

# INVESTOR RELATIONS

## Investor Relations Policy and Guidelines

The Company recognises the fundamental importance of maintaining effective communication with its existing and potential investors. We strive to provide clear and timely information that is reasonably required to make a fair investment decision with regard to the Company's equity and debt securities. We also highly value investor feedback and comments which are important for the formulation of the Company's growth strategies to ensure its sustainable development and to enhance shareholder values.

## Investor Relations Programmes

The objective of the Company's investor relations programmes aims to

promote, through various channels, timely and effective communication with the investment community to enhance their knowledge and understanding of the Company's development and strategies. The investment community refers to existing and potential investors of the Company's securities, analysts and securities market professionals. The Company's securities include both equity securities and debt securities.

The Company's investor relations strategies and programmes are formulated and overseen by the Investor Relations Committee, which is chaired by the Company's Chief Executive and consists of other senior management. The Investor Relations Division of the Board Secretariat, which reports directly to the Board, is responsible for the implementation

of these strategies and acts as an intermediary between the Company and the investment community. Both the Board and the Committee evaluate the effectiveness of the investor relations programmes on a regular basis.

The Company's senior management is highly supportive and actively involved in investor relations activities. We will actively meet with the investment community in meetings, conferences and road-shows. During these meetings, we will discuss general public information, including disclosed financial information and historical data, markets and products strategies, business strengths and weaknesses, growth opportunities and threats etc. Such contents will be discussed so long as it is not considered to be material non-public information.

## Multi-communication channels

- Annual General Meeting
- Results briefings
- Investor/Analyst feedback

- Corporate website
- Investor emails or inquiries
- Email alert service

- Global road-shows
- Investor conferences
- Company visits
- Investor/Analyst workshops

## Information Disclosure Policy

Relevant laws in respect of information disclosure of listing companies has become effective since 1 January 2013. The Company attaches high importance to the principles of information disclosure on timeliness, fairness and transparency, and in addition proactively discloses the information that may have impact on making investment decisions. In accordance with relevant legislations and statutory requirements, the Company formulates Information Disclosure Policy, which is available on the Company's website for public reference. Such policy contains clear guidelines to ensure:

1. disclosure information is in compliance with the Listing Rules and other regulatory requirements;
2. all communications with the public, including the investment community and the media, follow the principles of timeliness, fairness, truthfulness, accuracy and compliance;
3. effective monitoring of procedures for information disclosure.

## Access to Corporate Information

The Investor Relations section of the Company's website ([www.bochk.com/ir](http://www.bochk.com/ir)) provides shareholders and investors with access to the Company's latest development according to the principles of Information Disclosure Policy. These include information in relation to the Company's key developments, interim and annual results as well as quarterly financial and business review updates. Public can also access such important

announcements through the Stock Exchange of Hong Kong.

The Investor Relations section also includes information on credit ratings, share and dividend, as well as a corporate calendar which provides dates of important events.

Shareholders and investors are encouraged to view the Company's corporate materials online to support environmental conservation. The Investor Relations website also includes an e-mail alert service to provide corporate updates on the Company's financial performance and latest development. Shareholders and other interested parties may register if they are interested to receive such updates by email.



## Overview of Investor Relations Activities in 2012

In 2012, the Company continued its efforts to provide effective channels for proactive communication with the investment community.

### Annual General Meeting

At the Annual General Meeting held in May 2012, the former Chairman of the Board, who resigned on 17 March 2013, the Chairmen of the Nomination and Remuneration Committee, the Risk Committee and the Strategy and Budget Committee respectively, members of the Audit Committee, the Company's senior management as well as external auditor were present to respond to questions and comments from shareholders. A total of 973 registered shareholders, 260 authorised corporate representatives and 428 authorised proxies holding an aggregate of 10,353,615,678 shares, representing 97.93% of the total issued share capital of the Company were present at the 2012 AGM. Minutes of the AGM were available to shareholders on the Company's website.

### Results Announcement

At the Company's 2011 annual results announcement and 2012 interim results announcement, the senior management led by the Chief Executive conducted briefings with analysts and the press to apprise them of the Company's operating and financial results, business strategies and outlook. The presentation materials, announcements and webcasts were available to the public on the Company's website.

In addition to the interim and annual results announcements, the Company also published quarterly financial and business reviews to keep shareholders up to date about the Company's latest performance and financial position.

### Communication with the investment community

In 2012, the Company held over 170 meetings with investors and analysts across the world with total attendances of approximately 450. These meetings were conducted during global road-shows, investor conferences, company visits and conference calls in order to enable investors better understand the Company's strategies and new business initiatives. The Company is widely covered by more than 20 securities research institutions.

Through emails, direct dialogue with investors and investor feedback, the Company continued to promote two-way communication. The responses received from investors enabled the Company to better understand the market focus which helped formulate its investor relations plan and continually improved the investor relations practices.

### Investor Relations Awards

During 2012, BOC Hong Kong (Holdings) was ranked top 4 in Best Investor Relations in "a Hong Kong Company" and in "Banks & Financial Services" by IR Magazine. Over 400 portfolio managers and analysts across Greater China and South East Asia

participated in the survey and were asked to nominate and rank up to 4 companies which they believed to be the best investor relations in such categories. This recognition from the investment community demonstrated the Company's efforts in investor relations practices.

### Going Forward

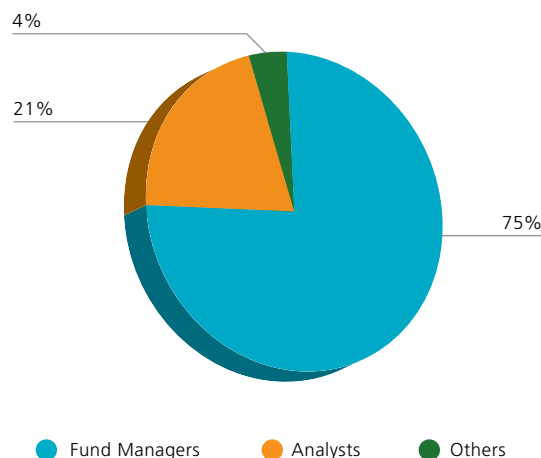
Under the principles of timeliness, fairness and transparency, the Company will continue to pursue proactive investor relations practices. Effective investor relations programmes will be formulated to keep the investment community adequately informed of the Company's present and future development. The Company will also benchmark its programmes against best practices for continuous improvement and more efficient communication with the investment community.

### Investor Relations Contact

Enquiries can be directed to:

Investor Relations Division  
 BOC Hong Kong (Holdings) Limited  
 52nd Floor, Bank of China Tower  
 1 Garden Road, Hong Kong  
 Telephone: (852) 2826 6314  
 Facsimile: (852) 2810 5830  
 E-mail: investor\_relations@bochk.com

Investor Meetings by Category



# INVESTOR RELATIONS

## Shareholder Information

### Financial Calendar 2013

Major Events	Dates
Announcement of 2012 annual results	26 March (Tuesday)
Latest time for lodging transfers for entitlement to attend and vote at the 2013 Annual General Meeting	22 May (Wednesday) 4:30 p.m.
Book closure period (both days inclusive)	23 May (Thursday) to 28 May (Tuesday)
Latest time for lodging proxy forms for the 2013 Annual General Meeting	26 May (Sunday) 2:00 p.m.
2013 Annual General Meeting	28 May (Tuesday) 2:00 p.m.
Last day in Hong Kong for dealing in the Company's shares with entitlement to final dividend	29 May (Wednesday)
Ex-dividend date	30 May (Thursday)
Latest time for lodging transfers for entitlement to final dividend	31 May (Friday) 4:30 p.m.
Book closure period (both days inclusive)	3 June (Monday) to 6 June (Thursday)
Record date for final dividend	6 June (Thursday)
Final dividend payment date	14 June (Friday)
Announcement of 2013 interim results	Mid to late August

## Annual General Meeting

The 2013 Annual General Meeting will be held at 2:00 p.m. on Tuesday, 28 May 2013 at Four Seasons Grand Ballroom, Level 2, Four Seasons Hotel Hong Kong, 8 Finance Street, Central, Hong Kong.

## Share Information

### Listing and Stock Codes

Ordinary Shares	Level 1 ADR Programme
The Company's ordinary shares are listed and traded on The Stock Exchange of Hong Kong Limited (HKEX).	The Company maintains a Level 1 ADR facility for its ADSs. Each ADS represents 20 ordinary shares of the Company.
<b>Stock codes</b>	<b>Stock codes</b>
HKEX 2388	CUSIP No.: 096813209
Reuters 2388.HK	OTC Symbol: BHKLY
Bloomberg 2388 HK	

### Market Capitalisation and Index Recognition

As at 31 December 2012, the Company's market capitalisation was HK\$254.8 billion, among the top 20 leading stocks on the Main Board of Hong Kong Stock Exchange in terms of market capitalisation. Given the Company's market capitalisation and liquidity, its shares are a constituent of Hang Seng Index, MSCI Index and FTSE Index series. In addition, the Company is a constituent of Hang Seng Corporate Sustainability Index Series which recognises its performance in relation to corporate sustainability issues. During the year, the Company has been included as a constituent of the newly launched Hang Seng High Dividend Yield Index, demonstrating the provision of persistent stable return by the Company to investors.



## Debt Securities

<b>Issuer</b>	: Bank of China (Hong Kong) Limited, a wholly-owned and principal subsidiary of the Company		
<b>Listing</b>	: The Notes are listed and traded on The Stock Exchange of Hong Kong Limited (HKEX)		
<b>Subordinated Notes</b>			
Description	: Bank of China (Hong Kong) Limited 5.55% Subordinated Notes 2020		
Issue size	: US\$2,500 million		
Stock codes	: HKEX	4316	
	: ISIN	USY1391CAJ00	
	: Bloomberg	E1388897	
<b>Senior Notes</b>			
Description	: Bank of China (Hong Kong) Limited 3.75% Senior Notes due 2016 issued under the Medium Term Note Programme of US\$15 billion		
Issue size	: US\$750 million		
Stock codes	: HKEX	4528	
	: ISIN	USY1391CDU28	
	: Bloomberg	E18623411	

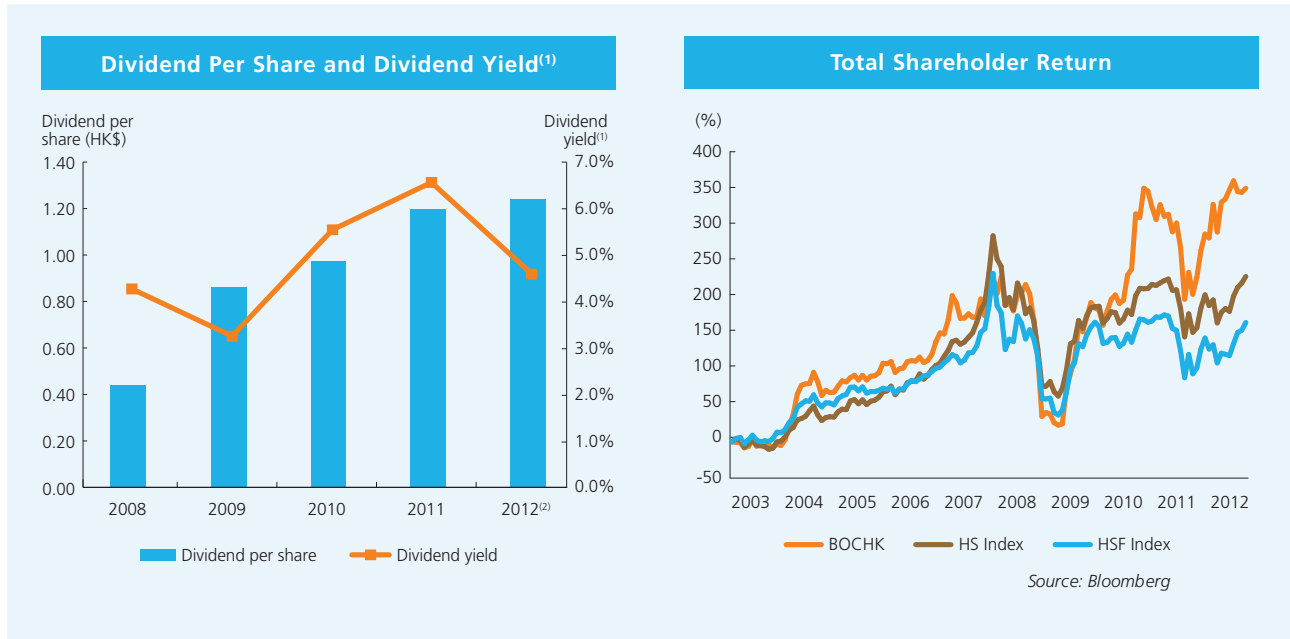
## Share Price and Trading Information

Share price (HK\$)	2012	2011	2010
Closing price at year end	24.10	18.40	26.45
Highest trading price during the year	25.00	28.35	29.40
Lowest trading price during the year	18.18	14.24	15.92
Average daily trading volume (m shares)	11.77	18.97	17.20
Number of ordinary shares issued (shares)	10,572,780,266		
Public float	Approximately 34%		
Nominal value per share	HK\$5.00		

# INVESTOR RELATIONS

## Dividends

The Directors has recommended a final dividend of HK\$0.693 per share, which is subject to the approval of shareholders at the 2013 Annual General Meeting. With the interim dividend per share of HK\$0.545 paid during 2012, the total dividend per share will be amounted to HK\$1.238 for the whole year.



- (1) Annual dividend yield is calculated based on actual dividends paid to shareholder during that year (final dividend of previous year and interim dividend of the year) and closing share price of previous year-end.
- (2) 2012 final dividend will be subject to shareholders' approval at the Company's forthcoming Annual General Meeting.

Total shareholder return is measured by share price appreciation and reinvested dividends.

## Credit Ratings (long-term)

Standard & Poor's:	A+
Moody's Investors Service:	Aa3
Fitch Ratings:	A

## Shareholding Structure and Shareholder Base

As at 31 December 2012, the Company had 10,572,780,266 shares in issue of which approximately 34% was held by the public and 0.24% was held in the form of ADSs. The Company's 85,968 registered shareholders were distributed in various parts of the world, including Asia, Europe, North America and Australia. Apart from BOC, the Company is not aware of any major shareholders with a shareholding of more than 5% which has to be reported under the SFO of Hong Kong.



During the year, the shareholder structure of the Company remained stable. The following table shows the distribution of ownership according to the register of members which includes registered shareholders and shareholders recorded in the participant shareholding report generated from the Central Clearing and Settlement System as at 31 December 2012:

Category	Number of registered shareholders	% of shareholders	Number of shares held by registered shareholders	% of total issued share capital
Individuals	85,836	99.85	228,216,842	2.16
Institutions, corporates and nominees <sup>(Note)</sup>	131	0.15	3,403,485,668	32.19
Bank of China Group <sup>(Note)</sup>	1	0.00	6,941,077,756	65.65
Total	85,968	100.00	10,572,780,266	100.00

Note:

As recorded in the register maintained by the Company pursuant to section 336 of the SFO, the total number of shares held by Bank of China Group was 6,984,274,213 shares, representing 66.06% of the total issued share capital of the Company as at 31 December 2012. This figure included certain numbers of shares held for Bank of China Group in the securities account opened with BOCI Securities Limited, a participant of Central Clearing and Settlement System. Accordingly, these shares are included under the category of 'Institutions, corporates and nominees'.

## Shareholder Enquiries

For any enquiries or requests relating to shareholder's shareholding, e.g. change of personal details, transfer of shares, loss of share certificates and dividend warrants, etc., please send in writing to:

Hong Kong	Computershare Hong Kong Investor Services Limited 17M Floor, Hopewell Centre 183 Queen's Road East, Wan Chai, Hong Kong Telephone: (852) 2862 8555 Facsimile: (852) 2865 0990 E-mail: hkinfo@computershare.com.hk
USA	Citibank Shareholder Services 250 Royall Street Canton, MA 02021, USA Telephone: 1-877-248-4237 (toll free) 1-781-575-4555 (outside USA) E-mail: Citibank@shareholders-online.com

## Other Information

This Annual Report is available in both English and Chinese. A copy prepared in the language different from that in which you have received is available by writing to the Company's Share Registrar, Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong or email to bochk.ecom@computershare.com.hk. This Annual Report is also available (in both English and Chinese) on the Company's website at www.bochk.com and the Stock Exchange's website at www.hkexnews.hk. You are encouraged to access the corporate communications of the Company through these websites in lieu of receiving printed copies to help protect the environment. We believe that it is also the most efficient and convenient method of communication with our shareholders.

If you have any queries about how to obtain copies of this Annual Report or how to access the corporate communications on the Company's website, please call the Company's hotline at (852) 2846 2700.