



Preliminary Unaudited Financial Highlights For Full Year Ended 31 December 2017

Note: The information presented defers from the information published by CMA CGM Group due to purchase price allocation adjustments, among others.

| | FY17 | FY16 | Change Better/(Worse) |
|---------------------------------------------------------|-------|---------|-----------------------|
| Revenue (US\$m) | 5,882 | 4,642 | 27% |
| Core EBITDA (US\$m) | 420 | 67 | 527% |
| Core EBIT (US\$m) | 247 | (270) | n.m |
| Net profit/(loss) including Non-Recurring Items (US\$m) | 889 | (1,196) | n.m |
| Net profit/(loss) excluding Non-Recurring Items (US\$m) | 125 | (369) | n.m |
| Volume ('000 TEUs) | 5,161 | 5,104 | 1% |
| Average Freight Revenue per TEU (US\$) | 974 | 809 | 20% |

Operations Review

For full year ended 31 December 2017, APL* reported a net profit after tax of US\$889 million. Excluding a one-time gain from the sale of Global Gateway South (GGs) terminal in Los Angeles, APL's net profit grew to US\$125 million, APL's first full year net profitability since 2010.

APL recorded a Core EBIT (Earnings before Interest and Taxes) of US\$247 million; and a Core EBITDA (Earnings before Interest, Taxes, Depreciation and Amortisation) of US\$420 million.

This set of profitable performance was a result of stringent pricing and cost recovery discipline, the implementation of a broad range of cost reduction measures and the synergistic cost savings achieved through leveraging the scale of the CMA CGM Group.

In FY2017, APL's revenue rose 27% to about US\$5.88 billion, as compared to a year ago. The improved revenue was attributable to a 20% increase in average freight revenue per TEU to US\$974 from US\$809 in FY2016; as well as a 1% volume growth to 5.16 million TEU, compared to a year ago.

2017 saw further consolidation in container shipping, new shipping alliances starting operations; and a healthier demand-supply balance which contributed to improving container freight rates.

As a standalone brand of the Group, APL provides product offerings that distinguish its services from the commoditised business of shipping. In 2017, APL added Eagle GO Guaranteed to its suite of premium guaranteed services including Eagle GET and Eagle REACH Guaranteed.

Eagle GO Guaranteed promises equipment and vessel space that gets a cargo loaded and shipped across the Trans-Pacific, especially during the peak trading season. Eagle GET Guaranteed shipments are discharged within 12 hours of commencement of vessel cargo operations and made available on chassis at the GGS terminal in Los Angeles. Eagle REACH Guaranteed promises day-definite arrival of containers



on the EX1 service from the GGS terminal to rail yards in Chicago, Columbus, Dallas, El Paso, Kansas City and Memphis.

During the year, APL also added 14 new loops and enhanced 14 existing services, strengthening its portfolio of over 80 independent services. Including 38 services of the OCEAN ALLIANCE, APL today offers over 120 services that call at over 200 ports worldwide.

APL's FY2017 Performance Review can be downloaded from [here](#). For more information on CMA CGM Group financial performance, click [here](#).

**Note: APL is the trading name of NOL Ltd*