Ningbo Port—A Bridge Serving the Economy of Its Hinterland

Mr Wu Jinkun, President of Ningbo Port Co., Ltd
Contents

- Who are we?
- Whom we serve?
- What we have done?
- What we will do?

Introduction of Ningbo Port
Hinterland Economy of Ningbo Port
Services Provided by Ningbo Port to Its Hinterland
Working Plan
Who are we?

Introduction of Ningbo Port
Ningbo Port is located in the middle of the coastline of eastern China and in the most developed Yangtze river delta.

The distance between Ningbo and Shanghai is only 120 nautical miles.
Who are we?

Modern container terminal of Ningbo Port with complete facilities
Who are we?

Berge Phoenix of 300,000 DWT called at the ore discharging terminal of Ningbo Port.
Who are we?

ULCC TI EUROPE of 400,000 DWT berthed at Daxie Shihua Crude oil Wharf of Ningbo Port
Who are we?

Cargo Throughput Growth of Ningbo Port

3 times growth within only 7 years!
Who are we?

Container Throughput Growth of Ningbo Port

10 times growth within only 7 years!
Whom we serve?

Hinterland Economy of Ningbo Port
From the year 2000 to 2007, China’s GDP had grown 2.75 times.
In 2000, China’s import & export volume reached 474.3 billion US dollars.

In 2007, China’s import & export volume reached 2.174 trillion US dollars, 4.5 times compared with that of 2000, maintaining a growth rate of 25.51% yearly.
Whom we serve?

Developed hinterland economy gave birth to Ningbo Port

A circle with Ningbo Port as the center and the radius of 500 kilometers includes the most developed coastal city cluster of China and Yangtze river delta economic region, which boast the fastest growth rate in China.
GDP Comparison between Yangtze river delta and China in the year of 2001, 2005 and 2007

<table>
<thead>
<tr>
<th></th>
<th>GDP of 2001</th>
<th>GDP of 2005</th>
<th>GDP of 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yangtze river delta</td>
<td>16996</td>
<td>40897</td>
<td>56199</td>
</tr>
<tr>
<td>Whole China</td>
<td>95933</td>
<td>182321</td>
<td>246619</td>
</tr>
<tr>
<td>Proportion of Yangtze river delta in the total of China (%)</td>
<td>17.7</td>
<td>22.4</td>
<td>22.8</td>
</tr>
</tbody>
</table>

Unit: 100 million RMB
2001-2007 GDP growth comparison of Yangtze river delta with that of the whole China

Growth rate %

whole China

Yangtze river delta

Whom we serve?
Whom we serve?

Foreign trade volume Comparison between Yangtze river delta and China in the year of 2001, 2005 and 2007

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Yangtze river delta</td>
<td>1381</td>
<td>5024</td>
<td>8094.8</td>
</tr>
<tr>
<td>Whole China</td>
<td>5098</td>
<td>14221</td>
<td>21738</td>
</tr>
<tr>
<td>Proportion of Yangtze river delta in the total of China (%)</td>
<td>27.1</td>
<td>35.3</td>
<td>37.2</td>
</tr>
</tbody>
</table>

Unit: 100 million US dollars
Main import & export trade countries and regions for the hinterland of Ningbo Port

Currently, the import and export trade areas for the hinterland of Ningbo Port are mainly European Union, United States, south east Asia, Japan, and etc.
Yangtze river flows across western, center and eastern China, which is the most convenient channel linking China’s inland areas with its coastal region, is also the busiest transport golden channel with most inland harbors. Compared with other economic bands, Yangtze river economic band enjoys China’s vastest hinterland and development room.
What we have done?

Services provided by Ningbo Port to its hinterland
What we have done?

Speed up the construction of port

Focus on the development of port container business

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of container berth of Ningbo Port</th>
<th>Number of quayside container crane</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>2007</td>
<td>19</td>
<td>71</td>
</tr>
</tbody>
</table>

What we have done?
What we have done?

Speeding up the construction of “Dry Port”
What we have done?

Development of feeder lines
What we have done?

Providing water-water transshipment service for the Yangtze economic band
What we have done?

Enhance “interaction of port and free trade zone”
What we have done?

Providing quality port services
What we will do?
What we will do?

Continue to develop sea-railway Intermodal transport
What we will do?

Speed up coordination and construction of traffic infrastructure, port’s exclusive distributing channel, network of collection and distribution etc., which will relieve the
Currently, Ningbo Port has 204 shipping lines, among which 114 are ocean-going main lines. The number of regular shipping services per month reaches over 900.
What we will do?

Continue to do our best to improve terminal operation efficiency and management levels.
What we will do?

To develop the port in a sustainable way.
What we will do?

Ningbo Port has always paid special attention to the trade exchange with European countries.

In 1997, first direct shipping line to Europe.
Till now, 36 direct shipping lines to Europe.
Thank you!

Sep. 18th, 2008