

# Investor Relations

**We strongly believe investor relations play an important role for a public company. How well a company handles its communications process will directly affect its valuation, reputation, investor base and future access to capital markets. Therefore, we have for years been attaching great importance to the investor relations function.**

Our IR-work is a two-way communications process in which we liaise with key financial stakeholders such as, institutional and retail investors, financial analysts and the financial media. Upon request, we e-mail our latest developments, news releases, announcements, and financial statements to financial analysts, fund managers, media, and the general public.

We ensure that our announcements give a fair and accurate update on the Company's situation and development and we closely monitor our stakeholders' views, reactions and suggestions. In addition, we participate in a number of investor conferences and road shows every year to reach out to as many institutional investors as possible.

We regularly analyse our shareholding structure by reviewing the registrar of institutional and individual investors. It is our aim to establish a sound relationship with our existing and potential shareholders to maintain a sound shareholder base.

Furthermore, we channel information to the Company's top management to ensure that they are kept abreast about the market's perception of our Company, the latest rules and regulations and international best practices.

## **IR activities**

In 2007, we organised a series of events including press conferences, fund managers and analyst briefings, teleconferences, luncheons, and domestic and overseas road shows, in conjunction with interim and final results announcement.

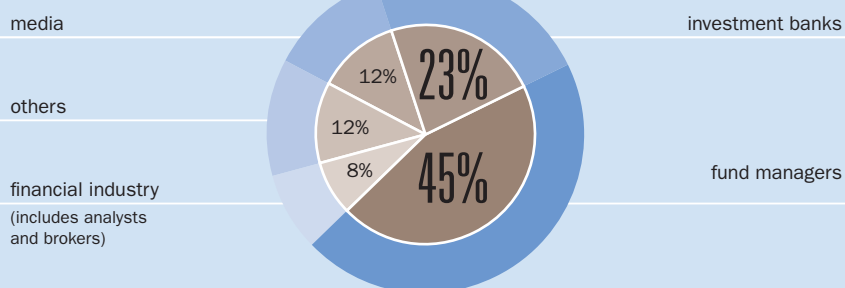
We attended three investor conferences, participated in six road shows and arranged two press conferences. In addition, we arranged two hundred and twenty one-on-one meetings with financial analysts, investors, and investment bankers and arranged fourteen on-site port visits for investors.

All events in the Company's IR-calendar are in compliance with the legal requirements or a higher standard of practice than that of the legal requirements.

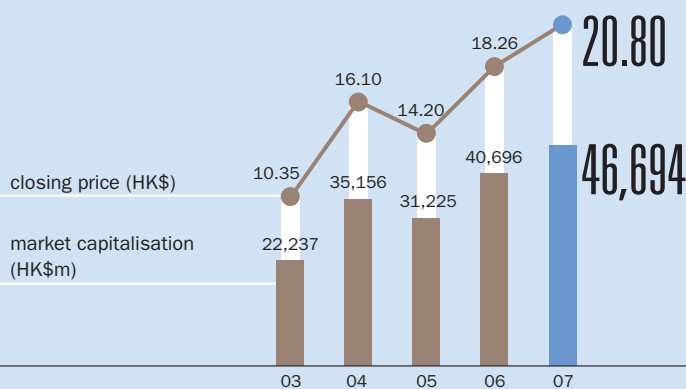
## **Market recognition**

In 2007, COSCO Pacific engaged in many activities aimed at encouraging better corporate governance standards in the market. We were the lead sponsor of the Directors of the Year Awards 2007 organised by Hong Kong Institute of Directors. Our efforts to improve corporate governance were acknowledged by the industry and the capital markets. We received several recognitions including "Forbes Global 2000" for the 3rd consecutive year and awarded "Hong Kong Outstanding Enterprises" by Economic Digest for three consecutive year; the Company also won "Best Corporate Governance Award" by The Asset magazine and "Corporate Governance Asia Recognition Awards" by Corporate Governance Asia magazine. We also won the "Best Investor Relations Award" from IR magazine.

### One-on-one Meeting with Stakeholders in 2007



### Market Capitalisation



### Share Price Performance

	2007	2006
<b>Share price (HK\$)</b>		
Highest	26.85	18.65
Lowest	16.58	14.20
Average	20.81	16.37
Closing price at 31st December	20.80	18.26
Average trading volume / month (share)	155,864,561	114,698,900
Average trading value / month (HK\$)	3,241,342,857	1,845,173,958
Number of shares issued (share)	2,244,881,298	2,228,684,298
Market capitalisation as at 31st December (HK\$)	46,693,531,000	40,695,775,000

### Investor Relations Activities

## JAN

Participated in the "Access China Conference 2007" in Beijing, organised by Deutsche Bank

## MAR

Participated in "The 10th Credit Suisse Asian Investment Conference 2007" in Hong Kong, organised by Credit Suisse

Road show in Hong Kong, organised by DIR

Announcement of COSCO Pacific's 2006 annual results  
• Press conference  
• Analyst briefing

## MAY

Participated in "The 5th BOC (International) Investors Conference" in Xiamen, organised by BOCI

## AUG

Road shows in Hong Kong and Singapore, organised by Deutsche Bank  
Announcement of COSCO Pacific's

2007 interim results  
• Press conference  
• Analyst briefing

## OCT

Road show in Japan, organised by Nomura Int'l

Road show in Shenzhen, organised by CICC

## DEC

Road show in Beijing, organised by CICC

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