

# INVESTOR RELATIONS



COSCO Pacific has always regarded investor relations as an important aspect of corporate governance. As such, our investor relations team aims to provide an efficient two-way communication channel between senior management and investors. In addition, we release accurate information in a timely manner, according to standards higher than those of the disclosure regulations governing the Company's listing.

We respond promptly to investors' enquiries and organise planned regular communications such as investor meetings, panel discussions and presentations. This helps ensure that COSCO Pacific's strengths and competitive advantages, as well as its ability to manage changes in the business environment, are fully understood, and so reflected in the Company's market valuation.

The investor relations team informs senior management regularly 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 conducts analysis on shareholder structure regularly, 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.

In 2012, to keep interested parties fully aware of our performance, strategies and outlook for the business, we conducted press conferences, panel discussions with analysts, teleconferencing, lunch meetings and roadshows.

During the year, we have met investors and related parties 500

man-times, among which fund managers accounted for 59%, analysts accounted for 17%, investment banks accounted for 12%, and media accounted for 12%. During the year, we conducted 13 roadshows and arranged nine visits to our terminals.

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 results quarterly since the third quarter of 2007, providing timely updates on the latest developments affecting our operations and financial performance.

To understand COSCO Pacific better, the Company's annual report is the essential reference for shareholders and investors. Every year, COSCO Pacific spares no effort in preparing the annual report. Our 2011 annual report was well accepted among international professionals, as

<p><b>January</b></p> <ul style="list-style-type: none"> <li>Participated in "10th Annual DB Access China Conference 2012" held by Deutsche Bank</li> </ul> <p><b>March</b></p> <ul style="list-style-type: none"> <li>Released 2011 annual results announcement, and held press conference and analyst panel discussion</li> <li>Hong Kong results roadshow</li> </ul> <p><b>April</b></p> <ul style="list-style-type: none"> <li>2012 first quarter results announcement on a voluntary basis</li> <li>Singapore results roadshow</li> <li>Participated in "6th Shipping and Port Conference" held by The Hongkong and Shanghai Banking Corporation Limited</li> </ul> <p><b>May</b></p> <ul style="list-style-type: none"> <li>Participated in "17th China Forum" held by CLSA Research Limited</li> </ul>	<p><b>June</b></p> <ul style="list-style-type: none"> <li>Participated in "Asian Transport Conference" held by UBS Securities Co. Limited</li> </ul> <p><b>July</b></p> <ul style="list-style-type: none"> <li>Participated in "Corporate Day" held by Barclays Capital Asia Limited</li> </ul> <p><b>August</b></p> <ul style="list-style-type: none"> <li>Released 2012 interim results announcement, and held press conference and analyst panel discussion</li> <li>Hong Kong results roadshow</li> </ul> <p><b>September</b></p> <ul style="list-style-type: none"> <li>Participated in "16th Annual Asia Pacific Equity Conference" held by J.P. Morgan Securities (Asia Pacific) Limited</li> <li>Participated in "Investors' Forum 2012" held by CLSA Research Limited</li> </ul>	<p><b>October</b></p> <ul style="list-style-type: none"> <li>2012 third quarter results announcement on a voluntary basis</li> </ul> <p><b>November</b></p> <ul style="list-style-type: none"> <li>Participated in "Greater China Investor Conference" held by Citigroup Global Markets Asia Limited</li> <li>Participated in "AP Industrials, Infrastructure &amp; Transportation Corporate Day" held by Macquarie Capital Securities Limited</li> </ul> <p><b>December</b></p> <ul style="list-style-type: none"> <li>Participated in "Asia Infrastructure Corporate Access Day" held by J.P. Morgan Securities (Asia Pacific) Limited</li> </ul>
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evidenced by the awards gained in the 2012 ARC Awards. Among the shortlisted shipping services companies, our 2011 annual report was granted the Gold award in "Written Text" category as well as an honorary title in the "Overall Annual Report" category.

Adding to a wider capital market engagement, COSCO Pacific's continuous efforts towards investor relations also gained wide recognition. During the year, the Group was once again named "Best Investor Relations Company" by Corporate Governance Asia magazine.

These awards represented stakeholder approval of the efforts of the investor relations team, together with the senior management. COSCO Pacific's investor relations team will continue to enhance communications between the capital markets and the Company, heighten the level of information disclosure and strive for COSCO Pacific to be regarded by investors as one of the most trusted listed companies in the capital markets.

### One-on-one meetings 2012

	People	Percentage of total
Fund managers	294	59%
Securities houses (including analysts and brokers)	86	17%
Investment banks	58	12%
Media	62	12%
<b>Total</b>	<b>500</b>	<b>100%</b>

### Market capitalisation

At 31st December	2008	2009	2010	2011	2012
Closing price (HK\$)	7.91	9.93	13.54	9.07	<b>11.04</b>
Market capitalisation (in HK\$ million)	17,758	22,467	36,714	24,596	<b>30,758</b>

### Share price performance

(HK\$)	2012	2011
Highest	<b>13.06</b>	17.16
Lowest	<b>8.82</b>	7.52
Average	<b>10.77</b>	12.46
Closing price on 31st December	<b>11.04</b>	9.07
Monthly average trading volume (shares)	<b>125,580,134</b>	208,494,793
Monthly average trading value	<b>1,354,888,966</b>	2,630,254,596
Total number of shares issued (shares)	<b>2,786,052,002</b>	2,711,783,573
Market capitalisation on 31st December	<b>30,758,014,000</b>	24,595,877,000

Source: Bloomberg

## INVESTOR RELATIONS

### Analyst Coverage

Company	Analyst	E-mail	Telephone	Fax
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