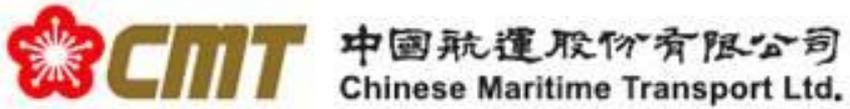




Stock Code : 2612 TT

# Investor Presentation

Date: 13<sup>th</sup> December 2018



偉聯運輸股份有限公司  
Associated Transport Inc.

**Presented by:** David Hsu, President of ATI

# Outline

---

- Introduction
- Container Inland Transportation
- Eco 、 Digital and Safety

# Introduction

---

- ISO9001:2008 certified, Associated Transport meets international quality management standards and makes full use of the latest technology, such as GPS satellite positioning devices, wireless transmission and cloud technology
- Its operations are fully computerized, and an aggressive fleet modernization program means that over 90% of its tractors are less than four years old. New tractors are equipped with advanced BlueTec technology that protects the environment by reducing fuel consumption and slashing and particulate emissions. This and other initiatives reflect the high priority CMT gives to corporate social
- The Inland Trucking Division manages container depots in Taichung and Kaohsiung where customers can have their containers stored, cleaned and repaired, and CMT subsidiary CMT Logistics runs two container terminals in northern Taiwan that offer full container consolidation and logistics services. This fully integrated network and fleet results in incredible flexibility and convenience and can satisfy customers' every logistics need throughout the country



### Taoyuan

No.641, Jhonghua Rd.,  
Bade Dist., Taoyuan City  
33464, Taiwan (R.O.C.)



### Taichung

No.472, Zihciang Rd.,  
Wuci Dist.,  
Taichung City  
43547, Taiwan  
(R.O.C.)



### Kaohsiung

No.2-1, Dongya Rd.,  
Siaogang Dist., Kaohsiung  
City 81243,  
Taiwan (R.O.C.)



**#65 #66 Shipline**  
**#69 #70 Shipline**



### Keelung

No.6, Gongjian  
N. Rd., Cidu Dist.



### Taipei

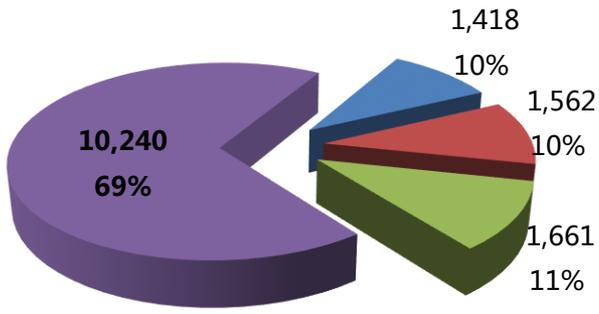
Chinese  
Maritime  
Building 12/F, 15  
JiNan Road, Sect  
1  
Taipei 10051,  
Taiwan, R.O.C.



ATI offer outstanding inland  
transportation service in Taiwan

265 tractors  
488 chassis  
Supply chain all over Taiwan

# 2017 Taiwan Ports turn over (thousand TEU's)



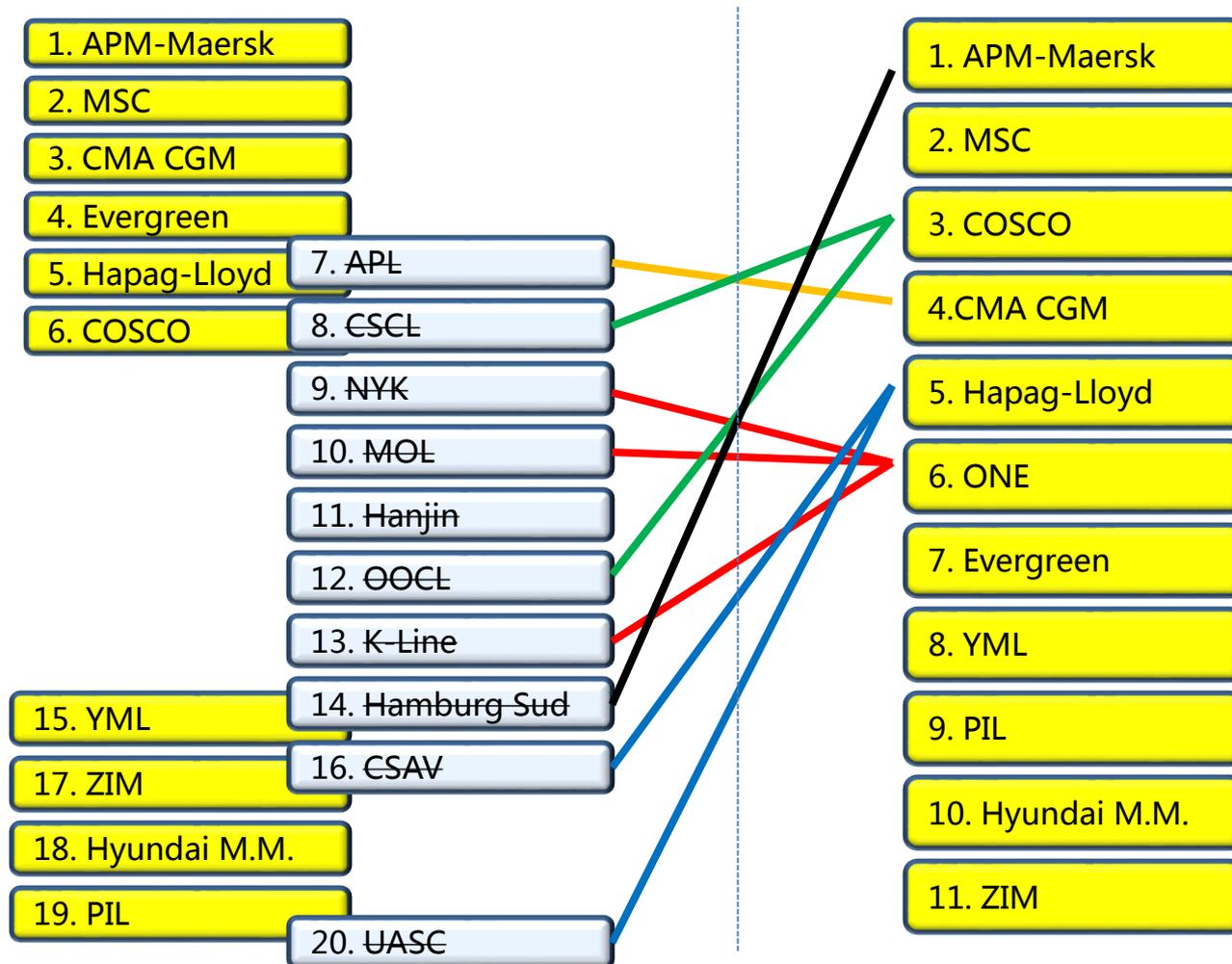
Keelung Taipei Taichung Kaohsiung



# Business Type & Irreplaceable

Shipside	Inter-Terminal Transport	Line-Haul	CY; Container Yard
Kaohsiung #65, #66, #69, #70 appropriated port shipside trucking; connecting ship to shore and transfer to container storage effectively.	Inter-terminal container inland transportation between berths & ports, assisting various carriers/alliances as a flexible and accurate hub in Kaohsiung	Timely and efficient inland container transportation to/from ICD and ports.	Ex-factory inland container transportation to/from ICD and ports.
			
Irreplaceable flexibility and efficiency, hard to be substituted by AI technology and also cost effective	Tremendous mobilization ability in trucking fleet for timely movement of a huge number of containers between ports/berths	Competitive flexibility with ocean blue ways, which is oftenly limited by weather and scheduling	Variety trucking services and multit-depot advantages are hard to be replaced
13.9%	5.2%	64.4%	7.2%

# Top 20 merged into 11 after 2018



Alphaliner 2008 vs 2018

# Major Carriers Takes Control

TOP 100

Alphaliner TOP 100 / 13 Nov 2018



Global figures



**6,147** active ships  
including 5,296 fully cellular



**22,699,306** TEU  
22,290,526 TEU fully cellular



**276,476,024** DWT

Figures are consolidated

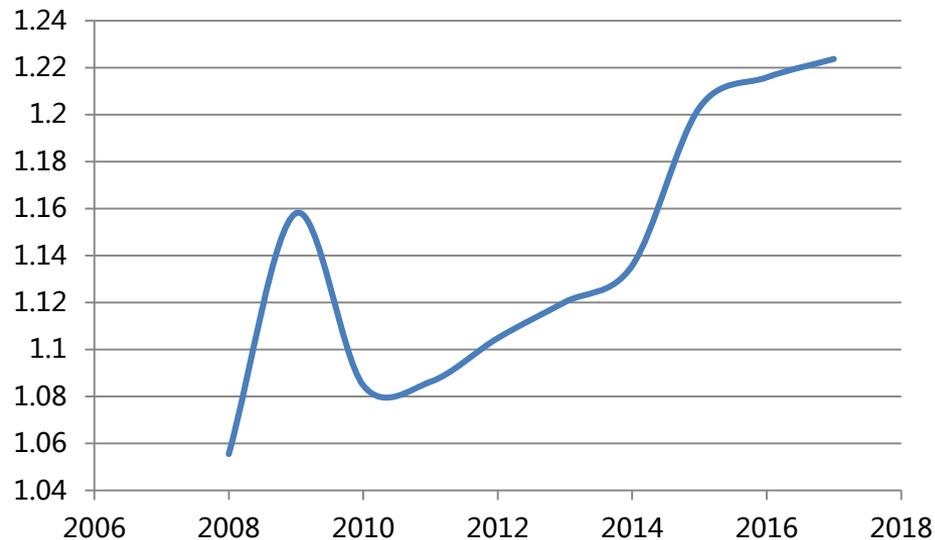
Regional Trades  
weekly capacities

Trans-Atlantic **144,961** TEU  
Trans-Pacific **484,188** TEU  
Feast-Europe **412,681** TEU

Ra...	Operator	Teu	Shar...	Existing fleet	Orderbook
1	APM-Maersk	4,042,674	17.8%		
2	Mediterranean Shg Co	3,296,936	14.5%		
3	COSCO Group	2,798,545	12.3%		
4	CMA CGM Group	2,673,821	11.8%		
5	Hapag-Lloyd	1,621,637	7.1%		
6	ONE (Ocean Network Express)	1,538,491	6.8%		
7	Evergreen Line	1,180,853	5.2%		
8	Yang Ming Marine Transport Corp.	629,835	2.8%		
9	PIL (Pacific Int. Line)	427,586	1.9%		
10	Hyundai M.M.	417,449	1.8%		
11	Zim	334,817	1.5%		

# Imbalanced Growth

- Export/Import ratio increases in recent years
- Coastal shipping trans-shipment grows
- Sophisticated truck fleet management required



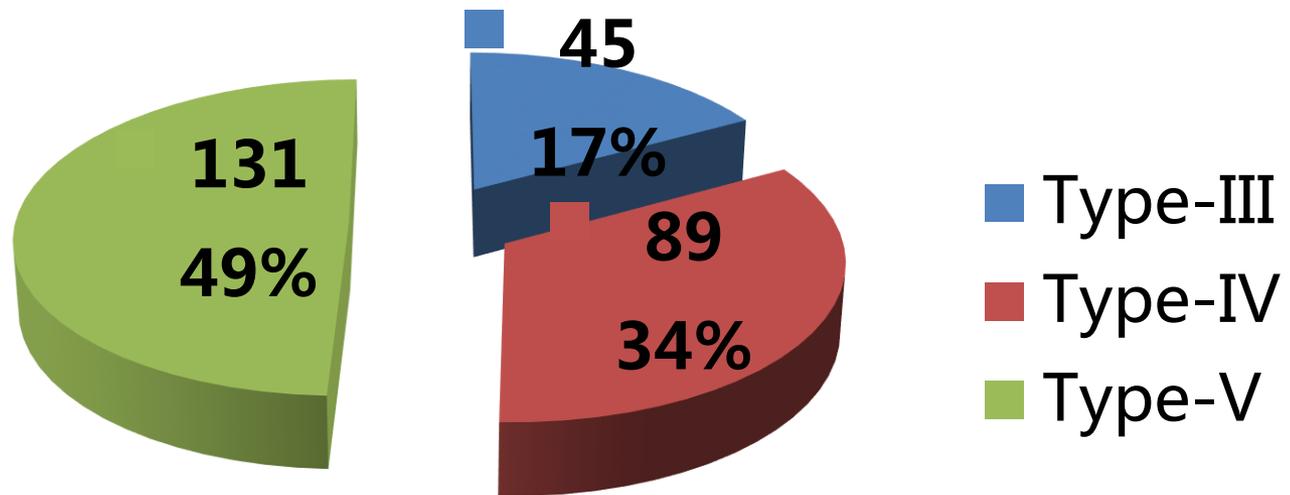
Ministry of Finance, R.O.C.

# Air Pollution Control Act

---

- The amendment to the Air Pollution Control Act that was passed in the Legislature earlier this year to gradually phase out older vehicles
- Under the new law, trucks that fail to pass emission test will be subject to fine or removal of license plates

# Eco-type Truck Fleet



# Sustainable Development in Drivers' Training

---

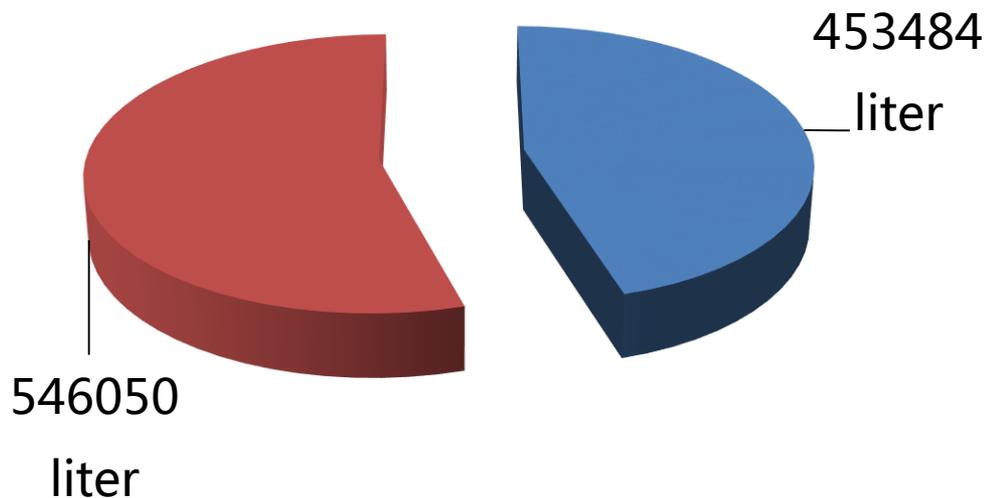
- Participation in “Eco Driving Courses” of ARTC - 9.2%
- fuel consumption improvement after the courses

Eco Driving key components:

- Routine maintenance (system cleaning and lubes)
- Check prior to departure (tire pressures and others)
- During driving (avoid idling and maintain desirable speed)
- Other methods (management system)

# Monthly Fuel Consumption

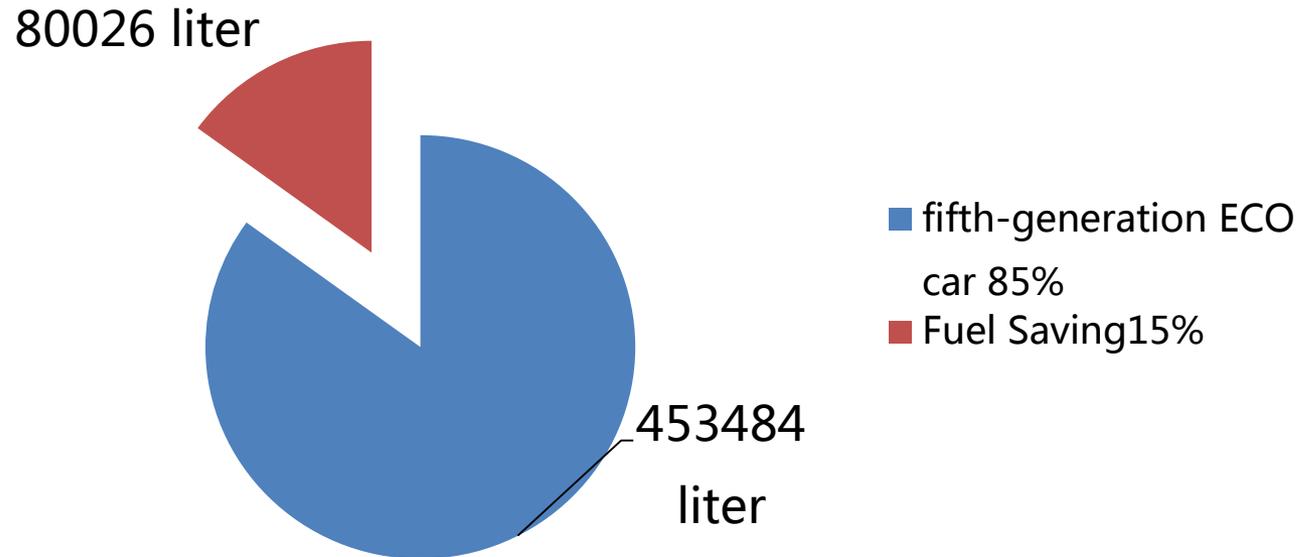
## Analysis



- 131st generation Eco car 45%
- 134th generation ECO car + 4th generation ECO car 55%

# Monthly Carbon Reduction

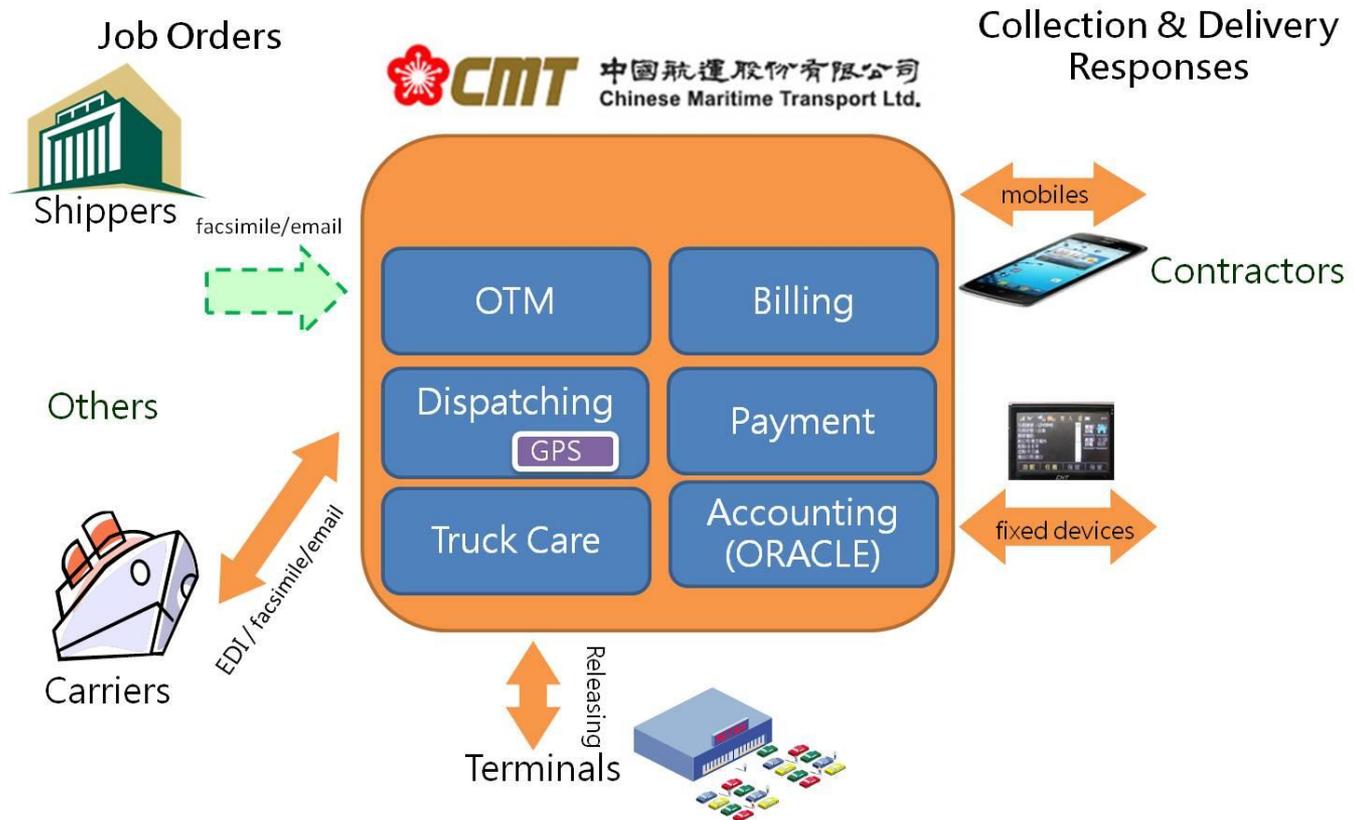
compare with forth-generation or  
third-generation ECO car



According to official data 1liter diesel oil will produce 2.7kgs co2  
80026liter per month=cut down co2 **2.59million kilos per year**

# Digital Information Management

## CMT Trucking Systems

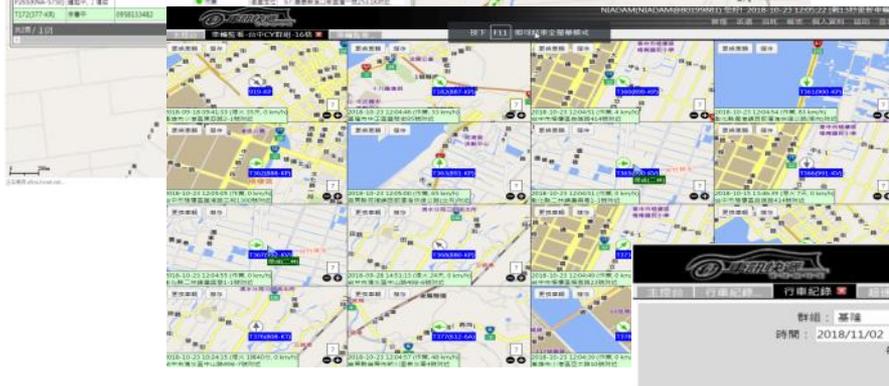


# Truck Management System

~ GPS Tracking system: access to real-time trucks' position and condition



→ 1. Monitor of single truck' s position, speed



→ 2. 9/16 frames surveillance

3. Tracking record of trucks ←

This screenshot shows the tracking and speeding record sections of the system. It includes a table of tracking records and a search interface for speeding records.

時間	位置	狀態	定位狀態	方向	車速	程度
2018-11-02 00:00:15	基隆市七堵區工建北路6-1號附近	作業	速度定位	西南	0	121.70396
2018-11-02 00:00:45	基隆市七堵區工建北路6-1號附近	作業	速度定位	南	0	121.70399
2018-11-02 00:01:15	基隆市七堵區工建北路6-1號附近	作業	速度定位	北	0	121.70388
2018-11-02 00:01:45	基隆市七堵區工建北路6-1號附近	作業	速度定位	東北	0	121.70388

The interface also includes search filters for speeding records, such as date range, vehicle group, and speed limit. A table below the search filters shows the results of the search, including the time, location, status, and speed of the trucks.

4. Speeding record and search ←

# Truck Management System

~TMS effectively manages orders and capacity

- \* Collect and accept orders online
- \* Dispatch online ←

The screenshot shows a software window titled 'TMS 運輸管理系統' (TMS Transport Management System). It displays a list of truck orders with columns for '客戶' (Customer), '船名' (Ship Name), '航次' (Voyage), '船期' (Schedule), '領運地' (Origin), '交匯地' (Destination), '貨櫃號碼' (Container No.), '櫃型' (Type), '櫃量' (Quantity), and '備註' (Remarks). The data includes various shipping lines like MEK, OTWL, and AFIL, with specific container numbers and quantities.

- Job complete then transfer to Payment collection system
- Continuous data operation ←

The screenshot shows a software window titled 'TMS 運輸管理系統' (TMS Transport Management System) displaying a list of completed orders. The columns include '上機' (Status), '船號說明' (Ship Name), '作業日' (Operation Date), '車行' (Company), '車號' (Truck No.), '單號' (Order No.), '駕駛' (Driver), '櫃型' (Type), '派車車號' (Truck No.), '派車種類' (Truck Type), '任務種類' (Task Type), '進出口' (In/Out), '訂單單號' (Order No.), '項次' (Item No.), '客戶' (Customer), '櫃號' (Container No.), and '船名' (Ship Name). The data shows various shipping lines and their respective truck and container details.

# Truck Care System

~TCS maintenance system effectively manages information of spare parts

● online truck info <-

#	車號	公司	地區	車別	作業型態	廠牌	車型	出廠年月	購入日期	發照日期	生效日期	牌照號碼	引擎號碼	使用別
1	C839	長聯運輸股份有限公司	高雄	車頭	長途	FUSO		2018/06	2018/07/04	2018/07/04	2018/07/04	KNA8006	457.972-C-034 6499	營業用
2	C838	長聯運輸股份有限公司	高雄	車頭	長途	FUSO		2018/06	2018/07/04	2018/07/04	2018/07/04	KNA8005	457.972-C-034 6510	營業用
3	C837	長聯運輸股份有限公司	高雄	車頭	長途	FUSO		2018/06	2018/07/04	2018/07/04	2018/07/04	KNA8003	457.972-C-034 4406	營業用

● parts inventory <-

#	保養廠	庫存地區	所有人	材料編號	材料名稱	庫存數量	安全庫存	庫存警示
9	嘉品汽車	台中	偉聯運輸股份有限公司	00810000002	奧迪福油 SAE 90	180		正常
10	嘉品汽車	台中	偉聯運輸股份有限公司	00810000004	差速器油 SAE 140	178		正常
11	偉聯運輸股份有限公司	台中	偉聯運輸股份有限公司	20H10000001	尾車消耗料	151		正常

● online maintenance and repair record <-

材料代號	供應廠代號	材料名稱	使用數量	備用主料說明	原估單價	未稅金額	小計	上次發料日期
1512000001	全部	5號 機油心子	1	正常	360	360	360	2018-09-19
1512000002	全部	5號 機油心子	1	正常	400	400	400	2018-09-19
1512000004	全部	5號 機油分機油濾心	1	正常	1,450	1,450	1,450	2018-09-19
0081000001	偉聯運輸股份	亞細亞機油 15W40	39	正常	49	49	1,911	2018-09-19
0081000004	偉聯運輸股份	亞細亞機油	13	正常	90	0	0	2018-09-19
10001000002	嘉品汽車	中保費	1	正常	1,200	900	900	2018-09-19

● online payment <-

請款檢視	
請款單號	1810186047
請款人	寶能汽車
付款人	偉聯運輸股份有限公司
*請款地區	台中
*請款日期	2018-10-18
*單據類別	發票
*單據號碼	GE21438895
*單據日期	2018-10-12
未稅總金額	6,000
*總稅額	300
含稅總金額	6,300
用途	零件費
備註	請輸入內容

# ISO Certificate



**BUREAU VERITAS**  
Certification

**CHINESE MARITIME TRANSPORT LTD.**  
中國航運股份有限公司

NO.15, SEC. 1, JINAN RD., ZHONGZHENG DIST.,  
TAIPEI CITY 100, TAIWAN (R.O.C.)  
台北市中正區濟南路一段15號

This is a multi-site certificate, additional site details are listed in the appendix to this certificate

Bureau Veritas Certification Holding SAS – UK Branch certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standards detailed below

---

**ISO 9001:2015**

Scope of certification

**PROVISION OF CONTAINER IN-LAND TRANSPORTATION.**  
提供內陸貨櫃運輸。

Original cycle start date: **26-November-1995**  
Expiry date of previous cycle: **NA**  
Certification / Recertification Audit date: **NA**  
Certification / Recertification cycle start date: **26-November-2017**

Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: **25-November-2020**

Certificate No.: **TWN4100630Q**    Version: **01**    Revision date: **03-September-2018**





0008

Certification body address: 8<sup>th</sup> Floor, 86 Prescot Street, London E1 8JG, United Kingdom  
Local office: 3F-8, No.15, Nanjing E. Rd., Sec.4, Songshan District, Taipei 10553, Taiwan

Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation.  
To check this certificate validity please call: +886 2 2570 2555

1 / 2



**BUREAU VERITAS**  
Certification

**CHINESE MARITIME TRANSPORT LTD.**  
中國航運股份有限公司

---

**ISO 9001:2015**

Scope of certification

**HQ: PROVISION OF CONTAINER IN-LAND TRANSPORTATION.**  
總公司: 提供內陸貨櫃運輸。

Site Name/Location	Site Addition Date	Site Address	Site Scope
KEELUNG OFFICE 基隆辦公室	26-November-1995	NO.8 GONGLIAN N. RD., QIDU DIST., KEELUNG CITY 206, TAIWAN (R.O.C.)	PROVISION OF CONTAINER IN-LAND TRANSPORTATION. 提供內陸貨櫃運輸
TAOYUAN OFFICE 桃園辦公室	26-November-1995	NO.841, ZHONGHUA RD., BADE DIST., TAOYUAN CITY 334, TAIWAN (R.O.C.)	PROVISION OF CONTAINER IN-LAND TRANSPORTATION. 提供內陸貨櫃運輸
TAICHUNG OFFICE 台中辦公室	26-November-1995	NO.472, ZIQIANG RD., WUQI DIST., TAICHUNG CITY 435, TAIWAN (R.O.C.)	PROVISION OF CONTAINER IN-LAND TRANSPORTATION. 提供內陸貨櫃運輸
KAOHSIUNG OFFICE 高雄辦公室	26-November-1995	NO. 2-1, DONGYA RD., XIAOGANG DIST., KAOHSIUNG CITY 812, TAIWAN (R.O.C.)	PROVISION OF CONTAINER IN-LAND TRANSPORTATION. 提供內陸貨櫃運輸

Certificate No.: **TWN4100630Q**    Version: **01**    Revision date: **03-September-2018**





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2 / 2

# Driving Safety

## Check list prior to dispatch

Check oils and waters



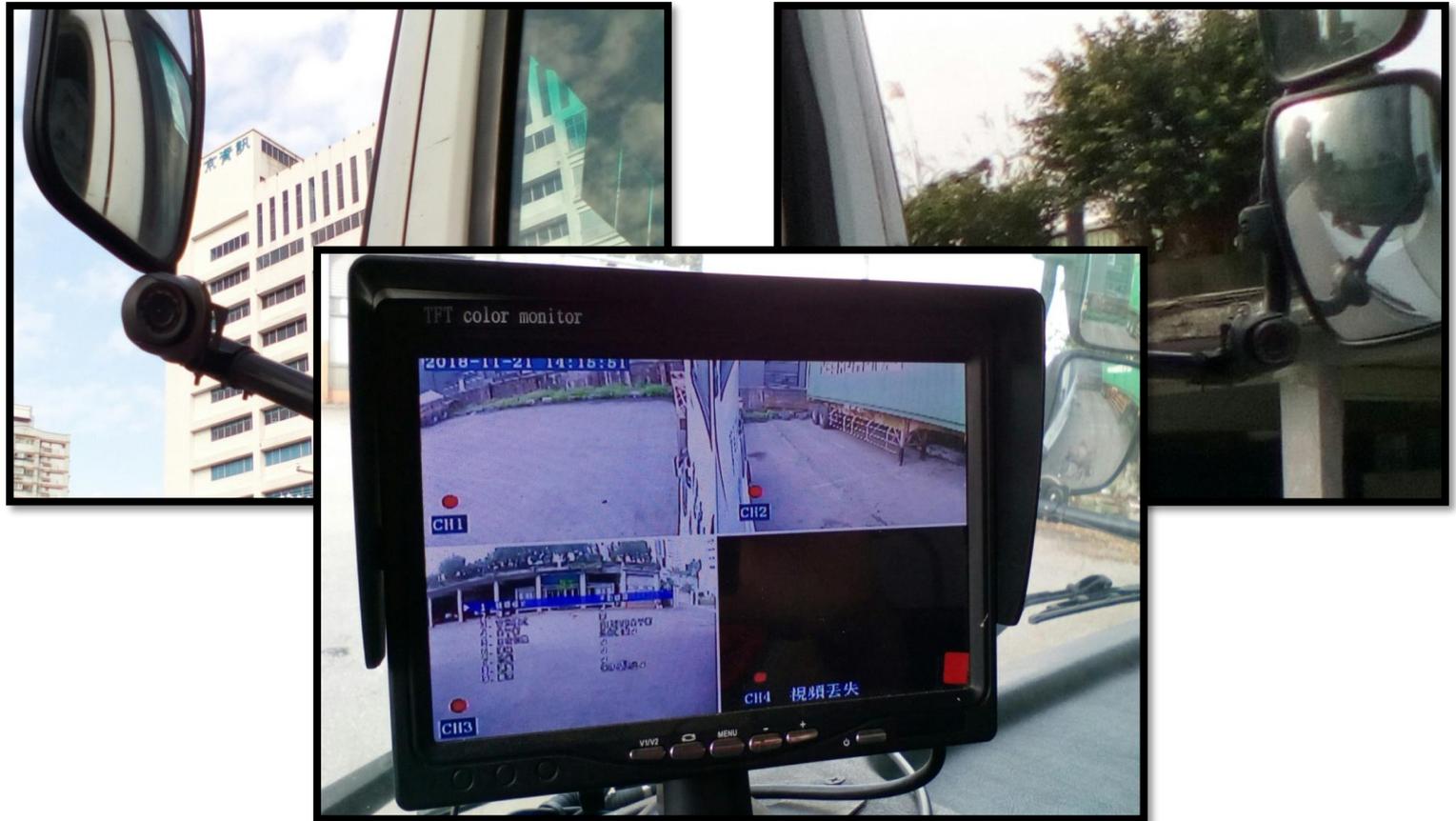
Check lights



Check fuel system



# Road Safety Monitoring



# Driving Safety

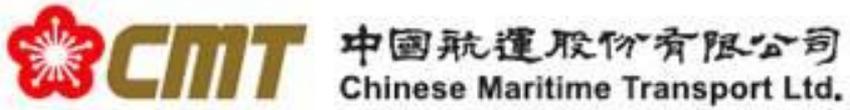
## Internal Training



# Driving Safety

## Government training programs





中航物流股份有限公司  
CMT Logistics Co., Ltd.

**Presented by :** C.S. Wu , President of CMTL

# Outline

---

- Company Vision and Strategies
- Company Introduction
- Market Outlook
- Corporate Social Responsibility

# Company Vision and Strategy



To Pursue the optimization of resources and establish the best supply chain system with Business Partners.

To win over customer' s trust and satisfaction through the provision of high quality, prompt, accurate and safe service.

- professional technical team
- positive attitude
- self-developed information management system
- safe working environment

# Company Vision and Strategy



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# Company Introduction

---

- CMT Logistics is an inland container terminal under the Taiwan R.O.C. Customs supervision and control, directly provide services to shipping companies and forwarders with clean and tidy environment、unique facilities and skillful personnel handling, storage and management of customs clearance for export and import containers and cargos

# Company Introduction



1. Founded in 1975 (formerly known as UTL - United Terminal Ltd.).
2. Certified ISO-9002 in 1995.
3. Certified ISO-9002:1994 in 1998.
4. In 2000, the Customs approved CMTL as a self-management container terminal and bonded warehouse.
5. In 2006, renamed as "CMT Logistics Co., Ltd." (CMTL).
6. Certified ISO-9001:2000 in 2006.
7. Certified ISO-9001:2008 in 2009.
8. Obtained AEO Certificate in 2013 (Valid until 26/Dec/2016).
9. Renewed the AEO Certificate in 2016 (Valid until 26/Dec/2019).

# Company Introduction

## Primary Business and Operation

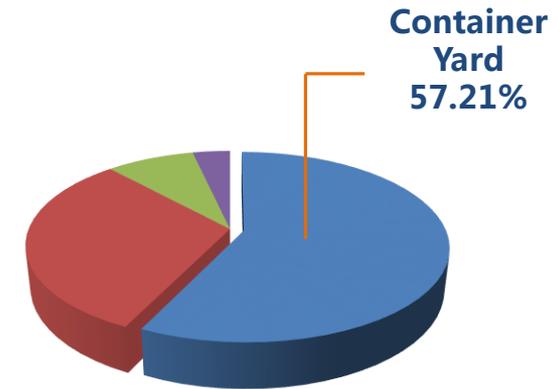


# Company Introduction

## Primary Business and Operation

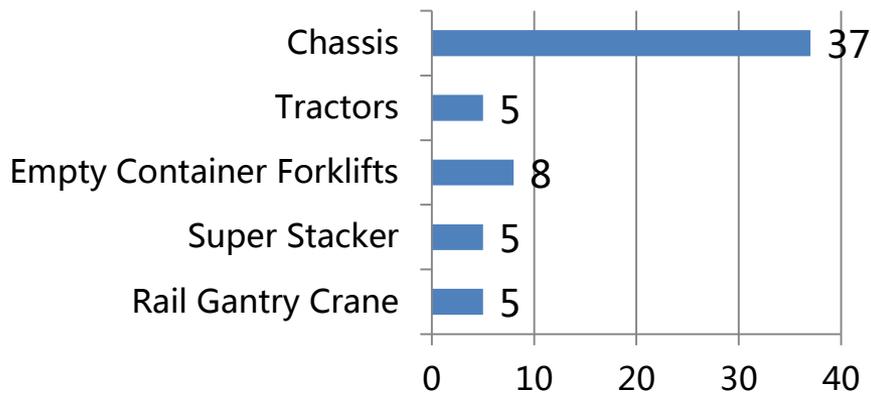


# Company Introduction

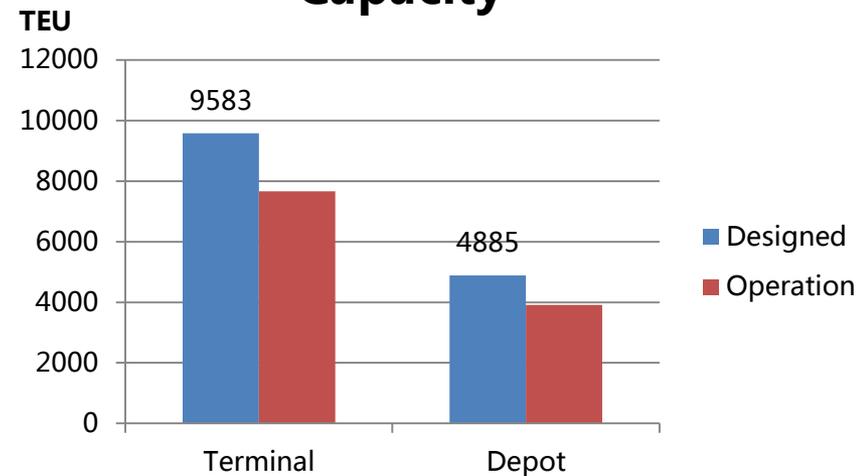


Revenue Percentage in 2017

## Equipments



## Capacity

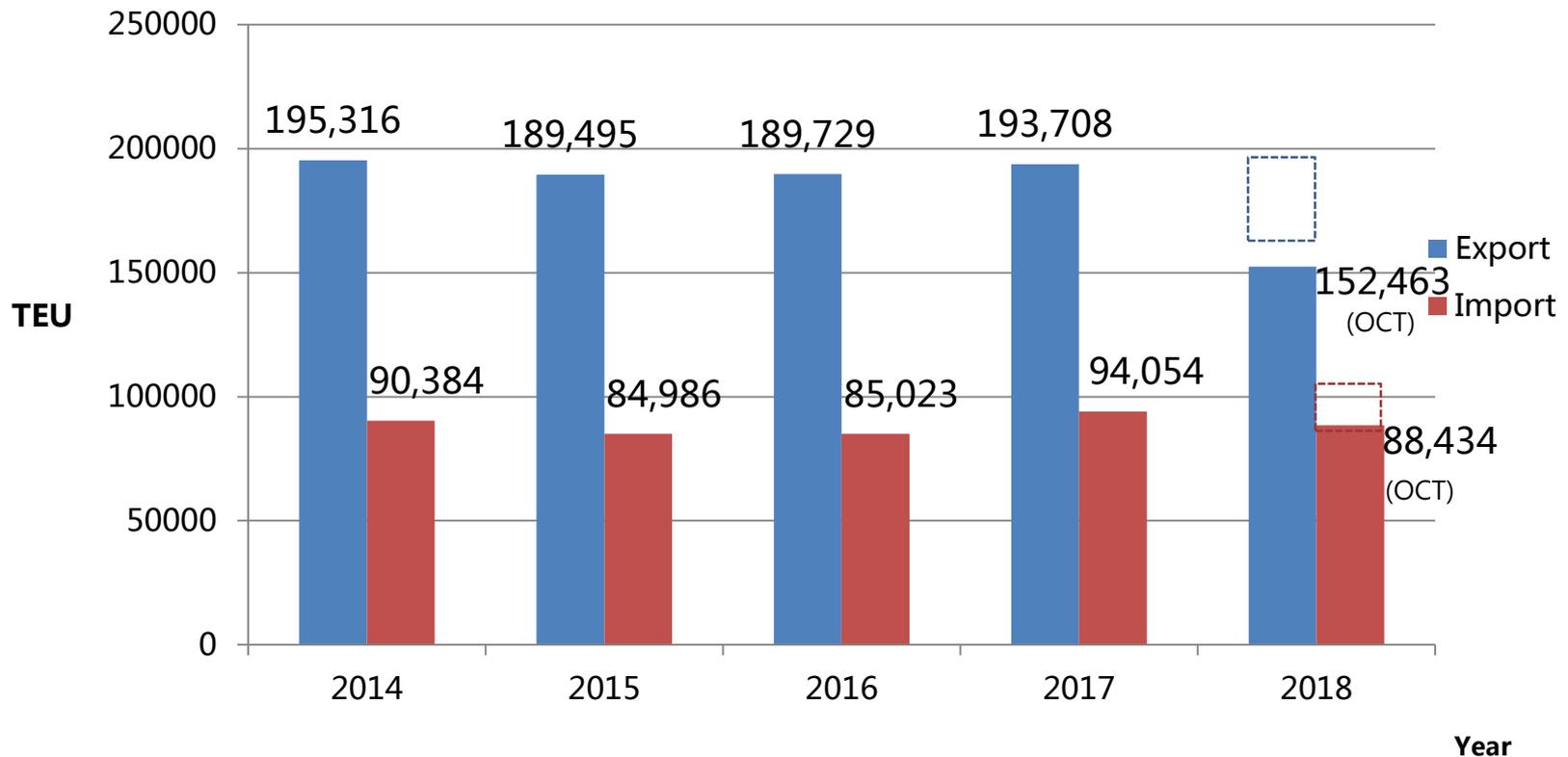


# Company Introduction



# Company Introduction

## Import and Export Container Statistics in 2014-2018



# Company Introduction

## Handling Efficiency

Time for truck staying in terminal is one of important indicators, to evaluate our management performance and service quality; we take following measures to reduce the truck' s waiting time in CMTL.

Coordination with relationship companies to adjust the volume of containers, ensure our operational flexibility and handling efficiency in the best condition.

Extension of our working hours at night, to relieve traffic during the daytime.

Train employees to have multiple skills, ensure our manpower is fully utilized and flexible.

Customer give us a pre-notice of picking import container up, we can arrange the container location in advance to speed up handling operation during the peak time.

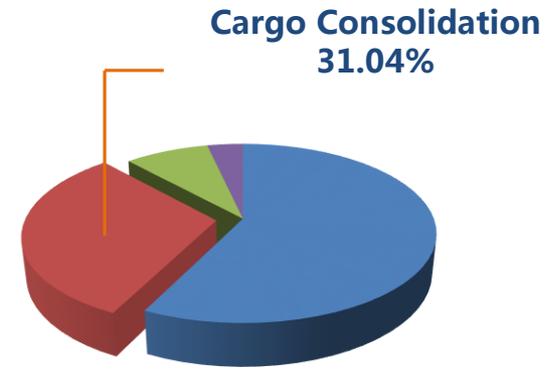
Well maintenance and repair to ensure all facilities work smoothly.

# Company Introduction

## Primary Business and Operation

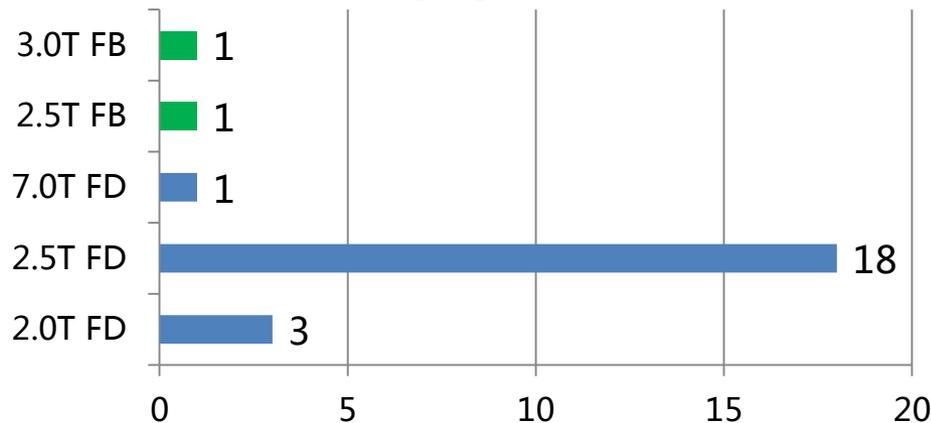


# Company Introduction



Revenue Percentage in 2017

## Equipment



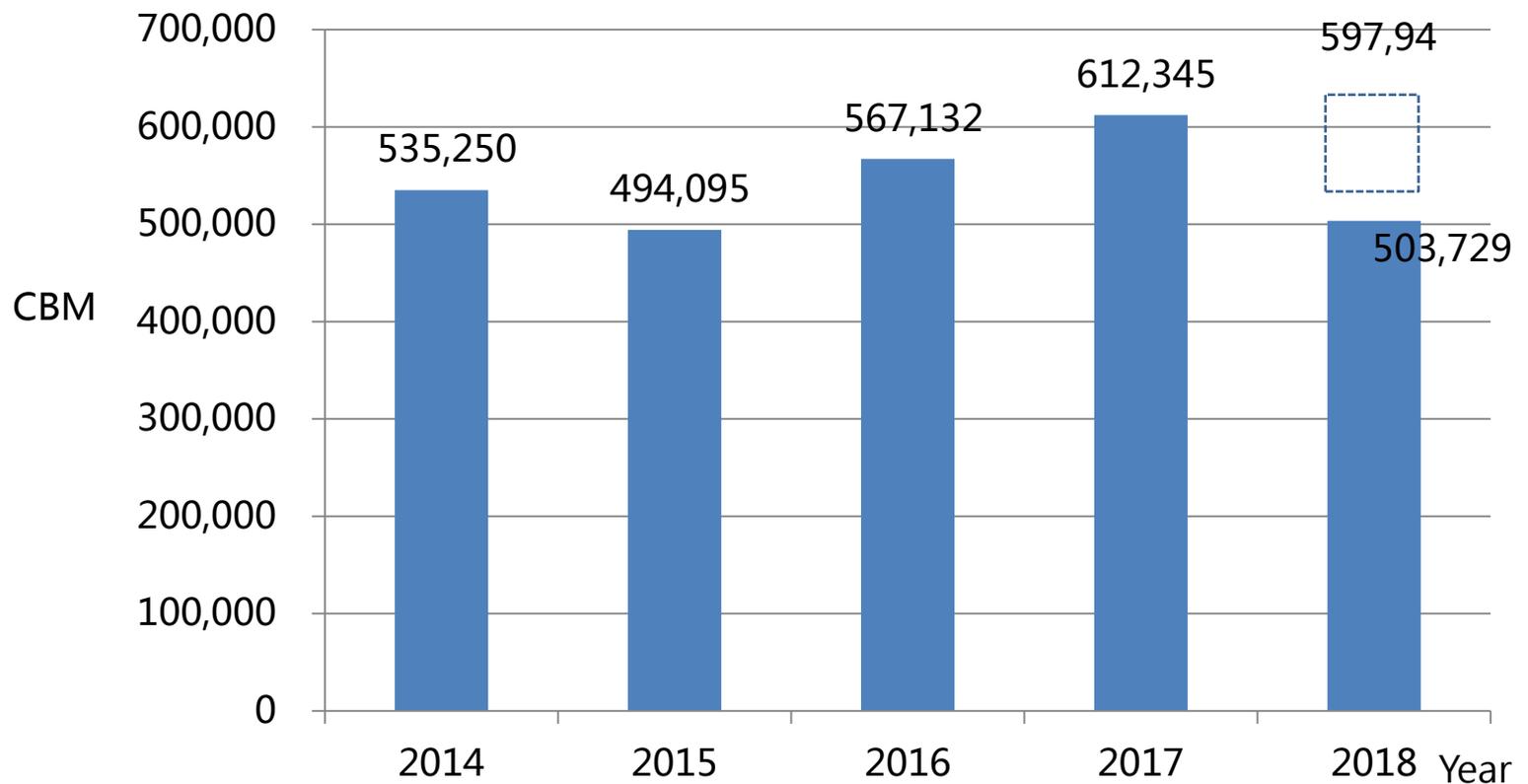
Operation Area  
11,100 SQM

# Company Introduction



# Company Introduction

## Import and Export Cargo Statistics in 2014-2018



# Company Introduction

## Primary Business and Operation



# Company Introduction



Warehouse A

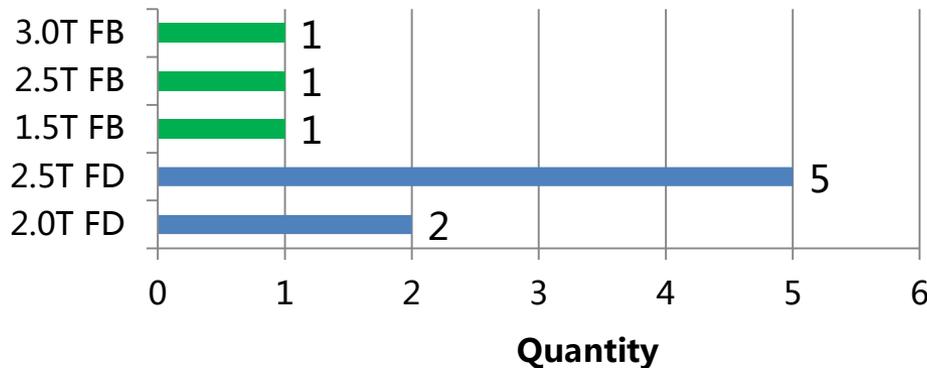


Warehouse D



Revenue Percentage in 2017

## Equipment



**Operational Area**

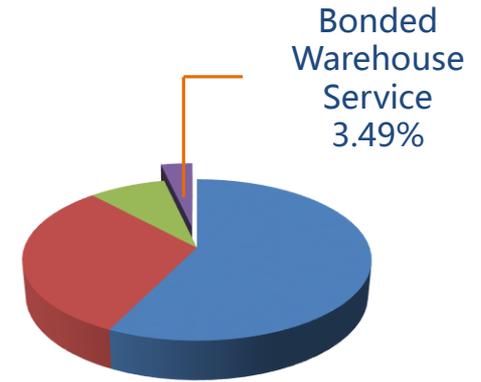
Warehouse A	7,206 SQM
Warehouse D	10,148 SQM

# Company Introduction

## Primary Business and Operation

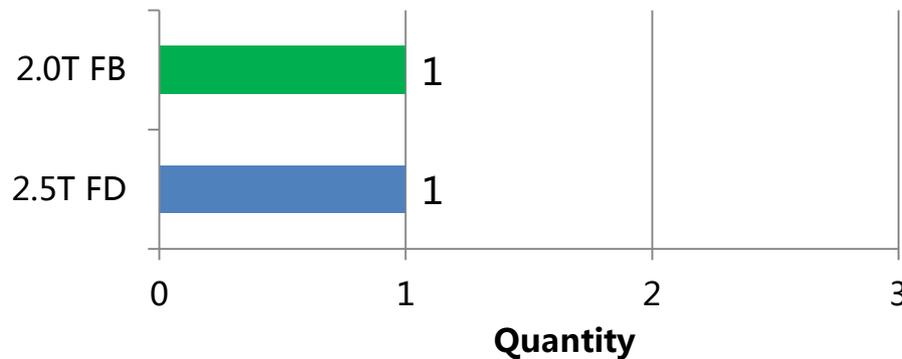


# Company Introduction



Revenue Percentage in 2017

## Equipment



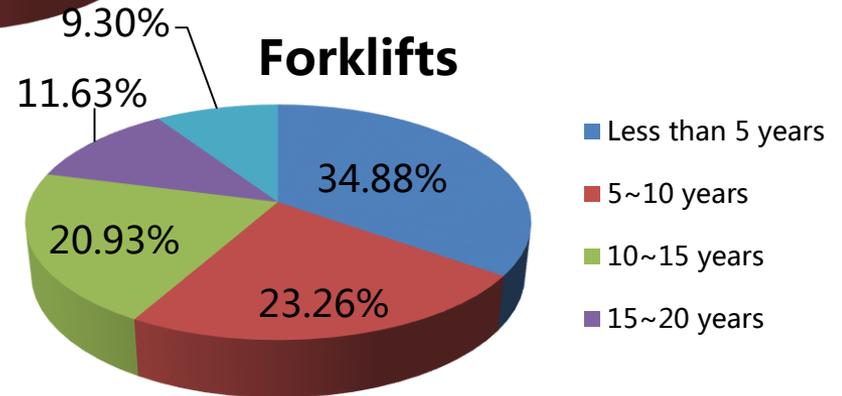
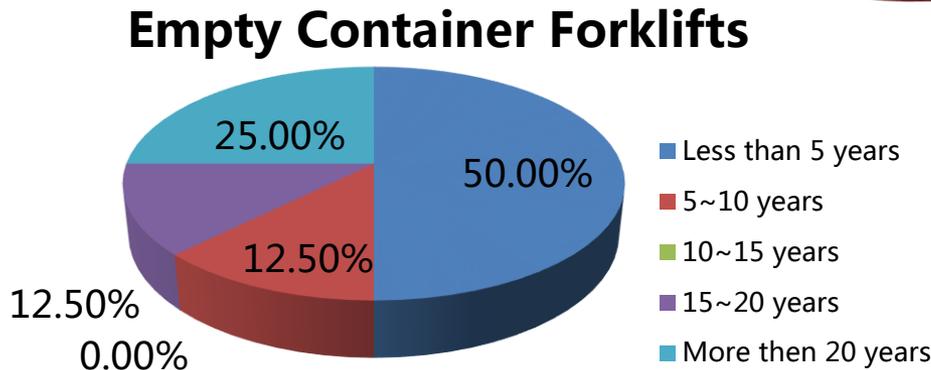
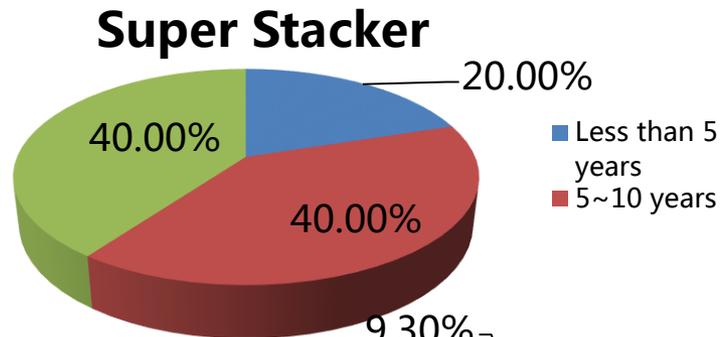
**Operational Area**  
5,549 SQM

# Market Outlook

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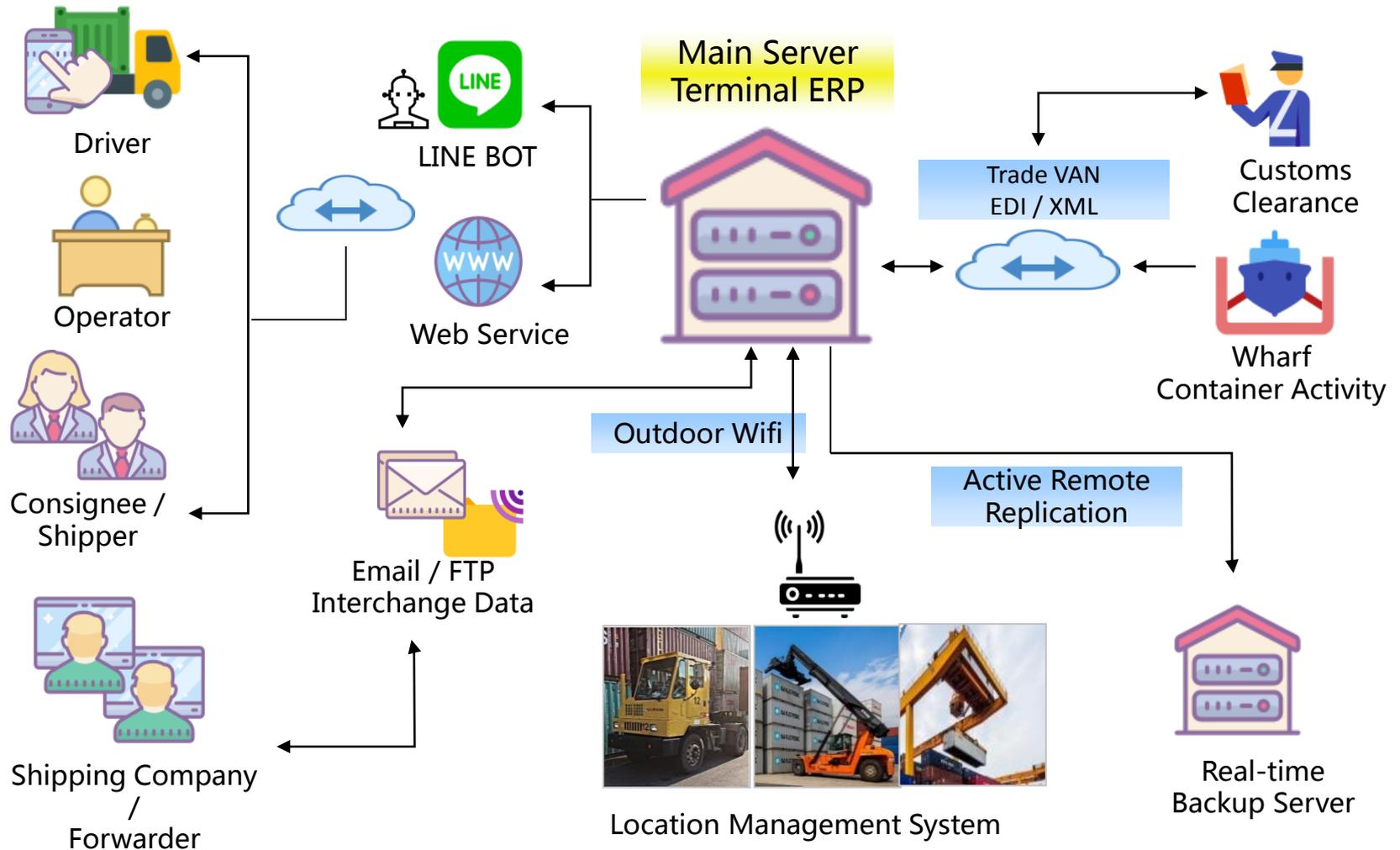
- The impact of trade war between China and the U.S.A., the U.K. Brexit and price of crude oil should ease in 2019 so world trade will resume to normal gradually.
- 80.88% containers stored in CMTL belongs to top 10 shipping companies.
- CMTL will continue to upgrade facilities, strengthen personnel training, improve and innovate information operation systems; to provide customers prompt, efficient and high-quality services.

# Latest Status of Facilities



We face a challenge of salary increasing rapidly and insufficient recruitment of personnel. We therefore keep studying integration of A.I. (Artificial Intelligence) and automatic control, to replace part manpower

# Improve and Innovate Information Operation Systems



# Corporate Social Responsibility

## Supply Chain Responsibility

- **Implement AEO – Authorized Economic Operator**

## Workplace Environment

- Communicate with employee, provide annual health examination and recruit sufficient staff.

## Reduce CO<sub>2</sub> emission

- Purchase electric forklift to replace diesel forklift gradually.
- Purchase LED lamp to replace sodium lamp in warehouse gradually, to save over 50% energy consumption.

# Corporate Social Responsibility

Authorized Economic Operator is a certified system for cross-border cargo transportation safety.



2012.10  
To  
2013.12

- 2012.10~2013.9 Prepare in advance in accordance with 14 items of AEO security standards.
- 2013.9~2013.12 Apply for the certification, document and on-site verification to be reviewed by the Customs.
- 2013.12.27 Certify AEO and obtain the certificate.

2013.12  
To  
2016.12

- 2013.12~2016.9 Maintain operations in accordance with 14 items of AEO security standards.
- 2016.9~2016.12 Renew the AEO certificate, document and on-site verification to be reviewed by the Customs.
- 2017.01.09 Obtain new AEO certificate.

2016.12  
To  
2019.12

- 2016.12~2019.12 Maintain operations in accordance with 14 items of AEO security standards.

# Corporate Social Responsibility

## Supply Chain Responsibility

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## Supply Chain Responsibility

- Implement AEO – Authorized Economic Operator

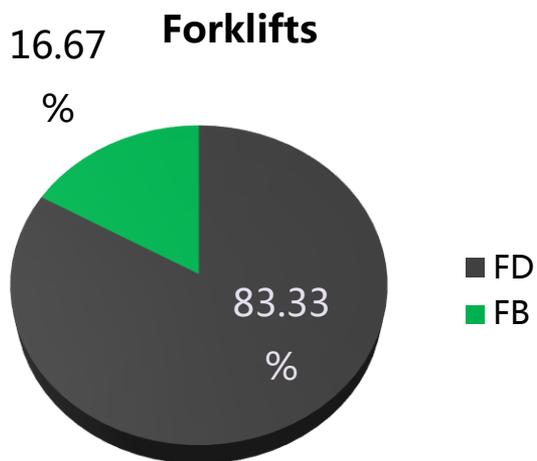
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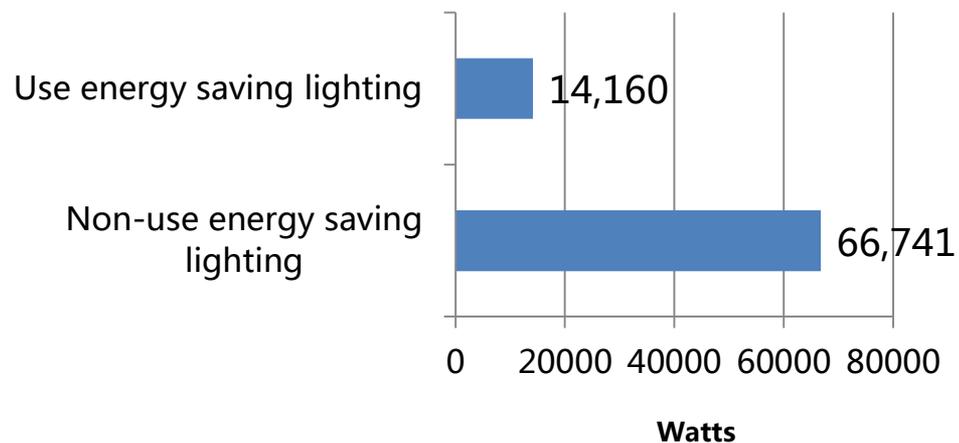
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# Corporate Social Responsibility



### Evaluation of light energy saving



# 2018 Dry Bulk Market Review and Outlook



Presented by: James Tarng  
Vice President, CMT

# BCI Standard Capesize

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## **Baltic Capesize description:**

*180,000mt dwt on 18.2m SSW draft*

*Max age 10 yrs*

*LOA 290m, beam 45m, TPC 121*

*198,000cbm grain*

*14 knots laden / 15 knots ballast on 62mt fuel oil (380cst), no diesel at sea*

*12 knots laden / 13 knots ballast on 43mt fuel oil (380cst), no diesel at sea*

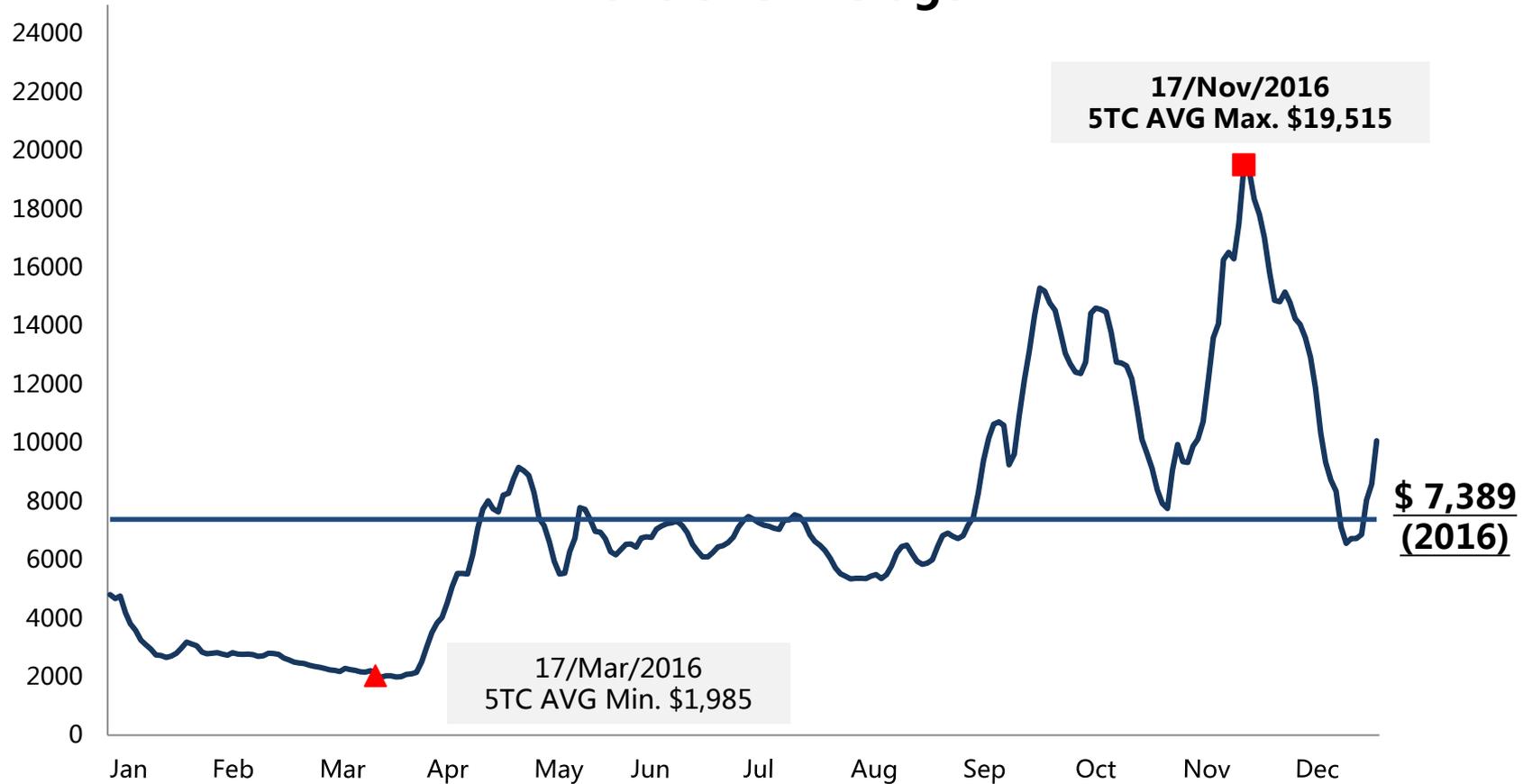
© Baltic Exchange Information Services Ltd 2018



Source: The Baltic Exchange

# Market had bottomed out in 2016

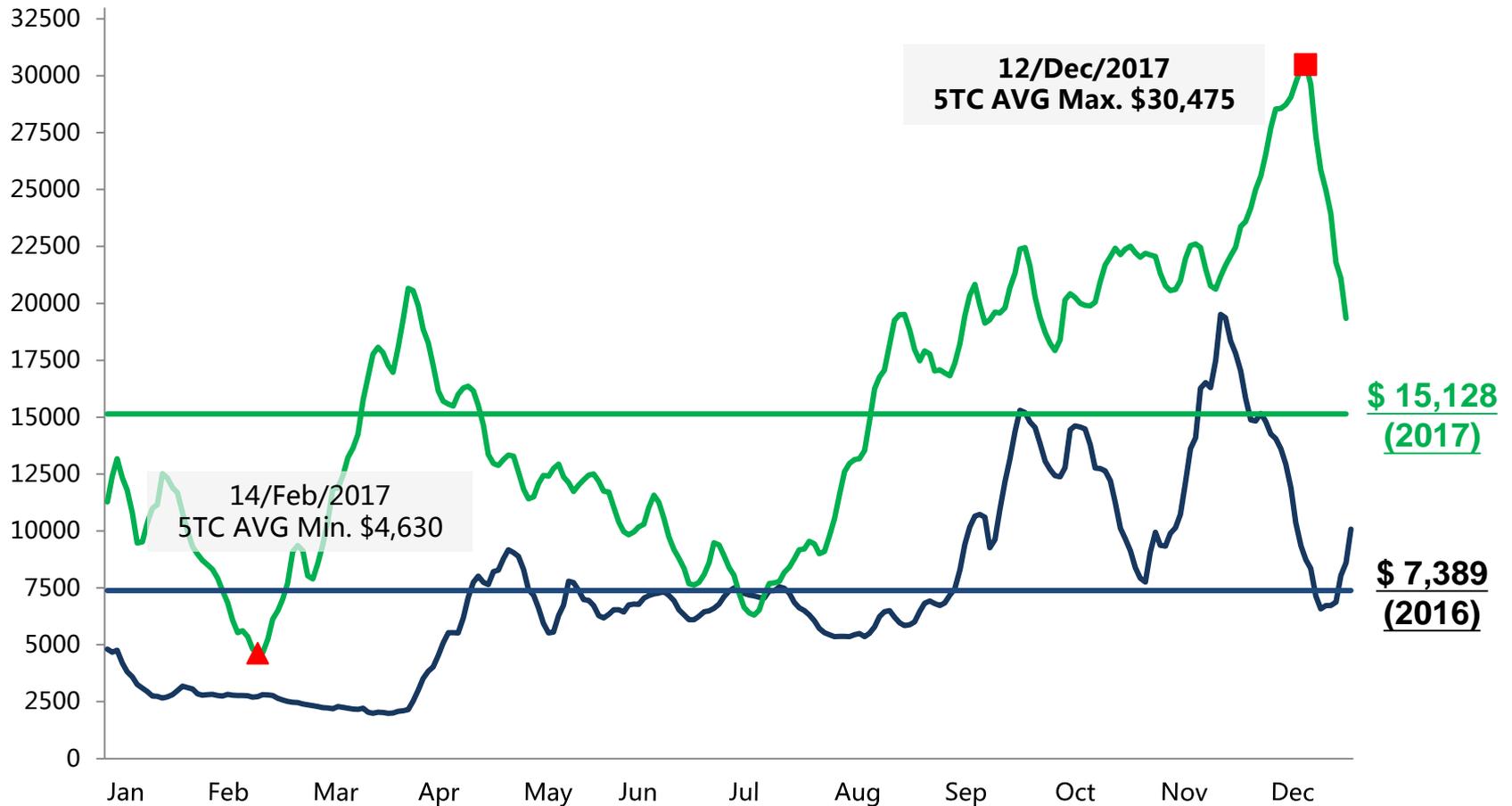
## 2016 5TC Average



Source: Clarksons Platou

# Freight market turned the corner

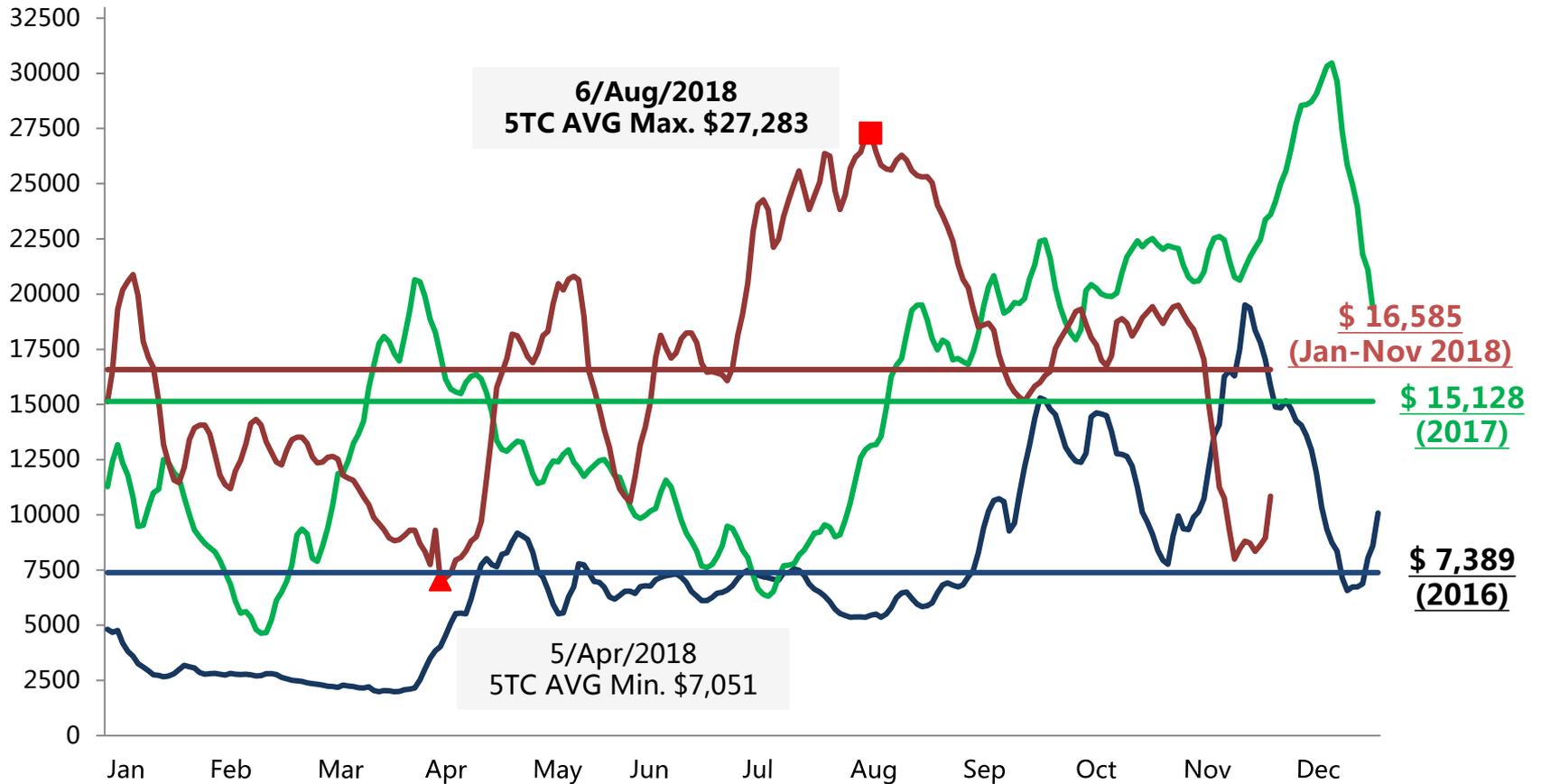
## 2016-2017 5TC Average



Source: Clarksons Platou

# Market remains volatile but encouraging

## 2016-2018 Nov 5TC Average



Source: Clarksons Platou

# Solid Performance

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- Market patterns seem to have fundamentally changed
- Time Charter vessels to top-tiered Charterers
- Securing protection at low market while maintaining steady revenue stream at peaks
- Renew contracts at relatively high points each year

# Demand/Supply Updates



**Iron Ore** – PRC import between Jan-Sept 2018 decreased by 1.8% while steel prices dropped substantially in recent weeks but demand should remain unchanged going forward



**Newbuildings** – 44 NBs were delivered during Jan-Nov 2018 while capesize fleet is expected to grow by 3% this year

## Market Mechanism

About 2.5% growth in 2018

53 NBs to be delivered in 2018

**Bauxite** – PRC continues to increase import of the cargo and volume is expected to increase by 21% in 2018



About 10% YOY increase so far in 2018

16 Vessels scrapped between Jan-Nov 2018

**Tonnage Supply** – Vintage VLOCs' scrapping and slow-steaming will be key to market's supply-demand balance



Source: Clarksons Platou

# 2019 Market Outlook

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- Clarkson Research points out that Chinese iron ore import will grow by 1% year on year, while coal imports are likely to remain unchanged
- Newbuilding deliveries will increase next year and potentially impact the freight level but vintage VLOCs are expected to exit the market which will stabilize the demand/supply balance
- Vessels are to be temporarily removed from the market for retrofitting of scrubbers hence market is expected to perform better
- Ongoing U.S.-China trade war could hinder economic growth and affect prices of commodities across the globe

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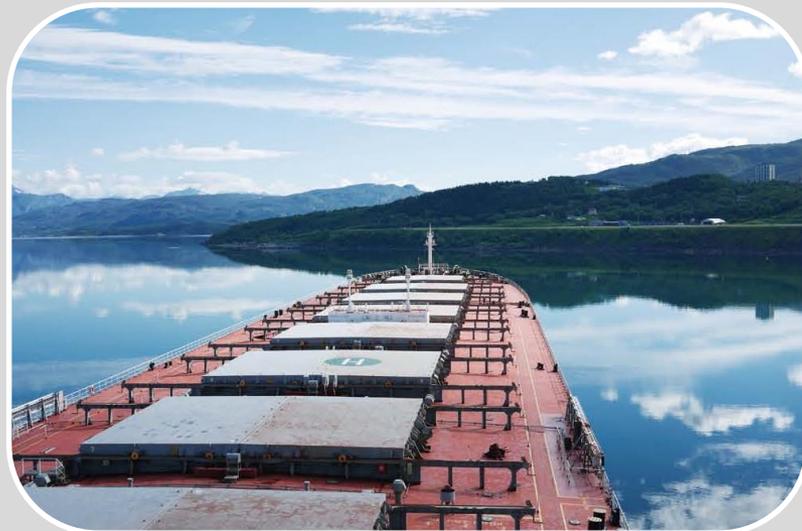
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# Thank You !

