



國泰君安國際

GUOTAI JUNAN INTERNATIONAL

Constituent of FTSE's ESG Index



Guotai Junan International 2022 Interim Results

August 2022



Best Investor Relations
Respected Company

Institutional Investor
2021



Excellence Award of
WM Platform (GBA)

Bloomberg Businessweek
2021



Gold Award - ESG
Corporate Awards

The Asset
2021



Securities House
of the Year

Asia Risk
2021



Performance Awards for
Asian HY Bond Fund

Insights & Mandate
2021

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This presentation and subsequent discussions may contain forward-looking statements that involve risks and uncertainties. These statements are generally indicated by the use of forward-looking terminology such as such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates,” “potential,” “continue,” “ongoing,” “targets,” “guidance” or may be expressed as being the results of actions that may or are expected to occur in the future. In addition, statements that are not historical facts, including statements about GTJAI’s strategies and business plans, GTJAI’s beliefs, expectations and guidance regarding the growth of its business and its revenue, the business outlook and quotations from management in this presentation, as well as GTJAI’s strategic and operational plans, are or contain forward-looking statements.

Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: GTJAI’s expected revenue growth and ability to maintain or grow its revenue or business; fluctuations in general economic and business conditions globally; uncertainties arising from competition among countries and geopolitical tensions; changes in laws, regulations and regulatory environment that affect GTJAI’s business operations; risks associated with the performance of our business partners; privacy and data protection regulations and concerns; impacts of the COVID-19 pandemic and assumptions underlying or related to any of the foregoing.

All information provided in this presentation is as of the date of this presentation and are based on assumptions that we believe to be reasonable as of this date, and GTJAI does not undertake any obligation to update any forward-looking statement, except as required under applicable law.

Agenda

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Financial Review

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Financial Indicators | Dividend | Cost | Revenue breakdown |
Balance Sheet | Risk Management | Credit Rating | Liquidity Management

Sustainability

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ESG | Sustainable Finance

Business Development

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Wealth Management | Institutional Solutions & Derivatives | Corporate Finance
and Capital Market

Honours and Branding

Page 27

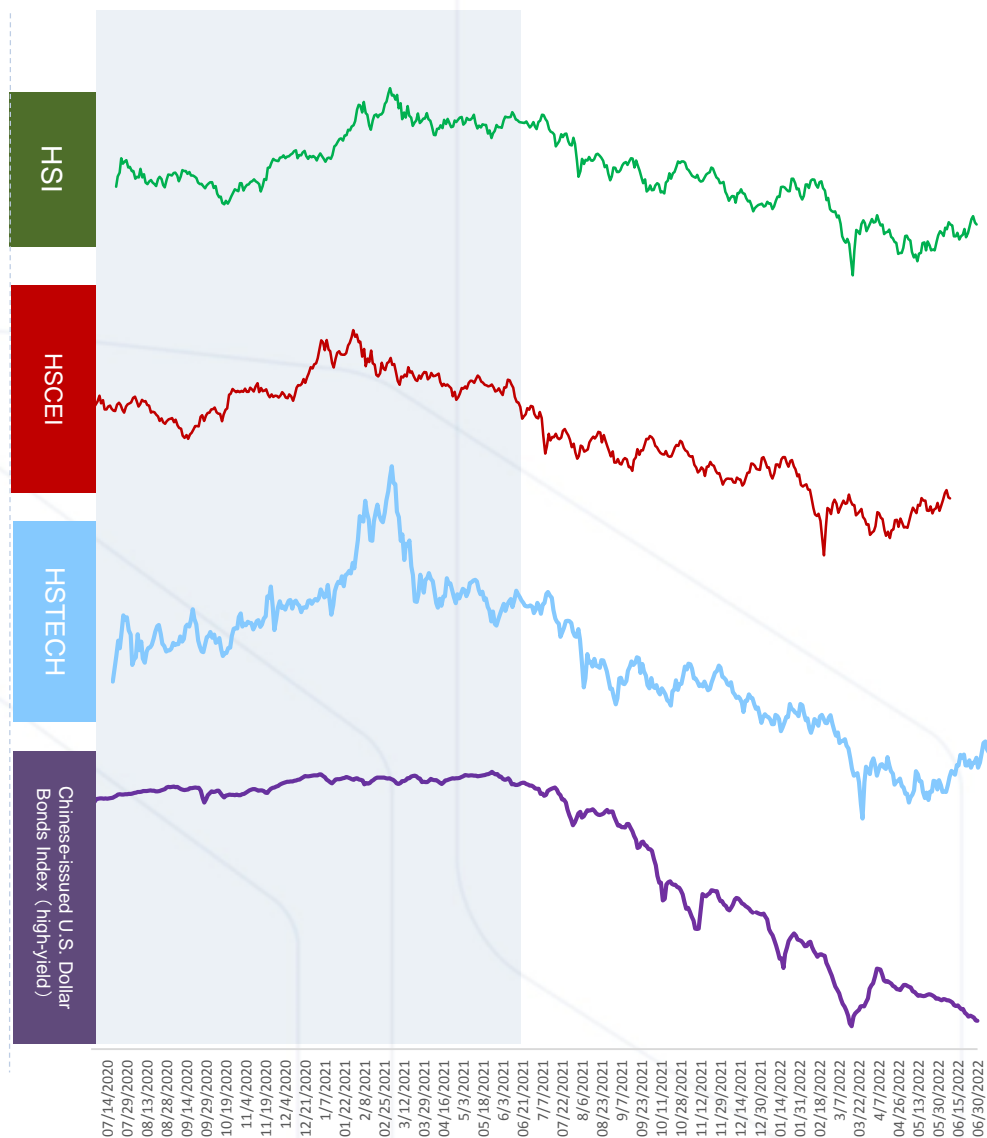
Appendix

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Licenses | Milestone | Position and Evolutions | Controlling Shareholder



In the first half of 2022, under the influence of unfavorable factors such as tightening global monetary policy, continuing geopolitical risks and repeated COVID-19 epidemics, the overall market conditions were sluggish. Resolutely implemented high-efficiency risk control measures, and profit attributable to shareholders increased by 3% Half-on-Half to HK\$161 million. Although the profit has declined to a certain extent from the "record high" in the same period of the previous year, it still remains profitable and the financial position continues to be sound. The board of directors declared an interim dividend of 1 HK cents per share. Meanwhile, in order to practice the spirit of "overcoming difficulties together" and return the long-term support of the capital market, an additional special dividend of 3 Hong Kong cents per share was distributed. In the future, the Group will continue to promote a low-risk client-demand business model, vigorously develop wealth management, corporate financing, cross-border financial products and other businesses, and comprehensively enhance its comprehensive financial service capabilities. Meanwhile, the Group will continue to reduce its own market risks on a large scale, consolidate its balance sheet, and improve the risk-adjusted return on investment for shareholders.



Sources: Bloomberg, Guotai Junan International, for reference only



- March Hit the lowest in 10 years
- Both index and volume dropped



- The market growth slowed down significantly



- Defaults in mainland real estate corporates
- Sharply declined for two consecutive quarters



- US Federal Reserve raising interest rate led to globally rising interest rates largely

- 🔵 **Profit Attribute to Shareholders** increased 3% HoH¹ to 161 HK\$ million
 - 💰 Driven by the significant increase in demand of cross-border financial products business, **the interest income from financial products** increased by 16% YoY to HK\$199 million
 - 🌱 Continued to assist clients in issuing **green bonds**, total green bond financing increasing by 17% YoY to HK\$43.5 billion
 - 👥 Finance Costs dropped substantially by 43% YoY to HK\$211 million, mainly due to **significant reduction in risk exposure and effective control of funding cost**
 - 🛡️ As asset quality improved significantly, impairment provision **recovered for the first time** and **no newly-added bad debts** during market volatility
 - 👤 Peers expected profit loss for the first half year
- 🔵 Declared **interim dividend** of HK\$0.01 per share, with dividend payout ratio raised to 60%. After another special dividend HK\$0.03 per share, **the total dividends per share increased 3 times HoH.**
 - 👤 Cumulative dividend payout of HK\$5.5 billion since 2010
- 🔵 **Total assets** rose by 5% to HK\$111.5 billion during the period, mainly due to the increase in related assets (such as financial products held on behalf of customers) driven by **clients demands.**
- 🔵 Leading **credit ratings** among peers, namely **BBB+ by S&P** and **Baa2 by Moody's** with Stable outlook.
- 🔵 Leading **market value** among listed securities firms in Hong Kong stock market. **“Most Honored Company”** in Asia by Institutional Investor.



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2022 Interim Results

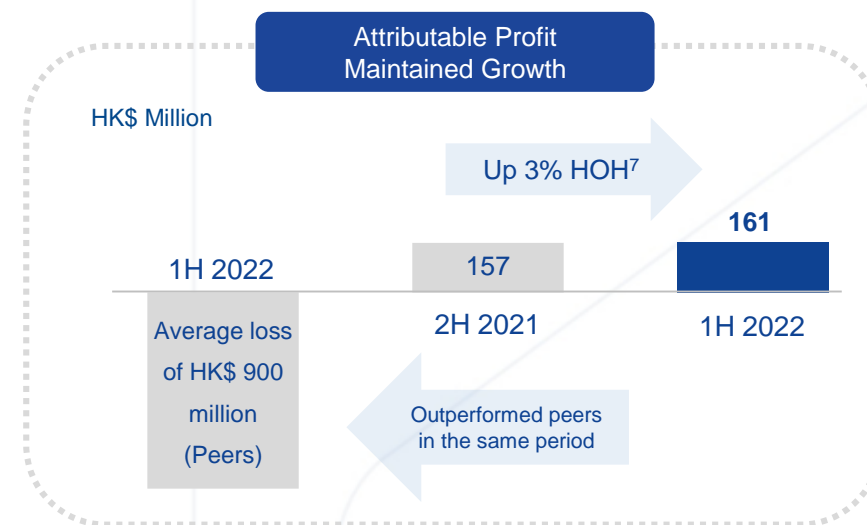
Financial Review

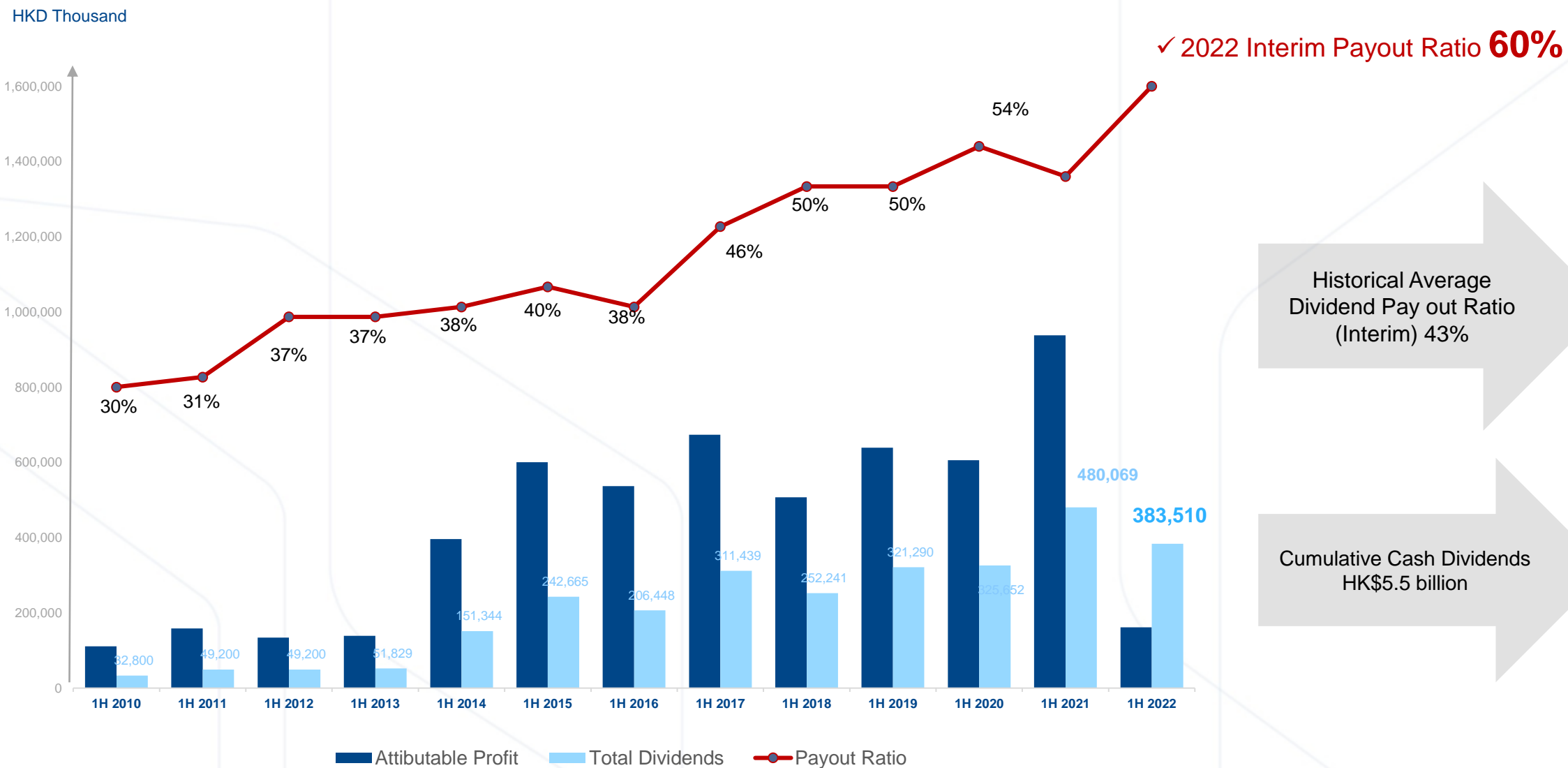
Financial Indicators | Dividends | Costs | Revenue Breakdown | Balance Sheet | Risk Management | Credit Rating | Liquidity Management

P&L Extracts	1H 2022	1H 2021	YOY ¹	HOH ⁷
	(HKD'000)	(HKD'000)		
Fee and commission ²	451,312	986,852	(54%)	(29%)
- IPO financing amount of HK Stocks	19,734,000	211,729,000	(91%)	-
- Average Trading Volume of HK Stocks	138,263,000	188,152,000	(27%)	-
Interest ²	924,606	1,270,311	(27%)	(8%)
Net Trading and investment ²	(287,412)	194,386	Turn Loss	(16%)
- Return on investment	(1.4%)	0.6%	-	-
Total revenue	1,090,398	2,453,857	(56%)	(17%)
Total costs	919,302	1,346,772	(32%)	(19%)
Profit attributable to shareholders	161,251	937,604	(83%)	3%
- EPS (HK cents/Diluted)	1.68	9.76	(83%)	2%
- DPS (HK cents)	4.00	5.00	(20%)	300%

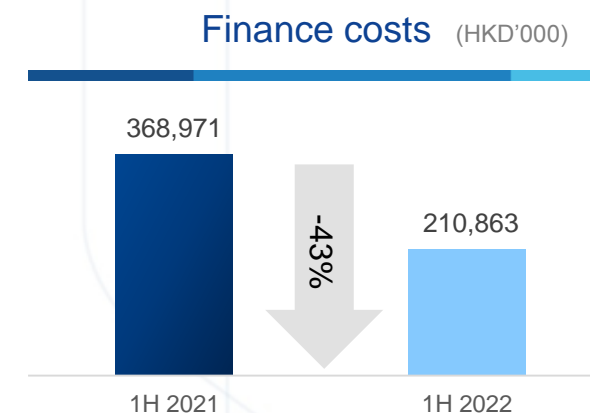
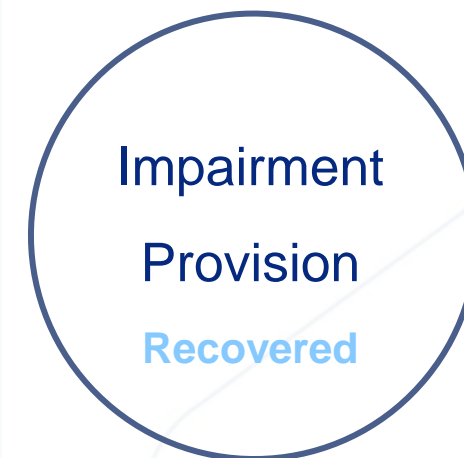
B/S and Financial ratio	30 Jun 2022	31 Dec 2021	Change ¹
Total assets (HK\$ billion)	111.5	106.3	5%
Total liabilities (HK\$ billion)	96.1	90.9	6%
Book value per share (Attribute to Shareholders) ³ (HK\$)	1.59	1.59	Similar
Nominal leverage ratio ⁴	6.15	5.78	Up
Effective Leverage Ratio ⁵	3.34	3.74	Down
ROE ⁶	2.1%	7.2%	Down

Note: 1) Rounded; 2) Details shown on page 11; 3) Calculation based on shares issued as at 31 Dec 2021 minus shares held under share award scheme; 4) Calculation: (Total Assets - Accounts Payable to Clients) / Total Equity; 5) Excluding Financial Assets of financial products held for clients; 6) ROE= Profit Attributable to Shareholders / Net Asset Attribute to Shareholders, 7) Compared with 2nd Half 2021;





Cost items	1H 2022	1H 2021	YOY ¹
	(HKD'000)	(HKD'000)	
Staff Costs	(337,345)	(424,539)	(21%)
Commission to account executives	(75,590)	(143,684)	(47%)
Depreciation	(38,908)	(38,376)	1%
Impairment	2,697	(80,209)	Reversal
Other operating expenses	(259,293)	(290,993)	(11%)
Finance costs	(210,863)	(368,971)	(43%)
Total costs	(919,302)	(1,346,772)	(32%)



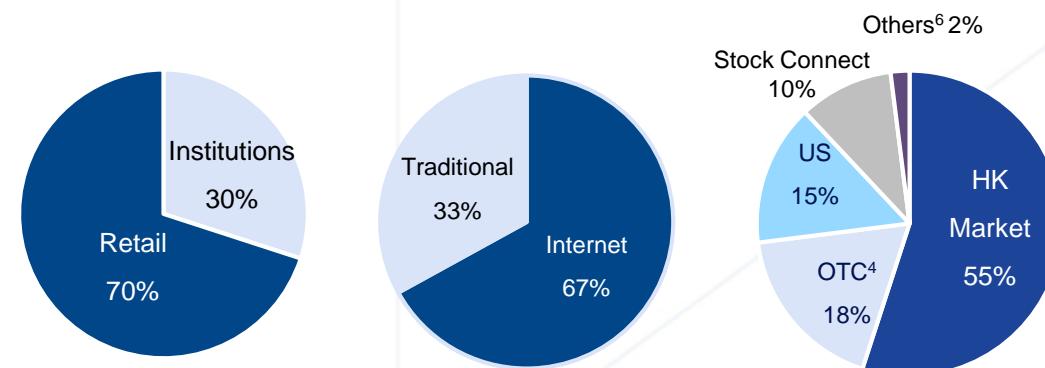
Fee and Commission

HKD'000	1H 2022	1H 2021	YOY ¹	2H 2021	HOH ²
Brokerage	264,426	463,086	(43%)	342,896	(23%)
Corporate finance	106,116	337,268	(69%)	184,425	(42%)
Consultancy and advisory	25,530	31,052	(18%)	45,006	(43%)
Asset management	13,239	84,131	(84%)	21,884	(40%)
Financial products (Handling fee)	42,001	71,315	(41%)	45,016	(7%)
Total	451,312	986,852	(54%)	639,227	(29%)

Interest

HKD'000	1H 2022	1H 2021	YOY ¹	2H 2021	HOH ²
Loans & financing	290,519	430,196	(32%)	314,794	(8%)
Banks	77,439	43,155	79%	82,114	(6%)
Market making (Interests)	127,294	319,433	(60%)	187,162	(32%)
Financial products (Interests)	199,111	172,032	16%	148,885	34%
Fixed income securities investment (Interests)	230,243	305,495	(25%)	277,273	(17%)
Total	924,606	1,270,311	(27%)	1,010,228	(8%)

Securities breakdown³



Trading and Investments

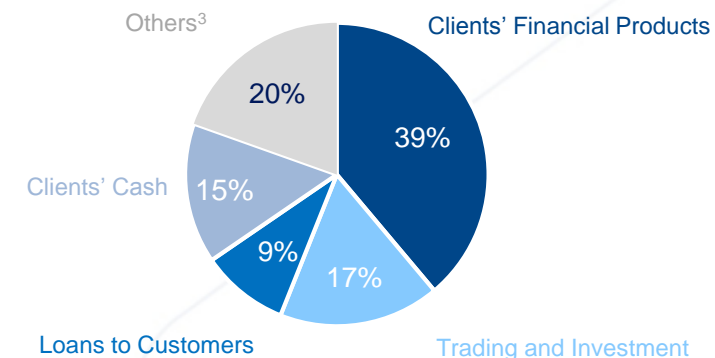
HKD'000	1H 2022	1H 2021	YOY ¹	2H 2021	HOH ²
Market making (Mark-to-Market)	(323,411)	(150,514)	115%	(129,572)	150%
Investment in Securities ⁵ (Mark-to-Market)	35,999	344,900	(90%)	(213,823)	(117%)
Total	(287,412)	194,386	(248%)	(343,395)	(16%)

Note: 1. Rounded; 2. Rounded, Compared with 2H2021; 3. Breakdown chart was from "securities trading" of brokerage income; 4. Mainly from fixed income securities; 5. Other Investments securities included seed funding for asset management, private equity funds, providing financial derivatives and OTC product issuance and market making services for wealth management clients, and other equity investments; 6. "Others" include commission from A shares, B shares, South Korea, Japan, Germany, Singapore, Australia, Canada and other markets.

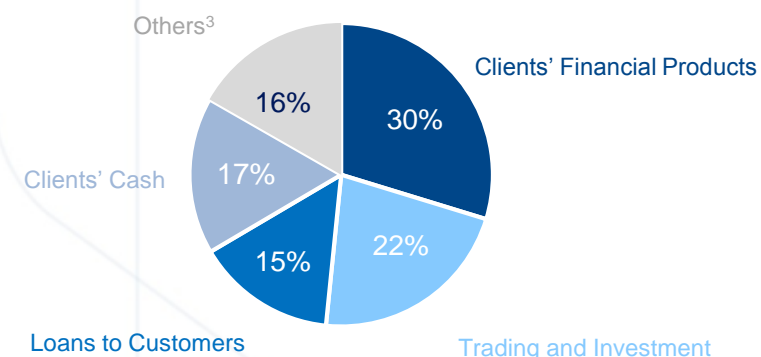
HKD'000	30 Jun 2022	Contribution*	31 Dec 2021	Contribution*
Assets				
Loans and Advances to Customers	10,476,454	9.4%	15,854,687	14.9%
Receivable from Reverse Repurchase Agreement	4,175,111	3.8%	4,443,729	4.2%
Accounts Receivable from Clearing	10,928,121	9.8%	6,559,681	6.2%
Prepayments, Deposits and Other Receivables	180,928	0.2%	118,311	0.1%
Financial Products held on behalf of Clients ¹	43,361,452	38.9%	31,599,309	29.7%
Financial Assets (Market Making, Seed Fund & others) ²	19,159,289	17.2%	23,241,988	21.8%
Derivative Financial Instruments	811,520	0.7%	619,230	0.6%
Tax Recoverable	32,724	0.0%	33,585	0.0%
Client Trust Bank Balances	16,719,656	15.0%	17,804,841	16.8%
Cash and Cash Equivalents	4,960,830	4.4%	5,277,874	5.0%
Other Assets	722,821	0.6%	734,858	0.7%
Total Assets	111,528,906	100.00%	106,288,093	100.0%
Liability				
Accounts payable	23312296	24.3%	20,587,166	22.7%
Other Payables and Accrued Liabilities	414,187	0.4%	678,160	0.7%
Derivative Financial Instrument	1,017,517	1.1%	532,961	0.6%
Bank Borrowings	4,589,712	4.8%	5,375,203	5.9%
Debt Securities in Issue	51,245,383	53.3%	45,491,783	50.1%
- At Amortized Cost	17,024,484	17.7%	21,437,896	23.6%
- Designated as at Fair Value through P&L	34,220,899	35.6%	24,053,887	26.5%
Financial Liabilities at Fair Value through P&L	6,954,722	7.2%	8,772,805	9.6%
Obligations under Repurchase Agreements	8,447,879	8.8%	9,255,723	10.2%
Tax Payable	136,281	0.1%	157,353	0.2%
Total Liabilities	96,117,977	100.00%	90,851,154	100.0%
Ordinary Shareholders' Equity	15,279,119	99.1%	15,307,361	99.2%
Other Equity Instruments and Non-Controlling Interest	131,810	0.9%	129,578	0.8%
Total Equity	15,410,929	100.00%	15,436,939	100.0%

1. Rounded figures; 2. Fixed Income was mainly from market making for DCM and seed funding for asset management, with a diversified portfolio; 3. Including cash, accounts receivable and receivable from reverse repurchase agreement, etc.

Assets Distribution (30 Jun 2022)



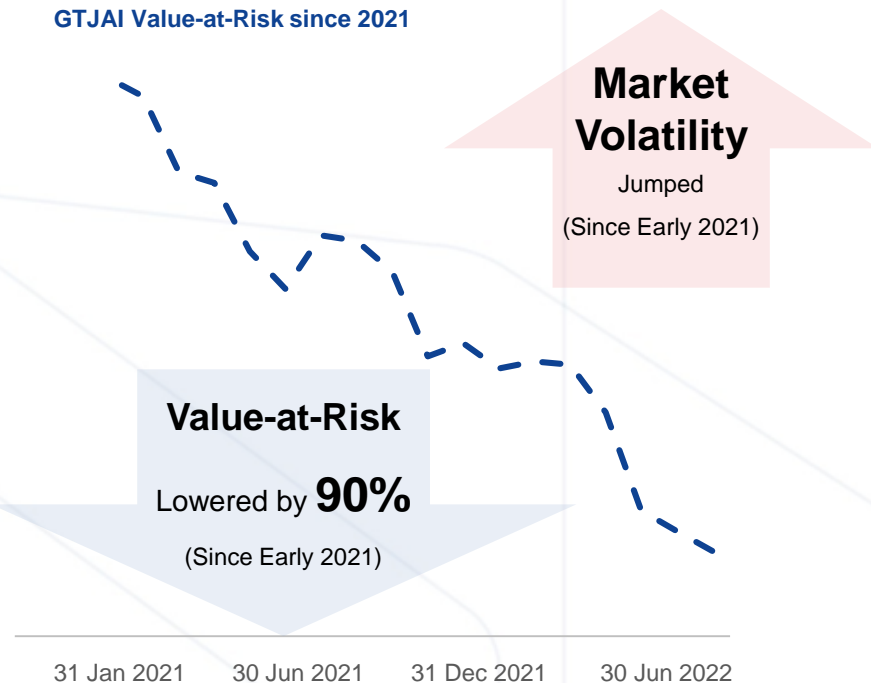
Assets Distribution (31 Dec 2021)



Reduced Market Risk:

Cumulative decline in value-at-risk (VaR) of almost 90%

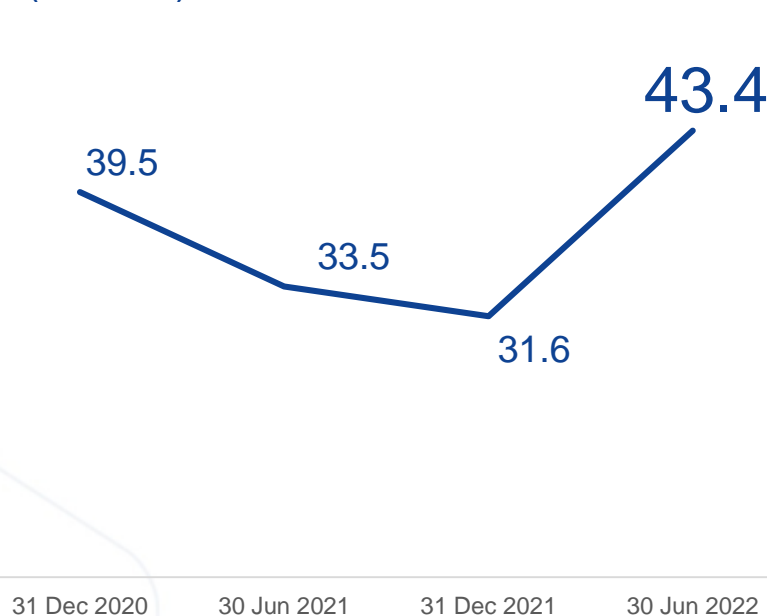
GTJAI Value-at-Risk since 2021



Increased Assets for Client demand-driven business:

Moving to High-quality Credit Risk

GTJAI Balance of financial products held on behalf of clients (HK\$1 billion)



Note:

The Company measures market risk primarily through value-at-risk (VaR) analysis, stress testing, and sensitivity analysis. VaR is the Company's primary tool for **measuring and monitoring market risk**. And VaR measures the maximum potential loss to the asset portfolio from a change in market risk factors over a specific holding period and at a certain confidence level. Based on five years of recorded data, the Company uses historical simulations to calculate the value at risk for a single day at a confidence level of 99% and periodically tests the model's validity through back-testing methods. Meanwhile, investors should note **that figures are at the day of the financial report deadline. It may NOT reflect the condition within the period** and is for reference only.

Types of risk (Market Risk):

- ✓ Directly related to market volatility and cycles
- ✓ Recorded investment income with strong **uncertainty**

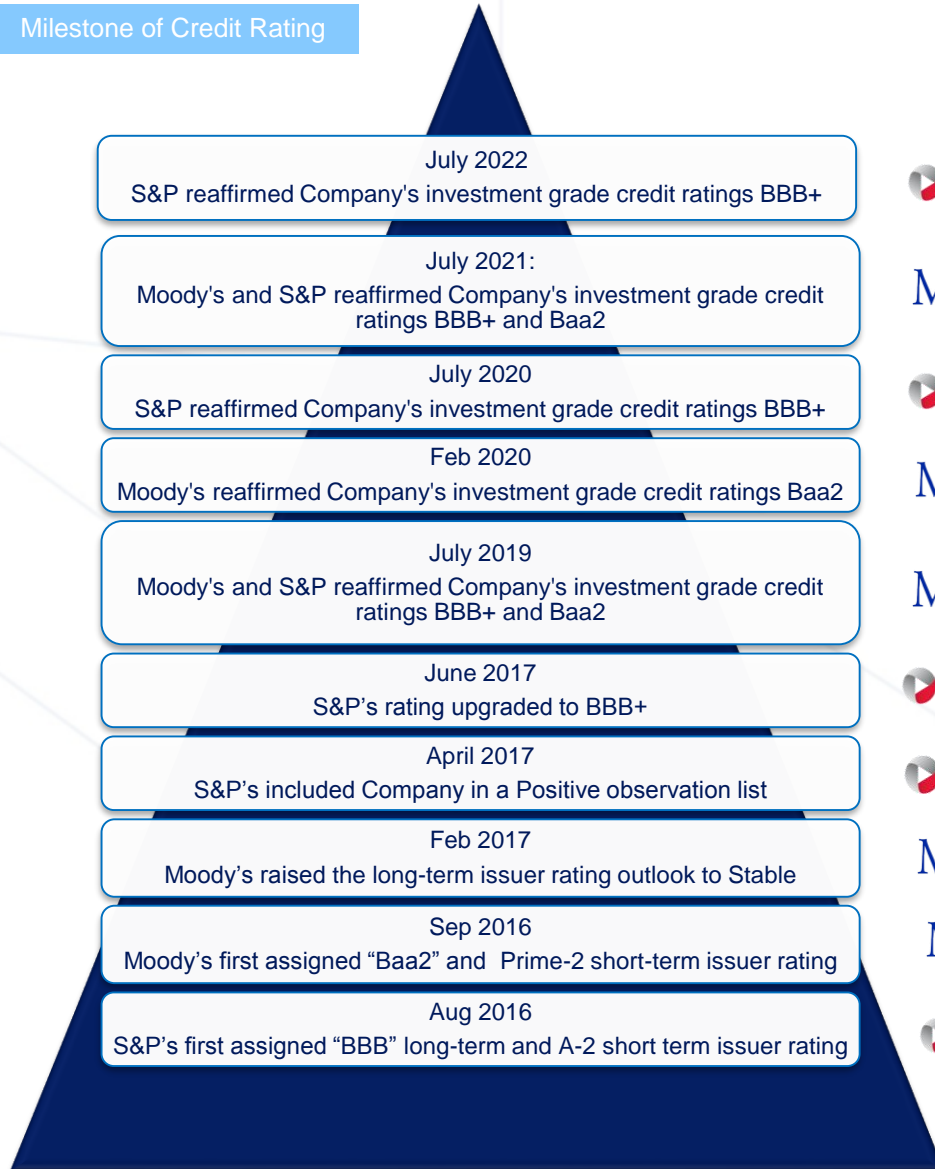
Types of risk (Counterparty Risk):

- ✓ Institutional clients signed **ISDA** agreement with **high credit ratings**
- ✓ Comprehensive and adequate risk management mechanism
- ✓ Charged interest and handling fees with a high degree of **certainty**

Counterparty Ratings:
Over **98%**
(Investment Grade)

Custodians Ratings:
Over **99%**
(Investment Grade)

Milestone of Credit Rating



MOODY'S



MOODY'S

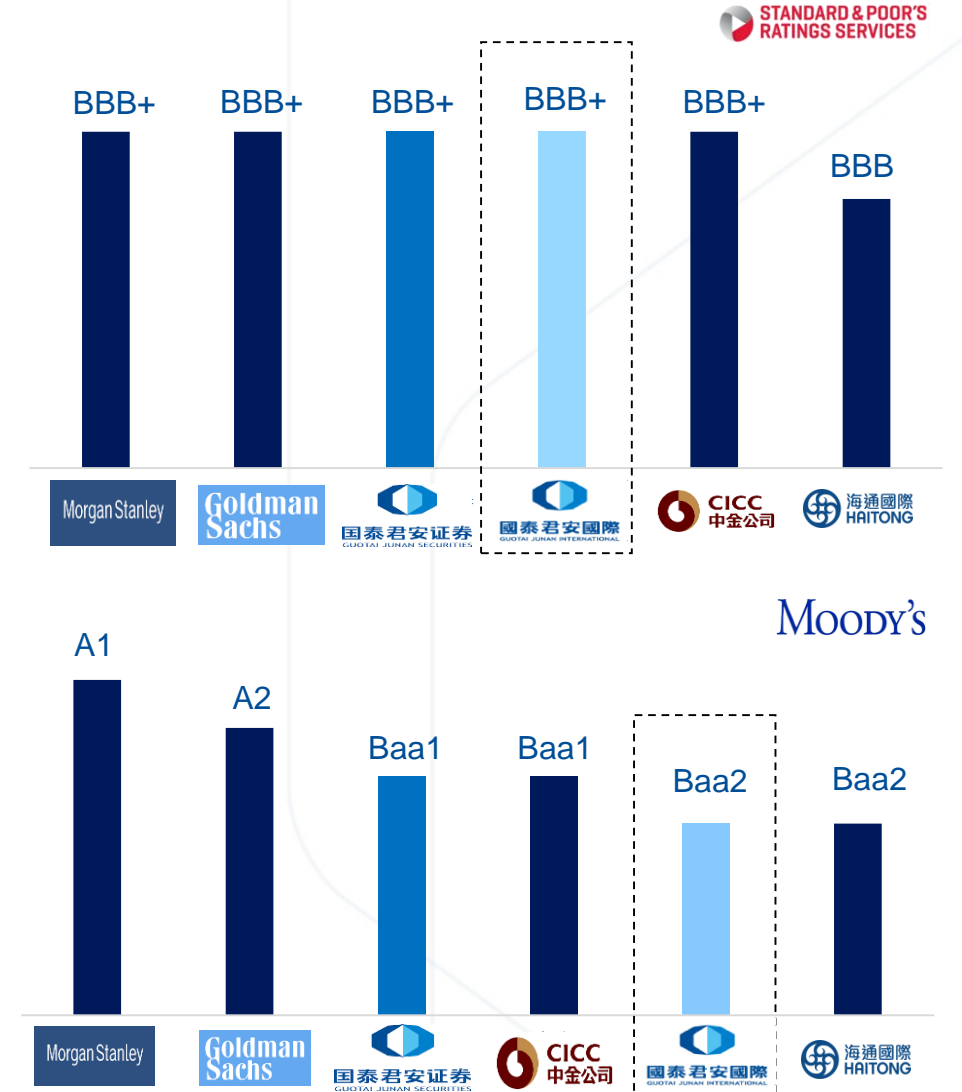


MOODY'S

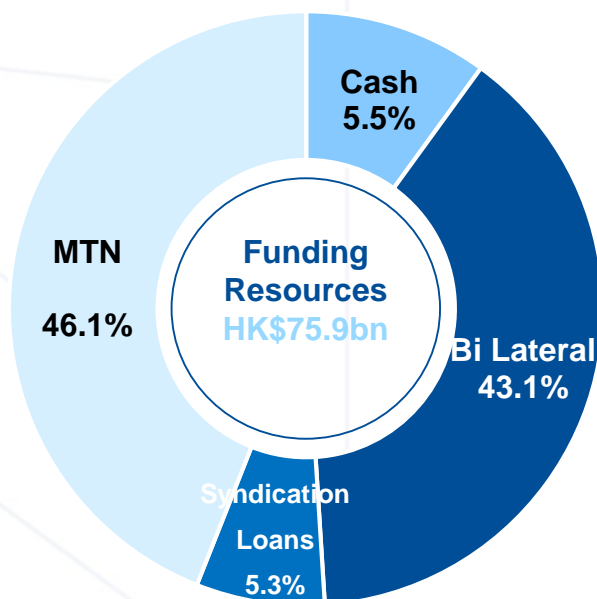
MOODY'S



Peers Comparison



Funding Sources



As at 30 Jun 2022

Banking facilities

HK\$ million	30 Jun 2022	31 Dec 2021	Change ¹
Total banking facilities	36,694	33,594	9.2%
Bank loans utilized	4,536	5,268	(13.9%)
Available outstanding banking facilities	32,158	28,326	13.5%
Utilization ratio	12%	16%	(25%)

Note 1: Rounded Figures



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國泰君安



2022 Interim Results

Sustainability



Green Projects

- From Jan to Jul 2022, the Group assisted in issuing 18 green or sustainable bonds.
- In July, the Group assisted Ningbo Shanshan (New energy) in issuance of GDRs with a financing amount of USD 319 million.



Certifications

- Reaffirmed as Constituent of the FTSE4Good Index Series by FTSE Russell;
- Support UNGC as the first Chinese securities company in HK;
- Member of Hong Kong Green Finance Association ;
- Won a number of ESG awards;
- Awarded “Green Office Awards Labelling Scheme” and “Eco-Healthy Workplace” by WGO;
- Recognized as “Caring Company” for the 8th consecutive year
- Awarded “Happy Company Award 2022” by Hong Kong Productivity Council;
- Awarded Mental Health Workplace Charter from Labor Department of HK Government ;



Social Responsibility

- GTJAI Volunteer Team organized activities to prepare nutritious meals and raise funds for vulnerable groups.
- Launched 2022 MT program and provide professional training.
- Implemented the arrangements for group rotation and the “minimum-scale office model” in a timely manner during the epidemic.
- Employee vaccination rate reached 98%, effectively building an immunity shelter.
- Distributed surgical masks and rapid antigen test kits to employees to effectively reduce the infection rate.

Green and Sustainable Bond issuance business

HKD Billion

37.2

1H2021

43.5

1H2022

WE SUPPORT



HKGFA
香港綠色金融協會
Hong Kong Green Finance Association





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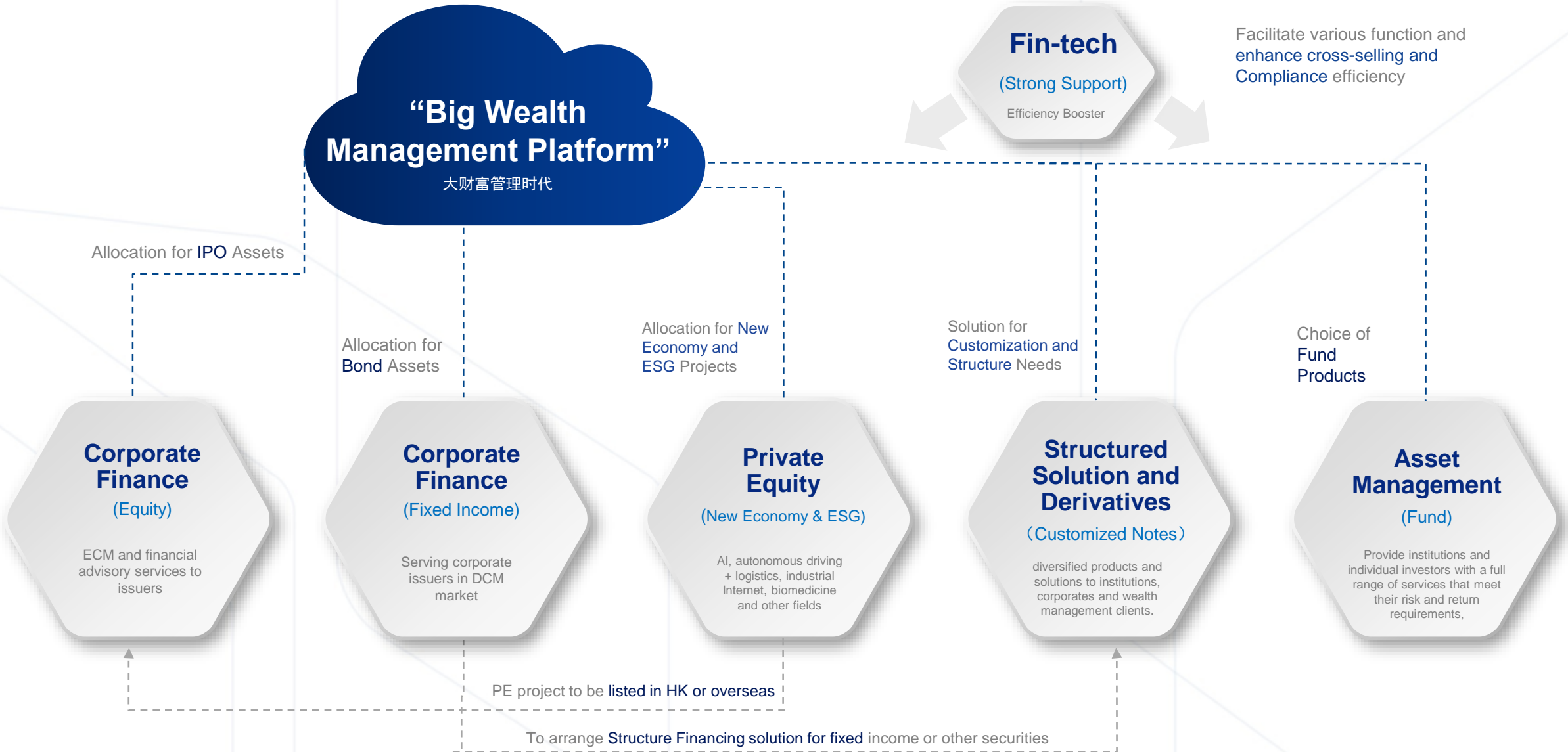


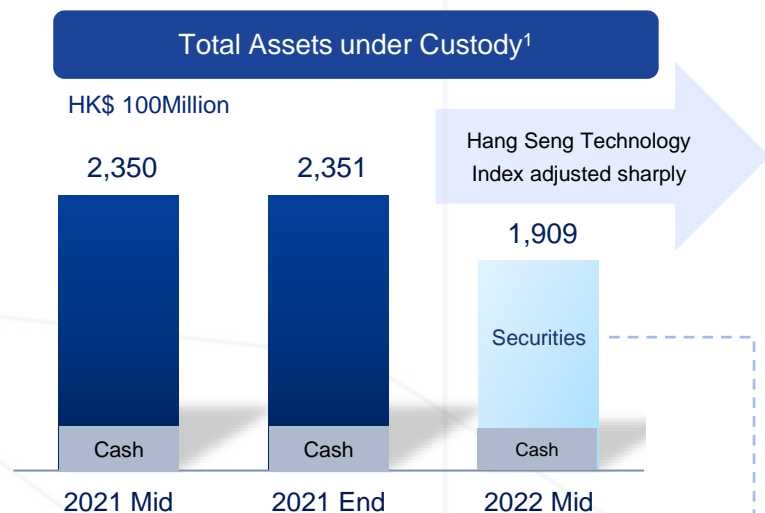
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2022 Interim Results

Business Development

Wealth Management | Institutional Solutions & Derivatives | Corporate Finance and Capital Market

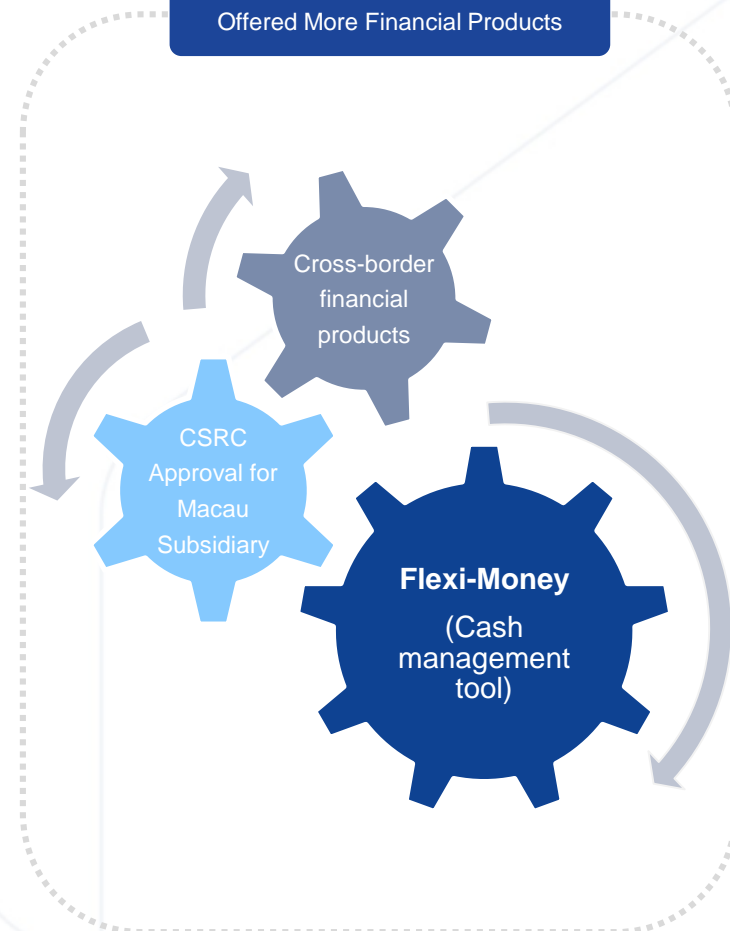




Number of Clients with assets over HK\$50 million

Number Up to
486
As at end of Jun 2022

Offered More Financial Products



Market Share of HK Brokerage

Market Share of HK Brokerage
Doubled since 2018

Major Client Securities under Custody (by Market Value)



Note: 1. The assets under custody (AUC) include client securities and cash, while excluding proprietary positions. Investors should note that figures are at the day of the financial report deadline. It may NOT reflect the condition within the period and is for reference only.

Sharp rise in global interbank offered rates and HIBOR

The short-term HIBOR rose sharply in the past 12 months, and 1-month HIBOR rose to 0.87% (1H 2021: 0.07%).

Loan to Value (LTV): 25%

Mainly attributable to increase in value of collaterals due to new business growth and the market-driven increase in value of collaterals in stock.



Controlled credit risk

- ✓ Diversified collaterals
- ✓ High liquidity of collaterals
- ✓ Steadily increasing number of high-net-worth clients

Launched new financing products

- ✓ Launched a special margin rate of 5% for personal margin (financing) accounts at the end of June, with a 50% margin interest rebate (no upper limit) and **an effective rate of 2.5%** after rebate.

Client trust bank balance

- ✓ Balance of client trust bank reached **HKD16.7 billion**

Competitive interest rate

Lower financing cost and higher return thanks to GTJA's premium SOE platform and leading credit rating

Abundant investment choices

Covering a wide range from HK & US stocks, A-shares, Connect Scheme and bonds, etc.

Efficient approval procedures

Auto-approval within certain loan amount

Live update of optimal pricing

The system picks the **best collaterals** for rate & LTV calculations to guarantee optimal financing conditions



2018

- ✓ Constructed **financing platform for bond securities**
- ✓ Optimized **compliance procedures** such as client suitability and due diligence
- ✓ Recruited experienced and competent **Relationship Managers**
- ✓ Officially launched **Wealth Management Center**

2017

- ✓ Officially announced **strategic transformation** from conventional brokerage into **wealth management**
- ✓ Introduced **Graded-risk Pricing Mechanism** for equity financing to optimise **collateral's quality**
- ✓ Launched **Junhong Club** with margin rate discounts

2019

- ✓ Introduced **bonds and OTC products**
- ✓ Shortly built information systems for the launch of **warrants and CBBC businesses**, issuing warrant products linked to Alibaba, Tencent, etc.
- ✓ Acquired a **Vietnamese platform** to offer research and brokerage services
- ✓ Expanded **RM** team to strengthen **client base**

2020

- ✓ **Strategic integration:** Merged departments of brokerage, loans and financing, investment strategy, etc. to offer more comprehensive services
- ✓ **External Asset Management** team was formed
- ✓ **More structured financial products:** CBBC and other OTC products gained recognition in market

2021

- ✓ **Fintech team:** enables quality development of core businesses such as wealth management
- ✓ **EDDA:** Launched convenient services such as eDDA deposit express
- ✓ Steady **High Quality Client** Acquisition with Continuous AUC Growth

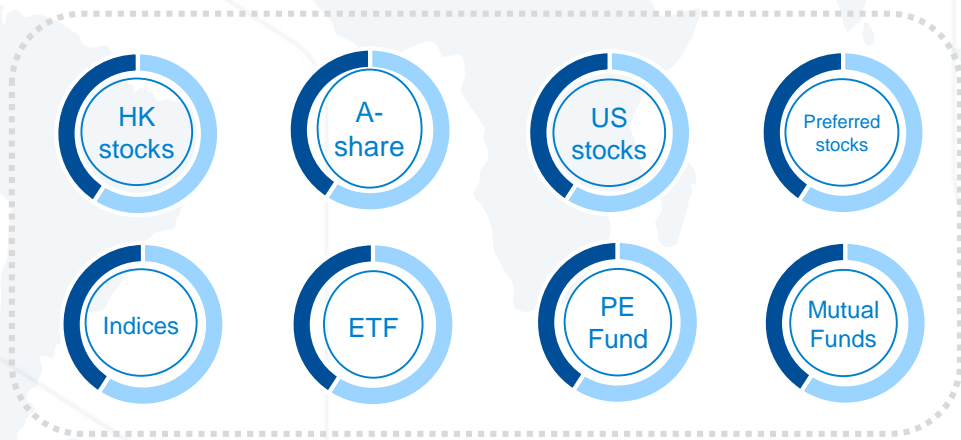
1H2022

- ✓ **Cross-border Financial Products** for clients
- ✓ **Received Approval** for the Establishment of Macau Subsidiary from CSRC



Highly customized solutions

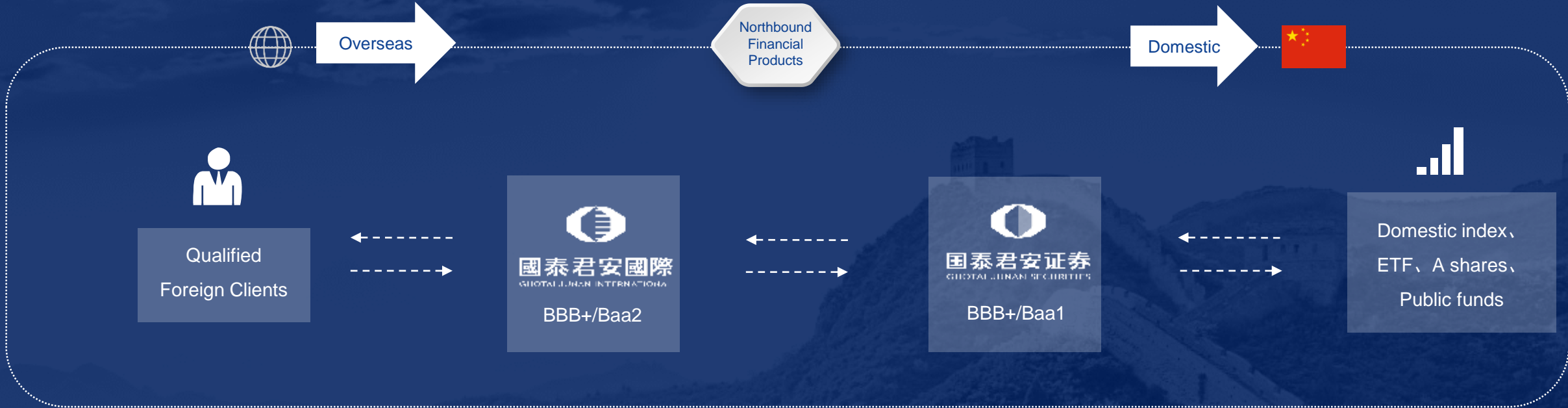
Offer diversified and quality financial solutions to achieve needs from high-net-worth individual, corporate and institutional investors. We are dedicated to assisting clients to make wise decisions amid different market conditions,



In-depth knowledge of Chinese economy

Experienced in global investment banks, the team focuses on providing investment and financing products to Chinese clients on their goals related to Belt and Road Initiative and global expansion, assisting Chinese corporates and financial institutions to integrate into the global capital market.

Note1: To utilize its professional advantages in financial products, the Group integrated and established a structured solution and derivatives business team in the 3rd quarter of 2020.




國泰君安證券股份有限公司
Guotai Junan Securities Co., Ltd.
(於中華人民共和國註冊成立的股份有限公司)
(股份代號: 02611)

海外監管公告
Announcement on the Company's pilot cross-border business receiving the no objection letter from China Securities Regulatory Commission

本公司乃由國泰君安證券股份有限公司... 第13.10B條作出。
茲載列本公司於上海證券交易所... 中國證券監督管理委員會無異議... 的公告。僅供參閱。



Fee Income
手續費收入



Interest Income
利息收入



Qualified Clients
符合資格的客戶

Note: This diagram is for northbound only and is for reference only, please contact the business department directly for details. The company is also involved in southbound cross-border business and the process works in the reverse.

01

Market Review

In the primary market, the number of IPOs in 1H 2022 was 27, a sharp decrease of 41.3% compared to the same period in 2021; the amount of fund raised was HK\$19.73 billion, less than 10% compared with the same period in 2021.

02

Advisory & IPO Sponsorship

The team has Completed one IPO sponsor deal, followed by 7 other projects filed with HKEX, and continued to provide advisory and financing consulting services to 17 companies.

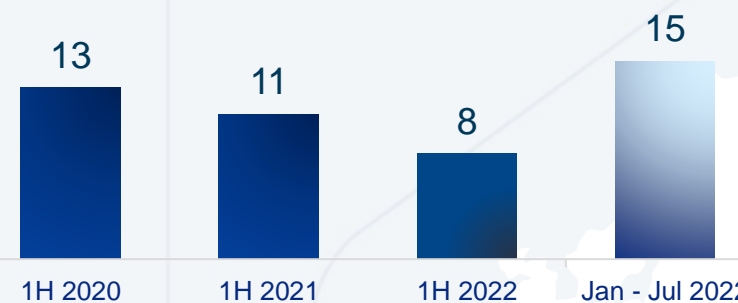
03

Equity Underwriting

The team has completed 8 primary and secondary equity underwriting deals, raising funds of approx. HK\$2.3 billion; has completed 15 deals by the end of July, with a total financing amount of HK\$7.1 billion.

Number of Equity Underwriting Deals from Primary & Secondary Markets

Deals



Debt Capital Market: Maintained Leading Market Share

01 Market Review

Primary market: With issuance willingness and progress impacted by the pandemic, Asia (ex-Japan) G3 currency bond issuance fell over 20% in 1H 2022.
Secondary market: Extremely volatile, the price index of IG and HY1 fell by 10% and 41% in 1H2022.

02 GTJAI Performance

Having underwritten **79 deals** with funds of approx. **HK\$139.7 billion**, the Group maintained its leading position in China USD bond market and ranks 4th in Asia (ex-Japan) G3 Corporate HY Bond Underwritten League Table.

03 Green Projects

From Jan to Jul 2022, the Group assisted in issuing **18 ESG products** with total fundraising of approx. **US\$6.6 billion**. Of these, **16 were green bonds** and **2 were sustainable bonds**. And the Group acted as the joint global coordinator on 11 projects.

04 Outlook

China USD bond market is expected to remain volatile in 2H 2022. With supply in the primary market falling back and differentiation at the credit level intensifying, the secondary market will maintain a relatively volatile state. The Group is capable of seizing the financial cycle of the debt market to further expand its underwriting business.

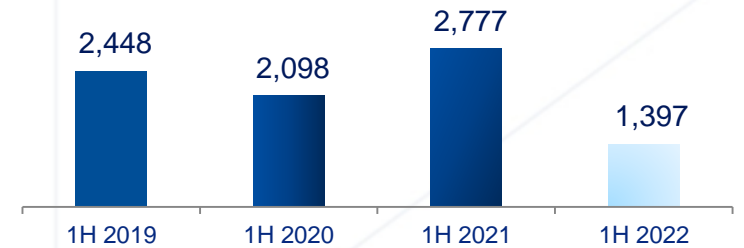


05 Introduction

- ✓ Since established in 2012, the DCM team has participated in more than **1065 deals**, among which approx. **60%** as led by us as a global coordinator.
- ✓ Currently staffed by **more than 40 employees**. Most core members served in senior positions in global investment banks, and over half of the team are from the mainland, indicating a more thorough understanding of China's economy.
- ✓ Integrated multiple competitive resources within Guotai Junan

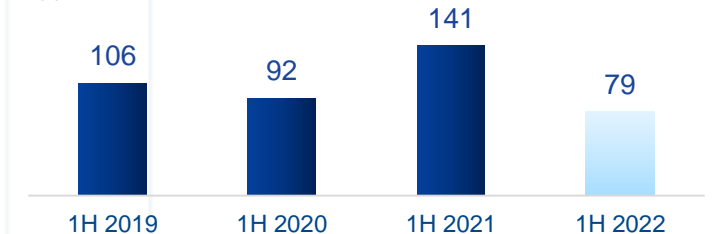
Total Fundraising Amount

HK\$ 100Million



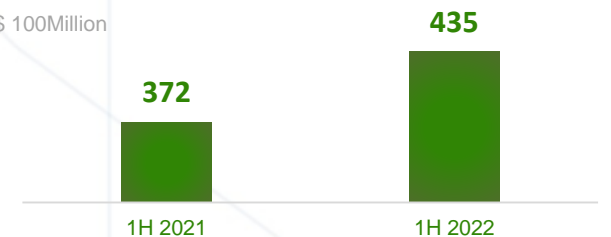
Number of Completed Deals

Deal(s)



Total Fundraising of Green Bonds

HK\$ 100Million










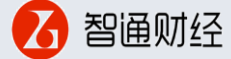


國泰君安國際
GUOTAI JUNAN INTERNATIONAL
Constituent of FTSE's ESG Index



2022 Interim Results

Honors and Branding

Jul 2022	<ul style="list-style-type: none"> • Excellence Award of Risk Management • Excellence Award of Wealth Management Platform (the Greater Bay Area) • Excellence Award of ESG 	Bloomberg Businessweek	 <p>彭博商業周刊/中文版</p>
Jun 2022	<ul style="list-style-type: none"> • Asia's Best CEO (sell side) • Asia's Best IR Professional (sell side) • Asia's Honored Company • Asia's Best ESG (overall) • Asia's Best IR Program (overall) • Asia's Best CEO (overall) • Asia's Best CFO (overall) • Asia's Best IR Professional (overall) • Honored Company • Best ESG (sell side) • Best CEO (sell side) • Best CFO (sell side) • Best IR Professional (sell side) 	Institutional Investor	
Apr 2022	<ul style="list-style-type: none"> • 2021 Top Breakthrough Issuer • 2021 Outstanding Chinese Futures Broker 	HKEX	 <p>香港交易所</p>
Apr 2022	<ul style="list-style-type: none"> • Performance Awards: Asian High Yield (3 Years) • Performance Awards: Asian High Yield (5 Years) • Market Awards: CIO of the Year (Fixed Income) 	Insights & Mandate	 <p>Investments & Mandate 投資洞见与委托</p>
Mar 2022	<ul style="list-style-type: none"> • Private Fund: Greater China Fixed Income (3 years) - GTJAI's Asian High Yield Bond Fund • Best Mandate - Guotai Junan Assets (Asia) Limited 	Bloomberg、CAMAHK	 
Feb 2022	<ul style="list-style-type: none"> • Triple A Country Awards 2021 - Best Sustainability Bond (China Offshore) • Triple A Sustainable Capital Markets Awards 2021 - Best Green Bond 	The Asset	
Jan 2022	<p>The 6th Golden Hong Kong Stocks Awards:</p> <ul style="list-style-type: none"> • Best Financial Stock Company "Excellence Award" • Best ESG 	Zhitong Caijing (智通财经)	

Appendix

2022 interim Results

Regulatory Licenses

Milestone

Positions and Evolutions

Controlling Shareholder

Issued by the Securities and Futures Commission of Hong Kong

- ✓ Type 1 (Dealing in securities) (1 April 2003)
- ✓ Type 2 (Dealing in futures contracts) (1 April 2003)
- ✓ Type 3 (Leveraged foreign exchange trading) (21 October 2010)
- ✓ Type 4 (Advising on securities) (1 April 2003)
- ✓ Type 5 (Advising on futures contracts) (26 November 2010)
- ✓ Type 6 (Advising on corporate finance) (1 April 2003)
- ✓ Type 9 (Asset management) (1 April 2003)
- ✓ Issued by The Stock Exchange of Hong Kong Limited
- ✓ Exchange Trading Right Certificate (July 2000)
- ✓ Exchange Participant Certificate (13 August 2001)
- ✓ Hong Kong Options Market Maker (2 October 2019)
- ✓ Hong Kong Listed Structured Products Issuer (31 October 2019)
- ✓ China Connect Exchange Participant (10 November 2014)
- ✓ Direct Clearing Participants issued by Hong Kong Securities Clearing Company Limited
- ✓ China Connect Clearing Participants (10 November 2014)
- ✓ Exchange Participant Certificate and Exchange Trading Right Certificate Issued by Hong Kong Futures Exchange Limited (6 March 2000)
- ✓ Participant Certificate of Future Clearing Company Issued by HKFE Clearing Corporation Limited (6 March 2000)

Issued by China Securities Regulatory Commission

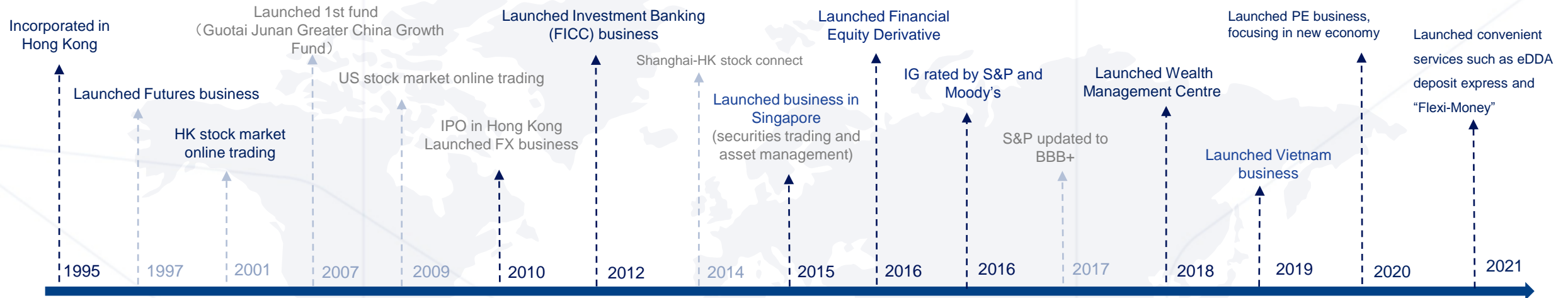
- ✓ Qualified Foreign Institutional Investors (21 February 2013)
- ✓ RMB Qualified Foreign Institutional Investors (11 August 2014)
- ✓ Permit for Securities and Futures Operation Business (December 2017)
- ✓ General and Long Term Business (including related long term insurance membership) Issued by Insurance Authority (23 September 2019)

Issued by Monetary Authority of Singapore

- ✓ License for Capital Market Services (Fund Management) (7 July 2020)
- ✓ License for Capital Market Services (8 October 2018)
- ✓ Principal Intermediary Qualification Issued by the Hong Kong Mandatory Provident Fund Schemes Authority (20 December 2012)
- ✓ “Bond Connect” Overseas Investors Business Approved by the Shanghai headquarters of The People’s Bank of China (2017)
- ✓ Shanghai International Gold Exchange Class B International Membership(2020)
- ✓ Shanghai Gold Exchange International Membership (Class B) Qualification (2020)

Issued by State Securities Commission of Vietnam

- ✓ Licence for Securities Business (28 August 2007)
- ✓ Licence for Securities Issuance Sponsorship (22 November 2021)



Phase I: Started from Solid Brokerage

- Leading position in online trading for HK and US stock market
- One single account to trade on global stock market

Phase II: Strong Corporate Finance

- Competitive in the China offshore U.S. dollar bonds underwriting and market making
- Prudent risk appetite

Phase III: Risk Management Creates Value

- Target on risk adjusted return
- Quality balance sheet with healthy leverage ratio to achieve higher ROE

Phase IV: Era of Wealth Management

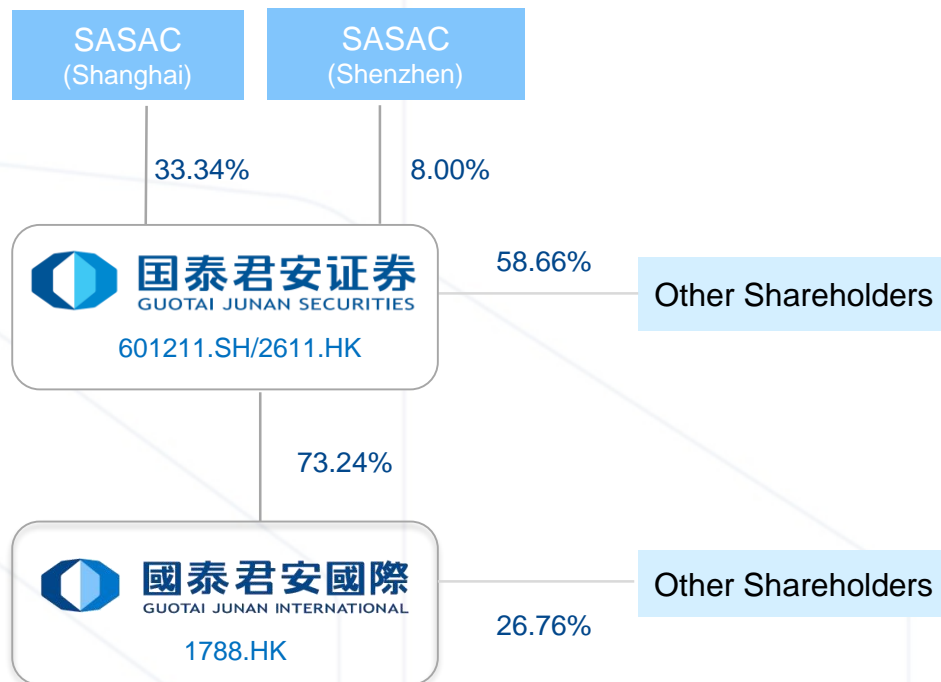
- AUM increased significantly
- High quality clients to trade high quality asset.
- Enhance cross-selling between existing business and wealth management clients

1995
Registered capital amount
HK\$ 31.98 million

30 June 2022:
Attributable net asset
HK\$ 15.4 billion





Shareholding Structure



As of 30 June 2022

About Guotai Junan Securities (Parent Company)

-  Comprehensive financial service provider with a long-term, sustainable and overall leading position in the Chinese securities industry
-  In 1H 2022, ranked 3rd in total assets, 3rd in net assets, 2nd in net capital, 2nd in operating income and 2nd in net profit (Source: Securities Industry Association)
-  Listed on HKEX in 2017 (2611.HK)
-  World-class credit ratings: BBB+ (S&P) and Baa1 (Moody's), with "Stable" outlook maintained

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Thanks!

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