

## INVESTOR RELATIONS



COSCO SHIPPING Ports places great importance on investor relations and enhances daily communications with investors. It is an important part of corporate governance. The Group remains committed to improving transparency; releases corporate information and business updates in a timely manner to fulfill more strict and transparent standards of disclosure.

The year 2018 is the Group's second operational year after the reorganisation held in 2016. We believe that it is the core value of Investor Relations to let investors and shareholders understand the Group's business operation and strategy when the Group remains committed to strengthening its global terminal network.

Investor Relations Department is committed to enhancing communications with shareholders, investors and analysts; ensures proper disclosure of corporate information and answers investor's enquiries on time; releases monthly terminal throughput and quarterly results voluntarily; improves corporate transparency; arranges reverse roadshow, investor presentation, results announcement conference call, media tour and press conference for investors, analysts

and journalists to visit the Group's terminals in order to have a better understanding of the Group's business operation; publishes Sustainability Report to enhance corporate governance.

### STRENGTHENING COMMUNICATIONS WITH INVESTORS

As a leading global terminal operator, investors and analysts show great interests in the Group's business and developments. The Group has arranged a series of events, including roadshow, press conference, investor presentation, investor meeting, results announcement conference call, media luncheon, media tour and etc. COSCO SHIPPING Ports endeavors to let the market fully understand its financial results, business strategies and growth prospect through its frequent communication with the capital market. Only if the market fully understands and recognises COSCO SHIPPING Ports' business model and development strategies can the Group's valuation truly reflect its intrinsic value. In 2018, senior management and Investor Relations Department proactively communicated with investors and

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shareholders, comprehensively explained strategies and the impacts of market changes on the Group to the investors, in order to deepen investors' knowledge of the industry and the Group and to enhance their confidence in the Group.

In 2018, the Group met a total of 500 shareholders, investors and analysts, a significant increase of 113.7% compared with 234 shareholders, investors and analysts in 2017. The Group met a total of 40 journalists

in 2018, increasing by 37.9% compared with 29 journalists in 2017. Meanwhile, the Group attended 5 non-deal roadshows and 11 investor conferences. The Group arranged its first reverse roadshow in September, in which over 20 investors and analysts attended. In 2017, the Group participated in 2 non-deal roadshows and 3 investor conferences. The Group actively arranges events and attends investor conferences to strengthen communications with shareholders, investors and analysts.

	2018	2017	Change (%)
Number of Shareholders, investors and analysts met	500	234	+113.7
Number of journalists met	40	29	+37.9
Number of non-deal roadshows attended	5	2	+150.0
Number of Investor conferences attended	11	3	+266.7

### CONTINUE TO ENHANCE CORPORATE TRANSPARENCY

The disclosure practice the Group implements is well above regulatory requirements. Since 1997, the Group has posted the monthly terminal throughput on its corporate website, which serves an important reference for investors and media. Furthermore, the Group has started to announce quarterly results since the third quarter of 2007 to provide investors with latest operational updates and financial performance. In order to further enhance corporate transparency, Investor Relations Department has arranged results announcement conference call since 2018, which provides a two-way communication platform for investors all over the world to have an in-depth understanding of the Group's financial results and business operations. The Group continues to



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**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.**

improve disclosure of the results announcement; regularly distributes press release with the latest updates of M&A project, signing ceremony and business operations to investors and media, in order to let them have a deeper understanding of the Group's operation and financial performance.

The Group believes that interim and annual reports are essential reference for shareholders and investors to better understand COSCO SHIPPING Ports' business operation and growth strategy. Every year, COSCO SHIPPING Ports spares no effort in preparing the report to reflect the Group's culture, business operations and growth strategies.

Meanwhile, the Group also publishes an independent Sustainability Report. The headquarters and the terminals collected sustainability data of employees and environmental protection to strengthen the depth and accuracy of data disclosure. In addition, the Group provides stakeholders with relevant information, including the efforts undertaken by the terminals in promoting environmental protection, enhancing customer service, supply chain management and community engagement.

### **FACILITATING TWO-WAY COMMUNICATION BETWEEN THE GROUP AND INVESTORS**

Investor Relations Department formulates disclosure policy. Apart from regularly reporting to senior management,

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Investor Relations Department prepares investor relations report and informs senior management of the latest market perceptions of the Group, investors' concerns and changes in regulations or compliance requirements, and optimises investor relations' work according to international best practice.

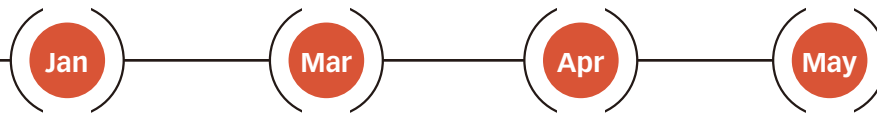
The Company regularly conducts shareholder registry analysis through professional services provider with the aim of better understanding the shareholding structure of the Group. IR department proactively contacts investors and answers their enquiries about the Group and the industry to strengthen effective communications. IR department also constantly reaches out to potential investors, communicates with institutional investors who are interested in the industry and the Group with a view to broaden the shareholder base of the Group.

## AWARDS

Efforts of investor relations that COSCO SHIPPING Ports made in enhancing effective communications with shareholders and investors were highly recognised by the market especially in 2018; the Group received a number of awards in the field of investor relations offered by various organisations. In April 2018, the Group was awarded "Best Investor Relations 2018" under the Transportation category by Global Business Outlook; In June, the Group was awarded "Best Investor Relations Company" for the

seventh consecutive year and "Best Investor Relations Professional" by Corporate Governance Asia magazine. The achievements of the Group in ESG are also highly recognised by the market. In March 2018, the Group was awarded "Outstanding ESG Award" by Economic Digest magazine; In September, the Group was awarded "Excellence in GRI Report" Grand Award and the "Best ESG Report" Grand Award under the Mid-Cap category from Alaya Consulting magazine; In November, the Group was awarded "Gold Award in the H-share Companies and Other Mainland Enterprises Category" in the Best Corporate Governance Awards by the Hong Kong Institute of Certified Public Accountants; In December, the Group was awarded "Gold Award in Environmental, Social Responsibility and Corporate Governance" by The Asset magazine. The Group also places great importance on the contents and designs of interim, annual and sustainability reports and the efforts were recognised by the market with the awards of "Annual Report Design Silver Prize", "Annual Report Bronze Prize" under the Shipping Services category, "Annual Report Photography Honors Prize", "Sustainability Report Interior Design Bronze Prize" and "Sustainability Report Infographics Bronze Prize" that the Group got in the 2018 ARC Awards.

## Investor Relations



### INVESTOR RELATIONS EVENTS

- Jan**
  - Deutsche Bank "dbAccess Asia Conference 2018"
  - Goldman Sachs "Conglomerates & Gaming Corporate Day"
- Mar**
  - 2017 Annual Results Announcement Investor Presentation
  - 2017 Post Annual Results Hong Kong Non-deal Roadshow
- Apr**
  - 2017 Post Annual Results Hong Kong New York Non-deal Roadshow
- May**
  - JPMorgan 14th Annual Global China Summit
  - Deutsche Bank "dbAccess Asia 2018 (Singapore)"

### Market Capitalisation

As at 31 December	2014	2015	2016	2017	2018
Closing price (HK\$)	11.02	8.54	7.79	8.13	7.70
Market capitalisation (in HK\$ million)	32,404	25,334	23,495	24,854	23,971

### Share Price Performance

(HK\$)	2018	2017
Highest closing price	8.72	9.32
Lowest closing price	6.13	7.23
Average	7.35	8.21
Closing price on 31 December	7.70	8.13
Daily average trading volume (million shares)	3.64	3.12
Total number of shares issued (shares)	3,113,125,479	3,057,112,720
Market capitalisation on 31 December (in HK\$ million)	23,971	24,854

Source: Bloomberg

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Jun

- London, Hamburg and Frankfurt Non-deal Roadshow
- HSBC "Annual Transport & Logistics Conference (HK)"
- Daiwa "Auto & Industrial Leaders Conference (HK)"

Aug

- 2018 Interim Results Announcement Investor Presentation
- 2018 Post Interim Results Hong Kong Non-deal Roadshow

Sep

- Reverse Roadshow
- HSBC "Global Emerging Markets Investor Forum"
- 2018 Post Interim Results Singapore Non-deal Roadshow

Oct

- 2018 Third Quarter Post-results Conference Call

Nov

- HSBC "Global Investment Forum"
- Daiwa Investment Conference Hong Kong
- Citi China Investor Conference (Macau)
- Morgan Stanley Singapore Summit

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