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中國國際海運集裝箱（集團）股份有限公司

**CHINA INTERNATIONAL MARINE CONTAINERS (GROUP) CO., LTD.**

*(a joint stock company incorporated in the People's Republic of China with limited liability)*

**(Stock Code: 2039)**

### **Third Quarterly Report of 2018**

This announcement is published simultaneously in Mainland China and Hong Kong. This announcement is published by China International Marine Containers (Group) Co., Ltd. (the “**Company**”) in Mainland China pursuant to the Rules Governing the Listing of Stocks on the Shenzhen Stock Exchange (2018 revision) and is announced pursuant to Rule 13.09(2)(a), Rule 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Hong Kong Listing Rules**”) and the Inside Information Provisions (as defined under the Hong Kong Listing Rules) set out in Part XIVA of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong).

#### **1 IMPORTANT NOTICE**

- 1.1 The board of directors (the “**Board**”), the supervisory committee and the directors, supervisors and senior management of the Company warrant that the information contained in the Third Quarterly Report of 2018 (the “**Report**”) is true, accurate and complete and there are no misrepresentation, misleading statements or material omissions, and severally and jointly accept legal responsibility.
- 1.2 The Report was approved at the 21st meeting of the eighth session of the Board of the Company in 2018. The Company currently has eight directors and all eight directors attended the meeting.
- 1.3 The financial statements of the Company and its subsidiaries (the “**Group**”) were prepared in accordance with China Accounting Standards for Business Enterprises. The financial statements in the Report are unaudited.
- 1.4 Mr. Wang Hong, Chairman of the Company, Mr. Mai Boliang, CEO and President, and Mr. Zeng Han, the person in charge of accounting affairs and the head of accounting department (the general manager of the financial department), warrant the truthfulness, accuracy and completeness of the Report and the financial statements in the Report.
- 1.5 The Reporting Period (the “**Reporting Period**”) or “**the Period**” in this report refers to the three months starting from 1 July 2018 and ended on 30 September 2018.

- 1.6 In the Report, RMB ordinary shares (A Shares) refer to the domestic ordinary shares with a nominal value of RMB1.00 each in the share capital of the Company, which are listed on the Shenzhen Stock Exchange and traded in RMB, and overseas-listed foreign shares (H Shares) refer to the overseas-listed foreign shares with a nominal value of RMB1.00 each in the share capital of the Company, which are listed on the Hong Kong Stock Exchange and traded in Hong Kong dollars.
- 1.7 The Report is published in English and Chinese. In the event of any inconsistency between the two versions, the Chinese version shall prevail.

## 2 KEY FINANCIAL INFORMATION AND CHANGE IN SHAREHOLDERS

### 2.1 Key accounting data and financial indicators

During the Reporting Period, whether the Company needs to make retrospective adjustment to or restate the accounting data of previous years

☐ Yes ☒ No

*Unit: RMB thousand*

|                                                                                           | As at the end of the<br>Reporting Period<br>(30 September 2018) | As at the<br>end of last year<br>(31 December<br>2017) | Changes from the end<br>of last year to the end<br>of the Reporting<br>Period (%) |
|-------------------------------------------------------------------------------------------|-----------------------------------------------------------------|--------------------------------------------------------|-----------------------------------------------------------------------------------|
| Total assets                                                                              | 149,693,008                                                     | 130,604,379                                            | 14.62%                                                                            |
| Net assets attributable to shareholders and other<br>equity holders of the parent company | 32,324,639                                                      | 32,460,927                                             | (0.42)%                                                                           |

  

|                                                                                                                                              | The Reporting<br>Period<br>(July to<br>September 2018) | Changes from the<br>corresponding<br>period last year to<br>the Reporting<br>Period (%) | From the<br>beginning of the<br>year to the end<br>of the Reporting<br>Period<br>(January to<br>September 2018) | Changes from<br>the<br>corresponding<br>period last year<br>to the period<br>from the<br>beginning of the<br>year to the end<br>of the Reporting<br>Period (%) |
|----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Revenue                                                                                                                                      | 23,345,749                                             | 13.46%                                                                                  | 66,906,147                                                                                                      | 23.99%                                                                                                                                                         |
| Net profit attributable to shareholders<br>and other equity holders of the parent<br>company                                                 | 1,351,649                                              | 163.75%                                                                                 | 2,317,046                                                                                                       | 76.96%                                                                                                                                                         |
| Net profit attributable to shareholders<br>and other equity holders of the parent<br>company after deducting non-recurring<br>profit or loss | 435,662                                                | (16.15%)                                                                                | 1,155,678                                                                                                       | (16.54%)                                                                                                                                                       |
| Net cash flows from operating activities                                                                                                     | 879,538                                                | (79.55%)                                                                                | 23,299                                                                                                          | (99.36%)                                                                                                                                                       |
| Basic earnings per share (RMB/share)                                                                                                         | 0.4528                                                 | 177.28%                                                                                 | 0.7590                                                                                                          | 81.28%                                                                                                                                                         |
| Diluted earnings per share (RMB/share)                                                                                                       | 0.4512                                                 | 177.83%                                                                                 | 0.7561                                                                                                          | 81.28%                                                                                                                                                         |
| Weighted average return on net assets (%)                                                                                                    | 4.29%                                                  | 2.56%                                                                                   | 7.17%                                                                                                           | 2.68%                                                                                                                                                          |

## Non-recurring profit/loss items and amount

☒ Applicable    ☐ Not Applicable

Unit: RMB thousand

| Item                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Amount from the beginning of the year to the end of the Reporting Period (January to September 2018) |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|
| Gain/(loss) from disposal of non-current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 1,412,622                                                                                            |
| Government grants recognised in profit or loss for the current period                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 176,644                                                                                              |
| Profit or losses from changes in fair value arising from holding financial assets at fair value the changes of which are included in profit or loss for the current period and financial liabilities at fair value the changes of which are included in profit or loss for the current period, and investment gains arising from disposal of financial assets at fair value the changes of which are included in profit or loss for the current period, financial liabilities at fair value the changes of which are included in profit or loss for the current period and available-for-sale financial assets, and gains or losses from changes in fair values of investment properties subsequently measured at fair value, except for the effective hedging activities relating to the Group's ordinary activities | (40,227)                                                                                             |
| Net gains/(losses) from disposal of long-term equity investments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 116,050                                                                                              |
| Other non-operating income and expenses other than the above items                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 74,117                                                                                               |
| Other profit/loss items defined as non-recurring profit/loss items                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | (159,116)                                                                                            |
| Less:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                      |
| Effect of income tax                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | (366,805)                                                                                            |
| Effect of minority interests (after tax)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | (51,917)                                                                                             |
| Total                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <u><u>1,161,368</u></u>                                                                              |

Give reasons whenever the Company categorises non-recurring profit/loss items as defined under the Explanatory Announcement No.1 on Information Disclosure by Companies Offering Securities to the Public – Non-Recurring Profit or Loss (the “**Explanatory Announcement No.1**”) and non-recurring profit/loss items listed under the Explanatory Announcement No.1 as recurring profit/loss items.

☐ Applicable    ☒ Not Applicable

There are no non-recurring profit/loss items as defined or listed under the Explanatory Announcement No.1 being defined as recurring profit/loss items by the Company during the Reporting Period.

## 2.2 Total number of shareholders and the shareholdings of the top ten shareholders as at the end of the Reporting Period

Total number of shareholders of ordinary shares as at the end of the Reporting Period: The Company had a total of 87,186 shareholders, including 87,173 holders of A Shares and 13 holders of H Shares.

Total number of shareholders of preference shares that resumed voting rights (if any) as at the end of the Reporting Period: Nil

*Unit: Shares*

### Shareholdings of top ten shareholders of ordinary shares as at the end of the Reporting Period

| Name of shareholders                                                                                                      | Nature of shareholders                | Percentage of shareholding | Number of shares held | Number of shares with selling restrictions held | Pledged or frozen shares | Number |
|---------------------------------------------------------------------------------------------------------------------------|---------------------------------------|----------------------------|-----------------------|-------------------------------------------------|--------------------------|--------|
| HKSCC Nominees Limited (Note 1)                                                                                           | Foreign legal person                  | 57.84%                     | 1,726,562,998         | –                                               | –                        | –      |
| COSCO Container Industries Limited (Note 2)                                                                               | Foreign legal person                  | 14.48%                     | 432,171,843           | –                                               | –                        | –      |
| China Securities Finance Corporation Limited                                                                              | State-owned legal person              | 2.37%                      | 70,799,672            | –                                               | –                        | –      |
| Central Huijin Asset Management Ltd.                                                                                      | State-owned legal person              | 1.27%                      | 37,993,800            | –                                               | –                        | –      |
| Zhong Ou Fund – Agricultural Bank – Zhong Ou China Securities and Financial Assets Management Program                     | Domestic non-state-owned legal person | 0.31%                      | 9,252,400             | –                                               | –                        | –      |
| ICBC Credit Suisse Fund – Agricultural Bank – ICBC Credit Suisse China Securities and Financial Assets Management Program | Domestic non-state-owned legal person | 0.31%                      | 9,211,800             | –                                               | –                        | –      |
| Dacheng Fund – Agricultural Bank – Dacheng China Securities and Financial Assets Management Program                       | Domestic non-state-owned legal person | 0.31%                      | 9,150,300             | –                                               | –                        | –      |
| Yinhua Fund – Agricultural Bank – Yinhua China Securities and Financial Assets Management Program                         | Domestic non-state-owned legal person | 0.30%                      | 9,094,100             | –                                               | –                        | –      |
| E Fund – Agricultural Bank – E Fund China Securities and Financial Assets Management Program                              | Domestic non-state-owned legal person | 0.30%                      | 9,035,599             | –                                               | –                        | –      |
| Bosera Funds – Agricultural Bank -Bosera China Securities and Financial Assets Management Program                         | Domestic non-state-owned legal person | 0.30%                      | 8,998,000             | –                                               | –                        | –      |

Shareholdings of top ten shareholders of ordinary shares without selling restrictions as at the end of the Reporting Period

Number of

Name of shareholders

## **2.3 Total number of shareholders of preference shares and shareholding of the top ten shareholders of preference shares**

☐ Applicable    ☒ Not Applicable

## **3 SIGNIFICANT EVENTS**

### **3.1 Changes in major financial data and financial indicators of the Company during the Reporting Period and the reasons**

For the first three quarters of 2018, the Sino-US trade frictions emerged, global economic and trade activities faced many uncertainties, but global economy maintained steady growth, in particular, the economic fundamentals of the United States were strong. Global container trading and China's export growth were not significantly impacted, China's overall economic operation still see a stable and positive trend. For the period from January to September 2018, the Group recorded revenue of RMB66,906 million (the corresponding period of last year: RMB53,963 million), representing a year-on-year increase of 23.99%; net profit attributable to shareholders and other equity holders of the parent company of RMB2,317 million (the corresponding period of last year: RMB1,309 million), representing a year-on-year increase of 76.96%; and basic earnings per share of RMB0.7590 per share (the corresponding period of last year: RMB0.4187 per share), representing a year-on-year increase of 81.28%.

For the first three quarters of 2018, although the Sino-US trade frictions continued to escalate, the impact on US import demand was not large. The steady increase in the volume of shipments drove the growth in demand for containers, and customers continued to maintain strong procurement demand for new containers. For the period from January to September 2018, the container manufacturing business of the Group recorded revenue of RMB24,625 million (the corresponding period of last year: RMB18,029 million), representing a year-on-year increase of 36.58%; the total sales of dry containers reached 1,208,000 TEUs (the corresponding period of last year: 969,300 TEUs), representing a year-on-year increase of 24.63%; and the total sales of reefer containers reached 116,200 TEUs (the corresponding period of last year: 67,300 TEUs), representing a year-on-year increase of 72.66%.

For the first three quarters of 2018, in China, although the replacement of logistics semi-trailer products slowed down, orders grew substantially in the car carrier market which affected by policies of domestic control of vehicle overloading. At the same time, steady growth of investment in fixed assets (including infrastructure) and increased demand for real estate drove the demand for engineering construction vehicles. In the overseas market, the US economy grew strongly, and there was strong demand for marine skeletal trailers; the overall economic performance of Europe was good; emerging markets had bid farewell to the high-speed growth period supported by the oil economy and commodity trade, market uncertainties increased, and local political and financial risks increased. For the period from January to September 2018, the revenue of the road transportation vehicle business of the Group was RMB17,618 million (the corresponding period of last year: RMB14,655 million), representing a year-on-year increase of 20.21%.

For the first three quarters of 2018, by virtue of the increasing international oil prices and the favorable policies of the Chinese government, the market demand for the energy equipment and engineering, chemical equipment and liquid food equipment and engineering businesses of the Group's subsidiary CIMC Enric Holdings Limited ("**CIMC Enric**") continued to

For the first three quarters of 2018, the airport facilities equipment business of the Group achieved revenue of RMB2,824 million (the corresponding period of last year: RMB1,928 million), representing a year-on-year increase of 46.45%. Of which:(1) The airport facilities equipment business: domestic business gained steady growth, and the expansion and production base construction plan of advancing into the US market has been steadily proceeding. The research and development work of the unmanned boarding bridges technology made progress in an orderly manner. The bridge loading and other boarding bridge ancillary product businesses also gained steady growth. In terms of GSE (Ground Support Equipment) business, the design and trial production of the electric-powered two-way shuttle ferries have been completed and put into market. The manufacturing of food vehicles and lifting platform vehicles has gradually been moved to China, thereby further improving product quality and securing on-time delivery. (2) The fire and rescue vehicle business: Albert Ziegler GmbH was in the process of establishing a factory in Croatia to reduce manufacturing costs in a reasonable manner. For the domestic market, while the fire and rescue vehicle business is growing steadily, the focus is on the development of the aerial lift truck market and the active deployment of a strategy covering product lines and areas through two dimensions. (3) The automated logistics systems business: benefitting from core technologies including automated sorting, the integrating capacity of logistics systems has seen enhancement. Orders from airport, express delivery and e-commerce segments were secured. Meanwhile, the business strengthened optimisation and integration of its internal resources, lowered costs and raised efficiency, thereby further enhancing profit levels. (4) The smart parking business: during the Reporting Period, the new energy multi-storey public car park for buses was the first to obtain certification in China and the Group has been steadily proceeding with Shenzhen pilot projects.

For the first three quarters of 2018, the industrial city development business of the Group achieved revenue of RMB226 million (the corresponding period of last year: RMB375 million), representing a year-on-year decrease of 39.77%. The decrease in revenue was due to the confirmation time of deliveries for the current year was primarily concentrated in the fourth quarter, and the decrease in areas sold that have been delivered and recognised as revenue during the Reporting Period. During the Reporting Period, multiple projects were progressing smoothly, Paotuan Land Parcel in Qilin District, Qujing City was successfully acquired in cooperation with Country Garden in August. Eight land parcels for mixed commercial and residential use and for commercial use only at Unit 02 of Luomei Jiayuan in Shanghai were acquired in September. On 21 March, the foundation for Qianhai CIMC pre-initiation project (first phase) has been laid out and a groundbreaking ceremony for Qianhai CIMC pre-initiation project was held on 30 September. Shenzhen Shekou Prince Bay Project was put to a public tender process on 31 August 2018, the Company's subsidiary submits its bid during the public tender process.

For the first three quarters of 2018, the financial business of the Group achieved revenue of RMB1,605 million (the corresponding period of last year: RMB1,735 million), representing a year-on-year decrease of 7.52%. the Group's subsidiary CIMC Finance Co., Ltd. (“**CIMC Finance Company**”) further adhered to its principle of serving the people and adopted customer orientation approach, thereby achieving deep integration with the industry. Additional financial investment of over RMB9,860 million was made in the first three quarters and provided an increasing diversity of financial products. In July 2018, CIMC Finance Company was granted the qualifications of trading in derivatives on behalf of customers, which effectively lowered the Group's costs associated with foreign exchange transactions, amplified the synergy effect of the industry and expanded the credit business for buyers, thereby enhancing the comprehensive competitive edges of the Group in terms of industrial development. With the economic growth in the People's Republic of China (“**PRC**”) slowed down in the first three quarters of 2018, the downside pressure increased. Amid the complex and changing financial situations, CIMC Financial Leasing Co., Ltd. further deepened the coordination of operation and finance, explored the operating model of specialised subsidiaries with pilot projects, continued to strengthen the risk management, optimised the structure of customer base and improved asset quality. The overall operations remained safe and sound.

### Material changes and the reasons

*Unit: RMB thousand*

| Assets and liabilities items                          | 30 September 2018 | 31 December 2017 | Percentage change | Reasons for the material changes                                                                               |
|-------------------------------------------------------|-------------------|------------------|-------------------|----------------------------------------------------------------------------------------------------------------|
| Advances to suppliers                                 | 3,215,753         | 2,147,721        | 49.73%            | Mainly due to the increase of prepayments for the procurement of raw materials in the current period.          |
| Contract assets                                       | 1,855,388         | –                | –                 | Mainly due to implementation of remeasurement under the new revenue standards.                                 |
| Financial assets at fair value through profit or loss | –                 | 318,534          | –                 | Mainly due to implementation of reclassification under the new accounting standards for financial instruments. |
| Available-for-sale financial assets                   | –                 | 441,581          | –                 | Mainly due to implementation of reclassification under the new accounting standards for financial instruments. |
| Other debt investments                                | 30,352            | –                | –                 | Mainly due to implementation of reclassification under the new accounting standards for financial instruments. |

| <b>Assets and liabilities items</b>     | <b>30 September 2018</b> | <b>31 December 2017</b> | <b>Percentage change</b> | <b>Reasons for the material changes</b>                                                                                          |
|-----------------------------------------|--------------------------|-------------------------|--------------------------|----------------------------------------------------------------------------------------------------------------------------------|
| Investments in other equity instruments | 1,041,417                | –                       | –                        | Mainly due to implementation of reclassification and remeasurement under the new accounting standards for financial instruments. |
| Other non-current                       |                          |                         |                          |                                                                                                                                  |

## 3.2 Progress and impacts of significant events and the analysis of solutions

### 3.2.1 Progress of significant events during and after the Reporting Period

- (1) On 31 May 2016, the Resolution Regarding the Registration and Issuance of Medium-Term Notes (including perpetual medium-term notes) and Super & Short-term Commercial Papers in the PRC was approved at the 2015 annual general meeting of the Company, approving the issuance by the Company of super & short-term commercial papers with a size of not more than RMB15 billion. On 21 June 2016, the Company made an application for registration to the National Association of Financial Market Institutional Investors, and received the Notice of Acceptance of Registration (Zhong Shi Xie Zhu No. [2016] SCP206) issued by the National Association of Financial Market Institutional Investors on 28 July 2016. On 20 June 2018, the Company completed the issuance of the first tranche of the super & short-term commercial papers of the Company for 2018 (the “**Tranche I Super & Short-term Commercial Papers**”) with issuance amount of RMB1 billion and annual interest rate of 4.3%. The proceeds raised from the Tranche I Super & Short-term Commercial Papers were fully received on the same day. On 3 July 2018, the Company completed the issuance of the second tranche of the super & short-term commercial papers of the Company for 2018 (the “**Tranche II Super & Short-term Commercial Papers**”) with issuance amount of RMB1 billion and annual interest rate of 4.25%. The proceeds raised from the Tranche II Super & Short-term Commercial Papers were fully received on the same day. On 11 July 2018, the Company completed the issuance of the third tranche of the super & short-term commercial papers of the Company for 2018 (the “**Tranche III Super & Short-term Commercial Papers**”) with issuance amount of RMB2 billion and annual interest rate of 4.10%. The proceeds raised from the Tranche III Super & Short-term Commercial Papers were fully received on the same day. The proceeds from all three tranches of super & short commercial papers have all been used to supplement the Company’s working capital. The first tranche and second tranche of super & short-term commercial papers were due on 23 October 2018. The Company has completed the repayment of the first tranche and second tranche of super & short-term commercial papers on the maturity date, with the principal and interests being RMB1,014,726,027.40 and RMB1,013,041,095.89, respectively. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC]2016-033, [CIMC]2018-054, [CIMC]2018-055, [CIMC]2018-057 and [CIMC]2018-093) on 1 June 2016, 20 June 2018, 3 July 2018, 11 July 2018 and 23 October 2018, as well as the relevant announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (2) Shenzhen Southern CIMC Containers Manufacture Co., Ltd., CIMC Modern Logistics Development Co., Ltd. (“**CIMC Logistics**”), being wholly-owned subsidiaries of the Company, as well as Shenzhen CIMC-Tianda Airport Support Co., Ltd. and CIMC Enric (Jingmen) Energy Equipment Co., Ltd., being non-wholly-owned subsidiaries of the Company, proposed to make capital increase to CIMC Finance Company, a wholly-owned subsidiary of the Company, with a total size of RMB649,464,307.58 (the “**Capital Increase**”). The registered capital of CIMC Finance Company is proposed to increase by RMB420,000,000.00 and the remaining portion exceeding the increased registered capital will all be credited to the capital reserve of CIMC Finance Company. Upon consideration and approval at the 10th meeting in 2018 of the eighth session of the Board of the Company, it is agreed to approve the Capital Increase and waive the Company’s preferential subscription right in relation to the Capital Increase. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC]2018-059 and [CIMC]2018-060) on 20 July 2018, as well as the relevant

announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).

- (3) On 9 August 2018, Mr. Li Guiping resigned as the Company's former vice president for work reasons. Upon resignation from the above position, Mr. Li Guiping will still hold his position as a director, the CEO and president of the Company's subsidiary CIMC Vehicle (Group) Co., Ltd. ("**CIMC Vehicle**"). For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company's website ([www.cimc.com](http://www.cimc.com)) on 9 August 2018 (Announcement No.: [CIMC]2018-065), as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).
- (4) On 12 March 2018, upon consideration and approval at the 5th meeting in 2018 of the eighth session of the Board of the Company, the Company proposed to issue not more than 343,315,321 overseas listed foreign shares (i.e. H Shares) pursuant to the general mandate as considered and approved at the 2016 annual general meeting convened on 9 June 2017. On 30 August 2018, the Company issued an announcement on the approval reply from the China Securities Regulatory Commission on the application for the issuance of additional H Shares. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company's website ([www.cimc.com](http://www.cimc.com)) (Announcement No.: [CIMC]2018-014, [CIMC]2018-015 and [CIMC] 2018-070) on 12 March 2018 and 30 August 2018, as well as the relevant announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).
- (5) On 7 September 2018, in order to further improve the Company's debt structure, broaden the Company's financing channels, meet the Company's capital needs, and reduce the Company's financing costs, the Company issued an announcement for proposed application for public issuance of corporate bonds (including renewable corporate bonds) to qualified investors. The proposal was considered and approved at the second extraordinary general meeting in 2018 on 26 September 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company's website ([www.cimc.com](http://www.cimc.com)) on 7 September 2018 and 26 September 2018 (Announcement No.: [CIMC]2018-074 and [CIMC]2018-082), as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).
- (6) On 9 August 2018, as considered and approved by the 12th meeting in 2018 of the eighth session of the Board of the Company, the Resolution Regarding the Proposed Overseas Listing of CIMC Vehicle (Group) Co., Ltd was approved. The Company intends to spin off and list its subsidiary CIMC Vehicle on the Main Board of the Hong Kong Stock Exchange. The independent directors of the eighth session of the Board have expressed their independent opinions on the relevant resolution. On 14 August 2018, the Company published further announcement on preparations relating to the spin-off and listing of a subsidiary of the Company, CIMC Vehicle, on the Hong Kong Stock Exchange. On 14 September 2018, the Company published an announcement in relation to the plan of restructuring CIMC Vehicle into a joint stock company with limited liability. This proposal was considered and approved at the second extraordinary general meeting in 2018, the first 2018 A Shareholders' class meeting and the first 2018 H Shareholders' class meeting on 26 September 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company's website ([www.cimc.com](http://www.cimc.com)) (Announcement No.: [CIMC]2018-064, [CIMC]2018-067, [CIMC]2018-078 and [CIMC] 2018-082) on 9 August 2018, 14 August 2018, 14 September 2018 and 26 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).

- (7) On 8 June 2018, the Resolution Regarding Financial Institutions Facility and Project Guarantee Provided to the Subsidiaries of the Company in 2018 was approved at the 2017 annual general meeting of the Company, consenting the Company to provide financial institutions facility and project guarantee to the wholly-owned subsidiaries, non-wholly-owned subsidiaries and associated companies of the Company in 2018 and consenting the subsidiaries of the Company to provide financial institutions facility and project guarantee to their parent company and to their wholly-owned subsidiaries, non-wholly. owned subsidiaries and associated companies in 2018. Total balance of guarantee in 2018 shall not exceed RMB40,000 million (effective for the twelve-month period from the date of the resolution of 2017 annual general meeting, including guarantees between the Company and its subsidiaries, guarantees provided by subsidiaries to their subsidiaries, external guarantees provided by the Company and its subsidiaries) and the project guarantee limit was RMB35,000 million. On 6 September 2018, the 15th meeting in 2018 of the eighth session of the Board of the Company considered and approved the Resolution Regarding the Credit Guarantee Provided by CIMC Enric Holdings Limited and Its Holding Subsidiaries to Their Customers and the Resolution Regarding the Credit Guarantee Provided by CIMC Modern Logistics Development Co., Ltd. and Its Holding Subsidiaries to Their Customers. Provided that the total guarantee limit for subsidiaries including CIMC Enric and CIMC Logistics considered and approved at the 2017 annual general meeting remains unchanged, it is intended to add the credit guarantees from banks and non-bank financial institutions provided by the two subsidiaries to their customers in the guarantee list, with an aim to promote the sustainable development of the Company's business and to achieve a win-win situation between the Company and its distributors and customers. The proposal was considered and approved at the second extraordinary general meeting in 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Securities Times, Shanghai Securities News, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company's website ([www.cimc.com](http://www.cimc.com)) (Announcement No.: [CIMC]2018-022, [CIMC]2018-028, [CIMC]2018-037, [CIMC]2018-051, [CIMC]2018-075, [CIMC]2018-080 and [CIMC]2018-082) on 27 March 2018, 29 March 2018, 8 June 2018, 7 September 2018, 21 September 2018 and 26 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).
- (8) On 26 September 2018, Shenzhen CIMC Zhicheng Enterprise Development Co., Ltd. ("**CIMC Zhicheng**"), a direct wholly-owned subsidiary of the Company, took part in a bidding in respect of the land use rights of the 0208-02, 0209-01, 0210-01, 0213-01, 0214-01, 0215-01, 0219-02, 0220-02 land lot in Unit 02, Meiluo Home Large Residential Community, Luodian Town, Baoshan District, Shanghai between 17 September 2018 and 26 September 2018 pursuant to the relevant requirements of the Shanghai State-Owned Construction Land Use Right Grant Announcement (Hu Gao Zi [2018] No. 110) and successfully won the bidding at the price of RMB4,101,550,000, and the relevant agreement was signed on 30 September 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company's website ([www.cimc.com](http://www.cimc.com)) (Announcement No.: [CIMC]2018-081 and [CIMC]2018-086) on 26 September 2018 and 30 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).

- (9) On 27 September 2018, the Resolution Regarding the Acquiring of Prince Bay Projects through Public Tender by Shenzhen CIMC Skyspace Real Estate Development Co., Ltd. was considered and approved at the 17th meeting in 2018 of the eighth session of the Board of the Company, which approved the four Controlled Subsidiaries of the Company (the “**Proposed Bid Companies**”) established jointly by Shenzhen CIMC Skyspace Real Estate Development Co., Ltd. (“**CIMC Skyspace**”), the controlled subsidiary of the Company, and CIMC Containers Holdings Co., Limited, a wholly-owned subsidiary of the Company, to bid for the 49% equity interest of “Shenzhen Taiziwan Shangrong Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB1,548,666,810, to bid for the 49% equity interest of “Shenzhen Taiziwan Shangtai Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB1,620,346,990, to bid for the 51% equity interest of “Shenzhen Shangqi Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB2,551,180,600, and to bid for the 51% equity interest of “Shenzhen Leyi Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB599,918,420, respectively. The total final bid price of the above four target companies is RMB6,320,112,820. Directors Wang Hong and HU Xianfu, both being connected directors, abstained from the voting. Other non-connected directors unanimously agreed to the motion. The independent directors of the Company have conducted pre-examination and expressed their independent opinions. This transaction does not constitute a major asset restructuring as stipulated in the Measures for the Administration of Major Asset Restructuring of Listed Companies. This transaction is subject to the consideration and approval at the Company’s extraordinary general meeting. China Merchants (CIMC) Investment Limited and its affiliates, being connected shareholders, will abstain from voting on the relevant resolutions at the extraordinary general meeting. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company’s website ([www.cimc.com](http://www.cimc.com)) (Announcement No.: [CIMC]2018-083 and [CIMC]2018-084) on 27 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).
- (10) To cater for the construction and development plan of Jiaozhou New Industrial Zone (膠州市產業新區), Qingdao CIMC Reefer Container Manufacture Co., Ltd. and Qingdao CIMC Special Reefer Co., Ltd. (collectively, the “**Qingdao Base**”), the wholly-owned subsidiaries of the Company, has entered into the Relocation and Compensation Agreements on Recovery of the State-owned Land Use Rights in Jiaozhou City (《膠州市收回國有土地使用權補償拆遷協議書》) with Jiaozhou Land Reserves Coordination Centre (膠州市土地儲備整理中心) on 21 November 2016 and 4 September 2017 respectively. On 27 July 2018, in order to further supplement and specify the provisions under the previous compensation agreements, the Company entered into the Cooperation Contract on Establishment of the CIMC Hi-tech Cold Chain Industrial Park (Supplemental Agreement III) (《關於建設“中集冷鏈高新產業園”合作合同 補充協議三》) (collectively, “**Compensation Agreement**”) with Jiaozhou Municipal People’s Government. According to the Compensation Agreement, Jiaozhou Land Reserves Coordination Centre (膠州市土地儲備整備中心) will compensate the Qingdao Base for the reservation and relocation in monetary form for a total of approximately RMB1.5 billion. At 28 September 2018, the Qingdao Base has received reservation and relocation compensation in an amount of approximately RMB591 million. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website ([www.cninfo.com.cn](http://www.cninfo.com.cn)) and the Company’s website ([www.cimc.com](http://www.cimc.com)) (Announcement No.: [CIMC]2018-087) on 2 October 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)).

- (11) On 8 June 2018, the Company considered and approved the Resolution Regarding the Registration and Issuance of Medium Term Notes (including Perpetual Medium Term Notes) and Super & Short-term Commercial Papers at the annual general meeting of 2017, which approved the issuance by the Company of RMB medium term note with a size of not more than RMB6.0 billion. The Company has applied for registration to the National Association of Financial Market Institutional Investors on 4 July 2018 and has received a notice of acceptance of registration from the National Association of Financial Market Institutional Investors on 19 September 2018. On 17 October 2018, the issuance of the first tranche of the Medium Term Note of the Company for 2018 (the “**Tranche I Medium Term Note**”) was completed. The Tranche I Medium Term Note was issued at par with a size of RMB2.0 billion and a coupon rate of 4.29%. The lead underwriter of the issuance of the Tranche I Medium Term Note shall be China Merchants Bank Co., Ltd. The joint lead underwriter of the issuance of the Tranche I Medium Term Note shall be Agricultural Bank of China Limited. The proceeds from the issuance of Tranche I Medium Term Note will be used for repayment of the Company’s maturing debt. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn), the disclosure website of the Company (www.cimc.com) (Announcement No.: [CIMC]2018-051 and [CIMC]2018-091) on 8 June 2018 and 17 October 2018, as well as on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (12) On 22 October 2018, the Supervisory Committee of the Company received the written resignation from Mr. Zhang Mingwen, the Chairman of the Supervisory Committee. Mr. Zhang Mingwen has tendered his resignation from the position of the Chairman of the Supervisory Committee of the Company due to the change in work arrangement. Mr. Zhang Mingwen’s resignation will result in the total number of supervisors of the Company falling below the minimum quorum; therefore, Mr. Zhang Mingwen’s resignation will not come into effect until a new supervisor representing shareholders being elected at the general meeting to fill the vacancy. On 26 October 2018, the Eighth Session of the Supervisory Committee of the Company considered and approved the Resolution in Regarding the By-election of Mr. Lin Feng as a Supervisor Representing Shareholders of the Eighth Session of the Supervisory Committee at the 6th meeting of 2018, which approved the by-election of Mr. Lin Feng as a supervisor representing shareholders of the eighth session of the Supervisory Committee and proposed the relevant resolution to the general meeting for consideration. This resolution is pending for the consideration and approval of the extraordinary general meeting of the Company. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn), the website of the Company (www.cimc.com) (Announcement No.: [CIMC]2018-092, [CIMC]2018-094 and [CIMC]2018-095) on 22 October 2018 and 26 October 2018, as well as on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (13) On 31 May 2016, the Company considered and approved the Resolution Regarding the Registration and Issuance of Medium Term Notes (including perpetual medium term notes) and Super & Short-term Commercial Papers in the PRC at the annual general meeting of 2015, the first 2016 A Shareholders’ class meeting and the first 2016 H Shareholders’ class meeting which approved the issuance of perpetual medium term notes with a size of not more than RMB4.0 billion by the Company. The Company received the Notice of Acceptance of Registration (Zhong Shi Xie Zhu No.[2016] MTN591) from the National Association of Financial Market Institutional Investors on 13 December 2016. On 26 October 2018, the Company completed the issuance of the second tranche of medium term notes for 2018 (the “**Perpetual Medium Term**”).

**Notes**”). The Perpetual Medium Term Notes were issued at par with a size of RMB2.0 billion, and will expire when the Company redeems them in accordance with the stipulations of the issuance terms. The coupon rate for the first three interest-bearing years is 5.17%. The lead underwriter of the issuance of the Perpetual Medium Term Notes shall be China Merchants Bank Co., Ltd. The joint lead underwriter of the issuance of the Perpetual Medium Term Notes shall be Agricultural Bank of China Limited. The proceeds from the issuance of the Perpetual Medium Term Notes will be used for repaying the Company’s debts due. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC] 2016-033 and [CIMC] 2018-098) on 1 June 2016 and 26 October 2018, as well as on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).

| Summary of significant events                                                                                   | Date of disclosure                                                                                          | Search index of the tentative announcement disclosure website |
|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|
| Issuance of super & short-term commercial papers                                                                | 1 June 2016<br>20 June 2018<br>3 July 2018<br>11 July 2018<br>23 October 2018                               | www.cninfo.com.cn<br>www.hkexnews.hk<br>www.cimc.com          |
| Signing of Capital Increase agreement by CIMC Finance Company and waiver of rights by the Company               | 20 July 2018                                                                                                |                                                               |
| Resignation of senior management                                                                                | 9 August 2018                                                                                               |                                                               |
| Issuance of H Shares under the general mandate                                                                  | 12 March 2018<br>30 August 2018                                                                             |                                                               |
| Proposed application for public issuance of corporate bonds to qualified investors                              | 7 September 2018<br>26 September 2018                                                                       |                                                               |
| Spin off and listing of the Company’s subsidiary CIMC Vehicle on the Main Board of the Hong Kong Stock Exchange | 9 August 2018<br>14 August 2018<br>14 September 2018<br>26 September 2018                                   |                                                               |
| Financial Institutions Facility and Project Guarantee Provided to the Subsidiaries of the Company in 2018       | 27 March 2018<br>29 March 2018<br>8 June 2018<br>7 September 2018<br>21 September 2018<br>26 September 2018 |                                                               |
| Winning of the bid to obtain the land use rights of a state-owned land in Shanghai                              | 26 September 2018<br>30 September 2018                                                                      |                                                               |
| Participation in the bidding of Prince Bay Projects                                                             | 27 September 2018                                                                                           |                                                               |
| Obtaining reservation and relocation compensation                                                               | 2 October 2018                                                                                              |                                                               |

|                                                                                 |                                    |
|---------------------------------------------------------------------------------|------------------------------------|
| Issuance of Medium-Term Notes                                                   | 8 June 2018<br>17 October 2018     |
| Resignation of the supervisor and nomination of the candidate of the supervisor | 22 October 2018<br>26 October 2018 |
| Issuance of Perpetual Medium-Term Notes                                         | 1 June 2016<br>26 October 2018     |

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### ***3.2.2 Progress of the Group in establishment of internal control in the Reporting Period***

In the first three quarters of 2018, the Group made good progress in various important tasks relating to internal control: the Group (1) required subordinate enterprises to carry out self-inspection of important risk points according to the model of the Group and make a commitment to authenticity. At the same time, in the internal audit and control project, the test of the coincidence rate of important risk points of the enterprise was added; (2) by initiating the final meeting of the internal audit and control of the audited enterprise, fully communicated with the middle and senior management on the highlights and problems of the audit findings, and jointly published “Measures on the Accountability for Group Responsibility Incidents (集團責任事件問責辦法)” to publicize the regulatory requirements to the enterprise and increase the rectification efforts and rectification effectiveness in relation to the defects in the internal audit and control; (3) carried out the review work of the audit projects in recent years for the direct management enterprises including real estate and new materials, and conducted in-depth communication with top management of these enterprises on the review results, accordingly strengthening the emphasis of the top management on risk management and the investment in risk control resources, and promoting the rectification of these enterprises; (4) initiated the establishment of a comprehensive risk management system and formed a preliminary implementation plan; (5) initiated the annual internal control self-evaluation work, optimized the internal control self-evaluation program and improved the risk classification and hierarchical management, which improved the operability of the internal control self-evaluation work of the Group; (6) finished the preparation of supporting tests for the “Measures on the Accountability for Group Responsibility Incidents” and putting on line the supporting tests. The next step is to require the management team at level 8 or above of the Group to take the online exam.

### **3.2.3 Implementation of A Share(s) share option scheme in the Reporting Period**

In order to establish and improve the incentive-constraint mechanism and effectively combine the interests of shareholders, the Company and its employees, a “Share Option Incentive Scheme (Draft) of China International Marine Containers (Group) Co., Ltd. (Revision)” (the “**A Share(s) Share Option Incentive Scheme**”) was considered and approved at the extraordinary general meeting of the Company on 17 September 2010. According to the scheme, the grant of registration for the first tranche of 54,000,000 share options (the “**First Tranche of Share Options**”) and the second tranche of 6,000,000 reserved share options (the “**Second Tranche of Share Options**”) was completed on 26 January 2011 and 17 November 2011, respectively, by the Company.

On 12 May 2015, upon the consideration and approval at the 8th meeting of the seventh session of the Board of the Company in 2015, the second exercisable period for the First Tranche of Share Options met the exercise conditions and were actually exercisable from 2 June 2015 to 27 September 2020 with the total exercisable options amounting to 39,660,000 options. On 9 October 2015, upon the consideration and approval at the 14th meeting of the seventh session of the Board of the Company in 2015, the second exercisable period for the Second Tranche of Share Options met the exercise conditions and were actually exercisable from 24 October 2015 to 27 September 2020 with the total exercisable options amounting to 4,132,500 options. On 27 July 2018, upon the consideration and approval at the 11th meeting of the eighth session of the Board of the Company in 2018, after the completion of the implementation of the 2017 dividend distribution proposal of the Company on 20 July 2018, the exercise price of the First Tranche of Share Options was adjusted to RMB10.22/per share option, and that of the Second Tranche of Share Options was adjusted to RMB15.75/per share option.

During the Reporting Period, a total of 5,100 options were exercised under the A Share(s) Share Option Incentive Scheme, representing 0.01% of the total amount (adjusted), among which, a total of 5,100 options of the second exercisable period for the First Tranche of Share Options were exercised, and a total of 0 options of the second exercisable period for the Second Tranche of Share Options were exercised. The implementation of the A Share(s) Share Option Incentive Scheme has no material impact on the Company’s financial position and operating results during the Reporting Period and in the future.

### **3.3 Order and outstanding undertakings made by the undertaking parties including the de facto controller of the Company, shareholders, connected parties, bidders and the Company during the Reporting Period**

☐ Applicable    ☒ Not Applicable

There are no overdue and outstanding undertakings made by the undertaking parties including the de facto controller of the Company, shareholders, connected parties, bidders and the Company during the Reporting Period.

### **3.4 Estimate on the operating results in 2018**

Warnings and explanations for the forecast of potential losses in the cumulative net profit from the beginning of the year to the end of the next Reporting Period or significant changes therein compared to the corresponding period last year.

☐ Applicable    ☒ Not Applicable

3.5 Securities in statement

☒ Applicable    ☐ Not Applicable

Unit: RMB thousand

| Type of securities | Stock code | Abbreviation of stock name |
|--------------------|------------|----------------------------|
|--------------------|------------|----------------------------|

of stock

### 3.6 Investment in derivatives

✓ Applicable    □ Not Applicable

Unit: RMB thousand

| Name of<br>derivatives<br>investment<br>operator                      | Affiliated<br>relations | Related<br>transaction<br>or not | Type of<br>derivatives<br>investment       | Initial<br>investment<br>amount of<br>derivatives | Date of<br>commencement | Date of<br>termination | Investment<br>amount<br>at the<br>beginning<br>of the<br>year | Purchase<br>from the<br>beginning<br>to the<br>end of the<br>Reporting<br>Period | Sale<br>from the<br>beginning<br>to the<br>end of the<br>Reporting<br>Period | Provision<br>for<br>impairment<br>(if any) | Investment<br>amount<br>at the<br>end of<br>the<br>Reporting<br>Period | Proportion<br>of<br>investment<br>amount<br>at the end<br>of the<br>Reporting<br>Period to<br>the net<br>assets of<br>the<br>Company<br>at the end<br>of the<br>Reporting<br>Period | Actual<br>profit or<br>loss<br>from the<br>beginning<br>to the<br>end of the<br>Reporting<br>Period |
|-----------------------------------------------------------------------|-------------------------|----------------------------------|--------------------------------------------|---------------------------------------------------|-------------------------|------------------------|---------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------------------------|--------------------------------------------|------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
|                                                                       |                         |                                  |                                            |                                                   |                         |                        |                                                               |                                                                                  |                                                                              |                                            |                                                                        |                                                                                                                                                                                     |                                                                                                     |
| HSBC, Standard<br>Chartered and<br>other banks                        | Nil                     | No                               | Foreign<br>exchange<br>forward<br>contract | -                                                 | 2017/11/20              | 2019/12/16             | 314,821                                                       | -                                                                                | -                                                                            | -                                          | 4,138,107                                                              | 12.80%                                                                                                                                                                              | (94,038)                                                                                            |
| HSBC, Standard<br>Chartered and<br>other banks                        | Nil                     | No                               | Foreign<br>exchange<br>option<br>contract  | -                                                 | 2017/12/18              | 2019/6/17              | 270,588                                                       | -                                                                                | -                                                                            | -                                          | 2,646,803                                                              | 8.20%                                                                                                                                                                               | (50,119)                                                                                            |
| China<br>Construction<br>Bank,<br>Deutsche<br>Bank and<br>other banks | Nil                     | No                               | Interest<br>rate swap<br>contract          | -                                                 | 2011/1/6                | 2021/6/28              | 9,491,309                                                     | -                                                                                | -                                                                            | -                                          | 12,374,971                                                             | 38.28%                                                                                                                                                                              | 109,090                                                                                             |
| Standard<br>Chartered                                                 | Nil                     | No                               | Currency<br>swap<br>contract               | -                                                 | 2018/8/14               | 2019/8/14              | 65,359                                                        | -                                                                                | -                                                                            | -                                          | 27,003                                                                 | 0.08%                                                                                                                                                                               | 758                                                                                                 |
| Total                                                                 |                         |                                  |                                            | -                                                 | -                       | -                      | 10,142,077                                                    | -                                                                                | -                                                                            | -                                          | 19,186,884                                                             | 59.36%                                                                                                                                                                              | (34,309)                                                                                            |



### 3.7 Register of reception of research, communications and interviews during the Reporting Period

☒ Applicable   ☐ Not Applicable

| Date of reception | Mode of reception    | Guests received                     | Purposes of visiting                                                                                                |
|-------------------|----------------------|-------------------------------------|---------------------------------------------------------------------------------------------------------------------|
| 13 July 2018      | Telephone conference | Huaxia Fund(華夏基金)                   | Principal business conditions, investment progress, recent industrial developments and industry outlook             |
| 26 July 2018      | Telephone conference | Overlook Investment, Morgan Stanley | Same as above                                                                                                       |
| 6 September 2018  | Field research       | UBS and its customers               | Visiting the eastern factories and consulting about the current situation of the container industry and the Company |

### 3.8 Non-compliant external guarantees

☐ Applicable   ☒ Not Applicable

The Company did not make any non-compliant external guarantees during the Reporting Period.

### 3.9 Utilization of the funds of the listed Company for non-operating purposes by the controlling shareholder and its related parties

☐ Applicable   ☒ Not Applicable

There was no utilization of the funds of the listed Company for non-operating purposes by the controlling shareholder and its related parties during the Reporting Period.

## 4 FINANCIAL STATEMENTS

### 4.1 Financial statements

#### 4.1.1 Consolidated balance sheet (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

*Unit: RMB thousand*

|                                                       | 30 September<br>2018 | 31 December<br>2017 | 1 January<br>2017  |
|-------------------------------------------------------|----------------------|---------------------|--------------------|
| <b>Assets</b>                                         |                      |                     |                    |
| <b>Current assets:</b>                                |                      |                     |                    |
| Cash at bank and on hand                              | 11,239,670           | 5,596,314           | 6,325,998          |
| Financial assets held for trading                     | 204,179              | 183,303             | 138,072            |
| Derivative financial assets                           | 6,430                | 11,577              | 3,088              |
| Notes receivable and accounts receivable              | 20,162,162           | 17,773,590          | 13,062,266         |
| Advances to suppliers                                 | 3,215,753            | 2,147,721           | 2,165,982          |
| Other receivables                                     | 11,405,048           | 8,283,236           | 9,399,096          |
| Inventories                                           | 20,937,300           | 19,258,327          | 17,409,515         |
| Contract assets                                       | 1,855,388            | —                   | —                  |
| Assets held for sale                                  | 197,874              | 235,309             | 203,847            |
| Current portion of non-current assets                 | 3,268,115            | 4,314,250           | 3,941,689          |
| Other current assets                                  | 847,410              | 1,198,296           | 702,478            |
| <b>Total current assets</b>                           | <b>73,339,329</b>    | <b>59,001,923</b>   | <b>53,352,031</b>  |
| <b>Non-current assets:</b>                            |                      |                     |                    |
| Financial assets at fair value through profit or loss |                      | 318,534             | 325,187            |
| Available-for-sale financial assets                   |                      | 441,581             | 442,726            |
| Other debt investments                                | 30,352               | —                   | —                  |
| Long-term receivables                                 | 14,367,183           | 12,880,540          | 13,220,242         |
| Long-term equity investments                          | 1,939,483            | 2,398,495           | 2,162,217          |
| Investments in other equity instruments               | 1,041,417            | —                   | —                  |
| Other non-current financial assets                    | 449,153              | —                   | —                  |
| Investment properties                                 | 1,789,180            | 1,679,189           | 1,752,608          |
| Fixed assets                                          | 23,216,176           | 23,088,682          | 22,167,311         |
| Construction in progress                              | 24,675,333           | 22,194,585          | 22,769,189         |
| Intangible assets                                     | 4,663,837            | 4,711,244           | 4,654,757          |
| Development costs                                     | 87,402               | 67,399              | 49,990             |
| Goodwill                                              | 2,221,932            | 2,112,445           | 2,127,893          |
| Long-term prepaid expenses                            | 311,674              | 205,239             | 246,574            |
| Deferred tax assets                                   | 1,528,649            | 1,416,637           | 1,257,670          |
| Other non-current assets                              | 31,908               | 87,886              | 86,353             |
| <b>Total non-current assets</b>                       | <b>76,353,679</b>    | <b>71,602,456</b>   | <b>71,262,717</b>  |
| <b>TOTAL ASSETS</b>                                   | <b>149,693,008</b>   | <b>130,604,379</b>  | <b>124,614,748</b> |

#### 4.1.1 Consolidated balance sheet (unaudited) (continued)

Unit: RMB thousand

|                                             | 30 September<br>2018 | 31 December<br>2017 | 1 January<br>2017 |
|---------------------------------------------|----------------------|---------------------|-------------------|
| <b>Liabilities and shareholders' equity</b> |                      |                     |                   |
| <b>Current liabilities:</b>                 |                      |                     |                   |
| Short-term borrowings                       | 22,159,182           | 15,317,347          | 15,729,787        |
| Derivative financial liabilities            | 142,927              | 3,025               | 141,806           |
| Notes payable and accounts payable          | 14,968,041           | 14,001,767          | 11,712,533        |
| Advances from customers                     |                      | 4,624,088           | 3,780,694         |
| Contract liabilities                        | 6,650,496            | —                   | —                 |
| Employee benefits payable                   | 2,818,717            | 2,713,482           | 2,115,108         |
| Taxes payable                               | 1,556,956            | 1,363,986           | 1,092,030         |
| Other payables                              | 9,188,039            | 7,486,768           | 5,474,194         |
| Liabilities held for sale                   |                      | 14,906              | —                 |
| Current portion of non-current liabilities  | 9,636,034            | 4,085,579           | 3,667,872         |
| Other current liabilities                   | 4,361,618            | 595,907             | 1,687,762         |
| <b>Total current liabilities</b>            | <b>71,482,010</b>    | <b>50,206,855</b>   | <b>45,401,786</b> |
| <b>Non-current liabilities:</b>             |                      |                     |                   |
| Long-term borrowings                        | 26,054,580           | 24,140,168          | 27,023,222        |
| Debentures payable                          | 2,010,372            | 7,986,500           | 7,986,500         |
| Including: Perpetual bonds                  | 1,986,500            | 1,986,500           | 1,986,500         |
| Long-term payables                          | 292,135              | 361,396             | 539,076           |
| Provisions                                  | 1,299,353            | 1,214,904           | 847,429           |
| Deferred income                             | 953,794              | 846,232             | 839,738           |
| Deferred tax liabilities                    | 919,765              | 801,337             | 657,414           |
| Other non-current liabilities               | 2,229,526            | 1,809,553           | 2,184,791         |
| <b>Total non-current liabilities</b>        | <b>33,759,525</b>    | <b>37,160,090</b>   | <b>40,078,170</b> |
| <b>Total liabilities</b>                    | <b>105,241,535</b>   | <b>87,366,945</b>   | <b>85,479,956</b> |

#### 4.1.1 Consolidated balance sheet (unaudited) (continued)

Unit: RMB thousand

|                                                                                                 | 30 September<br>2018                                                      | 31 December<br>2017                                                  | 1 January<br>2017  |
|-------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|----------------------------------------------------------------------|--------------------|
| <b>Shareholders' equity:</b>                                                                    |                                                                           |                                                                      |                    |
| Share capital                                                                                   | 2,984,961                                                                 | 2,982,889                                                            | 2,978,577          |
| Other equity instruments                                                                        |                                                                           | 2,033,043                                                            | 2,049,035          |
| Including: perpetual bonds                                                                      |                                                                           | 2,033,043                                                            | 2,049,035          |
| Capital surplus                                                                                 | 4,083,801                                                                 | 4,209,663                                                            | 3,126,585          |
| Other comprehensive income                                                                      | 928,348                                                                   | 219,303                                                              | 357,341            |
| Surplus reserve                                                                                 | 3,281,535                                                                 | 3,281,535                                                            | 3,279,379          |
| Undistributed profits                                                                           | 21,045,994                                                                | 19,734,494                                                           | 17,495,053         |
| <b>Total equity attributable to shareholders and other equity holders of the parent company</b> | <b>32,324,639</b>                                                         | <b>32,460,927</b>                                                    | <b>29,285,970</b>  |
| <b>Minority interests</b>                                                                       | <b>12,126,834</b>                                                         | <b>10,776,507</b>                                                    | <b>9,848,822</b>   |
| <b>Total shareholders' equity</b>                                                               | <b>44,451,473</b>                                                         | <b>43,237,434</b>                                                    | <b>39,134,792</b>  |
| <b>Total liabilities and shareholders' equity</b>                                               | <b>149,693,008</b>                                                        | <b>130,604,379</b>                                                   | <b>124,614,748</b> |
| <i>Legal representative's<br/>authorised person:</i><br><b>Mai Boliang</b>                      | <i>The person in charge of<br/>accounting affairs:</i><br><b>Zeng Han</b> | <i>The head of the accounting<br/>department:</i><br><b>Zeng Han</b> |                    |

#### 4.1.2 Balance sheet of the parent company (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

Unit: RMB thousand

|                                         | 30 September<br>2018 | 31 December<br>2017 | 1 January<br>2017 |
|-----------------------------------------|----------------------|---------------------|-------------------|
| <b>Assets</b>                           |                      |                     |                   |
| <b>Current assets:</b>                  |                      |                     |                   |
| Cash at bank and on hand                | 2,914,247            | 1,366,876           | 2,660,222         |
| Other receivables                       | 19,932,971           | 18,115,511          | 17,887,234        |
| Other current assets                    |                      | 5,771               | 9,272             |
| <b>Total current assets</b>             | <b>22,847,218</b>    | <b>19,488,158</b>   | <b>20,556,728</b> |
| <b>Non-current assets:</b>              |                      |                     |                   |
| Available-for-sale financial assets     |                      | 388,905             | 388,905           |
| Long-term equity investments            | 10,947,421           | 9,583,886           | 9,375,276         |
| Investments in other equity instruments | 804,900              | —                   | —                 |
| Fixed assets                            | 138,225              | 144,248             | 102,372           |
| Construction in progress                | 74,956               | 56,326              | 844               |
| Intangible assets                       | 14,013               | 14,207              | 14,466            |
| Long-term prepaid expenses              | 21,552               | 29,627              | 40,730            |
| Deferred tax assets                     | 68,616               | 73,140              | 52,280            |
| <b>Total non-current assets</b>         | <b>12,069,683</b>    | <b>10,290,339</b>   | <b>9,974,873</b>  |
| <b>TOTAL ASSETS</b>                     | <b>34,916,901</b>    | <b>29,778,497</b>   | <b>30,531,601</b> |

#### 4.1.2 Balance sheet of the parent company (unaudited) (continued)

Unit: RMB thousand

|                                                   | 30 September<br>2018 | 31 December<br>2017 | 1 January<br>2017 |
|---------------------------------------------------|----------------------|---------------------|-------------------|
| <b>Liabilities and shareholders' equity</b>       |                      |                     |                   |
| <b>Current liabilities:</b>                       |                      |                     |                   |
| Short-term borrowings                             | 5,525,000            | 350,000             | 2,710,000         |
| Derivative financial liabilities                  | 106                  | 614                 | 65                |
| Employee benefits payable                         | 274,358              | 291,949             | 205,760           |
| Taxes payable                                     | 15,977               | 3,094               | 3,646             |
| Other payables                                    | 1,244,622            | 4,739,876           | 3,066,559         |
| Provisions                                        | 102,525              | 102,524             | 79,104            |
| Current portion of non-current liabilities        | 6,900,000            | 1,095,000           | 800,000           |
| Other current liabilities                         | 4,000,000            | —                   | —                 |
| <b>Total current liabilities</b>                  | <b>18,062,588</b>    | <b>6,583,057</b>    | <b>6,865,134</b>  |
| <b>Non-current liabilities</b>                    |                      |                     |                   |
| Long-term borrowings                              | 1,958,000            | 1,322,000           | 1,621,000         |
| Debentures payable                                | 1,986,500            | 7,986,500           | 7,986,500         |
| Including: perpetual bonds                        | 1,986,500            | 1,986,500           | 1,986,500         |
| Deferred income                                   | 19,437               | 25,171              | 37,429            |
| Other non-current liabilities                     | —                    | —                   | 3,296             |
| <b>Total non-current liabilities</b>              | <b>3,963,937</b>     | <b>9,333,671</b>    | <b>9,648,225</b>  |
| <b>Total liabilities</b>                          | <b>22,026,525</b>    | <b>15,916,728</b>   | <b>16,513,359</b> |
| <b>Shareholders' equity:</b>                      |                      |                     |                   |
| Share capital                                     | 2,984,961            | 2,982,889           | 2,978,577         |
| Other equity instruments                          | —                    | 2,033,043           | 2,049,035         |
| Including: perpetual bonds                        | —                    | 2,033,043           | 2,049,035         |
| Capital surplus                                   | 3,336,951            | 3,330,895           | 3,287,149         |
| Other comprehensive income                        | 459,749              | 43,754              | 43,754            |
| Surplus reserve                                   | 3,281,535            | 3,281,535           | 3,279,379         |
| Undistributed profits                             | 2,827,180            | 2,189,653           | 2,380,348         |
| <b>Total shareholders' equity</b>                 | <b>12,890,376</b>    | <b>13,861,769</b>   | <b>14,018,242</b> |
| <b>Total liabilities and shareholders' equity</b> | <b>34,916,901</b>    | <b>29,778,497</b>   | <b>30,531,601</b> |

Legal representative's  
authorised person:  
**Mai Boliang**

The person in charge of  
accounting affairs:  
**Zeng Han**

The head of the accounting  
department:  
**Zeng Han**

#### 4.1.3 Consolidated income statement for the Reporting Period (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

Unit: RMB thousand

| Item                                                                                         | July to<br>September<br>2018 | July to<br>September<br>2017 |
|----------------------------------------------------------------------------------------------|------------------------------|------------------------------|
| <b>I. Revenue</b>                                                                            | <b>23,345,749</b>            | 20,575,554                   |
| Less: Cost of sales                                                                          | <b>19,377,635</b>            | 16,802,899                   |
| Taxes and surcharges                                                                         | <b>115,620</b>               | 98,662                       |
| Sales expenses                                                                               | <b>847,571</b>               | 812,717                      |
| General and administrative expenses                                                          | <b>1,563,283</b>             | 1,234,848                    |
| Research and development expenses                                                            | <b>243,171</b>               | 162,537                      |
| Financial expenses-net                                                                       | <b>220,548</b>               | 478,757                      |
| Including: Interest expense                                                                  | <b>615,893</b>               | 358,017                      |
| Interest income                                                                              | <b>(167,181)</b>             | (107,948)                    |
| Assets impairment losses                                                                     | <b>176</b>                   | 46,980                       |
| Credit impairment losses                                                                     | <b>90,407</b>                | (32,637)                     |
| Add: Other income                                                                            | <b>55,665</b>                | 60,121                       |
| Investment income                                                                            | <b>(260,517)</b>             | 35,163                       |
| Including: Share of investment income<br>of associates and joint ventures                    | <b>15,214</b>                | 19,784                       |
| Profit arising from changes in fair value                                                    | <b>66,539</b>                | 20,634                       |
| Gains on disposals of assets                                                                 | <b>1,375,303</b>             | (60,348)                     |
| <b>II. Operating profit</b>                                                                  | <b>2,124,328</b>             | 1,026,361                    |
| Add: Non-operating income                                                                    | <b>56,341</b>                | 26,964                       |
| Less: Non-operating expenses                                                                 | <b>(16,348)</b>              | 11,123                       |
| <b>III. Total profit</b>                                                                     | <b>2,197,017</b>             | 1,042,202                    |
| Less: Income tax expenses                                                                    | <b>660,000</b>               | 347,307                      |
| <b>IV. Net profit</b>                                                                        | <b>1,537,017</b>             | 694,895                      |
| <b>Classified by business continuity</b>                                                     |                              |                              |
| Net profit from continuing operations                                                        | <b>1,537,017</b>             | 694,895                      |
| Net profit from discontinued operations                                                      |                              | —                            |
| <b>Classified by ownership</b>                                                               |                              |                              |
| Net profit attributable to shareholders<br>and other equity holders of<br>the parent company | <b>1,351,649</b>             | 512,482                      |
| Minority profit or loss                                                                      | <b>185,368</b>               | 182,413                      |

#### 4.1.3 Consolidated income statement for the Reporting Period (unaudited) (continued)

Unit: RMB thousand

| Item                                                                                                                                                | Jan to<br>September<br>2018 | July to<br>September<br>2017 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|------------------------------|
| <b>V. Other comprehensive income/(loss), net of tax</b>                                                                                             | <b>652,554</b>              | <b>(104,164)</b>             |
| Attributable to shareholders and other equity holders of the parent company                                                                         | <b>475,327</b>              | <b>(109,033)</b>             |
| (I) Items that may not be reclassified to profit or loss                                                                                            |                             | —                            |
| Changes in fair value of other investments in equity instruments                                                                                    |                             | —                            |
| (II) Items that may be reclassified to profit or loss                                                                                               | <b>475,327</b>              | <b>(109,033)</b>             |
| Changes in fair value of other debt investments                                                                                                     |                             | —                            |
| Gains or losses from changes in fair value of available-for-sale financial assets                                                                   |                             | 1,120                        |
| Cash flow hedge reserve                                                                                                                             | <b>1,352</b>                | <b>(1,519)</b>               |
| Gain/(loss) from the difference between fair value and book value by converting self-use property to investment properties measured with fair value |                             | (4,222)                      |
| Currency translation differences                                                                                                                    | <b>473,975</b>              | <b>(104,412)</b>             |
| Minority interests                                                                                                                                  | <b>177,227</b>              | <b>4,869</b>                 |
| <b>VI. Total comprehensive income</b>                                                                                                               | <b>2,189,571</b>            | <b>590,731</b>               |
| Attributable to shareholders and other equity holders of the parent company                                                                         | <b>1,826,976</b>            | <b>403,449</b>               |
| Minority interests                                                                                                                                  | <b>362,595</b>              | <b>187,282</b>               |
| <b>VII. Earnings per share</b>                                                                                                                      |                             |                              |
| (I) Basic earnings per share (RMB)                                                                                                                  | <b>0.4528</b>               | 0.1633                       |
| (II) Diluted earnings per share (RMB)                                                                                                               | <b>0.4512</b>               | 0.1624                       |

Legal representative's  
authorised person:  
**Mai Boliang**

The person in charge of  
accounting affairs:  
**Zeng Han**

The head of the accounting  
department:  
**Zeng Han**

#### ***4.1.4 Income statement of the parent company for the Reporting Period (unaudited)***

**4.1.5 Consolidated income statement from the beginning of this year to the end of the Reporting Period (unaudited)**

Prepared by: China International Marine Containers (Group) Co., Ltd.

*Unit: RMB thousand*

| <b>Item</b>                                                                                  | <b>January to<br/>September<br/>2018</b> | <b>January to<br/>September<br/>2017</b> |
|----------------------------------------------------------------------------------------------|------------------------------------------|------------------------------------------|
| <b>I. Revenue</b>                                                                            | <b>66,906,147</b>                        | 53,962,706                               |
| Less: Cost of sales                                                                          | <b>56,930,366</b>                        | 44,044,463                               |
| Taxes and surcharges                                                                         | <b>345,577</b>                           | 314,845                                  |
| Sales expenses                                                                               | <b>2,229,628</b>                         | 2,068,970                                |
| General and administrative expenses                                                          | <b>3,635,807</b>                         | 3,314,428                                |
| Research and development expenses                                                            | <b>570,400</b>                           | 450,996                                  |
| Financial expenses-net                                                                       | <b>613,072</b>                           | 1,073,008                                |
| Including: Interest expense                                                                  | <b>1,249,999</b>                         | 880,282                                  |
| Interest income                                                                              | <b>(389,429)</b>                         | (225,609)                                |
| Assets impairment losses                                                                     | <b>9,929</b>                             | 51,668                                   |
| Credit impairment losses                                                                     | <b>165,219</b>                           | 197,112                                  |
| Add: Other income                                                                            | <b>176,644</b>                           | 151,153                                  |
| Investment income                                                                            | <b>(64,746)</b>                          | 24,535                                   |
| Including: Share of investment income<br>of associates and joint ventures                    | <b>40,589</b>                            | 22,322                                   |
| Profit arising from changes in fair value                                                    | <b>22,042</b>                            | (11,992)                                 |
| Gains on disposals of assets                                                                 | <b>1,412,622</b>                         | (46,609)                                 |
| <b>II. Operating profit</b>                                                                  | <b>3,952,711</b>                         | 2,564,303                                |
| Add: Non-operating income                                                                    | <b>78,234</b>                            | 80,180                                   |
| Less: Non-operating expenses                                                                 | <b>4,117</b>                             | 26,139                                   |
| <b>III. Total profit</b>                                                                     | <b>4,026,828</b>                         | 2,618,344                                |
| Less: Income tax expenses                                                                    | <b>1,173,854</b>                         | 856,940                                  |
| <b>IV. Net profit</b>                                                                        | <b>2,852,974</b>                         | 1,761,404                                |
| <b>Classified by business continuity</b>                                                     |                                          |                                          |
| Net profit from continuing operations                                                        | <b>2,852,974</b>                         | 1,761,404                                |
| Net profit from discontinued operations                                                      |                                          | —                                        |
| <b>Classified by ownership</b>                                                               |                                          |                                          |
| Net profit attributable to shareholders<br>and other equity holders of<br>the parent company | <b>2,317,046</b>                         | 1,309,380                                |
| Minority profit or loss                                                                      | <b>535,928</b>                           | 452,024                                  |

**4.1.5 Consolidated income statement from the beginning of this year to the end of the Reporting Period (unaudited) (continued)**

*Unit: RMB thousand*

| <b>Item</b>                                                                                                                                         | <b>January to<br/>September<br/>2018</b> | <b>January to<br/>September<br/>2017</b> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|------------------------------------------|
| <b>V. Other comprehensive income/(loss), net of tax</b>                                                                                             | <b>442,065</b>                           | <b>(5,142)</b>                           |
| Attributable to shareholders and other equity holders of the parent company                                                                         | <b>252,750</b>                           | <b>(36,609)</b>                          |
| (I) Items that may not be reclassified to profit or loss                                                                                            | <b>(50,744)</b>                          | <b>—</b>                                 |
| Changes in fair value of other investments in equity instruments                                                                                    | <b>(50,744)</b>                          | <b>—</b>                                 |
| (II) Items that may be reclassified to profit or loss                                                                                               | <b>303,494</b>                           | <b>(36,609)</b>                          |
| Changes in fair value of other debt investments                                                                                                     | <b>1,065</b>                             | <b>—</b>                                 |
| Gains or losses from changes in fair value of available-for-sale financial assets                                                                   |                                          | <b>879</b>                               |
| Cash flow hedge reserve                                                                                                                             | <b>(1,152)</b>                           | <b>4,553</b>                             |
| Gain/(loss) from the difference between fair value and book value by converting self-use property to investment properties measured with fair value |                                          | <b>(4,222)</b>                           |
| Currency translation differences                                                                                                                    | <b>303,581</b>                           | <b>(37,819)</b>                          |
| Minority interests                                                                                                                                  | <b>189,315</b>                           | <b>31,467</b>                            |
| <b>VI. Total comprehensive income</b>                                                                                                               | <b>3,295,039</b>                         | <b>1,756,262</b>                         |
| Attributable to shareholders and other equity holders of the parent company                                                                         | <b>2,569,796</b>                         | <b>1,272,771</b>                         |
| Minority interests                                                                                                                                  | <b>725,243</b>                           | <b>483,491</b>                           |
| <b>VII. Earnings per share</b>                                                                                                                      |                                          |                                          |
| (I) Basic earnings per share (RMB)                                                                                                                  | <b>0.7590</b>                            | <b>0.4187</b>                            |
| (II) Diluted earnings per share (RMB)                                                                                                               | <b>0.7561</b>                            | <b>0.4171</b>                            |

*Legal representative's  
authorised person:*  
**Mai Boliang**

*The person in charge of  
accounting affairs:*  
**Zeng Han**

*The head of the accounting  
department:*  
**Zeng Han**

**4.1.6 Income statement of the parent company from the beginning of this year to the end of the Reporting Period (unaudited)**

Prepared by: China International Marine Containers (Group) Co., Ltd.

*Unit: RMB thousand*

| Item                                              | January to<br>September<br>2018 | January to<br>September<br>2017 |
|---------------------------------------------------|---------------------------------|---------------------------------|
| <b>I. Revenue</b>                                 | <b>246,458</b>                  | 178,325                         |
| Less: Cost of sales                               |                                 | 1,452                           |
| Taxes and surcharges                              | <b>3,365</b>                    | —                               |
| General and administrative expenses               | <b>191,011</b>                  | 184,017                         |
| Financial expenses                                | <b>(121,803)</b>                | 492,030                         |
| Including: Interest expense                       | <b>453,402</b>                  | 381,535                         |
| Interest income                                   | <b>(249,683)</b>                | (249,898)                       |
| Add: Other income                                 | <b>8,505</b>                    | 2,926                           |
| Investment income                                 | <b>1,290,735</b>                | 359,428                         |
| Profit or loss arising from changes in fair value | <b>508</b>                      | 2,197                           |
| Gains on disposals of assets                      | <b>25,491</b>                   | (594)                           |
| <b>II. Operating profit</b>                       | <b>1,499,124</b>                | (135,217)                       |
| Add: Non-operating income                         | <b>1,360</b>                    | 21                              |
| Less: Non-operating expenses                      | <b>1</b>                        | 3,022                           |
| <b>III. Total profit</b>                          | <b>1,500,483</b>                | (138,218)                       |
| Less: Income tax expenses                         | <b>4,524</b>                    | 4,706                           |
| <b>IV. Net profit</b>                             | <b>1,495,959</b>                | (142,924)                       |
| <b>Classified by business continuity</b>          |                                 |                                 |
| Net profit from continuing operations             | <b>1,495,959</b>                | (142,924)                       |
| Net profit from discontinued operations           |                                 | —                               |
| <b>V. Other comprehensive income, net of tax</b>  |                                 | —                               |
| <b>VI. Total comprehensive income</b>             | <b>1,495,959</b>                | (142,924)                       |

Legal representative's  
authorised person:  
**Mai Boliang**

The person in charge of  
accounting affairs:  
**Zeng Han**

The person in charge of  
accounting affairs:  
**Zeng Han**

**4.1.7 Consolidated cash flow statement from the beginning of the year to the end of the Reporting Period (unaudited)**

Prepared by: China International Marine Containers (Group) Co., Ltd.

Unit: RMB thousand

| Item                                                                                          | January<br>to September<br>2018 | January<br>to September<br>2017 |
|-----------------------------------------------------------------------------------------------|---------------------------------|---------------------------------|
| <b>I. Cash flows from operating activities</b>                                                |                                 |                                 |
| Cash received from sales of goods or rendering of services                                    | 70,357,373                      | 53,963,956                      |
| Refund of taxes and surcharges                                                                | 3,130,508                       | 1,825,881                       |
| Cash received relating to other operating activities                                          | 1,180,326                       | 959,758                         |
| <b>Sub-total of cash inflows from operating activities</b>                                    | <b>74,668,207</b>               | <b>56,749,595</b>               |
| Cash paid for goods and services                                                              | 64,805,313                      | 44,195,569                      |
| Cash paid to and on behalf of employees                                                       | 4,924,209                       | 4,637,188                       |
| Payments of taxes and surcharges                                                              | 1,910,083                       | 1,514,616                       |
| Cash paid relating to other operating activities                                              | 3,005,303                       | 2,769,579                       |
| <b>Sub-total of cash outflows from operating activities</b>                                   | <b>74,644,908</b>               | <b>53,116,952</b>               |
| <b>Net cash flows from operating activities</b>                                               | <b>23,299</b>                   | <b>3,632,643</b>                |
| <b>II. Cash flows from investing activities</b>                                               |                                 |                                 |
| Cash received from disposal of investments                                                    | 992,656                         | 610                             |
| Cash received from returns on investments                                                     | 56,033                          | 30,670                          |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 95,349                          | 120,356                         |
| Net cash received from disposal of subsidiaries                                               | 126,743                         | 126,792                         |
| Cash received relating to other investing activities                                          | 86,216                          | —                               |
| <b>Sub-total of cash inflows from investing activities</b>                                    | <b>1,356,997</b>                | <b>278,428</b>                  |
| Cash paid to acquire fixed assets, intangible assets and other long-term assets               | 2,535,877                       | 2,070,404                       |
| Cash paid to acquire investments                                                              | 841,326                         | 197,523                         |
| Net cash paid for acquisition of subsidiaries                                                 | 29,079                          | 5,000                           |
| Cash paid relating to other investing activities                                              | —                               | —                               |
| <b>Sub-total of cash outflows from investing activities</b>                                   | <b>3,406,282</b>                | <b>2,272,927</b>                |
| <b>Net cash flows from investing activities</b>                                               | <b>(2,049,285)</b>              | <b>(1,994,499)</b>              |

**4.1.7 Consolidated cash flow statement from the beginning of the year to the end of the Reporting Period (unaudited) (continued)**

*Unit: RMB thousand*

| <b>Item</b>                                                                                     | <b>January<br/>to September<br/>2018</b>                                  | <b>January<br/>to September<br/>2017</b>                             |
|-------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|----------------------------------------------------------------------|
| <b>III. Cash flows from financing activities</b>                                                |                                                                           |                                                                      |
| Cash received from capital contributions                                                        | <b>380,439</b>                                                            | 960,732                                                              |
| Including: Cash received from capital contributions<br>by minority shareholders of subsidiaries | <b>338,720</b>                                                            | 938,547                                                              |
| Cash received from borrowings                                                                   | <b>46,446,062</b>                                                         | 42,359,841                                                           |
| Cash received relating to other financing activities                                            | <b>242,924</b>                                                            | 12,988                                                               |
| <b>Sub-total of cash inflows from financing activities</b>                                      | <b>47,069,425</b>                                                         | 43,333,561                                                           |
| Cash repayments of borrowings                                                                   | <b>34,910,469</b>                                                         | 37,517,099                                                           |
| Cash repayments for perpetual bonds                                                             | <b>2,000,000</b>                                                          | —                                                                    |
| Cash payments for interest expenses or distribution of<br>dividends or profits                  | <b>2,816,996</b>                                                          | 1,605,599                                                            |
| Cash payments relating to other financing activities                                            | <b>33,594</b>                                                             | 625,861                                                              |
| <b>Sub-total of cash outflows from financing activities</b>                                     | <b>39,761,059</b>                                                         | 39,748,559                                                           |
| <b>Net cash flows from financing activities</b>                                                 | <b>7,308,366</b>                                                          | 3,585,002                                                            |
| <b>IV. Effect of foreign exchange rate changes on cash<br/>and cash equivalents</b>             | <b>73,390</b>                                                             | (193,390)                                                            |
| <b>V. Net increase in cash and cash equivalents</b>                                             | <b>5,355,770</b>                                                          | 5,029,756                                                            |
| Add: Balance of cash and cash equivalents at the<br>beginning of the year                       | <b>5,442,857</b>                                                          | 6,338,667                                                            |
| <b>VI. Closing balance of cash and cash equivalents at the<br/>end of the Reporting Period</b>  | <b>10,798,627</b>                                                         | 11,368,423                                                           |
| <i>Legal representative's<br/>authorised person:</i><br><b>Mai Boliang</b>                      | <i>The person in charge of<br/>accounting affairs:</i><br><b>Zeng Han</b> | <i>The head of the accounting<br/>department:</i><br><b>Zeng Han</b> |

**4.1.8 Cash flow statement of the parent company from the beginning of the year to the end of the Reporting Period (unaudited)**

Prepared by: China International Marine Containers (Group) Co., Ltd.

*Unit: RMB thousand*

| <b>Item</b>                                                                                   | <b>January<br/>to September<br/>2018</b> | <b>January<br/>to September<br/>2017</b> |
|-----------------------------------------------------------------------------------------------|------------------------------------------|------------------------------------------|
| <b>I. Cash flows from operating activities</b>                                                |                                          |                                          |
| Cash received from sales of goods or rendering of services                                    | <b>329,015</b>                           | 194,122                                  |
| Cash received relating to other operating activities                                          | <b>10,251,413</b>                        | 3,659,103                                |
| <b>Sub-total of cash inflows from operating activities</b>                                    | <b>10,580,428</b>                        | 3,853,225                                |
| Cash paid to and on behalf of employees                                                       | <b>95,621</b>                            | 77,046                                   |
| Payments of taxes and surcharges                                                              | <b>38,401</b>                            | 20,612                                   |
| Cash paid relating to other operating activities                                              | <b>15,342,166</b>                        | 6,990,517                                |
| <b>Sub-total of cash outflows from operating activities</b>                                   | <b>15,476,188</b>                        | 7,088,175                                |
| <b>Net cash inflows from operating activities</b>                                             | <b>(4,895,760)</b>                       | (3,234,950)                              |
| <b>II. Cash flows from investing activities</b>                                               |                                          |                                          |
| Cash received from disposal of investments                                                    | <b>706,933</b>                           | 6,800,000                                |
| Cash received from returns on investments                                                     | <b>616,630</b>                           | 493,601                                  |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | <b>27,219</b>                            | 1                                        |
| Net cash received from disposal of subsidiaries                                               | <b>58,000</b>                            | 50                                       |
| <b>Sub-total of cash inflows from investing activities</b>                                    | <b>1,408,782</b>                         | 7,293,652                                |
| Cash paid to acquire fixed assets, intangible assets and other long-term assets               | <b>24,760</b>                            | 107,391                                  |
| Cash paid to acquire investments                                                              | <b>1,018,246</b>                         | 6,886,616                                |
| <b>Sub-total of cash outflows from investing activities</b>                                   | <b>1,043,006</b>                         | 6,994,007                                |
| <b>Net cash flows from investing activities</b>                                               | <b>365,776</b>                           | 299,645                                  |

**4.1.8 Cash flow statement of the parent company from the beginning of the year to the end of the Reporting Period (unaudited) (continued)**

*Unit: RMB thousand*

| <b>Item</b>                                                                                | <b>January<br/>to September<br/>2018</b>                                  | <b>January<br/>to September<br/>2017</b>                             |
|--------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|----------------------------------------------------------------------|
| <b>III. Cash flows from financing activities</b>                                           |                                                                           |                                                                      |
| Cash received from capital contributions                                                   | <b>41,719</b>                                                             | 22,185                                                               |
| Cash received from borrowings                                                              | <b>10,817,000</b>                                                         | 6,470,000                                                            |
| <b>Sub-total of cash inflows from financing activities</b>                                 | <b>10,858,719</b>                                                         | 6,492,185                                                            |
| Cash repayments of borrowings                                                              | <b>3,451,000</b>                                                          | 4,120,000                                                            |
| Cash payments for interest expenses or distribution of dividends or profits                | <b>1,296,195</b>                                                          | 573,980                                                              |
| Cash payments relating to other financing activities                                       | <b>34,340</b>                                                             | 18,000                                                               |
| <b>Sub-total of cash outflows from financing activities</b>                                | <b>4,781,535</b>                                                          | 4,711,980                                                            |
| <b>Net cash flows from financing activities</b>                                            | <b>6,077,184</b>                                                          | 1,780,205                                                            |
| <b>IV. Effect of foreign exchange rate changes on cash and cash equivalents</b>            | <b>170</b>                                                                | (4,046)                                                              |
| <b>V. Net increase in cash and cash equivalents</b>                                        | <b>1,547,370</b>                                                          | (1,159,146)                                                          |
| Add: Balance of cash and cash equivalents at the beginning of the year                     | <b>335,730</b>                                                            | 1,715,470                                                            |
| <b>VI. Closing balance of cash and cash equivalents at the end of the Reporting Period</b> | <b>1,883,100</b>                                                          | 556,324                                                              |
| <i>Legal representative's<br/>authorised person:</i><br><b>Mai Boliang</b>                 | <i>The person in charge of<br/>accounting affairs:</i><br><b>Zeng Han</b> | <i>The head of the accounting<br/>department:</i><br><b>Zeng Han</b> |

## 4.2 Auditor's report

Whether the third quarterly report has been audited

☐ Yes   ☒ No

The Third Quarterly Report of 2018 of the Company has not been audited.

By order of the Board  
**China International Marine Containers (Group) Co., Ltd.**  
**YU Yequn**  
*Company Secretary*

Hong Kong, 29 October 2018

*As at the date of this announcement, the Board comprises Mr. WANG Hong (Chairman), Mr. WANG Yuhang (Vice-Chairman), Mr. HU Xianfu and Mr. LIU Chong as non-executive directors; Mr. MAI Boliang as an executive director; and Mr. PAN Chengwei, Mr. PAN Zhengqi and Mr. WONG Kwai Huen, Albert as independent non-executive directors.*