

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 Company 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 2019 is the Group's third 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 Company'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 investor presentation, results announcement conference call and press conference in order to have a better understanding of the Company's business operation; publishes Environmental, Social and Governance Report to enhance corporate governance.



STRENGTHENING COMMUNICATIONS WITH INVESTORS

As a leading global terminal operator, investors and analysts show great interests in the Company's business and developments. The Company has regularly arranged a series of events, including roadshow, press conference, investor presentation, investor meeting, results announcement conference call and etc. COSCO SHIPPING Ports endeavours 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 Company's valuation truly reflect

its intrinsic value. In 2019, senior management and Investor Relations Department proactively communicated with investors and shareholders, explained the most updated strategies and the impacts of market changes on the Company to the investors, in order to deepen investors' knowledge of the industry and the Company and to enhance their confidence in the Company.

In 2019, the Group met over 300 funds and organisations, received more than 400 investors and related persons, covering China, the United Kingdom, the United States, Australia, Singapore, Malaysia and others. The Group actively arranges events and attends investor conferences to strengthen communications with shareholders, investors and analysts.

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CONTINUING TO ENHANCE CORPORATE INFORMATION DISCLOSURE

The disclosure practice the Company implements is well above regulatory requirements. Since 1997, the Company has been posting the monthly terminal throughput on its corporate website, which serves an important reference for investors and media to follow the Company's business operations. Furthermore, the Company has started to announce quarterly results since the third quarter of 2007 to provide investors with latest operational updates and financial data. In order to further enhance corporate transparency, Investor Relations Department arranges investor and analyst conference call from time to time, which provides a two-way communication platform for investors all over the world to have an in-depth understanding of the Company's financial results and business operations. The Company continues to improve disclosure of the results announcement; distributes press release with the latest updates of major M&A projects, signing ceremony and business developments to investors and media, in order to enable the market to have a deeper understanding of the Company's operation and financial position.

The Company believes that interim and annual reports are essential references 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 corporate culture, business operations and growth strategies.

Meanwhile, the Company also prepares an independent Sustainability Report. The headquarters and the terminals collect sustainability data of employees and environmental protection on a monthly basis to enhance the depth and accuracy of data disclosure. In addition, the Company provides stakeholders and the market with relevant information, including the efforts undertaken by the terminals in promoting environmental protection, enhancing the quality of customer service, supply chain management and community engagement.

FACILITATING TWO-WAY COMMUNICATION BETWEEN THE COMPANY AND INVESTORS

Investor Relations Department formulates disclosure policy. Apart from regularly reporting to senior management, Investor Relations Department prepares investor relations report and informs senior management of the latest market perceptions and suggestions for the Company, investors' concerns and changes in regulations or compliance requirements, and optimises investor relations' work with reference to international best practice.

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



AWARDS

Efforts of investor relations that COSCO SHIPPING Ports made in enhancing effective communications with shareholders and investors were highly recognised by the market in 2019; the Company received a number of awards in the field of investor relations offered by various organisations. In April 2019, the Company was awarded "Best Investor Relations Ports Company" under transportation sector from Global Business Outlook for the second consecutive year; the Company was awarded "Best Investor Relations Company (Shipping Sector)" for the first time from International Business Magazine. In June, the Company was awarded by Corporate Governance Asia magazine the "Best Investor Relations Company" for the eighth consecutive year and "Asia's Best CEO (Investor Relations)" for the first time; in September, the Company was awarded "Best Investor Relations Company Hong Kong 2019" from Finance Derivative for the first time. The Company has been actively integrating the concept of sustainable development with its long-term business development. The achievements of the Company in environmental, social and corporate governance (ESG) are also highly recognised by the market in recent years. In February 2019, the Company was

awarded "Best in ESG Awards – Middle Market Capitalization", "Best in Reporting Awards – Middle Market Capitalization" and "ESG Report of the Year Awards – Middle Market Capitalization" from BDO; in September, the Company was awarded "2019 InnoESG Prize" from InnoESG, and with its innovative reporting way, it was awarded the "Best Mid-Cap ESG Report Commendation", "Excellence in Environmental Disclosure Commendation", "Excellence in Social Disclosure Commendation" and "Innovative Frontrunner Award Commendation" under the Mid-Cap category from Alaya Consulting; in November, the Company was awarded "Titanium Award in Environmental, Social and Governance" from The Asset magazine. The Company also places great importance on the contents and designs of interim, annual and sustainability reports and the efforts were recognised by the market several times, and the Company's 2019 Annual Report was awarded "Annual Report – Silver Prize", "Annual Report Interior Design-Bronze Prize" and "Annual Report Photography-Bronze Prize" in the 2019 ARC Awards. The Company has been communicating with investors through the Company's website, and in October, it was awarded "Corporate Website Gold Prize" by 2019 Galaxy Awards.



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**MARKET CAPITALISATION**

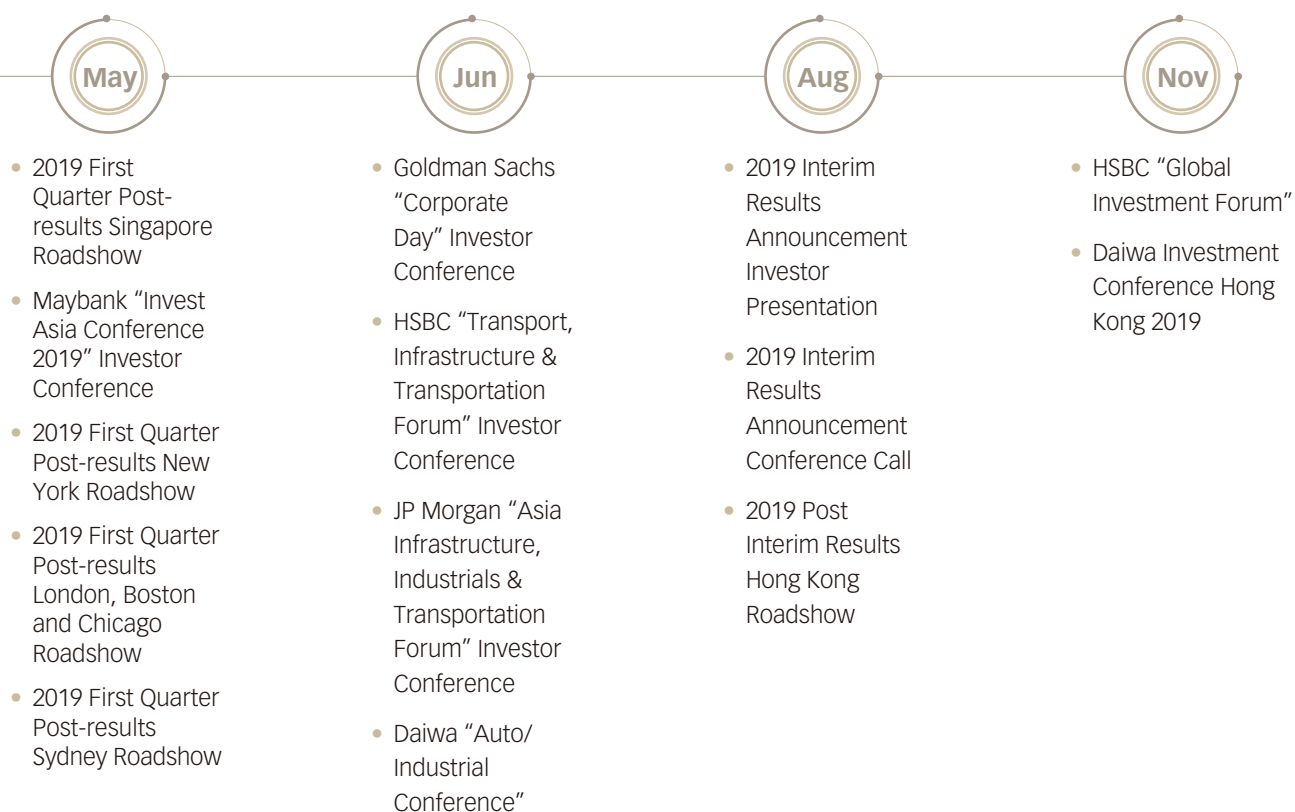
As at 31 December	2015	2016	2017	2018	2019
Closing price (HK\$)	8.54	7.79	8.13	7.70	6.38
Market capitalisation (in HK\$ million)	25,334	23,495	24,854	23,971	20,173

SHARE PRICE PERFORMANCE

(HK\$)	2018	2019
Highest closing price	8.72	9.26
Lowest closing price	6.13	6.06
Average	7.35	7.27
Closing price on 31 December	7.70	6.38
Monthly average trading volume (shares)	8,061,445	4,423,418
Monthly average trading value (in HK\$ million)	61.63	34.07
Total number of shares issued (shares)	3,113,125,479	3,161,958,830
Market capitalisation on 31 December (in HK\$ million)	23,971	20,173

Source: Bloomberg

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**ANALYST COVERAGE**

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