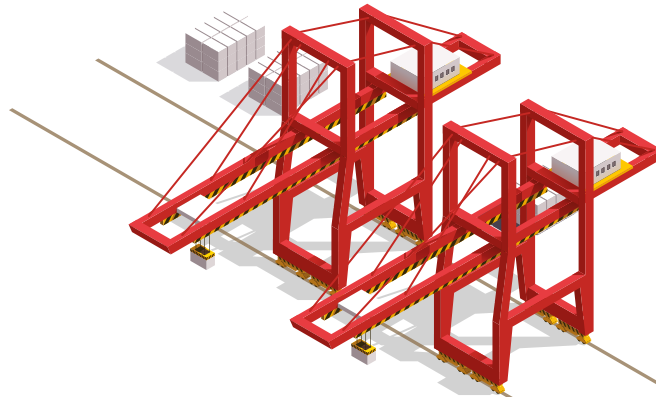


Investor Relations



COSCO SHIPPING Ports places great importance on investor relations and has always seen investors as close partners as well as an important aspect of corporate governance. 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.

COSCO SHIPPING Ports places great importance on investor relations and has always seen investors as close partners as well as an important aspect of corporate governance. In 2017, the Group completed a restructuring to become the sole terminal platform under COSCO SHIPPING and conducted several mergers and acquisitions during the year. In this context, ensuring investors understand the development philosophy behind is very important. 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 monthly throughput figures of our terminals and our business results voluntarily on a quarterly basis and answering investors' queries, we compile a 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 amid a rapidly changing industry environment. To address these concerns, besides responding promptly to investors' enquiries, we organise regular activities such as roadshows, press conferences, analyst discussions, investor meetings, teleconferences, luncheons and individual and group meetings with fund managers. Through sincere and honest meetings, COSCO SHIPPING Ports helps different audience understand the Company's financial results, operational strategies and prospects. Only if the market fully understands and recognizes COSCO SHIPPING Ports' strategy can the Company's share valuation reflect its true value. During the year, our management proactively communicated with investors, comprehensively explaining our strategies and the impact of market changes on the Company, to deepen investors' knowledge of the industry and the Company and to reinforce their confidence in the Company.

During the year, we met investors and related parties 263 times, among which fund managers accounted for 62%, securities professionals (including analysts and brokers) for 19%, investment banks for 8% and media for 11% of meetings. In addition, we also conducted two roadshows and participated in three investor conferences.

Continuously Enhancing Corporate Transparency

The disclosure practice we implement is well above regulatory requirements. Since 1997, we have posted the monthly throughput figures for our terminals on our website, as an important reference for investors and the media. Furthermore, we have released business results quarterly since the third quarter of 2007, providing timely updates on our latest operations and financial performance. The Company also continues to enhance information disclosure in our results announcement to provide investors with a more comprehensive view of our operations and financial position.



Investor Relations

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 the report. We incorporate human elements into the design to reflect the Company's culture and the business results of the year. Investors can easily extract key figures and messages at a glance. The Company also publishes an independent sustainability report, strengthening our reporting with increased disclosure the Company's employees and environmental protection data. In addition, we provide a detailed disclosure regarding the efforts undertaken by our terminals in promoting environmental protection, enhancing customer service, supply chain management and community engagement. We are responsible to stakeholders on all aspects.

Facilitating Two-way Communication between the Company and Investors

The investor relations team regularly informs senior management of the latest market movements and market perceptions of the Company, investors' concerns and changes in regulations or compliance requirement, and optimizes investor relations work according to international best practice.

The Company regularly conducts analyses of the shareholder structure, which reviews the shareholding of institutional and retail investors. We proactively contact investors, as it helps us establish relationships with existing shareholders effectively. We also actively reach out to potential investors, in order to broaden our shareholder base.



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, it has also enabled the Company to gain extensive 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 2016, we chose "Moving Forward Embracing Change" as our annual report theme to reflect the prospects of our restructured business. That report won the "Traditional Annual

Report Bronze Award" and "Cover Design Honours Award" in the Marine Transportation category in the 2017 ARC Awards. Apart from the annual report, the Company's overall investor relations work also gained recognition. In June 2017, for the sixth consecutive year, the Company was named "Best Investor Relations Company" by Corporate Governance Asia magazine. In December, the Company was awarded the "Excellence in Investor Relation Award" by IR Magazine. The Company's corporate governance level was also recognised. In November 2017, in the 2017 Best Corporate Governance Awards organised by the Hong Kong Institute of Certified Public Accountants, the Company received the "Best Corporate Governance Gold Award" under the H-share Companies and Other Mainland Enterprises Category. In December, the Group was honoured with the "Gold Award in Environmental, Social Responsibility and Corporate Governance" from The Asset magazine.



Investor Relations

Investor Relations Events

March

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

April

- 2017 first quarter results announcement on a voluntary basis

May

- Participated in “dbAccess Asia Conference 2017” held by Deutsche Bank, AG

Meetings in 2017

	People	Percentage of total
Fund managers	164	62%
Securities houses (including analysts and brokers)	50	19%
Investment banks	21	8%
Media	28	11%
Total	263	100%

Market Capitalisation

As at 31 December	2013	2014	2015	2016	2017
Closing price (HK\$)	10.64	11.02	8.54	7.79	8.13
Market capitalisation (in HK\$ million)	30,987	32,404	25,334	23,495	24,854

Share Price Performance

(HK\$)	2017	2016
Highest	9.84	9.02
Lowest	7.46	6.76
Average	8.55	7.84
Closing price on 31 December	8.13	7.79
Monthly average trading volume (shares)	63,886,460	87,793,297
Monthly average trading value	549,808,258	727,845,092
Total number of shares issued (shares)	3,057,112,720	3,016,018,628
Market capitalisation on 31 December	24,854,326,414	23,494,785,112

Source: Bloomberg

August

- Issued 2017 interim results announcement, and held a press conference and analyst panel discussion
- Results roadshow in Hong Kong

October

- 2017 third quarter results announcement on a voluntary basis
- Participated in “12th China Investor Conference 2017” held by Citigroup Global Markets Asia Limited

November

- Participated in “9th Annual Asia Investor Forum” held by The Hongkong and Shanghai Banking Corporation Limited

Analyst Coverage

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