



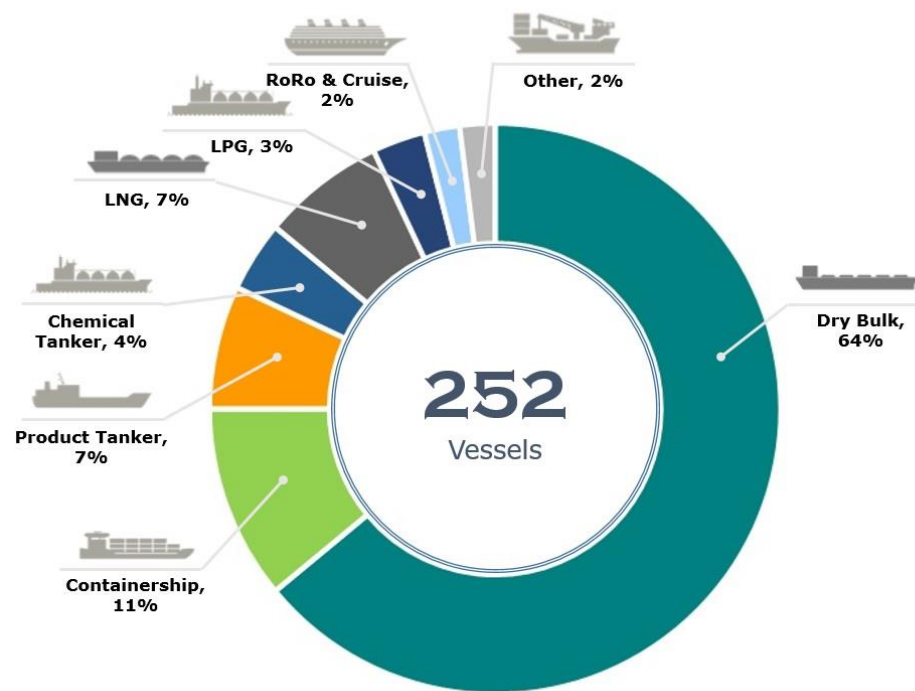
THE INNOVATIVE SOLUTIONS

CHINESE LEASING COMPANIES CAN PROVIDE

YANG CHANGKUN

January 2018

OUR PORTFOLIO



As of 31 December 2017

- Shipping Portfolio **USD 7.09 Billion**
- Non-Chinese Exposure **85%**
- Owns and manages **252 vessels**

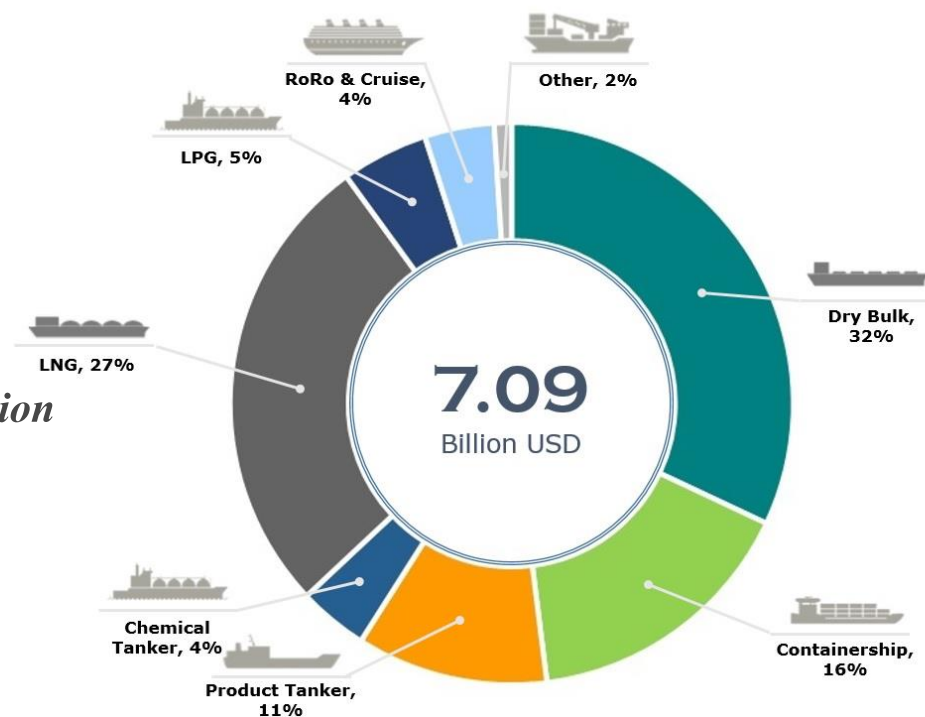


VISION

To be an innovator and a leader in the maritime leasing industry by offering viable and flexible leasing solutions for the whole spectrum of shipping industry.

MISSION

Centre on the real economy by offering comprehensive, innovative financial services to support the healthy and stable developments of shipping industry.



INNOVATIVE SOLUTION

- *Asset Focused Financial Institution*
- *Diversified Shipping Portfolio*
- *Structure Finance in various segments*
- *Explore funding channel ABS*



DEVELOPMENT PATHWAY

Stage 3

Service-imbedded Solution Provider

Stage 2

Asset Provider

Stage 1

Financier

Reasons for Changes

- *Volatile Market*
- *Diversified Profit Model*
- *2019 New Accounting Principles*



SUCCESSFUL
PROJECTS



BW Offshore
Equity Cooperation
FPSO



Vale
COA Service
VLOC

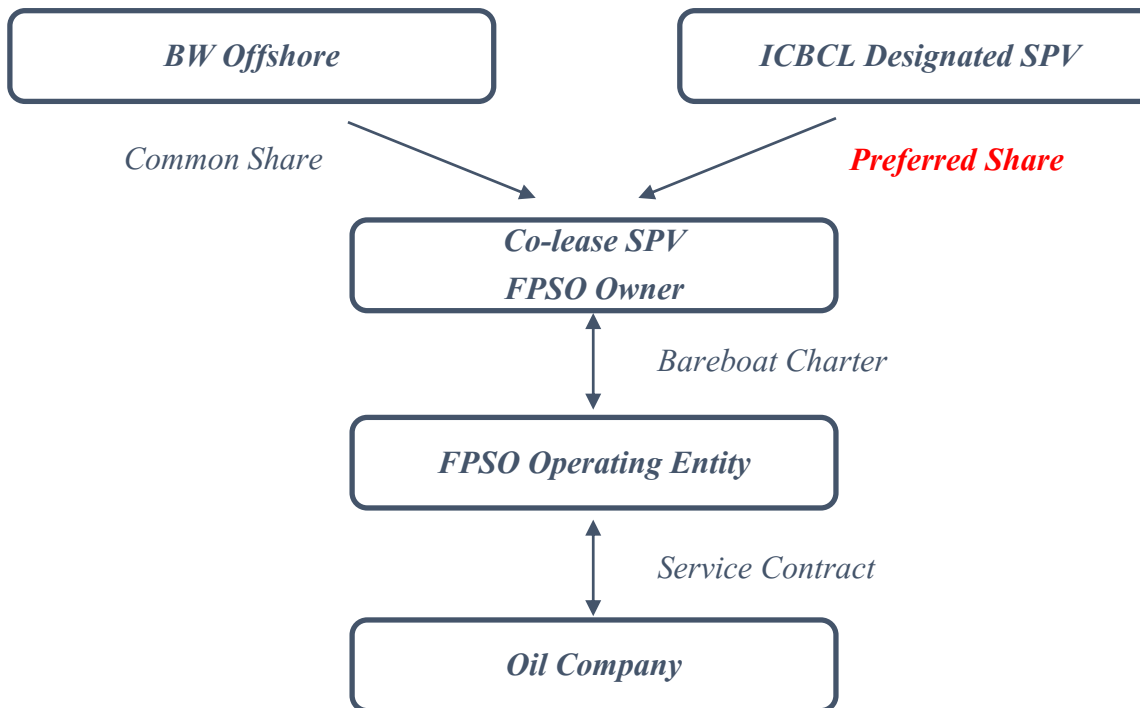


Bernhard Schulte
Joint Venture
Wind Farm Support Vessel

SUCCESSFUL PROJECTS



Equity Cooperation Structure



Key Points

USD 275 million

FPSO

North Sea

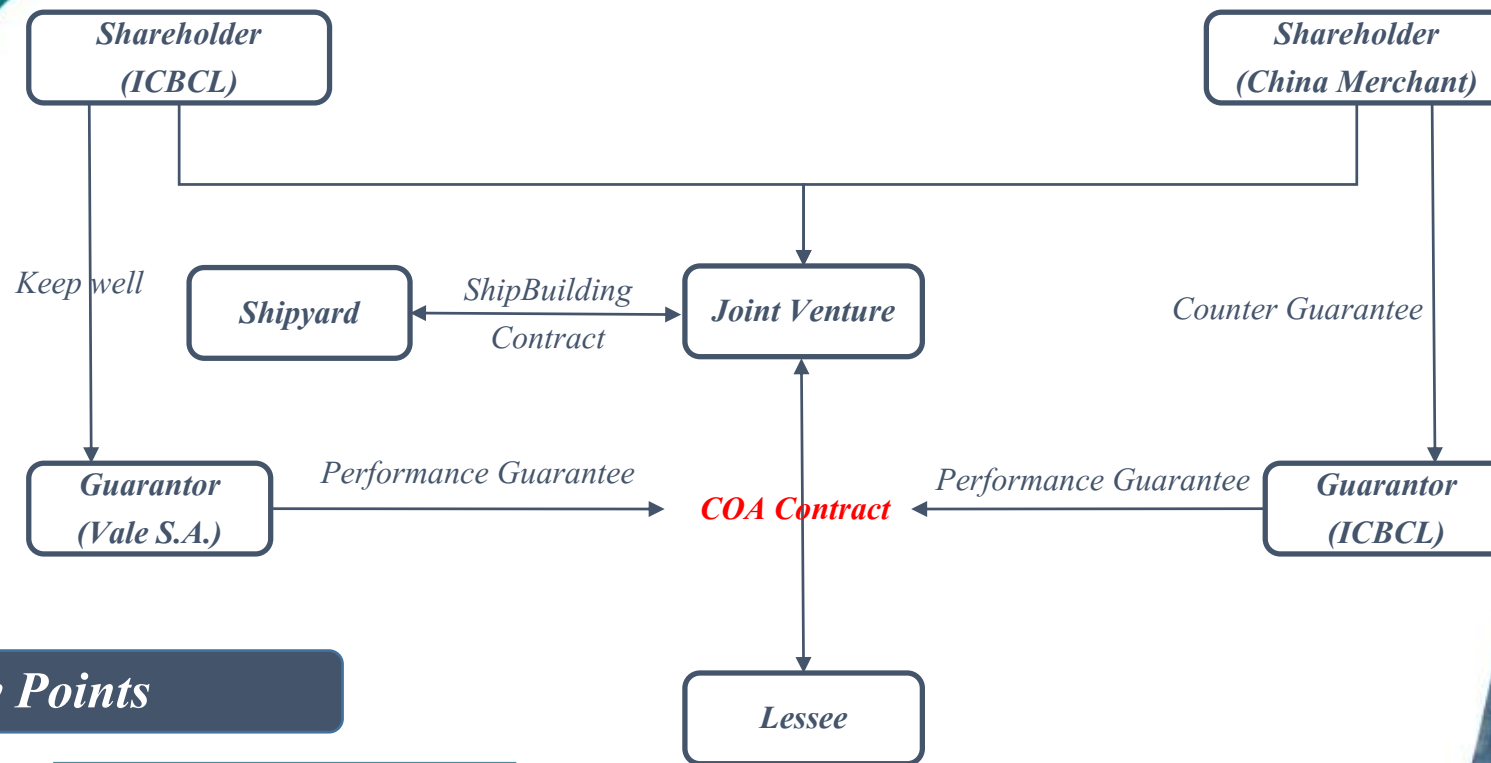




ICBC 工银租赁



COA Service



Key Points

COA Service

VLOC

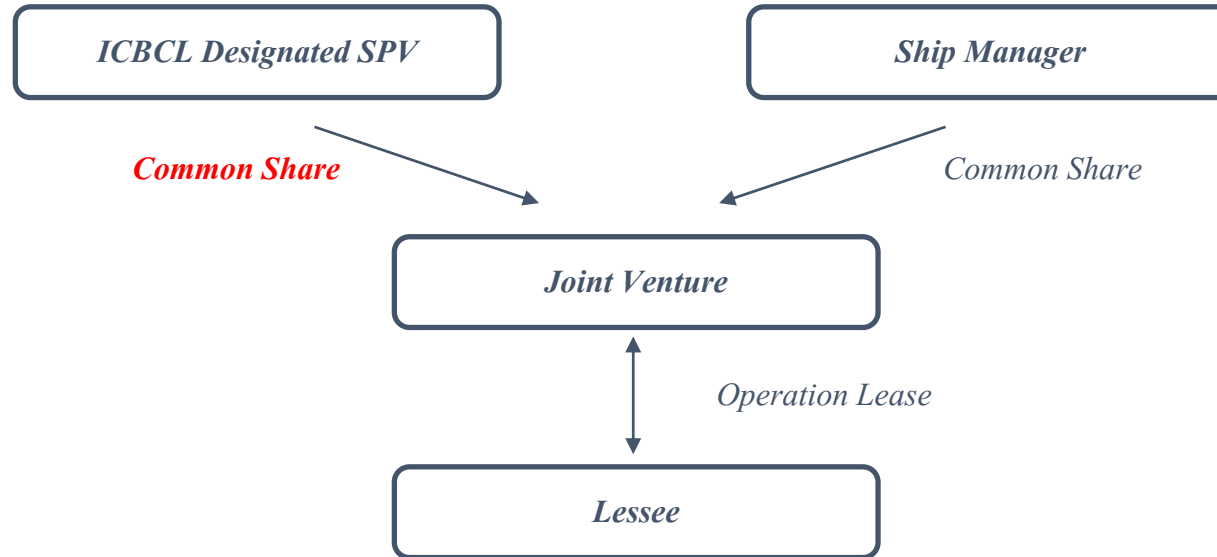
Brazil – China trade



SUCCESSFUL
PROJECTS



Joint Venture



Key Points

Time Charter to SIEMENS

Wind Farm Service Operation Vessel

German



SUCCESSFUL
PROJECTS



ICBC

工银租赁

ICBC LEASING

ICBC LEASING

GO FURTHER, TOGETHER