Far Eastern Group Road Show

U-Ming Marine Transportation Corp.

President C.K. Ong

- A member of Far Eastern Group
- TSEC code: 2606

2011 Mar.

DISCLAIMER:

- This presentation may contain statements that express management's expectations about future events or results rather than historical facts.
- These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those projected in forward-looking statements , and U-Ming cannot give assurance that such statements will prove correct.
- For additional information on factors that could cause U-Ming's actual results to differ from expectations reflected in forward-looking statements, please see U-Ming's reports filed with the U-Ming Marine Transportation Corp. and Taiwan Stock Exchange Corp.

A. About U-Ming

- Where are we now?
- What have we done to achieve today's position ?
- Where are we heading for

B. Macroeconomics

C. Dry Bulk Industry Outlook

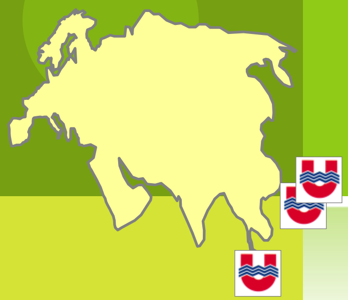
- Demand
- Supply
- Port Congestion
- Conclusion

D. Our strategies

E. Q&A

關於裕民

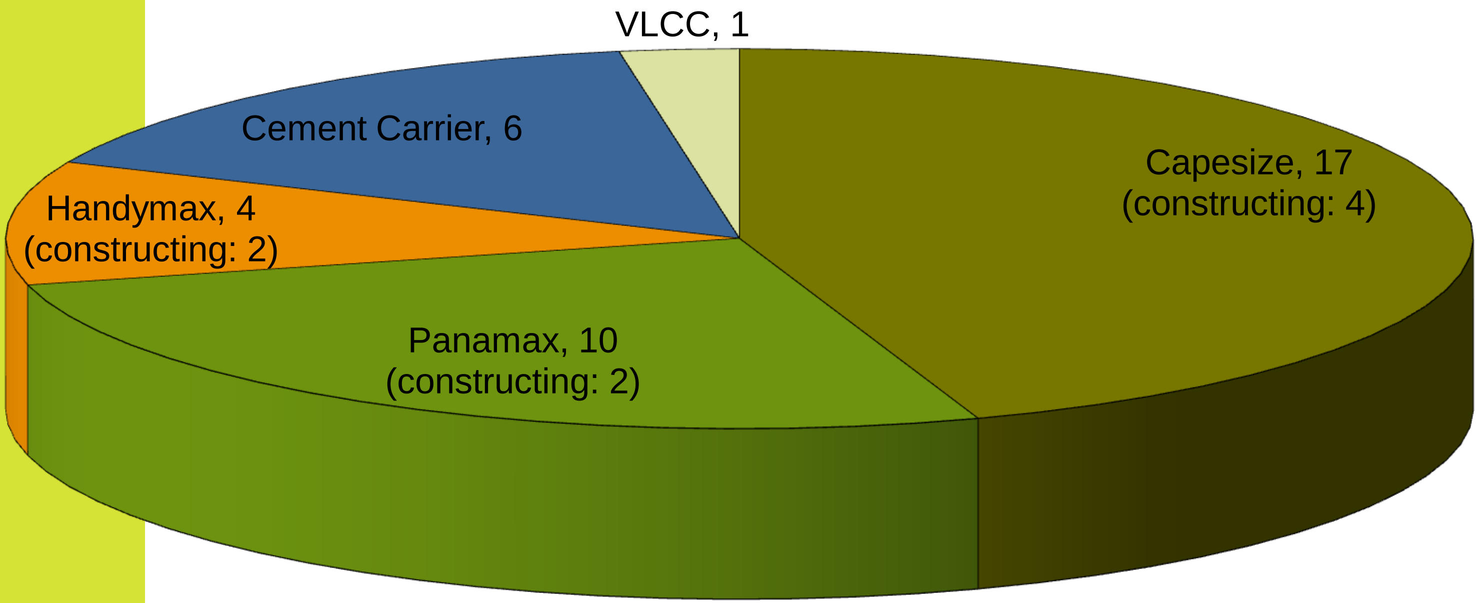
公司全球組織架構圖



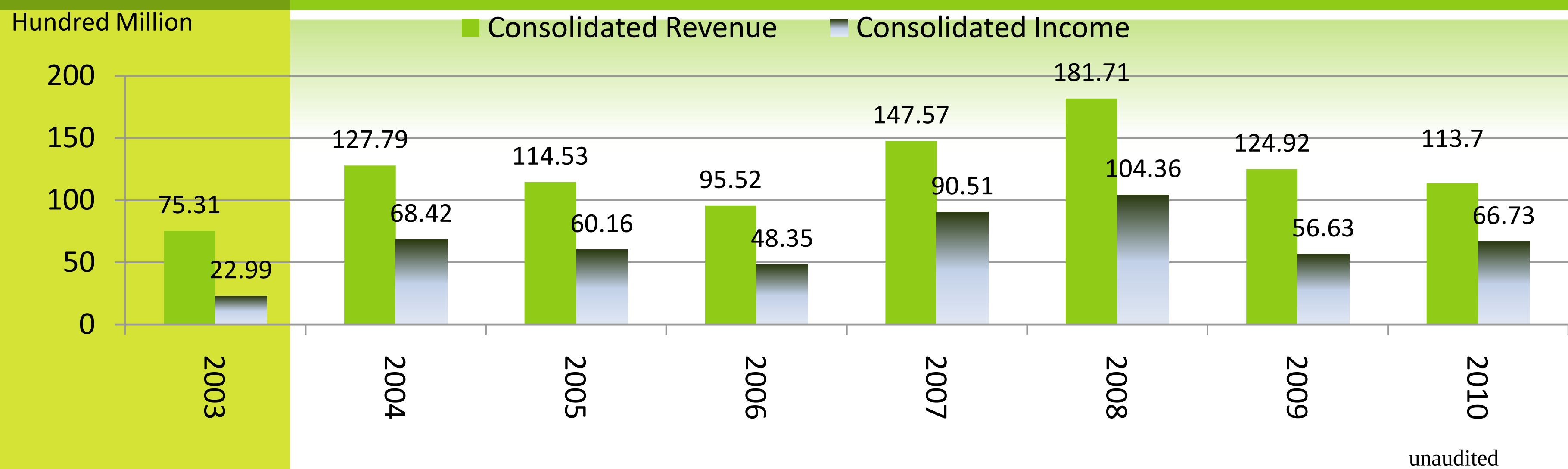
- U-Ming Marine Transport Operation HQ (Taipei) ECFA
  - U-Ming Marine Transport (Singapore) Pte Ltd AIS
    - Cape Asia Ltd
    - Cape Asia NB Ltd
    - Cape Asia NB (II)
    - Cape Asia NB (III)
    - Elegance Carriers Inc
    - Winyield Investment
  - U-Ming Marine Transport (H.K.) Ltd CEPA
    - Overseas Shipping Pte Ltd

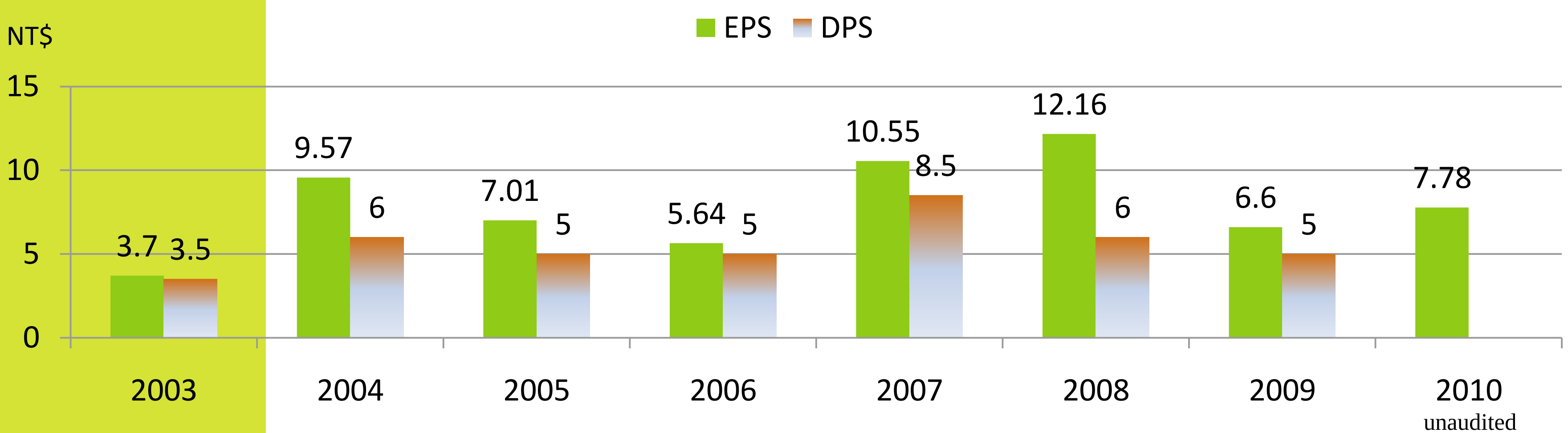
船隊資訊

38ships ,about 4.35 million tons in deadweight .(including JV owned)



財務資料—營收與獲利


Hundred Million
Consolidated Revenue
Consolidated Income
200
150
100
50
0
75.31
22.99
127.79
68.42
114.53
60.16
95.52
48.35
147.57
90.51
181.71
104.36
124.92
56.63
113.7
66.73
2003
2004
2005
2006
2007
2008
2009
2010
unaudited


NT$
EPS
DPS
15
10
5
0
3.7
3.5
9.57
6
7.01
5
5.64
5
10.55
8.5
12.16
6
6.6
5
7.78
2003
2004
2005
2006
2007
2008
2009
2010
unaudited

目前的經營環境

風險管理得宜度過金融危機

Prudent management

Resist temptation for over expansion while asset price sky rocketing

opportunities

Proactive Risk management

- Finance Risk
- Future Market Risk
- Credit Risk
- Funding & Exchange Risk
- Counter Party Risk

財務風險管理

1

Reduce CAPEX before financial crisis and placed new orders at right time

◆Newbuildings	- Supramax *2 (2012) -Capesise*5(2011-2013 -Kamsarmax*2(2012) - Capex have been prepared
◆Cash	-About 650 million USD in hand, (over 2.6 times of capital stock)

2

Well manage long(short)-term funds and loans

>>Lower the interest expense of domestic loans and increasing overseas earnings

3

Decrease outstanding days of accounts receivable

>>Lifting turnover rate

客戶風險管理

- **Raise the portion of long-term contracts at the zenith to increase operating profit**

Long-term contract	2011	2012	2013
Ratio	45%	20%	10%

- **Discreetly to choose reliable business partners:**

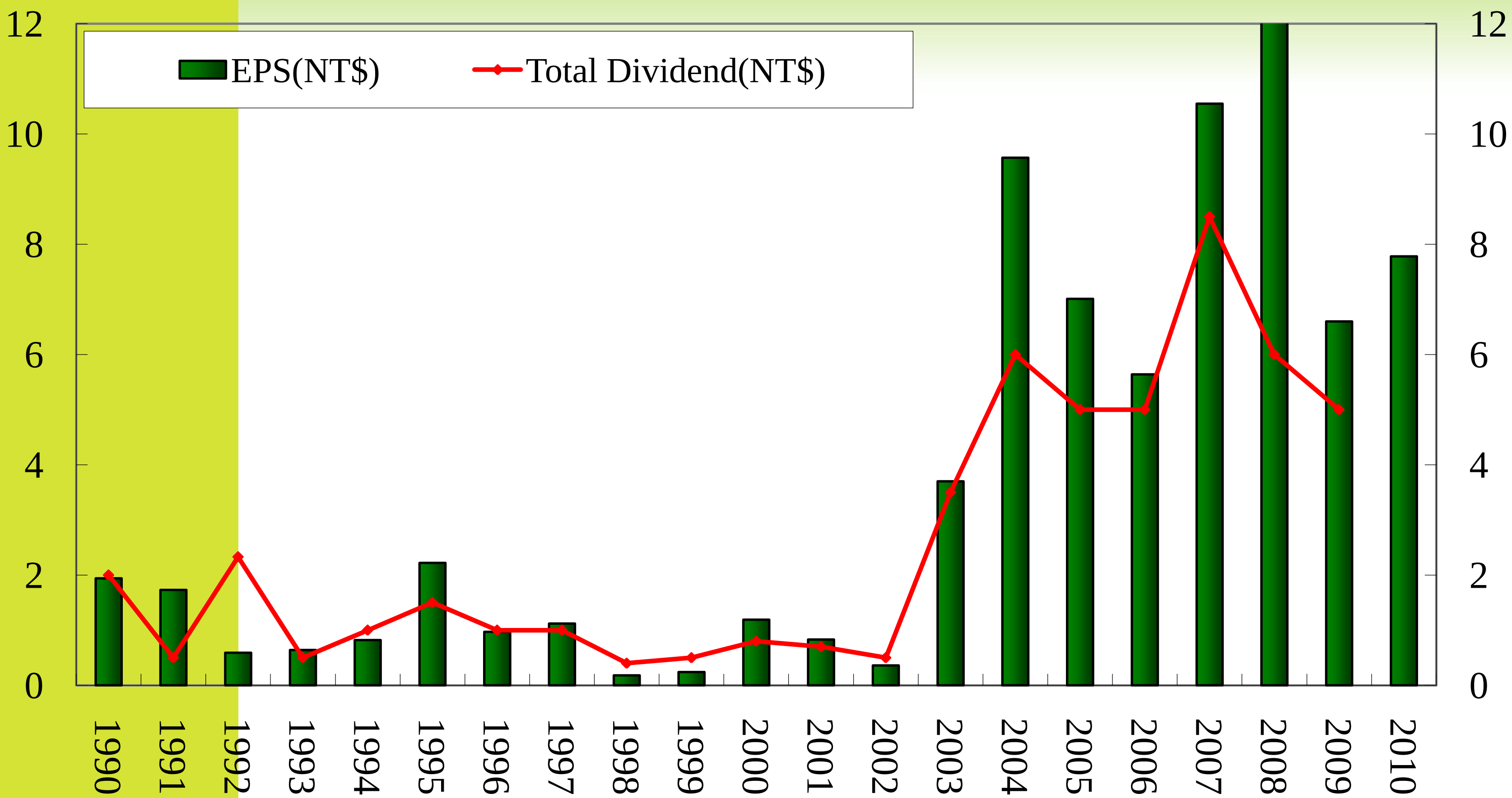
- BHPB, Rio Tinto, Tenaga Nasional, Taiwan power Company

高競爭力的公司
A HIGHLY COMPETITIVE, PROFITABLE AND STABLE COMPANY

NT$

	2003	2004	2005	2006	2007	2008	2009	2010 (unaudited)
EPS	3.7	9.57	7.01	5.64	10.55	12.16	6.6	7.78
DPS	3.5	6.0	5.0	5.0	8.5	6.0	5	-
CPS	3.8	7.38	8.69	11.12	20.02	25.54	25.91	23.57
Dividend Yield	18%	13%	11%	10%	10%	12%	8.6%	-
ROE	23.7%	52%	34.7%	24.4%	40.03%	40.45%	20.61%	23.88%
P/E Ratio	5.24	4.93	6.30	6.42	7.41	5.96	8.79	8.10
EBITDA%	53.1	68.38	68.45	72.13	76.13%	70.07%	63%	76.81%
L/A Ratio	43%	29%	23%	26%	31%	34%	39%	41%
Economic Value Added	1,380 m	5,599 m	4,512 m	3,010 m	6,657 m	7,790m	2,697m	3,618m

上市後沒有虧損紀錄
Good track record since the IPO

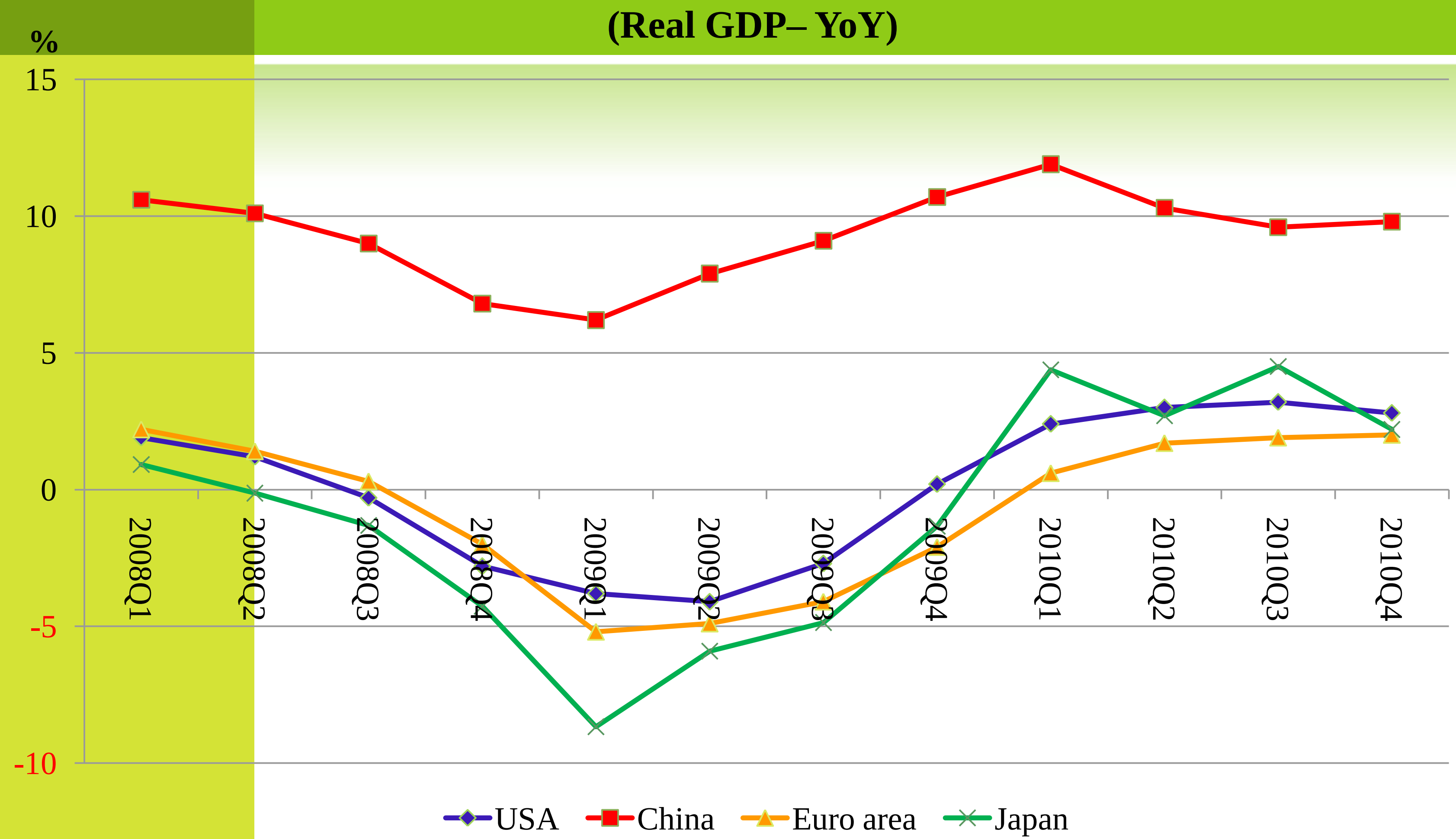


unaudited

U-Ming listed in 1990

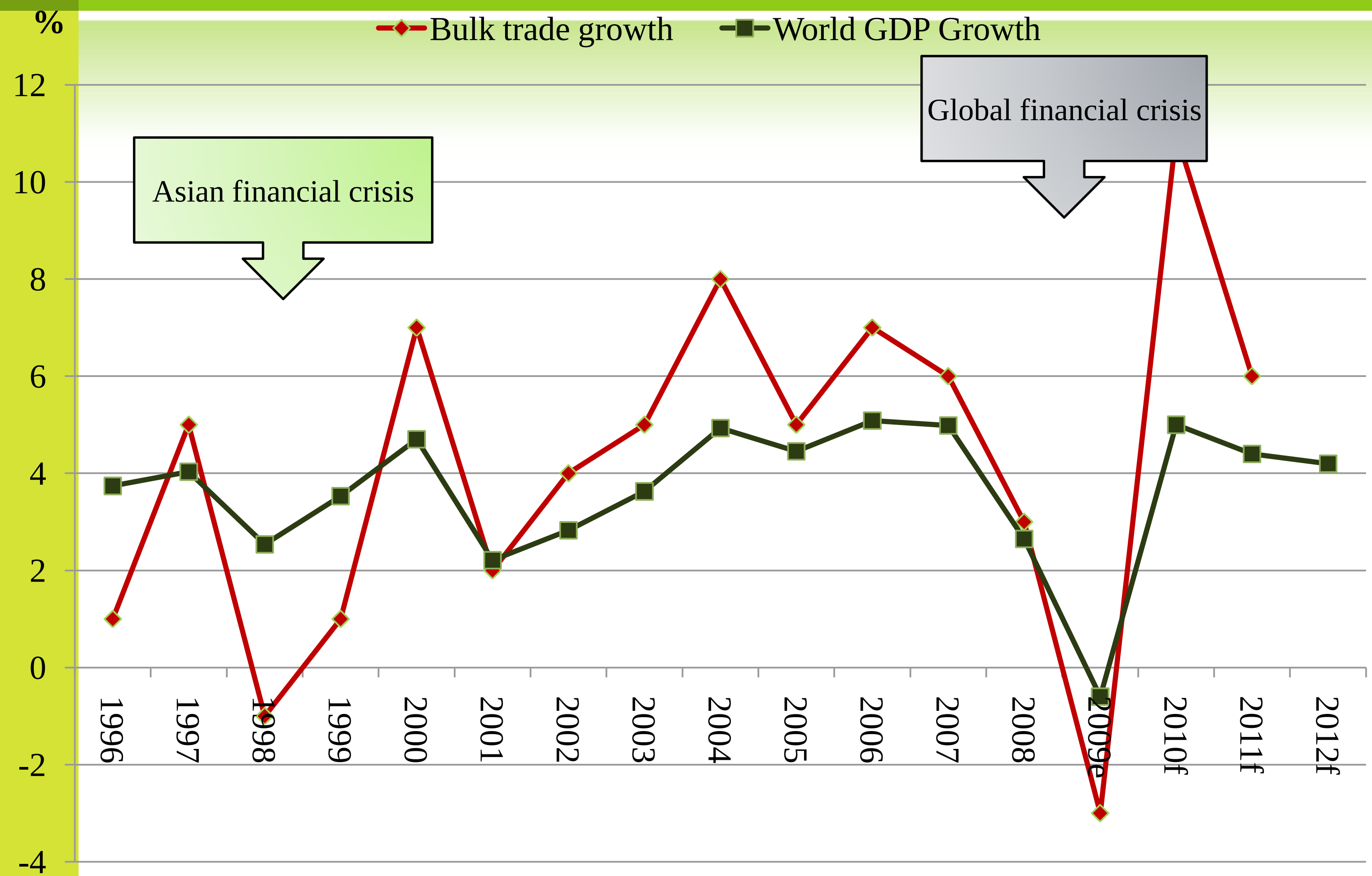
總體經濟面

全球經濟回顧



Official information, Trading Economics

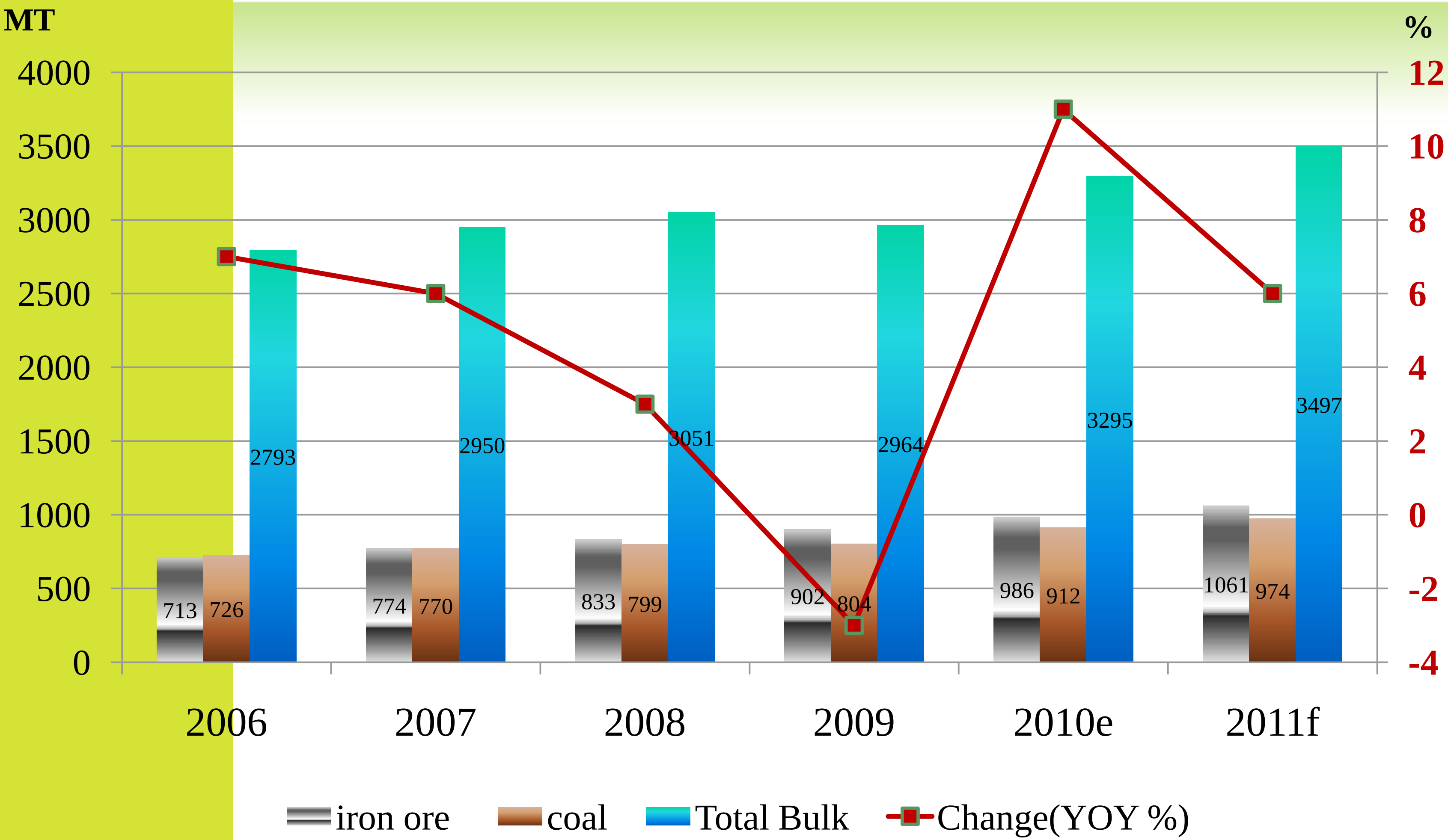
經濟成長與散裝航運



IMF, Clarkson

散裝航運展望

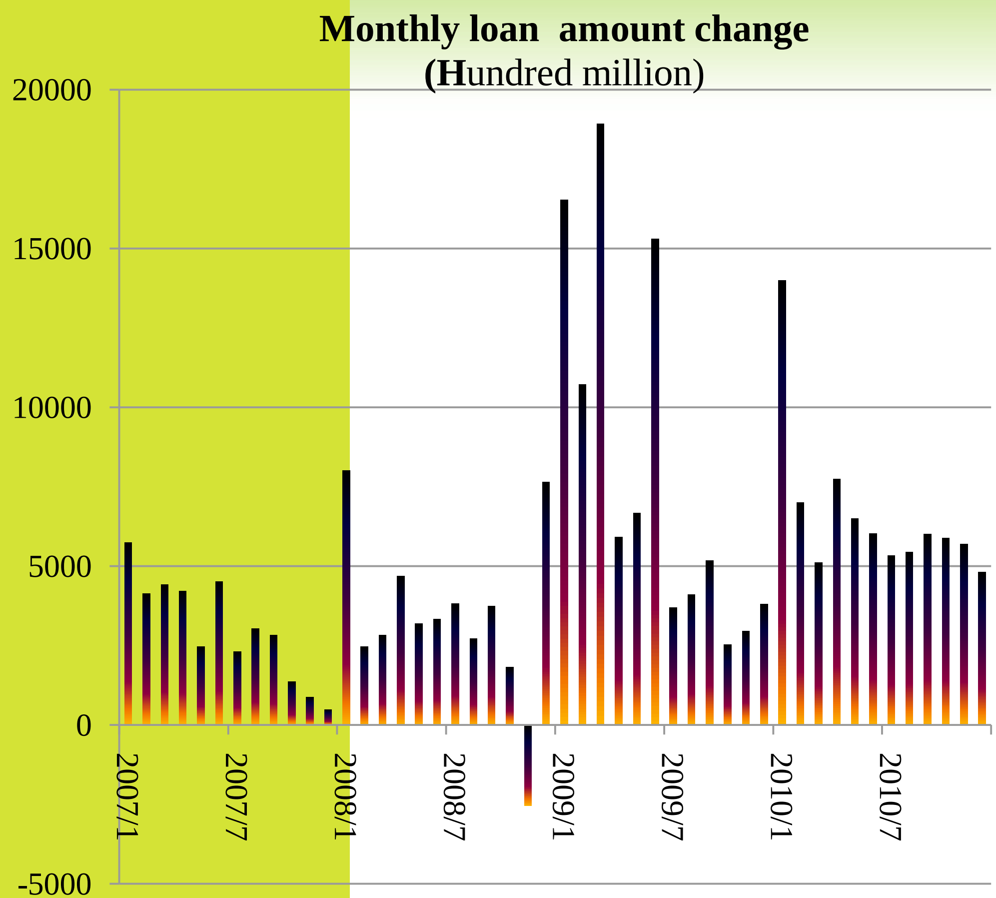
CLARKSON – 散裝航運預測

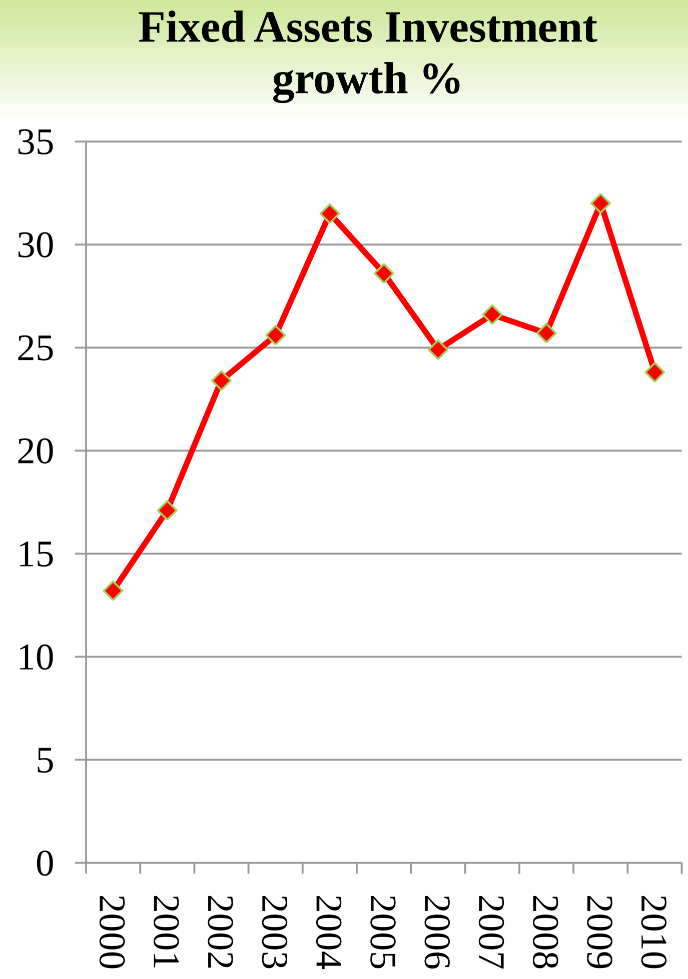


Clarkson-Dry Bulk Trade Outlook 2011 Jan.

中國擴大貸款及內需

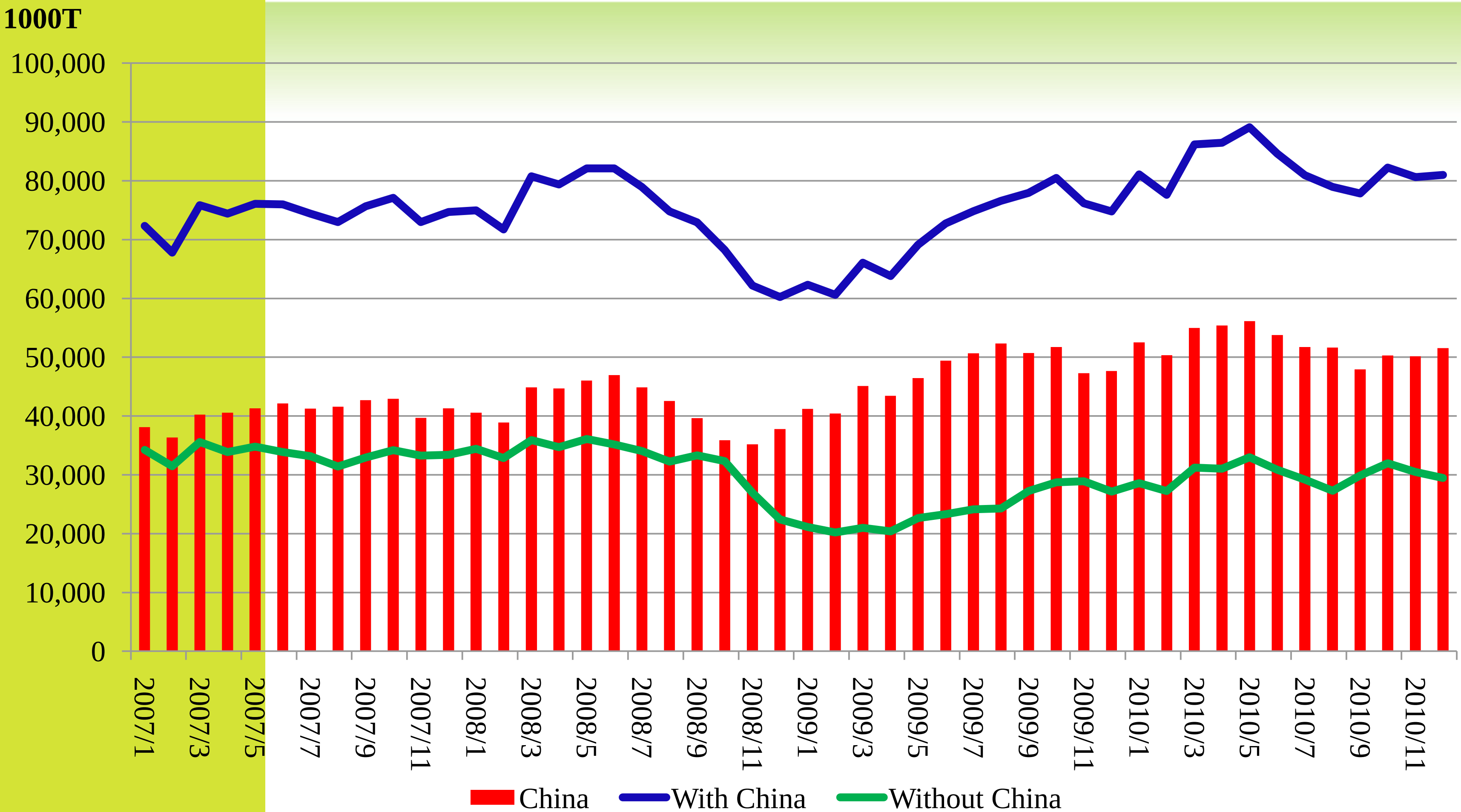
IN 2009, BOOSTING LOANS TO A RECORD 9.59 TRILLION YUAN ($US1.4 TRILLION)
2010 : 7.95 TRILLION YUAN



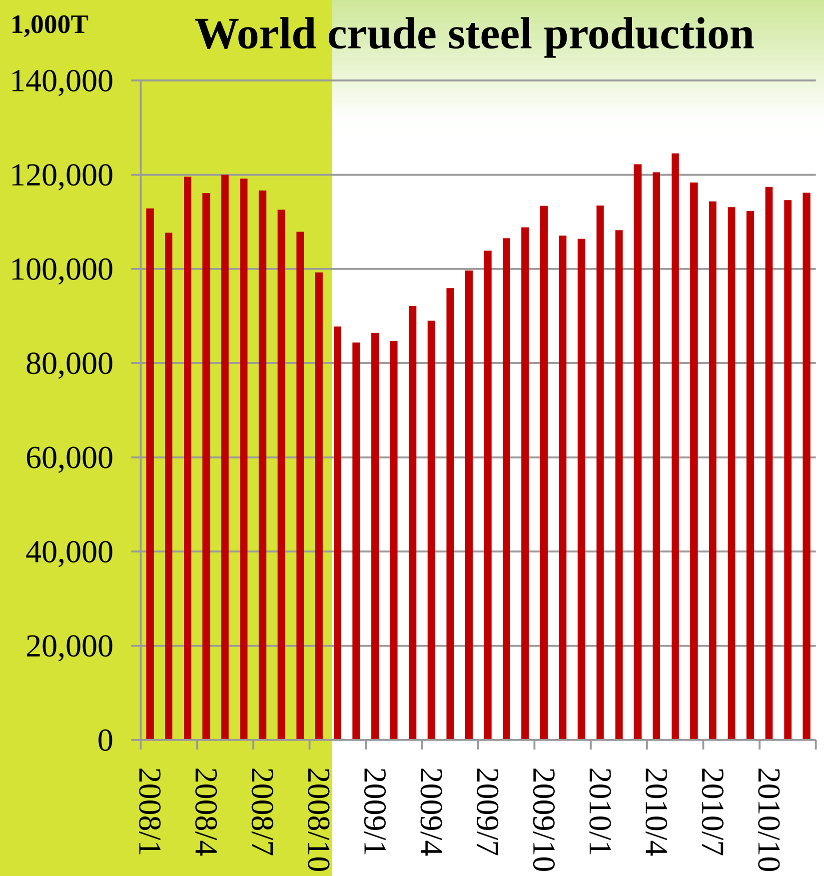


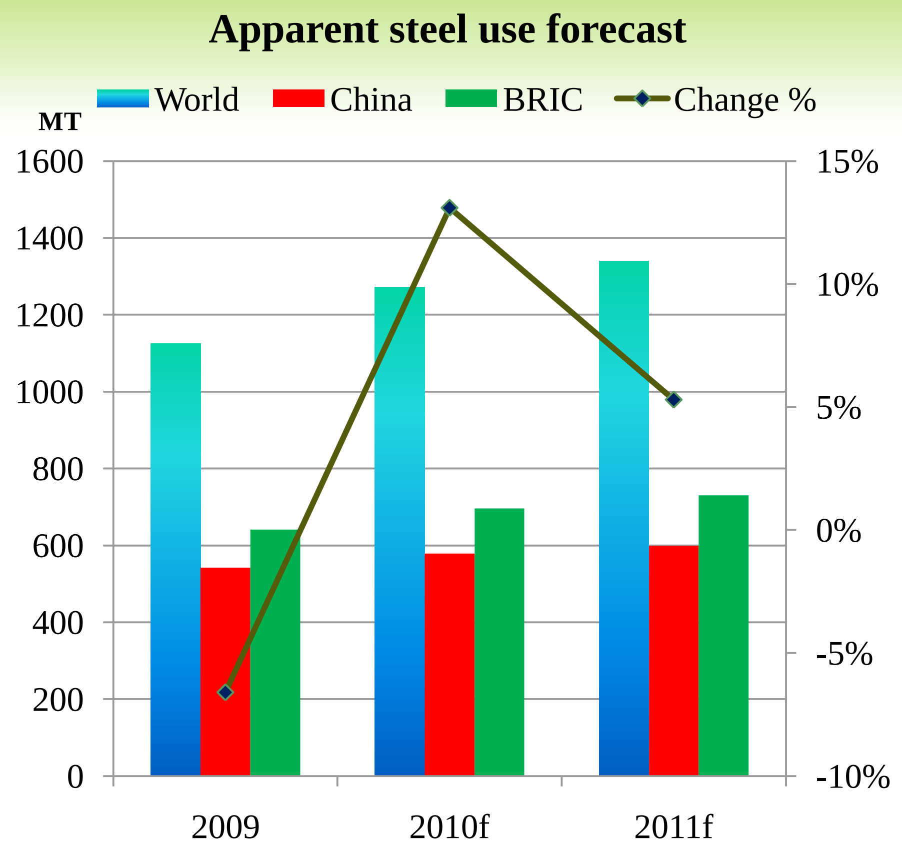
PBC, National Bureau of Statistics of China

主要鐵礦進口地區之粗鋼產量
EU27+NEASIAN CRUDE STEEL PRODUCTION



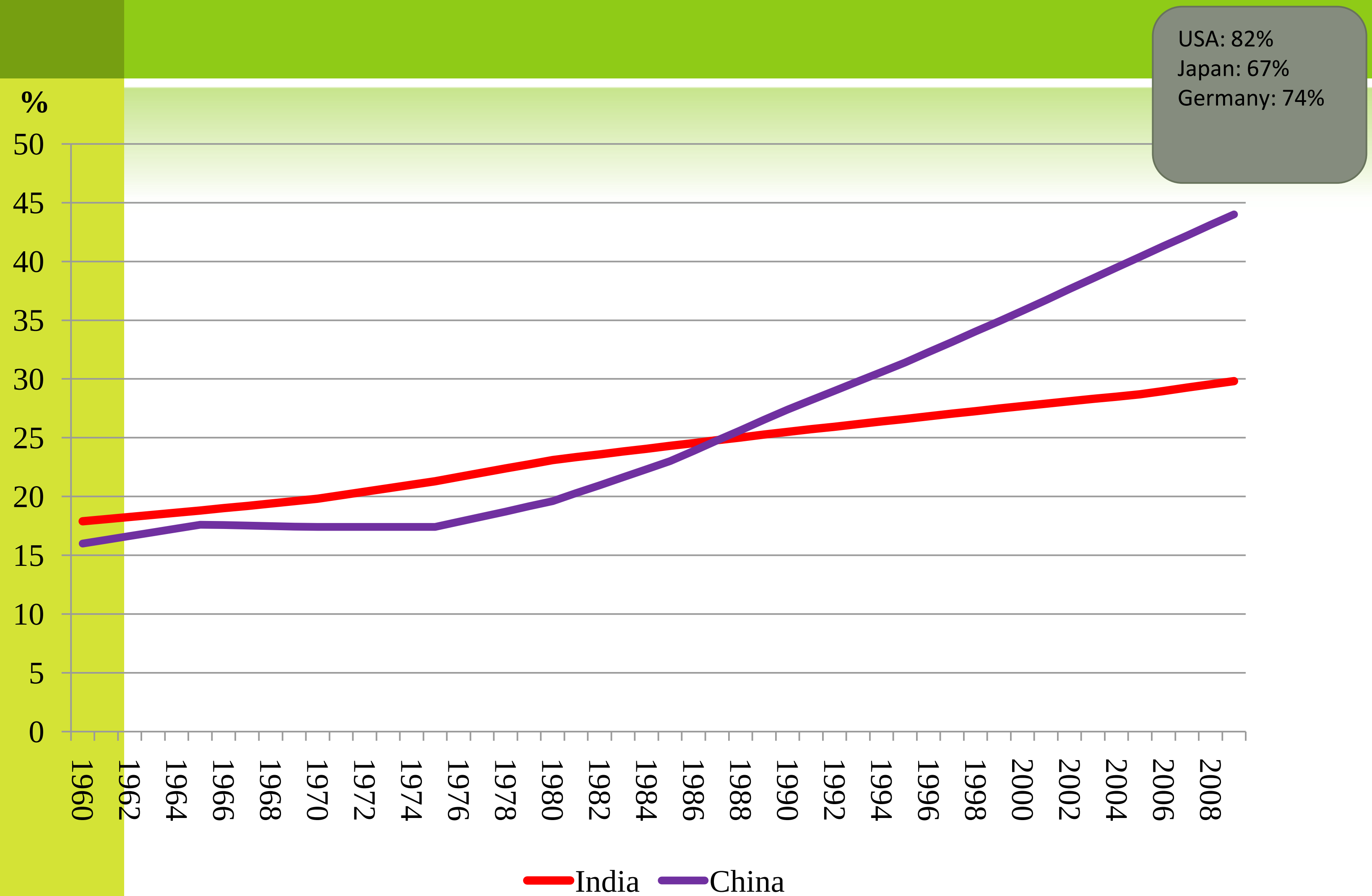
全球鋼鐵展望





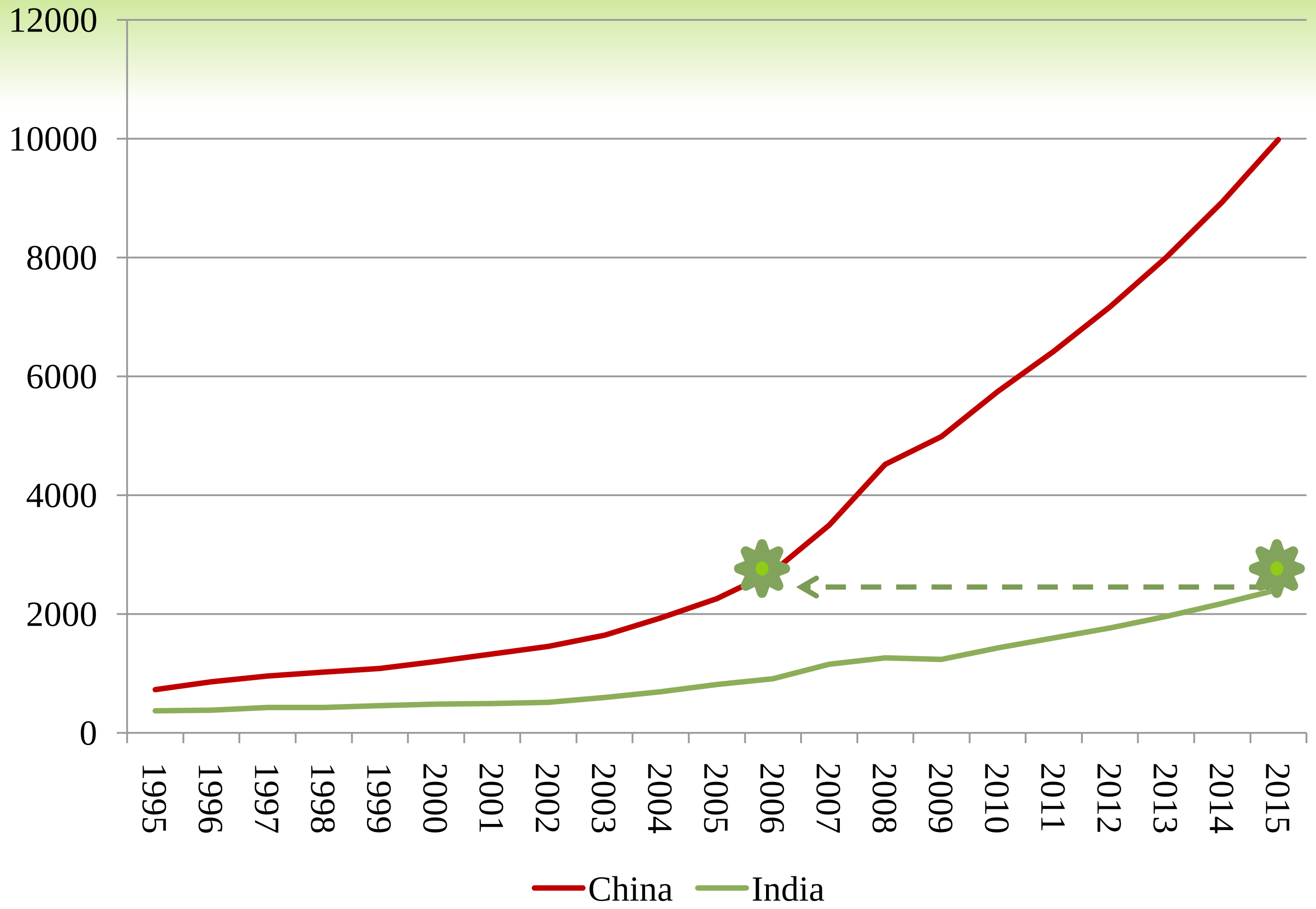
IISI – world steel Short Range Outlook -2010 Oct.

中印城市化進程



World Bank

中印之經濟起飛
GROSS DOMESTIC PRODUCT, CURRENT PRICES (USD BILLIONS)



IMF-WEO 2010 Oct

經濟成長與鋼鐵消費量

China steel demand to increase in new round of economic growth by:

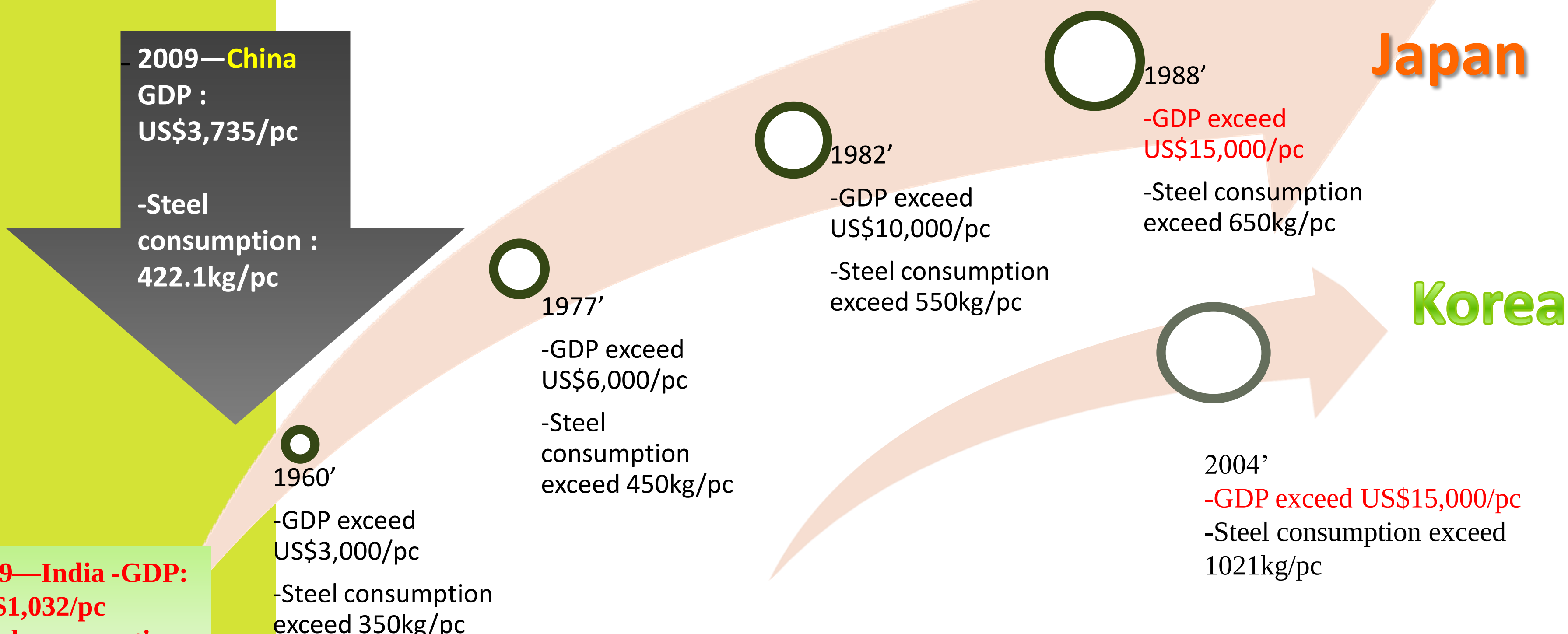
A. Develop low carbon economy

- Electrified railway, high speed railway and underground railway

B. Auto industry

C. Real estate property market

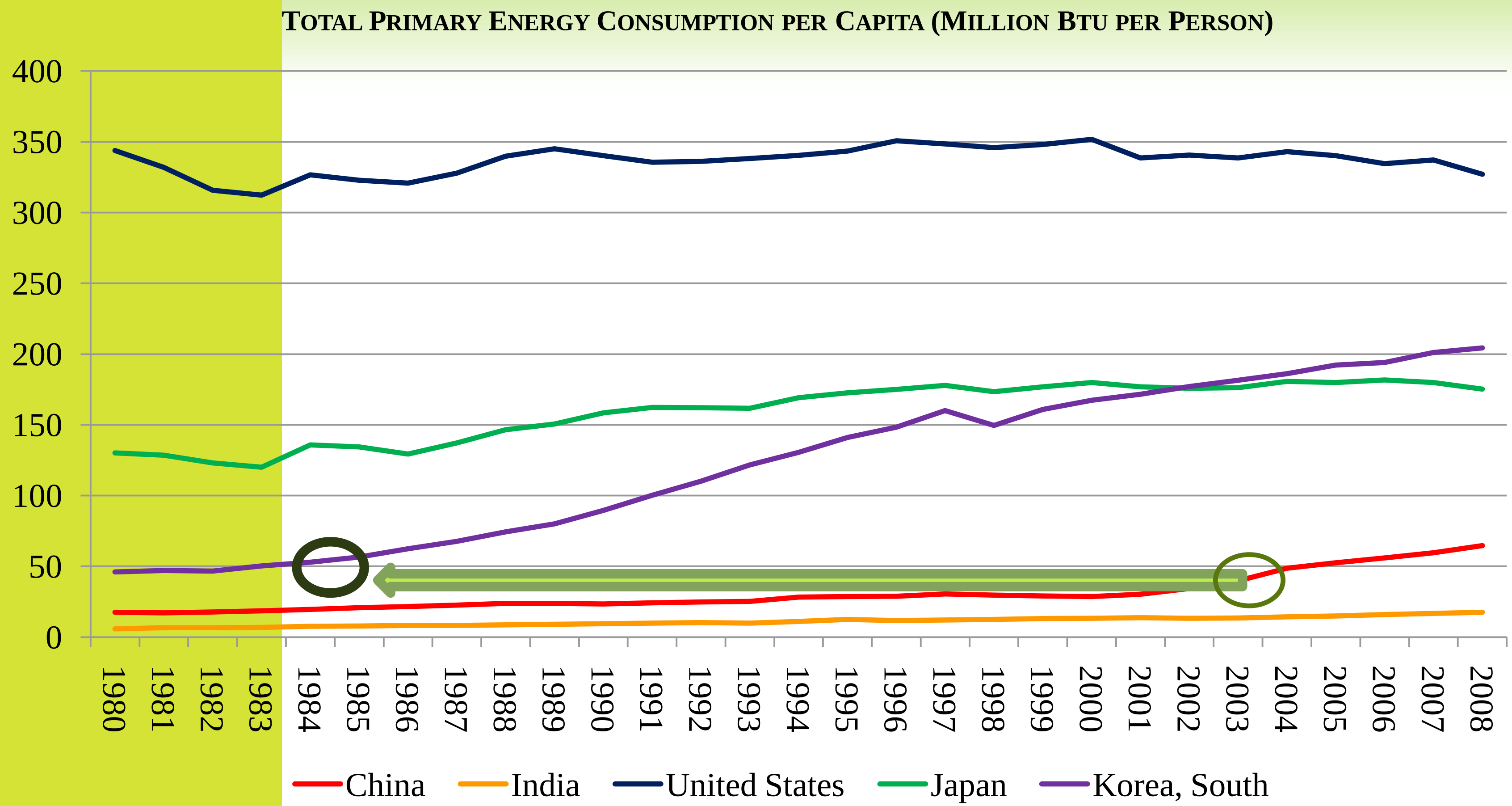
D. Delivery pipe line



2009—India -GDP: US$1,032/pc
-steel consumption: 49.8kg/pc

IMF,IISI

國民平均耗能比較



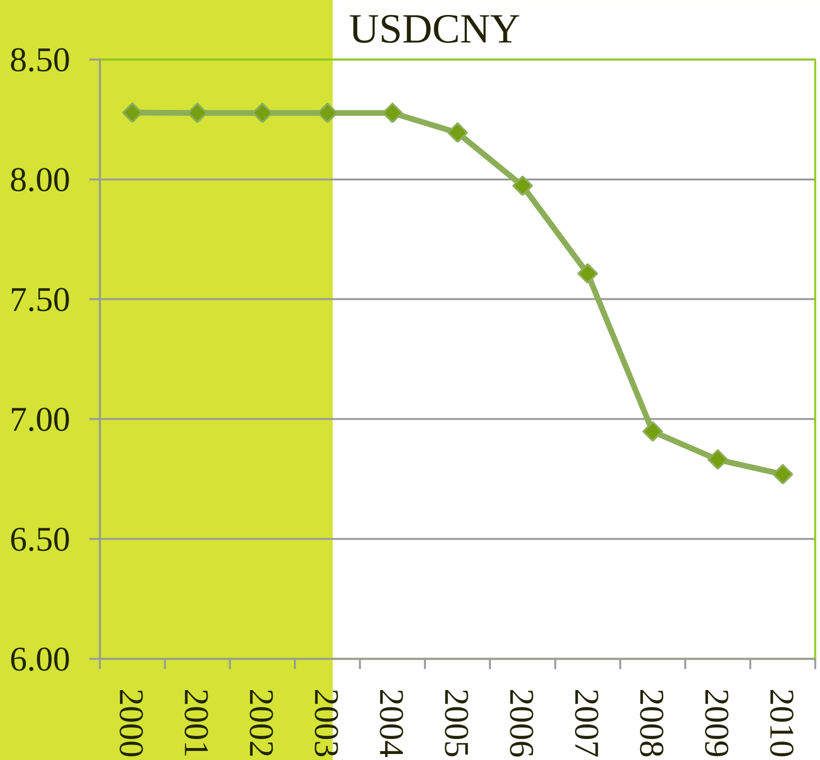
EIA

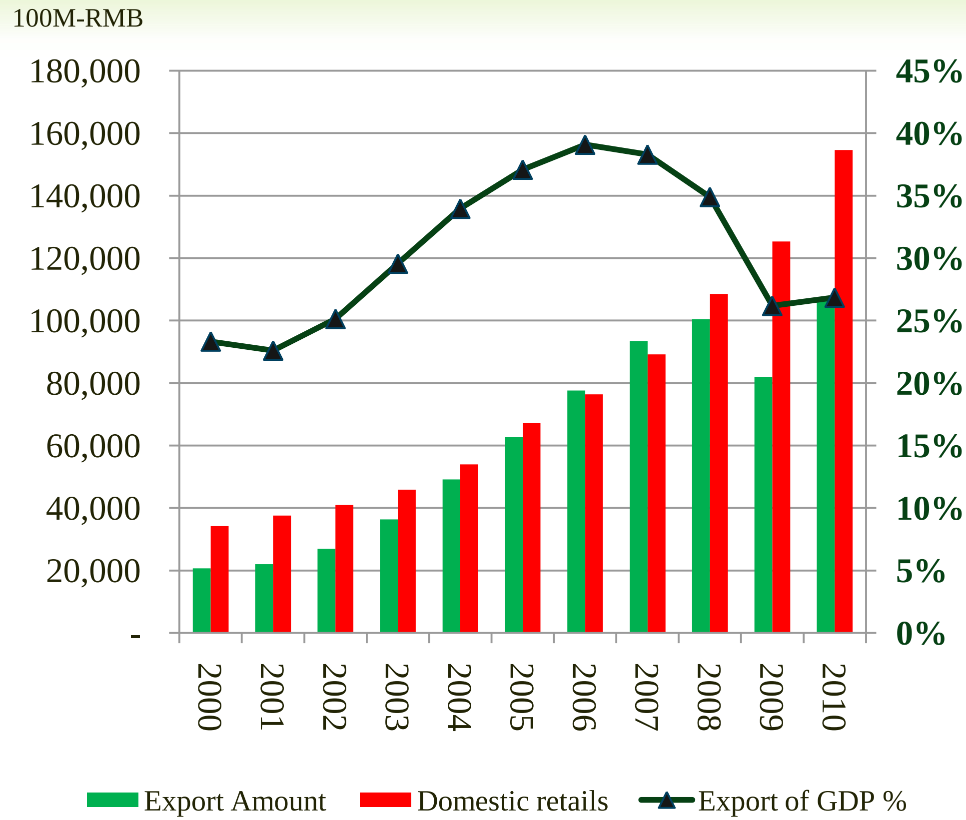
大型基礎建設案

- China
  - HK-Zhuhai-Macao bridge
  - South-North Water Line
  - High Speed railway
  - Smart grid
- USA
  - High Speed railway
  - Smart grid
- Trans-Asian railway

人民幣升值有利進口：

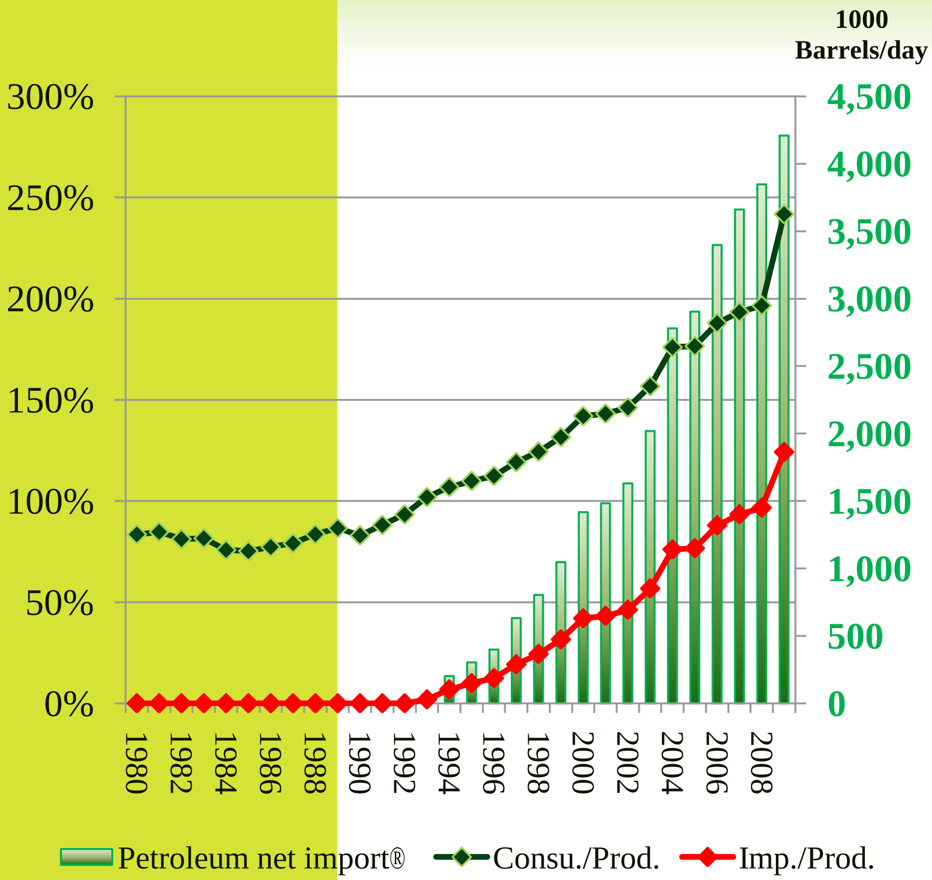
1. Encourage domestic demand
2. Discourage exports
3. Encourage imports

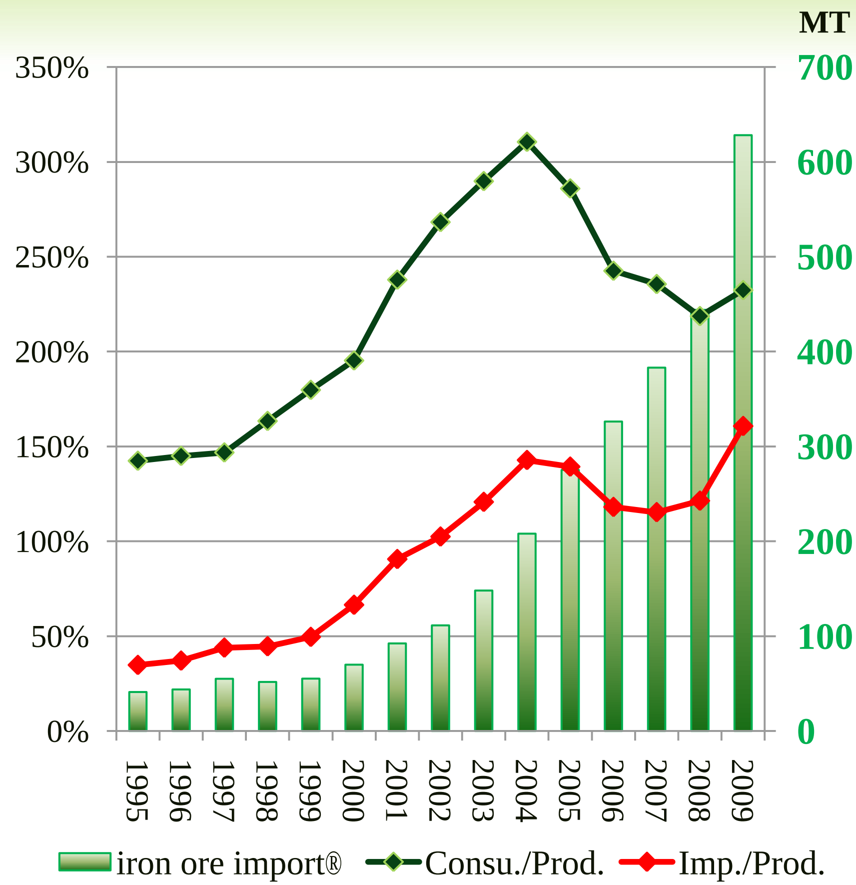




World Bank ,China Customs , National Bureau of Statistics of China

中國石油與鐵礦產量不足與進口

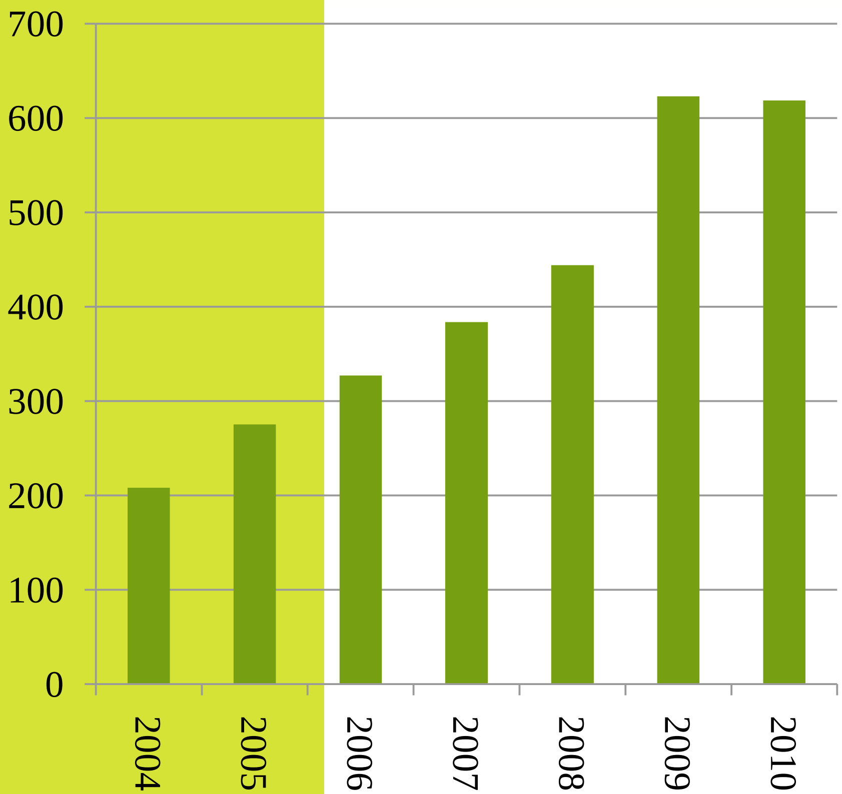




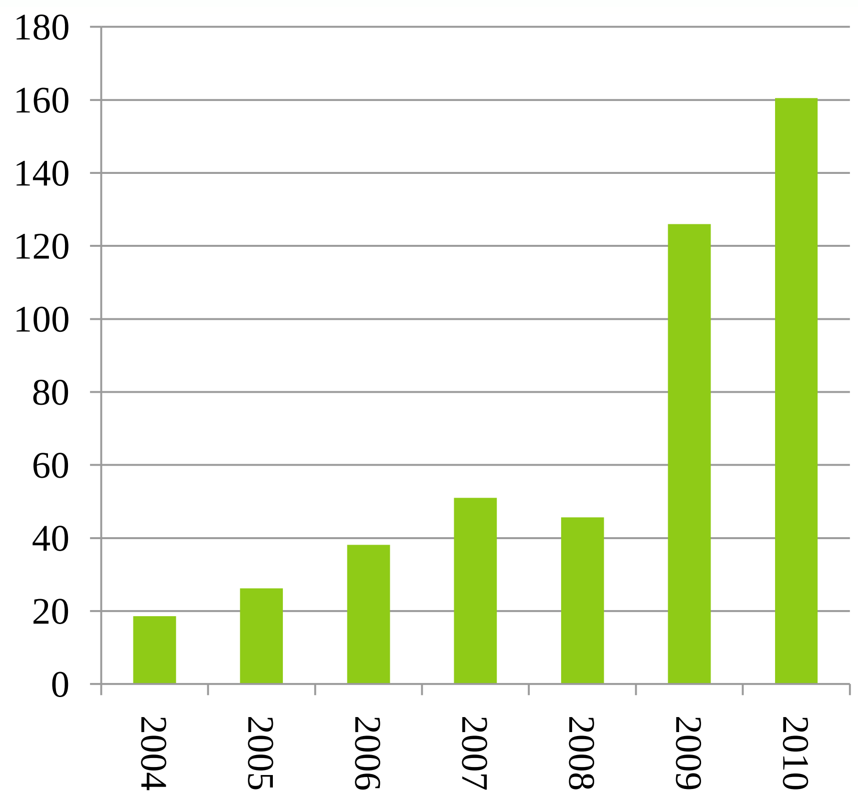
National Bureau of Statistics of China; China Customs; IISI; EIA

中國煤鐵進口量

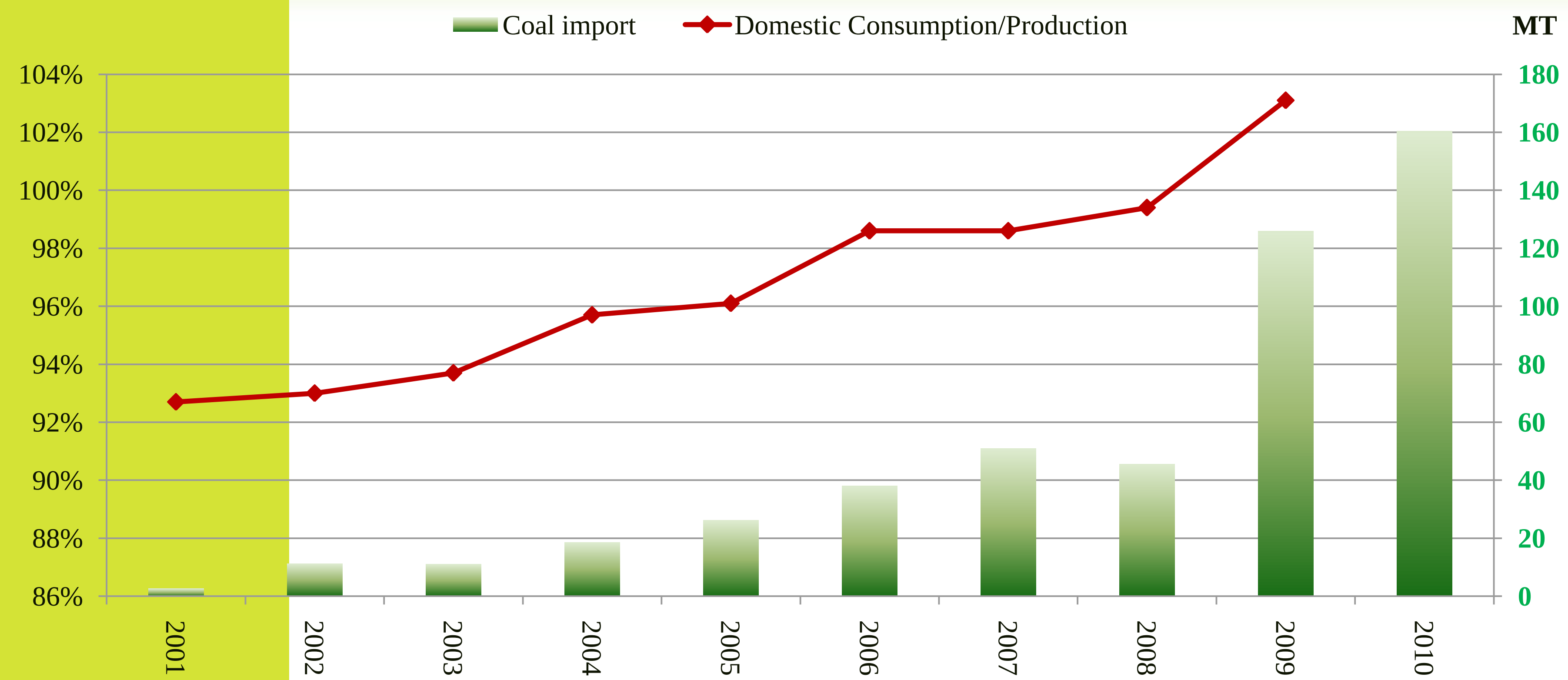
PRC-iron ore import (MT)



PRC- coal import (MT)

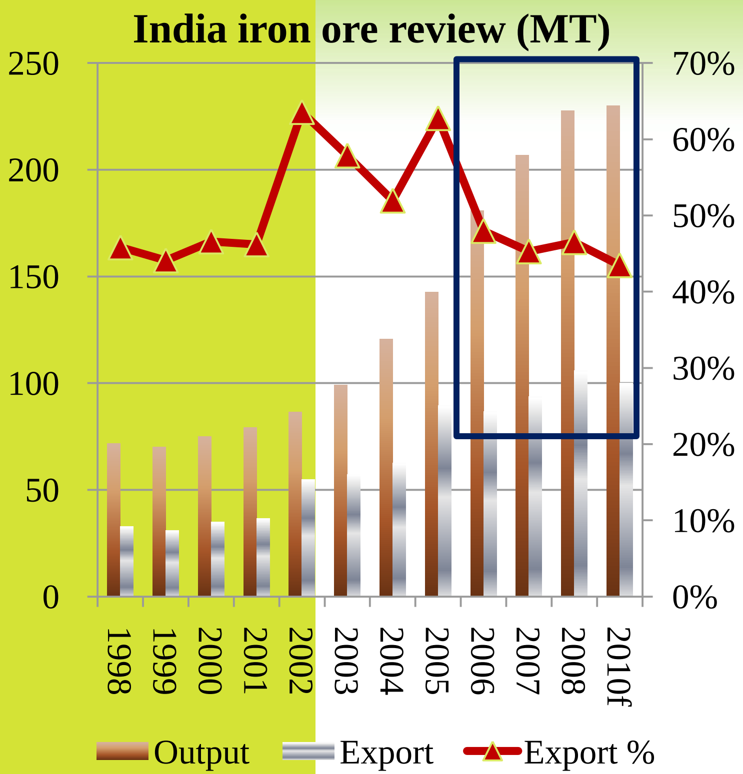


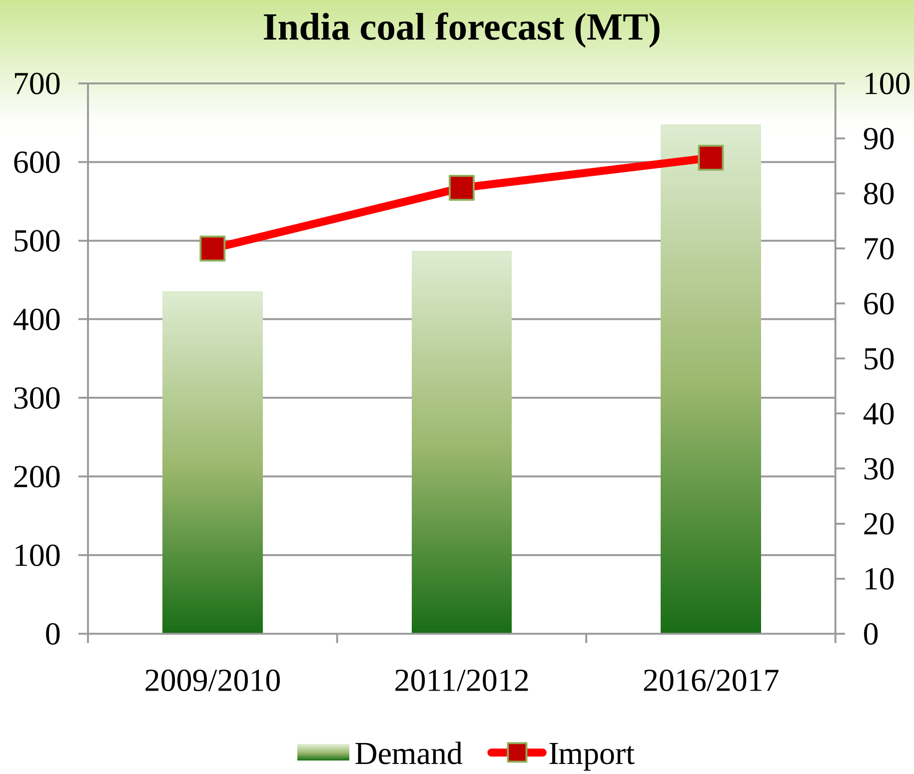
中國成為煤炭之淨進口國



National Bureau of Statistics of China; China Customs; National Development and Reform Commission ; EIA

印度之煤、鐵





India's domestic steel capacity will touch 124MT by 2011/12 from the present about 57 MT
-- according to India Ministry of Steel estimates

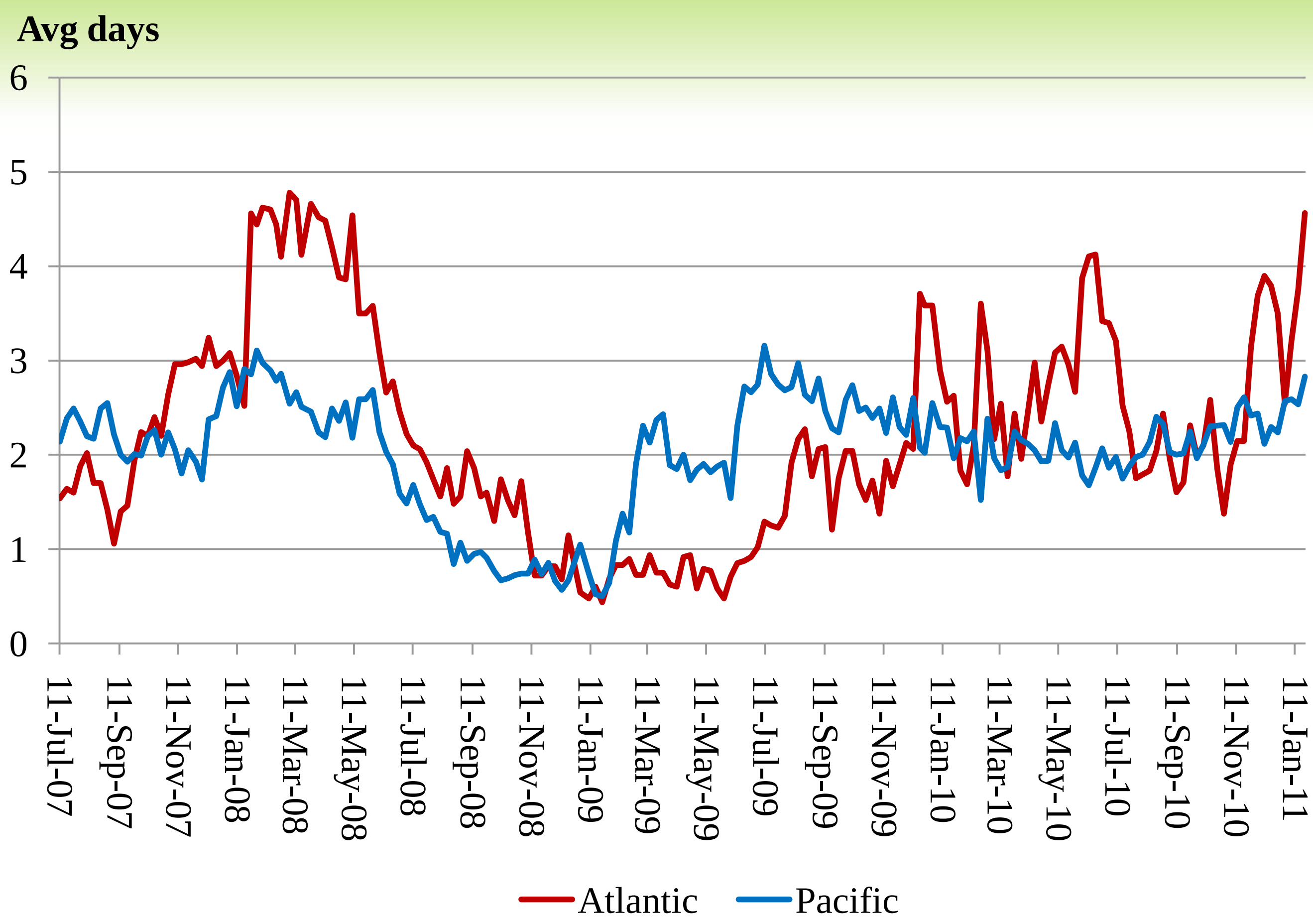
India-Planning Commission, Reuters, India - Ministry of Mines

煤炭海運路線拉長

Xi'an
Nanjing
Chengdu
Wuhan
Shanghai
Hangzhou
Chongqing
Changsha
Nanchang
Lhasa
Thimphu
Guiyang
Kunming
Fukuoka
East China Sea
Taipei
Taiwan
Guangzhou
Nanning
Hong Kong S.A.R.
Macau S.A.R.
Luzon Strait
BURMA
Hanoi
LAOS
Vientiane
Chiang Mai
Gulf of Tonkin
Hainan Dao
Rangoon
THAILAND
Bangkok
Hue
VIETNAM
PARACEL ISLANDS
Philippine Sea
Northern Mariana Islands (U.S.)
Saipan
Guam (U.S.)
Hagåtña
Manila
PHILIPPINES
South China Sea
Bay of Bengal
ANDAMAN ISLANDS (INDIA)
Andaman Sea
CAMBODIA
Phnom Penh
Ho Chi Minh City
Gulf of Thailand
SPRATLY ISLANDS
FEDERATED STATES
NICOBAR ISLANDS (INDIA)
Koror
PALAU
Davao
Bandar Seri Begawan
BRUNEI
Kuala Lumpur
Medan
MALAYSIA
Celebes Sea
Singapore
SINGAPORE
Pontianak
Palembang
INDONESIA
Makassar
Jakarta
Java Sea
Banda Sea
Semarang
Bandung
Surabaya
PAPUA NEW GUINEA
Dili
EAST TIMOR
Arafura Sea
Timor Sea
Port Moresby
Christmas Island (AUSTL.)
Cocos (Keeling) Islands (AUSTL.)
Ashmore and Cartier Islands (AUSTL.)
Darwin
Gulf of Carpentaria
Cairns
Tropic of Capricorn (23°27')
Alice Springs
AUSTRALIA
Brisbane

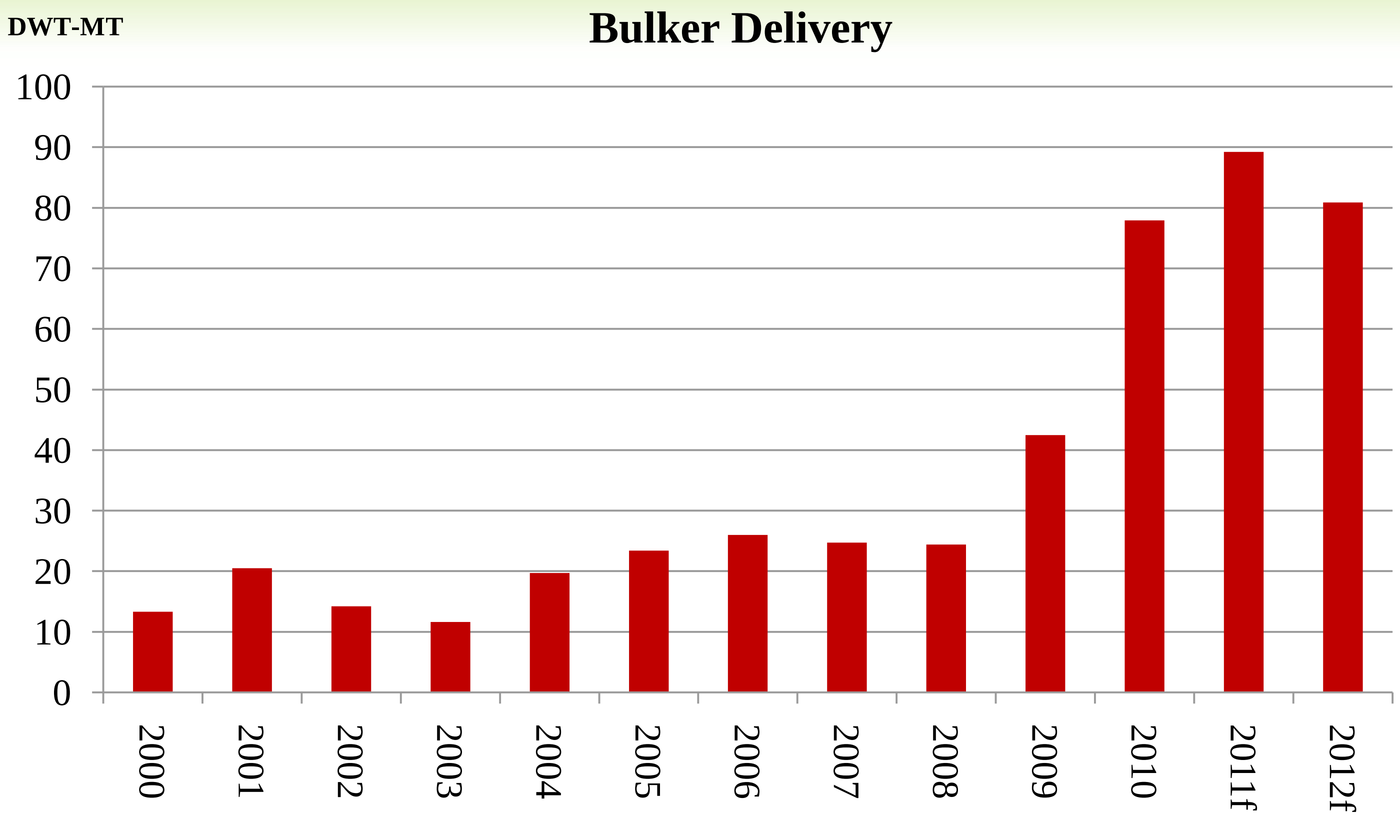
Xi'an
Nanjing
Chengdu
Wuhan
Shanghai
Hangzhou
Chongqing
Changsha
Nanchang
Lhasa
Thimphu
Guiyang
Kunming
Fukuoka
East China Sea
Taipei
Taiwan
Guangzhou
Nanning
Hong Kong S.A.R.
Macau S.A.R.
Luzon Strait
BURMA
Hanoi
LAOS
Vientiane
Chiang Mai
Hainan Dao
Rangoon
THAILAND
Bangkok
Hue
VIETNAM
PARACEL ISLANDS
Northern Mariana Islands (U.S.)
Saipan
Guam (U.S.)
Hagåtña
Manila
South China Sea
Bay of Bengal
ANDAMAN ISLANDS (INDIA)
Andaman Sea
CAMBODIA
Phnom Penh
Ho Chi Minh City
Gulf of Thailand
SPRATLY ISLANDS
FEDERATED STATES
NICOBAR ISLANDS (INDIA)
Koror
Davao
Bandar Seri Begawan
BRUNEI
Kuala Lumpur
Medan
Celebes Sea
Singapore
SINGAPORE
Pontianak
Palembang
Makassar
Jakarta
Java Sea
Banda Sea
Semarang
Bandung
Surabaya
Dili
EAST TIMOR
Arafura Sea
Timor Sea
Christmas Island (AUSTL.)
Cocos (Keeling) Islands (AUSTL.)
Ashmore and Cartier Islands (AUSTL.)
Darwin
Cairns
Tropic of Capricorn (23°27')
Alice Springs
AUSTRALIA
Brisbane

塞港



Avg days
6
5
4
3
2
1
0
11-Jul-07
11-Sep-07
11-Nov-07
11-Jan-08
11-Mar-08
11-May-08
11-Jul-08
11-Sep-08
11-Nov-08
11-Jan-09
11-Mar-09
11-May-09
11-Jul-09
11-Sep-09
11-Nov-09
11-Jan-10
11-Mar-10
11-May-10
11-Jul-10
11-Sep-10
11-Nov-10
11-Jan-11
Atlantic
Pacific

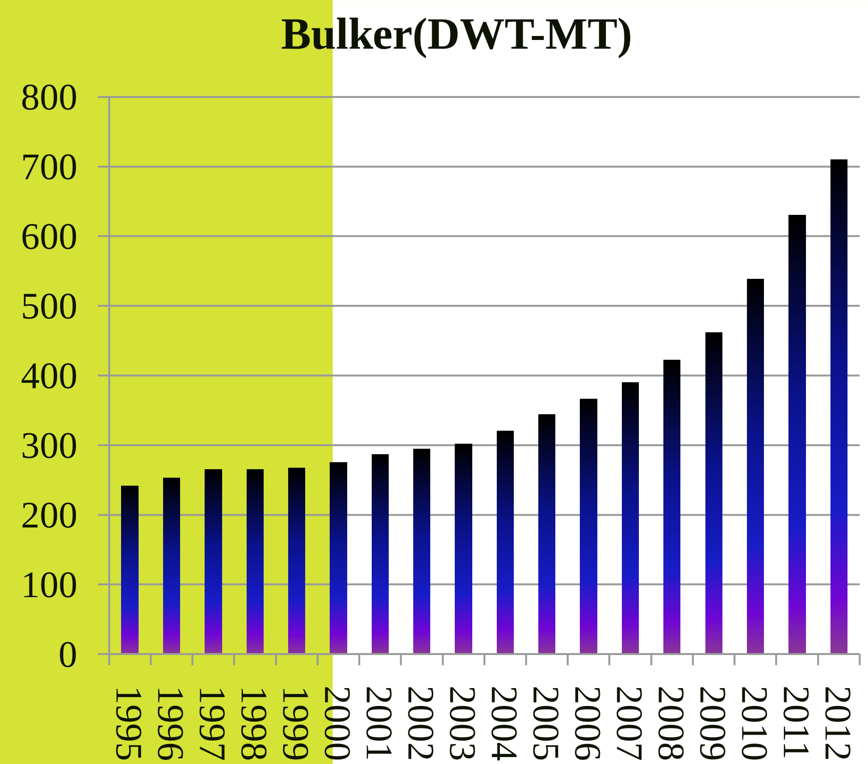
交船展望

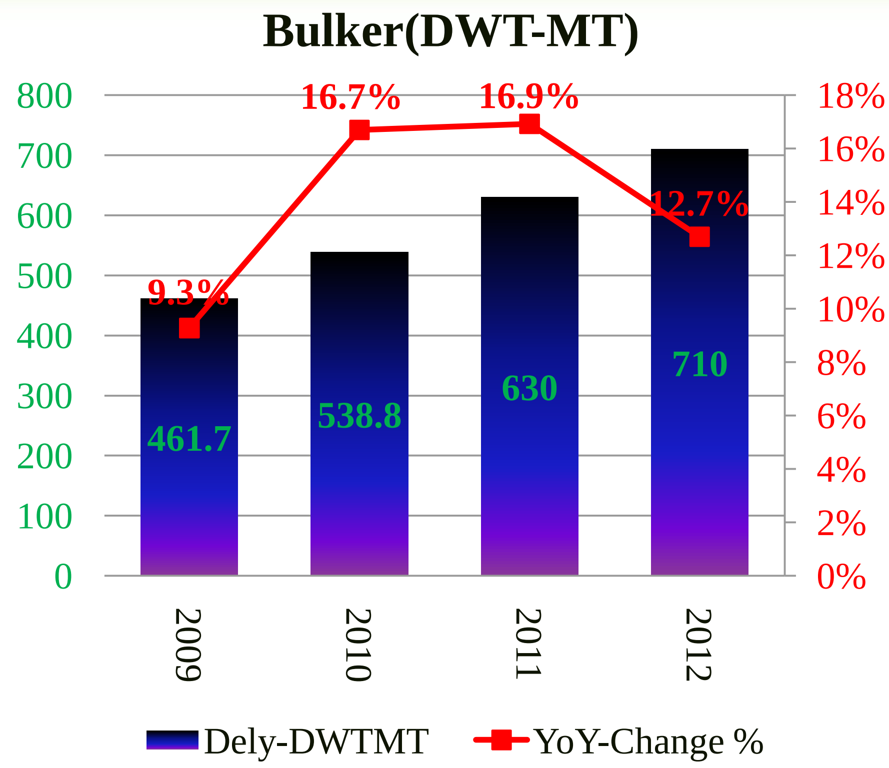


Clarkson – Dry Bulk Trade Outlook; U-MING estimates

散裝航運噸位展望

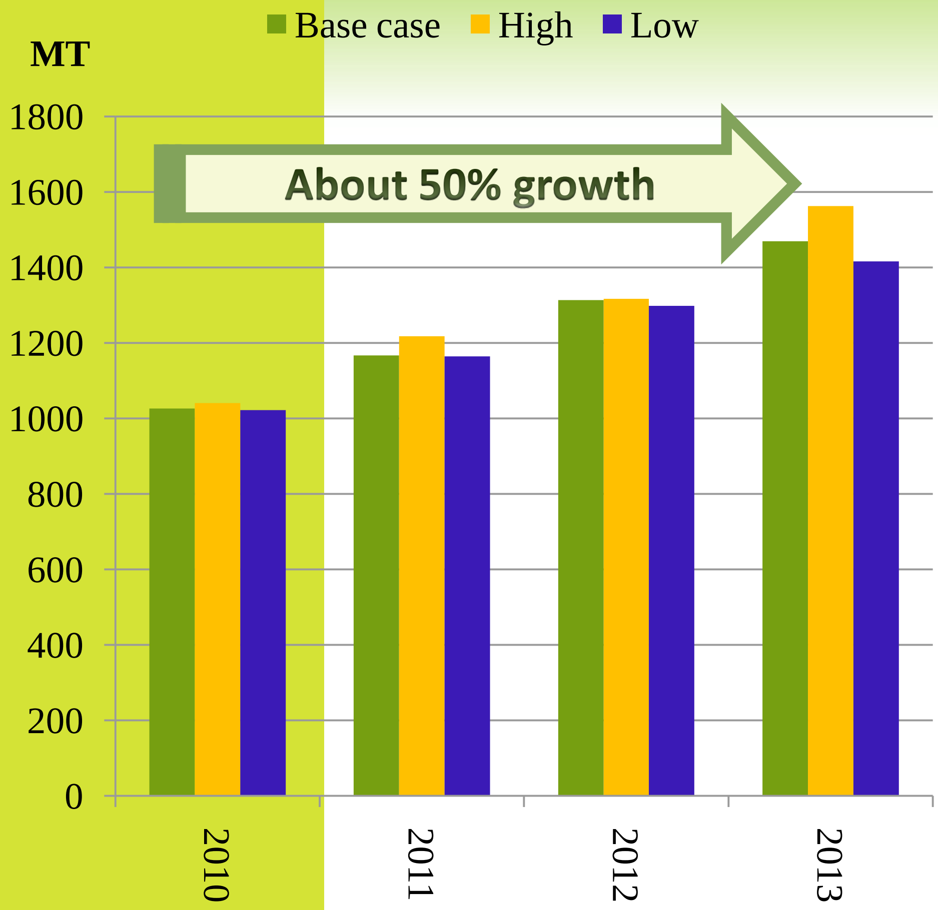
BULKERS TONNAGE DEVELOPMENT—W/O SCRAP (BY DWT-MT)

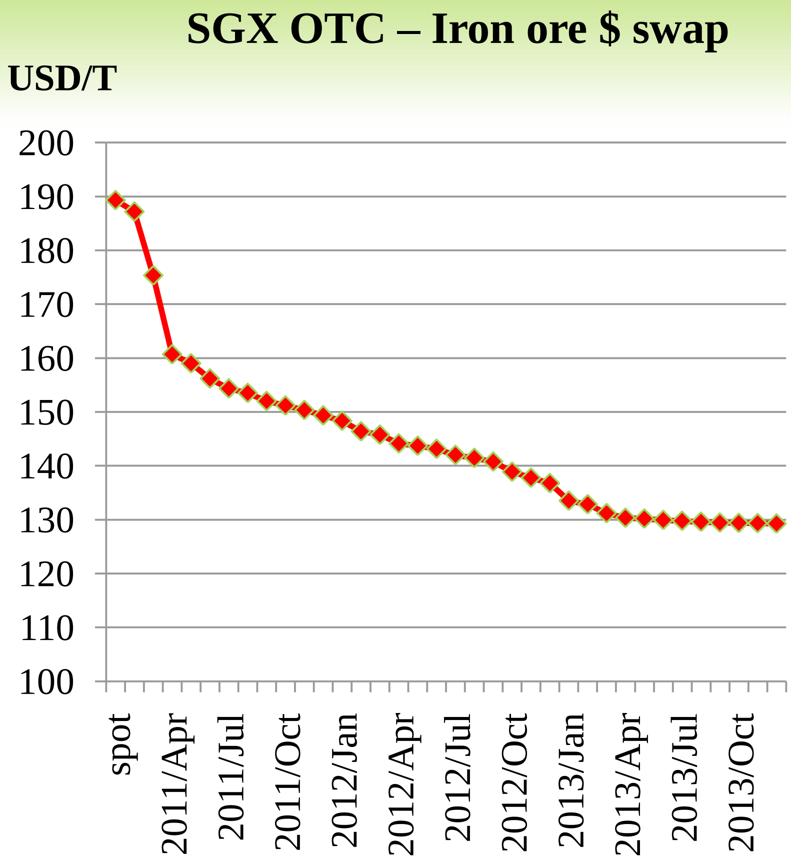




Clarkson – Dry Bulk Trade Outlook; U-MING estimates

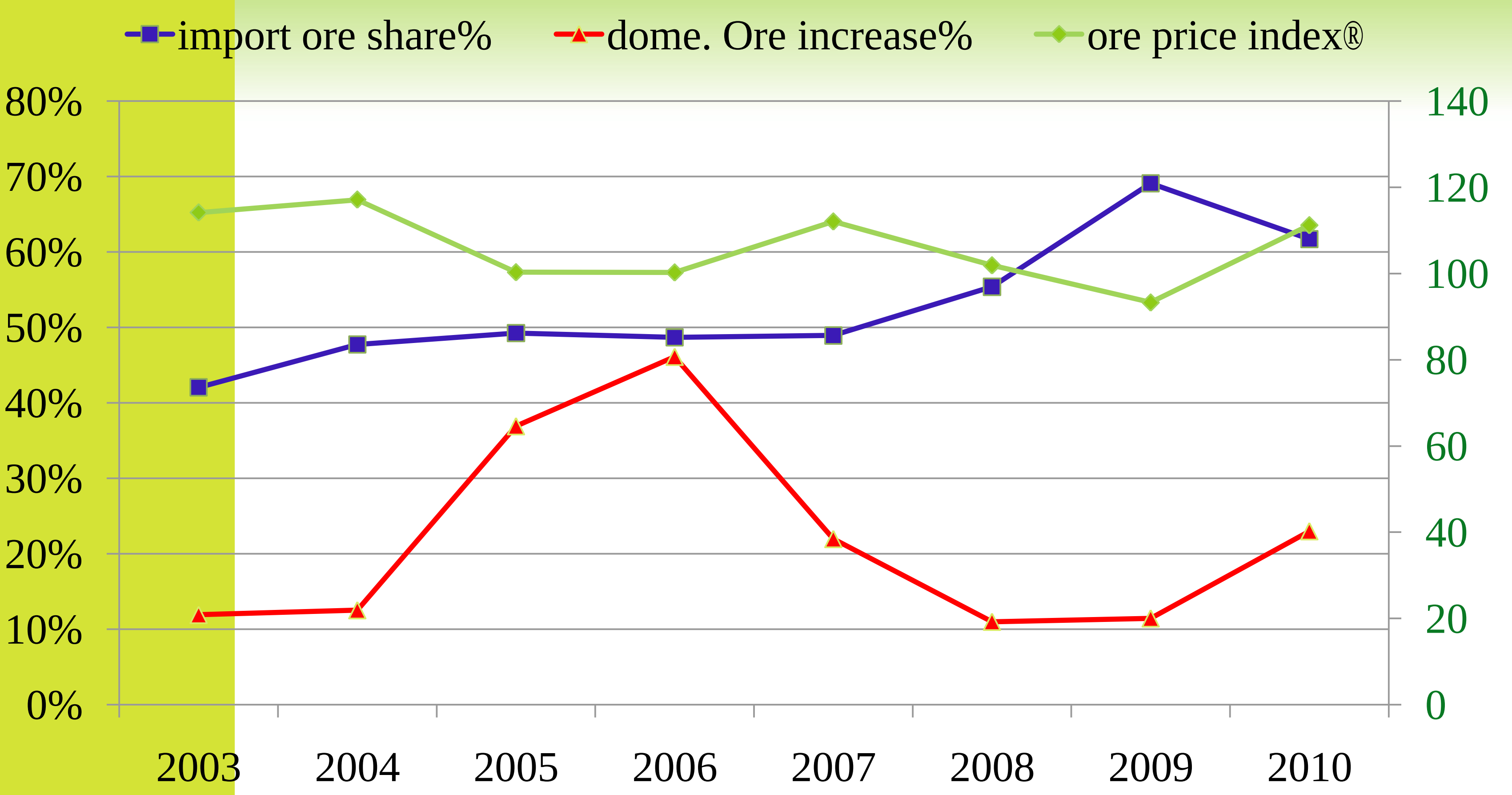
全球鐵礦供應展望(隨著產量增加價格將下滑)
GLOBAL IRON ORE CAPACITIES AND PRICE FORECAST





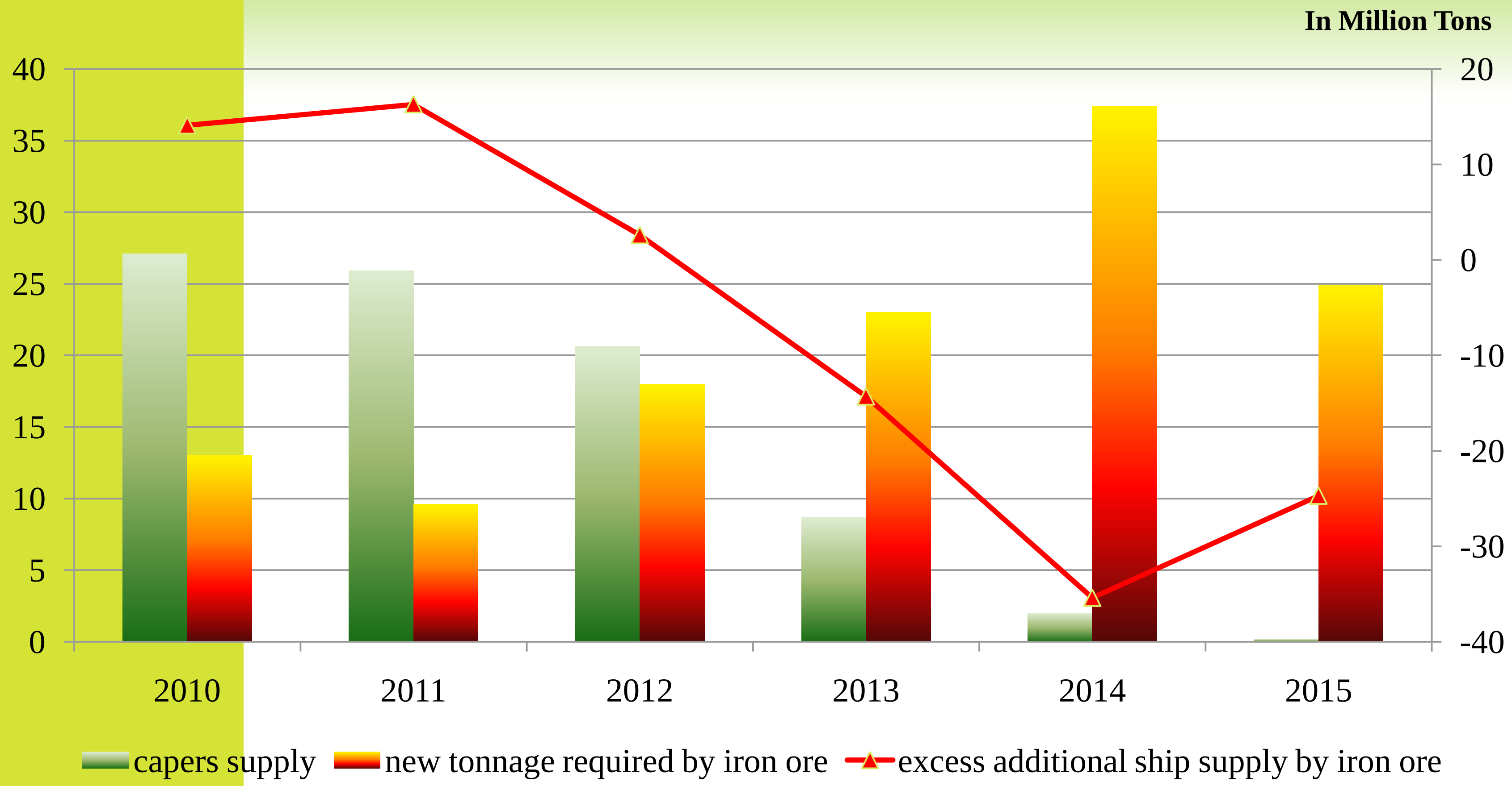
DnB NOR Markets, Singapore Exchange Ltd

中國鐵礦: 價格與國內外礦比重之分析
China ore : share and price



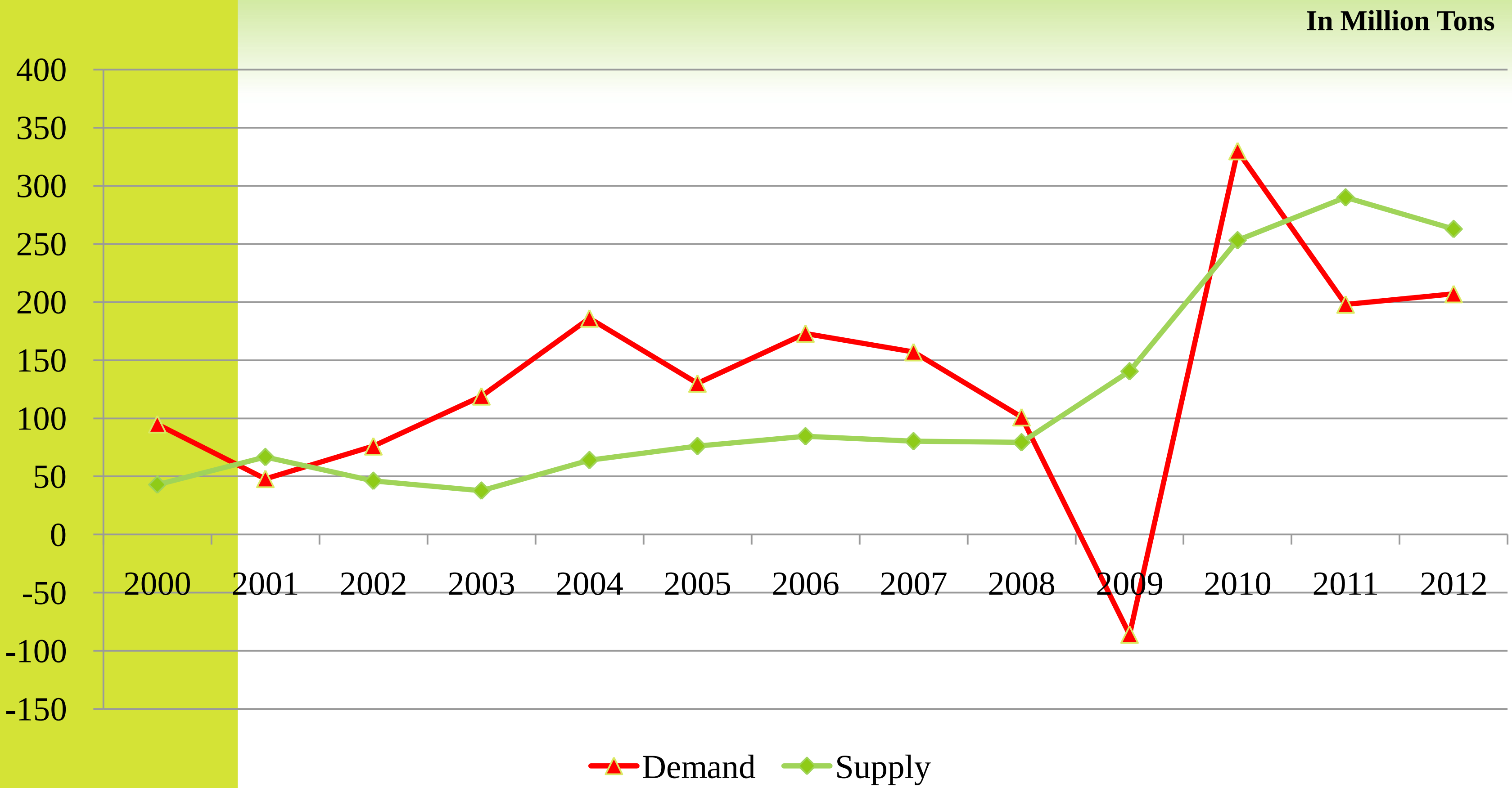
China Customs; CISA

供需分析: 鐵礦與海岬型船
SUPPLY AND DEMAND
(IRON ORE AND CAPERS)



散裝航運供需分析

SUPPLY AND DEMAND



結論:
Conclusion

長期展望良好

OVER ALL OUTLOOK IN LONG TERM: BULLISH ;

但未來2-3年較為艱困

NEXT 2 TO 3 YEARS: TOUGH

我們的策略
OUR STRATEGIES

包括內部提高船隊數及對外擇優購併

Future Approach

Broaden existing fleet size

- 3-5 year old ships
- Existing orders or fresh orders

Mergers & Acquisitions

- Buy share of existing listed company with asset that meet our requirements
- Outright acquisitions of company with asset that meet our requirements

提問時間
Questions and Answers