



# **Orient Overseas (International) Ltd**

## **2015 Full Year Results Presentation**

March 7th 2016

# 2015 Full Year Results Highlights

<b>Group Revenue</b>	<b>US\$ 6 bil</b>	<b>↓ 9% YoY</b>
<b>Group Operating Profit</b>	<b>US\$ 353 mil</b>	<b>↑ 7% YoY</b>
<b>Group Profit After Tax</b>	<b>US\$ 284 mil</b>	<b>↑ 5% YoY</b>
<b>Liner Logistics EBIT</b>	<b>5.0%</b>	<b>↑ 1.2%</b>
<b>Final Ordinary Dividend</b>	<b>US 1.85 cents per share</b>	
<b>Total Full Year Ordinary Dividend</b>	<b>US 11.45 cents per share</b>	



# 2015 Review

- A roller coaster year
- H1 : Benefited from lower fuel cost and strong US demand
- H2 : Market turbulences
  - Oversupply
  - AE demand weak
  - US imminent interest rate normalization and slower retail sales
- Poor market condition gave rise to further rate erosion, offsetting bunker cost saving
- Capacity withdrawal increased toward the end of year



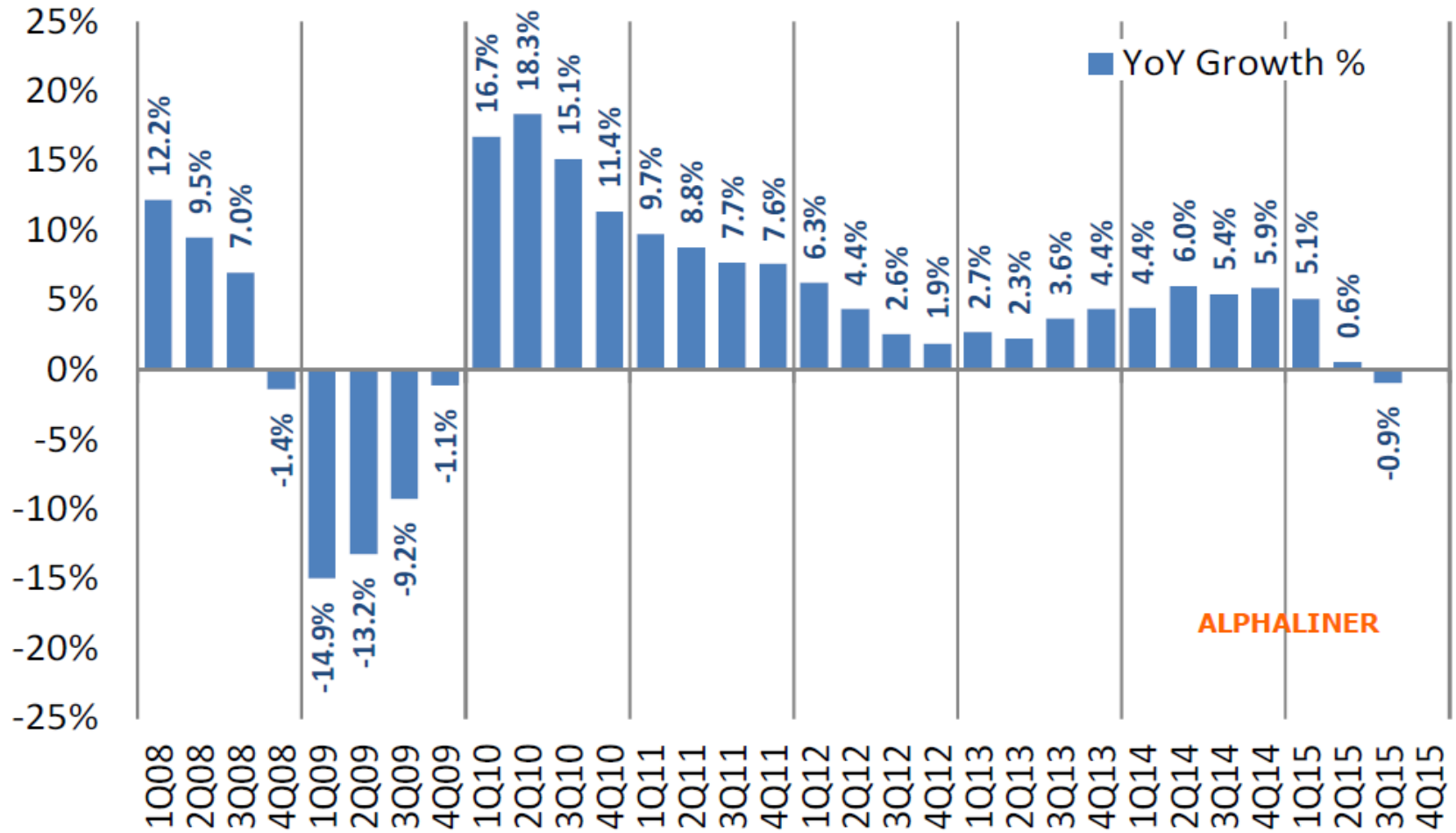
# Trade Volume – FY 2015

Trade	FY 2015	FY 2014
Transpacific EB	3.7%	5.8%
Asia Europe WB	-3.6%	7.4%
Intra Asia (IADA)	2.5%	1.9%
Trans Atlantic WB	4.3%	8.9%



# Slow Demand Growth – Volume

Top 30 Ports : Throughput Growth by Quarter 2008-2015



# 2015 Full Year Results



# 2015 Group Highlights

- **Despite a turbulent year, OOCL achieved an EBIT Margin of 5% through:**
  - Yield Management
  - Continuous cost efficiency gains
- **Measured NB capacity growth:**
  - 4 x 8,888 TEU vessels delivery in 2015
  - 6 x 20,000 TEU class NB delivery in 2017
- **Balance Sheet Management:**
  - Net Debt to Equity stable at 32%

***- Remains Best in Class -***



# Group Results Breakdown

US\$M	31-Dec-2015	31-Dec-2014	Var
<b>Container Transportation and Logistics</b>	218.0	178.7	39.3
<b>Property and Investments</b>			
Wall Street Plaza	16.7	10.3	6.4
Hui Xian	25.6	43.5	(17.9)
Interest, Investments and Others	23.6	37.9	(14.3)
	65.9	91.7	(25.8)
<b>Total</b>	283.9	270.4	13.5



# EBIT Breakdown

US\$M	31-Dec-2015	31-Dec-2014
<b>Container Transportation and Logistics - EBIT</b>	<b>294.0</b>	<b>249.4</b>
<b>Property and Investments - EBIT</b>		
Wall Street Plaza	27.7	17.7
Hui Xian	25.6	43.5
Interest, Investments and Others	23.6	37.9
	<b>76.9</b>	<b>99.1</b>
<b>OOIL GROUP - EBIT</b>	<b>370.9</b>	<b>348.5</b>
<b>Finance Costs</b>	<b>(63.6)</b>	<b>(54.0)</b>
<b>Taxation</b>	<b>(23.4)</b>	<b>(24.1)</b>
<b>OOIL Group Profit After Taxation</b>	<b>283.9</b>	<b>270.4</b>



# Group Balance Sheet Highlights

<b>US\$M</b>	<b>31-Dec-2015</b>	<b>31-Dec-2014</b>
Non-current Assets	6,815	6,450
Current Assets	2,917	3,184
<b>Total Assets</b>	<b>9,732</b>	<b>9,634</b>
Non-current Liabilities	3,725	3,654
Current Liabilities	1,209	1,345
<b>Total Liabilities</b>	<b>4,934</b>	<b>4,999</b>
Shareholders' Funds and Total Equity	4,798	4,635



# Total Liquid Assets

US\$M	31-Dec-2015	31-Dec-2014
Cash and Bank Balances	2,016	2,166
Portfolio Investments, Equities and Bonds	532	469
Restricted Bank Balances	1	55
Total	2,549	2,690



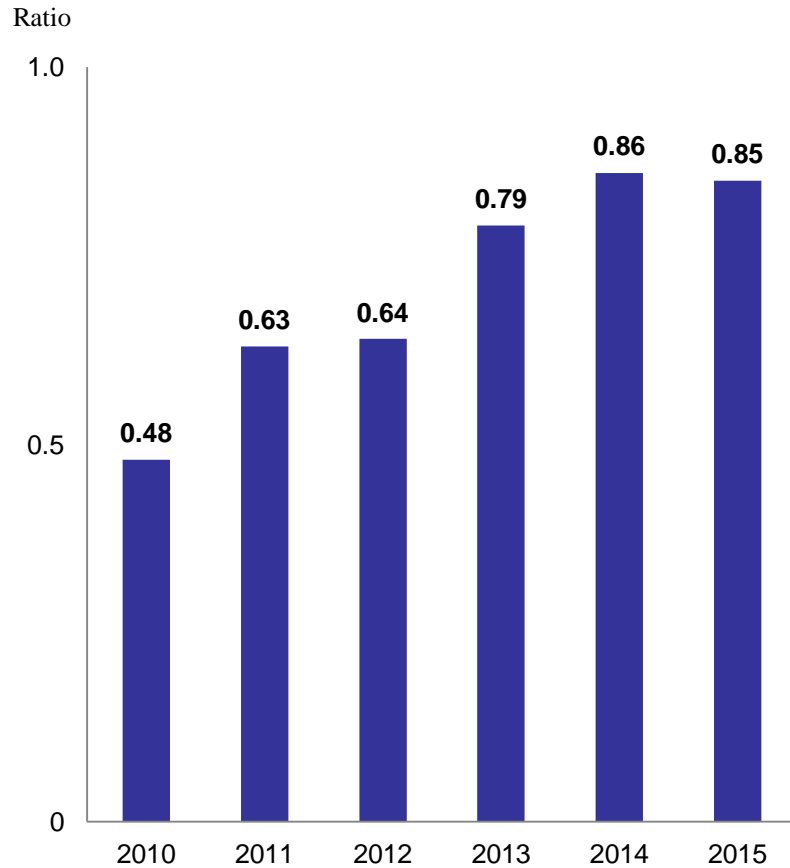
# Net Debt Position

US\$M	31-Dec-2015	31-Dec-2014
Liquid Assets	2,549	2,690
Debt	4,102	3,985
Net Debt	1,553	1,295

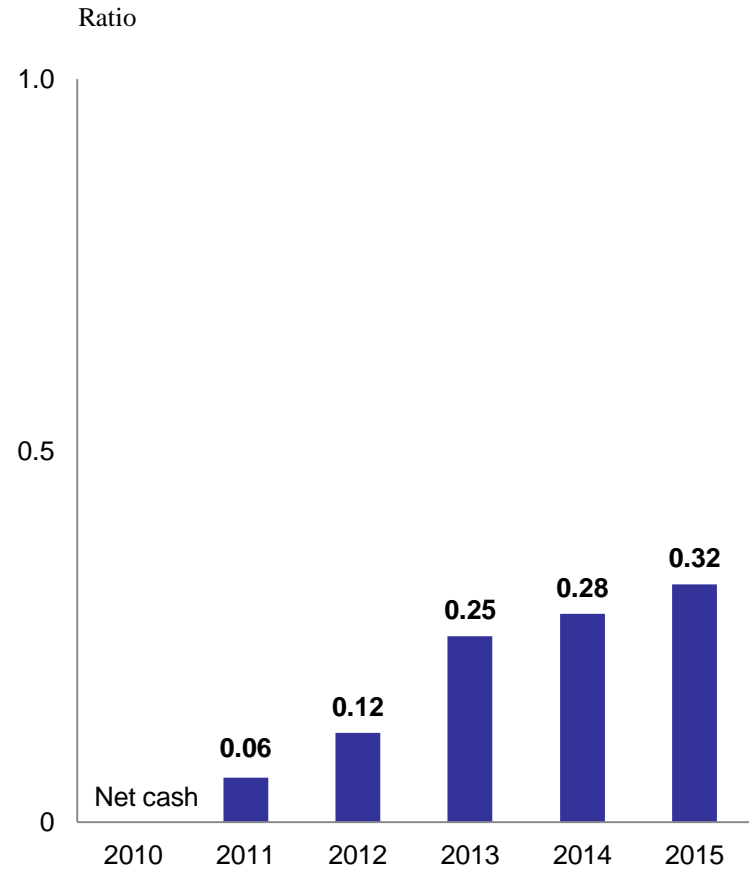


# Debt-to-Equity Ratios

Gross Debt to Equity



Net Debt to Equity



**OOCL**



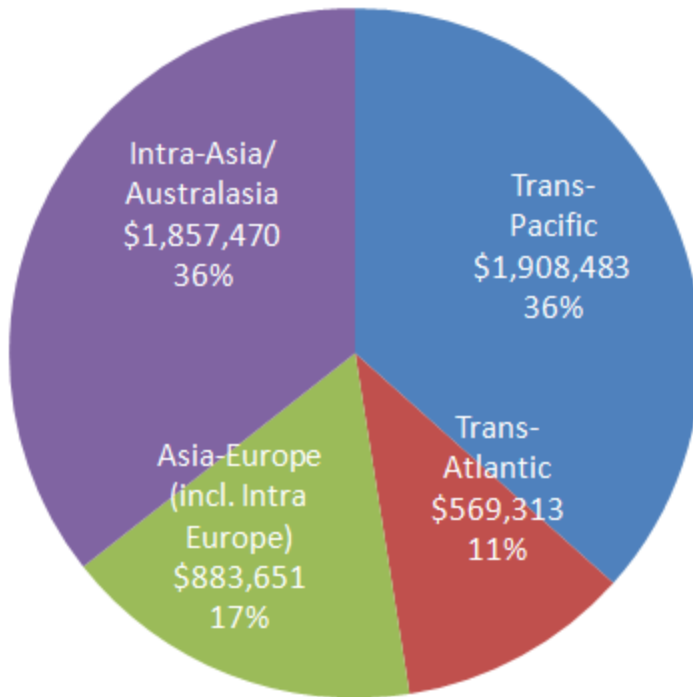
# OOCL Performance

	2015	2014	% ▲
Liftings ('000 TEU)	5,576	5,586	-0.2%
Revenue Per TEU (US\$ / TEU)	936	1,040	-10.0%
EBIT Margin	5.0%	3.8%	1.2%



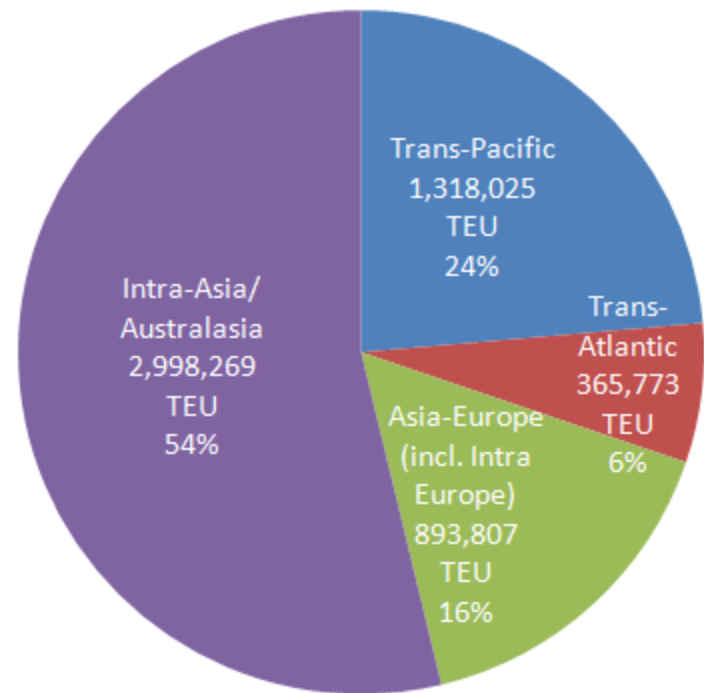
# OOCL Revenue and Lifting – 2015

## Revenue by Trade



Total US\$5,219 mil

## Lifting By Trade



Total 5,575,874 TEU



# Global Revenue & Lifting Distribution

## Trans Pacific Market

2015 = 1,318,025 TEU

2014 = 1,288,509 TEU

Growth = 2.3%

## Total

2015 = 5,575,874 TEU

2014 = 5,585,516 TEU

Growth = -0.2%

Total Revenue US\$5.2 billion

## Intra Asia Market (incl. M.E., India, ANZ)

2015 = 2,998,269 TEU

2014 = 2,932,360 TEU

Growth = 2.2%

## Asia Europe Market (incl. Intra Europe)

2015 = 893,807 TEU

2014 = 979,659 TEU

Growth = -8.8%

## Trans Atlantic Market

2015 = 365,773 TEU

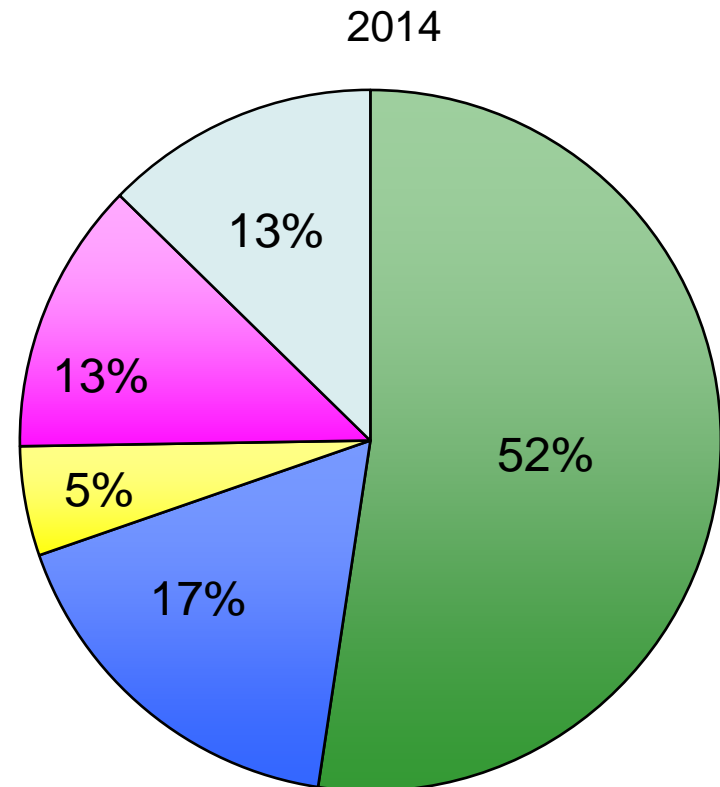
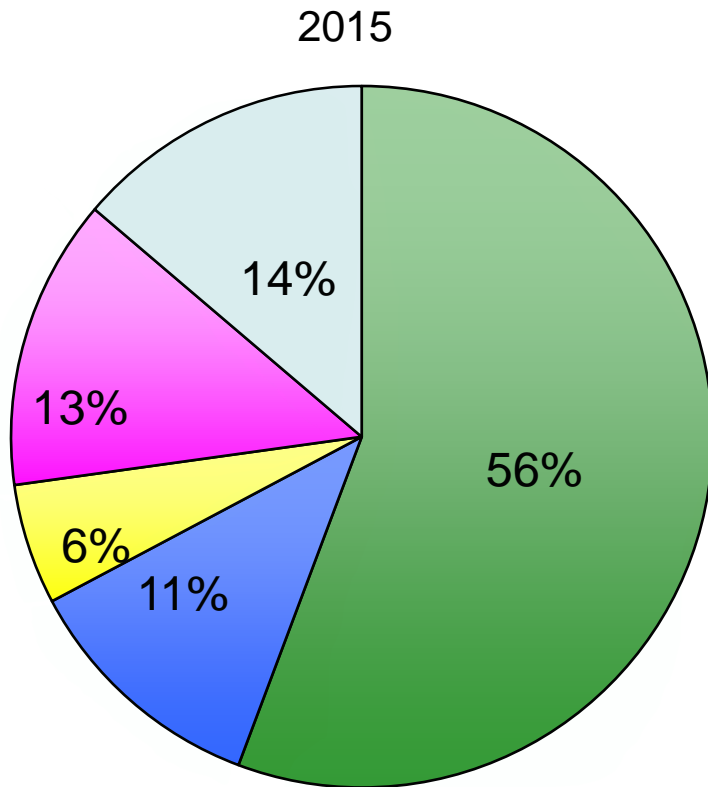
2014 = 384,988 TEU

Growth = -5.0%



# 2015 - Total Operating Costs

- Cargo cost
- Bunker cost
- Voyage cost (excluding bunker)
- Vessel cost
- Equipment and repositioning costs



# Unit Operating Cost Saving 2015

US\$ / Per Lifting	2015 Proportion	2015 / 2014 % ▲
Total cost	100%	-11%
Cargo cost	56%	-5%
Equipment and repo costs	14%	-3%
Vessel Voyage cost	19%	-4%
Bunker cost	11%	-41%



# Bunker Costs – 2015

US\$M	FY 2015 YoY
Total Bunker Consumption ('000 TON)	Up 5%
Loadable Capacity	Up 6%
Unit Bunker Consumption per TEU loadable capacity	Down 1%



# Net Operating Capacity Breakdown

As at 31 Dec 2015	No of Vessels	Capacity (TEU)	Average (TEU)	% of Total Fleet
Owned	55	415,157	7,548	74%
Long Term Chartered	7	41,216	5,888	7%
Short Term Chartered	45	157,884	3,509	28%
Charter-Out	(4)	(52,832)	(13,208)	(9%)
<b>Total</b>	<b>103</b>	<b>561,425</b>		<b>100%</b>



# Property Investments



# Property Investment

## Wall Street Plaza

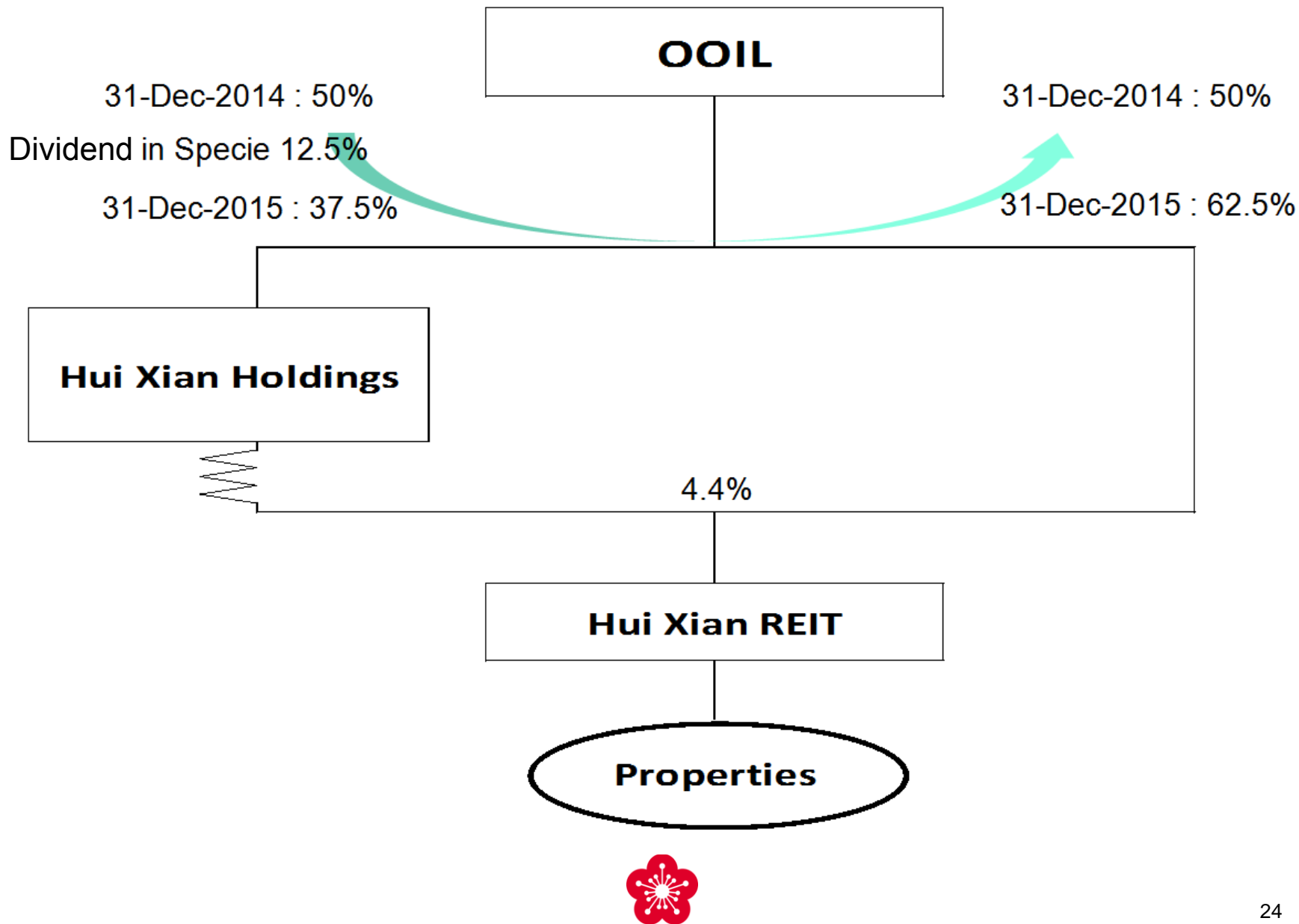
- Fair value gain of US\$19.5 million for 2015
- Valuation of US\$200 million as at 31 Dec 2015
- Performance is in line with expectations
- Vacancy rate of 5.9% as at end of 31 Dec 2015

## Beijing Oriental Plaza

- Directly and indirectly holding approx. 4.4% of Hui Xian REIT
- Valuation of US\$127.3 million as at 31 Dec 2015
- US\$16.8 million Dividend-in-Specie of 12.5% from Hui Xian Holdings
- Direct holding of Hui Xian REIT increased to 62.5%



# Beijing Oriental Plaza – 31 Dec 2015



# 2016



# 2016 Outlook

- Great uncertainty exists in 1Q
- Demand growth had been poor across most trades except TP, however the CNY effect will distort the numbers
- Container Demand growth forecast for 2016 is 3.7%
- Rates are still volatile
- Bunker seems likely to remain relatively low



# Trade Volume - Jan 2016

Trade	Jan 2016	FY 2015	FY 2014
Transpacific EB	21.4%	3.7%	5.8%
Asia Europe WB	-1.8%	-3.6%	7.4%
Intra Asia (IADA)	3.7%	2.5%	1.9%
Trans Atlantic WB	5.8%	4.3%	8.9%

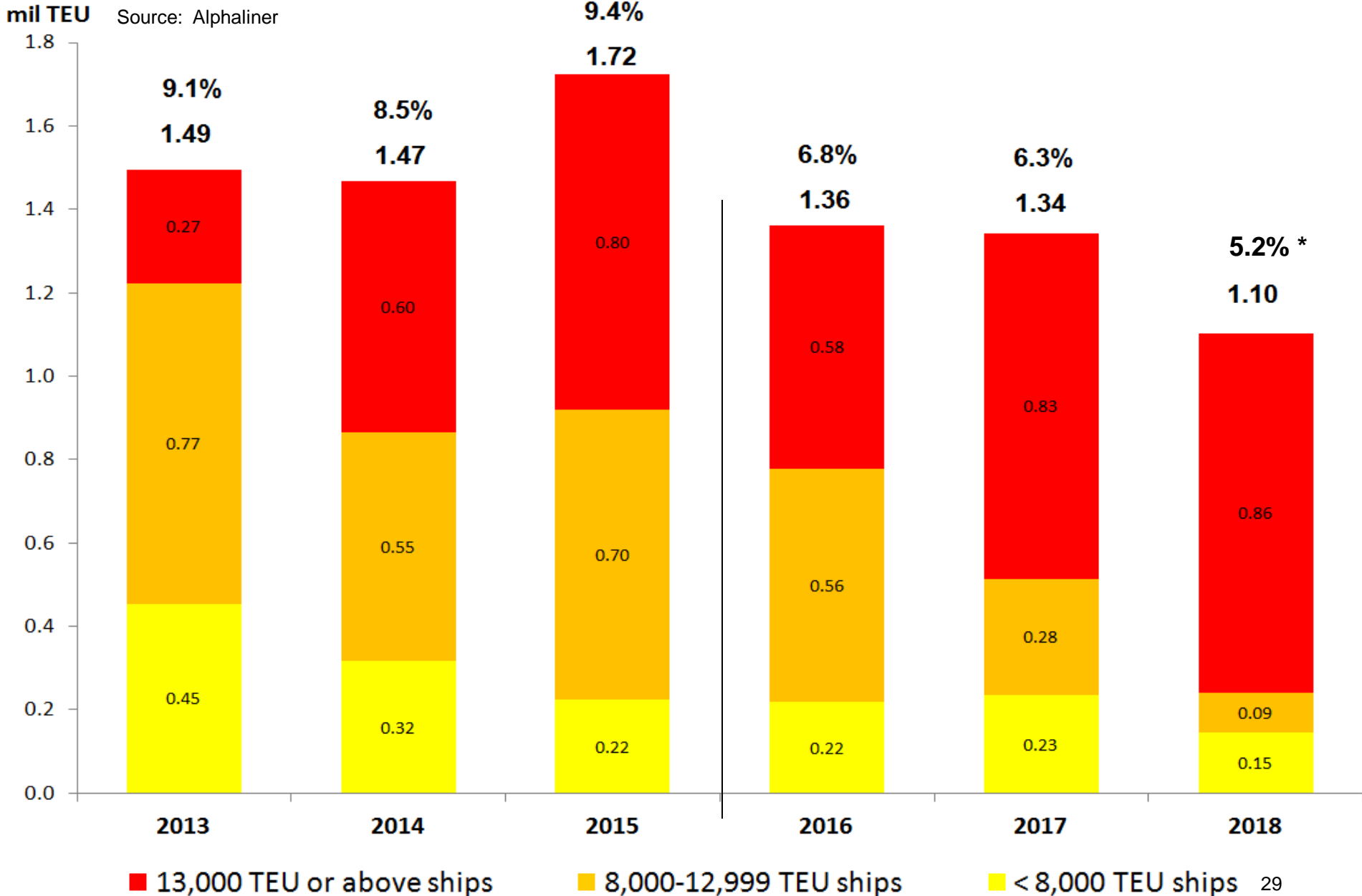


# Global Demand and Supply Forecasts

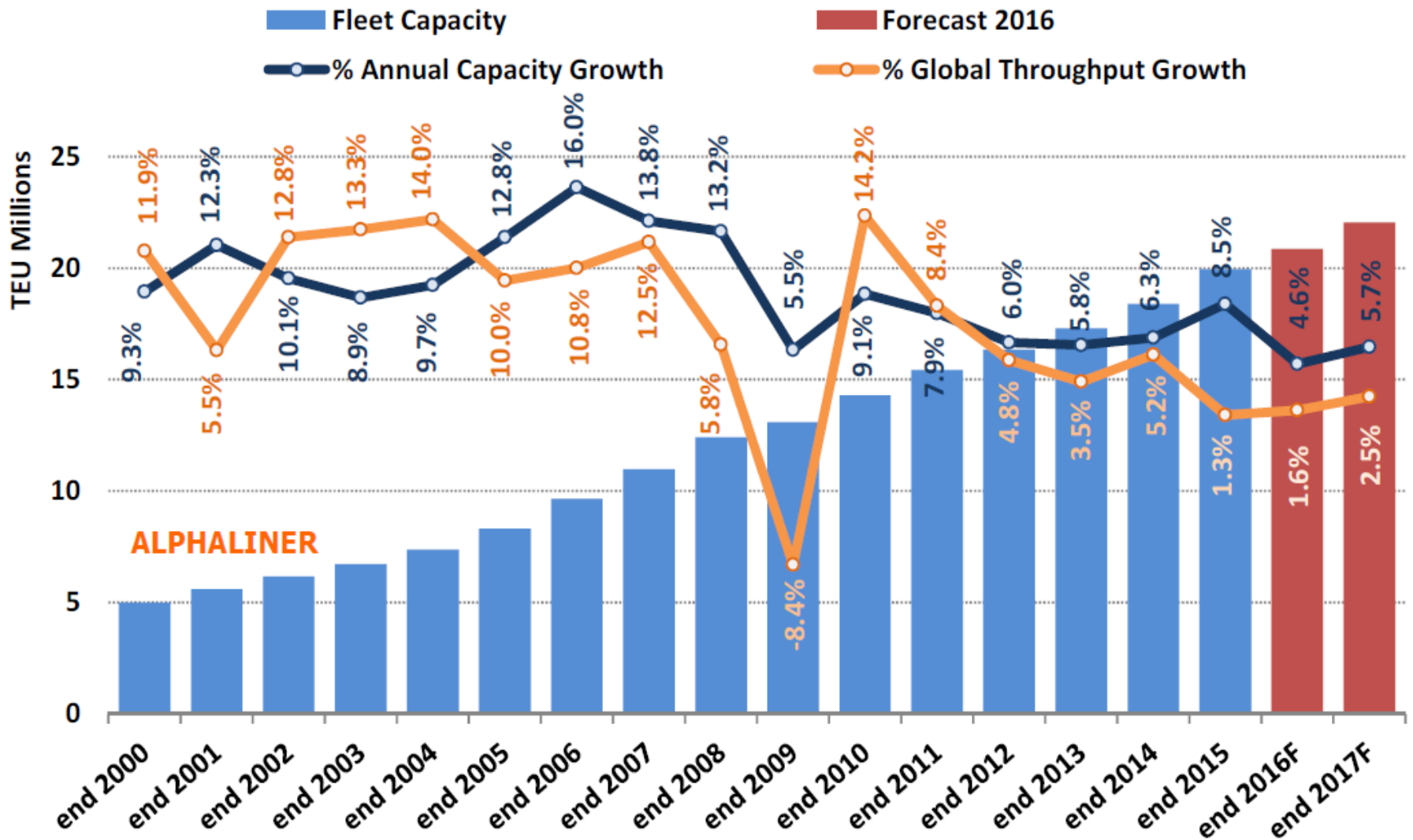
Global		2008	2009	2010	2011	2012	2013	2014	2015	2016F	2017F
<b>Demand:</b>											
Alphaliner demand	Jan16	5.9%	-8.4%	14.3%	8.3%	4.8%	3.5%	5.3%	2.3%	3.3%	4.1%
Bank of America, Merrill Lynch	Jan16			13.6%	8.2%	4.5%	3.7%	5.4%	0.0%	3.6%	3.5%
Barclays	Jul15	3.7%	-8.2%	13.4%	9.7%	6.0%	3.7%	4.5%	5.4%	5.2%	
Citi Bank	Nov15						3.8%	5.3%	3.5%	4.3%	
Clarkson demand	Nov15	5.1%	-8.6%	14.7%	5.8%	3.5%	3.2%	5.4%	1.4%	2.5%	
CLSA	Jan16				3.0%	6.0%	4.4%	4.2%	1.1%	3.6%	4.4%
Credit Suisse	Jan16							5.4%	3.6%	3.2%	
Daiwa	Jan15								5.0%		
Deutsche Bank	Dec15	7.3%	-6.6%	12.8%	5.7%	4.0%	4.5%	5.6%	3.7%	4.0%	4.5%
Drewry demand	Dec15	5.1%	-8.6%	14.7%	5.8%	3.5%	3.2%	5.4%	1.4%	2.5%	
Goldman Sachs	Jun15	3.7%	-11.4%	18.6%	8.7%	4.9%	4.8%	5.3%	5.5%	6.0%	
HSBC	Oct15						5.1%	5.3%	2.3%	3.8%	
J.P. Morgan	Jan16	4.0%	-9.2%	13.1%	7.9%	3.4%	4.5%	6.2%	4.2%	4.6%	5.8%
Jefferies	Jan15						4.5%	5.5%	5.0%		
Macquarie	Jul15		-13.8%	9.1%	-6.1%	-2.5%	-3.7%	0.2%	0.6%	0.4%	
Seabury	Jan16	2.5%	-9.2%	14.0%	6.1%	2.7%	3.2%	5.0%	1.2%	3.6%	4.4%
UBS	Feb16	4.6%	-8.5%	11.8%	7.0%	3.1%	5.1%	5.3%	0.1%	4.2%	4.5%
<b>Average Demand</b>		<b>4.7%</b>	<b>-9.3%</b>	<b>13.6%</b>	<b>5.8%</b>	<b>3.7%</b>	<b>3.6%</b>	<b>5.0%</b>	<b>2.7%</b>	<b>3.7%</b>	<b>4.5%</b>
<b>Supply:</b>											
Alphaliner supply	Jan16	13.2%	5.5%	9.1%	7.9%	6.0%	5.8%	6.3%	8.6%	5.2%	
Bank of America, Merrill Lynch	Jan16			6.8%	7.9%	6.1%	5.8%	6.3%	8.4%	5.4%	4.6%
Barclays	Jul15	12.8%	5.5%	8.4%	7.2%	4.9%	4.7%	5.0%	5.1%	4.8%	
Citi Bank	Nov15						5.8%	6.3%	9.1%	5.4%	
Clarkson supply	Nov15	11.2%	4.8%	8.3%	6.8%	4.9%	4.8%	5.6%	7.1%	4.5%	
CLSA	Jan16				7.9%	5.9%	5.6%	5.8%	8.2%	4.2%	3.8%
Credit Suisse	Jan16							6.3%	8.1%	4.3%	
Daiwa	Jan15								6.4%		
Deutsche Bank	Dec15	13.2%	9.2%	7.9%	8.8%	6.9%	5.7%	5.9%	7.1%	5.3%	
Drewry supply	Dec15	10.5%	4.0%	3.2%	8.7%	4.3%	3.0%	4.9%	8.2%	4.8%	
Goldman Sachs	Jun15	12.8%	5.9%	9.6%	7.9%	5.9%	5.4%	6.5%	7.0%	5.1%	
HSBC	Oct15						3.9%	5.7%	7.9%	6.8%	
J.P. Morgan	Jan16	13.2%	-1.3%	3.0%	7.1%	4.3%	2.6%	4.0%	6.9%	5.2%	5.6%
Jefferies	Jan15		5.6%	9.2%	7.9%	5.9%	5.6%	5.3%	7.2%		
UBS	Feb16	12.1%	5.5%	9.1%	7.6%	5.7%	5.2%	6.0%	7.6%	4.5%	3.9%
<b>Average Supply</b>		<b>12.4%</b>	<b>5.0%</b>	<b>7.5%</b>	<b>7.8%</b>	<b>5.5%</b>	<b>4.9%</b>	<b>5.7%</b>	<b>7.5%</b>	<b>5.0%</b>	<b>4.5%</b>



# New Building Deliveries - Static Slots



# Cellular Fleet Growth vs Global Throughput



# Carriers' Average Vessel Size

Carrier	End 2015		End 2016		End 2017	
	Rank	TEU/vsl	Rank	TEU/vsl	Rank	TEU/vsl
UASC	1	8,996	1	9,884	1	9,884
HMM	2	6,898	2	7,209	2	7,209
APL	3	6,294				
HJN	4	6,139	3	6,150	6	6,150
MOL	5	5,836	5	5,922	4	6,751
KL	6	5,762	8	5,765	9	5,765
CSCCL	7	5,510				
MSC	8	5,501	4	6,049	5	6,224
<b>OOCL</b>	<b>9</b>	<b>5,451</b>	<b>6</b>	<b>5,917</b>	<b>3</b>	<b>6,773</b>
HPL	10	5,409	10	5,468	10	5,553
YML	11	5,367	7	5,792	7	5,792
COSCO	12	5,129	11	5,440	11	5,528
MSK	13	5,121	12	5,183	12	5,462
NYK	14	5,111	9	5,536	8	5,788
EMC	15	4,853	13	5,117	13	5,277
HSDG	16	4,820	14	4,942	14	4,908
Zim	17	4,423	16	4,469	16	4,469
CMA+APL	18	3,941	15	4,478	15	4,623
PIL	19	2,469	17	2,644	17	2,779
WHL	20	2,453	18	2,453	18	2,453
Total		5,095		5,276		5,457



# Management Focus



# OOIL Strategy

- Continue to:
  - Focus on yield
  - Manage costs
- Alliance
- Invest in our industry leading IT system
- Achieve scale with right vessels in right trades
- LBCT Terminal will start operation in 2016
- Continue to grow our logistics business
- Maintain Robust Capital Structure

***- Will remain Best in Class -***



# Disclaimer

The information provided is for reference only and includes data obtained from sources provided by the relevant information provider(s) and is subject to change without notice. Orient Overseas (International) Limited (“OOIL”) and its affiliates, and the concerned information provider(s), make no representation and accept no responsibility as to the accuracy, completeness, timeliness and fitness for a particular purpose and expressly disclaims any liability whatsoever for any loss whatsoever arising from or in reliance upon the whole or any part of the information. This information is neither a recommendation, an offer to buy, sell or trade in nor solicitation of an offer to buy, sell or trade in any investment. It is not intended to be a statement concerning investment, legal, tax, accounting financial or other professional or expert advice and should not be relied upon as such.

The information may include forward-looking statements about the operations, operatives and financial results of OOIL. Such statements are inherently subject to uncertainties arising from a variety of factors.



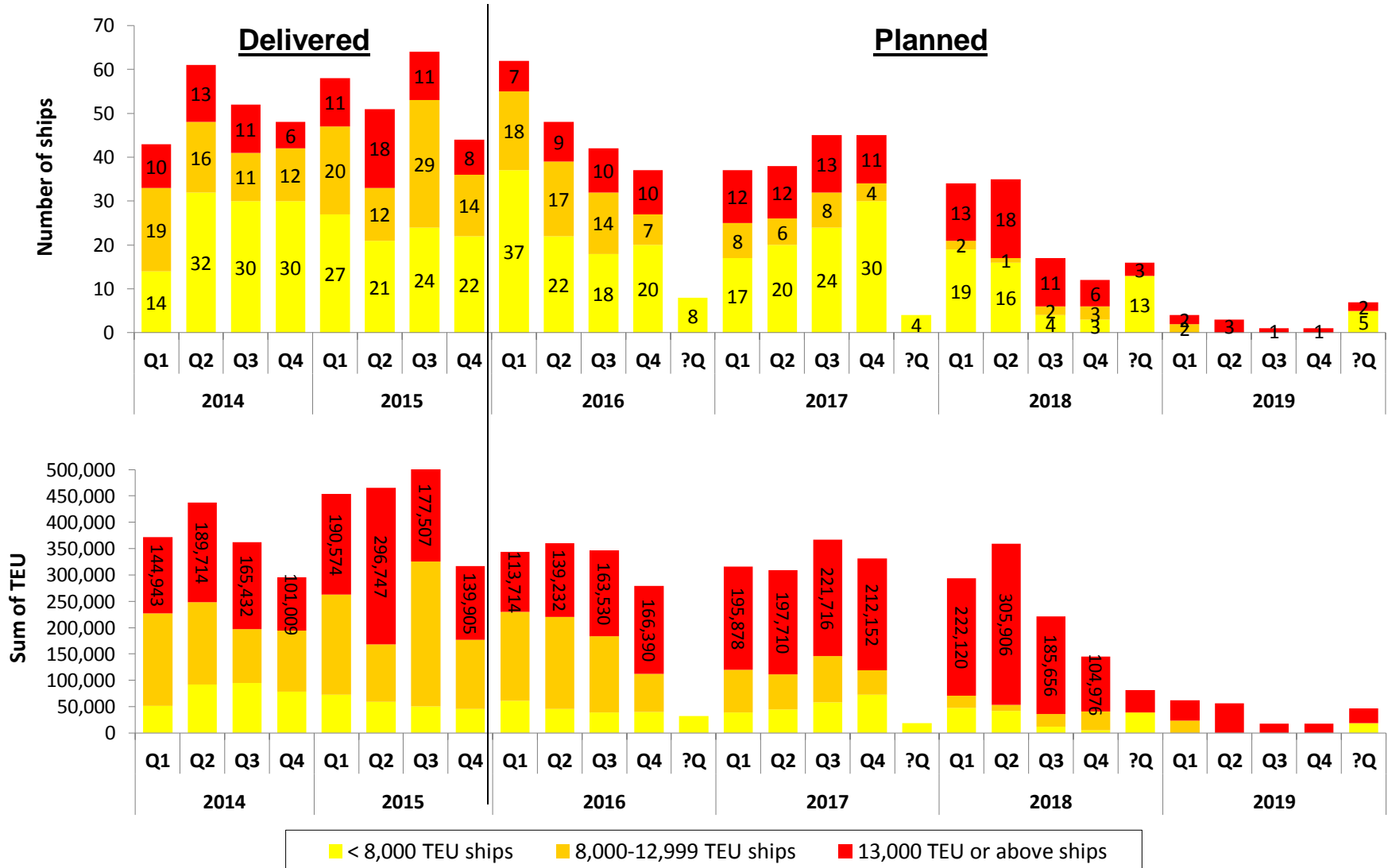
# Supply



# Summary of New Buildings

?Q =undefined quarter

## New building deliveries



Note: Excl options / LOI / intents

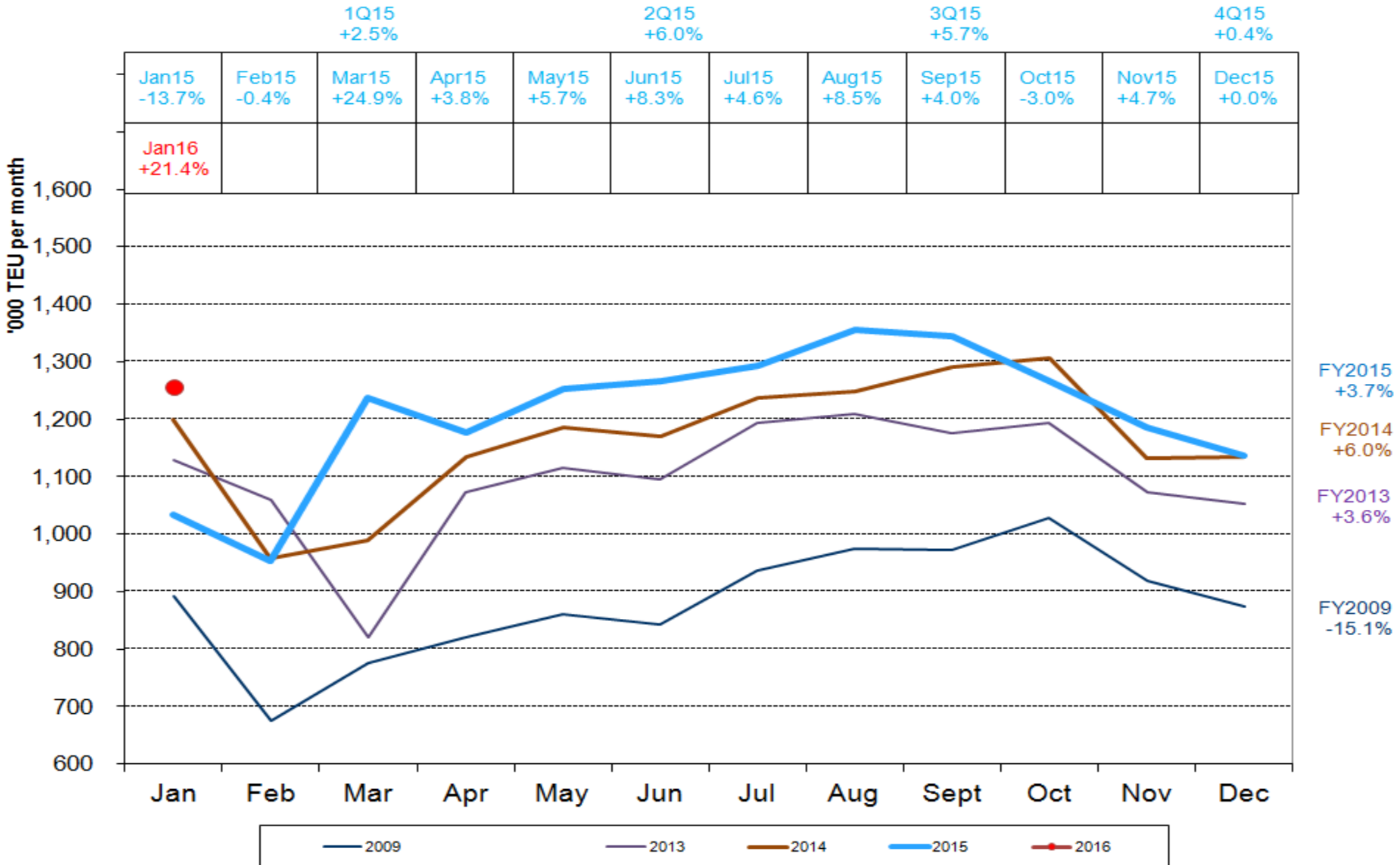
Data source: Alphaliner, Feb 2016

# 2015 Static Supply Review

- 2015 year-end global fleet = 19.9 MM teu
- 2015 static supply growth = 8.5%
- 2015 Deliveries = 1.7 MM teu or 214 vessels
- 2015 Scraping = 0.35 MM teu
- 2015 Idle vessels = 6.8%



# Transpacific Headhaul Demand



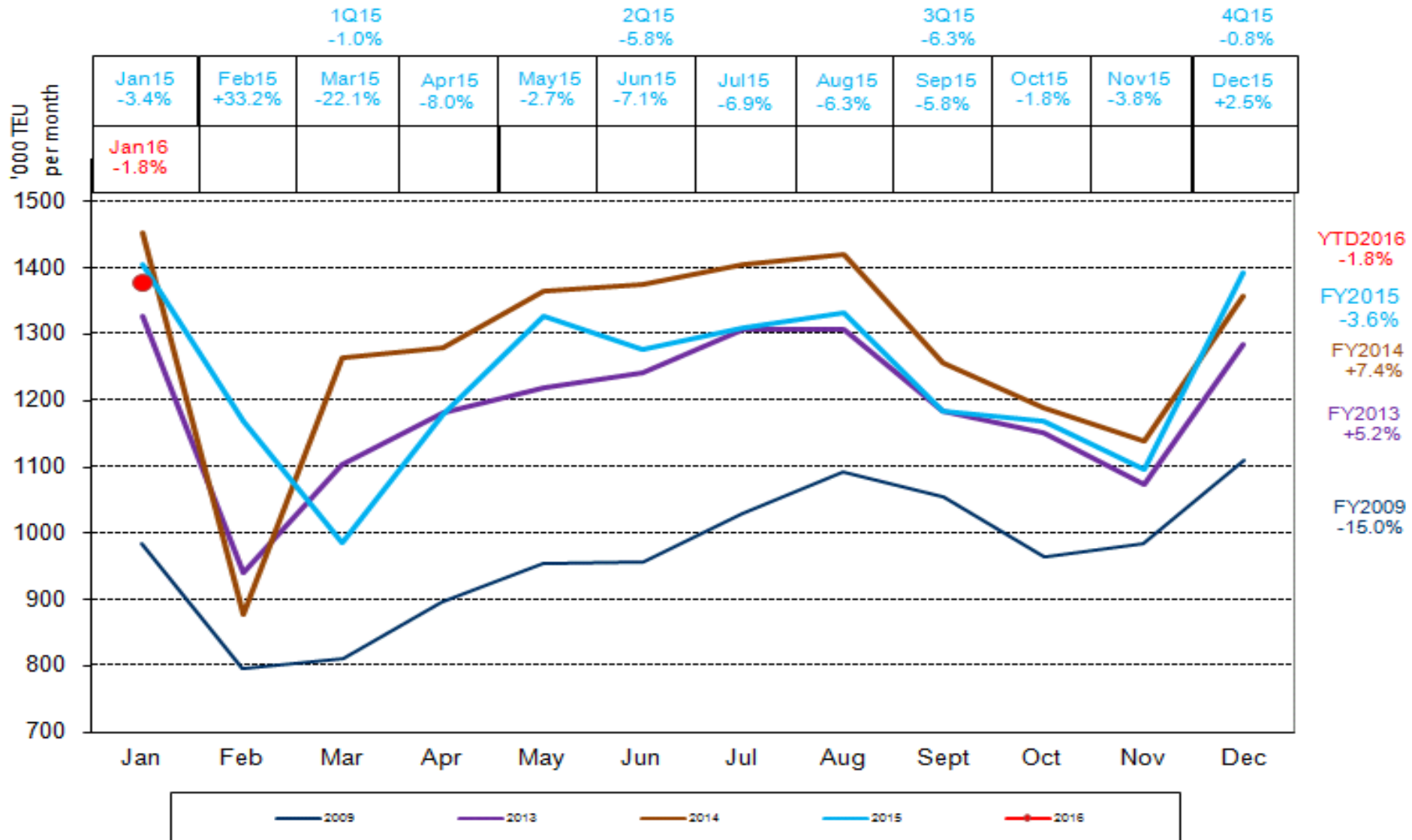
Source: JoC  
Updated 15-Feb-2016

# Transpacific Headhaul Demand

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2009	2010	2011	2012	2013	2014	2015	2016
	thous	thous	thous	thous	thous	thous	thous	thous	thous	vs	vs	vs	vs	vs	vs	vs	vs
	teus	teus	teus	teus	teus	teus	teus	teus	teus	2008	2009	2010	2011	2012	2013	2014	2015
	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
Jan	1,056	893	937	1,058	1,106	1,129	1,199	1,034	1,255	-15.4%	4.9%	13.0%	4.5%	2.1%	6.2%	-13.7%	21.4%
Feb	1,030	676	858	915	838	1,060	958	954		-34.4%	27.0%	6.6%	-8.4%	26.5%	-9.6%	-0.4%	
Mar	<u>900</u>	<u>776</u>	<u>877</u>	<u>874</u>	<u>943</u>	<u>821</u>	<u>990</u>	<u>1,236</u>		<u>-13.8%</u>	<u>13.0%</u>	<u>-0.3%</u>	<u>7.8%</u>	<u>-12.9%</u>	<u>20.6%</u>	<u>24.9%</u>	
1Q	2,985	2,344	2,671	2,847	2,887	3,010	3,146	3,225		-21.5%	13.9%	6.6%	1.4%	4.3%	4.5%	2.5%	
Apr	1,020	821	952	974	1,064	1,073	1,134	1,178		-19.6%	16.0%	2.4%	9.2%	0.9%	5.5%	3.8%	
May	1,108	860	1,061	1,111	1,120	1,115	1,185	1,253		-22.4%	23.3%	4.7%	0.9%	-0.5%	6.3%	5.7%	
Jun	<u>1,027</u>	<u>843</u>	<u>1,162</u>	<u>1,058</u>	<u>1,092</u>	<u>1,096</u>	<u>1,170</u>	<u>1,266</u>		<u>-18.0%</u>	<u>37.9%</u>	<u>-9.0%</u>	<u>3.2%</u>	<u>0.4%</u>	<u>6.7%</u>	<u>8.3%</u>	
2Q	3,156	2,523	3,175	3,143	3,276	3,285	3,489	3,697		-20.0%	25.8%	-1.0%	4.2%	0.3%	6.2%	6.0%	
Jul	1,078	937	1,132	1,065	1,160	1,195	1,237	1,293		-13.1%	20.9%	-6.0%	8.9%	3.0%	3.5%	4.6%	
Aug	1,184	974	1,211	1,160	1,122	1,209	1,248	1,355		-17.8%	24.4%	-4.2%	-3.3%	7.8%	3.2%	8.5%	
Sep	<u>1,108</u>	<u>973</u>	<u>1,120</u>	<u>1,096</u>	<u>1,118</u>	<u>1,175</u>	<u>1,292</u>	<u>1,344</u>		<u>-12.2%</u>	<u>15.2%</u>	<u>-2.2%</u>	<u>1.9%</u>	<u>5.2%</u>	<u>9.9%</u>	<u>4.0%</u>	
3Q	3,371	2,883	3,464	3,321	3,399	3,580	3,777	3,992		-14.5%	20.1%	-4.1%	2.4%	5.3%	5.5%	5.7%	
Oct	1,130	1,028	1,148	1,089	1,096	1,193	1,307	1,267		-9.1%	11.7%	-5.2%	0.7%	8.8%	9.5%	-3.0%	
Nov	959	918	1,061	1,093	1,065	1,072	1,133	1,186		-4.3%	15.6%	3.0%	-2.6%	0.7%	5.7%	4.7%	
Dec	<u>853</u>	<u>875</u>	<u>947</u>	<u>952</u>	<u>1,005</u>	<u>1,053</u>	<u>1,135</u>	<u>1,136</u>		<u>2.6%</u>	<u>8.2%</u>	<u>0.6%</u>	<u>5.6%</u>	<u>4.8%</u>	<u>7.8%</u>	<u>0.0%</u>	
4Q	2,942	2,821	3,156	3,134	3,166	3,319	3,575	3,589		-4.1%	11.9%	-0.7%	1.0%	4.8%	7.7%	0.4%	
FY	12,454	10,572	12,466	12,445	12,728	13,193	13,987	14,503		-15.1%	17.9%	-0.2%	2.3%	3.6%	6.0%	3.7%	
Jan YTD	1,056	893	937	1,058	1,106	1,129	1,199	1,034	1,255	-15.4%	4.9%	13.0%	4.5%	2.1%	6.2%	-13.7%	21.4%



# Asia-Europe Headhaul Demand



Source: CTS  
3-Mar-2016

# Asia-Europe Headhaul Demand

	2009	2010	2011	2012	2013	2014	2015	2016	2009	2010	2011	2012	2013	2014	2015	2016
	thous	thous	thous	thous	thous	thous	thous	thous	vs	vs	vs	vs	vs	vs	vs	vs
	teus	teus	teus	teus	teus	teus	teus	teus	2008	2009	2010	2011	2012	2013	2014	2015
	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
Jan	985	1,112	1,309	1,266	1,328	1,454	1,404	1,378	-19.5%	12.9%	17.7%	-3.3%	4.9%	9.4%	-3.4%	-1.8%
Feb	796	933	846	912	940	877	1,168		-17.9%	17.2%	-9.3%	7.7%	3.1%	-6.7%	33.2%	
<u>Mar</u>	<u>810</u>	<u>1,079</u>	<u>1,178</u>	<u>1,162</u>	<u>1,105</u>	<u>1,265</u>	<u>986</u>		<u>-32.4%</u>	<u>33.2%</u>	<u>9.2%</u>	<u>-1.3%</u>	<u>-4.9%</u>	<u>14.5%</u>	<u>-22.1%</u>	
1Q	2,590	3,123	3,333	3,340	3,373	3,595	3,558		-23.6%	20.6%	6.7%	0.2%	1.0%	6.6%	-1.0%	
Apr	898	1,112	1,181	1,168	1,182	1,279	1,178		-24.6%	23.9%	6.2%	-1.1%	1.2%	8.1%	-8.0%	
May	955	1,147	1,233	1,208	1,220	1,365	1,328		-19.2%	20.1%	7.5%	-2.0%	1.0%	11.8%	-2.7%	
<u>Jun</u>	<u>957</u>	<u>1,161</u>	<u>1,192</u>	<u>1,145</u>	<u>1,243</u>	<u>1,375</u>	<u>1,278</u>		<u>-20.2%</u>	<u>21.3%</u>	<u>2.7%</u>	<u>-4.0%</u>	<u>8.6%</u>	<u>10.6%</u>	<u>-7.1%</u>	
2Q	2,810	3,420	3,606	3,521	3,645	4,019	3,784		-21.4%	21.7%	5.4%	-2.3%	3.5%	10.2%	-5.8%	
Jul	1,031	1,213	1,338	1,183	1,306	1,406	1,309		-17.0%	17.7%	10.3%	-11.7%	10.5%	7.6%	-6.9%	
Aug	1,091	1,238	1,312	1,166	1,308	1,421	1,332		-11.6%	13.4%	6.0%	-11.2%	12.2%	8.6%	-6.3%	
<u>Sep</u>	<u>1,054</u>	<u>1,114</u>	<u>1,132</u>	<u>1,114</u>	<u>1,185</u>	<u>1,257</u>	<u>1,185</u>		<u>-11.2%</u>	<u>5.7%</u>	<u>1.6%</u>	<u>-1.6%</u>	<u>6.3%</u>	<u>6.1%</u>	<u>-5.8%</u>	
3Q	3,176	3,565	3,783	3,462	3,799	4,084	3,825		-13.3%	12.2%	6.1%	-8.5%	9.7%	7.5%	-6.3%	
Oct	965	1,074	1,141	1,045	1,151	1,190	1,169		-12.0%	11.3%	6.2%	-8.4%	10.2%	3.4%	-1.8%	
Nov	985	1,112	1,070	1,009	1,075	1,140	1,096		2.2%	12.9%	-3.8%	-5.7%	6.6%	6.0%	-3.8%	
<u>Dec</u>	<u>1,111</u>	<u>1,196</u>	<u>1,258</u>	<u>1,241</u>	<u>1,286</u>	<u>1,358</u>	<u>1,392</u>		<u>9.9%</u>	<u>7.7%</u>	<u>5.2%</u>	<u>-1.4%</u>	<u>3.7%</u>	<u>5.6%</u>	<u>2.5%</u>	
4Q	3,061	3,382	3,469	3,294	3,512	3,688	3,658		-0.3%	10.5%	2.6%	-5.1%	6.6%	5.0%	-0.8%	
=====																
FY	11,637	13,490	14,191	13,617	14,329	15,386	14,825		-15.0%	15.9%	5.2%	-4.0%	5.2%	7.4%	-3.6%	
Jan YTD	985	1,112	1,309	1,266	1,328	1,454	1,404	1,378	-19.5%	12.9%	17.7%	-3.3%	4.9%	9.4%	-3.4%	-1.8%



Source: CTS  
3-Mar-2016

# Long Beach Container Terminal

A significant investment for the future





**TraPac (MOL)**  
2016: 0.5 x 13,000  
2020: 1 X 13,000  
Automation

**WBCT (YMN)**  
2016: 0.5 x 13,000  
2020: 1 X 13,000

**WBCT (CSCL)**  
1 x 13,000

**STS (EMC)**  
2016: Nil  
2020: 1 x 13,000

**GGG (APL & CMA?)**  
2016: 1 X 13,000  
2020: 2.5 x 13,000

**APMT (MSK)**  
2016: 2 X 13,000  
2020: 3 x 13,000

**CUT (HMM)**

Vincent Thomas Bridge  
13,000 clearance only

**Pier A (MSC)**  
2016: Nil  
2020: 1 x 13,000

**TTI (HJN)**  
2016: 2 x 13,000  
2020: 2 X 13000

MSC 49%  
Will be able to handle 18,000

Current capacity: 7.5 mega ships  
2020 capacity: 17.5 mega ships

Gerald Desmond Bridge  
will be raised to allow 18,000  
to cross

**Matson SSAT (MTN)**  
2016: Nil  
2020: Nil

**LBCT**

2016: 1 X 13,000  
2020: 3 x 13,000

PORT OF LONG BEACH

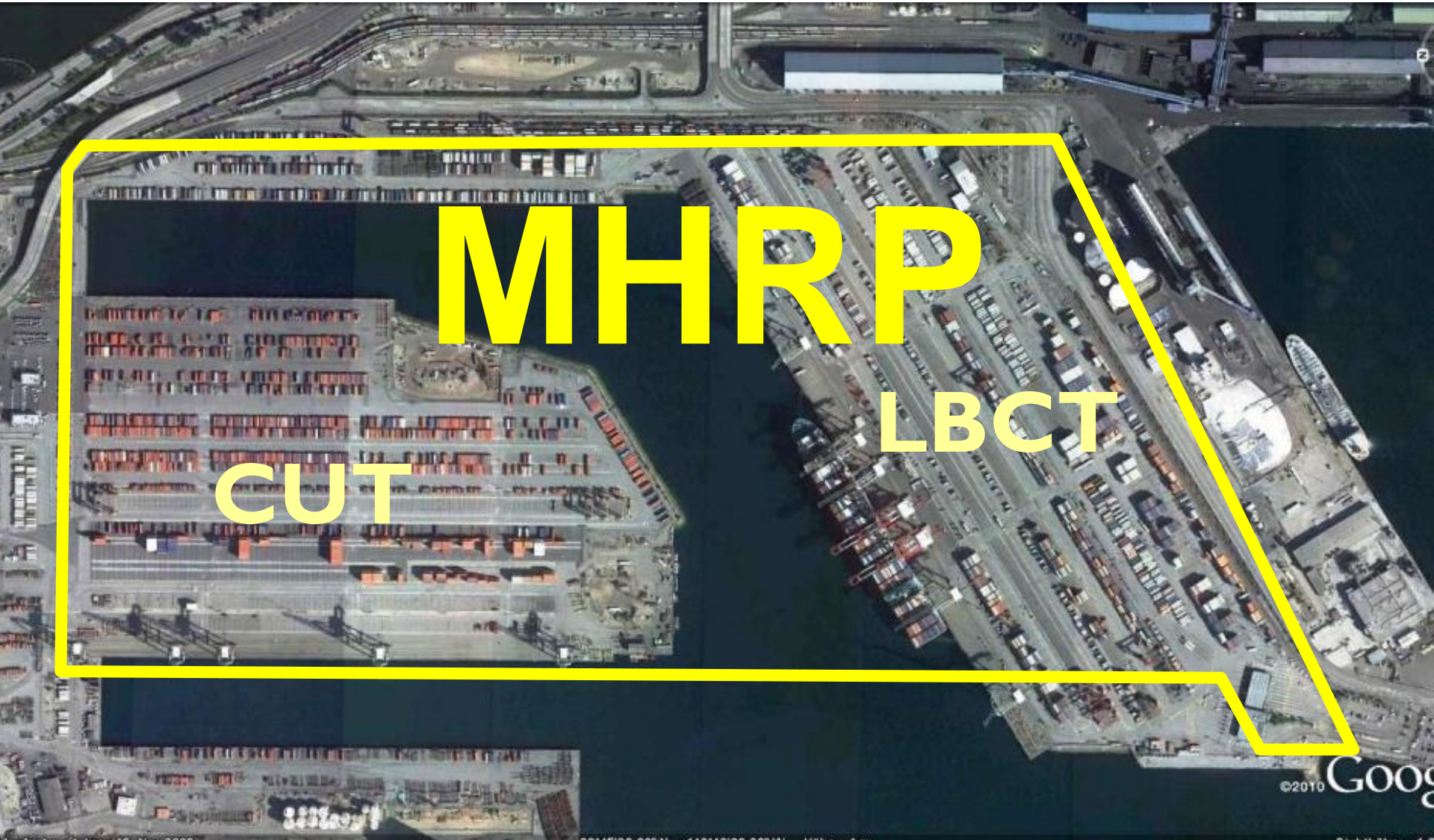
LBCT  
When completed in 2019  
Full automation  
Will be able to handle 18,000

**ITS (KL)**  
2016: 0.5 x 13,000  
2020: 1 X 13,000

**PCT (COSCO)**  
2016: 1 X 13000  
2020: 2 x 13,000

CMA uses this terminal now  
But will get Gateway after  
purchase of APL

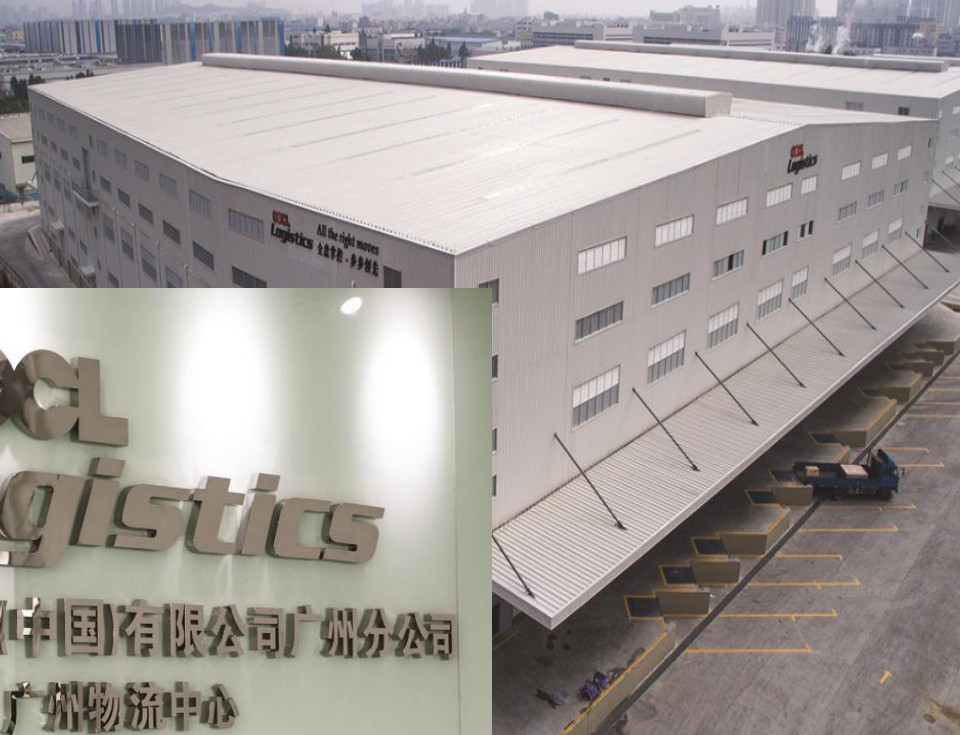
# LBCT+CUT+Sea=MHRP



# Long Beach Container Terminal

4Q 2015	New terminal phase one completion
1H 2016	New terminal phase one testing
2H 2016	Go live – Parallel calls
2018	Phase out of old terminals
2020	Full completion





**OOCL**  
**Logistics**  
东方海外物流(中国)有限公司广州分公司  
广州物流中心



# OOCL Logistics Globally

Europe:  
• 12 offices / sales offices  
• 16 warehouse locations

China  
• 52 offices / sales offices  
• 66 warehouses, 21 locations



USA and Canada  
• 9 offices / sales offices  
• 14 warehouse locations

East Asia, Southeast Asia  
and Australia  
• 41 offices / sales offices  
• 88 warehouse locations

South America (Brazil)  
• 11 agent offices

2014 Geographical Expansion in:  
Central America, Italy



# OOCL Logistics

## Business segments :

- ISCMS
- Freight Forwarding
- Domestic  
Transportation





IT



# IT Investment & Development

## Operational Efficiency

- Shipment transparency
- Realtime Update
- Cross Functional / Cross Regional Sharing

## Data mining and analytics

- Vessel tracking application
- Better yield management
- Superior transshipment handling
- Service Fulfilment

## Forward Looking Planning

- Disruption Handling
- Repo and Sales

## Predictive and Prescriptive

IRIS 1

Data  
Transparency

1997

IRIS-2

Mining and  
Analytics

2002

IRIS 4

Forward  
Planning

2014

2016

Predictive &  
Prescriptive?



# Examples of Cost Saving and Efficiency gain from IT

## *Business Processes:*

- *Simplification* – invoice approval process, vendor management,
- *Standardization* – Biz process standardization/ISO standard
- *Automation* - Auto billing of detention / demurrage, real time correction memo

*Yield Management* – Identify cargo P/L at time of booking, port pair matching

*Equipment management* – Maximize equipment turn round and asset utilization, one way free use of boxes

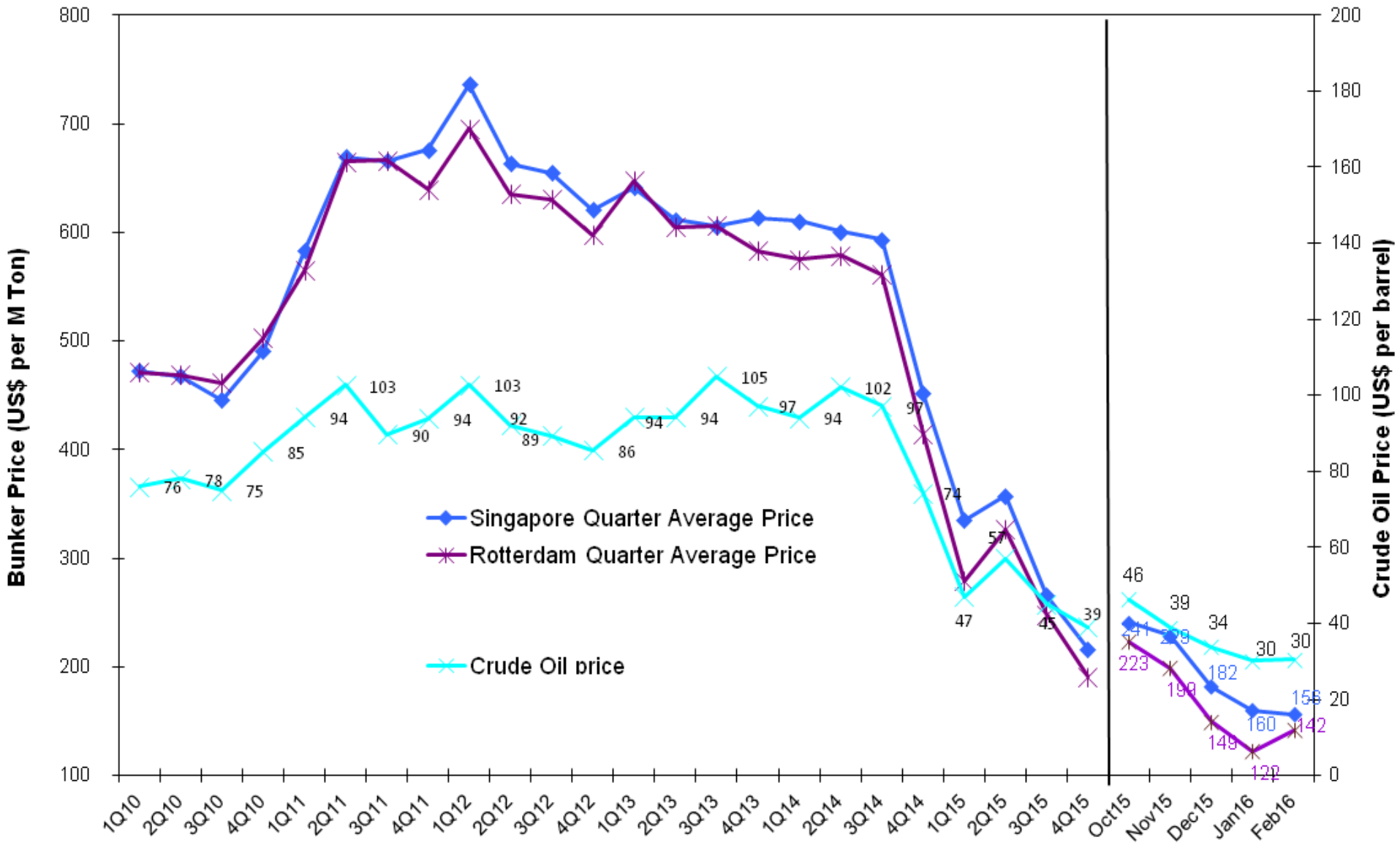
*IT internal out-sourcing* – Back room functions (eg. A/C payable) to the lower cost offices, centralized internal IT support



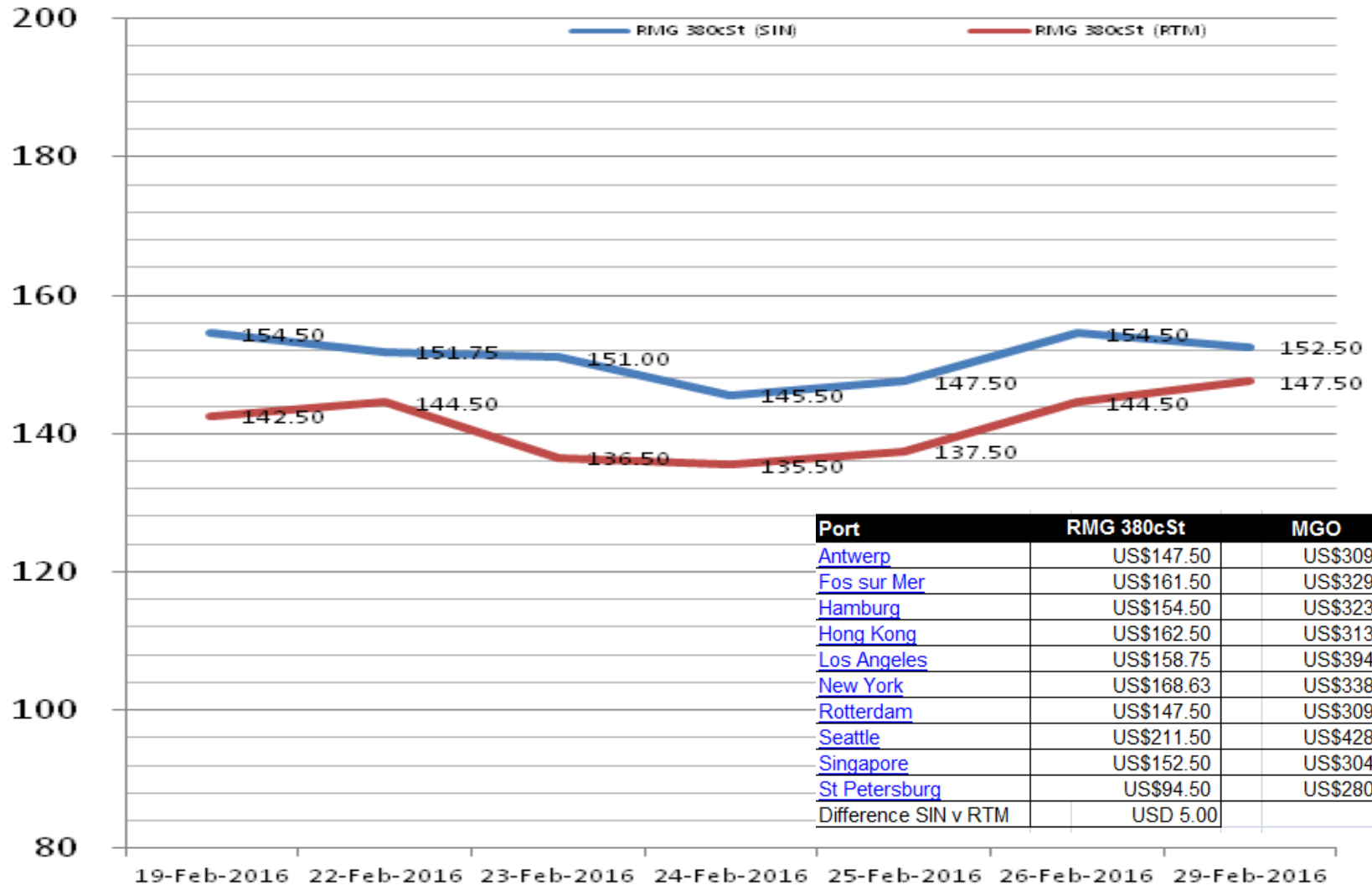
# BUNKER



# Bunker Price – Quarterly and Monthly Avg



# Bunker Price – Past Week



# Disclaimer

The information provided is for reference only and includes data obtained from sources provided by the relevant information provider(s) and is subject to change without notice. Orient Overseas (International) Limited (“OOIL”) and its affiliates, and the concerned information provider(s), make no representation and accept no responsibility as to the accuracy, completeness, timeliness and fitness for a particular purpose and expressly disclaims any liability whatsoever for any loss whatsoever arising from or in reliance upon the whole or any part of the information. This information is neither a recommendation, an offer to buy, sell or trade in nor solicitation of an offer to buy, sell or trade in any investment. It is not intended to be a statement concerning investment, legal, tax, accounting financial or other professional or expert advice and should not be relied upon as such.

The information may include forward-looking statements about the operations, operatives and financial results of OOIL. Such statements are inherently subject to uncertainties arising from a variety of factors.

