萬海航運股份有限公司
WAN HAI LINES LTD.

Stock Symbol：2615

Wan Hai Lines
Fiscal Year 2020

因為萬海 世界很近
WE CARRY, WE CARE.

Laura Su
Mar 23, 2021

www.wanhai.com

Disclaimer

- The information contained in this presentation and its accompanying announcements, including content relating to business outlooks, financial operations, is based on information derived from internal corporate data and external economic developments as a whole.
- The company's finance, business and Q&A made in this presentation could be different from the future actual results. This may be due to various factors including but not limited to market demand, changes in policies and regulations and overall economic conditions, and other factors or risks beyond the Company's control.
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Outline

- Company Overview
- Performance Update
- Outlook
- Appendix
- Q&A

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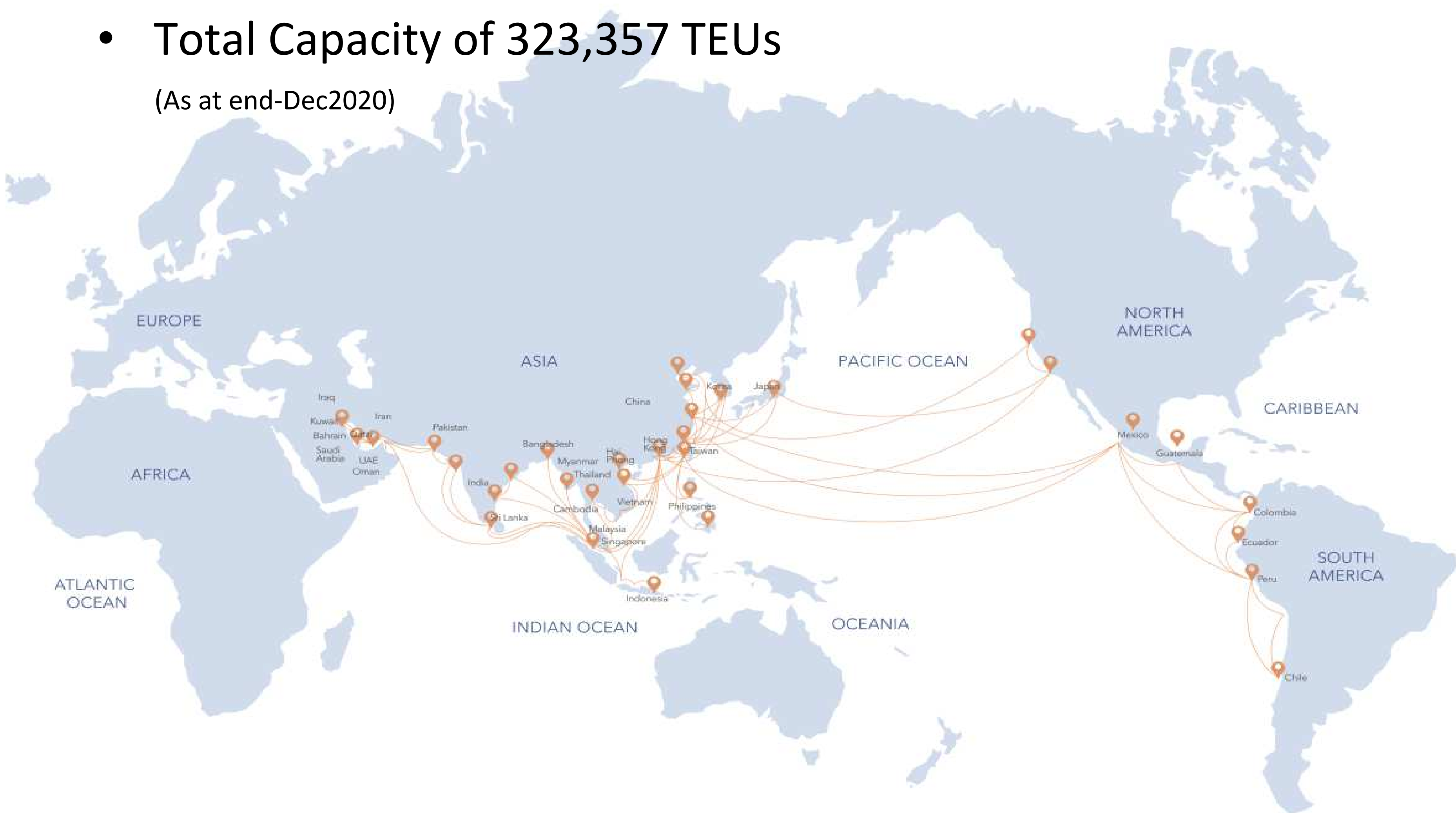
Company Overview

Global Service Network

- 119 Operated Vessels
- Total Capacity of 323,357 TEUs

(As at end-Dec2020)



Intra-Asia Services

- 41 Dedicated Service Routes
- #1 in Service coverage and frequency
- 15% of Intra-Asia Market Share
- 74% of Lifting Volume

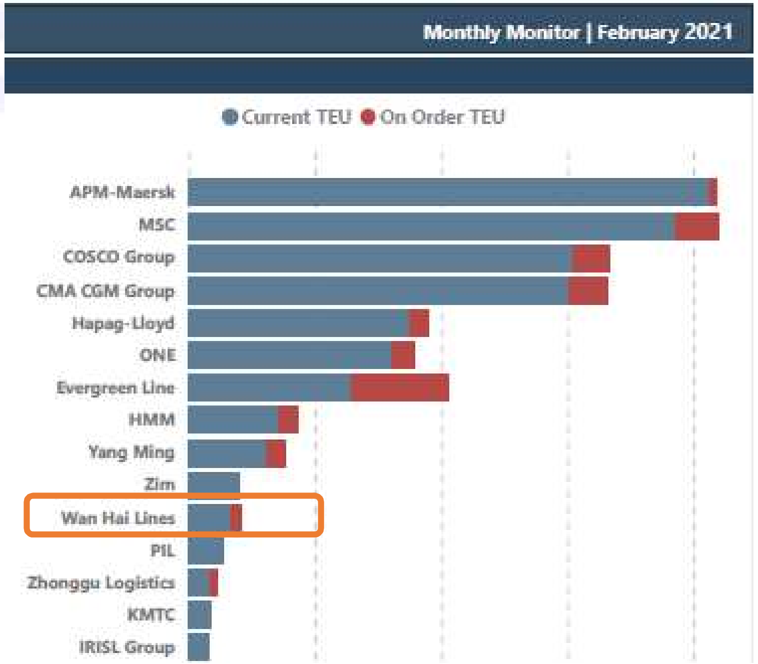
(As at end-Dec 2020)

Wan Hai Lines Capacity

ALPHALINER

Top 30 Carriers

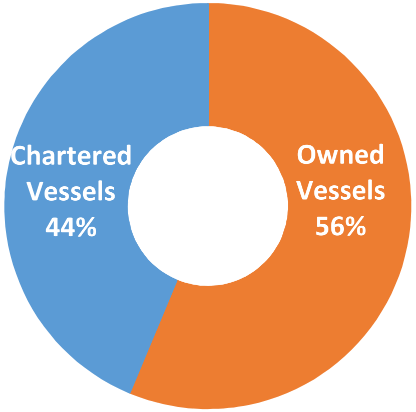
Rank	Operator	Current TEU	Current Ships	Owned TEU	Owned Ships	Chartered TEU	Chartered Ships	% Chart	On Order TEU	On Order Ships	O/E %	Market Share
1	APM-Maersk	4,124,902	710	2,279,806	299	1,845,096	411	45%	47,902	19	1%	17.1%
2	MSC	3,861,245	581	1,028,885	152	2,832,360	429	73%	323,280	16	8%	16.0%
3	COSCO Group	3,045,559	508	1,551,249	173	1,494,310	335	49%	276,000	12	9%	12.6%
4	CMA CGM Group	3,014,133	556	1,005,672	115	2,008,461	441	67%	303,076	19	10%	12.5%
5	Hapag-Lloyd	1,746,544	245	1,052,321	112	694,223	133	40%	141,600	6	8%	7.2%
6	ONE	1,605,673	224	513,955	71	1,091,718	153	68%	173,904	8	11%	6.6%
7	Evergreen Line	1,289,055	197	625,837	109	663,218	88	51%	754,628	80	59%	5.3%
8	HMM	718,793	72	417,054	26	301,739	46	42%	128,080	8	18%	3.0%
9	Yang Ming	614,541	88	190,873	45	423,668	43	69%	140,922	14	23%	2.5%
10	Zim	386,653	89	6,126	2	380,527	87	98%				1.6%
11	Wan Hai Lines	331,974	123	173,457	69	158,517	54	48%	70,794	27	21%	1.4%
12	PIL	270,496	85	120,647	53	149,849	32	55%				
13	Zhonggu Logistics	171,459	116	95,841	35	75,618	81	44%	46,000			
14	KMTC	161,367	66	80,211	31	81,156	35	50%				
15	IRISL Group	148,314	32	90,282	28	58,032	4	39%				



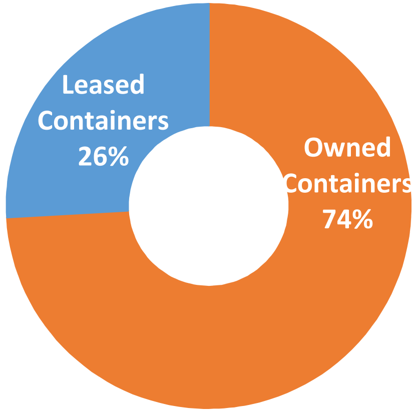
Source：Alphaliner Monthly Monitor Report Feb 2021

High Percentage of Owned Vessels/Containers

Vessels(ships)



Containers(Teu)



- The company has high percentage of owned vessels (56%) and owned containers (74%) to lower fixed cost.

(As at end-Dec2020)

Strategic Highlights

- **Low cost operator**
  - Low fixed cost structure
  - Competitive handling costs driven by significant cargo volumes in key terminal hubs

- **Comprehensive service network**
  - Intra-Asia network leverages high-growth, multi-directional cargo volumes
  - Long-haul volumes fueled by China exports and regional feeder network

- **Yield Management**
  - Well diversified customer base
  - Direct sales distribution network
  - Organic volume growth limited to Port-to-Port cargoes

The New Launch Service

Date	Service	Network
2020/11	CI6	North China and West India
	KCS2	South China to Indonesia & Malaysia
	SBX	Straits and Chittagong
	CV8	South China to Vietnam
	PS2	Gulf Region and Pakistan
2020/12	CT5	Central China to Cambodia & Thailand
	CI5	North China and East India
2021/1	CV7	East China – Taiwan and Ho Chi Minh for weekly service

Launch from Asia to USWC

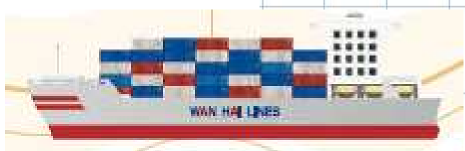
Launch four weekly services from Asia to USWC.
The effective voyages will be around mid-March, 2021.

AA1 : Shanghai — Ningbo — Los Angeles — Shanghai

AA2 : Kaohsiung — Yantian — Long Beach — Yantian — Kaohsiung

AA3 : Haiphong — Cai Mep — Hong Kong — Yantian — Xiamen — Long Beach — Shekou — Haiphong

AA5 : Kaohsiung — Yantian — Shanghai — Ningbo — Seattle — Oakland — Kaohsiung



New-build Vessels

Shipyard	Size (TEU)	Total amount	Delivery
JMU (Japan)	**8** x 3,036	USD 334 M	2020-21
Guangzhou Wenchong	**12** x 2,038	USD 316 M	2021-22
JMU (Japan)	**12** x 3,013	USD 565.2 M	2022-23

2nd Hand Vessel Purchasing

WAN HAI LINES LTD.

Vessel Name	Design (TEU)	Purchase Year
WH805/KOTA PANJANG	11,923	Mar-20
TEAL HUNTER	4,178	Dec-20
Hyundai New York/ Partner Star/MOL Pace	6,350	Dec-20
ASTRID SCHULTE/ADRIAN SCHULTE/ ANTON SCHULTE	7,241	Dec-20
Granville Bridge	5,642	Feb-21
Harrier Hunter	4,255	Feb-21
MY NY	6,030	Feb-21
Toucan Hunter	4,178	Mar-21

Brand New Containers

Containers(Teus)	Total amount	Delivery
52,000	USD101M	2020Q4-2021Q1
50,000	USD141.7M	2021Q2
32,000	USD99.6M	2021Q2

Well-Diversified Customer Base

- More than 300,000 clients that are diversified by geography and industry
  - In 2020, no single customers accounted for more than 10% of WHL's volume or consolidated operating revenues
  - WHL's customers include retailers, manufacturers of automobiles, automotive parts, chemicals, machinery and electronic products as well as freight forwarders and agents
  - Both Taiwan- based enterprises as well as companies with multinational operations

Key Terminal Investments

1987 – Opened Pier 63 terminal in Kaohsiung

1996 – Opened Pier 31 terminal in Taichung

2003 - Opened Ohi-5 Terminal in Tokyo, Japan

2009 – Opened Taipei Port project with JV partners, Evergreen and Yang Ming Lines

2010 - Opened Caimep, Vietnam Port project with JV partners, SNP, MOL and Hanjin Transportation

2018-Opened Haiphong, Vietnam Port project with JV partners, SNP, MOL and ITOCHU

2019- Purchase Vietnam Da Nang Port Joint Stock Company stock (20%)

2023-Relocate to Pier 79~81 terminals in Kaohsiung

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Performance Update-2020

FY2020 vs FY2019 Financial Results

Revenue
2,799.93
USD$M
+18%

Gross Profit
608.11
USD$M
+159%

Net Profit
393.52
USD$M
+239%

EPS

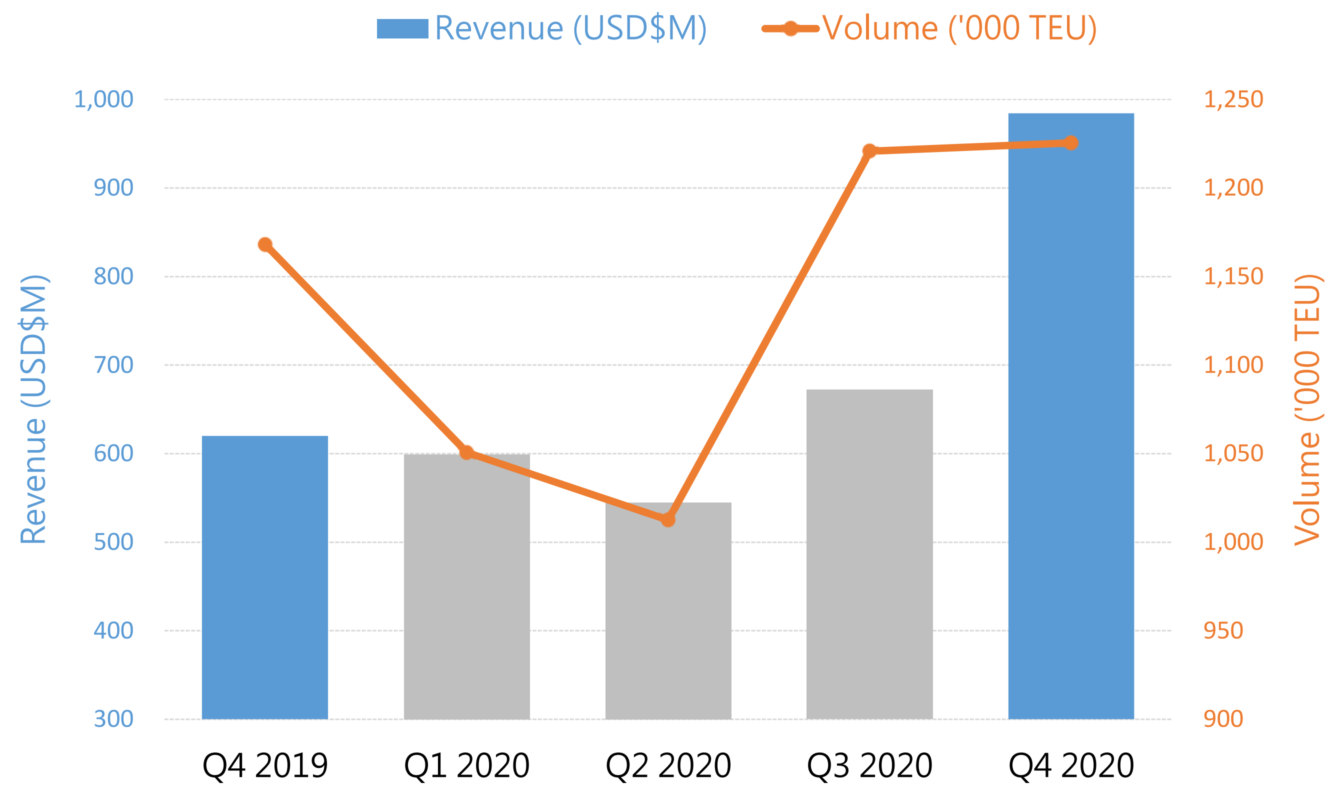
2020	2019
NT$5.10	NT$1.61

Income Statement Highlights

US$M	FY2020	FY2019	YoY
Operating Revenue	**2,799.93**	**2,365.40**	**+18%**
Gross profit	608.11	234.58	+159%
Operating Income	443.96	92.59	+379%
Profit,attribute to owners of the parent	**393.52**	**116.13**	**+239%**
EPS (NTD)*	**5.10**	**1.61**	**+217%**

*Weighted average outstanding shares were 2.22 bn units at Dec 31,2020.

Volume & Revenue-Quarterly

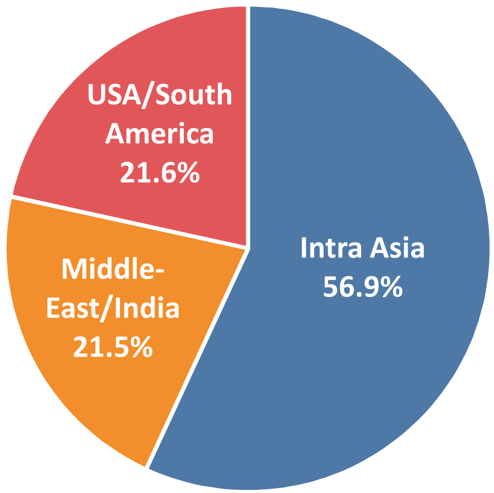


EPS(NTD	0.53	0.04	0.75	0.81	3.50

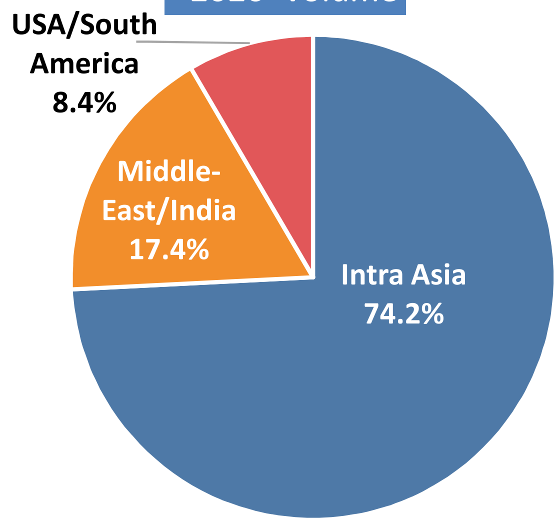
- Q4 2020 Operating revenue YOY +59% (USD)
- Q4 2020 Volume YOY +5%

Revenue vs. Volume Breakdown

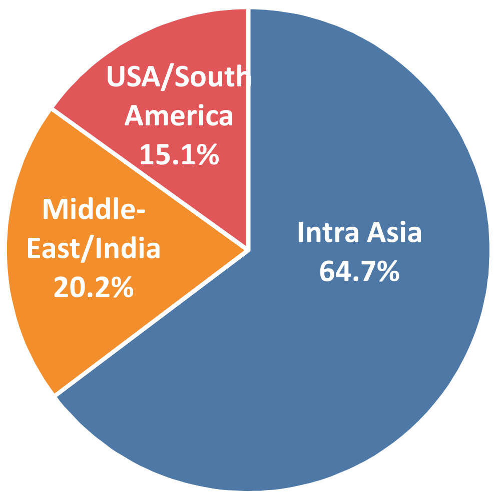
2020 Revenue



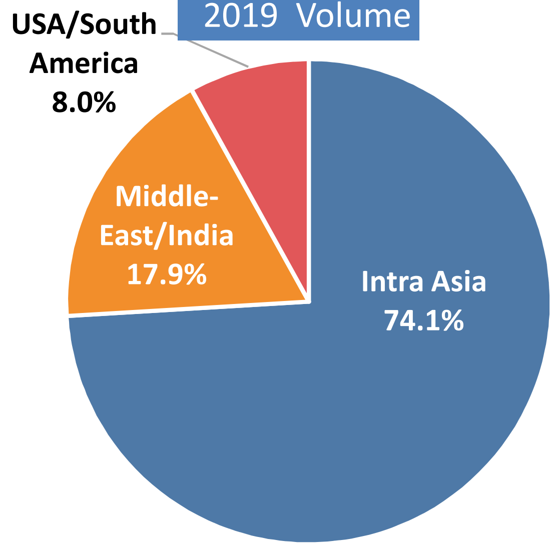
2020 Volume



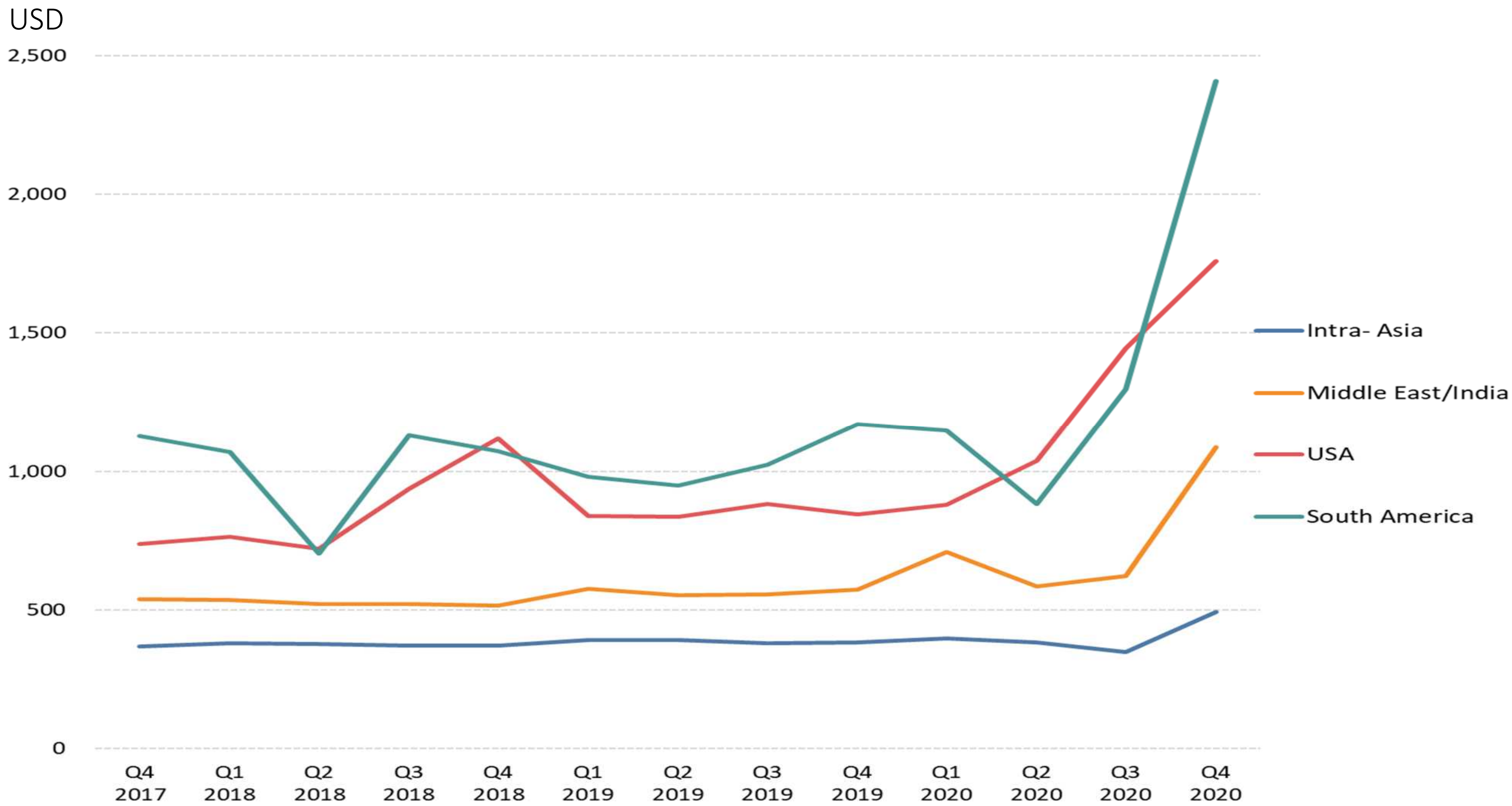
2019 Revenue



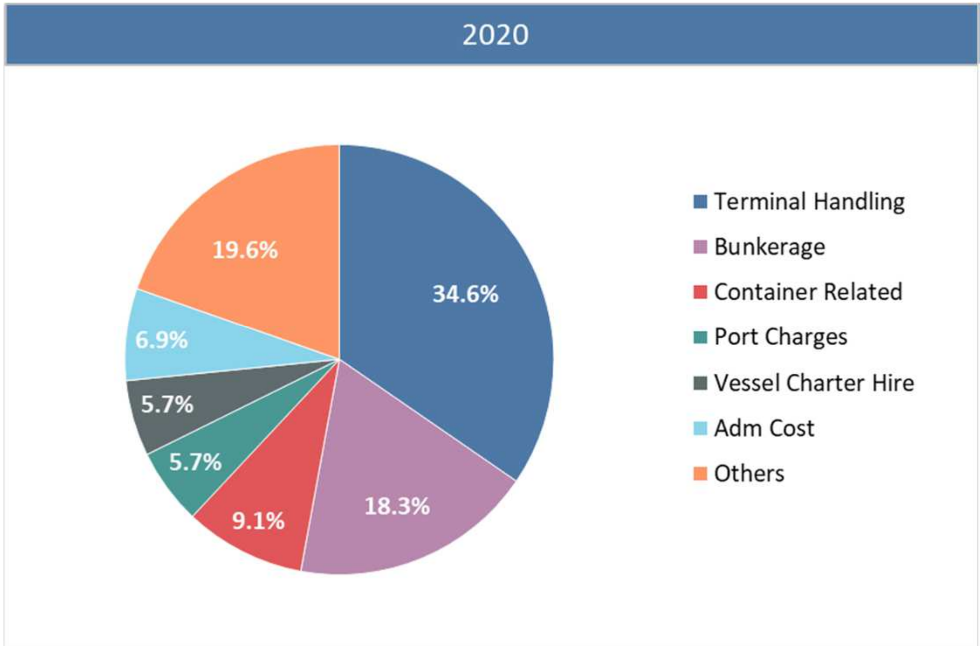
2019 Volume

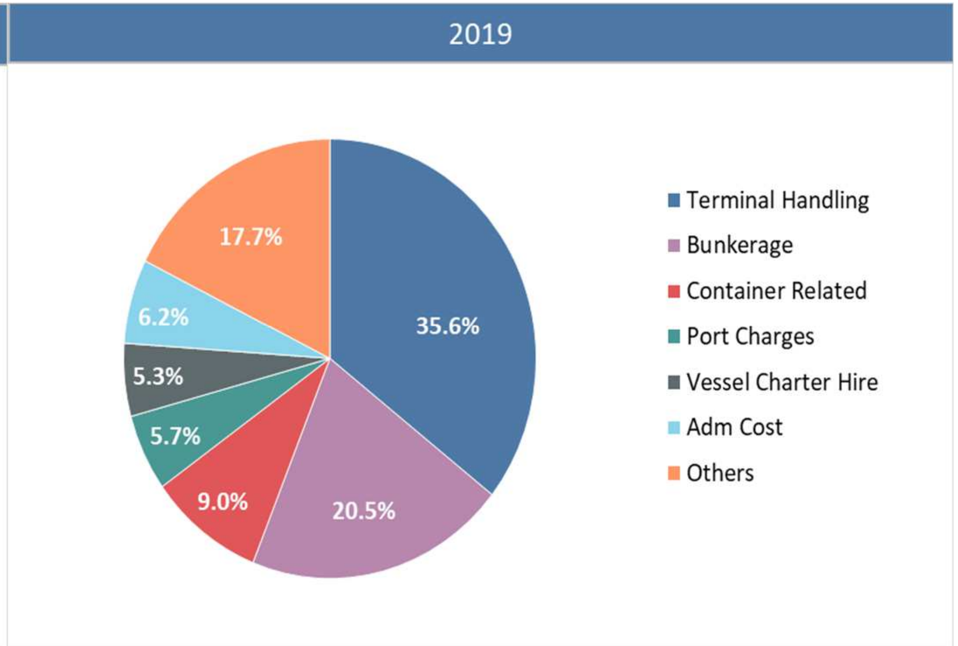


Freight Rate



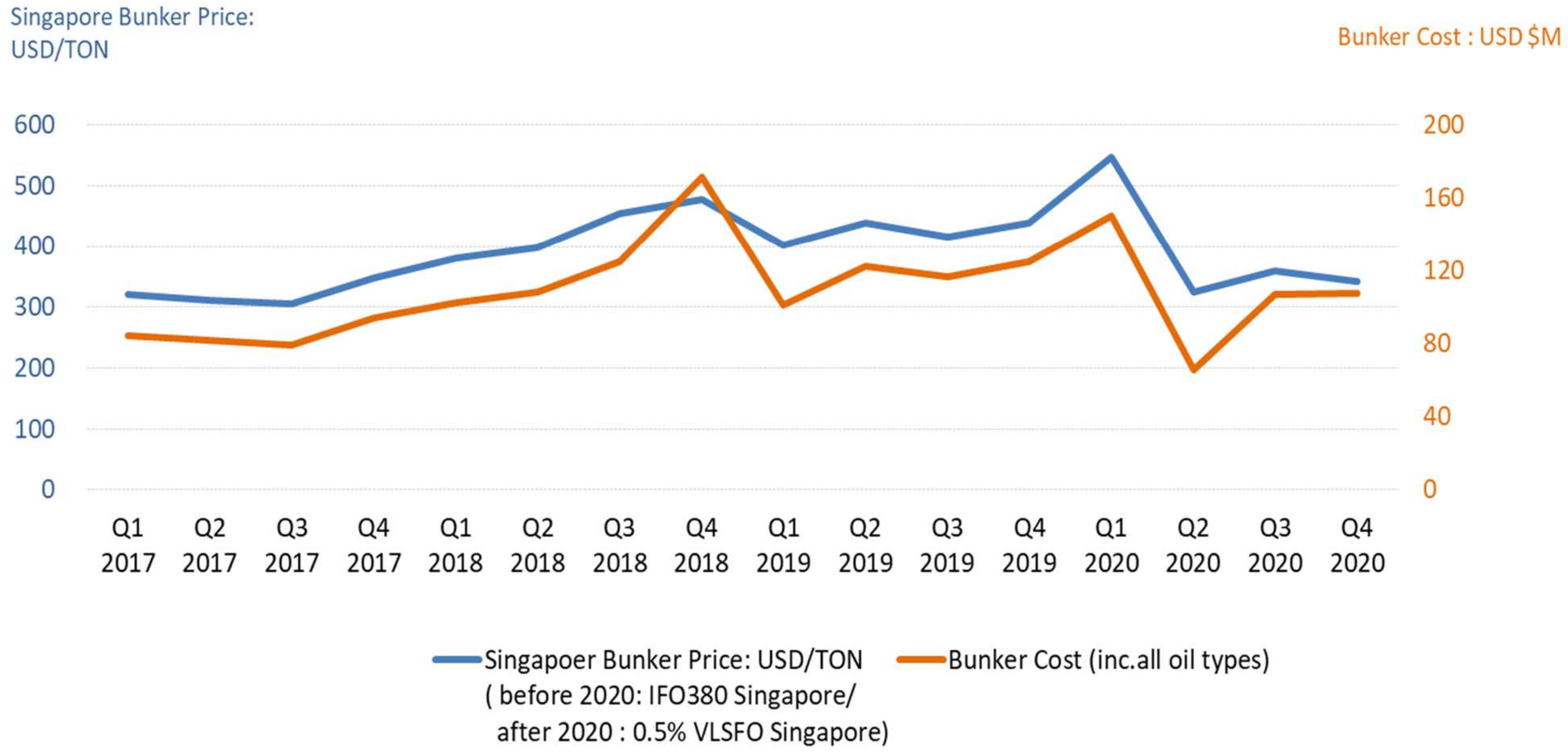
Cost Structure



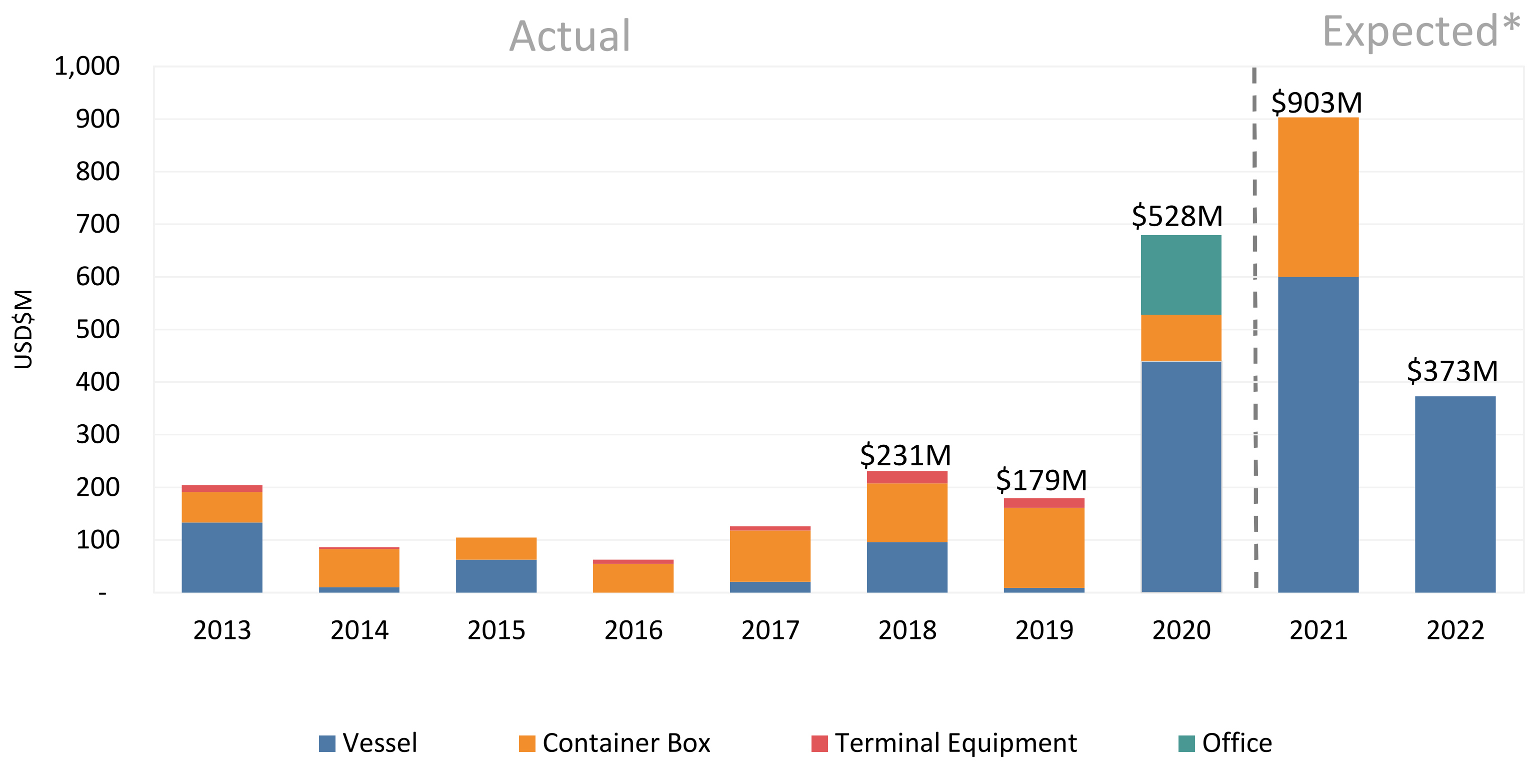


Remark: Others includes items such as WHL terminal, vessel repair, crew expenses, slottage and commission

Bunker Costs



Capital Expenditures Schedule



*Not covering an ongoing deal of building 9 vessels with 13,000 TEU

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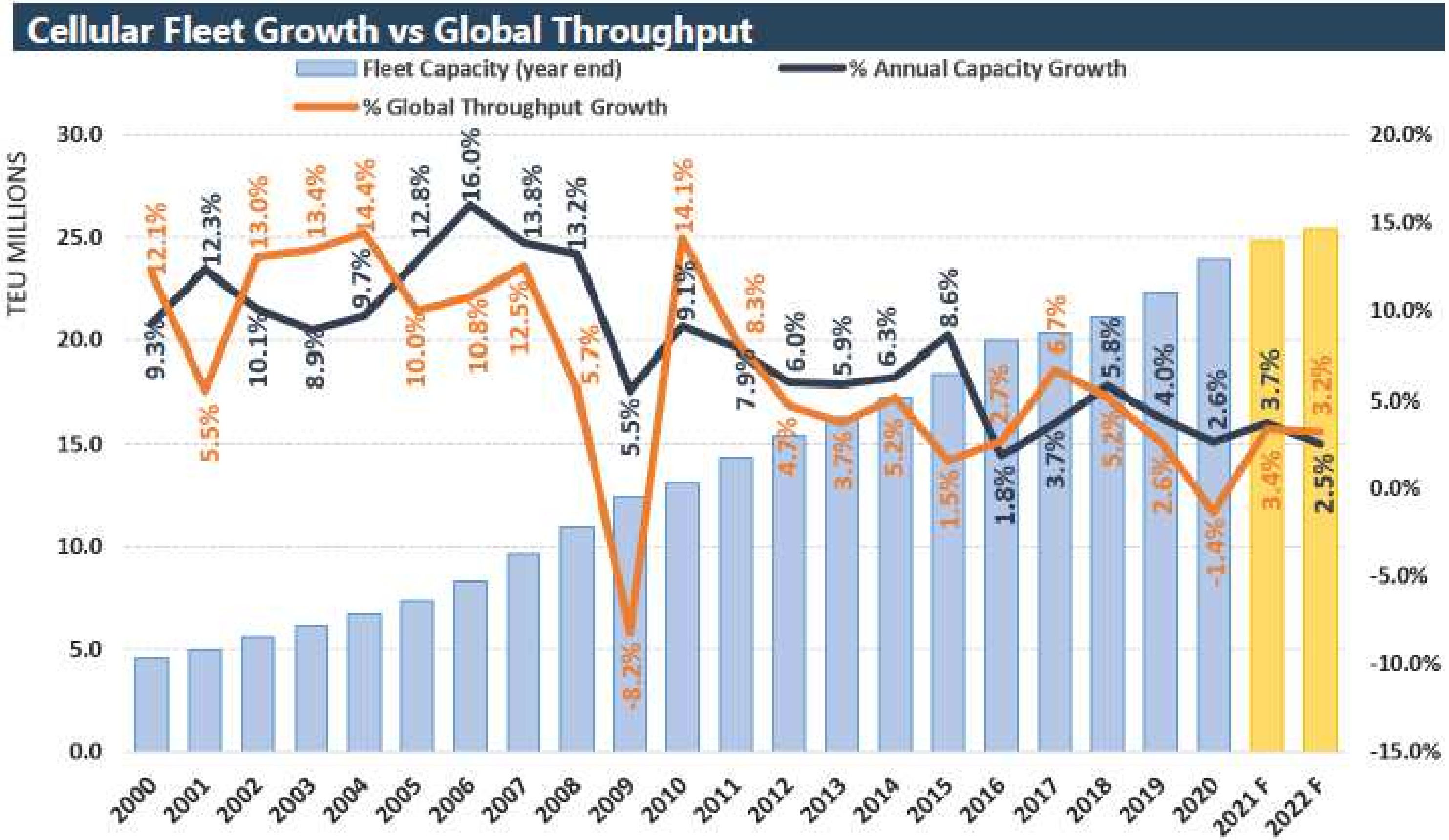
Outlook

Supply and Demand



In 2020, market capacity was higher than market volume.

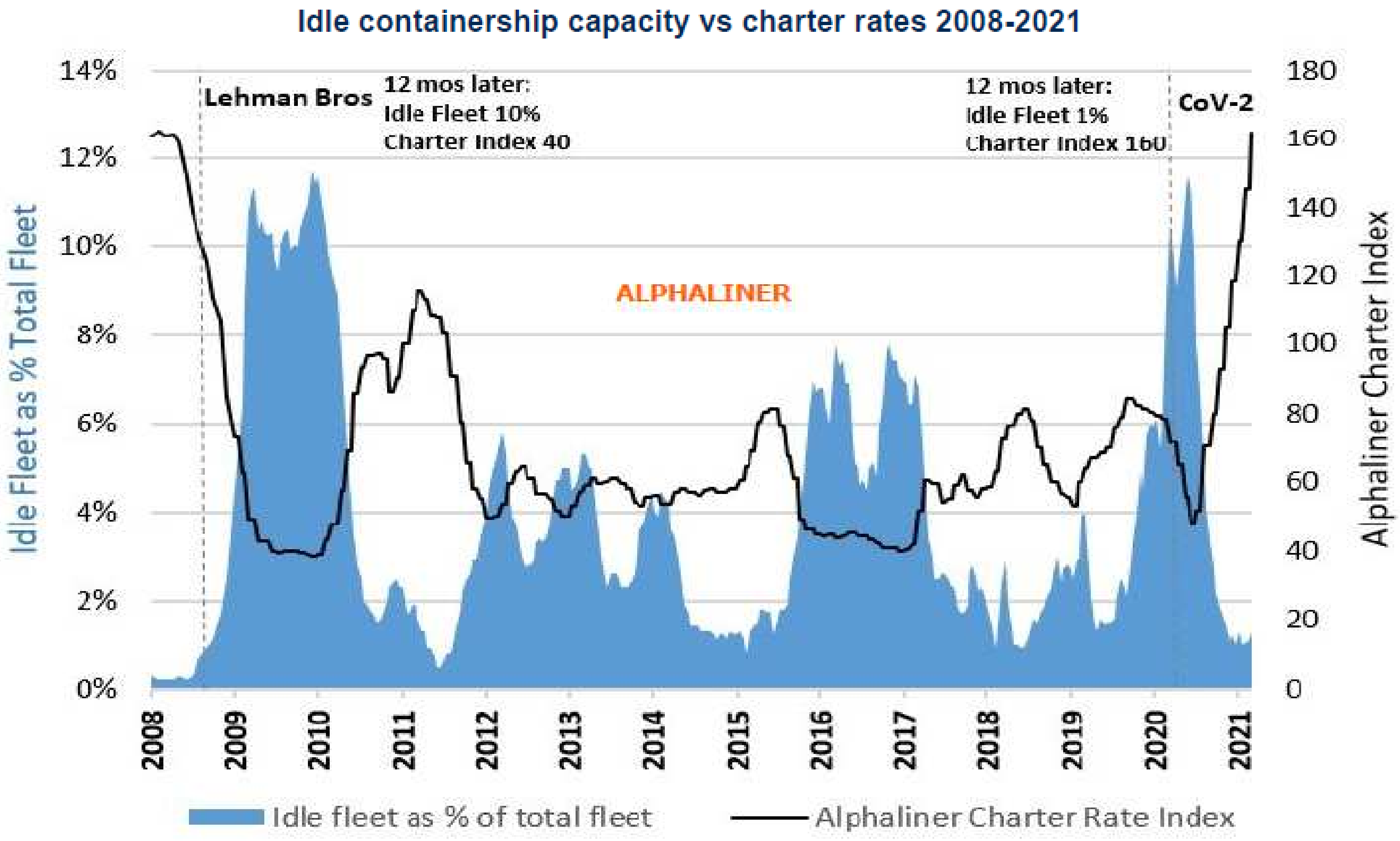
Capacity +2.6% vs Cargo-1.4%

Forecast: 2021 market capacity is slightly higher than market volume.

Capacity+ 3.7% vs Cargo+3.4%

Source: Alphaliner Monthly Monitor Report Feb 2021

Idle Fleet vs Charter Rates



Source: Alphaliner Weekly Newsletter no. 11

Fuel Spread-VLSFO vs HSFO
-spread has narrowed from 2020

| Singapore Bunker Price : IFO380 vs VLSFO $/ton

Source: Alphaliner Monthly Monitor Report Feb 2021

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Appendix

ESG-Smart Ship Notation

- New ship design is aimed to offer significant benefits in efficiency and reducing CO_2 emissions.
- Smart ship system can monitor our fleet and transmit to Wan Hai Eagle-eye during the voyage for safe operations.
- Implement a digital management platform to prevent and detect irregularities.

WAN HAI LINES LTD.

ESG-Crew Management

Precautions

- Stay in quarantine and have PCR test before sign on
- Strictly implement gangway control
- Sufficient epidemic-prevention supplies

Crew health

- Freely access VSAT internet
- Provide Medical Consultation at sea

Human-centered management

- Against crew change challenges
- Average serve on board for 9 months <in compliant with MLC- 12 months>

Business History

- Started container liner services with Taiwan - Japan Trade in 1976
- Expanded Intra-Asia services to include the entire East Asian market by 1993, establishing itself as the largest container liner operator in the region
- Launched East Asia- Middle East/India Service in 1998
- Launched Trans-Pacific service in 2000 via slot purchase followed by the launch of own service the following year
- Launched Far East-Europe service in 2004
- Launched Black Sea service in 2007
- Launched East Africa service in 2010
- Launched S. Africa/East Coast S. America Service in 2010
- Launched West Coast S. America Service in 2011
- Launched Independent Mindanao Service, Far East to Pakistan / Mundra Express Service in 2014
- Launched Independent Kansai / Haiphong Service II, Independent South China / Vietnam / Malaysia Service in 2015
- Launched China – India Service II (CI2) in 2016
- Launched Independent Cambodia Service in 2017
- Launched Red Sea Service/ Indonesia-Malaysia/Japan-Korea/New China-Vietnam service in 2018
- Launched Haiphong—Pacific service/China-Philippines service/China-Vietnam and Cambodia service

Core Values of WAN HAI

1. Top the global liner schedule reliability survey 2016-2019 from Seaintel.

2. Seven-time winner of " CONTAINER SHIPPING LINE OF THE YEAR – FAR EAST TRADE LANE " from maritime and logistic awards, India.

3. Four-time winner of " CONTAINER SHIPPING LINE OF THE YEAR " from Lloyd's List Maritime Asia Award.

4. Winner of " BEST SHIPPING LINE – INTRA ASIA " in 2015 and " BEST GREEN SHIPPING LINE "in 2016 from Asia cargo news, AFLAS.

5. Two-time winner of " MOST ADMIRED COMPANY " in maritime shipping category from Common Wealth Magazine.

6. Five - time winner of "GREEN FLAG " from port of Long Beach , CA.

7. Younger average container age (4.3 years) than that of the industry (6.6 years).

8. Widely – recognized with most comprehensive service network in intra - Asia.

9.Balanced financial structure and steady operating status.

Awards

臺灣永續指數成分股證明

FTSE Russell

CERTIFICATE OF MEMBERSHIP

以茲證明

This is to certify that

萬海航運股份有限公司

WAN HAI LINES LTD.

入選FTSE4GOOD臺灣指數公司臺灣永續指數成分股企業

is a constituent company in the FTSE4Good TIP Taiwan ESG Index

FTSE4Good
TIP Taiwan ESG Index

TIP
Taiwan Index Plus

August 2020

The FTSE4Good TIP Taiwan ESG Index
is designed to identify companies that demonstrate strong environmental, social and governance practices measured against globally recognised standards.

臺灣永續指數介紹
臺灣永續指數為臺灣指數公司與國際指數公司富時羅素共同合編，為國內第一檔完整結合E(環境)、S(社會)、G(公司治理)與財務指標篩選的投資型ESG指數，可彰顯入選成分股企業於實踐ESG永續發展工作的績效表現。

臺灣高薪100指數成分股

證券代號	公司名稱	證券代號	公司名稱	證券代號	公司名稱	證券代號	公司名稱
1102	亞泥	2344	華邦電	2801	彰銀	3035	智原
1216	統一	2352	佳世達	2812	台中銀	3036	文曄
1301	台塑	2354	鴻準	2834	臺企銀	3231	緯創
1303	南亞	2356	英業達	2836	高雄銀	3443	創意
1304	台聚	2357	華碩	2845	遠東銀	3454	晶睿
1305	華夏	2362	藍天	2880	華南金	3596	智易
1326	台化	2374	佳能	2881	富邦金	3702	大聯大
1477	聚陽	2376	技嘉	2882	國泰金	4915	致伸
1704	榮化	2377	微星	2883	開發金	4919	新唐
1722	台肥	2379	瑞昱	2884	玉山金	4938	和碩
2002	中鋼	2382	廣達	2885	元大金	5388	中磊
2013	中鋼構	2385	群光	2886	兆豐金	5434	崇越
2029	盛餘	2392	正崴	2887	台新金	5880	合庫金
2103	台橡	2395	研華	2889	國票金	6166	凌華
2204	中華	2401	凌陽	2890	永豐金	6176	瑞儀
2207	和泰車	2404	漢唐	2891	中信金	6196	帆宣
2227	裕日車	2408	南亞科	2892	第一金	6202	盛群
2301	光寶科	2412	中華電	2897	王道銀行	6277	宏正
2303	聯電	2454	聯發科	3005	神基	6285	啟碁
2312	金寶	2458	義隆	3006	晶豪科	6412	群電
2317	鴻海	2489	瑞軒	3008	大立光	6505	台塑化
2324	仁寶	2610	華航	3010	華立	8016	矽創
2330	台積電	2615	萬海	3014	聯陽	8163	達方
2331	精英	2618	長榮航	3033	威健	8213	志超
2337	旺宏	2634	漢翔	3034	聯詠	9933	中鼎

資料來源：證交所。

Environment -Safety and Health

TWAEO-105000025

ISO14001
環境管理

OHSAS18001
CNS15506
職業安全衛生管理系統

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Q&A