

INVESTOR RELATIONS

2012 marked a commencing year of the Company's 2nd 5-year plan. The Company carried on the past and heralded the future. In 2012, The Company strived to continue with its practical and efficient investor relations practices. During the year, the Company's investor relations played an active role in supporting and promoting the successful completion of the Company's rights issue plan, expanding investor base as well as enhancing communication with the capital market. Meanwhile, the Company's investor relations practices continued to be highly recognized and complimented by the capital market.

In the future, the Company will adhere to its mission that continues to perfect its multi-channel interactive communication mechanism with the capital market. The Company will also follow a principle of timely, fair and accurate information disclosure so as to further enhance its shareholders' value.

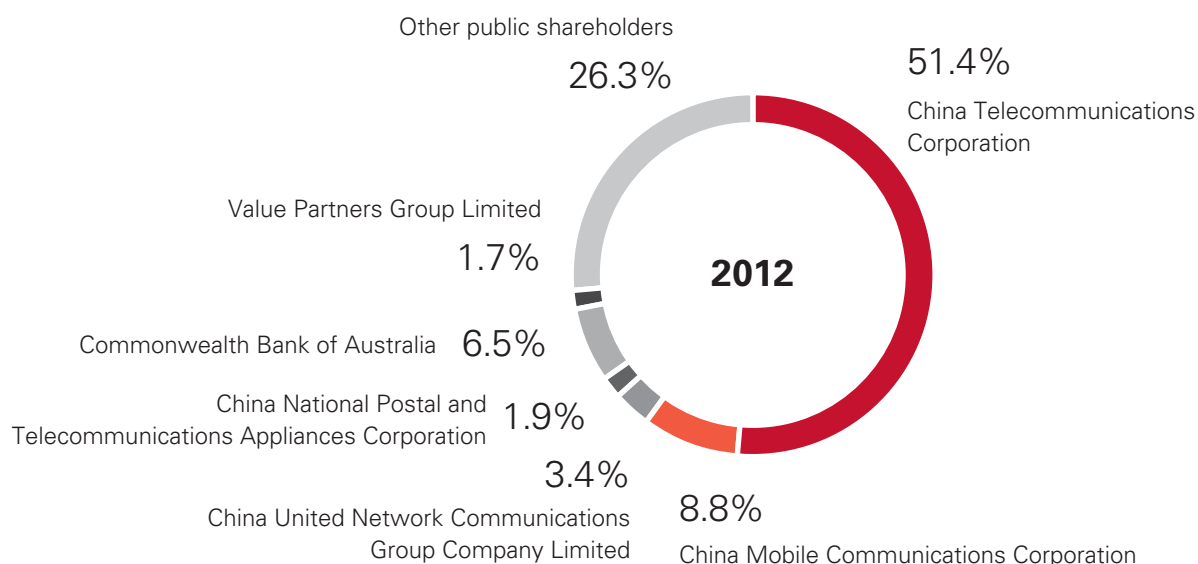
Investor Relations Activities

In 2012, the Company's rights issue plan was successful completed, during which the Company's investor relations played an active role in supporting and promoting the successful completion of the plan. By leveraging a multi-channel interactive communication mechanism, the Company continued to promote the purpose of the rights issue plan and its relevant strategies to its shareholders as well as disseminate implementation details in relation of the rights issue to investors timely and proactively. All the above have effectively led to the ultimate success of the plan.

In 2012, through its multi-channel interactive communication mechanism, the Company's efforts of investors relations played a positive role in bolstering the Company's share price performance. During the year, in view of the fluctuation in the growth of macro-economy and profit volatility in certain companies within the industry, the Company communicated with investors proactively. In addition to the introduction of the performance highlights, the Company also explicated to investors proactively the challenges faced by the Company in its operations and the corresponding actions. Such step enabled capital market to fully evaluate and understand our operation more effectively.

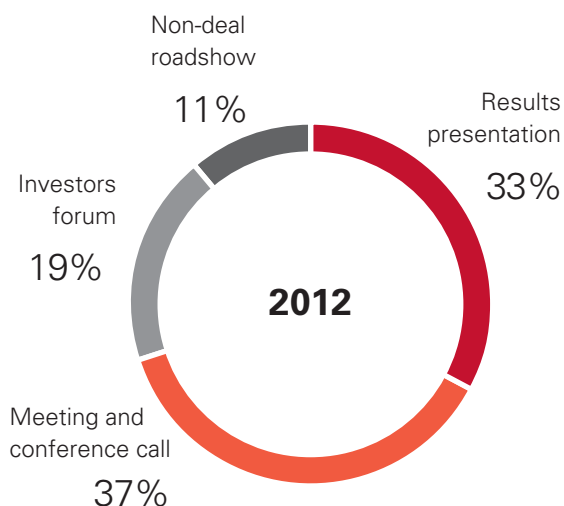
In 2012, the Company made proactively efforts in expanding investor base. During the year, the Company continued to appoint an international survey company to conduct investigation on the shareholding of the Company. Through an understanding of its shareholding structure, geographical locations of shareholders, investment styles and position changes in shareholdings, the Company pertinently developed potential investors and expanded investor base in an active and strategic manner. The Company also made good use of the investigation results to locate target markets and investors. In November 2012, the Company held a non-deal roadshow in the U.S., and showcased the operations and development strategy to its overseas investors. Such move was an important step for the expansion of its investor base.

Shareholding Structure As of 31 December 2012



In 2012, the Company continued to improve its multi-channel interactive communication mechanism with the capital market. Through diversified investors communication channels such as investor and press conferences, non-deal roadshows, investor forums held by investment banks, one-on-one meetings, teleconferences and video conferences, emails, press releases as well as investor relations website, the Company promptly released its latest operations status and promotions on its development strategies to investors. In 2012, the Company held meetings and communicated with almost 500 analysts and investors, including two investor and press conferences in respect to its operations results and three non-deal roadshows, seven investor forums held by international investment banks, as well as one-on-one meetings, teleconferences or video conferences.

Attendance Analysis of Investor Relations Activities in 2012



List of Investor Relations Activities of the Company conducted in 2012

Period	Activities	Venue
3/2012	2011 Annual Results Announcement – Analysts Briefing – Press Conference	Hong Kong
3/2012	Non-deal Roadshow	Hong Kong
4/2012	Nomura China Investor Forum	Xiamen
5/2012	Macquarie Greater China Conference	Hong Kong
6/2012	Nomura Asia Equity Forum 2012	Singapore
6/2012	DB Access China Corporate Day	Hong Kong
8/2012	2012 Interim Results Announcement – Analysts Briefing – Press Conference	Hong Kong
8/2012	Non-deal Roadshow	Hong Kong
10/2012	Jefferies 2nd Annual Asia Summit	Hong Kong
10/2012	Nomura China Telecom & Technology Corporate Day	Hong Kong
10/2012	BNP Paribas 19th China Conference	Kunming
11/2012	Non-deal Roadshow	USA

Information Disclosure

The Company firmly believes that information disclosure is not only the responsibility and obligation to protect investors' interest in accordance with the regulatory provisions for the listed companies, but also an important means to improve transparency, enhance the understanding of the Company by the capital market and establish a smooth communication channel.

Since its listing, the Company has strictly complied with the information disclosure requirements for listed companies and made information disclosure in a timely, just, fair and accurate manner. In 2012, the Company published more than 20 corporate communications such as announcements and circulars. Such publications have objectively and comprehensively disclosed information regarding the Company's results, operating performance, financial information, rights issue, dividend payment, connected transactions and poll results of shareholder meetings, and certain other voluntary disclosures as well as awards received from the capital market. The Company's website (<http://www.chinaccs.com.hk>) is not only a distribution channel for relevant corporate information dissemination, but also an important platform for the investors to access Company's information.

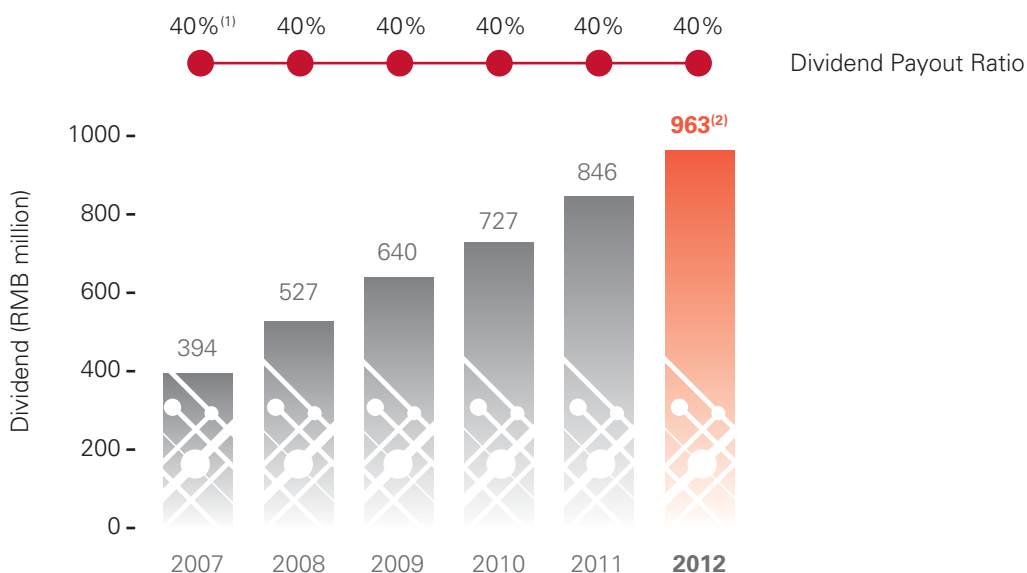
In 2012, the Company published the following information on the websites of the Stock Exchange and the Company pursuant to the Listing Rules:

12-Jan-12	Circular relating to the listing documents (H shares rights issue prospectus etc.)
6-Feb-12	Announcement of the allotment results for the rights issue
14-Mar-12	Announcement relating to the date of the board meeting to approve the 2011 annual results
29-Mar-12	Announcement of annual results for the year ended 31 December 2011
19-Apr-12	2011 annual report
19-Apr-12	Circular relating to the proposed election and re-election of directors and supervisors and notice of the AGM
19-Apr-12	Notice of the annual general meeting to be held on 28 June 2012, reply slip and proxy form
1-Jun-12	Announcement in relation to the Audit of National Audit Office
13-Jun-12	Circular relating to the supplemental notice of annual general meeting
13-Jun-12	Supplemental notice of annual general meeting to be held on 28 June 2012 and proxy form
20-Jun-12	Announcement of acquisitions
28-Jun-12	Poll results of the annual general meeting held on 28 June 2012, payment of final dividend and appointments of directors and supervisors
30-Jul-12	Announcement of resignation of independent non-executive director
16-Aug-12	Announcement relating to the date of the board meeting to approve the 2012 interim results
29-Aug-12	Announcement of interim results for the six months ended 30 June 2012
11-Sep-12	Announcement of resignation of non-executive director

14-Sep-12	2012 interim report
20-Sep-12	Announcement relating to the revision of annual caps, renewal of continuing connected transactions, proposed new annual caps and proposed appointment of non-executive director
27-Sep-12	Circular relating to the revision of annual caps, renewal of continuing connected transactions, proposed new annual caps and proposed appointment of non-executive director
27-Sep-12	Notice of the extraordinary general meeting to be held on 27 November 2012, reply slip and proxy form
27-Nov-12	Poll results of the extraordinary general meeting held on 27 November 2012 and appointment of non-executive director

Dividends

The Company attaches great importance to the shareholders' views on its dividends, and determines its dividends with reference to the Company's financial status, long-term development needs and potential investment opportunities. Since its listing in 2006, the Company has endeavored to maintain a stable dividend payout ratio although funding requirement is more demanding due to the enlarging business scale and the needs for strategic development in the future. The following table shows the steady growth of the Company's dividend and the stable dividend payout ratio since its listing, which demonstrates the Company's continued efforts in steadily increasing shareholders return.



Notes:

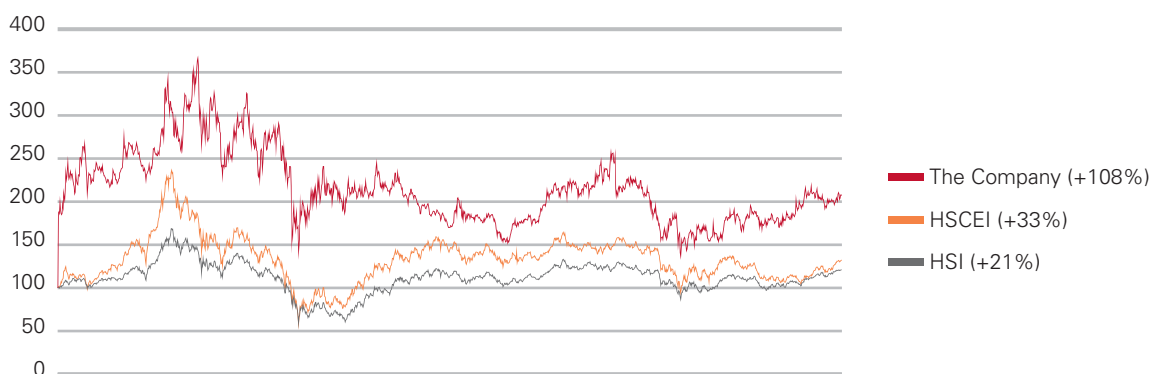
- (1) The calculation of the 2007 dividend payout ratio excluded the new profits contributed by the acquisitions in 13 provincial business prior to 31 August 2007 (being the completion date of the acquisitions).
- (2) Subject to the approval at the 2012 annual general meeting to be held on 27 June 2013.

Share Price Performance

The Company's H shares were listed on the Stock Exchange on 8 December 2006 at an offer price of HK\$2.2 per share. During the last six years since its listing, the Company has sustained steady business growth. On the basis of stable performance, sound corporate governance, together with pragmatic and efficient investor relations, the share price performance had been good in overall terms. The price of the Company's H shares as at 31 December 2012 has doubled with an increase over 108% since its listing. In 2012, the share price of the Company increased by 31% and outperformed the Hang Seng Index and Hang Seng China Enterprises Index.

Share Price Performance Since Listing

From 8 December 2006 to 31 December 2012

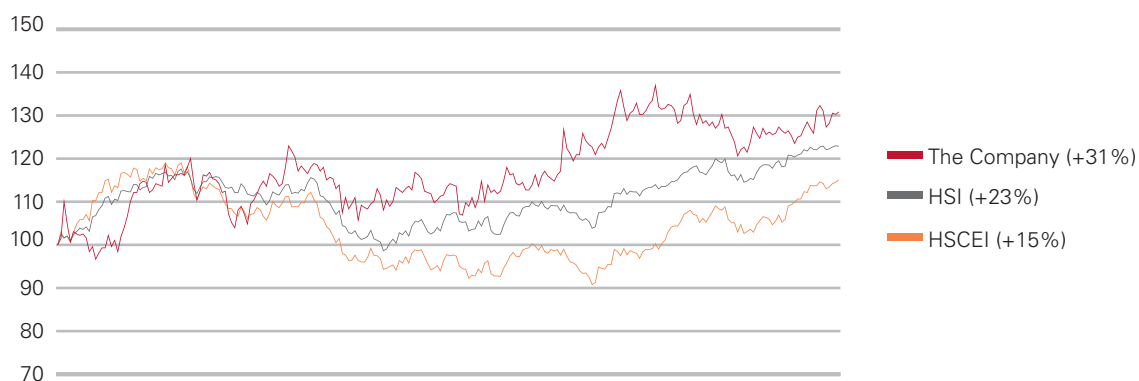


As of 31 December 2012, the total number of shares for the Company was 6,926,018,400 shares, of which, 4,534,598,160 shares were domestic shares and 2,391,420,240 shares were H shares, both with par value of RMB1.00 each. All the H shares of the Company are listed at the Stock Exchange, representing approximately 34.5% of the total shares of the Company. Based on the closing price as of 31 December 2012, the Company's market value was about HK\$31 billion.

2012	Highest	Lowest	Closing
Price per H share of the Company (HK\$)	4.69	3.31	4.48

Share Price Performance in 2012

From 1 January 2012 to 31 December 2012



Recognitions and Honors in the Capital Market

In 2012, there were an increasing number of analysts and institutional investors covering and closely following the Company. There were more than 10 international research institutions regularly publishing research reports on the Company. Since its listing, the Company's investment value has been highly recognized by the capital market and as of 31 December 2012, most of the major research institutions maintained "Buy" or "Hold" investment ratings on the Company.

In 2012, the Company continued to achieve breakthroughs in respect of investor relations, and was highly recognized by the capital market. The Company was awarded over 10 major international awards or honors during the year. This year, the Company was voted the No.1 "Best Managed Companies in China" in *Euromoney's* "Best Managed Companies in Asia" ranking, and also ranked the sixth of the "Overall Performance in Best Managed Companies in Asia" amongst the 207 corporate candidates across various industries in Asia. It was the first award from *Euromoney* since the Company's listing, and this was not only an underline of the Company's continuous hard work and excellent performance in corporate governance over the years, but also an evidence that the capital market highly recognized the Company's adherence to strive for best corporate governance practice.

The Company was also awarded the Gold Award in "Best Investor Relations" by *The Asset* during "The Asset Corporate Awards 2012" for the third consecutive year, and various awards such as ARC Award and *Corporate Governance Asia*. In the future, the Company will endeavor to perfect its investor relations and continue to bridge the Company with the capital market closely, with an aim to improve shareholder's value.

Major Awards and Recognitions in 2012



“Best Managed Companies in Asia 2013” by *Euromoney*
– **China – Rank 1st**
– **Asia – Rank 6th**



“Corporate Governance Asia Recognition Award 2012” by *Corporate Governance Asia*
– **The Best of Asia**



“Asian Excellence Recognition Awards 2012” by *Corporate Governance Asia*
– **Best Investor Relations by a China Company**



“The Asset Corporate Awards 2012” by *The Asset*
– **Gold Award – Financial Performance, Corporate Governance and Investor Relations**



“Top 100 Hong Kong Listed Companies – Top 10 Best Overall Performance (Mid-cap Enterprise)”
– **Rank 5th**



“2012 International ARC Awards”
– **“Cover Photo/Design” – Gold Award**
– **“Interior Design” – Bronze Award**

“The Most Innovative Chinese Companies 2012” published by *Fortune China*
– **Rank 14th**

“2012 FORTUNE China 500” published by *Fortune China*
– **Rank 87th**

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, 17th Floor, 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:
Telephone: (852) 3699 0000

Investor relations

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

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Room 3203–3205, 32/F., Great Eagle Centre, 23 Harbour Road, Wanchai, Hong Kong
Telephone: (852) 3699 0000
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