



COSCO SHIPPING Ports Limited  
中遠海運港口有限公司

# 3Q2024 Results Presentation

*Global Development and Smart Innovation  
Win-win Cooperation led by Digital Intelligence*

October 2024







**01.**  
**Financial  
Performance**

**02.**  
**Operational  
Review**

**03.**  
**Strategy &  
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# 03 | FINANCIAL PERFORMANCE



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# 04 | Overall Performance — Rising Throughput Driving Revenue and GP Growth in 3Q2024



Subsidiary Terminals  
Throughput

**8.64** M TEU

YOY  
**+4.9%**



Net Finance Costs

**30.9** M USD

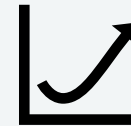
YOY  
**-13.0%**



Revenue

**399.0** M USD

YOY  
**+11.2%**



JVs & Associates Profits

**84.0** M USD

YOY  
**+0.7%**



Gross Profit

**110.1** M USD

YOY  
**+9.2%**



Profit Attributable to  
Equity Holders

**81.9** M USD

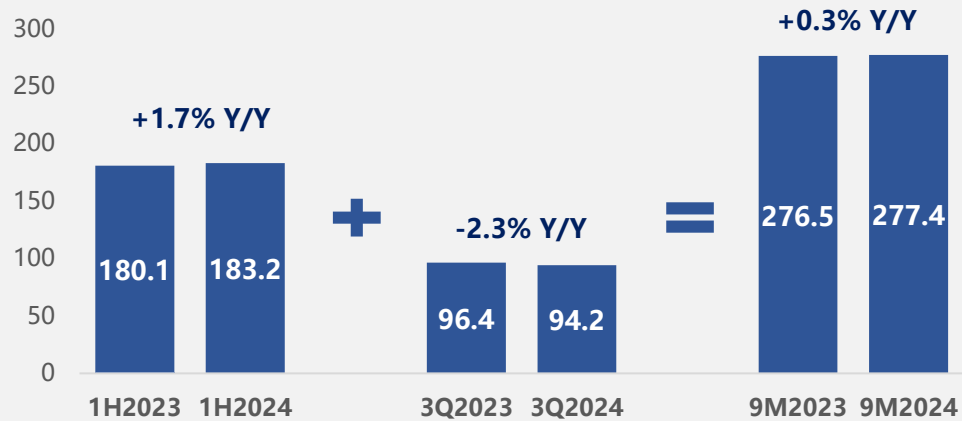
YOY  
**-1.7%**

“In 1Q-3Q 2024, China and overseas Subsidiary terminals recorded YoY growth in revenue and gross profit”

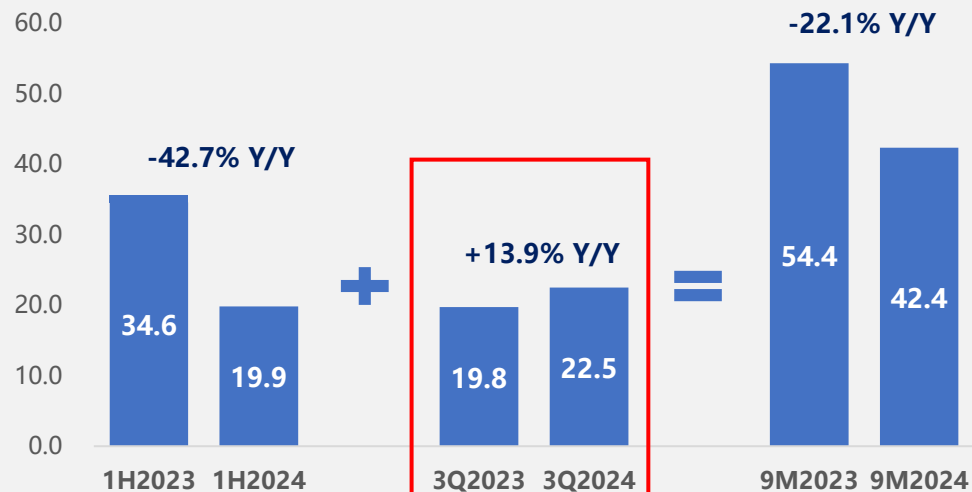
(All figures on this slide are in Millions USD unless otherwise stated)



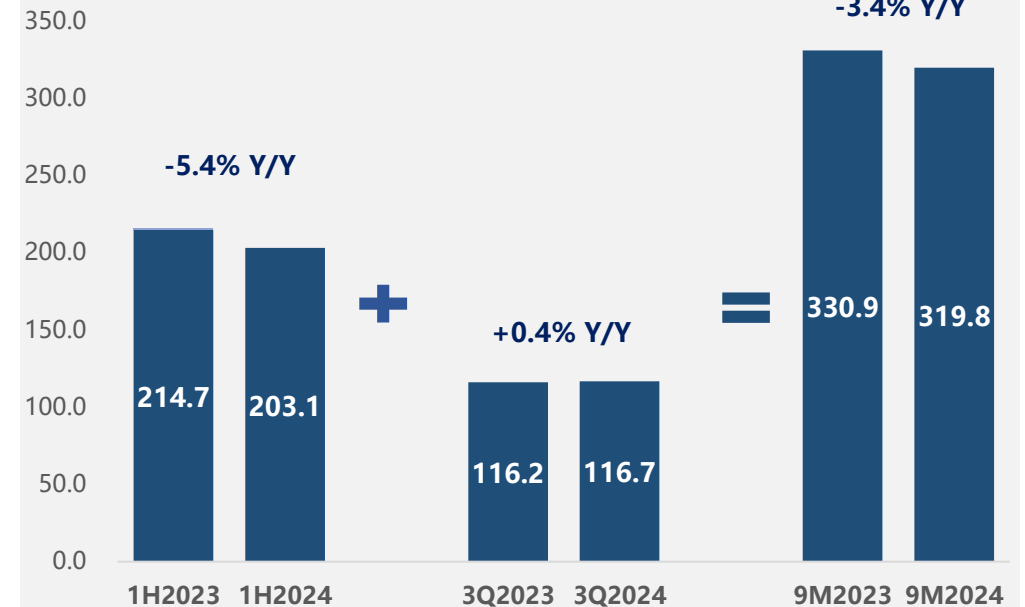
## Chinese total terminal profit (US\$ Million)



## Overseas total terminal profit (US\$ Million)



## Total terminal profit (US\$ Million)



- Total terminal profit growth rebounded from -5.4% YoY in 1H to +0.4% YoY in 3Q;
- Chinese terminal profit was relatively stable for 9M24;
- Overseas terminal profit improved and rose by 13.9% YoY in 3Q, mainly driven by strong performances at CSP Spain, whose profit rose by nearly 5 times

USD Million	As of 31 Dec 2023	As of 30 Sep 2024
Total assets	11,931.9	12,188.2
Total Liabilities	5,089.4	5,065.2
Equity Attributable to Shareholders	5,770.7	5,983.5
Cash and Bank Balance	1,162.9	939.6
Total Debt	3,234.6	3,063.2



## “Healthy Financial Position Drives Sustainable Development”

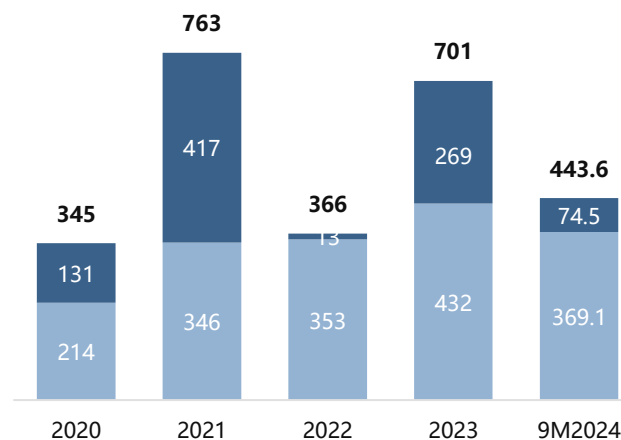
- Stable cash and bank balance will help the Company to continue seeking new investment opportunities;
- Net debt to equity ratio by the end of 3Q was 29.2%, remaining at a low level;
- As of 30 Sep 2024, average bank borrowing costs increased slightly to 5.39% but net finance costs decreased by 6.0% YoY, showing the effectiveness of our finance cost control measures

### CAPEX (Million USD)

443.6M USD

9M CAPEX

■ PP&E ■ Investment



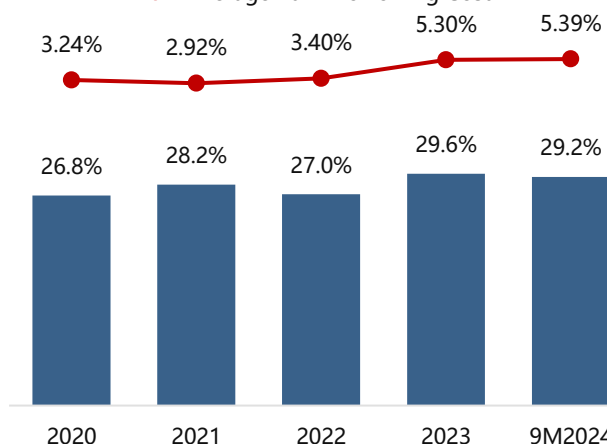
### Net debt-to-equity ratio & average bank borrowing cost

29.2%

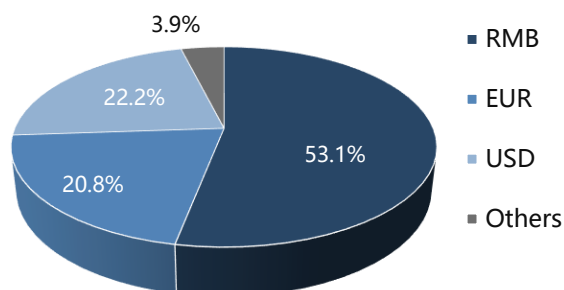
Net Debt to Equity Ratio

■ Net Debt to Equity Ratio

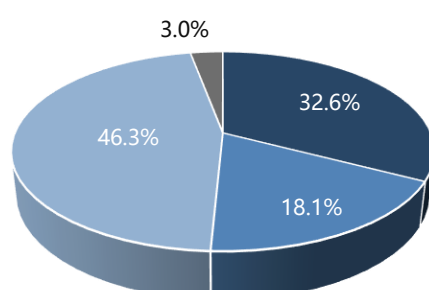
● Average Bank Borrowing Cost



### Cash and Bank Balance



### Total Debt Structure





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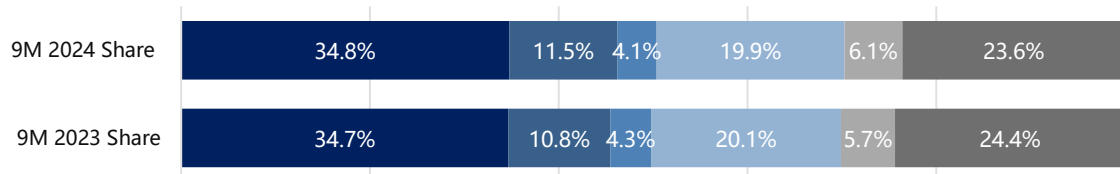
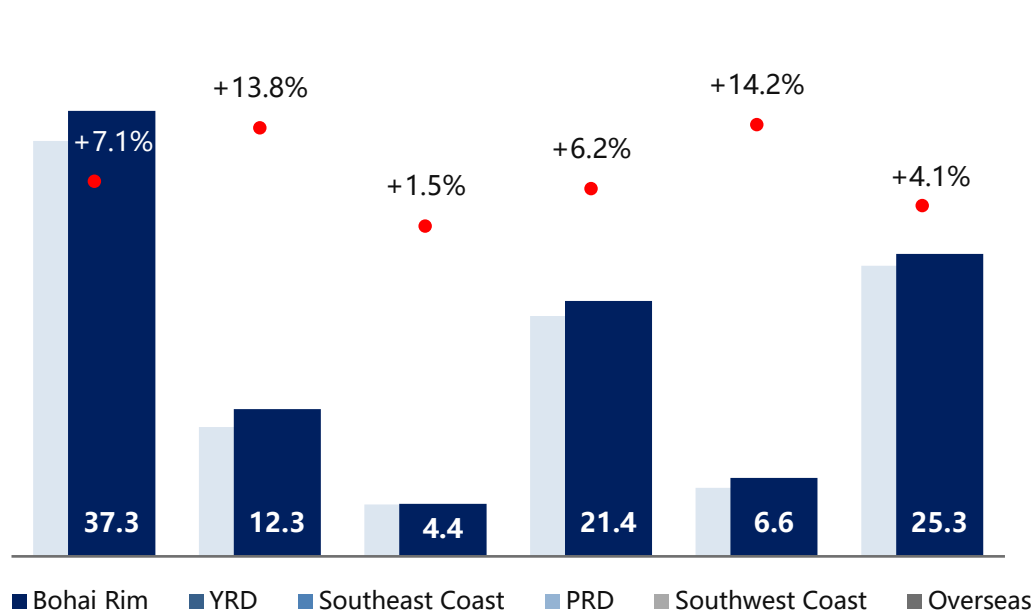


Total  
Throughput ▲ +7.1%  
**107.3** M TEU

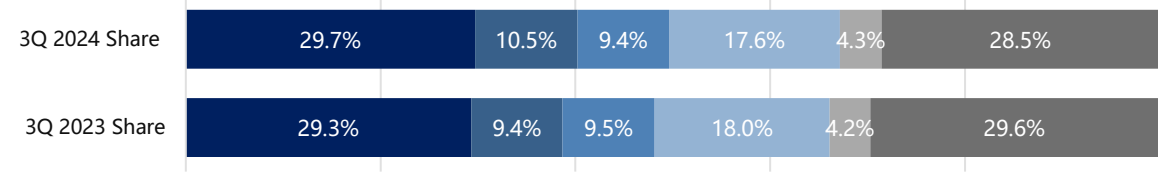
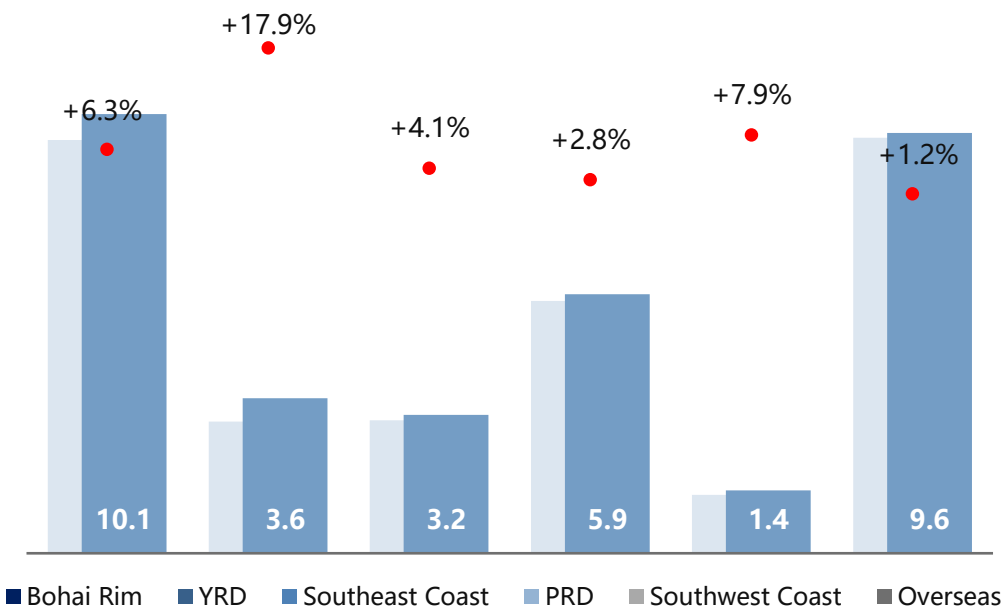
“Throughput during the first 9 months of 2024 continued to show positive trends; total throughput in all regions recorded YoY growth”

Equity  
Throughput ▲ +5.1%  
**33.8** M TEU

9M 2024 Total Throughput by Region (M TEU)



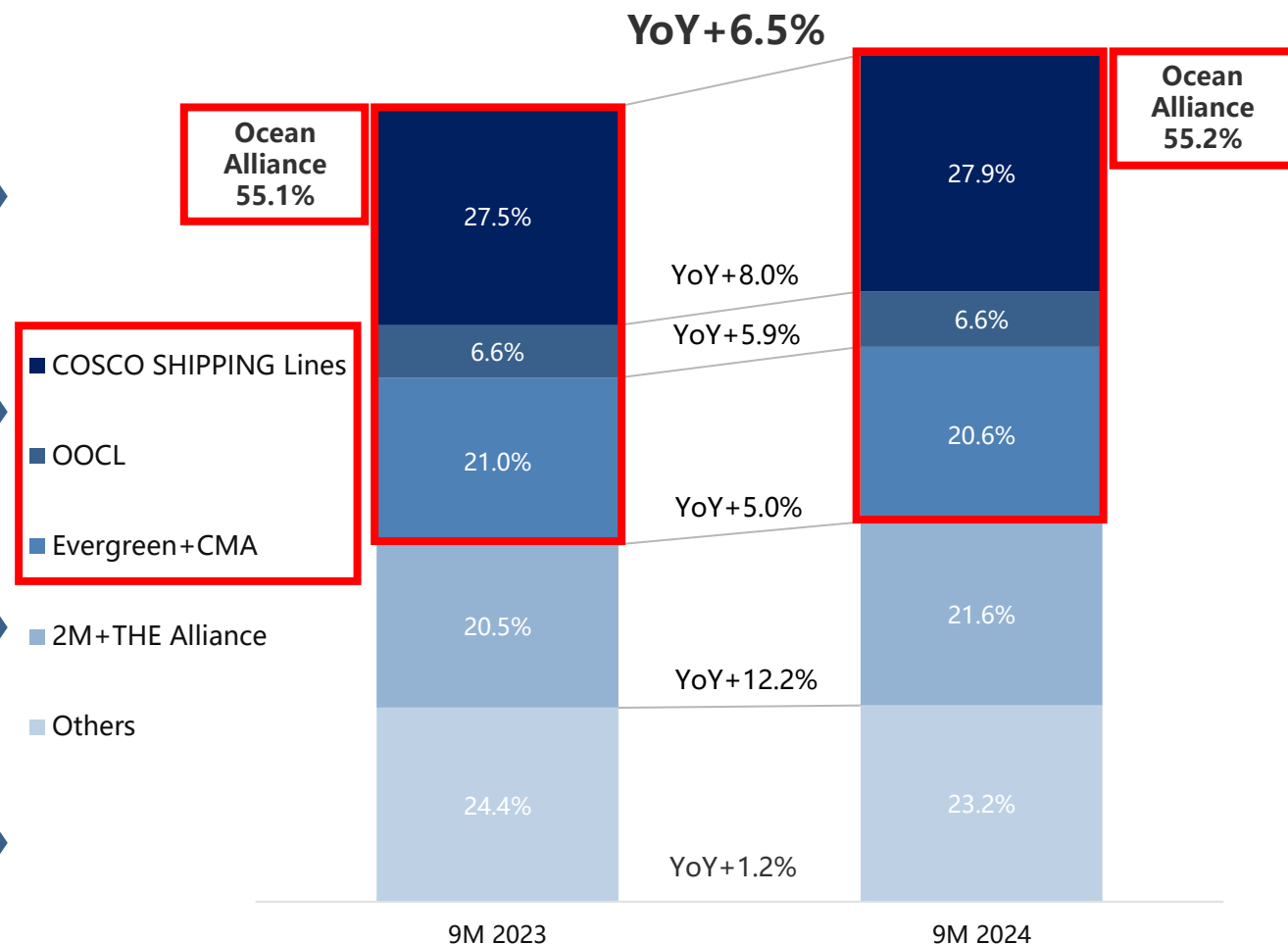
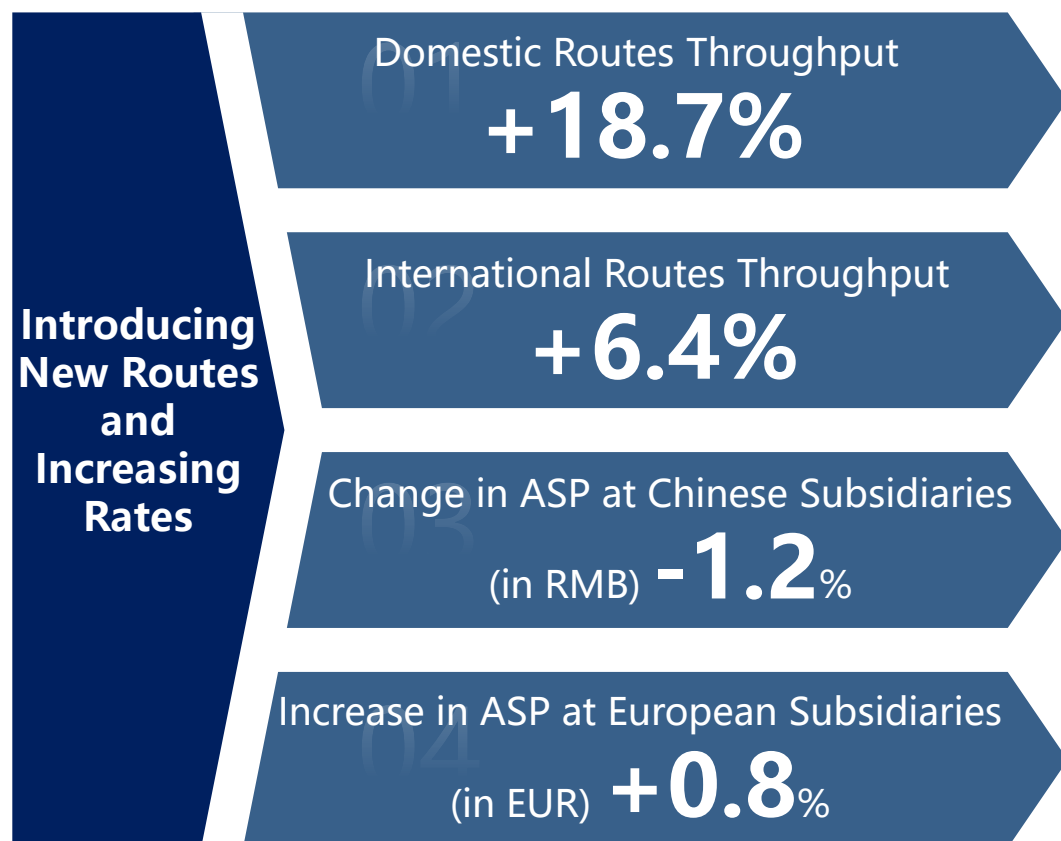
9M 2024 Equity Throughput by Region (M TEU)



## “Throughput of Subsidiaries in 9M2024 increased 6.9% YoY”

- Throughput of domestic routes rose 18.7% YoY ; throughput of international routes rose 6.4% YoY;
- ASP at major subsidiaries remained stable, in the future we will continue to follow the market trends and raise rates and efficiency

## 9M2024 8 Major Subsidiaries<sup>(1)</sup> Customer Share



(1) Total throughput from 8 major subsidiary terminals at which all shipping companies call, including terminals of TCT, Guangzhou Nansha, Xiamen, Lianyungang, PCT, CSP Spain, CSP Zeebrugge and CSP Abu Dhabi.



## Transportation of High Value Added Goods

Targeting Shipping Companies



### Building Solutions for Industry Supply Chains

Focusing on promoting cooperation with customers from overseas factories, offering customised services

“Shipping+Ports+Logistics” Integrated Development

### Allocation of Logistical Resources

Pushing forward with the construction of CSP Valencia Yard and Railroad Yard, Phase 2 of Abu Dhabi CFS, and Zeebrugge Warehouse No. 3



### Building New Logistical Hubs

Accelerating the construction of logistics infrastructure, transforming and upgrading to integrated logistics supply chain hubs, and building a new generation of integrated logistics hub ports

Integrating Terminal Operations

#### Xiamen Haitou CFS

**Total Area**  
377,100m<sup>2</sup>

**Warehouse Area**  
218,500m<sup>2</sup>

#### Xiamen Haicang CFS

**Total Area**  
23,800m<sup>2</sup>

**Warehouse Area**  
20,000m<sup>2</sup>

#### CSP Abu Dhabi CFS Phase I <sup>(1)</sup>

**Total Area**  
273,970m<sup>2</sup>

**Warehouse Area**  
50,666m<sup>2</sup>

#### CSP Zeebrugge CFS

**Total Area**  
77,869m<sup>2</sup>

**Warehouse Area**  
41,582m<sup>2</sup>

<sup>(1)</sup> The whole Abu Dhabi CFS project (Phases 1 & 2) has a total warehouse area of 105,225m<sup>2</sup>, the total capital expenditure is estimated to be 138 M USD.

## 5G SMART PORTS

- Commercial implementation of driverless container vehicle project at Xiamen, Wuhan, Quanzhou and Abu Dhabi terminals, with a total handling volume of 312,000 TEU, in 1H 2024, a YoY increase of nearly 3 times
- Expanding the implementation of 5G Smart Ports at CSP Abu Dhabi Terminal
- Promote the further development of 5G Smart Ports at other terminals in the future



## DATA PLATFORMS

- EAM: Improving the maintenance and upkeep abilities of the headquarters and terminals, lowering procurement and maintenance costs
- MIS: Provide a visualized management tool to assist in operational decision making through the core MIS information management system
- WMS: Implementation of warehouse management system to drive the expansion of supply chain projects



## GSBN

- Actively promoting the use of GSBN and application of blockchain technology to improve the terminals' IT infrastructure, developing the synergy between shipping and port industry
- CSP Portal for GSBN has been launched, promoting an innovative alternative to the traditional workflow of the industry





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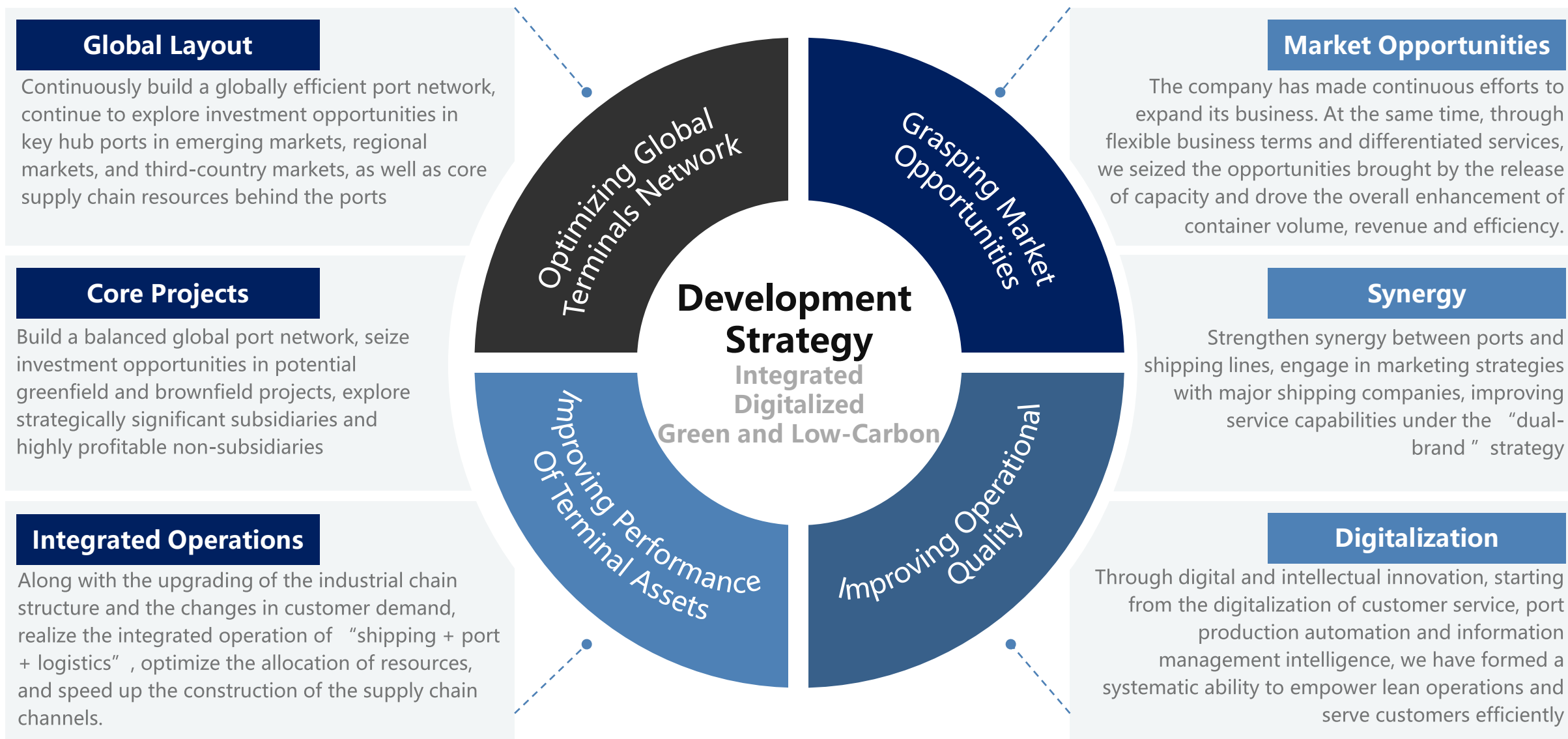
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# 15 | Building Low Carbon Smart Ports — Constructing a Global Green Supply Chain

## Fully Supporting UN SDGs

### Five Key Areas of Sustainable Development

#### Governance

Adhere to the principles of business ethics and operational compliance, maintain high standards of corporate governance and business integrity, and build mutual trust with stakeholders to achieve a win-win situation.

#### Resilience

Invest in building "green ports" to reduce carbon emissions in business operations and along the value chain to achieve carbon neutrality and strengthen climate resilience; select and manage suppliers and partners based on sustainability criteria to enhance corporate resilience.

#### Agility

Drive continuous improvement in the overall operational efficiency and provide customers with high-quality services by leveraging unique insights to implement digital and intelligent innovation and promote the construction of smart ports.

#### Nature

Conserve and utilize natural resources responsibly and effectively and mitigate the impacts on biodiversity.

#### Dynamic

Provide a safe, healthy, diverse and inclusive working environment, create a sustainable talent pipeline, and promote the development of local communities where we operate, thus creating shared value for all stakeholders.

### Relevant UN SDGs



## Goal for 2024:

Growth of Equity Throughput of our company in 2024 will be in line with the industry

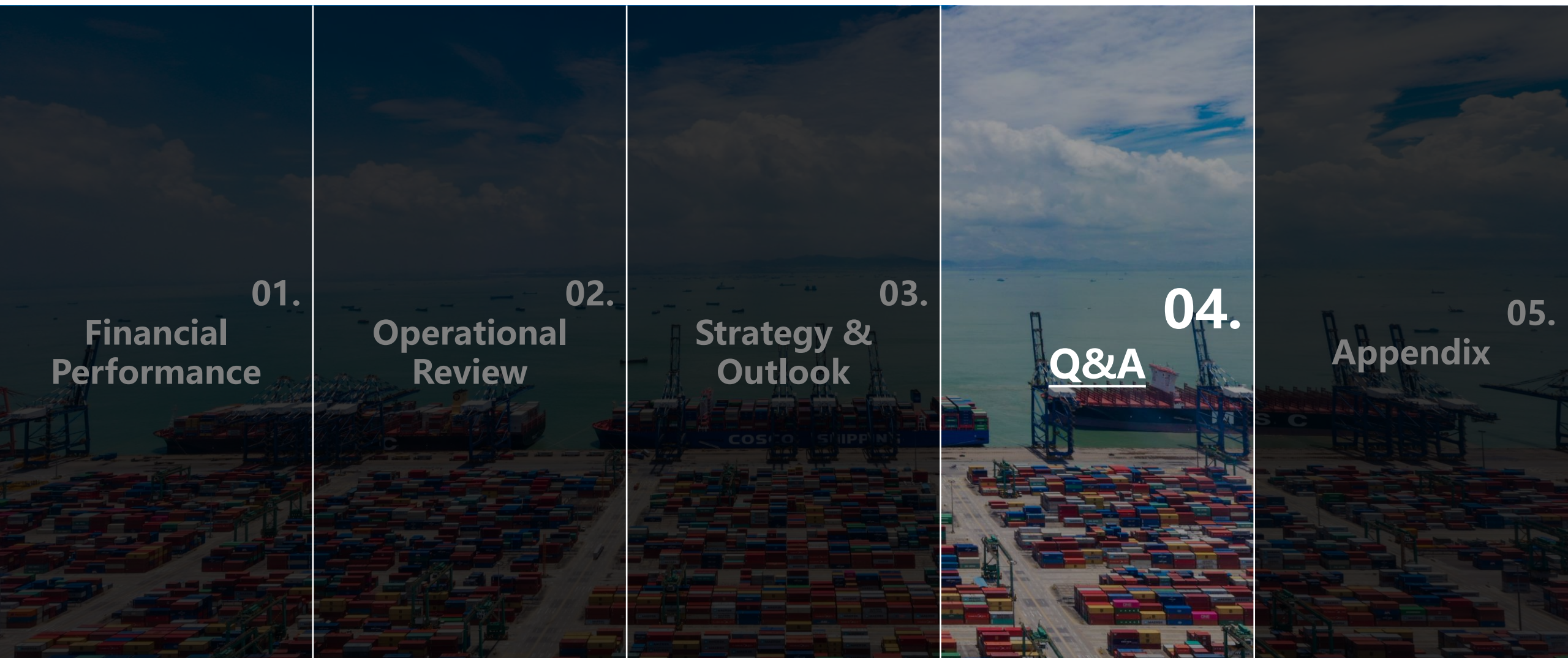
**Equity Throughput Growth  
in line with Industry**

## Long Term Goals:

Strengthen our globalization strategy, increase capacity in a steady manner, continuously improve value creation, strive to achieve higher competitiveness and sustainable development

**Striving to Build A Leading  
Global Port Logistics Service  
Provider**





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## Major ESG Ratings in 2023

Became a constituent company in the FTSE4Good Index in June 2023



CDP 2023 Rating: B



Rated as 'Low Risk'



Part of the Hang Seng Corporate Sustainability Index Series since 2021  
Rating A+



Hang Seng Corporate Sustainability Index Series Member 2023-2024

## Greenhouse Gas Emissions

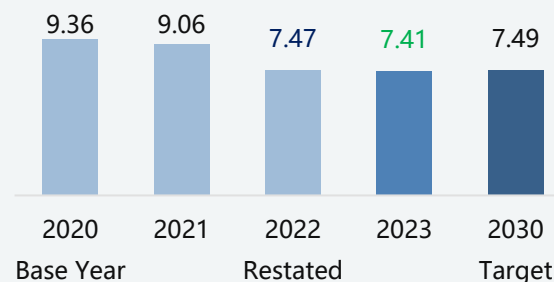
2023 Subsidiaries GHG Emissions Intensity

YoY **0.9%** ↓

Compared to 2020 (Base Year)

**20.8%** ↓

Subsidiaries' emission intensity<sup>(1)</sup>:  
(kg of CO<sub>2</sub>e per TEU)



**Mid-term Target:**

- To reduce greenhouse gas (scope 1 and scope 2) emission intensity of our subsidiaries by 20% in 2030

**Long-term Target:**

- To achieve carbon neutrality no later than 2060

## Energy Consumption

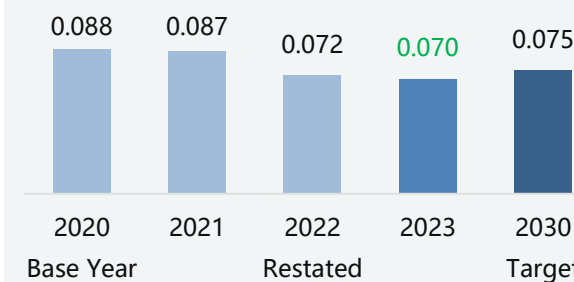
2023 Subsidiaries Energy Use Intensity

YoY **2.5%** ↓

Compared to 2020 (Base Year)

**20.5%** ↓

Subsidiaries' energy consumption intensity<sup>(1)</sup>:  
(GJ per TEU)



**Mid-term Target:**

- To reduce energy consumption intensity of our subsidiaries by 15% in 2030

<sup>(1)</sup> Among the existing 15 Subsidiaries of our company, CSP Chancay Terminal in Peru is under construction so its performance has not been included. Tianjin Container Terminal's environmental performance has been included in the Subsidiaries' performance since 2022.

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*The Ports for ALL*

# Thank You!

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