COSCO SHIPPING INTERNATIONAL (SINGAPORE) CO., LTD.

AGM/EGM

27 April 2018

Transition to Logistics Business

Disposal of Shipyard Business

Businesses for sale	▪ **51.0% stake in COSCO Shipyard Group Co. Ltd.** ▪ **50.0% stake in COSCO (Nantong) Shipyard Co. Ltd.** ▪ **39.1% stake in COSCO (Dalian) Shipyard Co. Ltd.**
Transaction Consideration	▪ **Aggregate consideration RMB 1,465,822,955 (S$297.1M)**

Aggregate consideration RMB 1,465,822,955 has been received

Transition to Logistics Business

1、Successful Acquisition

Purchased 100% of Cogent shares with S$488M

Transition to Logistics Business

2、Key Points of Acquisition Timeline

- In July, Cogent Logistics was found to be a potential acquisition target
- In early Aug, finance, legal and business consultants to conduct due diligence
- In end Aug, due diligence, valuation, and feasibility studies were completed
- In end Sep, approval was granted and acquisition application was sent
- In Oct, SGX reviewed the acquisition application
- In 3rd Nov, acquisition announcement was made
- On 24th Nov, offer letter was issued to shareholders of Cogent Logistics
- On 2nd Jan, acquisition was finalised and Cogent was delisted from SGX in Mar 2018

Transition to Logistics Business

3、Summary of Cogent Logistics

Cogent Logistics was established in Singapore in 1960 01

02 **Listed on SGX Mainboard on 2010**

The business revenue and operating efficiency of Cogent Logistics have steadily increased 03

Transition to Logistics Business

4、 Summary of Cogent Logistics

Cogent's main businesses are warehousing, container depot, automotive and transportation logistics.

260,000SQM

40,600TEU

80,000TEU

Operating warehouse capacity is about 260,000SQM

Container stacking capacity is about 40,600TEU

Operates more than 100 prime movers and 400 trailers and annual capacity is about 80,000TEU

Business operations include automotive transport, storage, export and haulage

Besides Singapore, the company also operates warehouses and depots in Malaysia

The new chemical logistics project in Jurong Island is progressing steadily as well.

Transition to Logistics Business

4、 Summary of Cogent Logistics

Cogent also owns one of Singapore's largest one-stop integrated centers, Cogent 1.Logistics Hub.

Sky depot
Empty Container Storage

Office Block

6th Storey
Container Surveying and Inspection Area

3rd to 5th Storey
General Warehouse

2nd Storey
NEA-Controlled Warehouse

1st Storey
Flammable Material / NEA-Controlled Warehouse / General Warehouse

Transition to Logistics Business

5、 Successful Acquisition

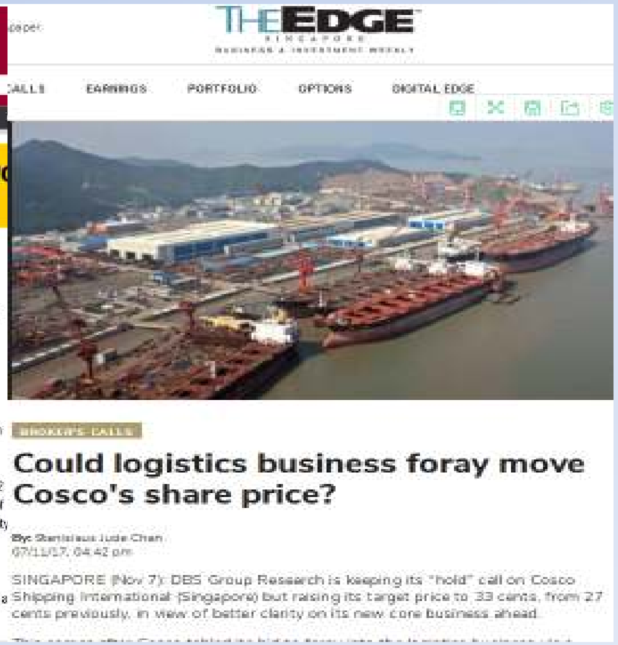
Purchased 40% of PT Ocean shares using S$13.95M

PT Ocean is a logistics company which was established in Indonesia in 1994

Transition to Logistics Business

6、Media Response to Acquisition Announcement

✓ **Through acquisitions, COSCO SHIPPING International (Singapore) has transformed into a locally listed logistics company**



Transition to Logistics Business

7、Market Response to Acquisition Announcement

5th May 2017:
1. Announcement of Q1FY2017 financial results
2. Announce the signing of sales agreement of equity interests of the three shipbuilding subsidiaries with the Group

4th Aug 2017:
1. Announcement of acquisition of 40% stake in PT Ocean Global Shipping
2. Announcement of Q2FY2017 financial results

24th Nov 2017:
Offer letter was sent to Cogent shareholders

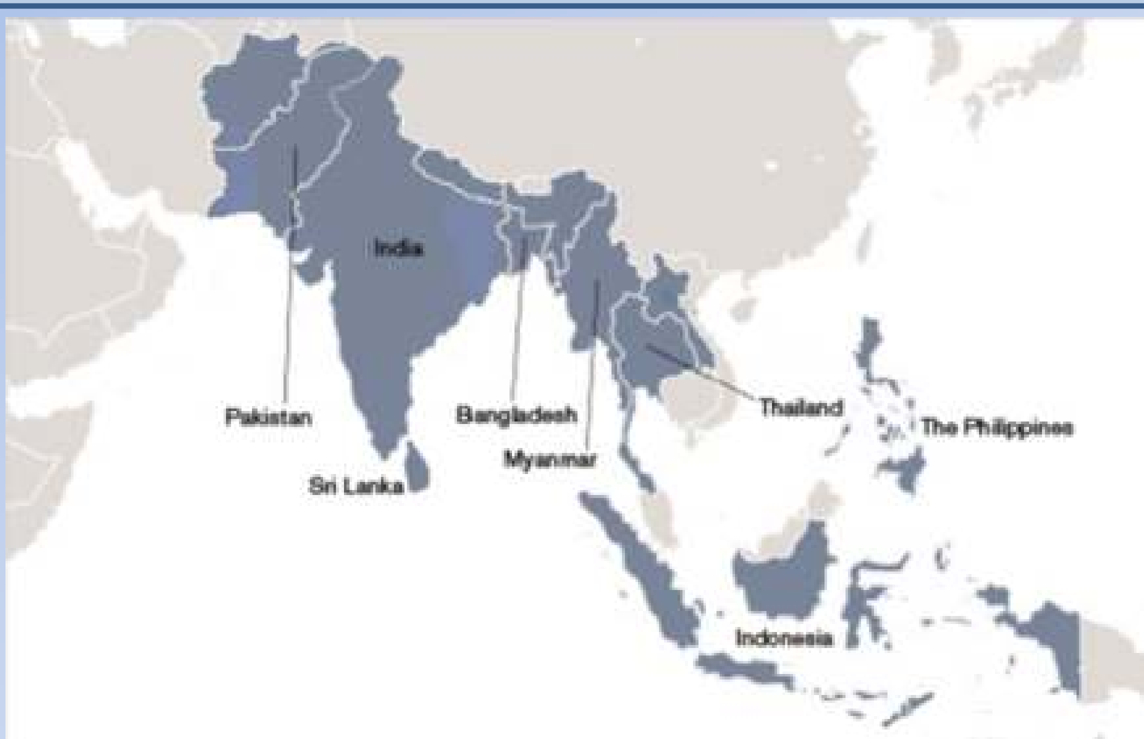
30th Aug 2017:
Shareholders' Meeting: Shareholders approved the sale of shipbuilding subsidiaries announced on 5th May 2017

3rd Nov 2017:
1. Limited 100% share announcement of Q3FY2017 financial results
2. Announce the signing of purchase agreement with PT Ocean Global Shipping
3. Announce the acquisition of Cogent

Future Strategy

1、Strong Positioning of the Company

With restructuring through acquisitions and investments, our company will expand our logistics network in South and South-East Asia.



Future Strategy

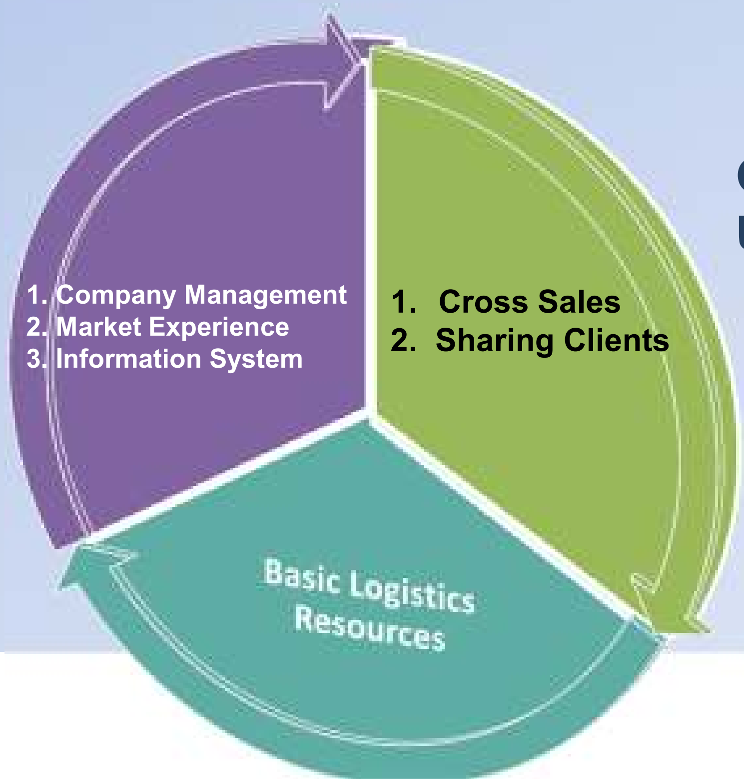
2、Comprehensive and Intensive Growth of Regional Logistics Network

- Growth of Locally Listed Logistics Business
- Nurture Regional Logistics Businesses

1 Partnership Considerations with Strategic and Profitable Businesses

2 Coordinating Balanced Investments with Varying Order and Magnitudes

COGENT HOLDINGS LIMITED



Group Business Unit

Regional Logistics Businesses

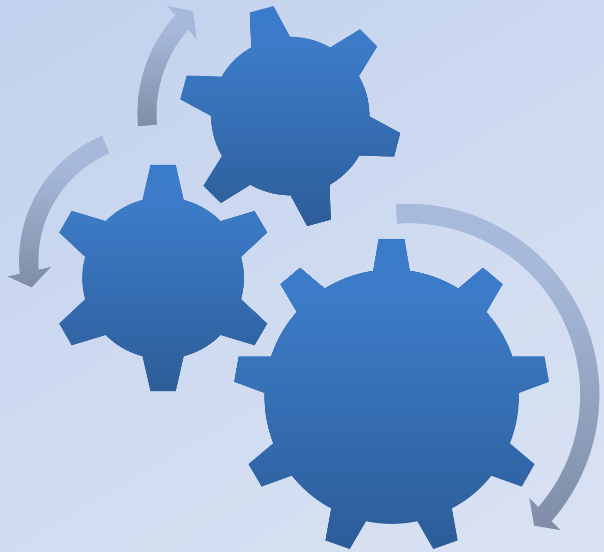
COSCO SHIPPING

Future Strategy

3、Synergised Development to Enhance Regional Logistics Capabilities

- SYNERGY BETWEEN COGENT LOGISTICS AND GROUP OPERATIONS
- CROSS SALES TO INCREASE SERVICE OFFERING
- COOPERATE TO CREATE ONE STOP LOGISTICS SOLUTIONS PROVIDER

- GROWTH OF CUSTOMER BASE
- ENHANCE CUSTOMER VALUE CREATION



Future Strategy

COSCO SHIPPING International (Singapore) is developing into the market leader for integrated logistics solutions in South and South-East Asia.

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