



COSCO Pacific has always regarded investor relations as an important aspect of corporate governance. As such, our investor relations team sets out to provide an efficient two-way communication channel between senior management and investors. In addition, we release information according to standards higher than those of the disclosure regulations governing the Company's listing.

We respond promptly to investors' enquiries and organise planned regular communications such as investor meetings, events and presentations. This helps ensure COSCO Pacific's strengths and competitive advantages, as well as its ability to manage changes in the business environment, are fully understood, and so reflected in the Company's market valuation.

The investor relations team informs senior management regularly of the latest market perceptions of the Company, issues of concern to investors, and changes to regulations or compliance requirements, as well as international best practice in investor relations.

We analyse our shareholding structure regularly, which includes reviewing the register of institutional and retail

investors to keep track of changes in shareholdings by type of investor. This helps us establish sound relationships with existing and potential shareholders.

In 2010, to keep interested parties fully aware of our performance, strategies and outlook for the business, we conducted press conferences and panel discussions with investors and analysts by teleconferencing, and also during luncheons and roadshows.

During the year, we participated in one investor conference and conducted four roadshows. In addition, we met 411 investors, analysts and media representatives and arranged six visits to terminals. We also emailed information to analysts, fund managers and the media, including press releases, announcements, and interim and annual reports.

Since 1997, over and above regulatory requirements, we have posted the monthly throughput figures for our terminals on our website, as a valuable reference for investors and the media. Furthermore, since the third quarter of 2007 we have released results quarterly, providing timely updates on the latest developments affecting our operations and financial performance.

Investor activities

January

Attended Greater China Conference held by UBS Securities in Shanghai

March

Released 2009 annual results announcement, and held press conference and analyst panel discussion

April

Hong Kong roadshow
2010 first quarter results announcement on a voluntary basis

August

Released 2010 interim results announcement, and held press conference and analyst panel discussion

Hong Kong roadshow

September

Singapore roadshow
Beijing roadshow

October

2010 third quarter results announcement on a voluntary basis



One-on-one meetings 2010

	People	%
Fund managers	202	49%
Investment banks	109	27%
Securities houses (including analysts and brokers)	59	14%
Media	41	10%
Total	411	100%

Market capitalisation

	2006	2007	2008	2009	2010
Closing price (HK\$)	18.26	20.80	7.91	9.93	13.54
Market capitalisation (in HK\$ million)	40,696	46,694	17,758	22,467	36,714

Share price performance

(HK\$)	2010	2009
Highest	14.00	13.78
Lowest	8.41	5.25
Average	11.28	9.58
Closing price on 31st December	13.54	9.93
Monthly average trading volume (shares)	251,765,563*	165,445,184
Monthly average trading value	2,779,893,313*	1,576,105,148
Total number of shares issued (shares)	2,711,525,573	2,262,525,573
Market capitalisation on 31st December	36,714,056,000	22,466,878,000

* Excluding the placing of 449 million new shares at HK\$10.4 per share in 2010
Source: Bloomberg

Investor Relations

Analyst coverage

Company	Analyst	E-mail	Telephone	Facsimile
Barclays Capital Asia Limited	Jon WINDHAM	jon.windham@barcap.com	+852 2903 4672	+852 2903 2149
BNP Paribas Equities (Asia) Limited	Sarah LIU	sarah.liu@asia.bnpparibas.com	+8621 6096 9000	+8621 6096 9048
China International Capital Corporation Limited	YANG Xin	yangxin@cicc.com.cn	+8610 6505 1166	+8610 6505 8157
China Merchants Securities (HK) Company Limited	YU Huangyan	yuhuangyan@cmschina.com.cn	+86755 8294 3507	+86755 8373 6959
Citic Securities International	Simon YEUNG	simonyeung@citics.com.hk	+852 2237 6899	+852 2104 6580
Citigroup Global Markets Asia Limited	Ally MA	ally.ma@citi.com	+852 2501 2470	+852 2501 8237
CLSA Research Limited	OH Kuan Yu	kuanyu.oh@clsa.com	+852 2600 8888	+852 2845 9844
Credit Suisse (Hong Kong) Limited	Ingrid WEI	ingrid.wei@credit-suisse.com	+8621 3856 0288	+8621 6881 5744
Daiwa Capital Markets Hong Kong Limited	Jimmy LAM	jimmy.lam@hk.daiwacm.com	+852 2525 0121	+852 2845 2190
DBS Vickers (Hong Kong) Limited	Ken HE	ken-he@hk.dbsvickers.com	+8621 6888 3376	+8621 6888 3363
Deutsche Bank AG	Michael-KC LEE	michael-kc.lee@db.com	+852 2203 8888	+852 2203 6921
Goldman Sachs (Asia) L.L.C.	Simon CHEUNG	simon.cheung@gs.com	+852 2978 1000	+852 2978 0479
Guotai Junan Securities (Hong Kong) Ltd	Serena LI	liwen@gtjas.com	+86755 2397 6888	+86755 2397 0682
J.P. Morgan Securities (Asia Pacific) Limited	Karen LI	karen.yy.li@jpmorgan.com	+852 2800 1000	+852 2810 8511
Jefferies Hong Kong Limited	Rong LI	rli@jefferies.com	+852 3743 8000	+852 3016 1170
Japaninvest (Hong Kong) Ltd.	Neil JUGGINS	neil.juggins@ji-asia.com	+852 2537 6541	+852 2537 0260
Macquarie Capital Securities Limited	Carson NG	carson.ng@macquarie.com	+852 3922 1888	+852 3922 3560
Merrill Lynch (Asia Pacific) Limited	Mandy QU	mandy.qu@baml.com	+852 2536 3888	+852 2536 3428
MF Global Hong Kong	Geoffrey CHENG	gcheng@mfglobal.com	+852 3553 1000	+852 3553 1886
Morgan Stanley Asia Limited	Edward XU	edward.xu@morganstanley.com	+852 2848 5200	+852 3407 5084
Nomura International (Hong Kong) Limited	Jim WONG	jim.wong@nomura.com	+852 2252 6000	+852 2252 1901
SYWG Research Co., Ltd.	Leo FAN	fanlei@swsresearch.com	+8621 6329 5888	+8621 6329 8312
Standard & Poor's	CHAN Kah Ling	kahling_chan@standardandpoors.com	+65 6530 6532	+65 6533 3897
Standard Chartered Bank (Hong Kong) Limited	Claire TENG	claire.teng@sc.com	+852 3983 8525	+852 3983 8529
The Hongkong and Shanghai Banking Corporation Limited	Parash JAIN	parashjain@hsbc.com.hk	+852 2996 6633	+852 2596 0200
The Royal Bank of Scotland	Osbert TANG	osbert.tang@rbs.com	+8621 5049 6333	+8621 5049 6999
UBS Securities Co. Limited	Robin XU	bin.xu@ubssecurities.com	+8621 3866 8872	+8621 3866 8867
UOB Kay Hian Investment Consulting (Shanghai) Co., Ltd.	Lawrence LI	lawrenceli@uobkayhian.com	+8621 5404 7225	+8621 5404 7366

