



Third Quarterly Report of 2018

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- 1.6 In the Report, RMB ordinary shares (A Shares) refer to the domestic ordinary shares with a nominal value of RMB1.00 each in the share capital of the Company, which are listed on the Shenzhen Stock Exchange and traded in RMB, and overseas-listed foreign shares (H Shares) refer to the overseas-listed foreign shares with a nominal value of RMB1.00 each in the share capital of the Company, which are listed on the Hong Kong Stock Exchange and traded in Hong Kong dollars.
- 1.7 The Report is published in English and Chinese. In the event of any inconsistency between the two versions, the Chinese version shall prevail.

2 KEY FINANCIAL

Non-recurring profit/loss items and amount

☒ Applicable ☐ Not Applicable

U ☒: RMB

Item	Amount from the beginning of the year to the end of the Reporting Period (January to September 2018)
Gain/(loss) from disposal of non-current assets	1,412,622
Government grants recognised in profit or loss for the current period	176,644
Profit or losses from changes in fair value arising from holding financial assets at fair value the changes of which are included in profit or loss for the current period and financial liabilities at fair value the changes of which are included in profit or loss for the current period, and investment gains arising from disposal of financial assets at fair value the changes of which are included in profit or loss for the current period, financial liabilities at fair value the changes of which are included in profit or loss for the current period and available-for-sale financial assets, and gains or losses from changes in fair values of investment properties subsequently measured at fair value, except for the effective hedging activities relating to the Group's ordinary activities	(40,227)
Net gains/(losses) from disposal of long-term equity investments	116,050
Other non-operating income and expenses other than the above items	74,117
Other profit/loss items defined as non-recurring profit/loss items	(159,116)
Less:	
Effect of income tax	(366,805)
Effect of minority interests (after tax)	(51,917)
Total	<u><u>1,161,368</u></u>

Give reasons whenever the Company categorises non-recurring profit/loss items as defined under the Explanatory Announcement No.1 on Information Disclosure by Companies Offering Securities to the Public – Non-Recurring Profit or Loss (the “**Explanatory Announcement No.1**”) and non-recurring profit/loss items listed under the Explanatory Announcement No.1 as recurring profit/loss items.

☐ Applicable ☒ Not Applicable

There are no non-recurring profit/loss items as defined or listed under the Explanatory Announcement No.1 being defined as recurring profit/loss items by the Company during the Reporting Period.

2.2 Total number of shareholders and the shareholdings of the top ten shareholders as at the end of the Reporting Period

Total number of shareholders of ordinary shares as at the end of the Reporting Period: The Company had a total of 87,186 shareholders, including 87,173 holders of A Shares and 13 holders of H Shares.

Total number of shareholders of preference shares that resumed voting rights (if any) as at the end of the Reporting Period: Nil

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Shareholdings of top ten shareholders of ordinary shares as at the end of the Reporting Period

Name of shareholders	Nature of shareholders shareholding
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share

Shareholdings of top ten shareholders of ordinary shares without selling restrictions as at the end of the Reporting Period

Name of shareholders

2.3 Total number of shareholders of preference shares and shareholding of the top ten shareholders of preference shares

☐ Applicable ☒ Not Applicable

3 SIGNIFICANT EVENTS

3.1 Changes in major financial data and financial indicators of the Company during the Reporting Period and the reasons

For the first three quarters of 2018, the Sino-US trade frictions emerged, global economic and trade activities faced many uncertainties, but global economy maintained steady growth, in particular, the economic fundamentals of the United States were strong. Global container trading and China's export growth were not significantly impacted, China's overall economic operation still see a stable and positive trend. For the period from January to September 2018, the Group recorded revenue of RMB66,906 million (the corresponding period of last year: RMB53,963 million), representing a year-on-year increase of 23.99%; net profit attributable to shareholders and other equity holders of the parent company of RMB2,317 million (the corresponding period of last year: RMB1,309 million), representing a year-on-year increase of 76.96%; and basic earnings per share of RMB0.7590 per share (the corresponding period of last year: RMB0.4187 per share), representing a year-on-year increase of 81.28%.

For the first three quarters of 2018, although the Sino-US trade frictions continued to escalate, the impact on US import demand was not large. The steady increase in the volume of shipments drove the growth in demand for containers, and customers continued to maintain high demand for containers. 15.4% (or the period from January to September)

For the first three quarters of 2018, by virtue of the increasing international oil prices and the favorable policies of the Chinese government, the market demand for the energy equipment and engineering, chemical equipment and liquid food equipment and engineering businesses of the Group's subsidiary CIMC Enric Holdings Limited ("**CIMC Enric**") continued to

For the first three quarters of 2018, the airport facilities equipment business of the Group achieved revenue of RMB2,824 million (the corresponding period of last year: RMB1,928 million), representing a year-on-year increase of 46.45%. Of which:(1) The airport facilities equipment business: domestic business gained steady growth, and the expansion and production base construction plan of advancing into the US market has been steadily proceeding. The research and development work of the unmanned boarding bridges technology made progress in an orderly manner. The bridge loading and other boarding bridge ancillary product businesses also gained steady growth. In terms of GSE (Ground Support Equipment) business, the design and trial production of the electric-powered two-way shuttle ferries have been completed and put into market. The manufacturing of food vehicles and lifting platform vehicles has gradually been moved to China, thereby further improving product quality and securing on-time delivery. (2) The fire and rescue vehicle business: Albert Ziegler GmbH was in the process of establishing a factory in Croatia to reduce manufacturing costs in a reasonable manner. For the domestic market, while the fire and rescue vehicle business is growing steadily, the focus is on the development of the aerial lift truck market and the active deployment of a strategy covering product lines and areas through two dimensions. (3) The automated logistics systems business: benefitting from core technologies including automated sorting, the integrating capacity of logistics systems has seen enhancement. Orders from airport, express delivery and e-commerce segments were secured. Meanwhile, the business strengthened optimisation and integration of its internal resources, lowered costs and raised efficiency, thereby further enhancing profit levels. (4) The smart parking business: during the Reporting Period, the new energy multi-storey public car park for buses was the first to obtain certification in China and the Group has been steadily proceeding with Shenzhen pilot projects.

For the first three quarters of 2018, the industrial city development business of the Group achieved revenue of RMB226 million (the corresponding period of last year: RMB375 million), representing a year-on-year decrease of 39.77%. The decrease in revenue was due to the confirmation time of deliveries for the current year was primarily concentrated in the fourth quarter, and the decrease in areas sold that have been delivered and recognised as revenue during the Reporting Period. During the Reporting Period, multiple projects were progressing smoothly, Paotuan Land Parcel in Qilin District, Qujing City was successfully acquired in cooperation with Country Garden in August. Eight land parcels for mixed commercial and residential use and for commercial use only at Unit 02 of Luomei Jiayuan in Shanghai were acquired in September. On 21 March, the foundation for Qianhai CIMC pre-initiation project (first phase) has been laid out and a groundbreaking ceremony for Qianhai CIMC pre-initiation project was held on 30 September. Shenzhen Shekou Prince Bay Project was put to a public tender process on 31 August 2018, the Company's subsidiary submits its bid during the public tender process.

For the first three quarters of 2018, the financial business of the Group achieved revenue of RMB1,605 million (the corresponding period of last year: RMB1,735 million), representing a year-on-year decrease of 7.52%. the Group's subsidiary CIMC Finance Co., Ltd. ("**CIMC Finance Company**") further adhered to its principle of serving the people and adopted customer orientation approach, thereby achieving deep integration with the industry. Additional financial investment of over RMB9,860 million was made in the first three quarters and provided an increasing diversity of financial products. In July 2018, CIMC

Assets and liabilities items	30 September 2018	31 December 2017	Percentage change	Reasons for the material changes
Investments in other equity instruments	1,041,417	–	–	Mainly due to implementation of reclassification and remeasurement under the new accounting standards for financial instruments.
Other non-current				

3.2 Progress and impacts of significant events and the analysis of solutions

3.2.1 Progress of significant events during and after the Reporting Period

- (1) On 31 May 2016, the Resolution Regarding the Registration and Issuance of Medium-Term Notes (including perpetual medium-term notes) and Super & Short-term Commercial Papers in the PRC was approved at the 2015 annual general meeting of the Company, approving the issuance by the Company of super & short-term commercial papers with a size of not more than RMB15 billion. On 21 June 2016, the Company made an application for registration to the National Association of Financial Market Institutional Investors, and received the Notice of Acceptance of Registration (Zhong Shi Xie Zhu No. [2016] SCP206) issued by the National Association of Financial Market Institutional Investors on 28 July 2016. On 20 June 2018, the Company completed the issuance of the first tranche of the super & short-term commercial papers of the Company for 2018 (the “**Tranche I Super & Short-term Commercial Papers**”) with issuance amount of RMB1 billion and annual interest rate of 4.3%. The proceeds raised from the Tranche I Super & Short-term Commercial Papers were fully received on the same day. On 3 July 2018, the Company completed the issuance of the second tranche of the super & short-term commercial papers of the Company for 2018 (the “**Tranche II Super & Short-term Commercial Papers**”) with issuance amount of RMB1 billion and annual interest rate of 4.25%. The proceeds raised from the Tranche II Super & Short-term Commercial Papers were fully received on the same day. On 11 July 2018, the Company completed the issuance of the third tranche of the super & short-term commercial papers of the Company for 2018 (the “**Tranche III Super & Short-term Commercial Papers**”) with issuance amount of RMB2 billion and annual interest rate of 4.10%. The proceeds raised from the Tranche III Super & Short-term Commercial Papers were fully received on the same day. The proceeds from all three tranches of super & short commercial papers have all been used to supplement the Company’s working capital. The first tranche and second tranche of super & short-term commercial papers were due on 23 October 2018. The Company has completed the repayment of the first tranche and second tranche of super & short-term commercial papers on the maturity date, with the principal and interests being RMB1,014,726,027.40 and RMB1,013,041,095.89, respectively. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC]2016-033, [CIMC]2018-054, [CIMC]2018-055, [CIMC]2018-057 and [CIMC]2018-093) on 1 June 2016, 20 June 2018, 3 July 2018, 11 July 2018 and 23 October 2018, as well as the relevant announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (2) Shenzhen Southern CIMC Containers Manufacture Co., Ltd., CIMC Modern Logistics Development Co., Ltd. (“**CIMC Logistics**”), being wholly-owned subsidiaries of the Company, as well as Shenzhen CIMC-Tianda Airport Support Co., Ltd. and CIMC Enric (Jingmen) Energy Equipment Co., Ltd., being non-wholly-owned subsidiaries of the Company, proposed to make capital increase to CIMC Finance Company, a wholly-owned subsidiary of the Company, with a total size of RMB649,464,307.58 (the “**Capital Increase**”). The registered capital of CIMC Finance Company is proposed to increase by RMB420,000,000.00 and the remaining portion exceeding the increased registered capital will all be credited to the capital reserve of CIMC Finance Company. Upon consideration and approval at the 10th meeting in 2018 of the eighth session of the Board of the Company, it is agreed to approve the Capital Increase and waive the Company’s preferential subscription right in relation to the Capital Increase. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC]2018-059 and [CIMC]2018-060) on 20 July 2018, as well as the relevant

announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).

- (3) On 9 August 2018, Mr. Li Guiping resigned as the Company's former vice president for work reasons. Upon resignation from the above position, Mr. Li Guiping will still hold his position as a director, the CEO and president of the Company's subsidiary CIMC Vehicle (Group) Co., Ltd. ("**CIMC Vehicle**"). For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company's website (www.cimc.com) on 9 August 2018 (Announcement No.: [CIMC]2018-065), as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (4) On 12 March 2018, upon consideration and approval at the 5th meeting in 2018 of the eighth session of the Board of the Company, the Company proposed to issue not more than 343,315,321 overseas listed foreign shares (i.e. H Shares) pursuant to the general mandate as considered and approved at the 2016 annual general meeting convened on 9 June 2017. On 30 August 2018, the Company issued an announcement on the approval reply from the China Securities Regulatory Commission on the application for the issuance of additional H Shares. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company's website (www.cimc.com) (Announcement No.: [CIMC]2018-014, [CIMC]2018-015 and [CIMC] 2018-070) on 12 March 2018 and 30 August 2018, as well as the relevant announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (5) On 7 September 2018, in order to further improve the Company's debt structure, broaden the Company's financing channels, meet the Company's capital needs, and reduce the Company's financing costs, the Company issued an announcement for proposed application for public issuance of corporate bonds (including renewable corporate bonds) to qualified investors. The proposal was considered and approved at the second extraordinary general meeting in 2018 on 26 September 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company's website (www.cimc.com) on 7 September 2018 and 26 September 2018 (Announcement No.: [CIMC]2018-074 and [CIMC]2018-082), as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (6) On 9 August 2018, as considered and approved by the 12th meeting in 2018 of the eighth session of the Board of the Company, the Resolution Regarding the Proposed Overseas Listing of CIMC Vehicle (Group) Co., Ltd was approved. The Company intends to spin off and list its subsidiary CIMC Vehicle on the Main Board of the Hong Kong Stock Exchange. The independent directors of the eighth session of the Board have expressed their independent opinions on the relevant resolution. On 14 August 2018, the Company published further announcement on preparations relating to the spin-off and listing of a subsidiary of the Company, CIMC Vehicle, on the Hong Kong Stock Exchange. On 14 September 2018, the Company published an announcement in relation to the plan of restructuring CIMC Vehicle into a joint stock company with limited liability. This proposal was considered and approved at the second extraordinary general meeting in 2018, the first 2018 A Shareholders' class meeting and the first 2018 H Shareholders' class meeting on 26 September 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company's website (www.cimc.com) (Announcement No.: [CIMC]2018-064, [CIMC]2018-067, [CIMC]2018-078 and [CIMC] 2018-082) on 9 August 2018, 14 August 2018, 14 September 2018 and 26 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).

(7) On 8 June 2018, the Resolution Regarding Financial Institutions Facility and Project Guarantee Provided to the Subsidiaries of the Company in 2018 was approved at the 2017 annual general meeting of the Company, consenting the Company to provide financial institutions facility and project guarantee to the wholly-owned subsidiaries, non-wholly-owned subsidiaries and associated companies of the Company in 2018 and consenting the subsidiaries of the Company to provide financial institutions facility and project guarantee to their parent company and to their wholly-owned subsidiaries, non-wholly. owned subsidiaries and associated companies in 2018. Total balance of guarantee in 2018 shall not exceed RMB40,000 million (effective for the twelve-month period from the date of the resolution of 2017 annual general meeting, including guarantees between the Company and its subsidiaries, guarantees provided by subsidiaries to their subsidiaries, external guarantees provided by the Company and its subsidiaries) and the project guarantee limit was RMB35,000 million. On 6 September 2018, the 15th meeting in 2018 of the eighth session of the Board of the Company considered and approved the Resolution Regarding the Credit Guarantee Provided by CIMC Enric Holdings Limited and Its Holding Subsidiaries to Their Customers and the Resolution Regarding the Credit Guarantee Provided by CIMC Modern Logistics Development Co., Ltd. and Its Holding Subsidiaries to Their Customers. Provided that the total guarantee limit for subsidiaries including CIMC Enric and CIMC Logistics considered and approved at the 2017 annual general meeting remains unchanged, it is intended to add the credit guarantees from banks and non-bank financial institutions provided by the two subsidiaries to their customers in the guarantee list, with an aim to promote the sustainable development of the Company's business and to achieve a win-win situation between the Company and its distributors and customers. The proposal was considered and approved at the second extraordinary general meeting in 2018. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Securities Times, Shanghai Securities News, Cninfo website (www.cninfo.com.cn) and the Company's website (www.cimc.com) (Announcement No.: [CIMC]2018-022, [CIMC]2018-028, [CIMC]2018-037, [CIMC]2018-051, [CIMC]2018-075, [CIMC]2018-080 and [CIMC]2018-082) on 27 March 2018, 29 March 2018, 8 June 2018, 7 September 2018, 21 September 2018 and 26 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).

(8)

- (9) On 27 September 2018, the Resolution Regarding the Acquiring of Prince Bay Projects through Public Tender by Shenzhen CIMC Skyspace Real Estate Development Co., Ltd. was considered and approved at the 17th meeting in 2018 of the eighth session of the Board of the Company, which approved the four Controlled Subsidiaries of the Company (the “**Proposed Bid Companies**”) established jointly by Shenzhen CIMC Skyspace Real Estate Development Co., Ltd. (“**CIMC Skyspace**”), the controlled subsidiary of the Company, and CIMC Containers Holdings Co., Limited, a wholly-owned subsidiary of the Company, to bid for the 49% equity interest of “Shenzhen Taiziwan Shangrong Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB1,548,666,810, to bid for the 49% equity interest of “Shenzhen Taiziwan Shangtai Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB1,620,346,990, to bid for the 51% equity interest of “Shenzhen Shangqi Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB2,551,180,600, and to bid for the 51% equity interest of “Shenzhen Leyi Real Estate Co., Ltd.” by means of capital injection at the initial tender price of RMB599,918,420, respectively. The total final bid price of the above four target companies is RMB6,320,112,820. Directors Wang Hong and HU Xianfu, both being connected directors, abstained from the voting. Other non-connected directors unanimously agreed to the motion. The independent directors of the Company have conducted pre-examination and expressed their independent opinions. This transaction does not constitute a major asset restructuring as stipulated in the Measures for the Administration of Major Asset Restructuring of Listed Companies. This transaction is subject to the consideration and approval at the Company’s extraordinary general meeting. China Merchants (CIMC) Investment Limited and its affiliates, being connected shareholders, will abstain from voting on the relevant resolutions at the extraordinary general meeting. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC]2018-083 and [CIMC]2018-084) on 27 September 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (10) To cater for the construction and development plan of Jiaozhou New Industrial Zone (膠州市產業新區), Qingdao CIMC Reefer Container Manufacture Co., Ltd. and Qingdao CIMC Special Reefer Co., Ltd. (collectively, the “**Qingdao Base**”), the wholly-owned subsidiaries of the Company, has entered into the Relocation and Compensation Agreements on Recovery of the State-owned Land Use Rights in Jiaozhou City (《膠州市收回國有土地使用權補償拆遷協議書》) with Jiaozhou Land Reserves Coordination Centre (膠州市土地儲備整理中心) on 21 November 2016 and 4 September 2017 respectively. On 27 July 2018, in order to further supplement and specify the provisions under the previous compensation agreements, the Company entered into the Cooperation Contract on Establishment of the CIMC Hi-tech Cold Chain Industrial Park (Supplemental Agreement III) (《關於建設“中集冷鏈高新產業園”合作合同 補充協議三》) (collectively, “**Compensation Agreement**”) with Jiaozhou Municipal People’s Government. According to the Compensation Agreement, Jiaozhou Land Reserves Coordination Centre (膠州市土地儲備整備中心) will compensate the Qingdao Base for the reservation and relocation in monetary form for a total of approximately RMB1.5 billion. At 28 September 2018, the Qingdao Base has received reservation and relocation compensation in an amount of approximately RMB591 million. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC]2018-087) on 2 October 2018, as well as the announcements published on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).

- (11) On 8 June 2018, the Company considered and approved the Resolution Regarding the Registration and Issuance of Medium Term Notes (including Perpetual Medium Term Notes) and Super & Short-term Commercial Papers at the annual general meeting of 2017, which approved the issuance by the Company of RMB medium term note with a size of not more than RMB6.0 billion. The Company has applied for registration to the National Association of Financial Market Institutional Investors on 4 July 2018 and has received a notice of acceptance of registration from the National Association of Financial Market Institutional Investors on 19 September 2018. On 17 October 2018, the issuance of the first tranche of the Medium Term Note of the Company for 2018 (the “**Tranche I Medium Term Note**”) was completed. The Tranche I Medium Term Note was issued at par with a size of RMB2.0 billion and a coupon rate of 4.29%. The lead underwriter of the issuance of the Tranche I Medium Term Note shall be China Merchants Bank Co., Ltd. The joint lead underwriter of the issuance of the Tranche I Medium Term Note shall be Agricultural Bank of China Limited. The proceeds from the issuance of Tranche I Medium Term Note will be used for repayment of the Company’s maturing debt. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn), the disclosure website of the Company (www.cimc.com) (Announcement No.: [CIMC]2018-051 and [CIMC]2018-091) on 8 June 2018 and 17 October 2018, as well as on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).
- (12) On 22 October 2018, the Supervisory Committee of the Company received the written resignation from Mr. Zhang Mingwen, the Chairman of the Supervisory Committee. Mr. Zhang Mingwen has tendered his resignation from the position of the Chairman of the Supervisory Committee of the Company due to the change in work arrangement. Mr. Zhang Mingwen’s resignation will result in the total number of supervisors of the Company falling below the minimum quorum; therefore, Mr. Zhang Mingwen’s resignation will not come into effect until a new supervisor representing shareholders being elected at the general meeting to fill the vacancy. On 26 October 2018, the Eighth Session of the Supervisory Committee of the Company considered and approved the Resolution in Regarding the By-election of Mr. Lin Feng as a Supervisor Representing Shareholders of the Eighth Session of the Supervisory Committee at the 6th meeting of 2018, which approved the by-election of Mr. Lin Feng as a supervisor representing

Notes”). The Perpetual Medium Term Notes were issued at par with a size of RMB2.0 billion, and will expire when the Company redeems them in accordance with the stipulations of the issuance terms. The coupon rate for the first three interest-bearing years is 5.17%. The lead underwriter of the issuance of the Perpetual Medium Term Notes shall be China Merchants Bank Co., Ltd. The joint lead underwriter of the issuance of the Perpetual Medium Term Notes shall be Agricultural Bank of China Limited. The proceeds from the issuance of the Perpetual Medium Term Notes will be used for repaying the Company’s debts due. For relevant information, please refer to the announcements published by the Company on China Securities Journal, Shanghai Securities News, Securities Times, Cninfo website (www.cninfo.com.cn) and the Company’s website (www.cimc.com) (Announcement No.: [CIMC] 2016-033 and [CIMC] 2018-098) on 1 June 2016 and 26 October 2018, as well as on the disclosure website of the Hong Kong Stock Exchange (www.hkexnews.hk).

Summary of significant events	Date of disclosure	Search index of the tentative announcement disclosure website
Issuance of super & short-term commercial papers	1 June 2016 20 June 2018 3 July 2018 11 July 2018 23 October 2018	www.cninfo.com.cn www.hkexnews.hk www.cimc.com
Signing of Capital Increase agreement by CIMC Finance Company and waiver of rights by the Company	20 July 2018	
Resignation of senior management	9 August 2018	
Issuance of H Shares under the general mandate	12 March 2018 30 August 2018	
Proposed application for public issuance of corporate bonds to qualified investors	7 September 2018 26 September 2018	
Spin off and listing of the Company’s subsidiary CIMC Vehicle on the Main Board of the Hong Kong Stock Exchange	9 August 2018 14 August 2018 14 September 2018 26 September 2018	
Financial Institutions Facility and Project Guarantee Provided to the Subsidiaries of the Company in 2018	27 March 2018 29 March 2018 8 June 2018 7 September 2018 21 September 2018 26 September 2018	
Winning of the bid to obtain the land use rights of a state-owned land in Shanghai	26 September 2018 30 September 2018	
Participation in the bidding of Prince Bay Projects	27 September 2018	
Obtaining reservation and relocation compensation	2 October 2018	

Issuance of Medium-Term Notes	8 June 2018 17 October 2018
Resignation of the supervisor and nomination of the candidate of the supervisor	22 October 2018 26 October 2018
Issuance of Perpetual Medium-Term Notes	1 June 2016 26 October 2018

3.2.2 Progress of the Group in establishment of internal control in the Reporting Period

In the first three quarters of 2018, the Group made good progress in various important tasks relating to internal control: the Group (1) required subordinate enterprises to carry out self-inspection of important risk points according to the model of the Group and make a commitment to authenticity. At the same time, in the internal audit and control project, the test of the coincidence rate of important risk points of the enterprise was added; (2) by initiating the final meeting of the internal audit and control of the audited enterprise, fully communicated with the middle and senior management on the highlights and problems of the audit findings, and jointly published “Measures on the Accountability for Group Responsibility Incidents (集團責任事件問責辦法)” to publicize the regulatory requirements to the enterprise and increase the rectification efforts and rectification effectiveness in relation to the defects in the internal audit and control; (3) carried out the review work of the audit projects in recent years for the direct management enterprises including real estate and new materials, and conducted in-depth communication with top management of these enterprises on the review results, accordingly strengthening the emphasis of the top management on risk management and the investment in risk control resources, and promoting the rectification of these enterprises; (4) initiated the establishment of a comprehensive risk management system and formed a preliminary implementation plan; (5) initiated the annual internal control self-evaluation work, optimized the internal control self-evaluation program and improved the risk classification and hierarchical management, which improved the operability of the internal control self-evaluation work of the Group; (6) finished the preparation of supporting tests for the “Measures on the Accountability for Group Responsibility Incidents” and putting on line the supporting tests. The next step is to require the management team at level 8 or above of the Group to take the online exam.

3.2.3 Implementation of A Share(s) share option scheme in the Reporting Period

In order to establish and improve the incentive-constraint mechanism and effectively combine the interests of shareholders, the Company and its employees, a “Share Option Incentive Scheme (Draft) of China International Marine Containers (Group) Co., Ltd. (Revision)” (the “**A Share(s) Share Option Incentive Scheme**”) was considered and approved at the extraordinary general meeting of the Company on 17 September 2010. According to the scheme, the grant of registration for the first tranche of 54,000,000 share options (the “**First Tranche of Share Options**”) and the second tranche of 6,000,000 reserved share options (the “**Second Tranche of Share Options**”) was completed on 26 January 2011 and 17 November 2011, respectively, by the Company.

On 12 May 2015, upon the consideration and approval at the 8th meeting of the seventh session of the Board of the Company in 2015, the second exercisable period for the First Tranche of Share Options met the exercise conditions and were actually exercisable from 2 June 2015 to 27 September 2020 with the total exercisable options amounting to 39,660,000 options. On 9 October 2015, upon the consideration and approval at the 14-October 2015 general meeting of the Company, the second exercisable period for the Second Tranche of Share Options met the exercise conditions and were actually exercisable from 2 November 2015 to 27 September 2020 with the total exercisable options amounting to 6,000,000 options.

3.5 Securities investment

✓ Applicable ☐ Not Applicable

U ☒ RMB

Type of securities	Stock code	Abbreviation of stock name
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3.6 Investment in derivatives

✓ Applicable □ Not Applicable

U ~~¥~~: RMB

												Proportion of investment amount at the end of the Reporting Period to the net assets of the Company at the end of the Reporting Period	Actual profit or loss from the beginning of the year to the end of the Reporting Period
Name of derivatives investment operator	Affiliated relations	Related party transaction or not	Type of derivatives investment	Initial investment amount of derivatives investment	Date of commencement	Date of termination	Investment amount at the beginning of the year	Purchase from the beginning of the year to the end of the Reporting Period	Sale from the beginning of the year to the end of the Reporting Period	Provision for impairment (if any)	Investment amount at the end of the Reporting Period		
HSBC, Standard Chartered and other banks	Nil	No	Foreign exchange forward contract	–	2017/11/20	2019/12/16	314,821	–	–	–	4,138,107	12.80%	(94,038)
HSBC, Standard Chartered and other banks	Nil	No	Foreign exchange option contract	–	2017/12/18	2019/6/17	270,588	–	–	–	2,646,803	8.20%	(50,119)
China Construction Bank, Deutsche Bank and other banks	Nil	No	Interest rate swap contract	–	2011/1/6	2021/6/28	9,491,309	–	–	–	12,374,971	38.28%	109,090
Standard Chartered	Nil	No	Currency swap contract	–	2018/8/14	2019/8/14	65,359	–	–	–	27,003	0.08%	758
Total				–	–	–	10,142,077	–	–	–	19,186,884	59.36%	(34,309)

3.7 Register of reception of research, communications and interviews during the Reporting Period

☒ Applicable ☐ Not Applicable

Date of reception	Mode of reception	Guests received	Purposes of visiting
13 July 2018	Telephone conference	Huaxia Fund(華夏基金)	Principal business conditions, investment progress, recent industrial developments and industry outlook
26 July 2018	Telephone conference	Overlook Investment, Morgan Stanley	Same as above
6 September 2018	Field research	UBS and its customers	Visiting the eastern factories and consulting about the current situation of the container industry and the Company

3.8 Non-compliant external guarantees

☐ Applicable ☒ Not Applicable

The Company did not make any non-compliant external guarantees during the Reporting Period.

3.9 Utilization of the funds of the listed Company for non-operating purposes by the controlling shareholder and its related parties

☐ Applicable ☒ Not Applicable

There was no utilization of the funds of the listed Company for non-operating purposes by the controlling shareholder and its related parties during the Reporting Period.

4 FINANCIAL STATEMENTS

4.1 Financial statements

4.1.1 Consolidated balance sheet (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U ~~¥~~: RMB

	30 September 2018	31 December 2017	1 January 2017
Assets			
Current assets:			
Cash at bank and on hand	11,239,670	5,596,314	6,325,998
Financial assets held for trading	204,179	183,303	138,072
Derivative financial assets	6,430	11,577	3,088
Notes receivable and accounts receivable	20,162,162	17,773,590	13,062,266
Advances to suppliers	3,215,753	2,147,721	2,165,982
Other receivables	11,405,048	8,283,236	9,399,096
Inventories	20,937,300	19,258,327	17,409,515
Contract assets	1,855,388	—	—
Assets held for sale	197,874	235,309	203,847
Current portion of non-current assets	3,268,115	4,314,250	3,941,689
Other current assets	847,410	1,198,296	702,478
Total current assets	73,339,329	59,001,923	53,352,031
Non-current assets:			
Financial assets at fair value through profit or loss	—	318,534	325,187
Available-for-sale financial assets	—	441,581	442,726
Other debt investments	30,352	—	—
Long-term receivables	14,367,183	12,880,540	13,220,242
Long-term equity investments	1,939,483	2,398,495	2,162,217
Investments in other equity instruments	1,041,417	—	—
Other non-current financial assets	449,153	—	—
Investment properties	1,789,180	1,679,189	1,752,608
Fixed assets	23,216,176	23,088,682	22,167,311
Construction in progress	24,675,333	22,194,585	22,769,189
Intangible assets	4,663,837	4,711,244	4,654,757
Development costs	87,402	67,399	49,990
Goodwill	2,221,932	2,112,445	2,127,893
Long-term prepaid expenses	311,674	205,239	246,574
Deferred tax assets	1,528,649	1,416,637	1,257,670
Other non-current assets	31,908	87,886	86,353
Total non-current assets	76,353,679	71,602,456	71,262,717
TOTAL ASSETS	149,693,008	130,604,379	124,614,748

4.1.1 Consolidated balance sheet (unaudited) (continued)

U ~~¥~~ RMB

	30 September 2018	31 December 2017	1 January 2017
Liabilities and shareholders' equity			
Current liabilities:			
Short-term borrowings	22,159,182	15,317,347	15,729,787
Derivative financial liabilities	142,927	3,025	141,806
Notes payable and accounts payable	14,968,041	14,001,767	11,712,533
Advances from customers	—	4,624,088	3,780,694
Contract liabilities	6,650,496	—	—
Employee benefits payable	2,818,717	2,713,482	2,115,108
Taxes payable	1,556,956	1,363,986	1,092,030
Other payables	9,188,039	7,486,768	5,474,194
Liabilities held for sale	—	14,906	—
Current portion of non-current liabilities	9,636,034	4,085,579	3,667,872
Other current liabilities	4,361,618	595,907	1,687,762
Total current liabilities	71,482,010	50,206,855	45,401,786
Non-current liabilities:			
Long-term borrowings	26,054,580	24,140,168	27,023,222
Debentures payable	2,010,372	7,986,500	7,986,500
Including: Perpetual bonds	1,986,500	1,986,500	1,986,500
Long-term payables	292,135	361,396	539,076
Provisions	1,299,353	1,214,904	847,429
Deferred income	953,794	846,232	839,738
Deferred tax liabilities	919,765	801,337	657,414
Other non-current liabilities	2,229,526	1,809,553	2,184,791
Total non-current liabilities	33,759,525	37,160,090	40,078,170
Total liabilities	105,241,535	87,366,945	85,479,956

4.1.1 Consolidated balance sheet (unaudited) (continued)

U 元: RMB

	30 September 2018	31 December 2017	1 January 2017
Shareholders' equity:			
Share capital	2,984,961	2,982,889	2,978,577
Other equity instruments	—	2,033,043	2,049,035
Including: perpetual bonds	—	2,033,043	2,049,035
Capital surplus	4,083,801	4,209,663	3,126,585
Other comprehensive income	928,348	219,303	357,341
Surplus reserve	3,281,535	3,281,535	3,279,379
Undistributed profits	21,045,994	19,734,494	17,495,053
Total equity attributable to shareholders and other equity holders of the parent company	32,324,639	32,460,927	29,285,970
Minority interests	12,126,834	10,776,507	9,848,822
Total shareholders' equity	44,451,473	43,237,434	39,134,792
Total liabilities and shareholders' equity	149,693,008	130,604,379	124,614,748
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Mai Boliang	Zeng Han	Zeng Han	

4.1.2 Balance sheet of the parent company (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U ~~¥~~: RMB

	30 September 2018	31 December 2017	1 January 2017
Assets			
Current assets:			
Cash at bank and on hand	2,914,247	1,366,876	2,660,222
Other receivables	19,932,971	18,115,511	17,887,234
Other current assets	—	5,771	9,272
Total current assets	22,847,218	19,488,158	20,556,728
Non-current assets:			
Available-for-sale financial assets	—	388,905	388,905
Long-term equity investments	10,947,421	9,583,886	9,375,276
Investments in other equity instruments	804,900	—	—
Fixed assets	138,225	144,248	102,372
Construction in progress	74,956	56,326	844
Intangible assets	14,013	14,207	14,466
Long-term prepaid expenses	21,552	29,627	40,730
Deferred tax assets	68,616	73,140	52,280
Total non-current assets	12,069,683	10,290,339	9,974,873
TOTAL ASSETS	34,916,901	29,778,497	30,531,601

	30 September 2018	31 December 2017	1 January 2017
Liabilities and shareholders' equity			
Current liabilities:			
Short-term borrowings	5,525,000	350,000	2,710,000
Derivative financial liabilities	106	614	65
Employee benefits payable	274,358	291,949	205,760
Taxes payable			

4.1.3 Consolidated income statement for the Reporting Period (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U ☒ RMB

Item	July to September 2018	July to September 2017
I. Revenue	23,345,749	20,575,554
Less: Cost of sales	19,377,635	16,802,899
Taxes and surcharges	115,620	98,662
Sales expenses	847,571	812,717
General and administrative expenses	1,563,283	1,234,848
Research and development expenses	243,171	162,537
Financial expenses-net	220,548	478,757
Including: Interest expense	615,893	358,017
Interest income	(167,181)	(107,948)
Assets impairment losses	176	46,980
Credit impairment losses	90,407	(32,637)
Add: Other income	55,665	60,121
Investment income	(260,517)	35,163
Including: Share of investment income of associates and joint ventures	15,214	19,784
Profit arising from changes in fair value	66,539	20,634
Gains on disposals of assets	1,375,303	(60,348)
II. Operating profit	2,124,328	1,026,361
Add: Non-operating income	56,341	26,964
Less: Non-operating expenses	(16,348)	11,123
III. Total profit	2,197,017	1,042,202
Less: Income tax expenses	660,000	347,307
IV. Net profit	1,537,017	694,895
Classified by business continuity		
Net profit from continuing operations	1,537,017	694,895
Net profit from discontinued operations	—	—
Classified by ownership		
Net profit attributable to shareholders and other equity holders of the parent company	1,351,649	512,482
Minority profit or loss	185,368	182,413

4.1.3 Consolidated income statement for the Reporting Period (unaudited) (continued)

U 元: RMB

Item	July to September 2018	July to September 2017
V. Other comprehensive income/(loss), net of tax	652,554	(104,164)
Attributable to shareholders and other equity holders of the parent company	475,327	(109,033)
(I) Items that may not be reclassified to profit or loss	—	—
Changes in fair value of other investments in equity instruments	—	—
(II) Items that may be reclassified to profit or loss	475,327	(109,033)
Changes in fair value of other debt investments	—	—
Gains or losses from changes in fair value of available-for-sale financial assets	—	1,120
Cash flow hedge reserve	1,352	(1,519)
Gain/(loss) from the difference between fair value and book value by converting self-use property to investment properties measured with fair value	—	(4,222)
Currency translation differences	473,975	(104,412)
Minority interests	177,227	4,869
VI. Total comprehensive income	2,189,571	590,731
Attributable to shareholders and other equity holders of the parent company	1,826,976	403,449
Minority interests	362,595	187,282
VII. Earnings per share		
(I) Basic earnings per share (RMB)	0.4528	0.1633
(II) Diluted earnings per share (RMB)	0.4512	0.1624
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Mai Boliang	Zeng Han	Zeng Han

4.1.4 Income statement of the parent company for the Reporting Period (unaudited)

4.1.5 Consolidated income statement from the beginning of this year to the end of the Reporting Period (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U ~~¥~~ RMB

Item	January to September 2018	January to September 2017
I. Revenue	66,906,147	53,962,706
Less: Cost of sales	56,930,366	44,044,463
Taxes and surcharges	345,577	314,845
Sales expenses	2,229,628	2,068,970
General and administrative expenses	3,635,807	3,314,428
Research and development expenses	570,400	450,996
Financial expenses-net	613,072	1,073,008
Including: Interest expense	1,249,999	880,282
Interest income	(389,429)	(225,609)
Assets impairment losses	9,929	51,668
Credit impairment losses	165,219	197,112
Add: Other income	176,644	151,153
Investment income	(64,746)	24,535
Including: Share of investment income of associates and joint ventures	40,589	22,322
Profit arising from changes in fair value	22,042	(11,992)
Gains on disposals of assets	1,412,622	(46,609)
II. Operating profit	3,952,711	2,564,303
Add: Non-operating income	78,234	80,180
Less: Non-operating expenses	4,117	26,139
III. Total profit	4,026,828	2,618,344
Less: Income tax expenses	1,173,854	856,940
IV. Net profit	2,852,974	1,761,404
Classified by business continuity		
Net profit from continuing operations	2,852,974	1,761,404
Net profit from discontinued operations	—	—
Classified by ownership		
Net profit attributable to shareholders and other equity holders of the parent company	2,317,046	1,309,380
Minority profit or loss	535,928	452,024

4.1.5 Consolidated income statement from the beginning of this year to the end of the Reporting Period (unaudited) (continued)

U 元: RMB		
Item	January to September 2018	January to September 2017
V. Other comprehensive income/(loss), net of tax	442,065	(5,142)
Attributable to shareholders and other equity holders of the parent company	252,750	(36,609)
(I) Items that may not be reclassified to profit or loss	(50,744)	—
Changes in fair value of other investments in equity instruments	(50,744)	—
(II) Items that may be reclassified to profit or loss	303,494	(36,609)
Changes in fair value of other debt investments	1,065	—
Gains or losses from changes in fair value of available-for-sale financial assets	—	879
Cash flow hedge reserve	(1,152)	4,553
Gain/(loss) from the difference between fair value and book value by converting self-use property to investment properties measured with fair value	—	(4,222)
Currency translation differences	303,581	(37,819)
Minority interests	189,315	31,467
VI. Total comprehensive income	3,295,039	1,756,262
Attributable to shareholders and other equity holders of the parent company	2,569,796	1,272,771
Minority interests	725,243	483,491
VII. Earnings per share		
(I) Basic earnings per share (RMB)	0.7590	0.4187
(II) Diluted earnings per share (RMB)	0.7561	0.4171
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4.1.6 Income statement of the parent company from the beginning of this year to the end of the Reporting Period (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U 元 RMB

Item	January to September 2018	January to September 2017
I. Revenue	246,458	178,325
Less: Cost of sales	—	1,452
Taxes and surcharges	3,365	—
General and administrative expenses	191,011	184,017
Financial expenses	(121,803)	492,030
Including: Interest expense	453,402	381,535
Interest income	(249,683)	(249,898)
Add: Other income	8,505	2,926
Investment income	1,290,735	359,428
Profit or loss arising from changes in fair value	508	2,197
Gains on disposals of assets	25,491	(594)
II. Operating profit	1,499,124	(135,217)
Add: Non-operating income	1,360	21
Less: Non-operating expenses	1	3,022
III. Total profit	1,500,483	(138,218)
Less: Income tax expenses	4,524	4,706
IV. Net profit	1,495,959	(142,924)
Classified by business continuity		
Net profit from continuing operations	1,495,959	(142,924)
Net profit from discontinued operations	—	—
V. Other comprehensive income, net of tax	—	—
VI. Total comprehensive income	1,495,959	(142,924)

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4.1.7 Consolidated cash flow statement from the beginning of the year to the end of the Reporting Period (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U ~~¥~~ RMB

Item	January to September 2018	January to September 2017
I. Cash flows from operating activities		
Cash received from sales of goods or rendering of services	70,357,373	53,963,956
Refund of taxes and surcharges	3,130,508	1,825,881
Cash received relating to other operating activities	1,180,326	959,758
Sub-total of cash inflows from operating activities	74,668,207	56,749,595
Cash paid for goods and services	6424,5,313	44,195,569
Cash paid to and on behalf of employees	4,924,209	4,637,188
Payments of taxes and surcharges	1,910,083	1,514,616
Cash paid relating to other operating activities	3,0,5,303	2,769,579
Sub-total of cash outflows from operating activities	74,644,908	53,116,952
Net cash flows from operating activities	23,299	3,632,643
II. Cash flows from investing activities		
Cash received from disposal of investments	992,656	610
Cash received from returns on investments	56,033	30,670
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	95,349	120,356
Net cash received from disposal of subsidiaries	126,743	126,792
Cash received relating to other investing activities	86,216	—
Sub-total of cash inflows from investing activities	1,356,997	278,428
Cash paid to acquire fixed assets, intangible assets and other long-term assets	2,535,877	2,070,404
Cash paid to acquire investments	841,326	197,523
Net cash paid for acquisition of subsidiaries	29,079	5,0,0
Cash paid relating to other investing activities	—	—
Sub-total of cash outflows from investing activities	3,406,282	2,272,927
Net cash flows from investing activities	(2,049,285)	(1,994,499)

Item	January to September 2018	January to September 2017
III. Cash flows from financing activities		
Cash received from capital contributions	380,439	960,732
Including: Cash received from capital contributions by minority shareholders of subsidiaries	338,720	938,547
Cash received from borrowings	46,446,062	42,359,841
Cash received relating to other financing activities	242,924	12,988
Sub-total of cash inflows from financing activities	47,069,425	43,333,561
Cash repayments of borrowings	34i5.0,469	37,517,099
Cash repayments for perpetual bonds	2,000,000	—
Cash payments for interest expenses or distribution of dividends or profits	2,816,996	1,605,599
Cash payments relating to other financing activities	33,594	625,861
Sub-total of cash outflows from financing activities	39,761,059	

4.1.8 Cash flow statement of the parent company from the beginning of the year to the end of the Reporting Period (unaudited)

Prepared by: China International Marine Containers (Group) Co., Ltd.

U ~~¥~~ RMB

Item	January to September 2018	January to September 2017
I. Cash flows from operating activities		
Cash received from sales of goods or rendering of services	329,015	194,122
Cash received relating to other operating activities	10,251,413	3,659,103
Sub-total of cash inflows from operating activities	10,580,428	3,853,225
Cash paid to and on behalf of employees	95,621	77,046
Payments of taxes and surcharges	38,401	20,612
Cash paid relating to other operating activities	15,342,166	6,990,517
Sub-total of cash outflows from operating activities	15,476,188	7,088,175
Net cash inflows from operating activities	(4,895,760)	(3,234,950)
II. Cash flows from investing activities		
Cash received from disposal of investments	706,933	6,800,000
Cash received from returns on investments	616,630	493,601
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	27,219	1
Net cash received from disposal of subsidiaries	58,000	50
Sub-total of cash inflows from investing activities	1,408,782	7,293,652
Cash paid to acquire fixed assets, intangible assets and other long-term assets	24,760	107,391
Cash paid to acquire investments	1,018,246	6,886,616
Sub-total of cash outflows from investing activities	1,043,006	6,994,007
Net cash flows from investing activities	365,776	299,645

4.1.8 Cash flow statement of the parent company from the beginning of the year to the end of the Reporting Period (unaudited) (continued)

U 元: RMB

Item	January to September 2018	January to September 2017
III. Cash flows from financing activities		
Cash received from capital contributions	41,719	22,185
Cash received from borrowings	10,817,000	6,470,000
Sub-total of cash inflows from financing activities	10,858,719	6,492,185
Cash repayments of borrowings	3,451,000	4,120,000
Cash payments for interest expenses or distribution of dividends or profits	1,296,195	573,980
Cash payments relating to other financing activities	34,340	18,000
Sub-total of cash outflows from financing activities	4,781,535	4,711,980
Net cash flows from financing activities	6,077,184	1,780,205
IV. Effect of foreign exchange rate changes on cash and cash equivalents	170	(4,046)
V. Net increase in cash and cash equivalents	1,547,370	(1,159,146)
Add: Balance of cash and cash equivalents at the beginning of the year	335,730	1,715,470
VI. Closing balance of cash and cash equivalents at the end of the Reporting Period	1,883,100	556,324
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4.2 Auditor's report

Whether the third quarterly report has been audited

☐ Yes ☒ No

The Third Quarterly Report of 2018 of the Company has not been audited.

By order of the Board
China International Marine Containers (Group) Co., Ltd.
YU Yuqun
C S

Hong Kong, 29 October 2018

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