

# Orient Overseas (International) Ltd

## 1Q 2013 Operating Results

April 26th 2013

# Operating Results Summary

- Total lifting was 0.3% down from the same period last year to 1,241,454 teus
- Total revenues increased by 3.6% to US\$ 1,364.4 million.
- Loadable capacity was increased by 2.9%
- The overall load factor was 2.3% lower than the same period in 2012.
- Overall average revenue per teu improved by 3.9% compared to the first quarter of last year at \$1099.

# Outlook 2013

- The overall demand is still weak
- Asia-US demand had been positive while Asia to Europe demand continuous to be weak
- Europe to Asia demand is improving though
- Intra-Asia demand and rate had been stable but has to endure pressure from over capacity
- Transatlantic Trade remain highly competitive

# OOCL Operational Update\*

	Q1 2013	Q1 2012	Q1 2013 Vs Q1 2012	Q1 2011	Q1 2013 Vs Q1 2011
<b>LIFTINGS (TEU'S)</b>					
Trans-Pacific	308,149	306,571	0.5%	296,433	4.0%
Asia-Europe	206,759	202,452	2.1%	196,174	5.4%
Trans-Atlantic	95,130	107,516	-11.5%	90,937	4.6%
Intra-Asia/Australasia	631,416	628,100	0.5%	597,233	5.7%
<b>TOTAL ALL SERVICES</b>	<b>1,241,454</b>	<b>1,244,639</b>	<b>-0.3%</b>	<b>1,180,777</b>	<b>5.1%</b>
<b>TOTAL REVENUES (US\$ '000)</b>					
Trans-Pacific	478,611	452,616	5.7%	473,426	1.1%
Asia-Europe	262,474	219,016	19.8%	277,842	-5.5%
Trans-Atlantic	149,688	174,273	-14.1%	156,551	-4.4%
Intra-Asia/Australasia	473,593	471,312	0.5%	421,950	12.2%
<b>TOTAL ALL SERVICES</b>	<b>1,364,366</b>	<b>1,317,217</b>	<b>3.6%</b>	<b>1,329,769</b>	<b>2.6%</b>
<b>REVENUE PER TEU (US\$)</b>					
Trans-Pacific	1,553	1,476	5.2%	1,597	-2.8%
Asia-Europe	1,269	1,082	17.3%	1,416	-10.4%
Trans-Atlantic	1,574	1,621	-2.9%	1,722	-8.6%
Intra-Asia/Australasia	750	750	0.0%	707	6.1%
<b>TOTAL ALL SERVICES</b>	<b>1,099</b>	<b>1,058</b>	<b>3.9%</b>	<b>1,126</b>	<b>-2.4%</b>

\*Note: Unaudited operational updates

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# OOCL Operational Update\*

	Q1 2013	QoQ change	Q4 2012	QoQ change	Q3 2012	QoQ change	Q2 2012	QoQ change
<b>LIFTINGS (TEU'S)</b>								
Trans-Pacific	308,149	4.3%	295,350	-9.1%	324,947	-0.2%	325,729	6.2%
Asia-Europe	206,759	-4.6%	216,777	-10.6%	242,351	8.3%	223,743	10.5%
Trans-Atlantic	95,130	2.0%	93,229	-8.7%	102,075	-2.9%	105,153	-2.2%
Intra-Asia/Australasia	631,416	-4.9%	663,748	-4.0%	691,497	0.5%	687,996	9.5%
<b>TOTAL ALL SERVICES</b>	<b>1,241,454</b>	<b>-2.2%</b>	<b>1,269,104</b>	<b>-6.7%</b>	<b>1,360,870</b>	<b>1.4%</b>	<b>1,342,621</b>	<b>7.9%</b>
<b>TOTAL REVENUES (US\$ '000)</b>								
Trans-Pacific	478,611	-0.2%	479,437	-11.2%	540,067	4.6%	516,307	14.1%
Asia-Europe	262,474	-3.3%	271,372	-20.4%	340,969	4.3%	326,888	49.3%
Trans-Atlantic	149,688	-2.0%	152,774	-7.3%	164,724	-2.2%	168,457	-3.3%
Intra-Asia/Australasia	473,593	-9.0%	520,214	-5.7%	551,481	0.5%	548,678	16.4%
<b>TOTAL ALL SERVICES</b>	<b>1,364,366</b>	<b>-4.2%</b>	<b>1,423,797</b>	<b>-10.9%</b>	<b>1,597,241</b>	<b>2.4%</b>	<b>1,560,330</b>	<b>18.5%</b>
<b>REVENUE PER TEU (US\$)</b>								
Trans-Pacific	1,553	-4.3%	1,623	-2.3%	1,662	4.9%	1,585	7.4%
Asia-Europe	1,269	1.4%	1,252	-11.0%	1,407	-3.7%	1,461	35.0%
Trans-Atlantic	1,574	-4.0%	1,639	1.5%	1,614	0.7%	1,602	-1.2%
Intra-Asia/Australasia	750	-4.3%	784	-1.8%	798	0.0%	798	6.4%
<b>TOTAL ALL SERVICES</b>	<b>1,099</b>	<b>-2.0%</b>	<b>1,122</b>	<b>-4.4%</b>	<b>1,174</b>	<b>1.0%</b>	<b>1,162</b>	<b>9.8%</b>

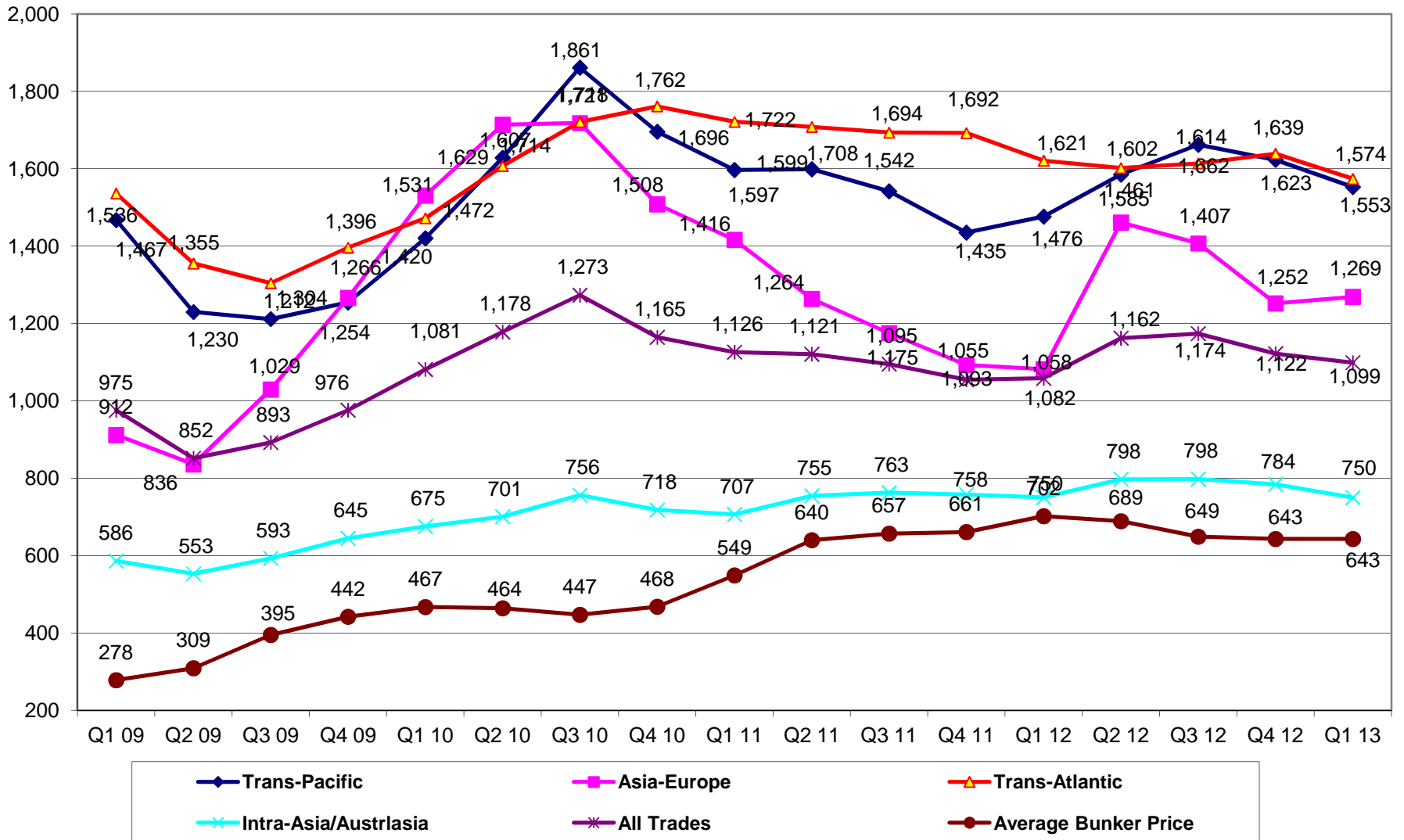
\*Note: Unaudited operational updates

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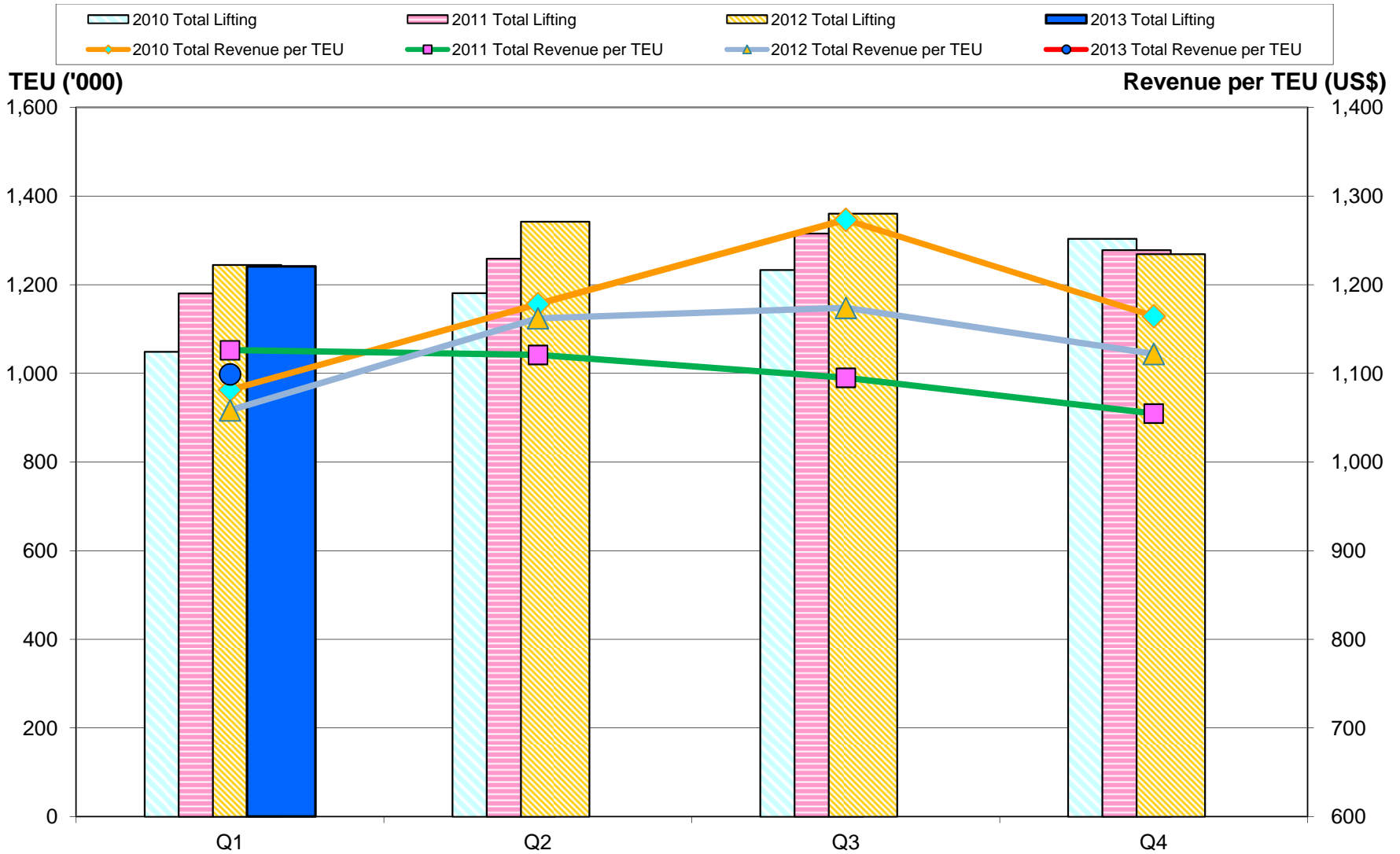
# OOCL Average Revenue / TEU\*

Revenue Per TEU (US\$)



\*Note: Unaudited operational updates

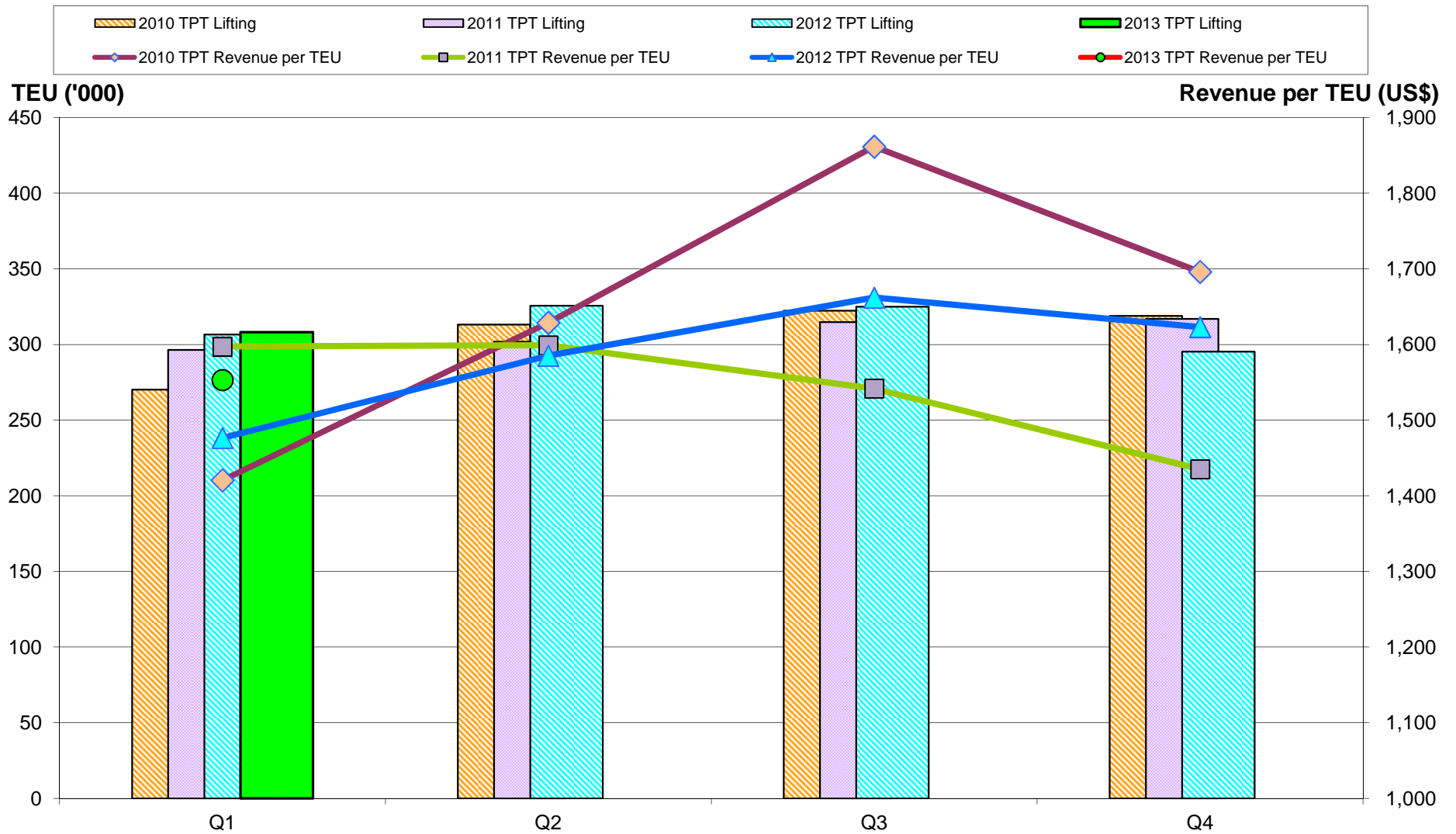
# All Trades Liftings and Revenue per TEU\*



\*Note: Unaudited operational updates

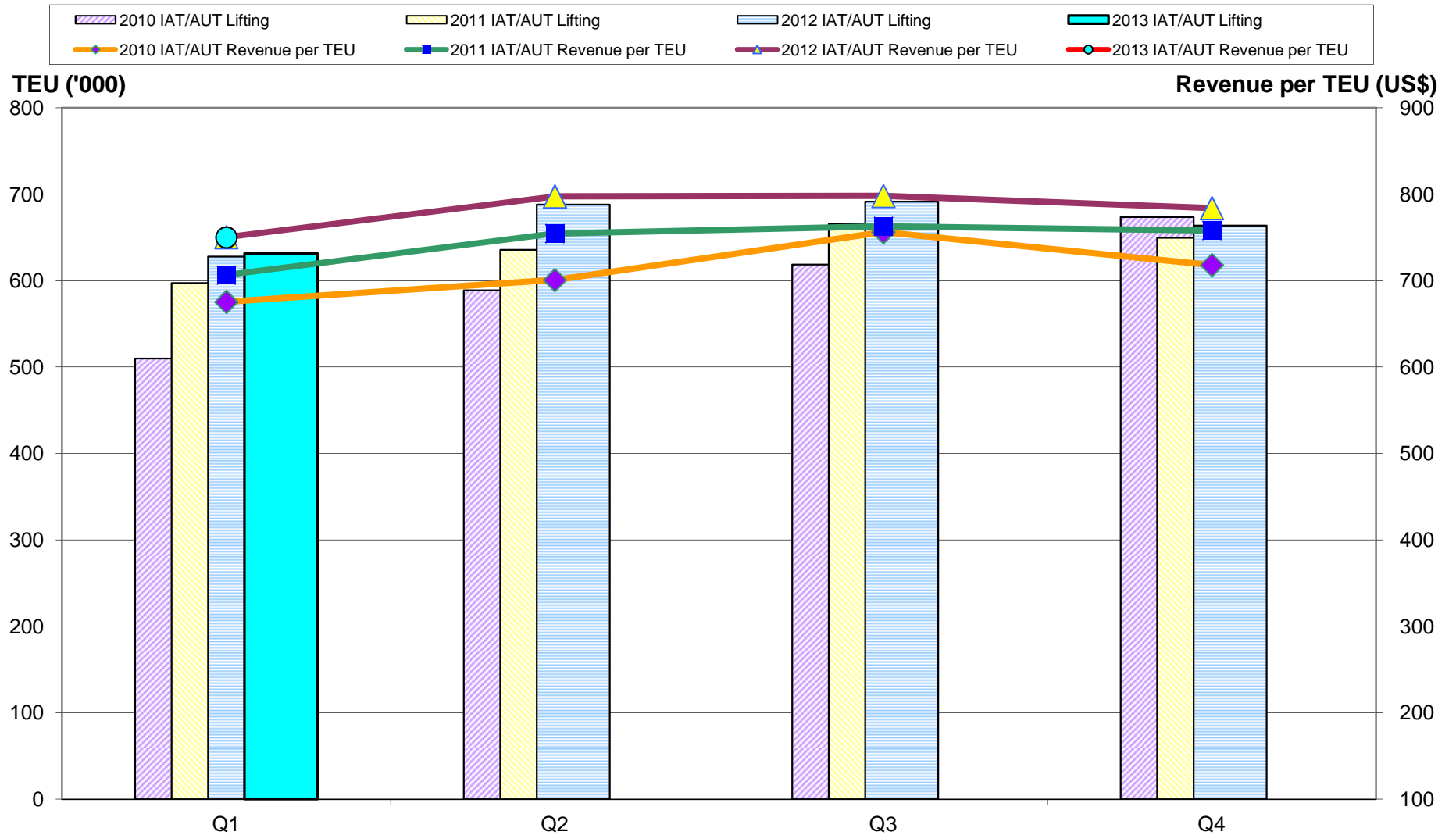
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# TPT Liftings and Revenue per TEU\*



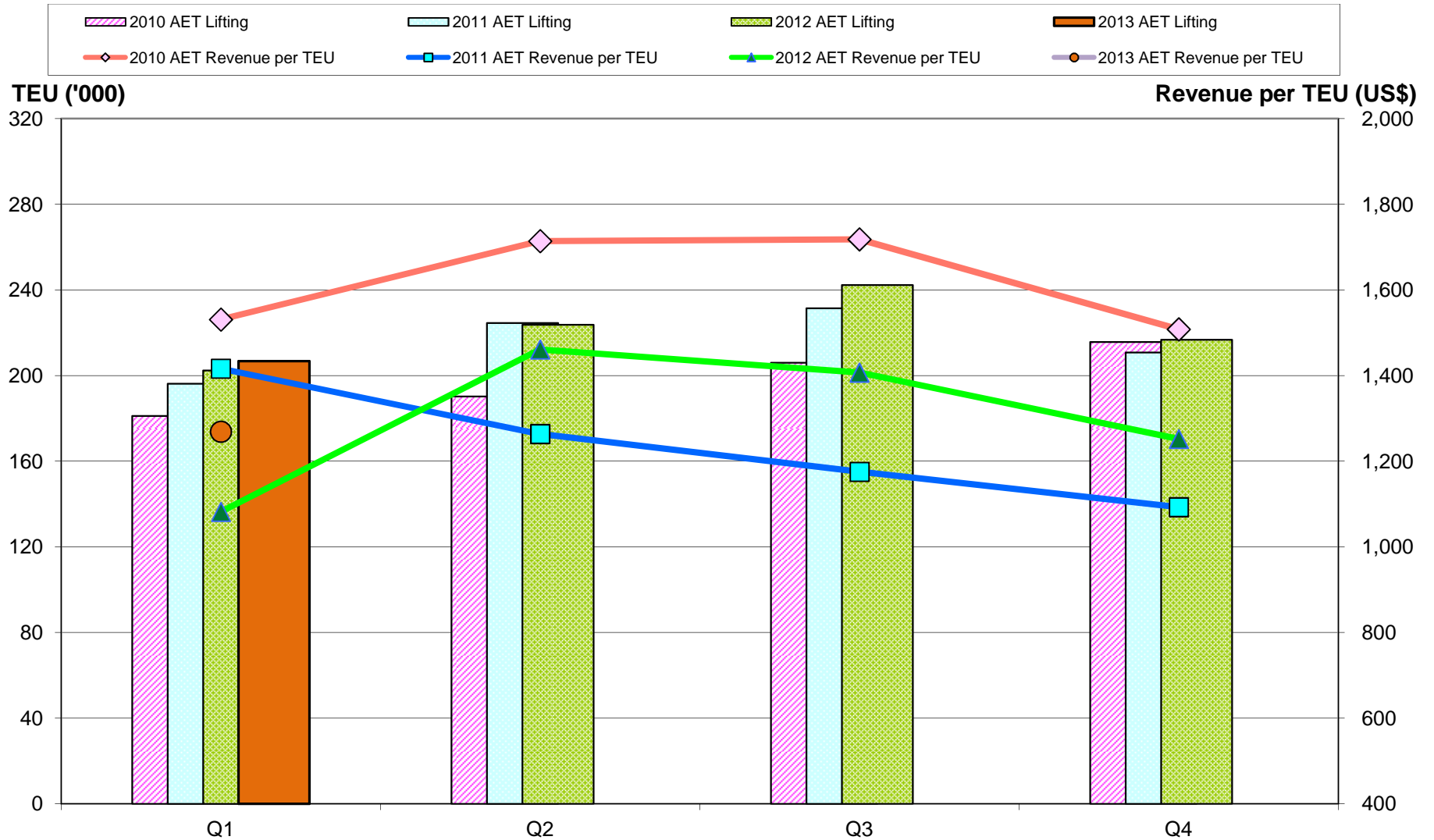
\*Note: Unaudited operational updates

# IAT/AUT Liftings and Revenue per TEU\*



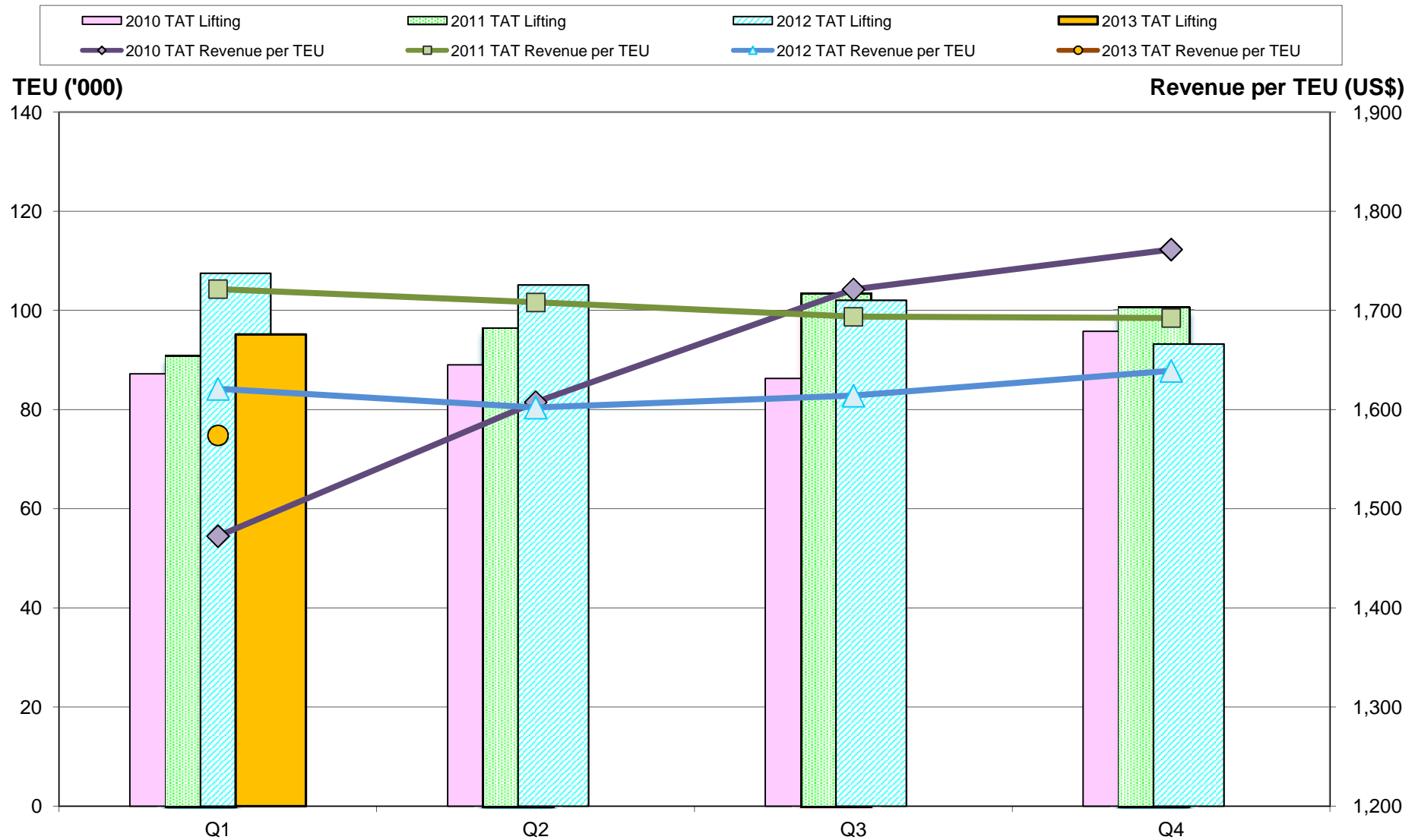
\*Note: Unaudited operational updates

# AET Liftings and Revenue per TEU\*



\*Note: Unaudited operational updates

# TAT Liftings and Revenue per TEU\*



\*Note: Unaudited operational updates

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