1.1	1.1	0.0%



- Contract Logistics
- Project Logistics
- Chemical Logistics
- Cold Chain Logistics
- External Revenue
- Segment Results



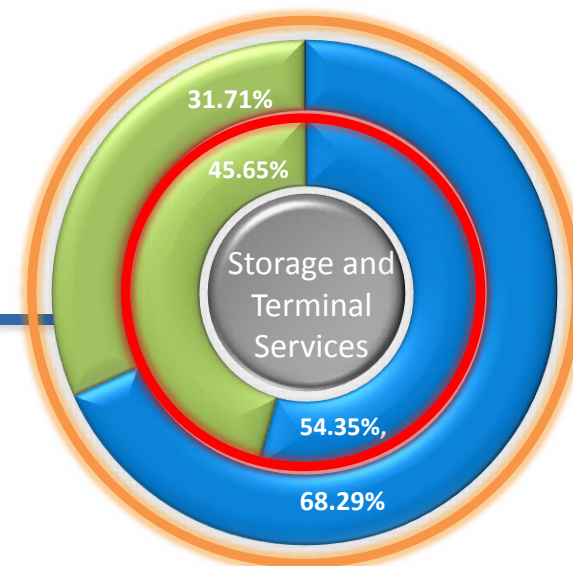
Storage and Terminal Services



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(RMB million)	2018	2017	Change
External Revenue	2,504	2,325	7.72%
Segment Results	376	346	8.48%

Volume	2018	2017	Change
Warehouse and Yard Operation Containers (in ten thousand TEUs)	850.2	881.5	-3.6%
Bulk Cargo (in million tonnes)	15.8	17.3	-8.7%
Terminal Throughput (in ten thousand TEUs)	388.3	401.9	-3.4%



- Warehouse and Yard Operation
- Terminal Throughput
- External Revenue
- Segment Results



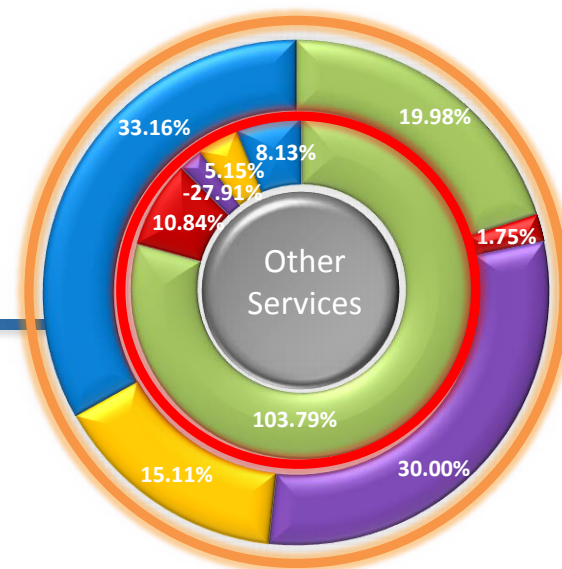
Other services



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(RMB million)	2018	2017	Change
External Revenue	6,761	5,933	13.95%
Segment Results	370	393	-5.83%

Volume	2018	2017	Change
Pallet Leasing (in ten thousands/day)	2,578.9	2,293.2	12.5%
Container Leasing (in ten thousand TEUs/day)	8.4	8.2	2.2%
Trucking Container (in ten thousand TEUs)	84.8	88.8	-4.5%
Shipping Containers (in ten thousand TEUs)	284.6	246.6	15.4%
Express Services			
Documents and Packages (in ten thousand units)	8,982.5	6,134.4	46.4%



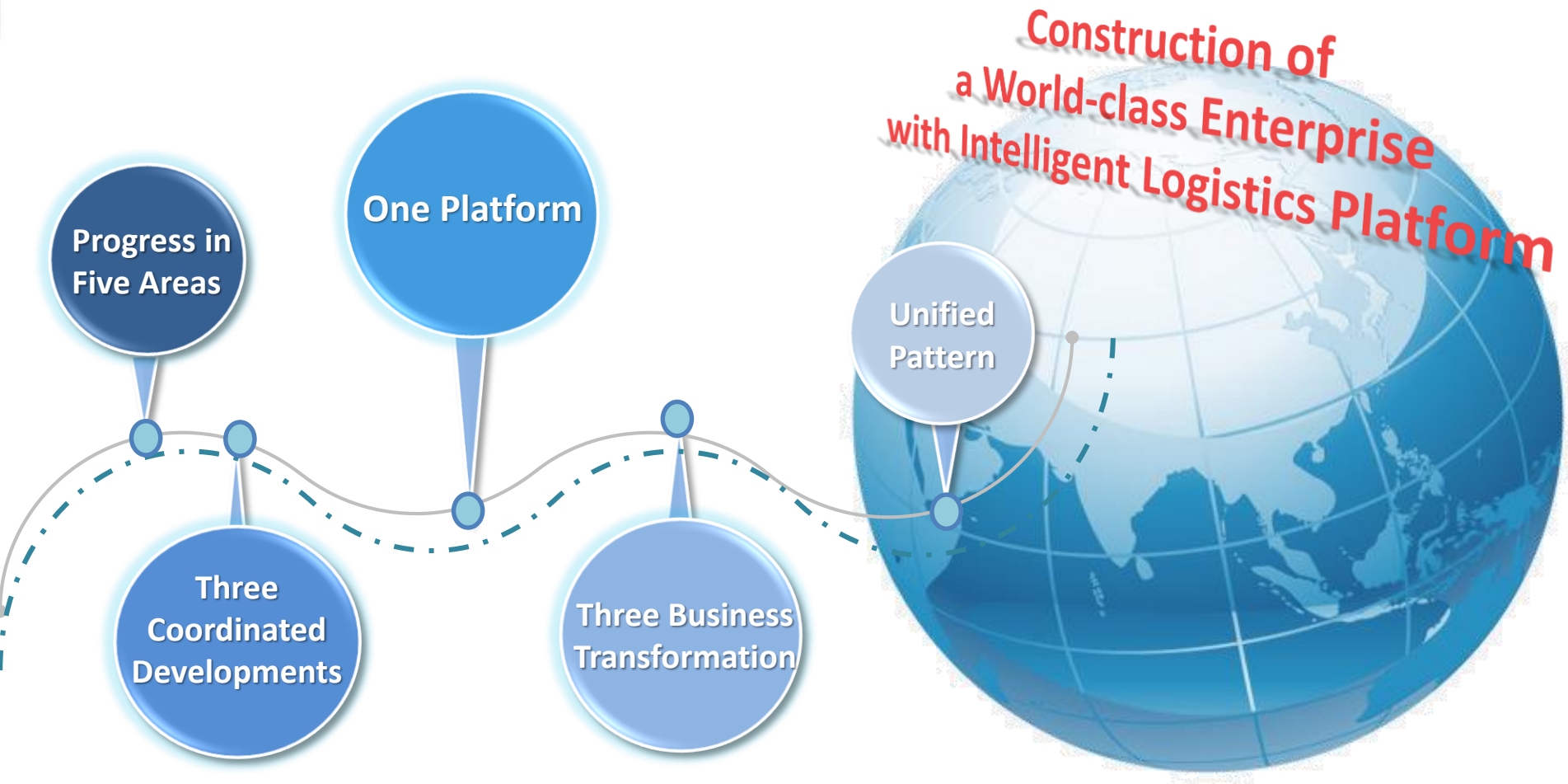
- Pallet Leasing
- Container Leasing
- Trucking Container
- Shipping Containers
- Express Services
- External Revenue
- Segment Results



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Strategy and Prospects



Strategy and Prospects



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