



# Summary of Acquisition

Presentation for Pan-United Corporation Ltd 22<sup>nd</sup> AGM  
dated 21 April 2014



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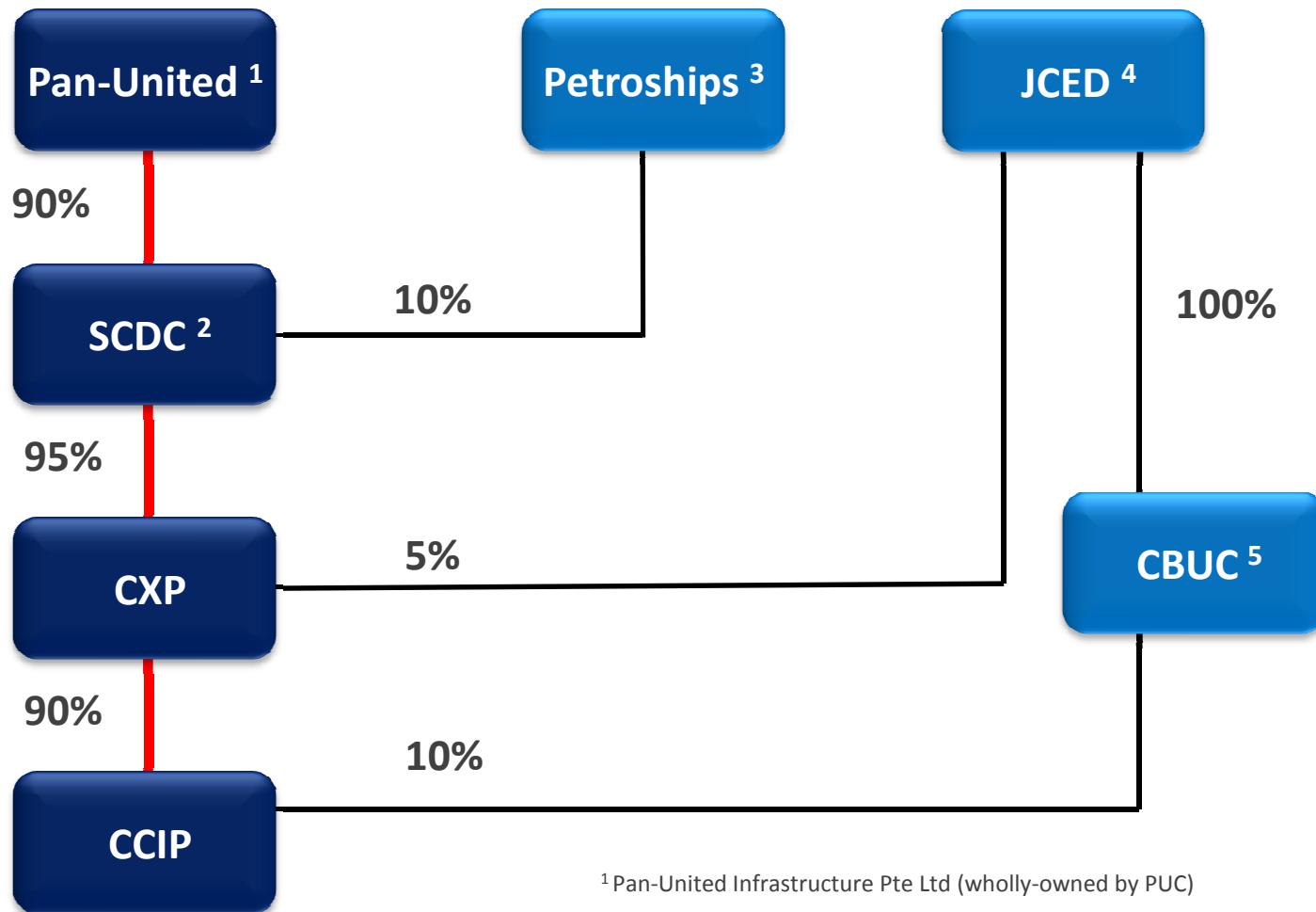
# CXP – A Larger Port

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- CXP acquired a *90% stake* in adjacent CCIP for RMB436.5m in March
- Acquisition will be financed by cash and bank borrowings



# CXP & CCIP Ownership Structure



<sup>1</sup> Pan-United Infrastructure Pte Ltd (wholly-owned by PUC)

<sup>2</sup> Singapore Changshu Development Company Pte Ltd

<sup>3</sup> Petroships Investment Pte Ltd

<sup>4</sup> Jiangsu Changshu Economic Development Group

<sup>5</sup> Changshu Binjiang Urban Construction Investment & Management Co., Ltd

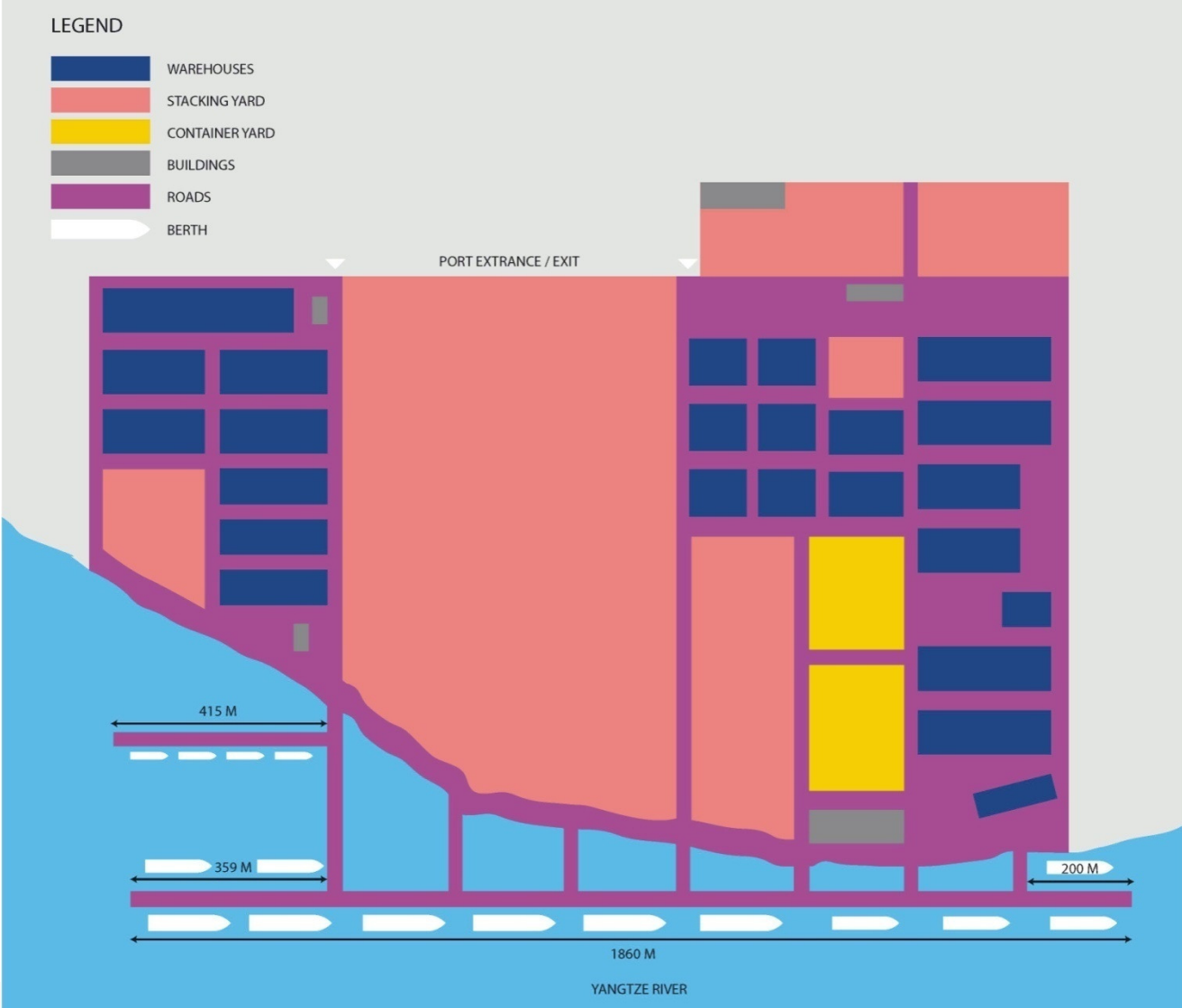
# Why CCIP?

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- Scales up Port & Logistics business
  - ❖ Expands berthing capacity by 60%
  - ❖ Adds domestic cargoes to CXP's base
- Potential for commercial and operational synergies
- Allows CXP to better benefit from the continued strong economic GDP growth in Yangtze River Delta.
- Increases foreign-sourced income for the Group.







# Expanded Berth Length – CXP + CCIP





# Enlarged Facilities – CXP + CCIP

	CXP	CCIP	CXP + CCIP	% Increase
Total land (m <sup>2</sup> )	1,004,502	355,805	1,360,307	 +35 %
Berth Length (km)	1.7	1.133	2.833	 +67%
Warehousing (m <sup>2</sup> )	105,000	70,000	175,000	 +67%
Design Capacity (million tons pa)	10.0	6.0	16.0*	 +60%

*Targets higher capacity from synergies*



# Growing the Port & Logistics Division – FY14

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- Ramp up utilisation of the expanded warehouse and berthing capacity
- Target is to halve CCIP's loss in FY14 (CCIP reported unaudited 9MFY13 loss of RMB 24.3 million)
- Expect the Port & Logistics Division to remain profitable in FY14





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**Thank You**

