

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 in a timely manner, 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 press conferences. This helps ensure that COSCO Pacific's strengths and competitive advantages, as well as its ability to manage changes in the business environment, are fully understood, and are reflected in the Company's market valuation.

The investor relations team informs senior management regularly of the latest market movements and

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.

The Company regularly conducts analysis on shareholder structure, 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 2013, to keep interested parties fully aware of our performance, strategies and outlook for the business, we conducted press conferences, panel discussions with analysts, teleconferencing, lunch meetings and roadshows.

During the year, we met investors and related parties 449 man-times, among which fund managers accounted for 59%, analysts for 22%, investment banks for 3%, and media for 16%. Meanwhile, we conducted

four roadshows, participated in nine investor forums, and arranged four 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.

To understand COSCO Pacific better, the Company's annual report is the essential reference for shareholders and investors. Every year, COSCO Pacific spares no effort in preparing the annual report. In recent years, the Company has striven to present the theme effectively, and incorporate human elements into the design, with a view to enhancing the reading experience for shareholders.

Adding to wider capital market engagement, COSCO Pacific's

Investor Relations Activities

January

- Participated in “Hong Kong and China Corporate Days” held by Citigroup Global Markets Asia Limited
- Participated in “Conglomerates & Gaming Corporate Day” held by Goldman Sachs (Asia) L.L.C.
- Participated in “dbAccess China Conference” held by Deutsche Bank AG
- Participated in a “Group meeting” held by BOCOM International Holdings Co., Ltd. for the Company

March

- Released 2012 annual results announcement, and held press conference and analyst panel discussion
- Hong Kong results roadshow

April

- 2013 first quarter results announcement on a voluntary basis
- Participated in “Greater China London Forum” held by J.P. Morgan Securities (Asia Pacific) Limited

May

- Hong Kong roadshow and analyst meeting in regard to the disposal of the equity interest in CIMC

June

- Hong Kong roadshow in regard to the disposal of the equity interest in CIMC

July

- Participated in “Asia Infrastructure Corporate Access Day” held by J.P. Morgan Securities (Asia Pacific) Limited
- Participated in “Discovery Luncheon” held by Daiwa Capital Markets Hong Kong Limited

August

- Released 2013 interim results announcement, and held press conference and analyst panel discussion
- Hong Kong results roadshow

September

- Reverse roadshow for large institutional investors in bond markets with Standard Chartered Bank (Hong Kong) Ltd.

October

- 2013 third quarter results announcement on a voluntary basis

November

- Participated in “China Conference” held by Merrill Lynch (Asia Pacific) Limited
- Participated in “China Investor Conference” held by J.P. Morgan Securities (Asia Pacific) Limited

continuous efforts towards investor relations has also gained extensive recognition. During 2013, the Group was honoured with “Titanium Award for Financial Performance, Environmental Responsibility and Investor Relations” by The Asset magazine as well as the “2013 Best Investment Value Award for Listed Companies”, given jointly by multiple professional financial services corporations in Asia. In early 2014, the Group was awarded “Best Investor Relations Company” and Charlotte So, Investor Relations Department Manager, won “Best Investor Relations Professional” in the “4th Asian Excellence Recognition Awards 2014” by Corporate Governance Asia magazine. These awards represent stakeholder approval of the efforts of the investor relations team. Together with the senior management, 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 for COSCO Pacific to be regarded by investors as one of the most trusted listed companies in the capital markets.

One-On-One Meetings in 2013

	People	Percentage of total
Fund managers	264	59%
Securities houses (including analysts and brokers)	100	22%
Investment banks	12	3%
Media	73	16%
Total	449	100%

Market Capitalisation

As at 31 December	2009	2010	2011	2012	2013
Closing price (HK\$)	9.93	13.54	9.07	11.04	10.64
Market capitalisation (in HK\$ million)	22,467	36,714	24,596	30,758	30,987

Share Price Performance

(HK\$)	2013	2012
Highest	12.82	13.06
Lowest	8.92	8.82
Average	10.95	10.77
Closing price on 31 December	10.64	11.04
Monthly average trading volume (shares)	133,277,533	125,580,134
Monthly average trading value	1,500,085,558	1,354,888,966
Total number of shares issued (shares)	2,912,325,528	2,786,052,002
Market capitalisation on 31 December	30,987,143,618	30,758,014,000

Source: Bloomberg

Analyst Coverage

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Abbreviations

Company Name	Abbreviation
COSCO Pacific Limited	COSCO Pacific or the Company
COSCO Pacific Limited and its subsidiaries	the Group
China COSCO Holdings Company Limited	China COSCO
China Ocean Shipping (Group) Company	COSCO
COSCO Container Lines Company Limited	COSCON
Terminal company	
Antwerp Gateway NV	Antwerp Terminal
Asia Container Terminals Limited	Asia Container Terminal
COSCO-HIT Terminals (Hong Kong) Limited	COSCO-HIT Terminal
COSCO-PSA Terminal Private Limited	COSCO-PSA Terminal
Dalian Automobile Terminal Co., Ltd.	Dalian Automobile Terminal
Dalian Port Container Terminal Co., Ltd.	Dalian Port Terminal
Guangzhou South China Oceangate Container Terminal Company Limited	Guangzhou South China Oceangate Terminal
Jinjiang Pacific Ports Development Co., Ltd.	Jinjiang Pacific Terminal
Kao Ming Container Terminal Corp.	Kao Ming Terminal
Nanjing Port Longtan Container Co., Ltd.	Nanjing Longtan Terminal
Ningbo Yuan Dong Terminals Limited	Ningbo Yuan Dong Terminal
Piraeus Container Terminal S.A.	Piraeus Terminal
Plangreat Limited	Plangreat
Qingdao Port Dongjiakou Ore Terminal Co., Ltd.	Dongjiakou Ore Terminal
Qingdao New Qianwan Container Terminal Co., Ltd.	Qingdao New Qianwan Terminal
Qingdao Qianwan Container Terminal Co., Ltd.	Qingdao Qianwan Terminal
Qingdao Qianwan United Advance Container Terminal Co., Ltd.	Qingdao Qianwan United Advance Terminal
Qingdao Qianwan United Container Terminal Co., Ltd.	Qingdao Qianwan United Terminal
Quan Zhou Pacific Container Terminal Co., Ltd.	Quan Zhou Pacific Terminal
Shanghai Container Terminals Limited	Shanghai Terminal
Shanghai Pudong International Container Terminals Limited	Shanghai Pudong Terminal
Suez Canal Container Terminal S.A.E.	Suez Canal Terminal
Taicang International Container Terminal Co., Ltd.	Taicang Terminal
Tianjin Five Continents International Container Terminal Co., Ltd.	Tianjin Five Continents Terminal
Tianjin Port Euroasia International Container Terminal Co., Ltd.	Tianjin Euroasia Terminal
Xiamen Ocean Gate Container Terminal Co., Ltd.	Xiamen Ocean Gate Terminal
Xiamen Haitou Tongda Terminal Co., Ltd.	Xiamen Tongda Terminal
Yangzhou Yuanyang International Ports Co., Ltd.	Yangzhou Yuanyang Terminal
Yantian International Container Terminals (Phase III) Limited	Yantian Terminal Phase III
Yantian International Container Terminals Co., Ltd.	Yantian Terminal Phases I & II
Yingkou Container Terminals Company Limited	Yingkou Terminal
Zhangjiagang Win Hanverky Container Terminal Co., Ltd.	Zhangjiagang Terminal
Container leasing, management and sale company	
Florens Container Holdings Limited and its subsidiaries	Florens
Discontinued operation	
China International Marine Containers (Group) Co., Ltd.	CIMC
Others	
twenty-foot equivalent unit	TEU