

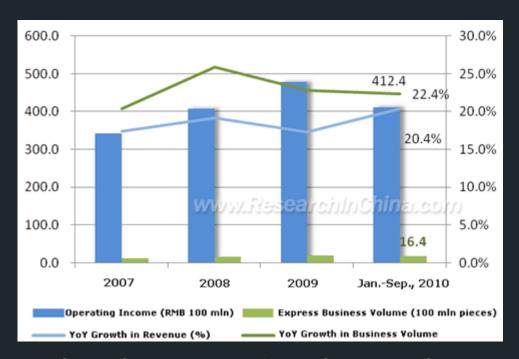


The express delivery industry of China has maintained an upward momentum since 2010. In the first three quarters of 2010, China-based above-scale express delivery enterprises made 1.64 billion deliveries, up 22.4% year-on-year, and reaped RMB 41.24 billion, up 20.4% year-on-year or 5.6 percentage points over the same period of last year.

By region, the express delivery business of China has witnessed sharp growth in major regions across the nation since 2010. And the top 5 provinces/municipalities by revenue in the first half of 2010 were Guangdong, Shanghai, Jiangsu, Zhejiang and Beijing, with Guangdong Province maintaining the leading position in the express delivery industry of China.



Development of China Express Delivery Industry, 2007-2010



Source: State Post Bureau of the PRC; ResearchInChina

In the first half of 2010, Guangdong-based above-scale express delivery enterprises increased their business revenue by 43.09% year on year to RMB 6.105 billion, accounting for 23.05% of the national express delivery revenue. The domestic inner-city, domestic inter-city, international and Hong Kong, Macao & Taiwan, and other express delivery businesses in Guangdong took up 31.83%, 19.31%, 30.69% and 7.97% respectively of the corresponding national revenue in the first half of 2010.

Chinese private express delivery enterprises have made tremendous progress since 2008, attributing largely to the growing domestic inner-city and inter-city express delivery businesses. Private enterprises like Shentong Express, SF-Express and Yuantong Express have grown rapidly and enjoy a good reputation among domestic customers; while enterprises like EMS and ZJS Express which experienced rapid growth in their early stage of development have delivered a mediocre performance in recent years.

Additionally, newly emerging small and medium-sized express delivery companies such as CCES and Huitong Express have shown considerable potential in regional development. In particular, Shentong Express, which has gained thumb-up acclaims from customers, reaped the operating income of around RMB 4 billion in 2008 and over RMB 5 billion at the end of 2009.

Since 2007, especially in 2010, B2C and C2C have become engines to propel the high-speed growth of China's domestic express delivery market. Since September 2010, the express delivery industry of China has embraced another round of explosive growth in business volume, 80% of which resulted from online shopping.





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