



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. 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, we compile a 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 2015, 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, the team analysed and discussed the reorganisation plan and engaged with the public on relevant topics, to ensure that investors fully understood the arrangement for the reorganisation as well as the opportunities and prospects it presents for the Group.

During the year, we met investors and related parties 244 person times, among which fund managers accounted for 58%, analysts for 24%, investment banks for 1% and media for 17% of meetings. We also conducted three roadshows, participated in three investor forums, and arranged one terminal visit for investors.

## Continuously Enhancing 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.

The Company regularly conducts analysis of 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 have gained extensive recognition. During 2015, 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 "Best Corporate Governance Listed Companies" in the 5th China Securities Golden Bauhinia Awards. In early 2015, the Group was named "Best Investor Relations Company", Mr. QIU Jinguang, the Vice Chairman and Managing Director of the Company, won "Best CEO (Investor Relations)", and Miss Charlotte So, Investor Relations Department Senior Manager, won "Best Investor Relations Professional" 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.

### Investor Relations Activities

#### January

- Participated in "Conglomerates & Gaming Corporate Day 2015" held by Goldman Sachs (Asia) L.L.C.
- Participated in the "dbAccess China Conference 2015" held by Deutsche Bank AG

#### March

- Issued 2014 annual results announcement, and held press conference and analyst panel discussion
- Results roadshow in Hong Kong

#### April

- 2015 first quarter results announcement on a voluntary basis

#### May

- Participated in "dbAccess Asia Conference 2015" held by Deutsche Bank AG

#### August

- Issued 2015 interim results announcement, and held a press conference and analyst panel discussion
- Results roadshow in Hong Kong

#### October

- 2015 third quarter results announcement on a voluntary basis

#### December

- Announced the acquisition of all the Issued Shares of China Shipping Ports Development Co., Limited and disposal of all the Issued Shares of Florens Container Holdings Limited, and held an analyst panel discussion and roadshow in Hong Kong.

## Investor Relations

### One-On-One Meetings in 2015

	People	Percentage of total
Fund managers	142	58%
Securities houses (including analysts and brokers)	59	24%
Investment banks	2	1%
Media	41	17%
<b>Total</b>	<b>244</b>	<b>100%</b>

### Market Capitalisation

As at 31 December	2011	2012	2013	2014	2015
Closing price (HK\$)	9.07	11.04	10.64	11.02	<b>8.54</b>
Market capitalisation (in HK\$ million)	24,596	30,758	30,987	32,404	<b>25,334</b>

### Share Price Performance

(HK\$)	2015	2014
Highest	<b>12.41</b>	11.75
Lowest	<b>8.04</b>	9.13
Average	<b>10.34</b>	10.45
Closing price on 31 December	<b>8.54</b>	11.02
Monthly average trading volume (shares)	<b>110,644,283</b>	100,960,380
Monthly average trading value	<b>1,186,687,054</b>	1,066,905,266
Total number of shares issued (shares)	<b>2,966,559,439</b>	2,940,437,862
Market capitalisation on 31 December	<b>25,334,417,609</b>	32,403,625,239

Source: Bloomberg

Note: Trading in the shares of COSCO Pacific Limited was suspended from 10 August 2015 to 12 November 2015

### Analyst Coverage

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