

INVESTOR RELATIONS

The Company attaches much importance to build up good relations and maintain close communications with the capital market since our listing, and strives to implement highly effective investor relations measures. In 2015, the Company continued to improve the standard of investor relations works by adhering to the principle of accuracy, timeliness and effectiveness. We maintained proactive and effective interactive communications with the shareholders and investors through diversified communication channels, so as to facilitate the continuous development and enhancement of the Company's long-term investment value with an aim to provide better return to the shareholders and investors.

The Company keeps improving the two-way communication mechanism with the capital market to enhance the effectiveness of investor relations practice. The Company maintains timely and effective communications with the shareholders and investors and enhances the understanding and confidence of the market in the Company, at the same time closely monitor the feedback from the capital market to ensure the management has comprehensive understanding towards the investors' suggestions, advice and expectation of the Company, which provides reference to the formulation of more comprehensive future development strategies, thus fully enhancing and realizing the investment value of the Company.

INVESTOR RELATIONS ACTIVITIES

In 2015, the Company continued to enhance the two-way interactive communications with the capital market on a fair, just and transparent basis, so as to disseminate the core values and development targets of the Company, and strove to maintain good corporate image and gain high recognition from the market and increase investors' confidence in the Company.

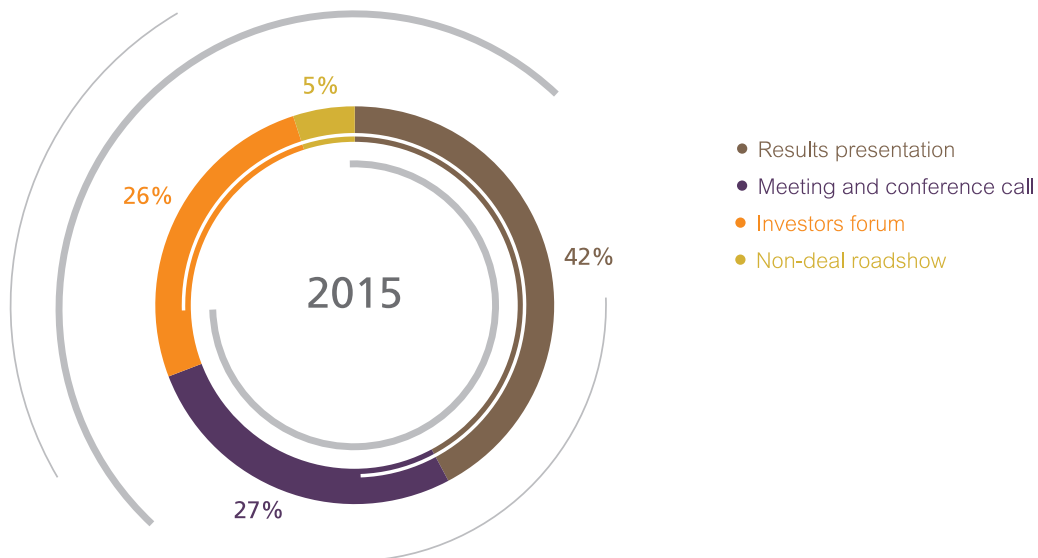
The Company continues to maintain direct and effective communications with the capital market through investor and press conferences, non-deal roadshows, investor forums organized by investment banks, one-on-one meetings, teleconferences and video conferences, and timely disseminates important information such as operation and development updates and release of results of the Company to the capital market through various channels including emails, press releases as well as investor relations website. In 2015, the senior management and the investor relations department of the Company held meetings and effectively communicated with around 400 analysts and investors through the above channels.



2015 Annual Results Presentation

INVESTOR RELATIONS

ATTENDANCE ANALYSIS OF INVESTOR RELATIONS ACTIVITIES IN 2015



LIST OF INVESTOR RELATIONS ACTIVITIES OF THE COMPANY IN 2015

Date	Activities	Venue
1/2015	DB Access China Conference 2015	Beijing
3/2015	2014 Annual Results Announcement – Analyst Briefing – Press Conference	Hong Kong
3/2015	Non-deal Roadshow	Hong Kong
5/2015	Macquarie Greater China Conference 2015	Hong Kong
5/2015	Nomura China TMT Corporate Day 2015	Hong Kong
5/2015	BNP Paribas 6th Asia Pacific TMT Conference	Hong Kong
6/2015	Nomura Investment Forum Asia 2015	Singapore
8/2015	2015 Interim Results Announcement – Analyst Briefing – Press Conference	Hong Kong
8/2015	Non-deal Roadshow	Hong Kong
10/2015	Jefferies 5th Annual Greater China Summit	Hong Kong
11/2015	Citi 10th China Investor Conference	Macau
11/2015	Goldman Sachs China Conference 2015	Shanghai
12/2015	Barclays 2015 Asia TMT Conference	Hong Kong

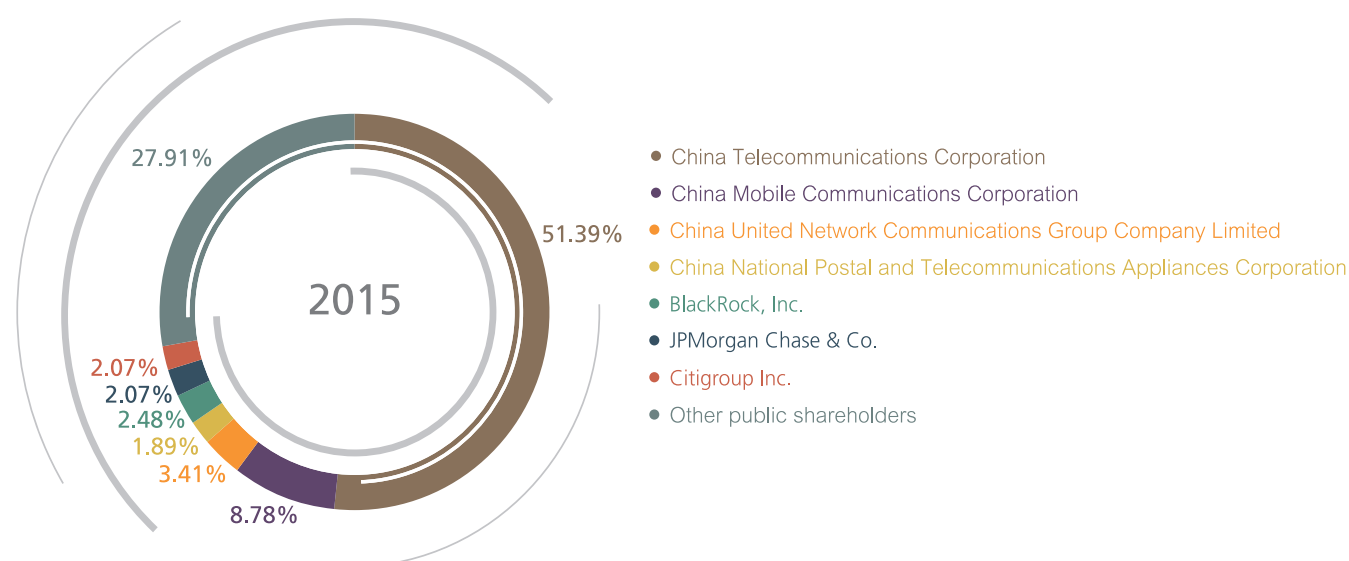
INVESTOR RELATIONS

SHAREHOLDING STRUCTURE

In 2015, the Company continued to appoint an international survey company to conduct two comprehensive surveys on the shareholding structure. Through understanding of the shareholding structure and position changes of shareholders, background, geographical distribution and investment styles, the Company was able to conduct more targeted interactive communications proactively with its shareholders and investors, thus enhancing the effectiveness of its investor relations program.

The Company's shares have been admitted in the Shanghai-Hong Kong Stock Connect Programme and open for trading by investors from Mainland China from November 2014 onwards. According to the information from the Central Clearing and Settlement System operated by the Hong Kong Securities Clearing Company Limited, as at 31 December 2015, 3.35% of the issued H share capital of the Company was held by the investors from Mainland China through China Securities Depository and Clearing Corporation Limited.

SHAREHOLDING STRUCTURE¹ AS OF 31 DECEMBER 2015



¹ For details of the material interests and short positions in shares and underlying shares of the Company, please refer to "Report of the Directors".

INVESTOR RELATIONS

INFORMATION DISCLOSURE

The Company firmly believes that information disclosure is not only the responsibility and obligation that must be discharged by a listed company in accordance with the regulatory requirements for the protection of investors' interest, but also an effective way to improve transparency and enhance the understanding of the Company by the capital market.

Since its listing, the Company has strictly complied with the information disclosure requirements for listed companies and made information disclosure by consistently adhering to the principle of timely, just, fair and accurate. In 2015, the Company published more than twenty corporate communications such as announcements and circulars. Such publications have objectively and comprehensively disclosed information regarding the Company's results, operating performance, financial information, dividend payment, poll results of general meetings, and certain voluntary disclosures as well as awards received from the capital market.

In 2015, the Company published the following information on the websites of the Stock Exchange and the Company pursuant to the Listing Rules:

19/01/2015	Poll results of the extraordinary general meeting held on 19 January 2015 and appointment of executive director
19/01/2015	Announcement of appointment of chairman and authorized representative
19/01/2015	Announcement of list of directors and their role and function
06/03/2015	Announcement relating to date of board meeting to approve the 2014 annual results
25/03/2015	Announcement of annual results for the year ended 31 December 2014
20/04/2015	Annual report 2014
20/04/2015	Notice of the annual general meeting to be held on 26 June 2015, form of proxy and attendance slip
20/04/2015	Circular relating to the proposed re-election of directors and supervisors and notice of annual general meeting
05/05/2015	Articles of Association
01/06/2015	Circular relating to the supplemental notice of annual general meeting
01/06/2015	Supplemental notice of annual general meeting to be held on 26 June 2015 and supplemental form of proxy
26/06/2015	Poll results of the annual general meeting held on 26 June 2015, payment of final dividend and appointments of directors and supervisors
26/06/2015	Announcement of list of directors and their role and function
07/08/2015	Announcement relating to the date of board meeting to approve the 2015 interim results
26/08/2015	Announcement of interim results for the six months ended 30 June 2015
14/09/2015	Interim report 2015
29/09/2015	Announcement relating to the revision of annual caps, continuing connected transactions and proposed new annual caps
29/09/2015	Announcement of appointment of deputy chief financial officer
22/10/2015	Notice of the extraordinary general meeting to be held on 11 December 2015, form of proxy and attendance slip
22/10/2015	Circular relating to the revision of annual caps, continuing connected transactions and proposed new annual caps
20/11/2015	Supplemental notice of extraordinary general meeting to be held on 11 December 2015 and supplemental form of proxy
20/11/2015	Circular relating to the supplemental notice of extraordinary general meeting
11/12/2015	Poll results of the extraordinary general meeting held on 11 December 2015
11/12/2015	Announcement of resignation and appointment of supervisor

INVESTOR RELATIONS

Other than announcements and circulars, the Company's website (<http://www.chinaccs.com.hk>) is also one of the important channels for corporate information disclosure and provides a more convenient and efficient information platform for the investors. The financial information, stock information, annual reports and investor activities of the Company, which are the information the capital market and investors concern about, are systematically disclosed in the "Investor Relations" section of the website of the Company. The Company also timely updates the content of the website to keep the investors abreast of the Company's latest development with comprehensive understanding.



Annual report is not only an important document for information disclosure of a listed company, but also one of the important means to disclose the operation philosophy, strategies, current operating performance and development trends of the Company to the investor community in detail. Hence, the Company attaches much importance to the preparation of annual reports. Through the detailed disclosures in the annual report, investors are able to have adequate and more comprehensive understanding of the Company.

The effort of the Company put in the preparation of annual report continued to receive recognition. In 2015, the 2014 annual report of the Company won the Grand Award in the category of "Best of Cover Design" at the "2015 International ARC Awards", and ranked the 22nd in "Regional Top 50" (Asia-Pacific) and received a Gold Award from the League of American Communications Professionals (LACP).

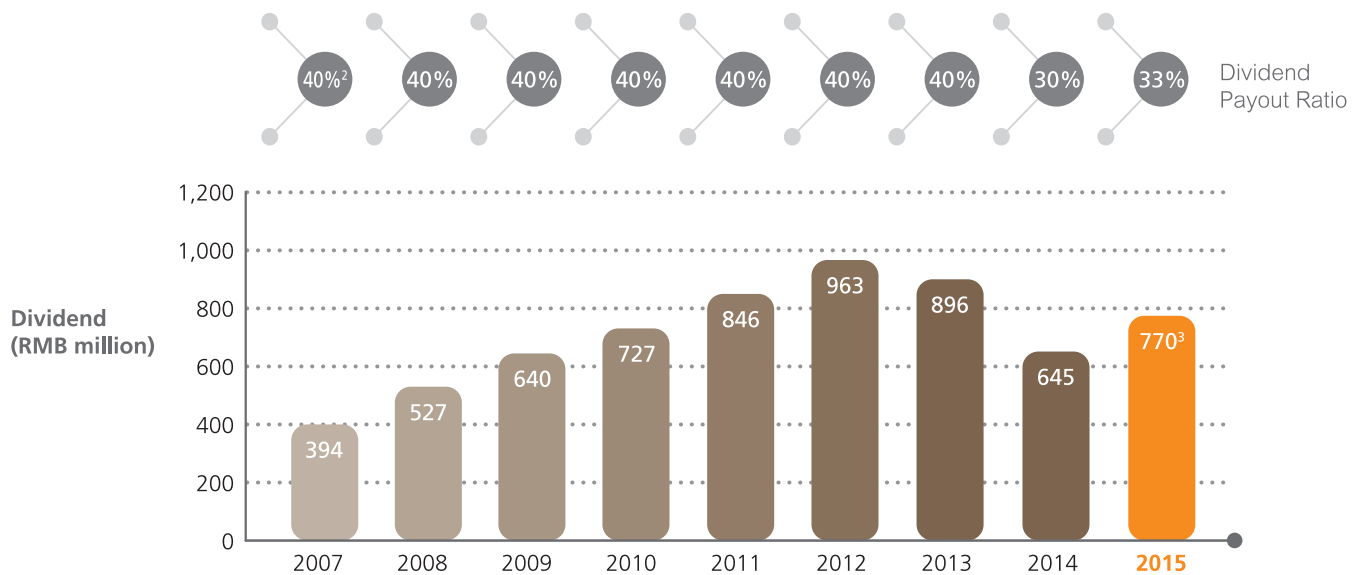


INVESTOR RELATIONS

DIVIDEND

The Company always attaches importance to our return to shareholders since our listing, and determines its dividend for the year with reference to factors such as the Company's current year performance results, financial position, cash flow, long-term development needs and investment opportunities. In 2015, in view of the Group's outstanding operating results and free cash flow for the year and the confidence in future development, the Board has proposed to distribute final dividend of RMB0.1011 per share (equivalent to a payout ratio of 30%), and a special dividend of RMB0.0101. Total dividend for 2015 is RMB0.1112 per share (equivalent to a payout ratio of 33%).

Dividend distribution of the Company since its listing is set out in the below table.



² The 2007 dividend payout ratio has been calculated after deducting the net profit contributed by the business in 13 provinces before 31 August 2007 (being the completion date of the acquisitions) when such business was acquired by the Company.

³ Subject to the approval at the 2015 annual general meeting to be held on 24 June 2016.

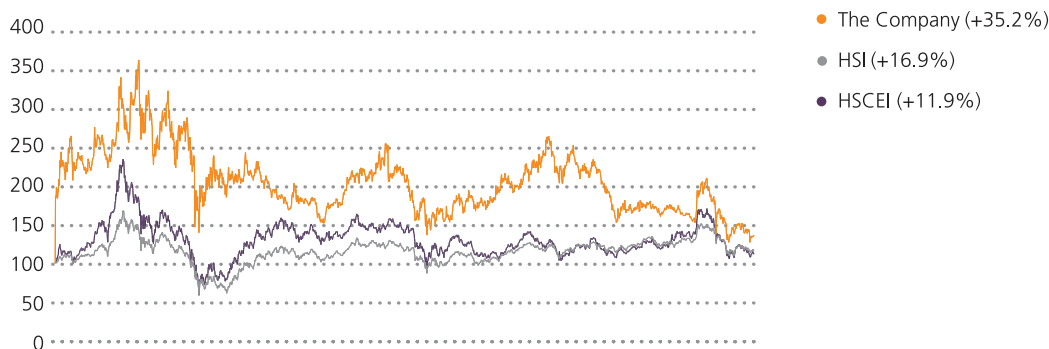
INVESTOR RELATIONS

SHARE PRICE PERFORMANCE

The H shares issued by the Company were listed on the Stock Exchange on 8 December 2006 at an offer price of HK\$2.2 per share. Since its listing, the Company has firmly captured various development opportunities arising from the industry and adapted to the policy environment and achieved sustainable and steady development through effective implementation of strategies and sound corporate governance. The Company proactively implements its investor relations program to strengthen the communication and interaction with the capital market. The price of the Company's H shares has been maintaining a favourable overall performance since its listing to 31 December 2015.

Share Price Performance Since Listing

From 8 December 2006 to 31 December 2015



In 2015, against the backdrop of the changing macro-economic environment and a series of policies introduced by the Chinese government, both the industry and market environment encountered different levels of changes and the Hong Kong stock market fluctuated and showed a downward trend. Facing the dual impact of capital market fluctuation and changes in industrial environment, the Company proactively implemented its investor relations program and communicated with the capital market in a timely and effective manner, such that the investors can have a more comprehensive and in-depth understanding towards the Company's current operation and long-term future prospects with a view to secure and strengthen investor's confidence. In 2015, the stock price of the Company remained relatively stable in the second half of the year after fluctuations in the first half. The Company's share price recorded a decline of around 20.1% for the whole year.

2015	Highest	Lowest	Closing
Price per H share of the Company (HK\$)	4.69	2.69	2.91

Share Price Performance in 2015

From 1 January 2015 to 31 December 2015



As at 31 December 2015, the total number of shares of the Company was 6,926,018,400 shares, including 4,534,598,160 domestic shares and 2,391,420,240 H shares, both at par value of RMB1.00 each. All the H shares of the Company are listed on the Stock Exchange, representing approximately 34.5% of the total number of shares of the Company. Based on the closing price as of 31 December 2015, the Company's market capitalization was about HK\$20.2 billion.

INVESTOR RELATIONS



MAJOR AWARDS AND RECOGNITIONS IN 2015

1. **"Leadership 100 Awards" by *International Finance Magazine***
 - President, Mr. Si Furong
2. **"Corporate Governance Asia Recognition Awards 2015" by *Corporate Governance Asia***
 - The Best of Asia — Icon on Corporate Governance
3. **"Asian Excellence Recognition Awards 2015" by *Corporate Governance Asia***
 - Best Chief Financial Officer
 - Best Investor Relations
4. **"The List of Best Listed Companies" by *FORTUNE China***
 - The Best Risk Management Company
5. **"The Asset Corporate Awards 2015" by *The Asset***
 - Gold Award — Financial Performance, Corporate Governance and Investor Relations
6. **"2015 China Securities Golden Bauhinia Awards" by *Tai Kung Pao***
 - The Best Listed Company in Corporate Governance
7. **"2015 International ARC Awards"**
 - Grand Award — "Best of Cover Design"
8. **"Vision Awards" by *LACP***
 - Regional Top 50 (Asia-Pacific) — rank 22nd
 - Gold Award
9. **"2015 FORTUNE China 500" published by *FORTUNE China***
 - Rank 78th

INVESTOR RELATIONS

RECOGNITIONS AND HONOURS IN THE CAPITAL MARKET

The Company is a constituent stock of “Hang Seng Corporate Sustainability Benchmark Index”. The Company is also the constituent stocks of Hang Seng Composite Index and Hang Seng Composite MidCap Index.

In 2015, there were more than 10 international investment banks and research institutions covering and regularly publishing research reports on the Company. Since its listing, the Company’s investment value has been recognized by the capital market. As of 31 December 2015, major research institutions maintained positive investment ratings such as “Buy” or “Hold” on the Company.

The Company continued to receive recognition from the capital market. In 2015, the Company was awarded many major international awards. *International Finance Magazine*, a British financial magazine, awarded the “Leadership 100 Award in 2015” to the President of the Company Mr. Si Furong, while *Corporate Governance Asia*, an authoritative journal on corporate governance in Asia, issued the honour of “Best Chief Financial Officer” to Ms. Hou Rui, our Chief Financial Officer for two consecutive years, which reflected the high recognition from the capital market on the Company’s corporate governance standard. Moreover, various authoritative institutions, such as *Fortune China*, *Corporate Governance Asia* and *The Asset* also offered recognitions and awards to the Company in respect of corporate governance, investor relations and risk management. Moreover, the Company received various important awards from international assessment institutions in respect of the design and production of the Company’s annual report. Such awards and honours showed the Company’s efforts in various aspects and indicated the high recognition from the capital market.

OTHER NECESSARY INFORMATION FOR SHAREHOLDERS

Shareholder services

Any matters relating to shareholding, such as transfer of shares, change of name or address, and loss of share certificates should be addressed in writing to the Registrar:

Computershare Hong Kong Investor Services Limited
Shops 1712–1716, 17/F., Hopewell Centre, 183 Queen’s Road East, Wanchai, Hong Kong
Telephone: (852) 2862 8628
Facsimile: (852) 2529 6087

Shareholder enquiries

Enquiry hotline during normal office hours (Monday to Friday: 09:00–18:00):
Telephone: (852) 3699 0000

Investor relations enquiries

For enquiries from institutional investors and securities analysts, please contact:

Investor Relations Department, China Communications Services Corporation Limited
Room 3203–3205, 32/F., Great Eagle Centre, 23 Harbour Road, Wanchai, Hong Kong
Telephone: (852) 3699 0000
Facsimile: (852) 3699 0120
Email: ir@chinaccs.com.hk