

# Investor Relations

## Investor Relations Policy and Guidelines

The Company recognises the fundamental importance of maintaining effective communication with its existing and potential investors. We aim 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 for the formulation of the Company's growth strategies to ensure its sustainable development and enhance shareholder value.

## Investor Relations Programmes

The objectives of the Company's investor relations programmes are 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 comprises members of the 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 communicate with the investment community in meetings, conferences and road-shows during which we discuss general public information, including disclosed financial information and historical data, markets and product strategies, business strengths and weaknesses, growth opportunities and threats. Any topic will be discussed so long as it is not considered to be material non-public information.

## Information Disclosure Policy

Relevant laws in respect of information disclosure of Hong Kong listed companies became effective on 1 January 2013. The Company attaches high importance to the principles of information disclosure with regard to timeliness, fairness and transparency, and proactively discloses information that may have an impact on investment decision-making. In accordance with relevant legislation and statutory requirements, the Company has prepared an Information Disclosure Policy, which is available on the Company's



website for public reference. The policy contains clear guidelines to ensure the following:

1. information disclosure 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; and
3. effective monitoring of procedures for information disclosure is in place.

## Access to Corporate Information

The Investor Relations section of the Company's website ([www.bochk.com](http://www.bochk.com)) provides shareholders and investors with access to information on the Company's latest developments according to the principles of the 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. Members of the public can access important announcements through the Stock Exchange of Hong Kong. The website also includes regulatory disclosure information that complies with the applicable requirements set out in the Banking (Disclosure) Rules as stipulated by the Hong Kong Monetary Authority.

The Investor Relations section also includes information on credit ratings, shares and dividends, as well as a corporate calendar with 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 developments. Shareholders and other interested parties may register on the website to receive updates by email.

## Overview of Investor Relations Activities in 2017

In 2017, the Company continued its efforts to provide effective channels for communication with the investment community.

### Annual General Meeting

At the Annual General Meeting held in June 2017, the Vice Chairmen of the Board, the Chairmen and members of the Risk Committee and the Strategy and Budget Committee, members of the Audit Committee, the Nomination Committee and the Remuneration Committee respectively, the Company's senior management and external auditor were present to respond to questions and comments from shareholders. A total of 1,720 registered shareholders, 663 authorised corporate representatives and 740 authorised proxies holding an aggregate of 8,539,812,151 shares, representing 80.77% of the Company's total number of shares in issue, were present. Minutes of the 2017 Annual General Meeting were made available to shareholders on the Company's website.

### Extraordinary General Meeting

At the Extraordinary General Meeting held in June 2017, the Vice Chairmen of the Board, the Chairmen and members of the Risk Committee and the Strategy and Budget Committee, members of the Audit Committee, the Nomination Committee and the Remuneration Committee respectively, the Company's senior management and the independent financial adviser in connection with the continuing connected transactions and the new caps were present to respond to questions and comments from shareholders. A total of 1,734 registered shareholders, 474 authorised corporate representatives and 631 authorised proxies holding an aggregate of 1,596,506,036 shares, representing 15.10% of the Company's total number of shares in issue, were present. All relevant connected persons abstained from voting on the resolution at the said meeting. Minutes of the Extraordinary General Meeting were made available to shareholders on the Company's website.

### Results Announcements

At the Company's 2016 annual results announcement and 2017 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.

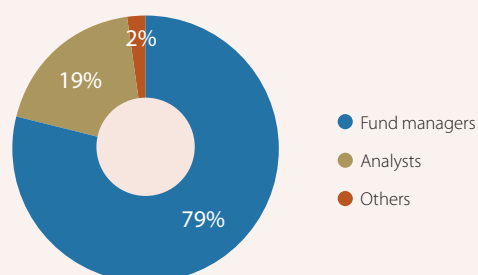
In addition to the interim and annual results announcements, the Company published quarterly financial and business reviews to keep shareholders up to date about the Company's performance and financial position.

## Communication with the Investment Community

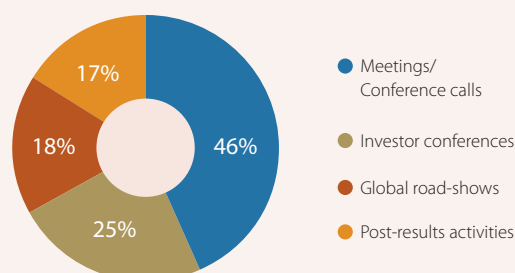
In 2017, the Company held approximately 190 meetings with investors and analysts across the world, with a total attendance of over 550. These meetings, which were conducted to give investors a better understanding of the Company's strategies and new business initiatives, were held during global road-shows, investor conferences, company visits and conference calls. The Company is widely covered by more than 15 securities research institutions. In order to expand investor base, optimise its geographical distribution and capture the increasing popularity of the Mutual Market Access programme between mainland and Hong Kong, the Company proactively conducted visits to institutional investors in the cities of China including Beijing, Shanghai and Shenzhen in addition to those based in New York, Boston, Tokyo and Singapore. These efforts were conducive to a higher institutional shareholding among mainland investors. As to promote market understanding of our regional development strategy, the Company also facilitated an investor group visit to our subsidiary in Malaysia which helped investors acquire a deeper knowledge about the implementation of the Company's strategy and its domestic subsidiary's operations.

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 its market focus which helped formulate its investor relations plan and continually improved its investor relations practices.

### Investor Meetings by Category



### Investors Met by Event



# Investor Relations

## Going Forward

Under the principles of timeliness, fairness and transparency, the Company will continue to pursue proactive investor relations practices, including effective investor relations programmes 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  
24th Floor, Bank of China Tower  
1 Garden Road, Hong Kong

Telephone: (852) 2826 6314  
Facsimile: (852) 2810 5830  
E-mail: investor\_relations@bochk.com

## Shareholder Information

### Financial Calendar 2018

#### Major Events

#### Dates

Announcement of 2017 annual results	29 March (Thursday)
Latest time for lodging transfers for entitlement to attend and vote at the 2018 Annual General Meeting	20 June (Wednesday) 4:30 p.m.
Book closure period (both days inclusive)	21 June (Thursday) to 27 June (Wednesday)
Latest time for lodging proxy forms for the 2018 Annual General Meeting	25 June (Monday) 2:00 p.m.
2018 Annual General Meeting	27 June (Wednesday) 2:00 p.m.
Last day in Hong Kong for dealing in the Company's shares with entitlement to final dividend	28 June (Thursday)
Ex-dividend date	29 June (Friday)
Latest time for lodging transfers for entitlement to final dividend	3 July (Tuesday) 4:30 p.m.
Book closure period (both days inclusive)	4 July (Wednesday) to 9 July (Monday)
Record date for final dividend	9 July (Monday)
Final dividend payment date	16 July (Monday)
Announcement of 2018 interim results	Mid to late August

## Annual General Meeting

The 2018 Annual General Meeting will be held at 2:00 p.m. on Wednesday, 27 June 2018 at Grand Ballroom, The Lobby Floor, Grand Hyatt Hong Kong, 1 Harbour Road, Wan Chai, 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.	
Stock codes		Stock codes	
HKEX	2388	CUSIP No.	096813209
Reuters	2388.HK	OTC Symbol	BHKLY
Bloomberg	2388 HK		

### Market Capitalisation and Index Recognition

As at 29 December 2017, the Company's market capitalisation was HK\$418.7 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 and Hang Seng High Dividend Yield Index, which recognises its performance in related areas.

### Debt Securities

Issuer	:	Bank of China (Hong Kong) Limited, a wholly-owned and principal subsidiary of the Company
Listing	:	The Notes are listed and traded on The Stock Exchange of Hong Kong Limited

#### Subordinated Notes

Description	:	Bank of China (Hong Kong) Limited 5.55% Subordinated Notes due 2020
Issue size	:	US\$2,500 million
Stock codes	:	HKEX 4316
		ISIN USY1391CAJ00 (Regulation S)
		US061199AA35 (Rule 144A)
		Bloomberg E11388897

### Share Price and Trading Information

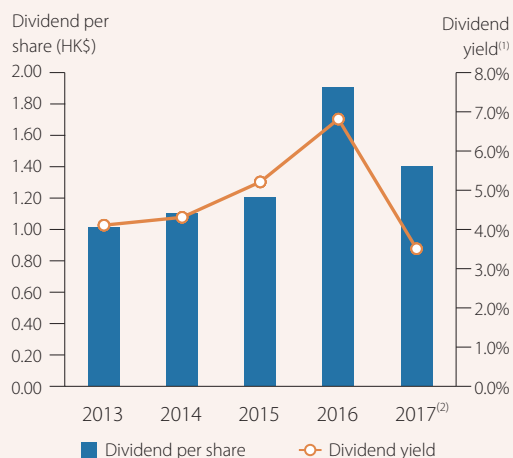
Share price (HK\$)	2017	2016	2015
Closing price at year end	39.60	27.75	23.70
Highest trading price during the year	40.50	29.85	33.70
Lowest trading price during the year	27.65	18.82	22.30
Average daily trading volume (m shares)	11.63	11.55	12.75
Number of ordinary shares issued (shares)	10,572,780,266		
Public float	Approximately 34%		

# Investor Relations

## Dividends

The Board of Directors has recommended a final dividend of HK\$0.758 per share, which is subject to the approval of shareholders at the 2018 Annual General Meeting. With the interim dividend per share of HK\$0.545 and the special dividend per share of HK\$0.095 paid during 2017, the total dividend per share will amount to HK\$1.398 for the full year.

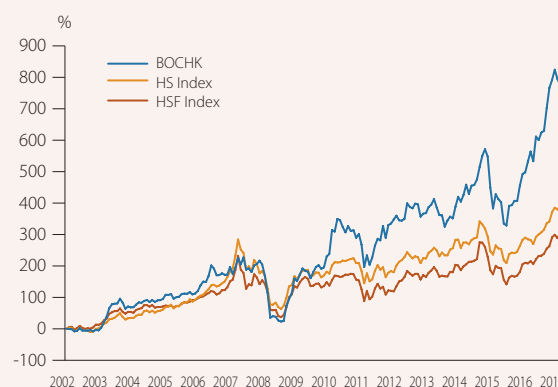
### Dividend Per Share and Dividend Yield<sup>(1)</sup>



(1) Annual dividend yield is calculated based on dividends of the year (i.e. interim dividend, special dividend and proposed final dividend of the year) and closing share price at that year-end.

(2) 2017 proposed final dividend will be subject to shareholders' approval at the Company's forthcoming Annual General Meeting.

### Total Shareholder Return since Initial Public Offering



Source: Bloomberg

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 2017, the Company had 10,572,780,266 shares in issue of which approximately 34% was held by the public and 0.35% was held in the form of ADSs. The Company's 75,554 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.



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 2017:

Category	Number of registered shareholders	% of registered shareholders	Number of shares held by registered shareholders	Approximate % of total issued shares
Individuals	75,426	99.83	225,405,334	2.13
Institutions, corporates and nominees <sup>Note</sup>	127	0.17	3,406,297,176	32.22
Bank of China Group <sup>Note</sup>	1	0.00	6,941,077,756	65.65
Total	75,554	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 approximately 66.06% of the total number of shares in issue of the Company as at 31 December 2017. 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 the 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](mailto:hkinfo@computershare.com.hk)

### USA

Citibank, N.A. Shareholder Services  
 P.O. Box 43077, Providence, Rhode Island 02940-3077, USA  
 Telephone: 1-877-248-4237 (toll free)  
 1-781-575-4555 (outside USA)  
 E-mail: [citibank@shareholders-online.com](mailto: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.com@computershare.com.hk](mailto:bochk.com@computershare.com.hk). This Annual Report is also available (in both English and Chinese) on the Company's website at [www.bochk.com](http://www.bochk.com) and the Stock Exchange's website at [www.hkexnews.hk](http://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.