



CHINA INTERNATIONAL MARINE CONTAINERS (GROUP) CO., LTD. Interim Results of FY2016

Share Stock Code 000039 2039



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N PR Summary of results



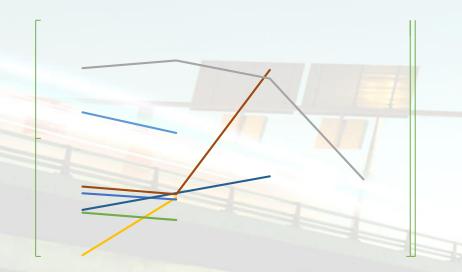




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Container Manufacturing Business







Industry Development Situation

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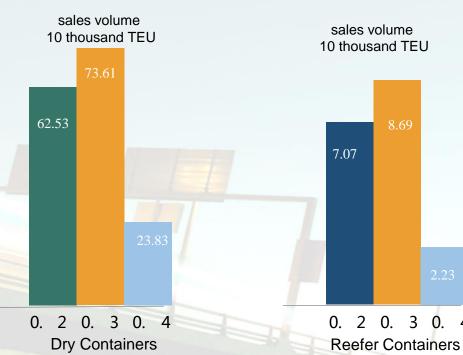
Increase FY16 **FY15** (Jan. to Jun.) (Jan. to Jun.) /Decrease Sales revenue -60.74% 4,898,618 12,478,632 thousand Yuan Sales revenue -139,632 710,009 -119.67% thousand Yuan 15.92% Gross margin -1.56% 14.36%

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Operation Situation

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Container Manufacturing Business







Operation Situation

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Operation Targets for Business and Initiatives

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Industry Development Trends and Outlook

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Road Transportation Vehicle Business







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| | | Increase /Decrease | FY16 (Jan. to Jun.) | (Jan. to Jun.) |
|---|--------------------------------|-----------------------|------------------------|----------------|
| 5 | sales revenue thousand Yuan | -9.14% | 4,338,109 | 4,774,432 |
| | Energy equipment | -13.40% | 1,445,660 | 1,669,285 |
| | Chemical equipment | -17.62% | 1,248,365 | 1,515,438 |
| | Liquid food equipment | 6.66% | 1,043,477 | 978,326 |
| r | net profit thousand Yuan | -493.74% | -1,021,577 | 259,454 |
| | | | | |









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Offshore Engineering Business







Industry Development Situation

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| | Increase /Decrease | FY16 (Jan. to Jun.) | FY15 (Jan. to Jun.) |
|-----------------------------------|-----------------------|------------------------|------------------------|
| sales revenue thousand Yuan | -26.56% | 3,703,689 | 5,043,275 |
| net profit thousand Yuan | -121.37% | -3,988 | 18,658 |
| Gross margin | 8.80% | 10.38% | 1.58% |

Operation Situation

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Offshore Engineering Business







Operation Targets for Business and Initiatives

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Industry Development Trends and Outlook

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Logistics Service Business







Operation Targets for Business and Initiatives

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Industry Development Trends and Outlook

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Integrate d logistics Perfect

> Integrated logistics exploit

Equipmen t logistics **Explore**

Container service **Transition**

Equipmen t logistics Bctcjm

N PR 0 Business Review



Heavy Truck Business





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Heavy Truck Business





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Fire trucks and rescue vehicles business

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Industry Development Trends and Outlook

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Financial Business







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CIMC Financial Leasing Company

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| | /Decrease (c | FY16 Jan. to Jun.) (Ja | an. to Jun.) |
|--------------------------------|--------------|---------------------------|--------------|
| sales revenue thousand Yuan | 35.06% | 1,114,356 | 825,057 |
| net profit thousand Yuan | -23.14% | 453,708 | 590,304 |
| Gross margin | -0.92% | 67.13% | 68.05% |



Financial Business







Operation Targets for Business and Initiatives

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Industry Development Trends and Outlook

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Commercialization of land

Overall strategy Dmpjlb pcomspaco, ocb mlrfca jopogoba rognl njlloje Ibrfca jc pbctcjm k clrk mbcj rfcamk n lwu gjimpbcpjw pctog joyc rfck opomni op nmopog jc, Rfcbctcjm k clr modrfcamk n lw&ncpodnopk jc rfclcvr3 rm 1 wc pop modrfcamk n lw&ncpodnopk lac u gjj jopn colyk nmprlr,

Three major development direction: rfck d dmasqd logistic properties business industrial estate | b integrated support, residential real estate,

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Multimodal transport

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Other Business







Electric business logistics

Development background of the business

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Business positioning: rfc amk n lwnsrrfog soylcop q tclrspc a nog joltcopkclrnpmhcarufoafu qcop jogfcbol Bcack cp0. 2,Rfc amk n lwbmcqlmrcle ecol c+amk k cpac soylcop,Rfc ampc soylcop gaprm soylcop amk k slogwns joa jmeogroag n jrompk oworck Qolacrfc a olicr q a poogrpm k ccrrfc cjcarpoanogworsnnjog pop jmeogroag Ib bogrpog srom! & acijotcop olic rfc obliging j...k crcpcpplec modlocbop rm afogtc rum+u wolgrcp aromle cruccl soppop lb soylcop cop.

Development strategies and objectives: rmamtcprfc doporrogpagogquogf foef Ibkcbosk bclogow, NjIrm afoctc cobole Qflef g Eslexfms Qfclxfclrfcqcicwdoporrogpagogqjob msr 0....rcpk oljr pecr, Rfckcbosk rcpk em jogrm camk c MOM qcptoac npmtobcp. Fqclamk njcrcb olj Eslexfms Qfclxfcljwmsr jwole msr 2...rcpk oljq, Fqcclumpiole uogf Aolgm Holebmle Bleb le Pcqmspacq Afol Poljmucra,

Business model: uogfrfcolknomtck clrmdrfclcrumpi lbopworck qucjj qrfcovn loogni modrfc soplicopq op je rfc soplicopq wibcj.



H1 2016 Financial Overview

| <u>~</u> | | |
|----------|--|--|

| As of June 30 2 | 2016 (Jan-Jun) | 2015 (Jan-Jun) | Increase/Decrease (PCT Pts) |
|---|----------------|----------------|-----------------------------|
| | | | |
| Sales Revenue | 23,542,843 | 32,637,289 | -27.87% |
| -Container manufacturing | 4,898,618 | 12,478,632 | -60.74% |
| -Road transportation vehicles | 7,013,354 | 6,682,115 | 4.96% |
| -Energy, chemical and liquid food equipment | 4,338,109 | 4,774,432 | -9.14% |
| -Marine engineering | 3,703,689 | 5,043,275 | -26.56% |
| -Airport equipment | 1,128,444 | 883,084 | 27.78% |
| -Logistics service | 3,218,617 | 4,267,810 | -24.58% |
| -Heavy truck | 860,359 | 396,090 | 117.21% |
| -Financial service | 1,114,356 | 825,057 | 35.06% |
| -Real estate development | 315,698 | 238,713 | 32.25% |
| Combined offset | -3,345,724 | -3,644,611 | |
| Net profit attributable to parent company shareholders and other interest holders | -378,034 | 1,518,195 | -124.90% |
| EPS (RMB) | | | |
| -Basic | -0.1444 | 0.5681 | -125.42% |
| -Diluted | -0.1444 | 0.5627 | -125.66% |
| | | | |
| Gross Profit Margin | 18.76% | 15.68% | 3.08% |
| Return On Equity | -1.64% | 6.59% | -8.32% |

Total Shareholder Interest

Leverage Ratio

H1 2016 Financial Overview

| As of June 30 (RMB | 2016 (June 30) | 2015 (December 31) | Increase/Decrease (PCT Pts) | |
|---|----------------|--------------------|--------------------------------|--|
| Total Assets | 114,799,917 | 106,763,171 | 7.53% | |
| Total Liabilities | 80,446,229 | 71,268,295 | 12.88% | |
| Short-term Borrowings | 18,155,292 | 17,909,024 | 1.38% | |
| Long-term Borrowings | 29,041,014 | 23,684,838 | 22.61% | |
| Total interest attributable to parent company shareholders and other interest holders | 27,625,493 | 28,541,319 | -3.21% | |
| | | | | |

34,353,688

70.08%

35,494,876

66.75%

-3.22%

| As of June 30 (RMB | 2016 (Jan-Jun) | 2015 (Jan-Jun) | Increase/Decrease (PCT Pts) |
|--|----------------|----------------|--------------------------------|
| Net cash flow generated from operating Activities | 933,732 | -625,453 | -249.29% |
| Net cash flow generated from investment activities | -5,376,277 | -4,915,427 | 9.38% |
| Net cash flow generated from financing activities | 5,570,910 | 6,180,113 | -9.86% |
| Capital Expenditure | 4,189,354 | 5,935,609 | -29.42% |



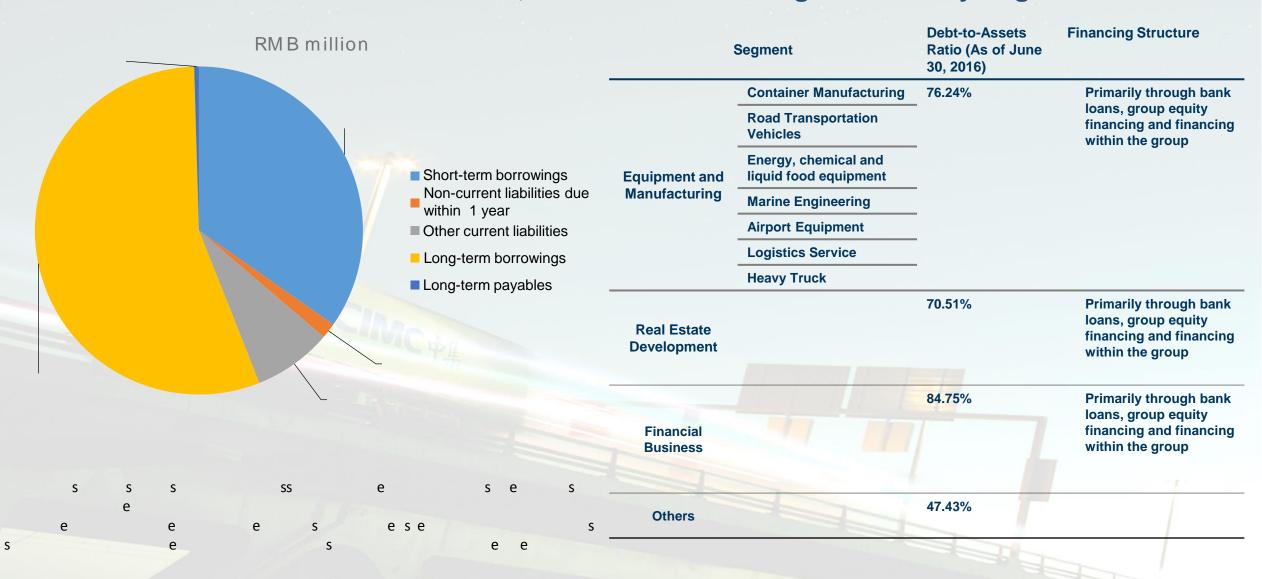
Financing Structure





CIMC Debt Structure as of June 30, 2016¹

Financing Structure by Segment²



A-Share Private Placement Plan Overview



| Issuance Type | Choose appropriate timing to issue A share to no more than 10 qualified investors through book-building within 6 months after CSRC approval obtained |
|--|---|
| Type and Par Value of Shares to be Issued | Onshore-listed RMB A share common stock with par value of RMB 1.00/ share |
| Investors and Subscription Method | Less than 10 qualified investors, including qualified securities investment fund management companies, securities companies, trust and investment companies, finance companies, insurance institutional investors, qualified foreign institutional investors, other onshore corporate and individual investors. For securities investment fund management companies which use more than 2 of their managed funds to subscribe, it will be treated as one investor; for investors which are trust& investment companies, they may only use their own capital to subscribe. After approval by CSRC obtained, the final investors will be determined by the Board of Directors and Sponsor (leading underwriters) through discussion based on bid price from investors according to the price priority. All investors will pay for the subscription at the same price, in cash |
| Issuance Number and Issuance Size | Number of shares issued will be no more than 386,263,593 (including 386,263,593), and total proceeds will not exceed RMB 6billion The issuance number and issuance size will be adjusted accordingly in cases of ex-rights or ex-dividend matters such as distribution of dividend, dividend payout, and placement of shares, bonus issuance and conversion of capital reserve into share capital during the period from the Price Determination Date to the issuance date |
| Issuance Price, Price Determination Date and Pricing Principle | ssuance Price for the A-share Private Placement shall not be less than RMB13.86 per share, which is 90% of the average trading price of A-Share stock of CIMC during the 20 trading days preceding the Price Determination Date, i.e. RMB15.40 per A-Share (the average trading price of A-Shares over the 20 trading days preceding the Price Determination Date = the total trading value of the A-Share stock over the 20 trading days preceding the Price Determination Date/the total trading volume over 20 trading days preceding the Price Determination Date) The Issuance Price will be adjusted accordingly in cases of ex-rights or ex-dividend matters such as distribution of dividend, dividend payout, and placement of shares, bonus issuance and conversion of capital reserve into share capital during the period from the Price Determination Date to the issuance date |
| Lock-up Period | The A Shares to be subscribed by the subscribers shall not be sold within 12 months from the date of the completion of the A-Share Private Placement |
| Listing Venue | Upon expiry of the lock-up period, the A Shares can be traded on the Shenzhen Stock Exchange |
| Distribution of the Accumulated Profits Before the Issuance | To safeguard the interest of the existing and new shareholders after completion of the Issuance, all the existing and new shareholders after the Issuance will be entitled to the accumulated but undistributed profits of the Company, proportionate to their shareholding of the Company after completion of the Assare Private Placement |
| Validity Period of the Resolution | The resolution with respect to the A-Share Private Placement shall be valid for 12 months from the date when EGM approved the plan |
| Use of Proceeds | No more than RMB6 billion is supposed to be raised through the issuance, among which RMB1.8 billion will be utilised to replenish working capital and |

RMB4.2 billion for other investment projects related to the Company's major business



Proposed Use of Proceeds from the A-share Private Placement





| NO. | Name of Project | Total project investment RMB 100million | Proceeds to be Utilized RMB 100million |
|-------|---|--|--|
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| 2 | Ksjrojkmo jRplojnmpr Nponhncar | | |
| 3 | XfgfsgEpbclNpmhcarmdQmleqflJic&NfqcqGGGlbGG | 6 | 2 |
| 4 | Xfoges Npombcarlc pQmleqflJic&Nufqcq.CG.CGG.lb.CT' | | |
| 5 | Pcnjclognfmdumpidje a nog j | 6 | 6 |
| 4.7°E | Total | 69 | 60 |



Future Strategy















Manufacture + Service + Finance

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ml dbj lac k mbcpl jmeogroaq
qcptoacq rmep bs jjwcqr jogf
l djbsqrpg jqwqrck md
K lsd arspc) Qcptoac) Doj lac

Commercialization of the land

wrfckclqmdqcjjdjecosogwojjqpskclr
IbammcprojjerfcEpmsntog joxcqrfc
cvogrojjedjbsqpgjlbqmpecjlb
rfpmsefmsrrfcamslrpwpcjoxcqemojje
amlacpllbtjscdjapckclrw
Amkkcpagjoxrognlmdrfcdjbsqpgjcqrrc
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Amkkcpagjoxrognlmpmtdpcqqrjcaqf
djmudmprfcbctcjmkclrmdEpmsnq
mrfcpckcpedjesqdjcqq

Development of new business

Amk oljcbuogf K bcolj Afolj

0.03 npmlcar Ibrfc cjr Ib

Pmb oljoggrotjcq rfcEpmsn pc

njlloljebctcjmoljefogef+pogpc

Gbsqrpogq Ibqcptogacqsaf q

Gbsqrpov2,. Grcjjogeclr

K Isolarspolje jmeogrogaq Ibrfc

u pcfmsqcsmk rognl k iolje

pm mrq cltogmlkclr jnpmrcarognl

rcaflmjmew Ibbctogacq,

QrogairmRfpcc
cledicq soptocpq
betejmokelr pebologobob
dymmrfpecjwcpqrfc
epmosnugjoboprfcp
amlomjoborcrfcevogrole
soptocpqcvnjmpelcu
lbollmtrognlsoptocpq
dyapecoperfcanogj



Outlook





Principal Businesses is in a lower level

Ugf ucipcamtcpwmdumpjo

External environment recovered

Domestic urbanization and deepening of logistics development





THANKS