



**QHD Port Announces 2014 Annual Results**  
**Gross Profit Increased 4.29% to approximately RMB3.11 billion**  
**Net Profit Attributable to Owners of the Parent**  
**Rose 12.23% to approximately RMB1.98 Billion**

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*Expand the Scope of Strategic Cooperation,  
 Optimize Overall Operation Efficiency and Further Consolidate Core Competitiveness*

Financial Highlights (For the year ended 31 December)			
	2014 (RMB '000)	2013 (RMB'000)	Change
<b>Revenue</b>	7,223,103	7,189,172	+0.47%
<b>Gross Profit</b>	3,110,114	2,982,201	+4.29%
<b>Gross Profit Margin (%)</b>	43.06%	41.48%	+1.58pts
<b>Net Profit Attributable to Owners of the Parent</b>	1,980,145	1,764,362	+12.23%
<b>Net Profit Margin (%)</b>	27.37%	24.71%	+2.66pts
<b>Earnings per Share (RMB)</b>	0.39	0.41	-4.88%
<b>Proposed Final Dividend Per Share (RMB)</b>	0.35	0.32	+9.38%

(23 March 2015, Hong Kong) **Qinhuangdao Port Co., Ltd.** (“**QHD Port**” or the “**Company**”, together with its subsidiaries, the “**Group**”, stock code: 3369), the world’s largest independent port operator for major dry bulk cargo, today announced its annual results for the year ended 31 December 2014 (the “year under review”).

Benefiting from the rapid growth of port industry in China, in particular, the port industry in Bohai Rim (where the Group is located), the revenue and profit of the Group recorded a relatively stable growth during the year under review. For the year ended 31 December 2014, the revenue of the Group amounted to RMB7,223.1 million, representing an increase of 0.47% compared to 2013. The gross profit was RMB 3,110.1 million, increased by 4.29% compared to 2013. Net profit attributable to owners of the parent company amounted to RMB1,980.1 million, increased by 12.23% compared to 2013. The gross profit margin and net profit margin was 43.06% and 27.37%, representing an increase of 1.58% and 2.66% respectively compared to last year. Earnings per share of the Group amounted to RMB0.39. The Board of directors proposed a final dividend of RMB0.35 per share for the year ended 31 December 2014. (2013: RMB0.32)

During the year under review, due to the sophisticated management experience, innovative operation

model and long-term stable partnership with customers, the Group achieved a total cargo throughput of 382.09 million tonnes, representing an increase of 4.69% compared to 2013. The throughput of all major types of cargoes handled by the Group achieved steady growth, including: 354.78 million tonnes of dry bulk, representing a year-on-year increase of 3.93%; in which 245.79 million tonnes of Coal, representing a year-on-year increase of 0.81%; 108.99 million tonnes of metal ore, representing a year-on-year increase of 11.75%; 7.26 million tonnes of oil and liquefied chemicals, representing a year-on-year decrease of 12.53%; 9.67 million tonnes of container, representing a year-on-year increase of 21.18%; 10.38 million tonnes of general and other cargoes, representing a year-on-year increase of 41.22%. In addition, regarding ancillary port services and value-added services, the Group devoted much attention to the development of coal blending business during the period under review. It realized coal blending of 32.3 million tonnes, representing a year-on-year increase of 59.7%.

**Mr. XING Luzhen, Chairman and Executive Director of the Qinhuangdao Port Co., Ltd.**, said: "In 2014, amidst the recovery of global economy and trade, the throughput of containers in international lines in ports of China got rid of low growth, and the rapid development of port industry in Bohai Rim, where the Group is located, helped to facilitate the advancement of the Group's business. During the period under review, the Group was committed to provision of customized services, thereby enhancing trustiness and satisfaction of its customers.. Meanwhile, the Group entered into strategic cooperation agreements with various large coal enterprises and expanded the scope of strategic cooperation with its existing customers so as to improve the capability of the Group in preventing market risks while securing the throughput, therefore further increasing the operating income and profit."

In respect of coal, the two coal berths renovated by the Group in Qinhuangdao Port were put into trial operation and the number of coal berths was increased to 23 with the coal throughput capacity newly added by 1.90 million tonnes. During the period under review, the coal throughput capacity in Qinhuangdao Port reached 194.55 million tonnes. Through developing and strengthening strategic cooperation with existing customers, continuing to improve ports' service functions, further optimizing the cargo portfolio, and improving coordinative operation efficiency, the Group was able to secure the stable growth of coal throughput.

In respect of metal ores, the Group operates 17 general cargo berths in Qinhuangdao Port, 6 general cargo berths in Huanghua Port, as well as 4 ore berths and 2 general bulk berths in Caofeidian Port through its associate company, Caofeidian Shiye Port Company. Most of these berths (except for designated grain berths) are also able to handle metal ores. In addition, the two 200,000-tonne ore berths constructed by us in Huanghua Port are expected to be put into a trial run in the second half of 2015.

In respect of oil and liquefied chemicals handling services, the Group operates 4 crude oil berths, 1 refined oil berth and 2 liquefied chemical berths in Qinhuangdao Port.

In respect of container service, the Group provides stevedoring and depot services to container shipping companies engaged in both international and domestic container trade. The Group operates 3 and 4 berths in Qinhuangdao Port and Huanghua Port respectively, which may handle containers. During the period under review, the Group duly captured market developments by deeply understanding customers' needs and fully capitalizing on the advantages of container operation quality, operation efficiency and successive services. In addition, the Group achieved better results in respect of "dry bulk & general cargoes to containers", expansion of imports of foreign cargo sources and stability and development of shipping lines.

In respect of handling of general cargoes, the Group operates 17 general cargo berths in Qinhuangdao Port and 6 general cargo berths in Huanghua Port, which can be used for handling general cargoes. The

Group'sr associate company, Caofeidian Shiye, operates 2 general cargo berths in Caofeidian Port. The Group successfully expanded its market share by virtue of regionally comparative advantages and rapidly developed new cargo sources while maintained its existing general cargo sources, thereby achieving improvement of transshipment volume of various general cargo products.

In respect of ancillary port services and value-added services, the Group provides a variety of ancillary port services and value-added services, which include tugging, tallying, trans-shipping, and shipping agency services. Its value-added services mainly include coal blending and other services, and tariff-free warehouse and export supervisory warehouse services to be provided soon.

Regarding the future development, the Group will continue to implement a series of strategies, as to grasp the growth opportunities of business, and consolidate its leading position in the industry. The Group will proceed with relevant optimizations and rectifications in regard to source structure of coal, strategic cooperation, service offerings and other aspects, to realise the purpose of consolidating transshipment volume of coal and further enhance customer's confidence and satisfaction on it. Following the completion of the renovation project of "relocation of the western port", the Group will take full advantage of the standardized equipment and facilities as well as service platform for the eastward expansion of the port to strengthen the mechanism of cargo collection, perfect the management system, intensify the service concept and facilitate the growth in throughput of general cargoes and containers; Meanwhile, the Group will deepen its refined management on business soliciting and production planning, to improve operational efficiency and service quality; the Group intends to optimize stevedoring process by streamlining the operation process, thus enhancing productivity and operational efficiency; It proposes to further intensify awareness of service, and strive to provide better services to each of its customers, in order to strengthen corporate's reputation and image in a continuous manner.

**Mr. XING Luzhen** concluded: "Looking ahead, the Group is well-positioned to benefit from the growth of the China's economy and the continuous rapid growth of the economy of the Bohai Rim. The Group will continue to enhance its ports' throughput, proceed optimization and adjustment in a variety of ports' services, expand the scope of cooperation with customers and provide them a more premium service, consolidate its position as the largest independent port operator for major dry bulk cargo in the world, and strive to be the world-leading port operator and integrated logistics services provider, and bring satisfactory returns to our shareholders and society."