



Orient Overseas (International) Ltd

2004 Annual Results



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Orient Overseas (International) Ltd

2004 Annual Result Highlight

| US\$'000 | 2004 | 2003 | Variance |
|-------------------------------------|-----------|-----------|----------|
| Volume (TEU) | 3,267,235 | 2,687,545 | + 21.6% |
| Turnover | 4,140,328 | 3,241,113 | + 27.7% |
| E.B.I.T.D.A. | 868,675 | 498,538 | + 74.2% |
| Depreciation/Amortization | 154,294 | 126,492 | + 22.0% |
| E.B.I.T. | 714,381 | 372,046 | + 92.0% |
| Net finance expense | 13,642 | 18,740 | - 27.2% |
| Profit before taxation | 700,739 | 353,306 | + 98.3% |
| Tax and minority interest | 30,290 | 24,262 | + 24.8% |
| Profit attributable to shareholders | 670,449 | 329,044 | + 103.8% |



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2004 Annual Result Highlight

| US\$'000 | 2004 | 2003 | Variance |
|----------------------------------|-----------|-----------|----------|
| Earning per share (US Cents) | 119.3 | 59.3 | 60.0 |
| Shareholders' Funds | 1,809,409 | 1,110,754 | 698,655 |
| Net asset value per share (US\$) | 3.18 | 2.15 | 1.03 |
| Group debt | 1,404,964 | 1,098,162 | 306,802 |
| Cash and portfolio investments | 1,021,446 | 680,806 | 340,640 |
| Net debt to equity (Ratio) | 0.21 | 0.38 | (0.17) |



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Container Transport & Logistics - Summary of Operating Results

| US\$'000 | 2004 | 2003 | Variance |
|---|-------------|-------------|-----------|
| Liftings (TEUs) | 3,267,235 | 2,687,545 | 579,690 |
| Revenue per TEU (US\$) | 1,100 | 1,025 | 75 |
| Turnover | | | |
| Asia | 2,709,681 | 2,042,717 | 666,964 |
| North America | 573,879 | 481,285 | 92,594 |
| Europe | 480,450 | 399,068 | 81,382 |
| Australia | 63,883 | 46,484 | 17,399 |
| | 3,827,893 | 2,969,554 | 858,339 |
| Cargo costs | (1,546,856) | (1,253,669) | (293,187) |
| Vessel and voyage costs | (748,095) | (630,005) | (118,090) |
| Equipment and repositioning costs | (502,436) | (446,877) | (55,559) |
| Gross profit | 1,030,506 | 639,003 | 391,503 |
| Business and administrative expenses | (384,235) | (324,144) | (60,091) |
| Other operating income, net | 4,399 | 10,449 | (6,050) |
| | 650,670 | 325,308 | 325,362 |
| Share of results of jointly controlled entities | 914 | (2,185) | 3,099 |
| Earnings before interest and tax | 651,584 | 323,123 | 328,461 |



OOCL Performance by Trade

2004 vs. 2003

| Trade | Lifting | | | Revenue | | | Capacity | |
|---------------------------------------|------------------|------------------|-------------|------------------|------------------|-------------|-----------------|------------|
| | 2004 (TEU) | 2003 (TEU) | Diff % | 2004 US\$000 | 2003 US\$000 | Diff % | Change (TEU) | % |
| Transpacific Trade | 1,016,635 | 865,098 | +18% | 1,591,175 | 1,281,239 | +24% | | |
| Transatlantic Trade | 312,769 | 278,200 | +12% | 410,995 | 343,518 | +20% | | |
| Asia Europe+ Intra Europe Trade | 517,054 | 406,648 | +27% | 724,626 | 525,786 | +38% | | |
| Intra-Asia + Australia | 1,420,777 | 1,137,599 | +25% | 867,418 | 604,657 | +43% | | |
| Total | 3,267,235 | 2,687,545 | +22% | 3,594,214 | 2,755,200 | +30% | 34,998 | +19 |



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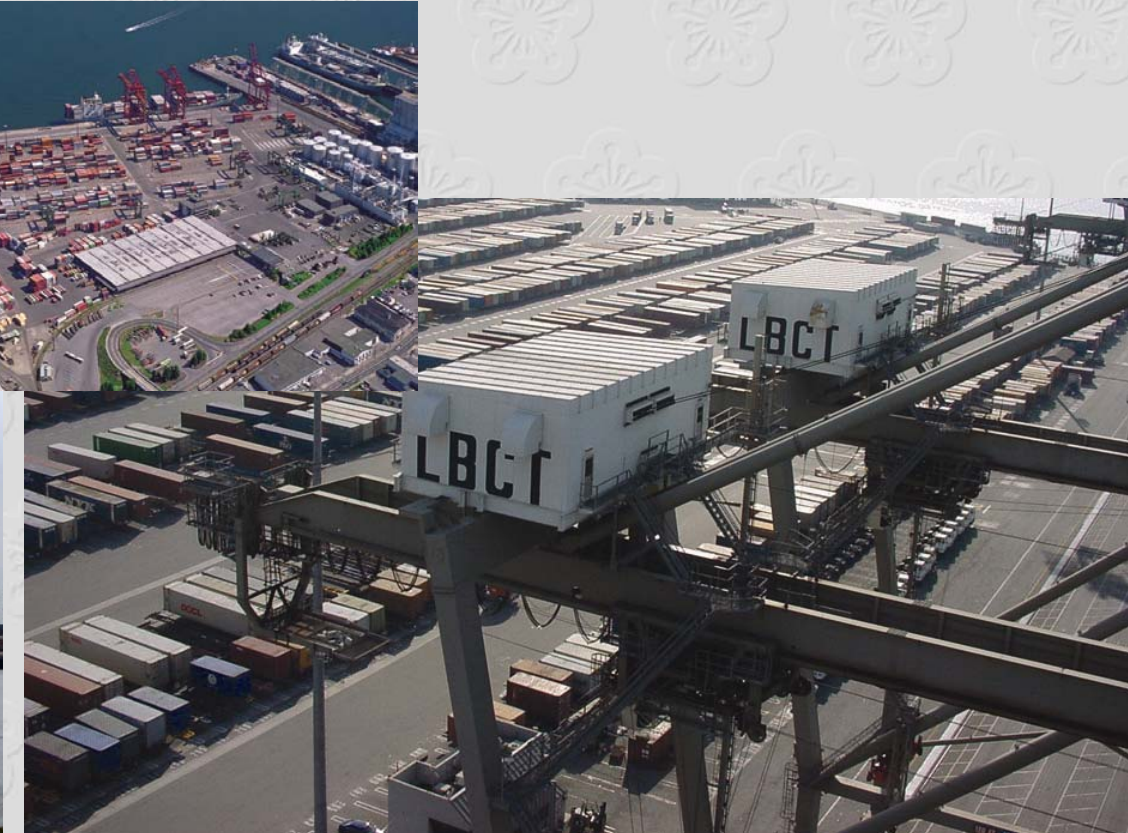
- Took delivery of four 8,063 TEU “SX” class vessels
- Ordered six new “S” class vessels with capacity of approximately 4,500 TEU for delivery in 2006 to 2008
- Acquired new land in Kunshan, Jiangsu and Huangpu district of Shanghai, making a land bank of some 900,000 sq.m. gross floor area
- Signed Letter of Intent for terminal investments in Tianjin and Ningbo



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2004 Annual Results

- Profitability of North America terminals further improved



Container Terminals - Summary of Operating Results

| US\$'000 | 2004 | 2003 | Variance |
|---|------------------|------------------|-----------------|
| Throughput (units) | 1,242,997 | 1,126,206 | 116,791 |
| Turnover | 289,185 | 251,025 | 38,160 |
| Terminal operating costs | (206,298) | (180,727) | (25,571) |
| Gross profit | 82,887 | 70,298 | 12,589 |
| Business and administrative expenses | (34,870) | (35,264) | 394 |
| Earnings before interest and tax | 48,017 | 35,034 | 12,983 |



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2004 Annual Results

- Shanghai property development projects continue to produce profits



Property Investment & Development

Summary of Operating Results

| US\$'000 | 2004 | 2003 | Variance |
|--------------------------------------|---------|---------|----------|
| Rental income | 22,262 | 20,046 | 2,216 |
| Property management costs | (9,073) | (8,924) | (149) |
| Gross profit | 13,189 | 11,122 | 2,067 |
| Business and administrative expenses | (4,024) | (3,936) | (88) |
| Profit from property investment | 9,165 | 7,186 | 1,979 |
| Profit from property developments | 14,651 | 13,889 | 762 |
| Earnings before interest and tax | 23,816 | 21,075 | 2,741 |



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Outlook for 2005

Outlook for core Container Transport and Logistics businesses remains positive:

- *No sign of softening freight rates*
- *Supply / demand balance remains favourable*
- *Rising costs are a concern*

Improved performance by Terminals businesses to be maintained or bettered in 2005

Terminal container throughput forecast to continue growth during 2005

New property development projects in Shanghai and the surrounding district to commence construction



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