

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, including releases monthly terminal throughput and quarterly results voluntarily, to fulfill more strict and transparent standards of disclosure.

In 2020, the Group has actively implemented the strategy of lean operations. We believe that it is the most important work of investor relations to let investors and shareholders understand the Company's business operation and development 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; answers investor's enquiries on time; actively arranges investor presentation, results announcement conference call and press conference to let investors have a better understanding of the Company's business operation; publishes sustainability report to enhance corporate governance.

STRENGTHENING COMMUNICATIONS WITH INVESTORS

As a leading global terminal operator, investors and analysts are quite interested 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 2020, the 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 2020, the Group held meetings with around 260 funds, and communicated with around 350 investors and analysts from China, the United Kingdom, the United States, Australia, Singapore, South Korea, Malaysia and etc. The Group actively arranged events and joined investor conferences to strengthen communications with shareholders, investors and analysts.

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CONTINUE TO ENHANCE CORPORATE INFORMATION DISCLOSURE

The disclosure practice the Company implements is well above regulatory requirements. Since 1997, the Company has posted 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 has arranged 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 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 reports to reflect corporate culture, business operations and growth strategies.

Meanwhile, the Company also prepares an independent sustainability report. The headquarters and the terminals collected sustainability data in respect of employees and environmental protection to strengthen 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 the 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 2020; the Company received a number of awards in the field of investor relations offered by various organisations. In February 2020, the Company was awarded “Best Investor Relations Company Hong Kong 2020” from Finance Derivative Magazine for the second consecutive year and was also awarded “Best Investor Relations Company (Ports sector) Hong Kong” from International Business Magazine; in October, the Company was awarded by Corporate Governance Asia Magazine the “Best Investor Relations Company” for the ninth consecutive year, “Asia’s Best CEO (Investor Relations)” for the second consecutive year and “Best Investor Relations Professional”. 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 governance (ESG) are also highly recognised by the market in recent years. In April 2020, the Company was awarded “Most Socially Responsible Port Operator” from Global Business

Outlook Magazine for the first time; in October, the Company was awarded “Inno ESG Prize” from Inno ESG for the second consecutive year; in November, the Company was awarded “Best Mid-Cap ESG Report Commendation”, “Best GRI Report Commendation”, “Excellence in ESG Governance Commendation” and “Excellence in Environmental Positive Impact” from Alaya Consulting. 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 by several times, and the Company’s annual report was awarded “Citation for Environment, Social and Governance Disclosure” and “Excellence Award for H Share & Red Chip Entries – Annual Reports Awards” from The Hong Kong Management Association. Sustainability report was awarded “Sustainability and Social Responsibility Reporting Awards (Special Mention)” from HKICPA; in December, the Company was awarded “Titanium Award in Environmental, Social and Governance” by The Asset Magazine for the second consecutive year. The Company has been communicating with investors through the Company’s website, and in October 2020, it was awarded “Corporate Website Bronze Prize” by 2020 Galaxy Awards.

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**MARKET CAPITALISATION**

As at 31 December	2016	2017	2018	2019	2020
Closing price (HK\$)	7.79	8.13	7.70	6.38	5.39
Market capitalisation (in HK\$ million)	23,495	24,854	23,971	20,173	17,869

SHARE PRICE PERFORMANCE

(HK\$)	2019	2020
Highest	9.26	6.50
Lowest	6.06	3.35
Average	7.27	4.67
Closing price on 31 December	6.38	5.39
Monthly average trading volume (shares)	4,423,418	9,616,927
Monthly average trading value (in HK\$ million)	32.75	44.24
Total number of shares issued (shares)	3,161,958,830	3,315,296,374
Market capitalisation on 31 December (in HK\$ million)	20,173	17,869

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ANALYST COVERAGE

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