

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. To increase corporate transparency, in addition to announcing our business results voluntarily on a quarterly basis, in 2014 we published our first corporate sustainability report, giving stakeholders a more comprehensive understanding of the Group's operations, and further improving the Company's governance.

Building a Close Relationship with Investors

We respond promptly to investors' enquiries and organise regular communications such as investor meetings, panel discussions and press conferences. During 2014, we held various events including press

conferences, analyst discussions, telephone conferences, a luncheon and a series of roadshows. These presented a comprehensive picture of COSCO Pacific's financial results, performance, operational strategies and development prospects to different audiences. These activities help to ensure that COSCO Pacific's strengths and competitive advantages, as well as our ability to manage changes in the business environment, are fully understood and reflected in the Company's market valuation.

During the year, we met investors and related parties 325 person-times, among which fund managers accounted for 64%, analysts for 19%, investment banks for 4%, and media for 13% of meetings. Meanwhile, we conducted four roadshows, participated in ten investor forums, and arranged one terminal visit.

Continuous Enhancement of Corporate Transparency

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 business results quarterly since the third quarter of 2007, providing timely updates on the latest development 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 this 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.

Promoting Business Decisions that are Market Oriented

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.

Investor Relations Activities

January

- Participated in "Conglomerates & Gaming Corporate Day 2014" held by Goldman Sachs (Asia) L.L.C.
- Participated in the "dbAccess China Conference 2014" held by Deutsche Bank AG

March

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

April

- 2014 first quarter results announcement on a voluntary basis

May

- Participated in "CLSA China Forum 2014" held by CLSA
- Participated in "dbAccess Asia Conference 2014" held by Deutsche Bank AG
- Participated in "Investor Luncheon" held by HSBC

August

- Released 2014 interim results announcement, and held a press conference and analyst panel discussion
- Hong Kong results roadshow

September

- Participated in the "13th Annual Global Emerging Market Conference 2014" held by Deutsche Bank AG

October

- 2014 third quarter results announcement on a voluntary basis

November

- Participated in the "2014 China Investor Conference" held by Citigroup Global Markets Asia Limited
- Participated in the "Greater China Conference" held by Goldman Sachs (Asia) L.L.C.
- Participated in the "Transport & Infrastructure Corporate Day" held by Barclays Capital Asia Limited

December

- Participated in the "Asia Infrastructure & Industrial Forum" held by J.P. Morgan Securities (Asia Pacific) Limited

The Company regularly conducts analysis on the 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.

Awards and Recognition

Adding to its wider engagement with the capital markets, COSCO Pacific's continuous efforts in investor relations has gained extensive recognition.

During 2014, the Group was honoured with a "Gold Award for Financial Performance, Corporate Governance, Environmental Responsibility and Investor Relations" from *The Asset* magazine as well as the "2014 Best Investment Value Award for Listed Companies", given jointly by several professional financial services corporations in Asia. In early 2014, the Group was awarded "Best

One-On-One Meetings in 2014

	People	Percentage of total
Fund managers	207	64%
Securities houses (including analysts and brokers)	62	19%
Investment banks	12	4%
Media	44	13%
Total	325	100%

Market Capitalisation

As at 31 December	2010	2011	2012	2013	2014
Closing price (HK\$)	13.54	9.07	11.04	10.64	11.02
Market capitalisation (in HK\$ million)	36,714	24,596	30,758	30,987	32,404

Share Price Performance

(HK\$)	2014	2013
Highest	11.75	12.82
Lowest	9.13	8.92
Average	10.45	10.95
Closing price on 31 December	11.02	10.64
Monthly average trading volume (shares)	100,960,380	133,277,533
Monthly average trading value	1,066,905,266	1,500,085,558
Total number of shares issued (shares)	2,940,437,862	2,912,325,528
Market capitalisation on 31 December	32,403,625,239	30,987,143,618

Source: Bloomberg

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Investor Relations Company” and Miss Charlotte So, Investor Relations Department Senior Manager, won “Best Investor Relations Professional”, given by Corporate Governance Asia magazine. These awards represent

stakeholder recognition for 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.

Analyst Coverage

Company	Analyst	E-mail	Telephone	Fax
Barclays Capital Asia Limited	Jon WINDHAM	jon.windham@barcap.com	+852 2903 4672	+852 2903 2149
BOCOM International Holdings Company Limited	Geoffrey CHENG	geoffrey.cheng@bocomgroup.com	+852 2297 9888	+852 2851 9955
CIMB Investment Bank Berhad	GAN Jian Bo	jianbo.gan@cimb.com	+603 2261 8888	+603 2261 9060
China International Capital Corporation Limited	YANG Xin	yangxin@cicc.com.cn	+8610 6505 1166	+8610 6505 8157
China Merchants Securities (HK) Company Limited	Kate LI	liyiqian@cmschina.com.cn	+86755 8327 1060	+86755 8373 6959
Citigroup Global Markets Asia Limited	Vivian TAO	vivian.tao@citi.com	+852 2501 2470	+852 2501 8220
Clarkson Capital Markets	Urs DÜR	urs.dur@clarksons.com	+1212 314 0960	+1212 419 3895
CLSA Research Limited	Ansel LIN	ansel.lin@clsa.com	+852 2600 8888	+852 2845 9844
Drewry Shipping Consultants Limited	Victor WAI	wai@drewry.co.uk	+65 6220 9890	+65 6220 8258
Daiwa Capital Markets Hong Kong Limited	Kelvin LAU	kelvin.lau@hk.daiwacm.com	+852 2525 0121	+852 2845 2190
DBS Bank	Paul YONG	pauyong@dbsvickers.com	+65 6327 2288	+65 6535 3418
Deutsche Bank AG	Sky HONG	sky.hong@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
J.P. Morgan Securities (Asia Pacific) Limited	Karen LI	karen.yy.li@jpmorgan.com	+852 2800 1000	+852 2810 8511
Kim Eng Securities (HK) Limited	Osbert TANG	osberttang@kimeng.com.hk	+852 2268 0800	+852 2845 3772
Jefferies Hong Kong Limited	LIU Boyong	bliu@jefferies.com	+852 3743 8000	+852 3016 1170
Morgan Stanley Asia Limited	Edward XU	edward.xu@morganstanley.com	+852 2848 5200	+852 3407 5084
Religare Capital Markets (Hong Kong) Limited	Peter WILLIAMSON	peter.williamson@religarecm.com	+852 3923 9388	+852 2169 0962
The Hongkong and Shanghai Banking Corporation Limited	Parash JAIN	parashjain@hsbc.com.hk	+852 2996 6633	+852 2596 0200
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