

INVESTOR RELATIONS



COSCO SHIPPING Ports has always seen investors as close partners and regarded investor relations as an important aspect of corporate governance. In 2016, the Group completed a restructuring and entered a new phase of development. In this context, ensuring that investors understand the philosophy behind the change becomes an urgent task. 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 and more transparent 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 and answering investors' queries, we compile a corporate sustainability report, making ourselves accountable to a diversity of stakeholders. This further improves the Company's governance, enhancing sustainability and shareholder value.

Building a Close Relationship with Investors

The Company understands investors' queries and concerns when faced with a volatile market and our own business restructuring. To address these concerns, besides responding promptly to investors' enquiries, we organise regular communications such as roadshows, press conferences, analyst discussions, investor meetings, luncheons and individual and group meetings with fund managers. Through sincere and honest meetings, COSCO SHIPPING Ports helps different audiences understand the Company's financial results, performance, operational strategies and development prospects. Only if the market fully understands COSCO SHIPPING Ports' strategy can the Company's share valuation reflect its true value. During the year, management proactively communicated with investors, comprehensively explaining the reasons for the business restructuring and the strategic synergies between COSCO

SHIPPING Ports and the OCEAN Alliance after restructuring, to ensure that investors fully understood the rationale and the new structure.

During the year, we met investors and related parties 214 times, among which fund managers accounted for 66%, securities professionals (including analysts and brokers) for 17%, investment banks for 2% and media for 15% of meetings. We also conducted three roadshows and participated in three investor forums.

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 developments affecting our operations and financial performance.

To understand COSCO SHIPPING Ports better, the Company's annual report is the essential reference for shareholders and investors. Every year, COSCO SHIPPING Ports spares no effort in preparing this report. Besides incorporating human elements into the design and reflecting the Company's culture, we also ensure the report is easy to read. Investors can easily extract key figures and messages at a glance. The Company also produces an independent sustainability report, enhancing transparency regarding the Company's corporate responsibility and environmental protection. We see this as demonstrating that we are responsible to stakeholders.

Business Decisions that are Market Oriented

The investor relations team regularly informs senior management 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

COSCO SHIPPING Ports believes that stakeholders such as investors are the Company's most important partners. We proactively enhance the Company's transparency and promptly respond to investors' enquiries. We deploy resources for corporate and financial communication, letting investors fully understand the Company and management through different channels. This constant commitment to investor communication has helped us to expand our presence in the capital markets and gain recognition. We

put considerable effort into designing and producing our annual reports, which we see as one of the year's key corporate communication documents. In 2015, we chose "Excellence through Specialisation" as our annual report theme to reflect the direction and philosophy behind our business reorganisation. That report won the "Chairman's Letter Silver Award" and "Written Text Honors" in the Marine Transportation category in the 2016 ARC Awards. It also won the "Excellence Award for H Share & Red Chip" in the Hong Kong Management Association 2016 Best Annual Reports Awards. The Company's overall investor relations work also gained recognition. In June 2016, for the fifth consecutive year, the Company was named "Best Investor Relations Company" by Corporate Governance Asia magazine. In December 2016, the Group was honoured with a "Gold Award for Corporate Governance, Environmental Responsibility and Investor Relations" from The Asset magazine.

Investor Relations Activities

January

- Announced the acquisition of China Shipping Ports Development Co., Limited and disposal of Florens Container Holdings Limited, and conducted the second phase roadshow in Hong Kong

March

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

April

- 2016 first quarter results announcement on a voluntary basis

May

- Participated in "dbAccess Asia Conference 2016" held by Deutsche Bank, AG

August

- Issued 2016 interim results announcement, and held a press conference and analyst panel discussion
- Results roadshow in Hong Kong

October

- 2016 third quarter results announcement on a voluntary basis

November

- Participated in "11th China Investor Conference 2016" held by Citibank
- Participated in "Investor Group Luncheon" held by Daiwa Capital Markets Hong Kong Limited

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Meetings in 2016

	People	Percentage of total
Fund managers	140	66%
Securities houses (including analysts and brokers)	37	17%
Investment banks	5	2%
Media	32	15%
Total	214	100%

Market Capitalisation

As at 31 December	2012	2013	2014	2015	2016
Closing price (HK\$)	11.04	10.64	11.02	8.54	7.79
Market capitalisation (in HK\$ million)	30,758	30,987	32,404	25,334	23,495

Share Price Performance

(HK\$)	2016	2015
Highest	9.02	12.41
Lowest	6.76	8.04
Average	7.84	10.34
Closing price on 31 December	7.79	8.54
Monthly average trading volume (shares)	87,793,297	110,644,283
Monthly average trading value	727,845,092	1,186,687,054
Total number of shares issued (shares)	3,016,018,628	2,966,559,439
Market capitalisation on 31 December	23,494,785,112	25,334,417,609

Source: Bloomberg

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

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