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Key Business Highlights Business Review

Financial Reflects Future Outlook

Key Business Highlights



• Operating Performance

In 2017, gdjeh gZkZcjZ Vo djciZYid GB7, + (Waadc gZegZhZcic VnZVg-on-year increase of 49.28%.

Business development

The main industries stepped into a cyclical rising channel; the overall performance of business became more balanced.

I Z gdj e eZgh hi ZY ih hi gMZ Xedh i dc c d B Vcj VX j gc HZgk XZ ; cVcXZ dgb ZY i Z cYj hi gVæ Vi Zgc VXgdhs the two fields of logistics and energy, established the leading position in the industry and good prospects for the development of the main business sectors, explored and layout the emerging industries that made advantages of Group, and organized a core professional management team to undertake strategic management of each sectors and business operation.

• Industrial upgrading

I Z gdje GZhedcYZYidi Z cVidcVahigViZ n d B VYZ c 8 cV d % % VXik Zan egdb diZYi Z je gVYZ d iZX cdad n VcY promoted the digital transformation.

• Financing

The Group Strengthen external cooperation and promoted restructuration of major business

Key Business Highlights I f G eZgXc9 je jj jf : D:





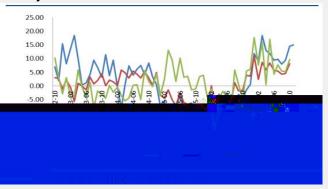
	Increase / decrease %	FY2017	FY2016
Operating income 100 million Yuan	49.28%	763.00	511.11
Net profit attributable to shareholders and other equity holders of the Company 100 million Yuan	364.97%	25.09	5.40
Gross profit margin %	-0.48%	18.36%	18.84%
Return on equity ROE	6%	8%	2%
Basic earnings per share EPS Yuan	478.57%	0.81	0.14
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The Group

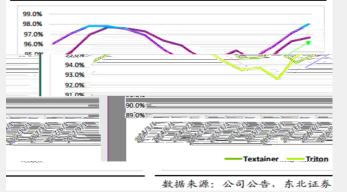
Business Review



The import and export trade of global major economies continues to rise.



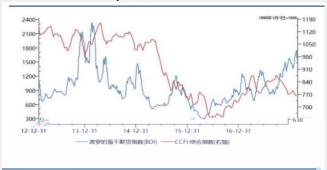
The rental rate of main leasing companies in 2017 rised steadily.



The economy and industry are warming up. Manufacturing Business has recovered sharply.

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The BDI index and container freight index overall trend upward.





Spare capacity ratio in 2017 presents a downward trend.



数据来源: Alphaliner, Clarkson, 东北证券

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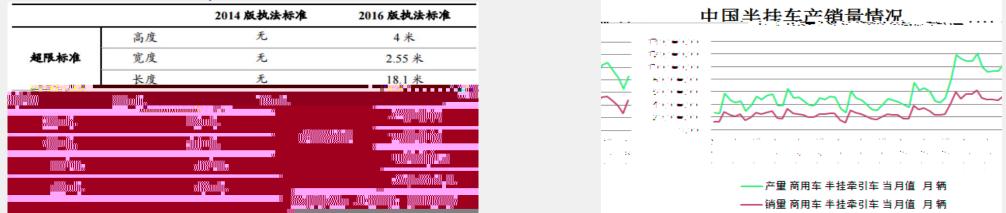


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130.89	Sale ten thousa				Increase / decrease %	FY2017	FY2016
+122.87% 58.73	. 26 900/	■ 2017		erating income D million Yuan	126.32%	250.47	110.67
	+36.89% 10.91 7.9	■2016 7		Ordinary dry containers	211.33%	177.19	56.91
		-		Reefer containers	46.46%	32.74	22.36
Ordinary dry containe	ers I i Zfek Recovering			Special reefer containers	35.30%	48.08	35.53
			10	Net profit) million Yuan	302.52%	14.63	3.63
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Strict GB1589 Policy + Increasing investment in infrastructure increasing demand of industry increasing



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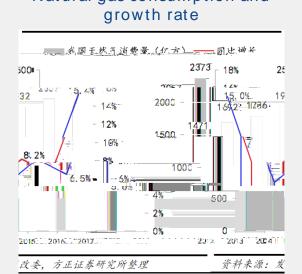
- The market demand of US for semi-trailers fell slightly. The European market economy gradually recovered, but the overall demand declined due to the effect of leaving European union. The emerging market benefited from the global financial environment and the economic recovery. The Southeast Asian market has grown steadily, and some local region is unstable;
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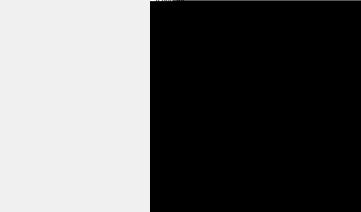


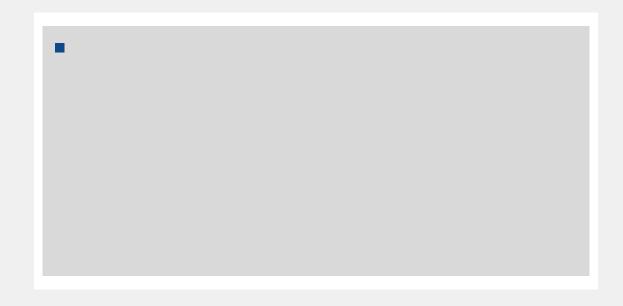


The price of LNG is rising



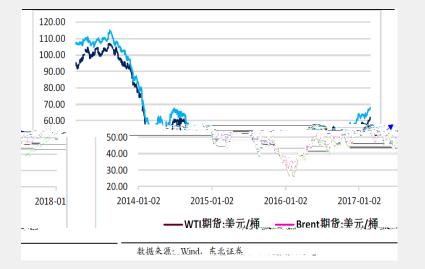
Natural gas consumption and



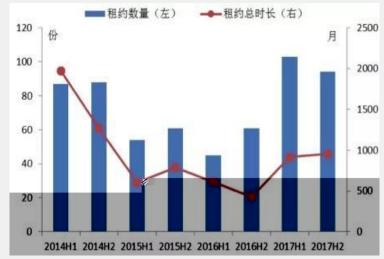




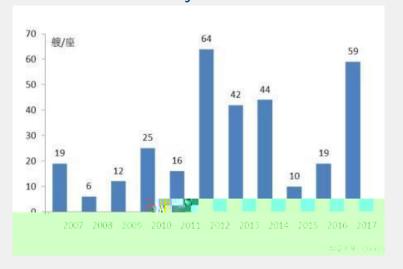
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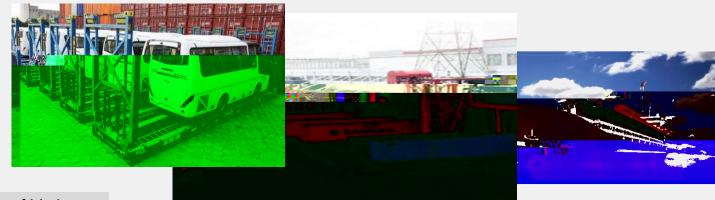
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- 8 ZZfi e kf jkXk jk Zj e)'(. k df YXc goXk fid f j Zfe Xe Xe i jXc kiXejXZk fei XZ k j g fcd f,0 Z j Xidfi k Xek e dY i e)'(, Xe)'(- Xe Xgf Z k j gj e)'(%K j XZ d ek e)'(. Xcd fjk i XZ k jXd c cf k df YXc f j fi dXib k jg Xb e)'()%



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- Container service business line: fid Xk of gd ek jkiXk fik i d Xafigif ZkjeXd c ZfekXe i Xi iX c X jkXk fe j i Z Xe j oce Xe c Xje f ZfekXe ij2
- Marine transport and project logistics business line: fZ j fed Xib k dfgd ekfggfik ek jeeXkfej Xdfe k Y ok e ik 9 ok Xe IfX ekXk Xe XZk c jf kekieXkfeXcof jkZjZffg iXkfe
- Rail-water transport business line Y Xek ek XcZfejki Zkfef k k i fifek Xcfe ik ZXc of jk Zjki ebe k fib Zfeke d gif e k d ok d f Xcki Xejgfik j i Z j jk d Xe e XeZ k j i Z ZXgXYck f ek iXk of jk Zj%
- Equipment logistics business line k k Y c k X k h gd ek Z X e j of jk Zj Zc Xic e k i d Xafi Y j e jj j e X d c h gd ek I ; Xe d Xe XZ k i e h gd ek c X j fg i X k fe X e h gd ek of jk Z j j i Z j%
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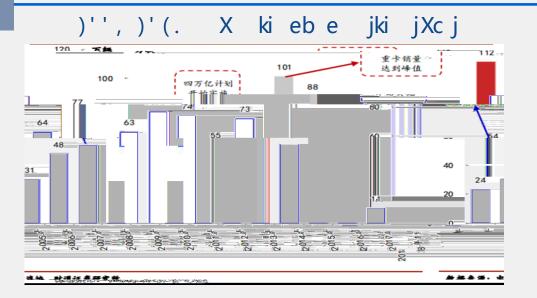
Industry moderating growth

Business transform and upgrade grow with quality

decrease %	Increase /	
%	decrease	
	%	

Business Review X Ki Zb e jki 9 je jjf : D:





Overfulfil the sales plan Sales continue the upward trending

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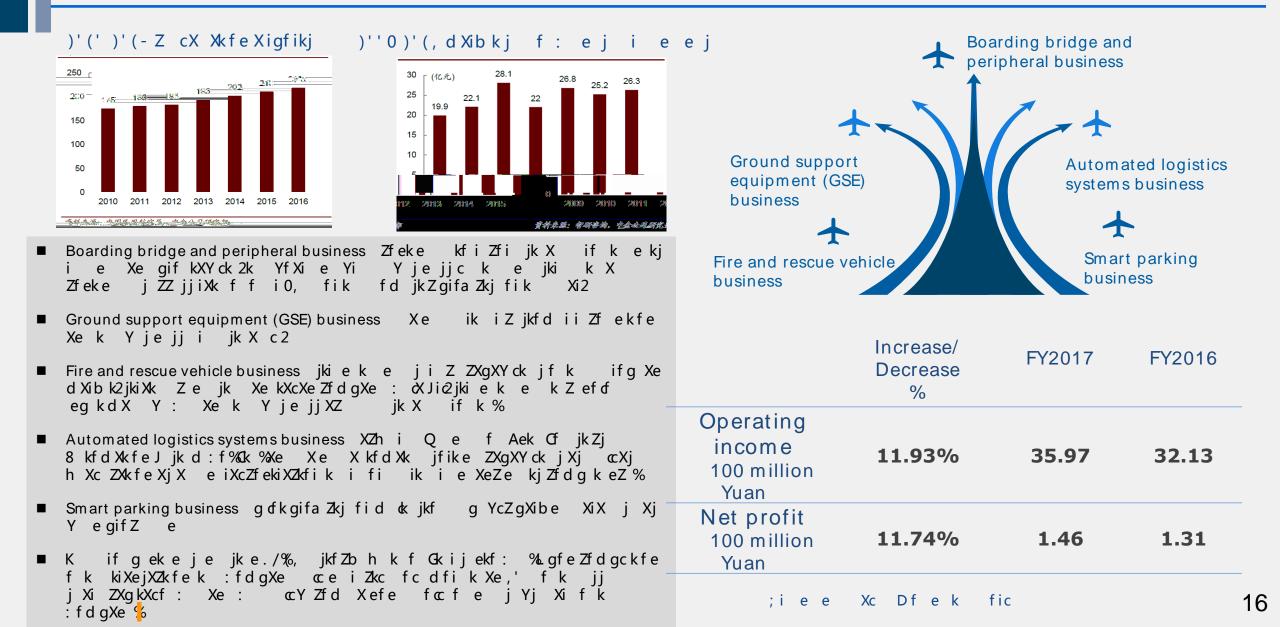


	Increase/ Decrease %	FY2017	FY2016
Operating income 100 million Yuan	48.67%	25.66	17.26
Sales units	44.49%	8,710	6,028

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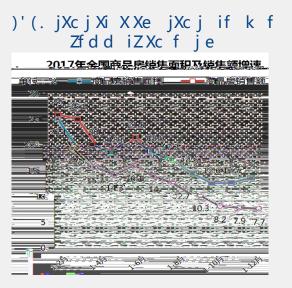
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Financial deleveraging was substantially promoted

Business portfolios continuously

- In 2017, the scale of social financing increased reasonably. According to the preliminary statistics, the annual increment of social financing in 2017 was 19.44 trillion, 1.63 trillion yuan more than that of the previous year, and an increase of 12% over the same period. The growth is basically in line with expectations, showing that financial support for the real economy is greater.
- The results of financial regulation are expected to be stable, and the direction of social financing structure will change: 1. After the supervision, the actual leverage ratio of banks is significantly limited, and the overall supply capacity of the banking system to social financing is decreasing. 2. The non-standard and channel business mainly focuses on the real estate, financing platform and government restrictions (more than 70%), which is the main source of social integration. In the medium and long term, after the regulation, the total demand for financing will gradually shrink, and the structural differentiation will be obvious: the interest rate of real estate and small and medium-sized financing platforms will rise, and the interest rate of the industrial sector will be stable.

optimized	Increase/ Decrease %	FY2017	FY2016
Operating income 100 million Yuan	1.66%	23.41	23.02
Net profits 100 million Yuan	20.46%	9.92	8.24

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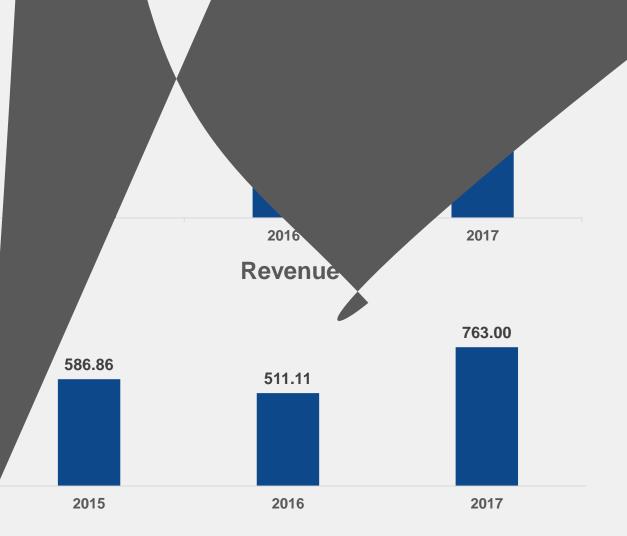
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Key Business Highlights Business Review

Financial Reflects Future Outlook







Financial Reflects



By the end of December 31th 100 million Yuan	At the end of the Reporting Period (31 December 2017)	At the end of the previous year (31 December 2016)	Change
Total assets	('-%	() -%,	%(
Total liabilities	/. %.	/, %') %(
Short-term borrowings	(, %.	(,.%') %)
Long-term borrowings) (%').'%	('%.
Total equity attributable to shareholders and other equity holders of the parent company) %() 0) %-	(' %
Total shareholders' equity) %.	0(%,	('%/
liability/asset ratio	%0	- /%'	(%(
By the end of December 31th 100 million Yuan	FY2017 (Jan.to Dec.)	FY2016 (Jan. to Dec.)	Change
Net cash flows from operating activities) %,) %)	/)%/
Net cash flows from investing activities	(,%'	- /%,	%3,
Net cash flows from financing activities	, %.	. , %((. %0

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Financial Reflects



2017

■2016

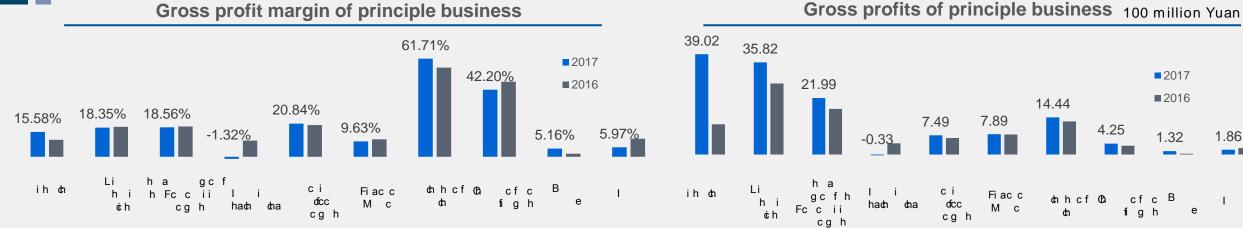
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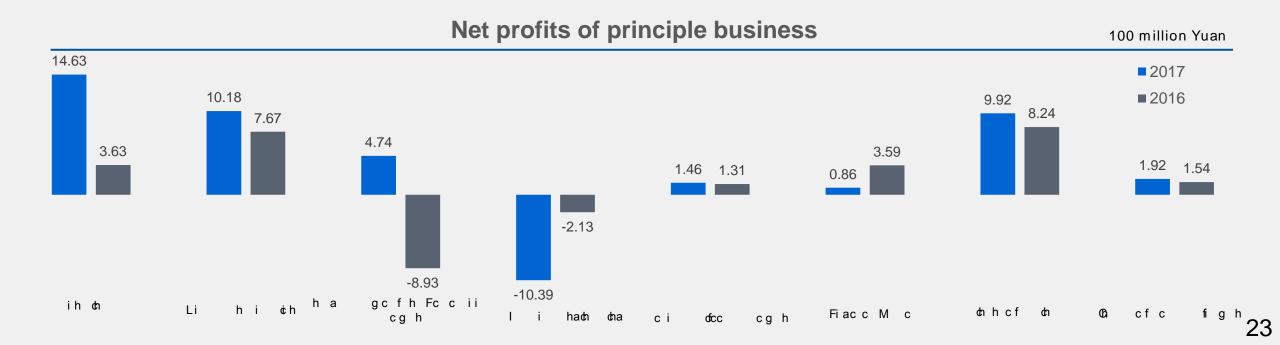
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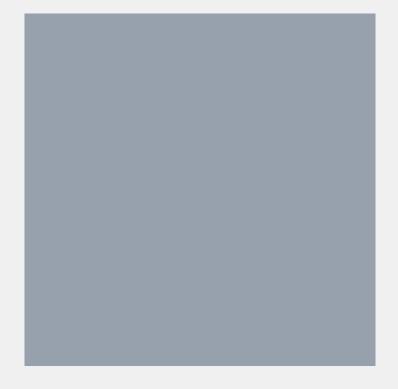
Key Business Highlights Business Review

Financial Reflects

Future Outlook



According to the latest prediction made by CLARKSON, the growth of global container trade could reach 5.0% in 2017 and would continue to grow at this rate in 2018. The capacity growth rate will be 3.6% and 4.0% in 2017 and 2018. The oversupply of shipping capacity will continue to

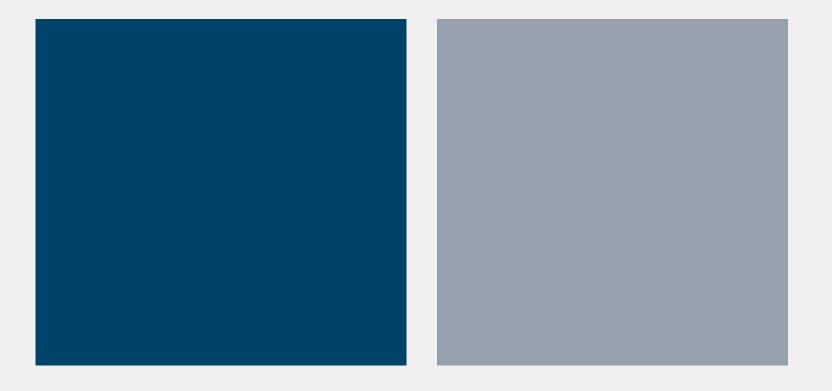




In 2018, it is expected that fossil fuel will remain as main energy sources, and natural gas is the most potential variety of growth. Although the Brent crude oil price reached almost USD70 per barrel at the end of 2017, global oil and gas development investment slowly rebounded. Growth in demand for offshore engineering















Thank You

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