

# INVESTOR RELATIONS



COSCO Pacific has always regarded investor relations as an important aspect of corporate governance. As such, our investor relations team aims to provide an efficient two-way communication channel between senior management and investors. In addition, we release accurate 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, panel discussions 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, a process 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 2011, to keep interested parties fully aware of our performance, strategies and outlook for the business, we conducted press conferences, panel discussions with investors and analysts by teleconferencing, and also during luncheons and roadshows.

During the year, we have met investors and related parties 508 man-times, among which fund managers accounted for 50%, analysts accounted for 21%, investment banks accounted for 19%, and media accounted for 10%. During the year, we conducted ten roadshows and arranged six visits to our terminals.

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, we have released results quarterly since the third quarter of 2007, providing timely updates on the latest developments affecting our operations and financial performance.

COSCO Pacific's efforts towards investor relations have been widely recognised by the market. During the year, the Group was awarded "Best Investor Relations in Transport Sector" and "Best Overall Investor Relations by a Hong Kong Company" by *IR* magazine, "The Asset Corporate Gold Award for Environmental Responsibility and Investor Relations" by *The Asset* magazine and "Best Investor Relations Company" in *Corporate Governance Asia* magazine's 2nd Asian Excellence Recognition Award.

The COSCO Pacific's investor relations team will continue to enhance communications between the capital markets and the Company, heighten the level of information disclosure and strive to be regarded by investors one of the most trusted listed companies in the capital markets.

One-on-one meetings 2011		
	People	%
Fund managers	253	50%
Securities houses (including analysts and brokers)	106	21%
Investment banks	96	19%
Media	53	10%
<b>Total</b>	<b>508</b>	<b>100%</b>

Market Capitalisation					
At 31st December	2007	2008	2009	2010	2011
Closing price (HK\$)	20.80	7.91	9.93	13.54	<b>9.07</b>
Market capitalisation (in HK\$ million)	46,694	17,758	22,467	36,714	<b>24,596</b>

Share price performance		
(HK\$)	2011	2010
Highest	<b>17.16</b>	14.00
Lowest	<b>7.52</b>	8.41
Average	<b>12.46</b>	11.28
Closing price on 31st December	<b>9.07</b>	13.54
Monthly average trading volume (shares)	<b>208,494,793</b>	251,765,563*
Monthly average trading value	<b>2,630,254,596</b>	2,779,893,313*
Total number of shares issued (shares)	<b>2,711,783,573</b>	2,711,525,573
Market capitalisation on 31st December	<b>24,595,877,000</b>	36,714,056,000

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

## Investor activities

### March

- Released 2010 annual results announcement, and held press conference and analyst panel discussion
- Hong Kong results roadshow

### April

- 2011 first quarter results announcement on a voluntary basis

### May

- Participated in "Asia Transport Visit" held by Morgan Stanley Asia Limited
- Participated in "Greater China Conference" held by Macquarie Capital Securities Limited
- Participated in "China Forum" held by CLSA
- Participated in "Access Asia Conference" held by Deutsche Bank

### July

- Participated in "Conglomerates and Gaming Corporate Day" held by Goldman Sachs (Asia) Limited

### August

- Released 2011 interim results announcement, and held press conference and analyst panel discussion
- Hong Kong results roadshow

### October

- 2011 third quarter results announcement on a voluntary basis
- Participated in investor luncheon held by Barclays Capital Asia Limited.

### November

- Participated in Hong Kong/China Corporate Day held by Jefferies Hong Kong Limited

### December

- Attended investor luncheon held by HSBC

## INVESTOR RELATIONS

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