

Stock Code:2613

# CHINA CONTAINER TERMINAL CORPORATION

## 2019 Investor Conference

NOV 26, 2019

熱忱 專業 誠信 踏實



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China Container Terminal Corporation



# Outline

## 1. Company Overview

- ◆ Company Profile
- ◆ Business Information
- ◆ Financial Results

## 2. Outlook and Strategies



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## BUSINESS BASE

Wutu Container Terminal

Keelung Branch Office

Taichung Branch Office

Kaohsiung Branch Office

## BASIC INFORMATION

Established

58. 11. 27

Chairman

HRONG-HAIN,LIN

General  
Manager

KUO-CHIH,CHANG

Paid-in  
Capital

1.48 Billion NTD

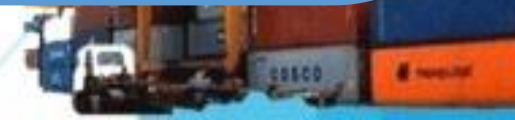
Number of  
Employees

1, 147



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# Main Products and Services

## Ship Stevedoring



Cargo Loading

Cargo Discharging

Cargo Shifting

## Container Yard Operation



Storage

Gate in/out inspection

Lifting

Stuffing/Stripping

Lease for Warehouse

## Container Repair And Maintenance (M & R)



Repair 、 Cleaning

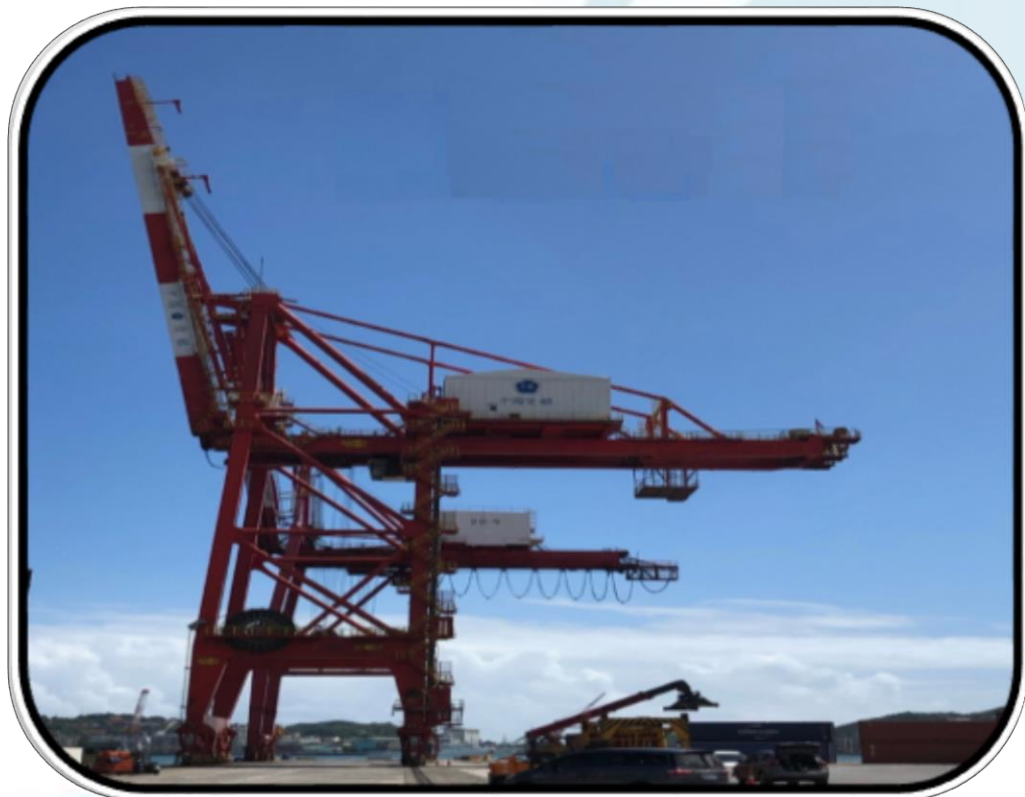
Power supply and  
Monitoring

P.T.I

# MACHINE EQUIPMENT : Bridge Crane x 14

Keelung Branch Office :8 Cranes.

Taichung Branch Office:6 Cranes.



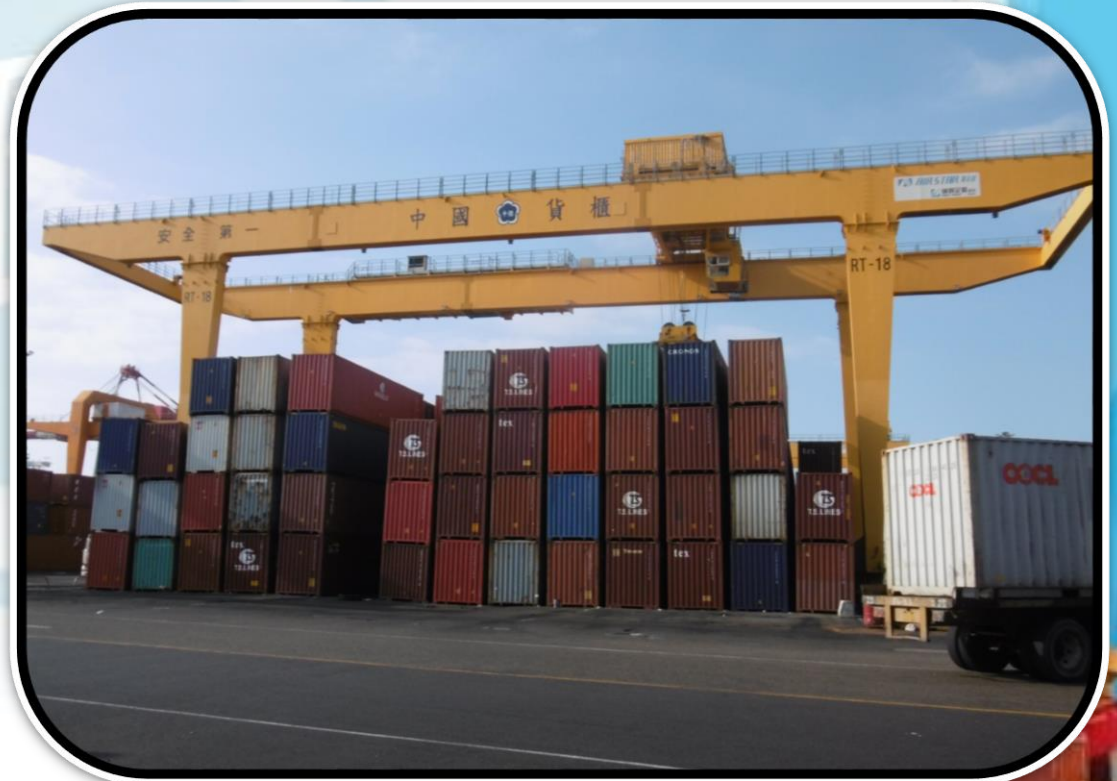
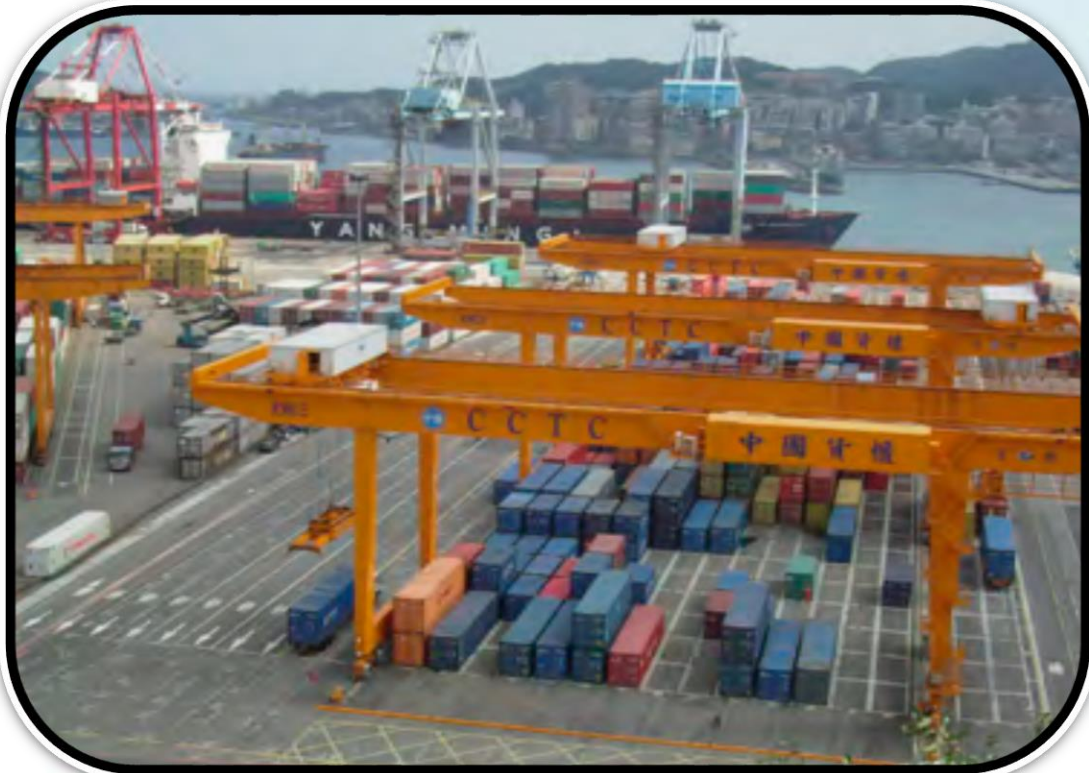
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## MACHINE EQUIPMENT : Rail Mounted Gantry Cranes x21

Keelung Branch Office :5 Cranes.

Taichung Branch Office:16 Cranes.



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## MACHINE EQUIPMENT : Loaded Container Machine x 6

Keelung Branch Office :4 Sets.  
Taichung Branch Office:2 Sets.



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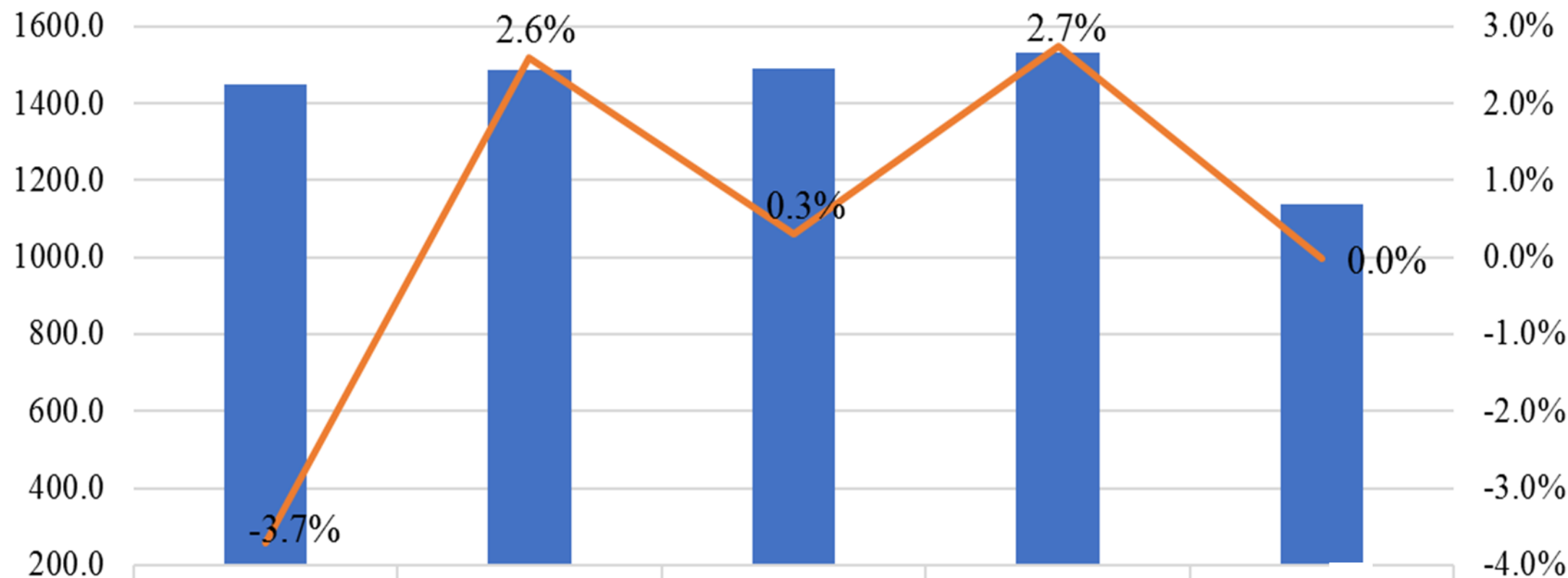


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## Container port traffic(Grand Total) - All Harbours (TEU)



|       |        |        |        |        |        |
|-------|--------|--------|--------|--------|--------|
| TOTAL | 1449.2 | 1486.6 | 1491.2 | 1532.2 | 1139.2 |
| YOY   | -3.7%  | 2.6%   | 0.3%   | 2.7%   | 0.0%   |

Source: TIPC

■ TOTAL — YOY

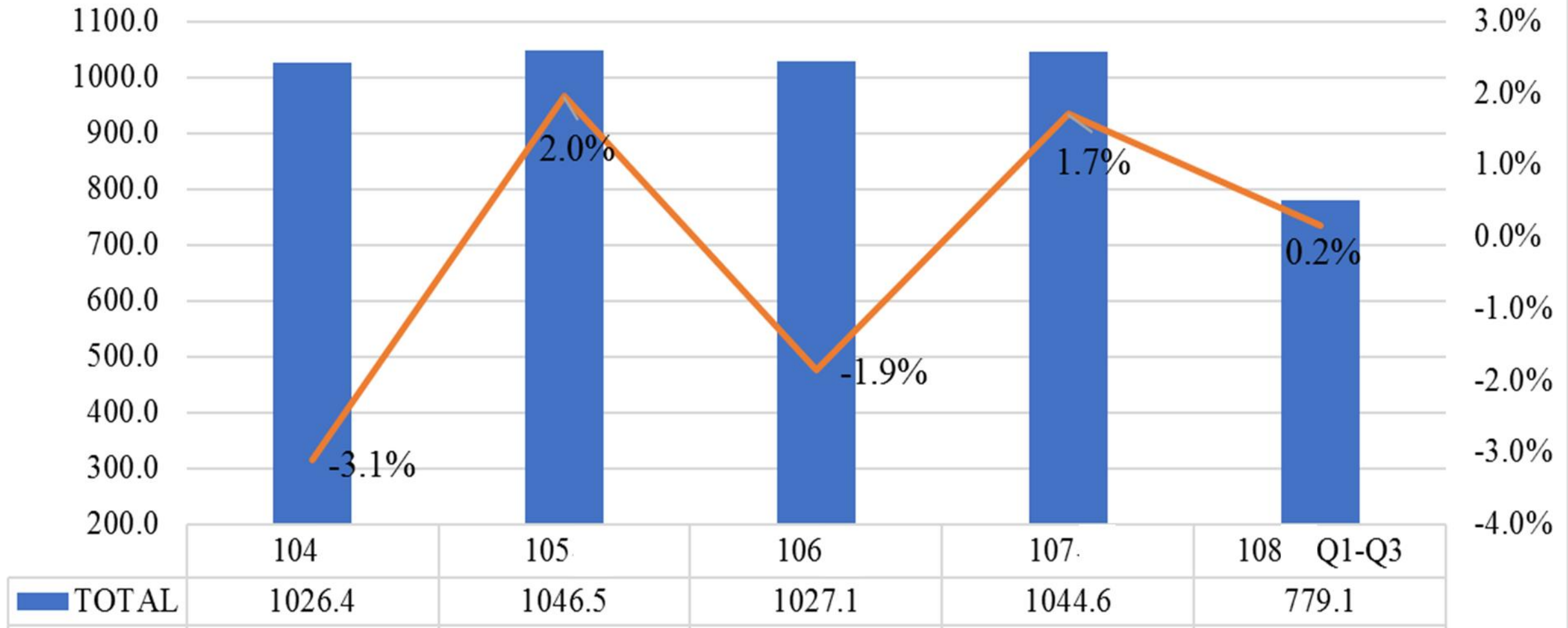


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## Container port traffic(Grand Total) - Kaohsiung (TEU)



Source: TIPC

■ TOTAL — YOY

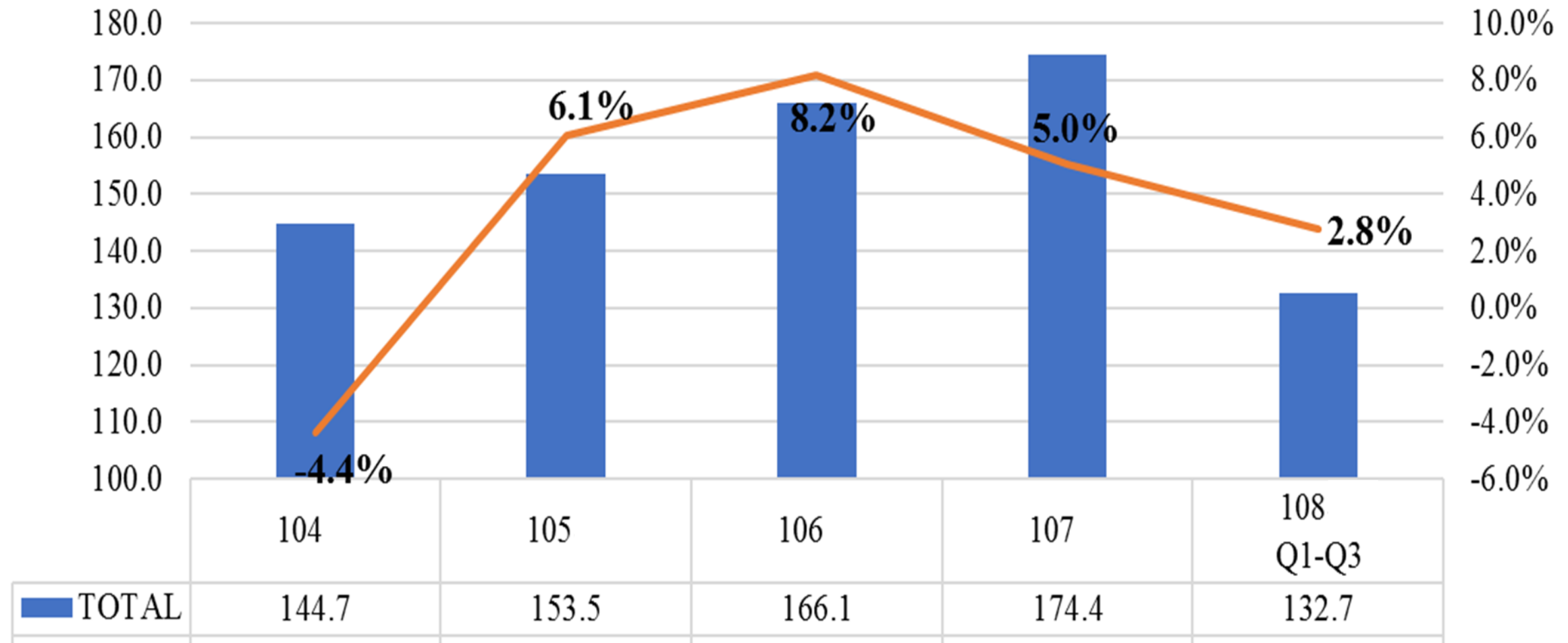


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## Container port traffic(Grand Total) - Taichung (TEU)



Source: TIPC

■ TOTAL — YOY

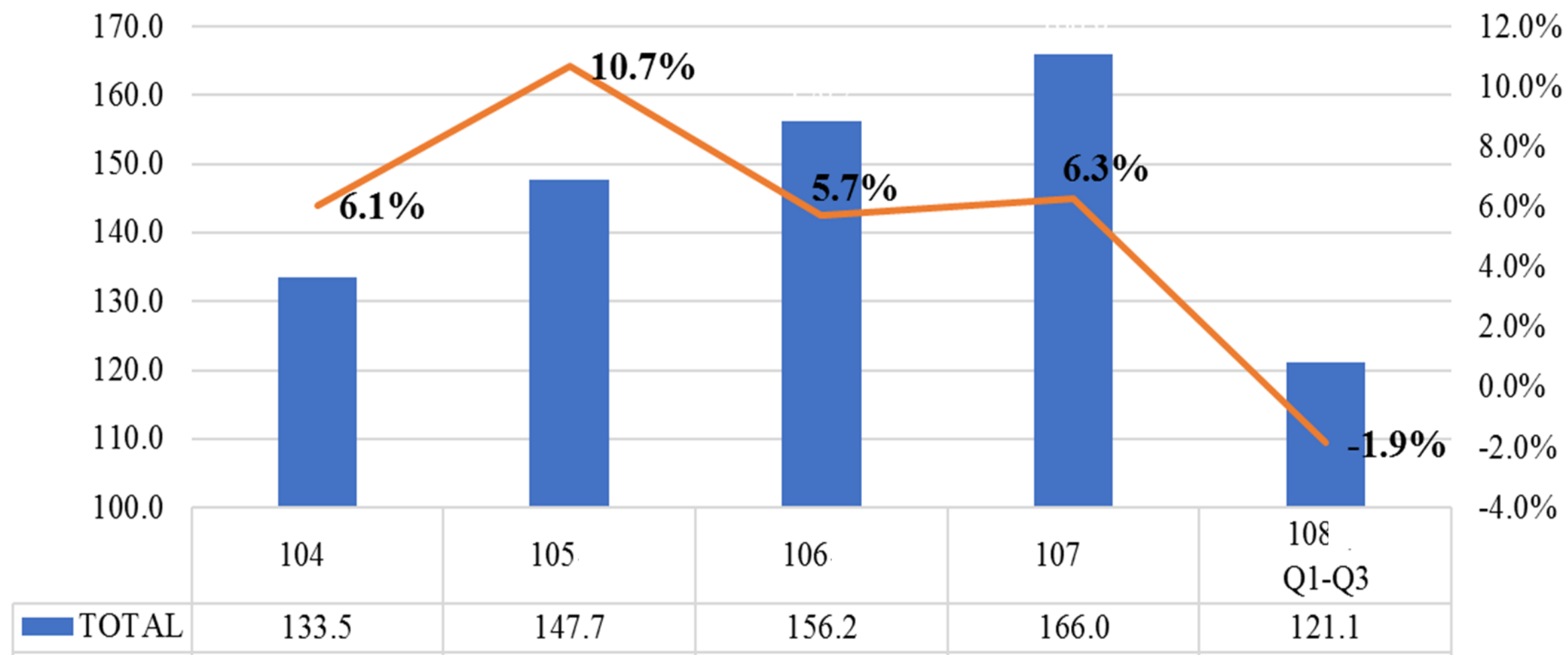


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## Container port traffic(Grand Total) - Taipei (TEU)



Source: TIPC

■ TOTAL — YOY

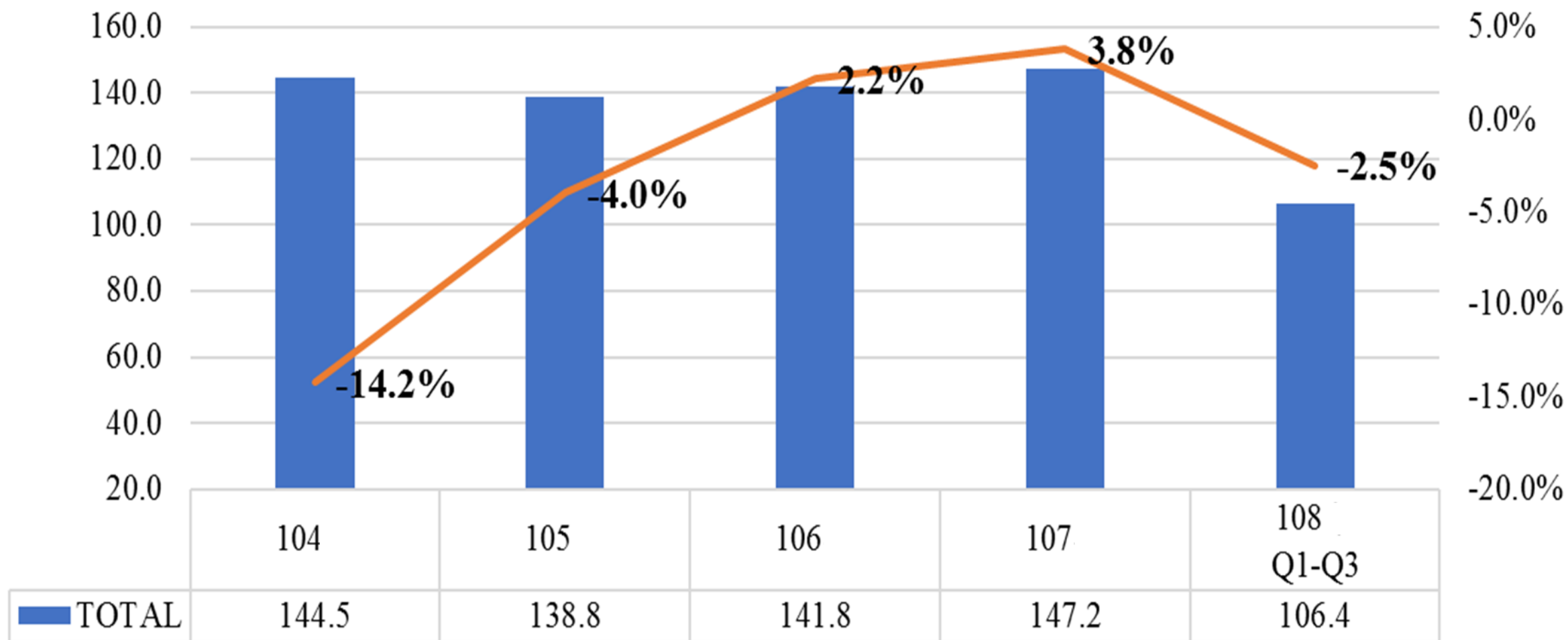


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## Container port traffic(Grand Total) - Keelung (TEU)



Source: TIPC

■ TOTAL — YOY



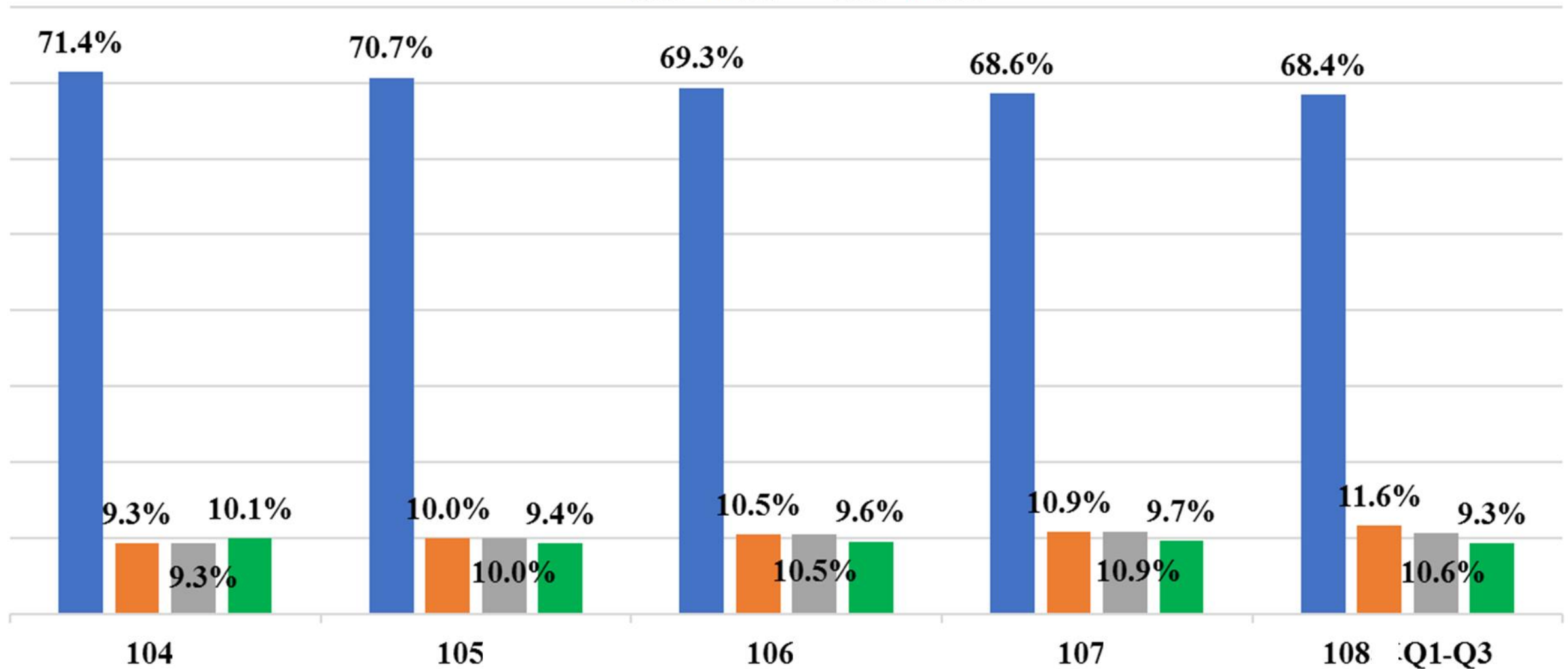
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## Percentage Container Traffic of Each Port

■ KHH ■ TXG ■ TPE ■ KEL



Source: TIPC.CCTC



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- CCTC berths located in Keelung and Taichung port.
- Port of Keelung Terminal Operators have three companies including CCTC.ULIC and TIPC
- Port of Taichung Terminal Operators have three companies including CCTC.EITC and WH.

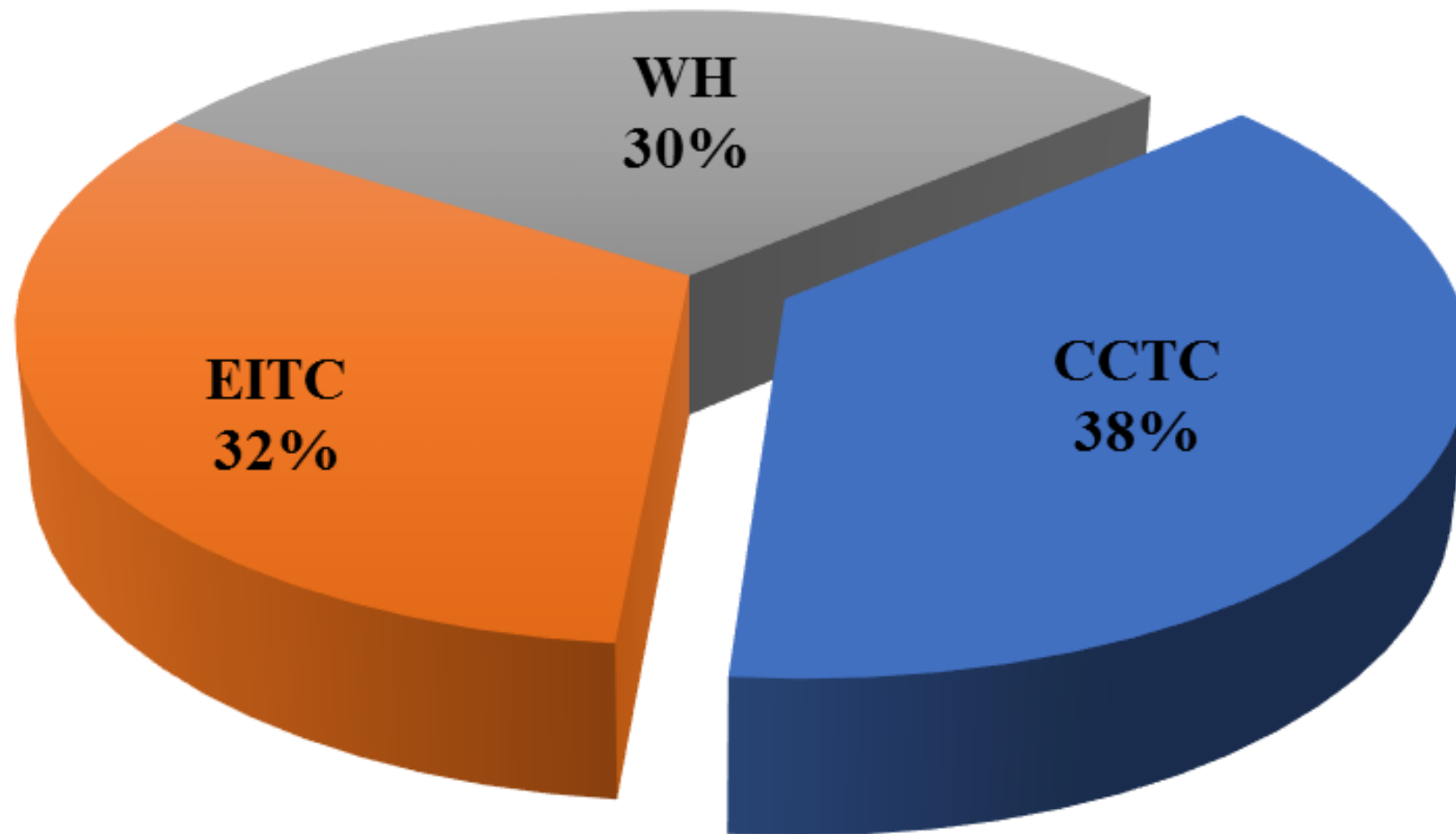


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# 108Q3 Percentage of Taichung Container Terminal



Source: TIPC.CCTC



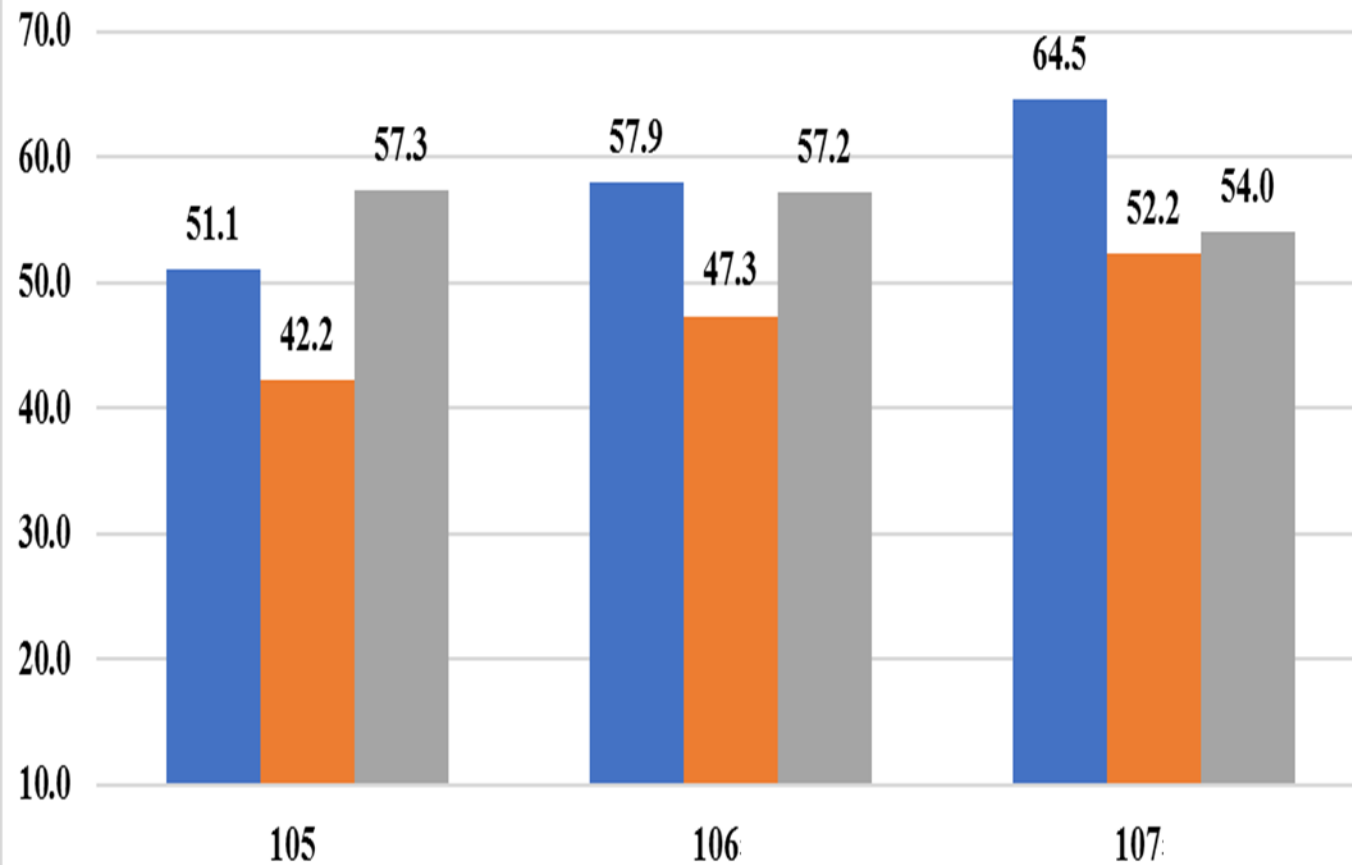
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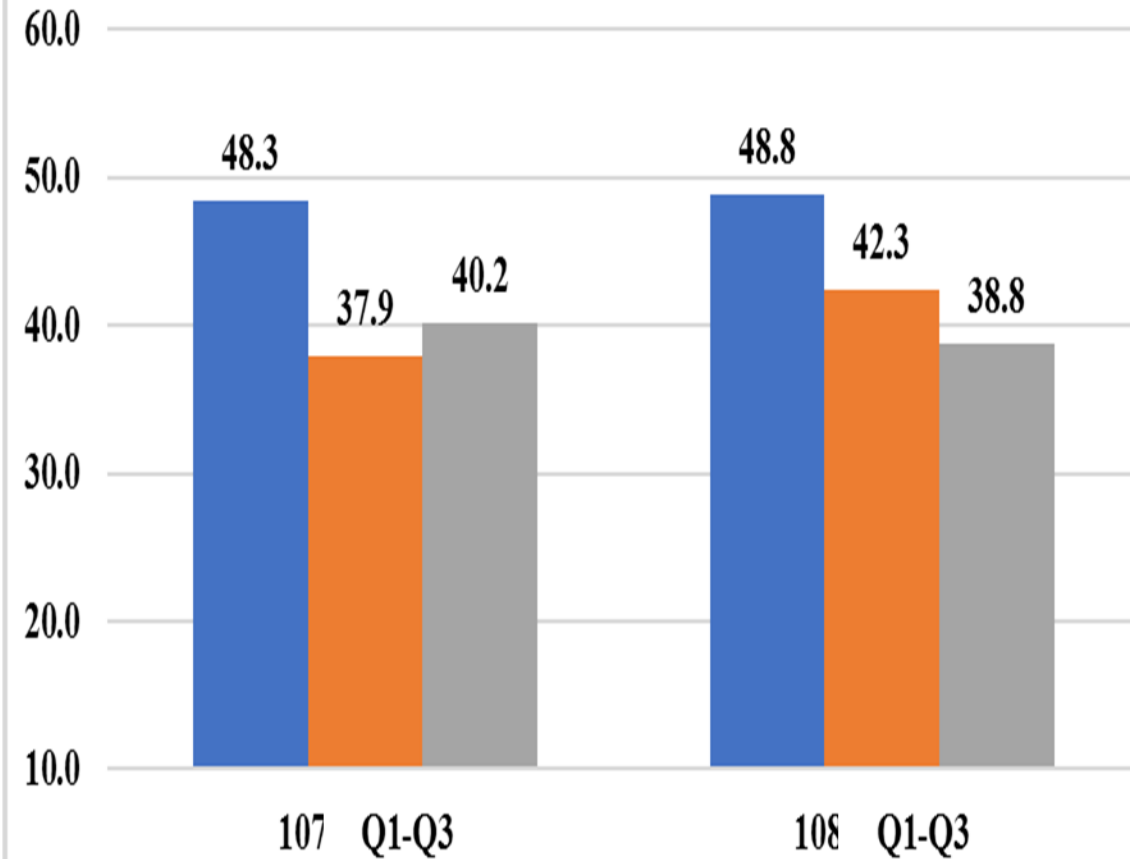
Container port traffic(Grand Total) - Taichung (TEU)  
105 - 107

■ CCTC ■ EITC ■ WH



Container port traffic(Grand Total) - Taichung (TEU)  
107Q1-108Q3

■ CCTC ■ EITC ■ wh



Source : TIPC.CCTC

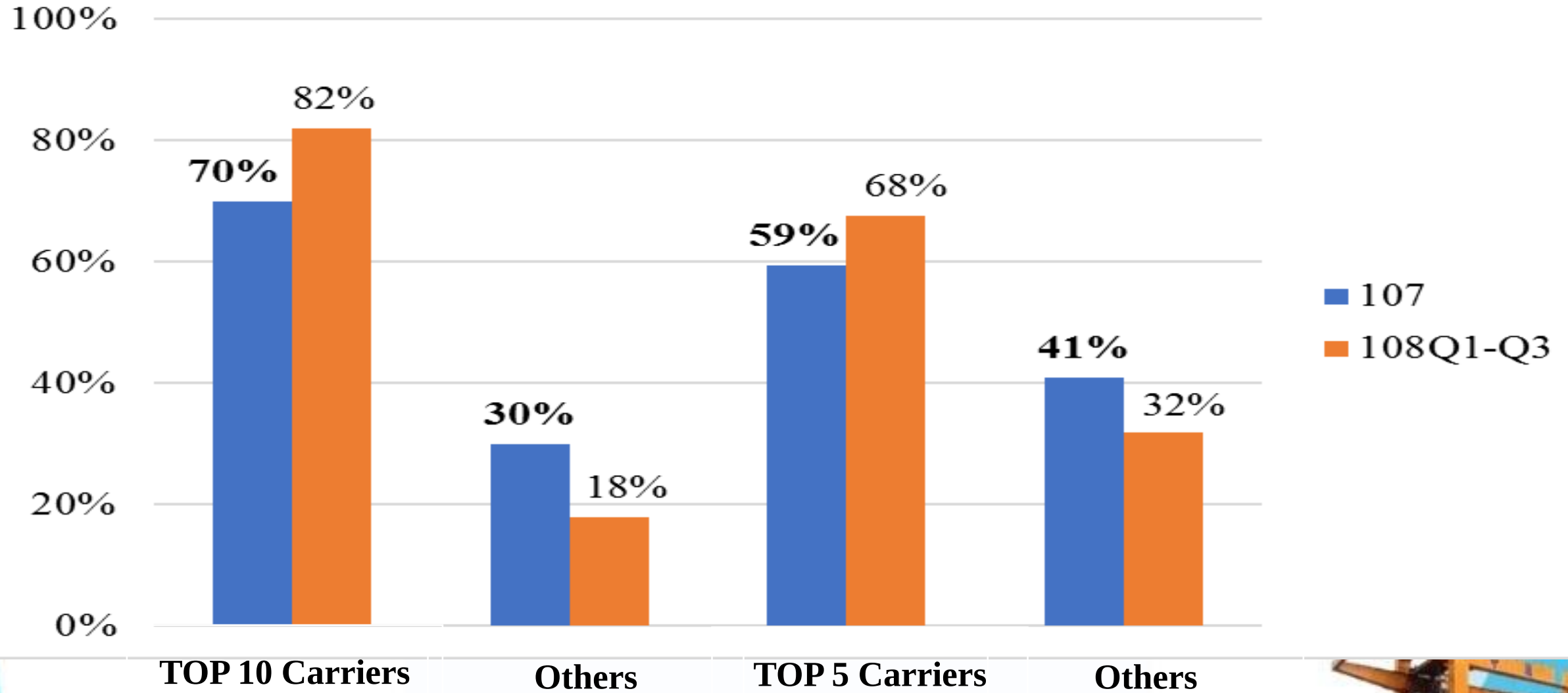


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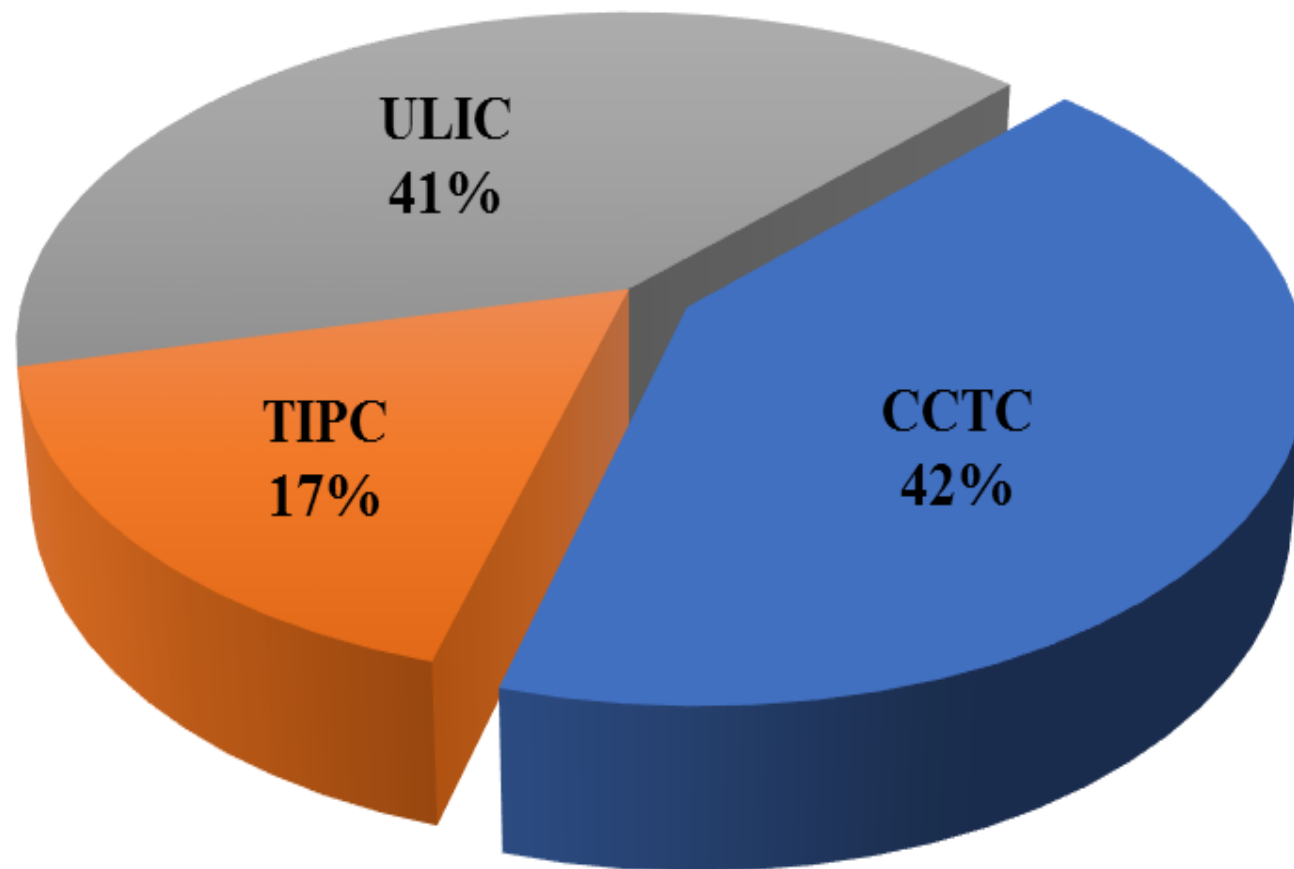
# Shipping Industry In Taichung



Source : CCTC



## 108Q3 Percentage of Keelung Container Terminal

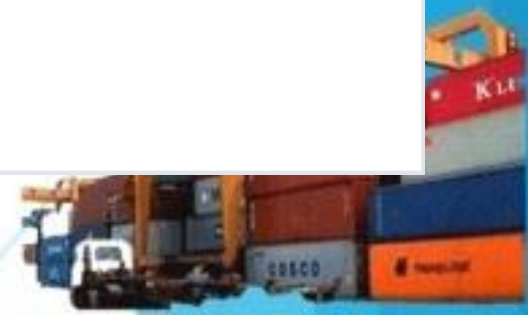


Source: TIPC.CCTC

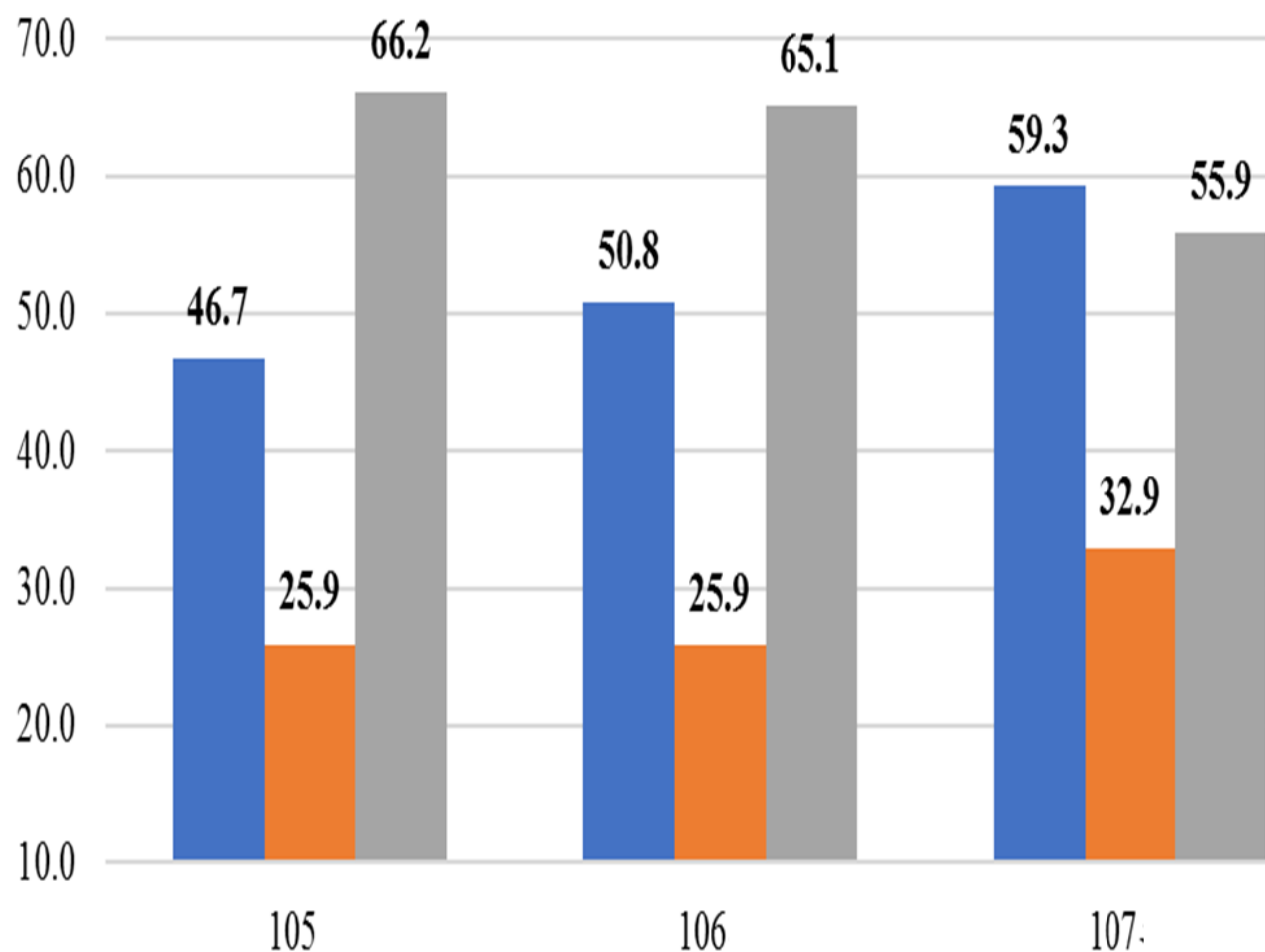


**CCTC**

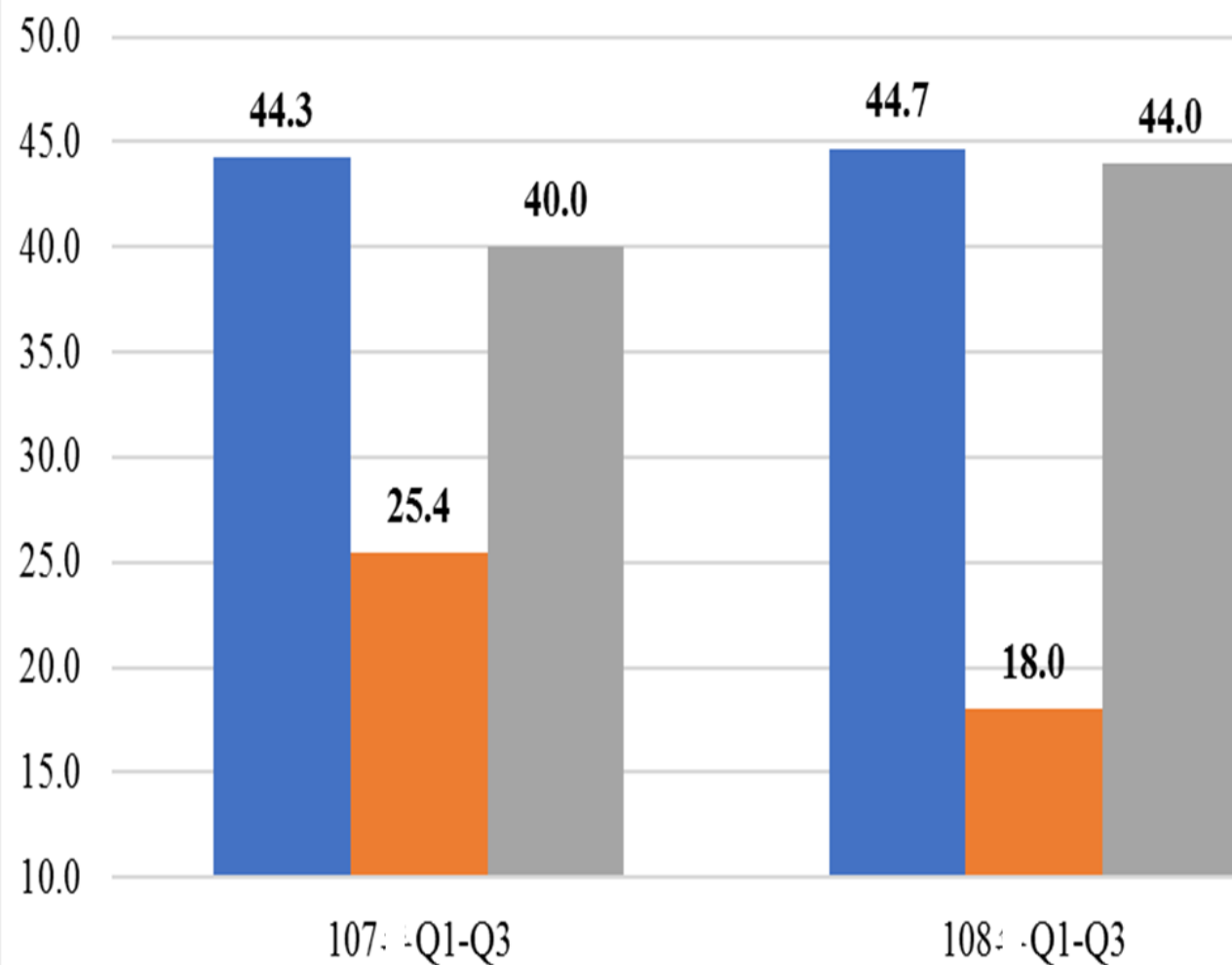
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Container port traffic(Grand Total) - Keelung (TEU)  
105-107



Container port traffic(Grand Total) - Keelung (TEU)  
107Q1-108Q3



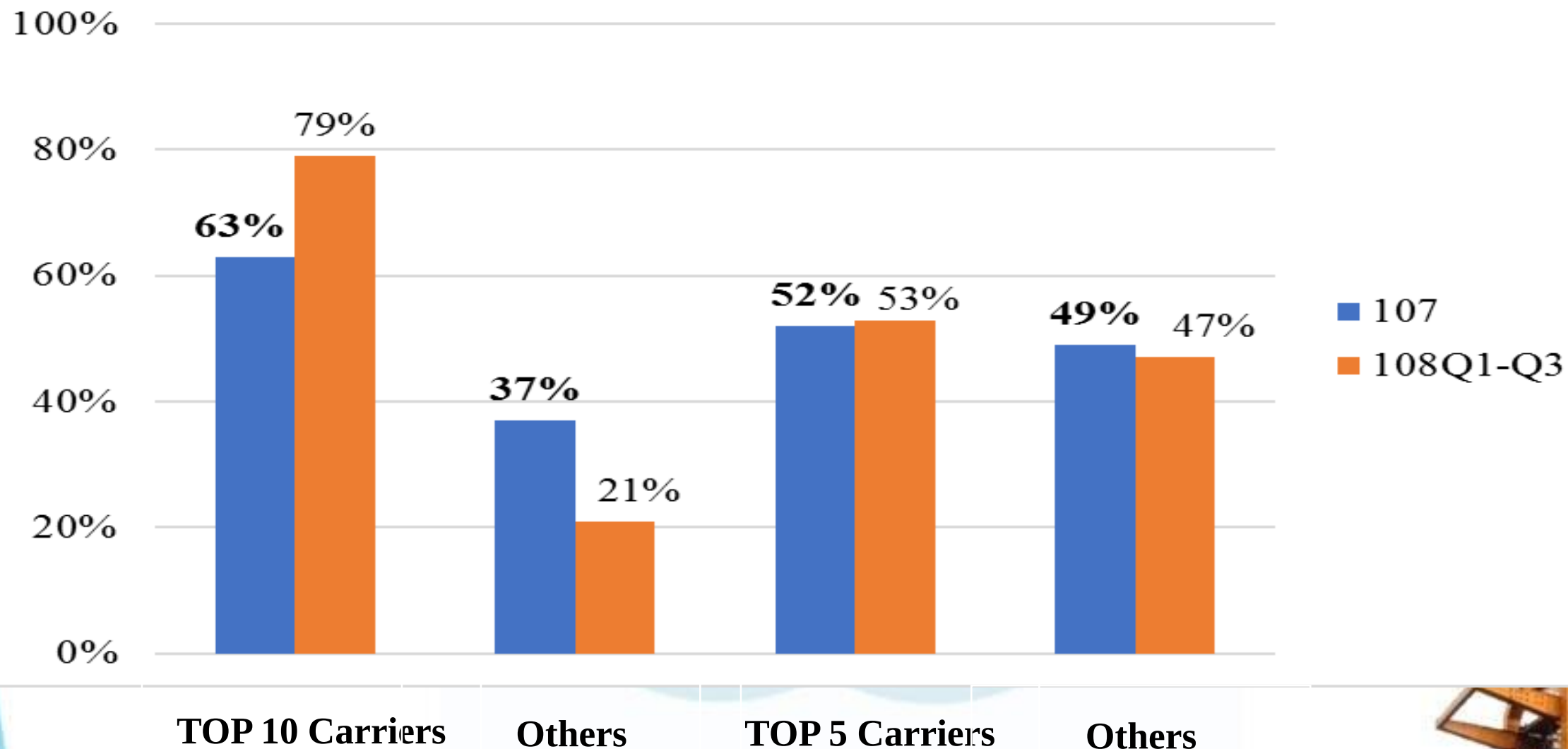
Source : TIPC.CCTC

■ CCTC ■ TIPC ■ ULIC

■ CCTC ■ TIPC ■ ULIC



## Shipping Industry In Keelung



Source : CCTC



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## 3Q 19 Consolidated Income Statement QoQ Comparison

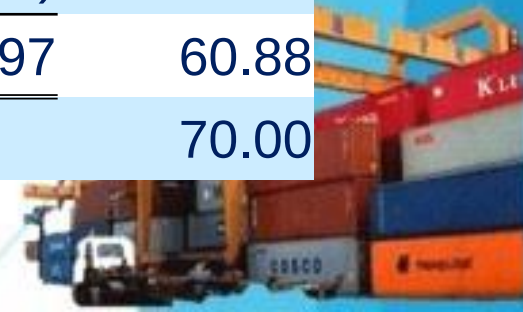
Unit:NT\$ Thousand

| Items                    | 3Q 18     | %       | 2Q 18     | %       | %       |
|--------------------------|-----------|---------|-----------|---------|---------|
| Net Revenue              | 744,130   | 100.00  | 723,369   | 100.00  | 2.87    |
| Cost of Sales            | (646,155) | (86.83) | (636,908) | (88.05) | 1.45    |
| Gross Profit             | 97,975    | 13.17   | 86,461    | 11.95   | 13.32   |
| Operating Expenses       | (38,669)  | (5.20)  | (33,701)  | (4.66)  | 14.74   |
| Operating Income         | 59,306    | 7.97    | 52,760    | 7.29    | 12.41   |
| Non-Operation Items      | (31,289)  | (4.20)  | (36,938)  | (5.11)  | (15.29) |
| Income before Income Tax | 28,017    | 3.77    | 15,822    | 2.19    | 77.08   |
| Income Tax Expense       | (5,096)   | (0.68)  | (1,575)   | (0.22)  | 223.56  |
| Net Income               | 22,921    | 3.08    | 14,247    | 1.97    | 60.88   |
| EPS (NT\$) after Tax     | 0.17      |         | 0.1       |         | 70.00   |



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## 3Q 19 Consolidated Income Statement YoY Comparison

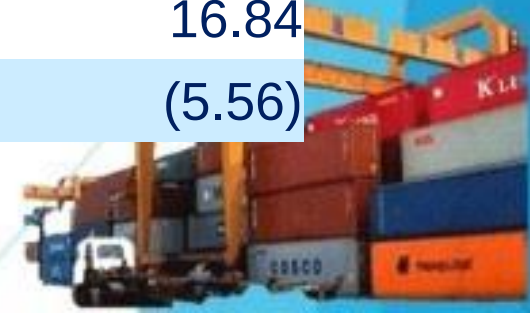
Unit:NT\$ Thousand

| Items                    | 3Q 18     | %       | 2Q 18     | %       | %       |
|--------------------------|-----------|---------|-----------|---------|---------|
| Net Revenue              | 744,130   | 100.00  | 742,049   | 100.00  | 0.28    |
| Cost of Sales            | (646,155) | (86.83) | (668,835) | (90.13) | (3.39)  |
| Gross Profit             | 97,975    | 13.17   | 73,214    | 9.87    | 33.82   |
| Operating Expenses       | (38,669)  | (5.20)  | (38,600)  | (5.20)  | 0.18    |
| Operating Income         | 59,306    | 7.97    | 34,614    | 4.66    | 71.34   |
| Non-Operation Items      | (31,289)  | (4.20)  | (5,188)   | (0.70)  | 503.10  |
| Income before Income Tax | 28,017    | 3.77    | 29,426    | 3.97    | (4.79)  |
| Income Tax Expense       | (5,096)   | (0.68)  | (9,808)   | (1.32)  | (48.04) |
| Net Income               | 22,921    | 3.08    | 19,618    | 2.64    | 16.84   |
| EPS (NT\$) after Tax     | 0.17      |         | 0.18      |         | (5.56)  |



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## 2019 Q1-Q3 Consolidated Income Statement YoY Comparison

Unit:NT\$ Thousand

| Items                    | 2019 Q1~Q3  | %       | 2018 Q1~Q3  | %       | %       |
|--------------------------|-------------|---------|-------------|---------|---------|
| Net Revenue              | 2,122,364   | 100.00  | 2,144,151   | 100.00  | (1.02)  |
| Cost of Sales            | (1,888,727) | (88.99) | (1,942,703) | (90.60) | (2.78)  |
| Gross Profit             | 233,637     | 11.01   | 201,448     | 9.40    | 15.98   |
| Operating Expenses       | (108,941)   | (5.13)  | (106,255)   | (4.96)  | 2.53    |
| Operating Income         | 124,696     | 5.88    | 95,193      | 4.44    | 30.99   |
| Non-Operation Items      | (101,063)   | (4.76)  | (27,066)    | (1.26)  | 273.39  |
| Income before Income Tax | 23,633      | 1.11    | 68,127      | 3.18    | (65.31) |
| Income Tax Expense       | (9,753)     | (0.46)  | (13,250)    | (0.62)  | (26.39) |
| Net Income               | 13,880      | 0.65    | 54,877      | 2.56    | (74.71) |
| EPS (NT\$) after Tax     | 0.11        |         | 0.5         |         | (78.00) |

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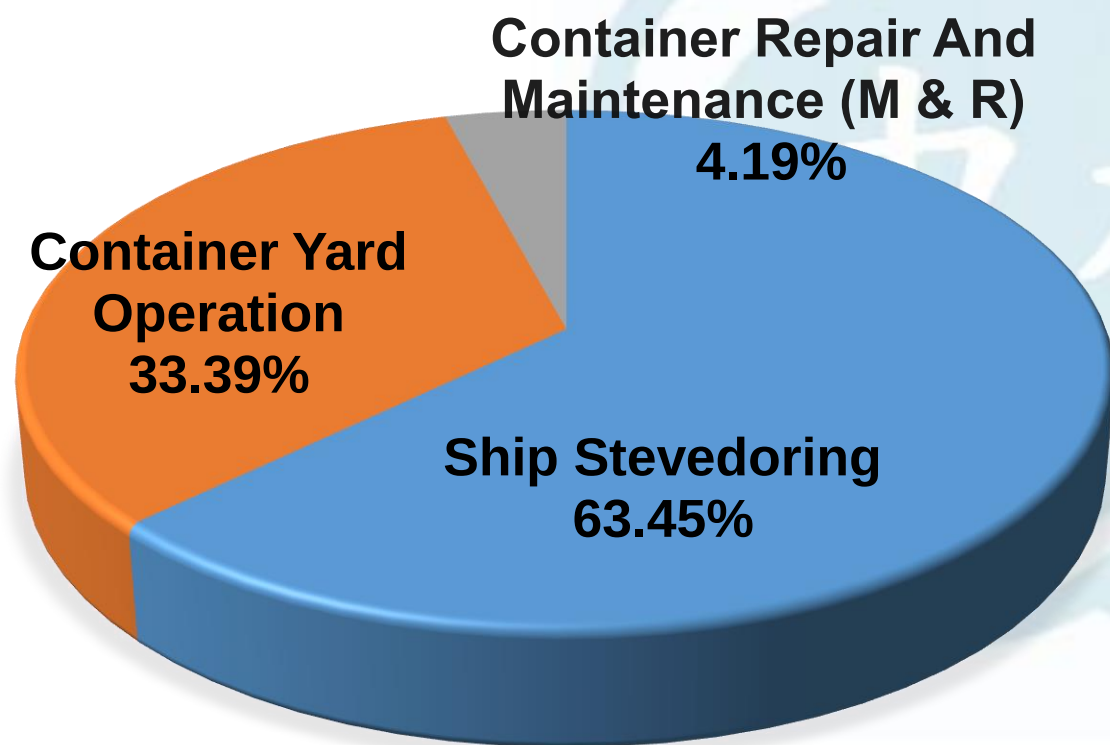
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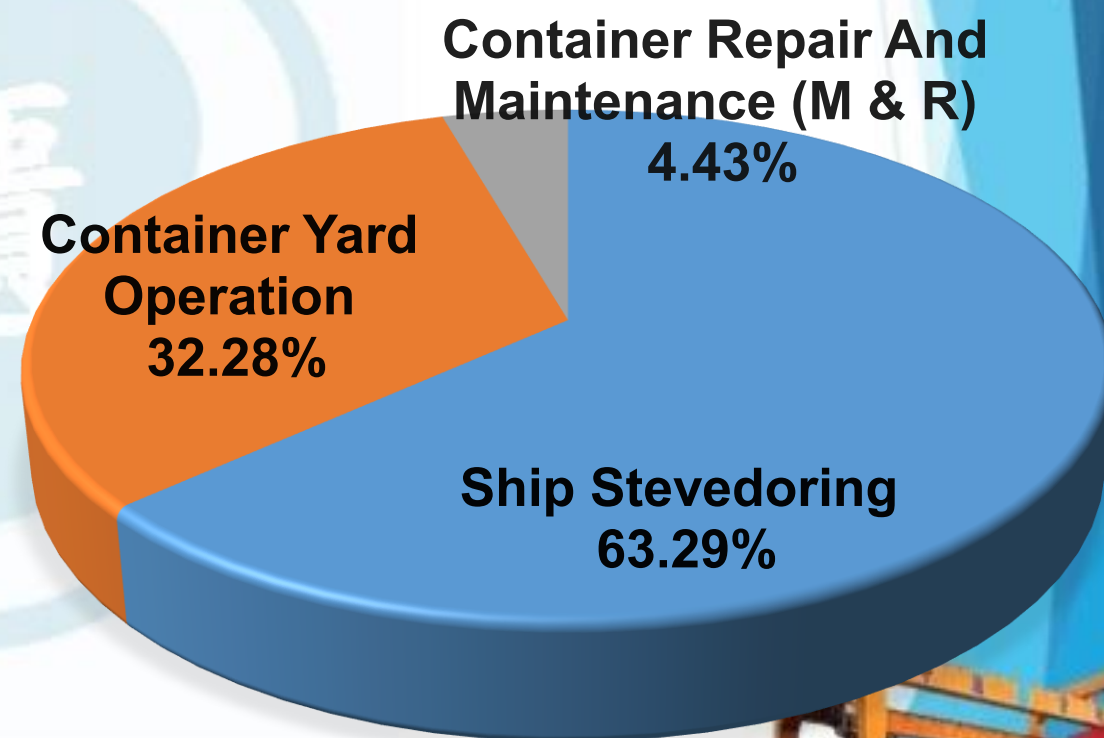


## The Proportion of Consolidated Operating Income

**2018 Q1-Q3**



**2019 Q1-Q3**



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# Year 2019 Capitaled Cost

New Bridge Crane No.196 Arrived in Nov. 2019

|                           |         | NO.193                                         | No.196                                                       |
|---------------------------|---------|------------------------------------------------|--------------------------------------------------------------|
| Out reach                 |         | 56M / 18rows<br>6,000 TEU                      | 60.5M / <b>20rows</b><br><b>10,000~11,000TEU</b>             |
| Height of lift            |         | 33M<br>6 floors on the deck                    | <b>40M</b><br><b>10 floors on the deck</b>                   |
| Hoiest                    |         | 40tons/single                                  | 50tons/double                                                |
| Speeds                    | Gantry  | Loaded Cntr. 50 M/min<br>Empty Cntr. 120 M/min | <b>Loaded Cntr. 80 M/min</b><br><b>Empty Cntr. 160 M/min</b> |
|                           | Trolley | 180 M/min                                      | <b>240 M/min</b>                                             |
| Electronic control system |         | required additional consumption                | <b>electricity for use by ancillary equipment</b>            |

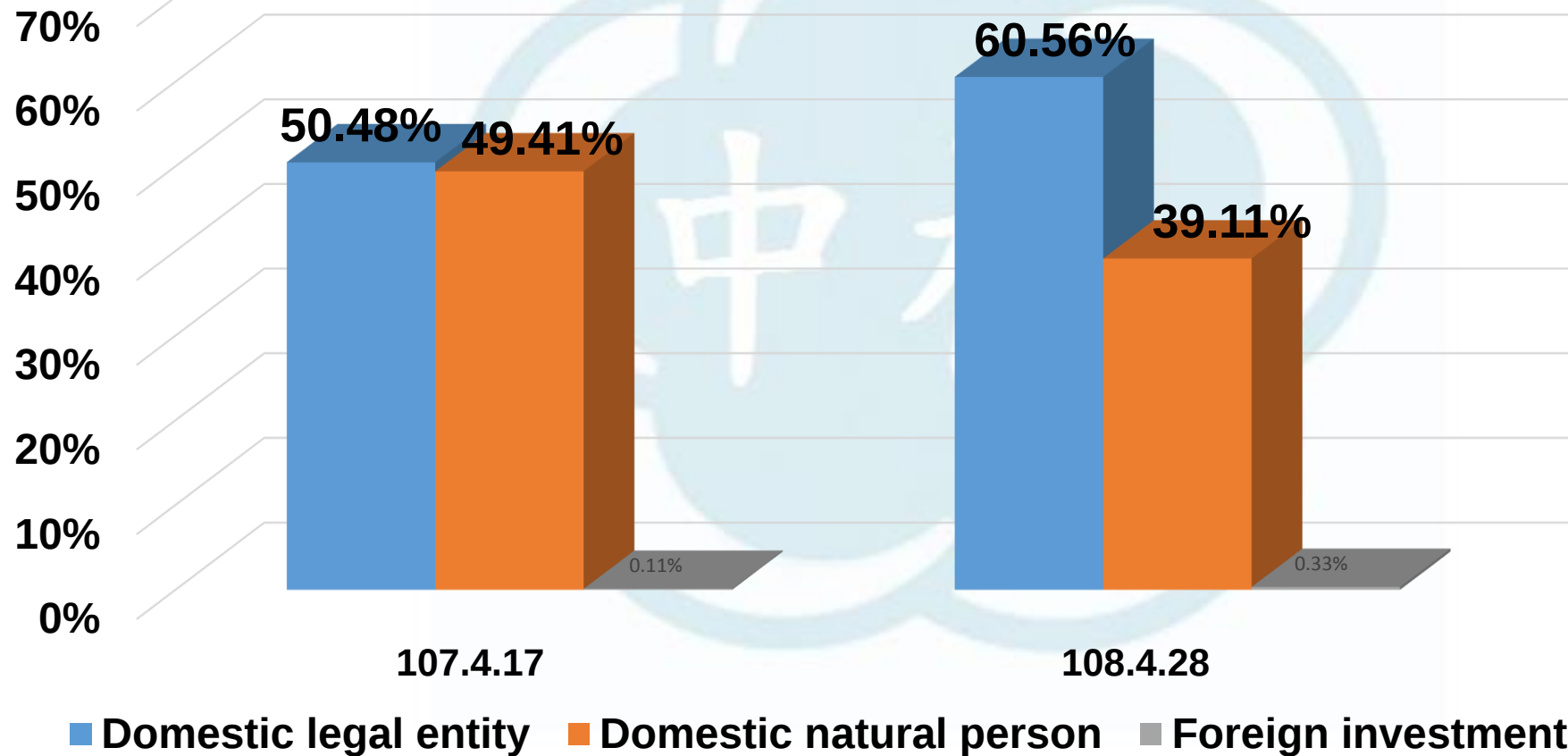


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# Structure of Shareholders



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**Thank you  
Q & A**

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