



國泰君安國際
GUOTAI JUNAN INTERNATIONAL

2023 Annual Results

Stock Code: 1788.HK

Hong Kong · March 2024

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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 “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.

All information provided in this presentation is for reference only. For financial and business data, please refer to the announcement of final results published by GTJAI on March 26, 2024.

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Finance | Regional Collaboration | Sustainable and Green Finance

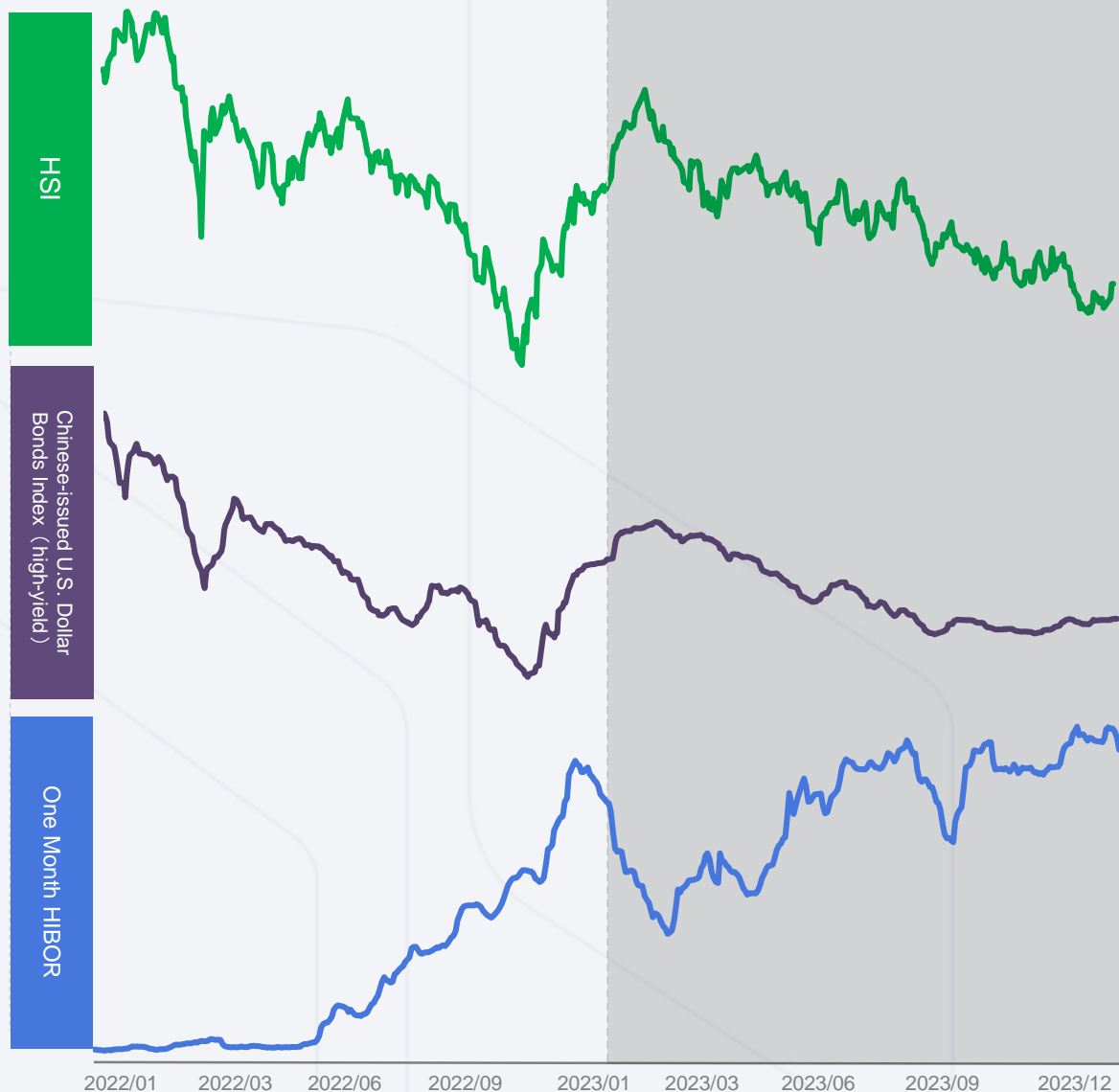
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Organizational Structure | Milestone | Licenses | Controlling Shareholder

Markets: Hong Kong Capital Market Underperformed in High-Interest-Rate Environment

Indices Performance from 2022 to 2023



- HK stock market continuously fluctuated
- Internal and External influences caused disturbances



- The number of IPO listed companies fell by 19% yoy
- Total fundraising amount fell by 41% YoY



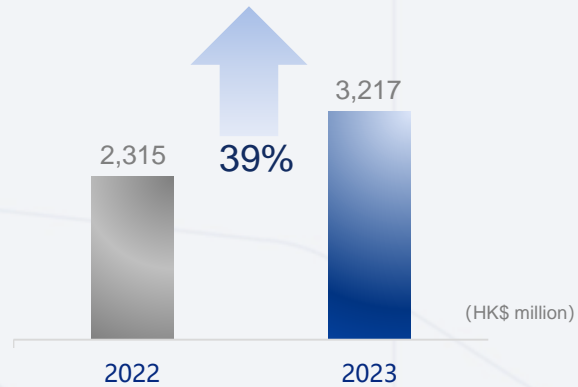
- The total issuance amount of G3 currency bonds declined 20%
- The performance of investment grade and high-yield segments diverged



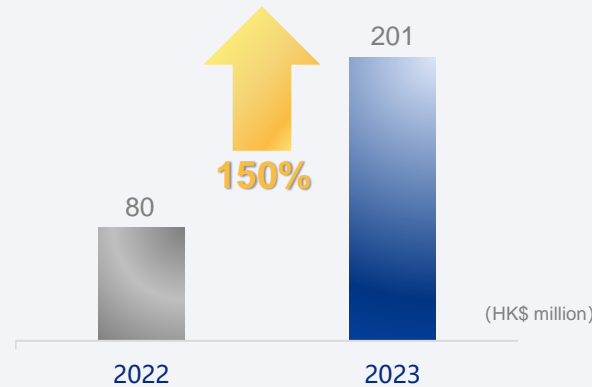
- The US Federal Reserve's interest rate hike has led to a significant increase in global interest rates

Data sources: Bloomberg, Guotai Junan International, for reference only
1: As at the end of 2023

Revenue increased by 39% to HK\$ 3,217 million



Profit increased by 150% to HK\$ 201 million



Continued to distribute **all-cash dividends**



Financial Highlights

- **By business segment:** Income from **wealth management increased by 46% YOY** to HK\$1,856 million
- **By nature of income:**
 - ✓ **Net income from financial products increased by 85%** to HK\$ 760 million
 - ✓ **Underwriting commission income from equity capital markets increased by 173% YOY** to HK\$73.49 million
 - ✓ **Interest income from banks and others sharply increased by 198% YOY** to HK\$1,166 million
- **Total assets increased by 14%** to HK\$107.53 billion, **The balance of financial products held on behalf of clients increased by 6%** to HK\$48.54 billion

Business Highlights

- **Digital and intelligent transformation** empowered the rapid development of wealth management business, launched **“Junhong Global” App**
- **Established Macao subsidiary**, improved the strategic layout in Greater Bay Area
- **Cross-border service** capabilities have been further improved, obtained several important business industry qualifications **on the first batch**
- Maintained industry-leading credit ratings, **BBB+** by S&P and **Baa2** by Moody's with outlook of **"stable"**
- **ESG** performance ranked among the top tiers in the industry, achieved **carbon neutrality** at operational level, GTJA, our parent company (including its subsidiary GTJAI) became a signatory of **PRI**



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2023 Annual Results

Financial Review

Financial Indicators | Revenue Breakdown | Balance Sheet | Liquidity Management |

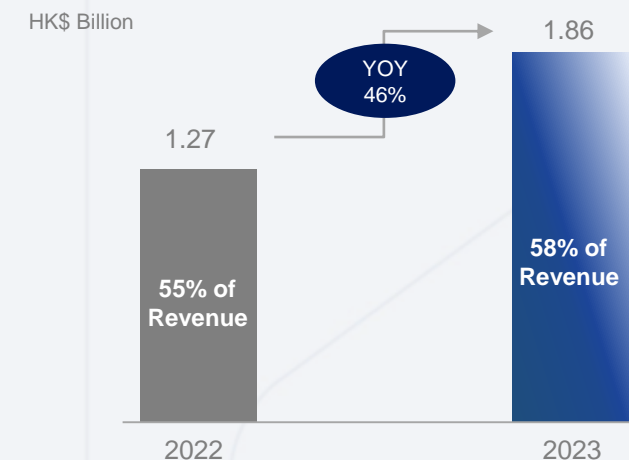
Dividend | Credit Rating

Financial Indicators: Maintained Profitability Since Listing

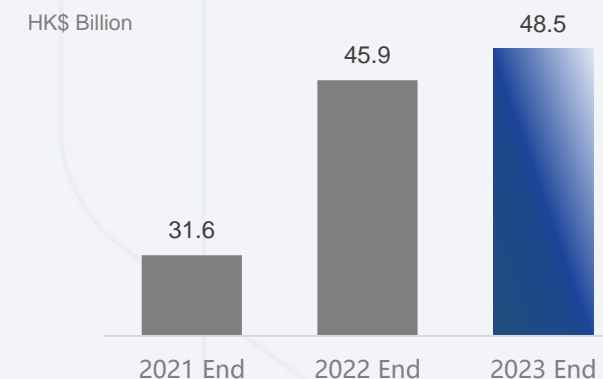
P&L Extracts	2023	2022	Change ¹
Commission and fee income ²	689,574	866,142	(20%)
- IPO financing amount of HK stocks (HK\$ billion)	46.3	104.6	(56%)
- Average daily turnover of HK stocks (HK\$ billion)	105.0	124.9	(16%)
- Bonds issued in Asian (ex-Japan) G3 currencies (HK\$ billion)	128.4	160.5	(20%)
Interest income ²	1,810,154	1,486,261	22%
Net trading and investment income/(Loss) ²	717,644	(37,486)	Turn profit
Total revenue	3,230,094	2,327,603	39%
Total costs	3,038,678	2,300,946	32%
- Finance costs	1,495,006	676,664	121%
- Market average interest rate (1-month Hibor)	4.27	1.48	189%
Profit attributable to shareholders	201,261	80,381	150%
- EPS (HK cents/Diluted)	2.1	0.8	163%
- Total DPS (HK cents)	2.0	1.0 ⁵	100%

B/S Extracts	2023	2022	Change ¹
Total assets (HK\$ billion)	107.5	94.5	14%
- Financial products held on behalf of the clients (HK\$ billion)	48.5	45.9	6%
- Financial assets held for trading and investment (HK\$ billion)	20.0	11.5	73%
Total liabilities (HK\$ billion)	92.6	79.5	16%
Equity per ordinary share (HK\$)	1.55	1.55	-
Nominal leverage ratio ³	6.39	5.44	17%
Effective leverage ratio (excluding financial products held on behalf of the clients)	3.14	2.37	33%
ROE ⁴	1.4%	0.5%	0.9p.p

High-Speed Growth in Revenue of Wealth Management (By Segment)



Amount of Financial Products Held on Behalf of Clients



Notes: 1. Rounded; 2. Details shown on page 7; 3. Leverage Ratio Calculation: (Total Assets - Accounts Payable to Clients) / Total Equity ; 4. ROE = Net Profit Attributable to Shareholders for the Year / Average Total Equity of Shareholders 5. Does not include special dividends. 6. Unless otherwise stated, the number in the table is in thousands of Hong Kong dollars.

Revenue Breakdown: Diversified Development Strengthens Financial Resilience

Commission and Fee

HKD'000	2023	2022	YOY ¹
Brokerage	436,777	481,265	(9%)
Corporate finance	141,754	233,437	(39%)
Consultancy and advisory	45,213	46,476	(3%)
Asset management	10,606	25,572	(59%)
Financial products (Handling fee)	55,224	79,392	(30%)
Total	689,574	866,142	(20%)

Trading and Investments

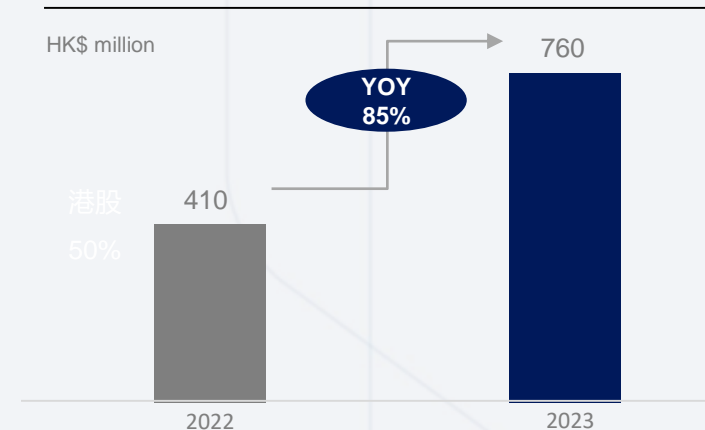
HKD'000	2023	2022	YOY ¹
Market making (Mark-to-market)	33,094	(189,034)	Turn profit
Investment in securities (Mark-to-market)	(75,595)	(258,873)	(71%)
Net income from financial products	760,145	410,421	85%
Total	717,644	(37,486)	Turn profit

Note: 1. Rounded

Interest

HKD'000	2023	2022	YOY ¹
Loans and financing	452,244	524,366	(14%)
Banks	1,166,075	391,854	198%
Market making (Interests)	76,733	179,125	(57%)
Fixed income securities investment (Interests)	115,102	390,916	(71%)
Total	1,810,154	1,486,261	22%

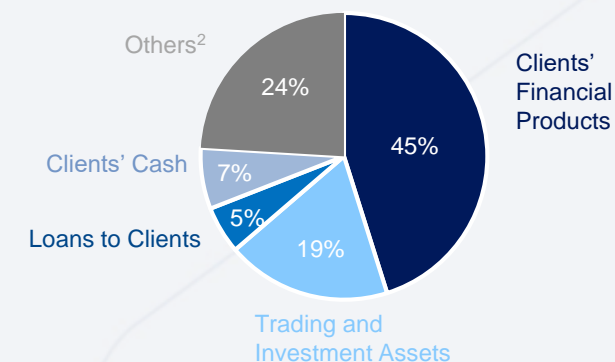
Net Income from Financial Products (By Nature) Maintained Rapid Growth



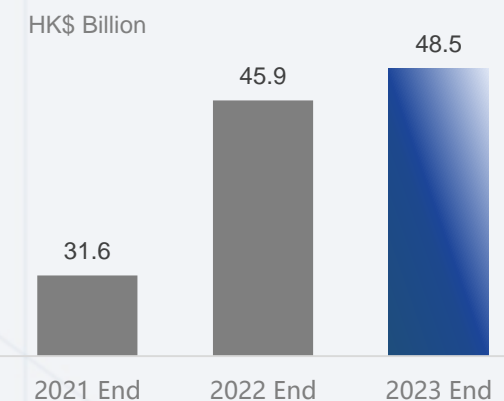
Balance Sheet: Client Demand Driven, Empowered by Risk Management

HKD'000	31 Dec 2023	Contribution ¹	31 Dec 2022	Contribution ¹
Assets				
Loans and Advances to Customers	5,761,594	5.36%	6,391,369	6.77%
Receivable from Reverse Repurchase Agreement	739,579	0.69%	586,845	0.62%
Accounts Receivable from Clearing	8,391,475	7.80%	5,641,386	5.97%
Prepayments, Deposits and Other Receivables	219,685	0.20%	212,984	0.23%
Financial Products Held on Behalf of Clients	48,535,137	45.13%	45,938,678	48.64%
Financial Assets Held for Trading and Investments	19,970,416	18.57%	11,517,623	12.19%
Derivative Financial Instruments	1,935,260	1.80%	2,104,513	2.23%
Tax Recoverable	70,525	0.07%	198,764	0.21%
Client Trust Bank Balances	13,750,018	12.79%	13,347,021	14.13%
Cash and Cash Equivalents	7,407,815	6.89%	7,756,580	8.21%
Other Assets	753,649	0.70%	759,323	0.80%
Total Assets	107,535,153	100.00%	94,455,086	100.00%
Liability				
Accounts Payable	18,048,359	19.50%	16,726,328	21.03%
Other Payable and Accrued Liabilities	663,647	0.72%	613,694	0.77%
Derivative Financial Instrument	1,693,575	1.83%	1,529,217	1.92%
Bank Borrowings	9,939,421	10.74%	9,349,007	11.76%
Debt Securities in Issue	45,763,712	49.44%	41,488,268	52.17%
- At Amortized Cost	5,953,747	6.43%	6,923,635	8.71%
- Designated as at Fair Value through P&L	39,809,965	43.00%	34,564,633	43.47%
Financial Liabilities at Fair Value through P&L	2,432,272	2.63%	2,108,386	2.65%
Obligations Under Repurchase Agreements	14,027,595	15.15%	7,695,073	9.68%
Tax Payable	4,574	0.00%	8,917	0.01%
Total Liabilities	92,573,155	100.00%	79,518,890	100.00%
Equity				
Ordinary Shareholders' Equity	14,839,473	99.18%	14,806,699	99.13%
Other Equity Instruments and Non-Controlling Interest	122,525	0.82%	129,497	0.87%
Total Equity	14,961,998	100.00%	14,936,196	100.00%

Assets Distribution Dec 2023

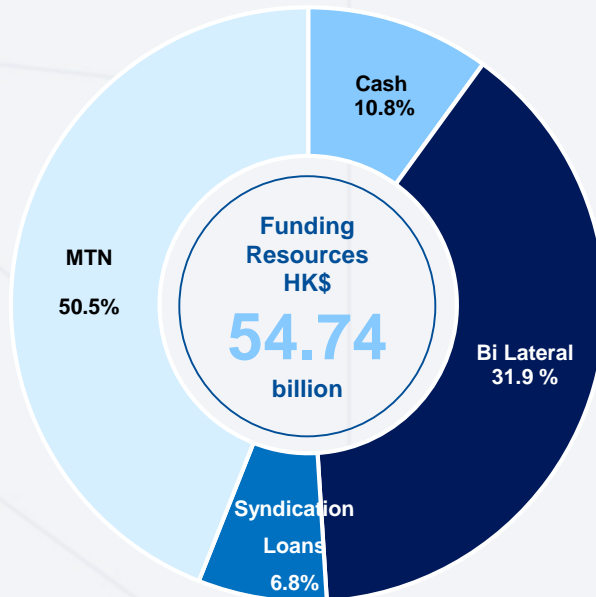


Amount of Financial Products Held on Behalf of Clients



1. Rounded; 2. Including cash, accounts receivable and receivable from reverse repurchase agreement, etc.

Funding Sources

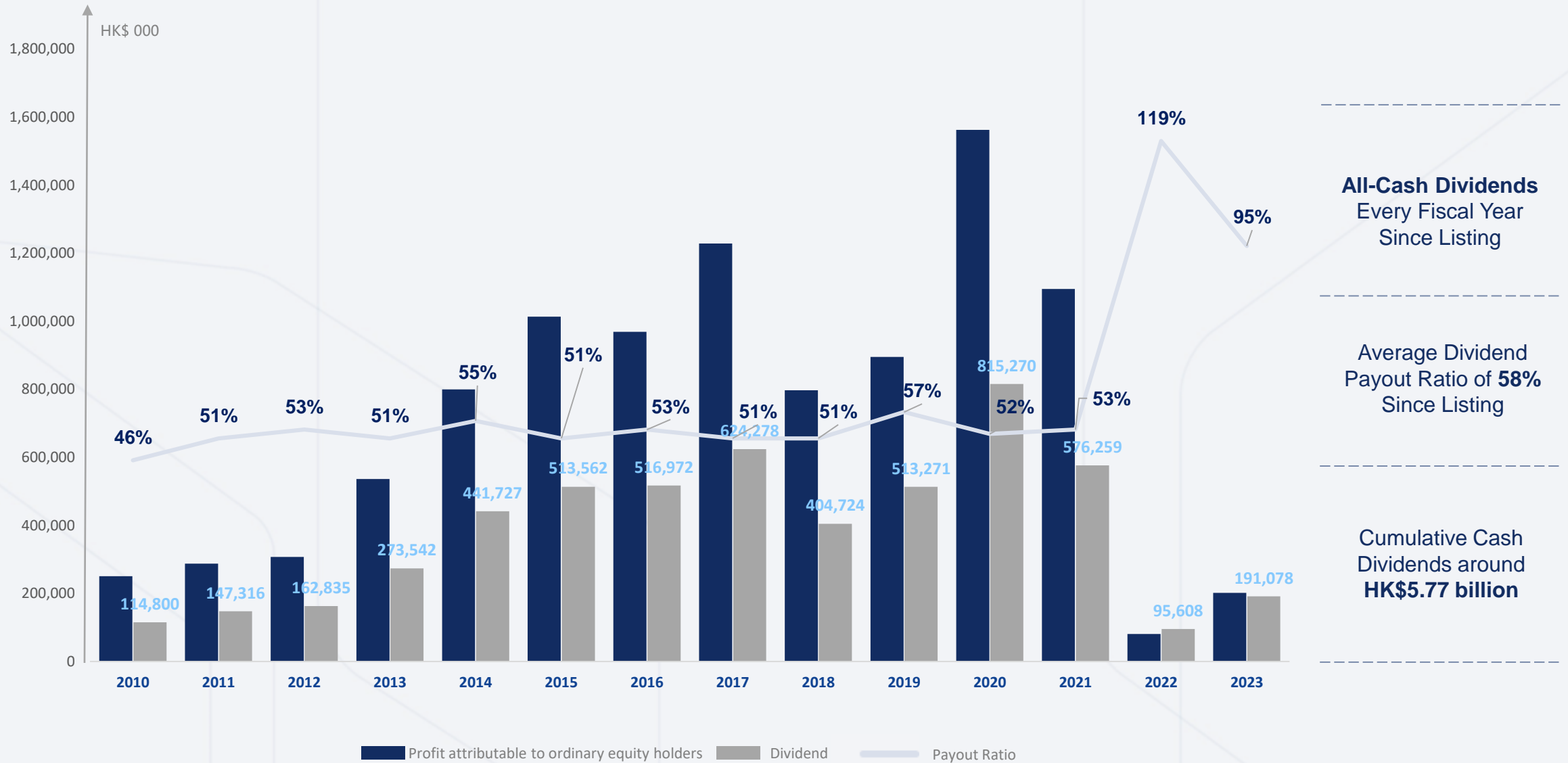


As at 31 Dec 2023

Banking Facilities

HK\$ million	31 Dec 2023
Total banking facilities	33,475
Bank loans utilized	9,918
Available outstanding banking facilities	23,557
Utilization ratio	30%

Dividend: Payout Ratio of 95% with Consistent Cash Dividends Distribution Since Listing



Note: Dividend payout ratio and dividend figures do not include special dividends.

Milestones of Credit Ratings

- October 2023
Moody's reaffirmed the Company's "Baa2" long-term issuer credit rating with a "Stable" outlook.
- August 2023
S&P reaffirmed the Company's "BBB+" investment grade rating (long-term issuer rating), with the outlook remaining "stable".
- February 2023
Moody's reaffirmed the Company's "Baa2" long-term issuer credit rating with a "Stable" outlook.
- 2022
S&P and Moody's reaffirmed the Company's investment grade credit ratings BBB+ and Baa2, with a "Stable" outlook.
- 2021
S&P and Moody's reaffirmed the Company's investment grade credit ratings BBB+ and Baa2, with a "Stable" outlook.
- 2020
S&P and Moody's reaffirmed the Company's investment grade credit ratings BBB+ and Baa2, with a "Stable" outlook.
- July 2019
S&P and Moody's reaffirmed the Company's investment grade credit ratings BBB+ and Baa2, with a "Stable" outlook.
- June 2017
S&P's rating upgraded to BBB+
- April 2017
S&P's included Company in a Positive observation list
- February 2017
Moody's raised the long-term issuer rating outlook to Stable
- September 2016
Moody's first assigned "Baa2" and Prime-2 short-term issuer rating
- August 2016
S&P's first assigned "BBB" long-term and A-2 short term issuer rating

MOODY'S



MOODY'S

MOODY'S



MOODY'S



MOODY'S



MOODY'S

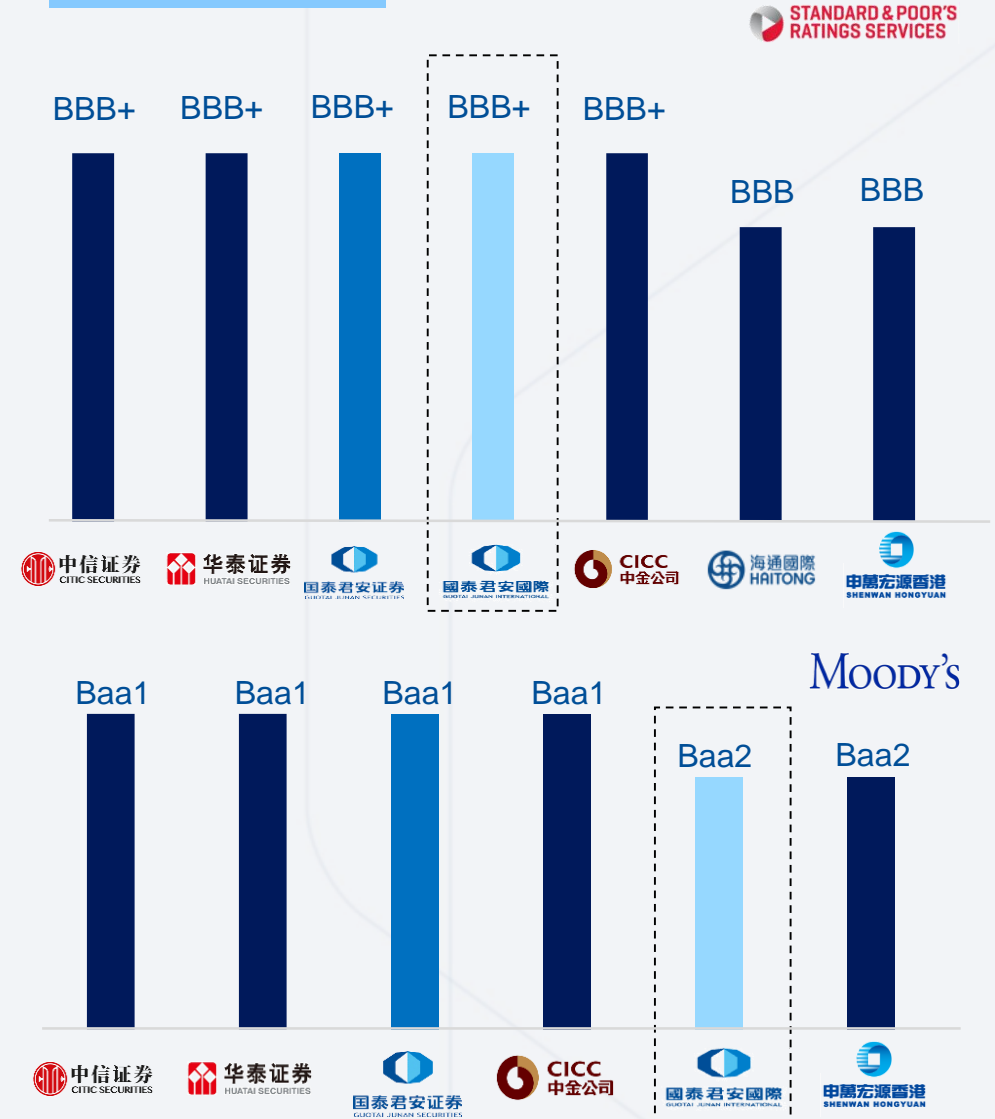


MOODY'S

MOODY'S



Peers Comparison





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2023 Annual Results

Business Development

Wealth Management | Institutional Services | Product Innovation | Corporate Finance |

Regional Collaboration | Sustainable and Green Finance



Digital Intelligent Wealth Management

Building a digitized intelligent wealth management platform for high-net-worth individuals and retail clients

High-Quality Institutional Services

Continuously building a "professional, diversified, and comprehensive" institutional client service platform

Full-Cycle Corporate Finance

Building an extensive and full-cycle corporate finance services chain

Diversified Products Innovation

Maintaining a keen market sense, continuously innovating new products, and expanding investment channels for clients

Featured Regional Collaboration

Rooted in Hong Kong, expanding into Southeast Asia, and extending business scope to global markets

Sustainable and Green Finance

Incorporating ESG factors into every aspect of business operations and management.



01 High-Net-Worth Clients

Creating Customized Product and Service Models

Services

◆ Family Office

★ **The First Chinese Securities Company to Systematically Serve Family Office Clients**

- EAM Business
- Family Trust

◆ Wealth Protection

- Investment Grade Product Solutions
- Flexible Trading Platform

◆ Hong Kong New Capital Investment Entrant Scheme

- Asset Allocation
- Regular Reports

**Full Life Cycle
Wealth
Management
Needs**

◆ Exchange-Traded Products & Funds

- Global Stock Markets
- Equity Financing
- Public/Private Funds, etc

◆ Fixed Income*

- Investment/Non-Investment Grade Bonds
- Private Placement Bonds
- Bond IPOs

◆ OTC Structured Notes* Swaps *

- Various types of notes: bonus cash notes, daily cash notes, equity linked notes, fixed coupon notes, etc.
- Equity Accumulators/Decumulators
- OTC short call/put

Products

02 Retail Clients

Precisely Identifying the Needs of Retail Clients Through Intelligent Means

One-Stop Account Management

Using one account to achieve cross-market trading worldwide, including Hong Kong stocks, Shanghai and Shenzhen stocks, US stocks, UK stocks, Japanese stocks, Canadian stocks, Australian stocks, and Singapore stocks

◆ Trending News

24/7 real-time news alerts, including company news and IPO listings, to help investors seize investment opportunities instantly



In-depth Market Data

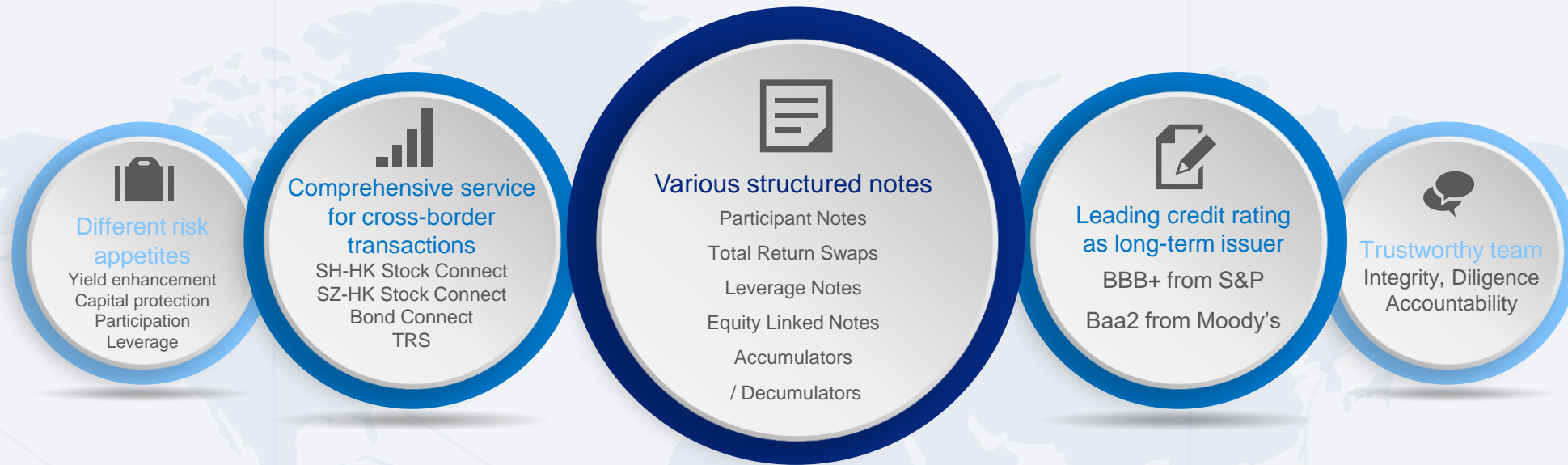
The platform offers real-time Hong Kong and US stock index quotes, streaming quotes for individual stocks, Hong Kong Level-2 real-time market data, company profiles, financial report data, historical price charts, and comprehensive technical analysis tools

◆ Diversified Investment Portfolio

Covering Hong Kong and US stocks, Shanghai, Shenzhen, and Hong Kong Stock Connect, ETFs, pre-market and after-market trading, ADRs, margin trading, IPO subscription, etc.

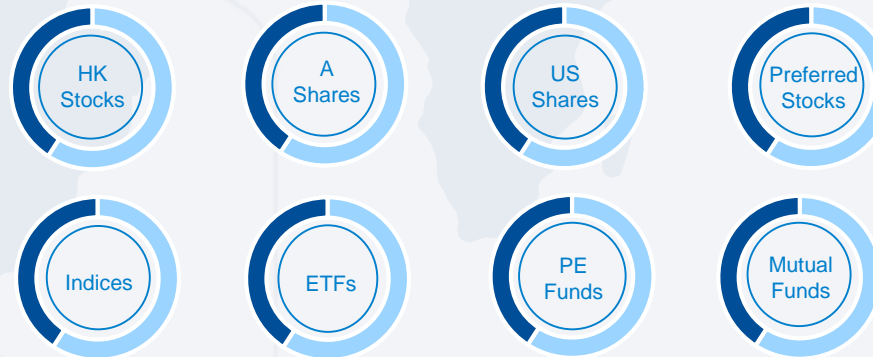
High-Quality Institutional Services:

Continuously Building a "Professional, Diversified, and Comprehensive" Institutional Client Service Platform



Highly Customized Solutions

Offer diversified and quality financial solutions to fulfil demands 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 Market

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.

Diversified Products Innovation:

Maintaining a Keen Market Sense, Continuously Innovating New Products, and Expanding Investment Channels for Clients

Swap Connect : One of the First Batch of Qualified Overseas Market Makers

Completed 14 transactions with the total amount of RMB 240 million on the first day (15 May) of the launch of "Northbound Trading of Swap Connect"

HKD-RMB Dual Counter Model : One of the First Qualified Market Makers

Fully carried out the market-making business covering multiple Dual-Counter stocks, and participated in the first-day market transactions (on 19 June) in depth

Southbound Bond Connect : Designated Market Maker Qualification by Hong Kong Monetary Authority

Obtained the qualification after rigorous selection by Hong Kong Monetary Authority based on bond market activities, business scale in Hong Kong, network with Mainland financial institutions, and internal control systems

HKD/USD Money Market Fund

AUM Increased Significantly
Widely Recognized by the Market



Outstanding Performance Returns
Ranking Among the Top in the Market



1. The growth rate of AUM is measured by comparing the AUM at the end of 2023 to the initial asset management scale;
2. The annualized yield for Class A money market funds in 2023.

Funds Management Tool "Flexi Money"



FLEXI

Low-threshold Automatic Subscription and Redemption, Enjoying 100% Purchasing Power



Low Risk

Investing in Low-Risk High-Liquidity Assets



Return

Enjoying High Interest Rates during the Rate Hike Cycle



PROGRAM

Zero Subscription and Redemption Fees, Minimizing Management Time

Hong Kong New Capital Investment Entrant Scheme

★ New Capital Investment Entrant Scheme permissible investment assets:

- Guotai Junan HKD Money Market Fund
- Guotai Junan USD Money Market Fund
- Guotai Junan Greater China Growth Fund

01 Sponsorship, Financial Advisory and Compliance Advisory Services

- In 2023, the Company successfully completed 4 HK IPO sponsorship projects and ranked among the **top 5** in Hong Kong¹, including:
 - ✓ Beijing SinoHytec Co.,Ltd. (2402.HK)
 - ✓ Shenzhen UBTECH Robotics Corp Ltd (9880.HK)
- The Company provided financial advisory services to 5 companies and offered compliance advisory services to many famous companies

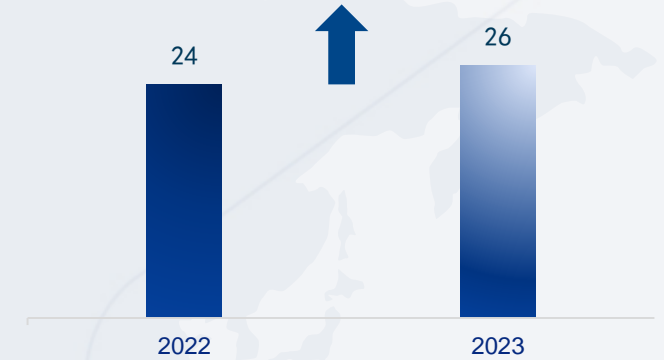


SinoHytec
the First China's Hydrogen Energy A+H Stock



UBTECH Robotics
the First Humanoid Robot Stock

Number of Equity Underwriting Deals from Primary & Secondary Markets



02 Equity Capital Market Underwriting Services

Assisted corporate clients in completing a total of 26 primary and secondary stock underwriting projects, the total issuance scale amounted to HK\$ 21.94 billion, included two US stock underwriting projects and several large-scale Hong Kong IPO underwriting projects

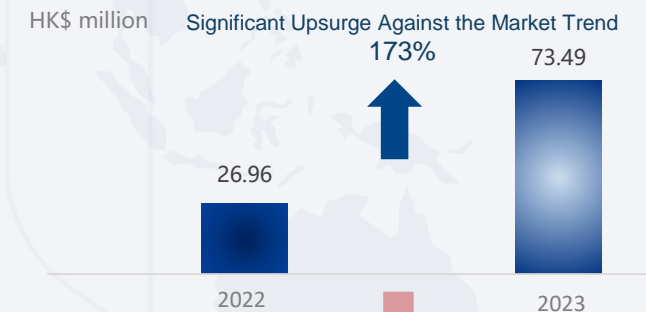


J&T Express
Largest HK IPO of 2023²



REPT BATTERO
Second-Largest HK IPO of 2023²

Underwriting Commission Income from Equity Capital Markets

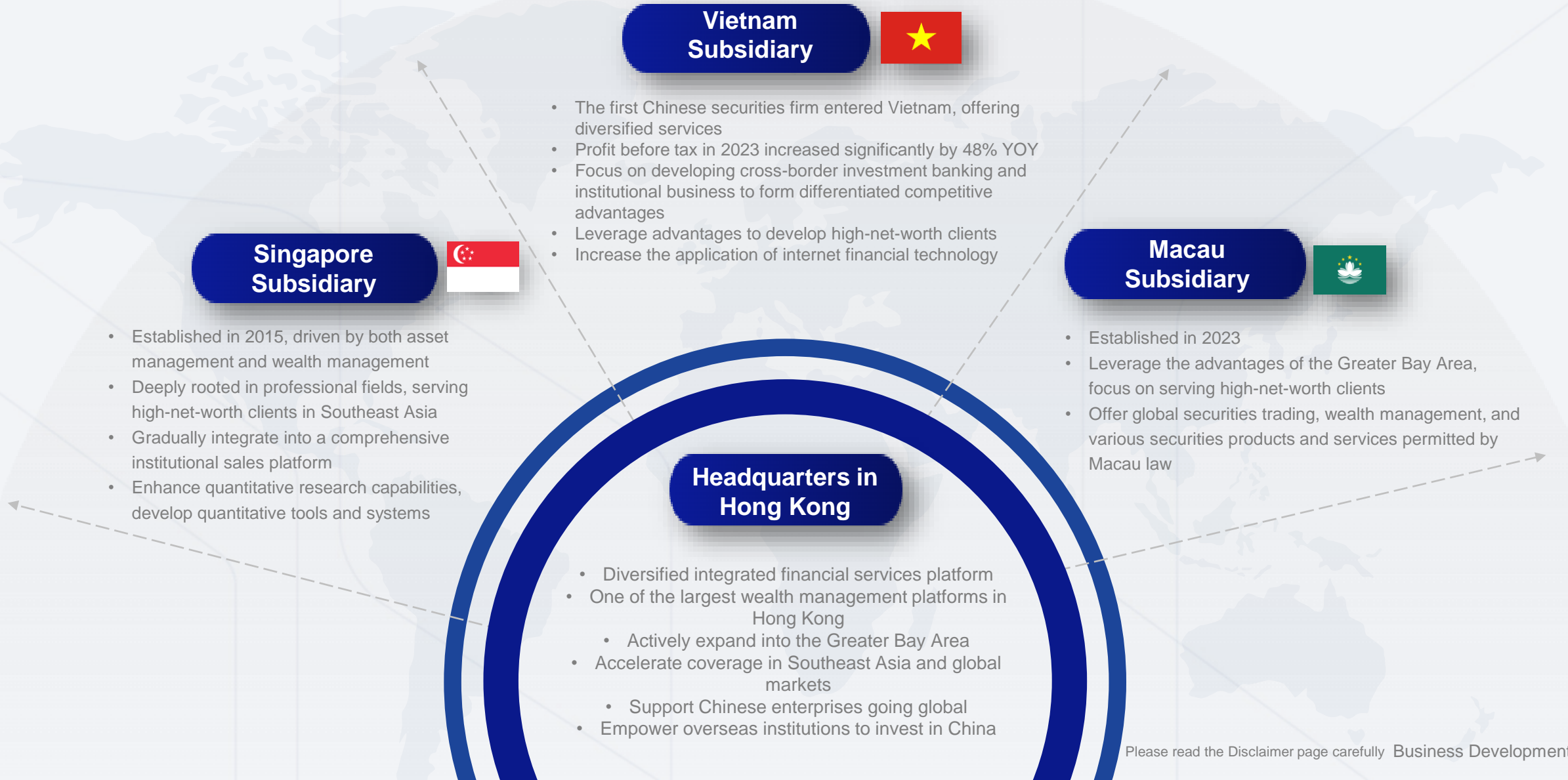


03 Debt Capital Market Underwriting Services

- In 2023, the DCM team successfully completed 146 bond underwriting transactions, the total issuance scale amounted to HK\$ 210.1 billion
- Under the background of expectations of interest rate cuts by the US Federal Reserve and the easing of credit risks for real estate companies, the Chinese offshore bond market is expected to rebound in 2024. The team has the strength to seize the financing cycle of the debt market and steadily increase the bond underwriting business

Total Fundraising Amount in the Hong Kong Stock Market
Declined by 41% YoY

1. According to Wind's 2023 ranking of Hong Kong stock IPO sponsorship numbers; 2. Ranking according to market capitalization



Singapore Subsidiary



- Established in 2015, driven by both asset management and wealth management
- Deeply rooted in professional fields, serving high-net-worth clients in Southeast Asia
- Gradually integrate into a comprehensive institutional sales platform
- Enhance quantitative research capabilities, develop quantitative tools and systems

Vietnam Subsidiary



- The first Chinese securities firm entered Vietnam, offering diversified services
- Profit before tax in 2023 increased significantly by 48% YOY
- Focus on developing cross-border investment banking and institutional business to form differentiated competitive advantages
- Leverage advantages to develop high-net-worth clients
- Increase the application of internet financial technology

Macau Subsidiary

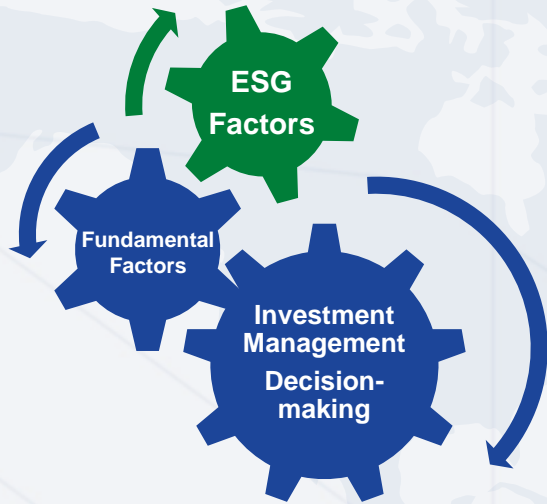


- Established in 2023
- Leverage the advantages of the Greater Bay Area, focus on serving high-net-worth clients
- Offer global securities trading, wealth management, and various securities products and services permitted by Macau law

Headquarters in Hong Kong

- Diversified integrated financial services platform
- One of the largest wealth management platforms in Hong Kong
 - Actively expand into the Greater Bay Area
- Accelerate coverage in Southeast Asia and global markets
 - Support Chinese enterprises going global
- Empower overseas institutions to invest in China

Strengthening Policy Implementing “Responsible Investment”



- ✓ Negative list, third-party ratings
- ✓ ESG due diligence
- ✓ Positive ownership
- ✓ **GTJA (including its subsidiary GTJAI) became a signatory of PRI**



Constantly Improving Green Finance Risk Management Capability



- ✓ Incorporated ESG factors into the latest credit risk policy
- ✓ Efficiently controlled and managed ESG factors at operation level
- ✓ Applicable to various business segments in all subsidiaries and affiliated companies

Accelerating the Development of Green Financing Service Capabilities

Total Issuance Scale of the Sustainable
Finance-related Projects Amounted to over HK\$80 Billion

Green Bond

- In 2023, the Group successfully completed 35 ESG bonds (12 ESG advisor projects), with a total fund raising amount of HKD 72.7 billion, including:
- ✓ Guangdong Provincial Government - Green Bond of RMB 1 billion
 - ✓ Shenzhen Municipal Government - Green Bond of RMB 2.1 billion and Social Responsibility Bond of RMB 2 billion
 - ✓ Fujian Zhangzhou City Investment Group - 3.9 billion Offshore RMB Sustainable Bond
 - ✓ Zhangzhou Jiulongjiang Group - the first UN Sustainable Development Goals Bond in China

Green Equity

- In 2023, the Group completed several green equity projects, including:
- ✓ Acted as joint sponsors and joint global coordinators for the listing of Beijing SinoHytec Co.,Ltd., the first A+H stock in Hydrogen energy
 - ✓ Acted as the sole sponsor, overall coordinator, and sole global coordinator for the listing of Wise Living Technology Co., Ltd., a clean energy heating service provider



Awards

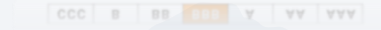
- Related projects won the Asset 3A Sustainable Capital Markets Awards:
- ✓ Best Sustainability-linked / Green Bond (China Offshore)
 - ✓ Best Green Securitization (Urban Investment Bonds)
 - ✓ Best Blue Bond and Sustainability Bond



Forging World-leading ESG Brand Image

Ratings

- BBB rating by MSCI ESG, which is in leading position among peers in Hong Kong
- S&P DJI ESG Score surpassed nearly 80% of peers globally



Certification

- Maintaining membership of UN Global Compact for three consecutive years as the first Chinese securities company in Hong Kong

WE SUPPORT



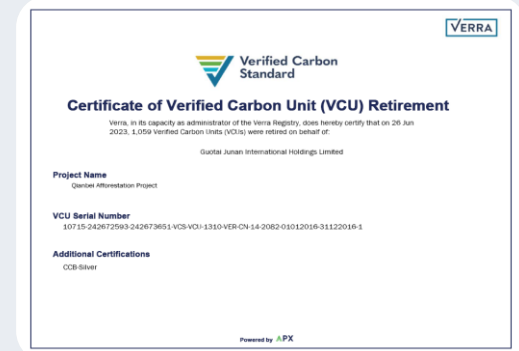
Awards

- Awarded “Gold Award –ESG Corporate Awards 2023” by The Asset
- Awarded “Best ESG in Asia” by Institutional Investor
- Awarded “Best Companies to Work for in Asia 2023” and “HR Asia Diversity Equity, and Inclusion Awards” by HR Asia Magazine



Carbon Neutrality

Subscribed Carbon Credit Assets Achieved “Operational Carbon Neutrality In 2022”



Community Service and Caring



Organized social welfare activities
Increased community involvement



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GUOTAI JUNAN INTERNATIONAL

Honors and Branding





2023 Annual Results



Honors and Branding : Awarded 39 Company Prizes

December 2023	<ul style="list-style-type: none"> Best Fintech Performance Award 5th Golden Central “List of Financial Institutions” 	Zhitong Caijing	
September 2023	<ul style="list-style-type: none"> Outstanding ESG Award 	Institute of ESG & Benchmark	
June 2023	<ul style="list-style-type: none"> 13th Asian Excellence Award - Best Investor Relations Company 13th Asian Excellence Award - Asia’s Best CEO 13th Asian Excellence Award - Asia’s Best CFO 	Corporate Governance Asia	
June 2023	<ul style="list-style-type: none"> Most Honored Company Best IR Program (Combined): Rank 1 Best IR Team (Combined): Rank 1 Best ESG (Combined): Rank 1 Best Board of Directors (Combined): Rank 1 	Institutional Investor	
June 2023	<ul style="list-style-type: none"> Best Companies to Work For in Asia 2023 Diversity, Equity & Inclusion Awards 	HR ASIA	

Honors and Branding : Awarded 39 Company Prizes

March 2023	2022 Outstanding Chinese Futures Broker	HKEX	
May 2023	EQUITY GREATER CHINA (3 Years): Guotai Junan Greater China Growth Fund	Refinitiv Lipper	
March 2023	<ul style="list-style-type: none"> • Performance Awards: Greater China Equity (3 Years) • Performance Awards: Asian High Yield (3 Years) • Performance Awards: Asian High Yield (5 Years) • Performance Awards: Asian Investment Grade Bonds (3 Years) 	Insights & Mandate	
November 2023	Gold Award - ESG Corporate Awards 2023		
March 2023	Triple A Sustainable Capital Markets National and Regional Awards 2023 <ul style="list-style-type: none"> • Best Sustainability-linked / Green Bond (China Offshore) • Best IPO (China Offshore) • Best Green Securitization (Urban Investment Bonds) • Best Blue Bond and Sustainability Bond 	The Asset Magazine	



國泰君安國際
GUOTAI JUNAN INTERNATIONAL

Appendix

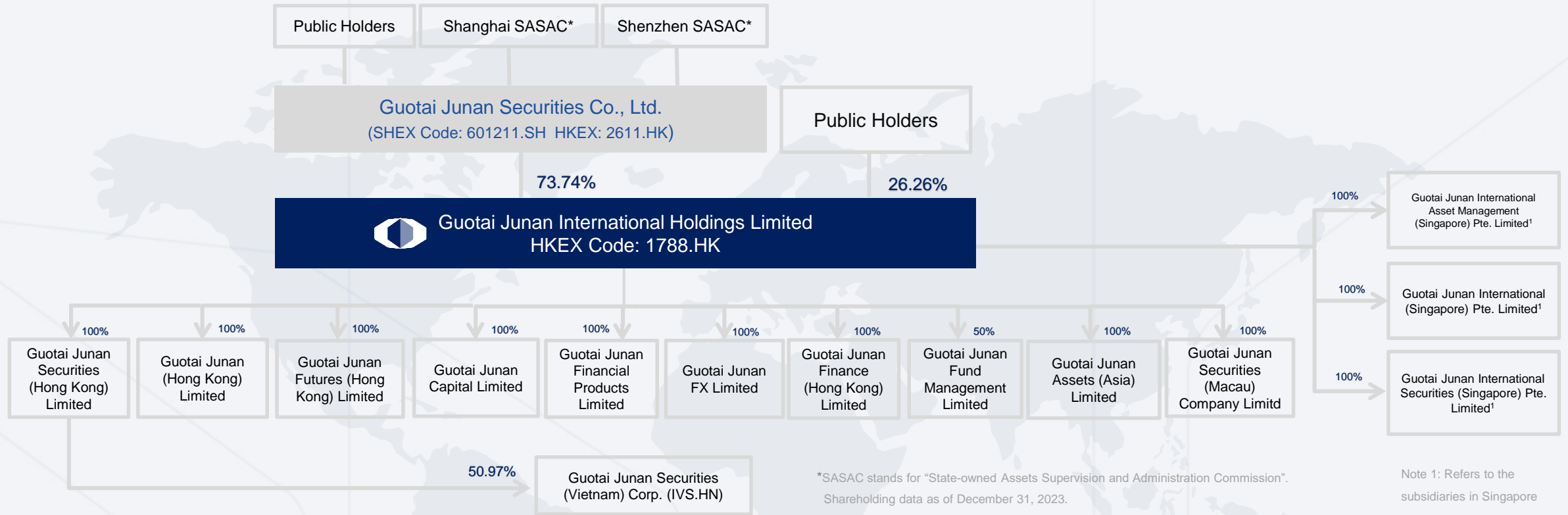
2023 Annual Results

Organizational Structure | Milestone | Licenses | Controlling Shareholder



Organizational Structure:

Mature International Business Platform with Leading Comprehensive Financial Service Capabilities

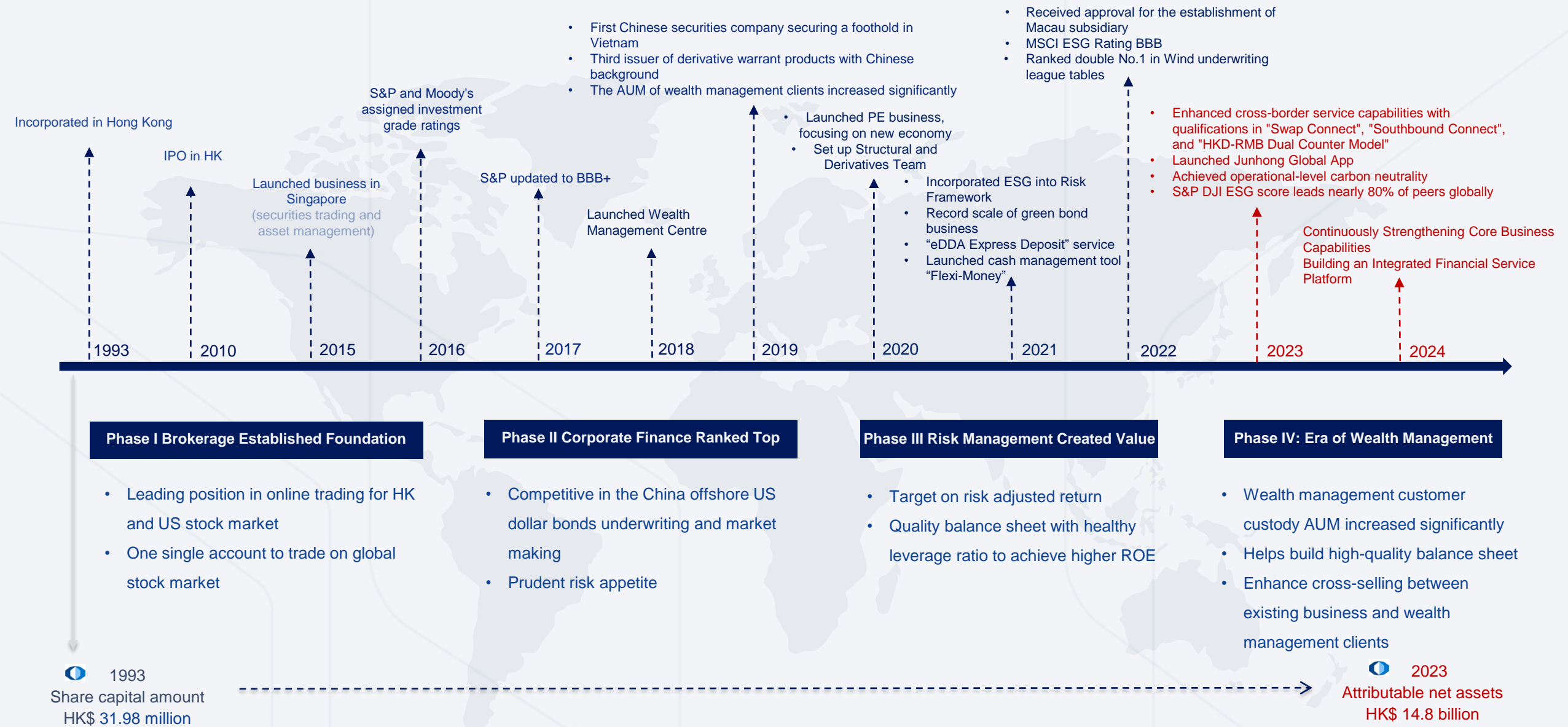


- ✓ The market leader and first mover for internationalization of Chinese Securities Company as well as the first Chinese securities broker listed on the Main Board of The Hong Kong Stock Exchange through initial public offering
- ✓ Based in Hong Kong and has set up subsidiaries in Singapore, Vietnam and Macau to provide comprehensive, diversified and high-quality integrated financial services
- ✓ Core businesses includes brokerage, corporate finance, asset management, loans and finance, financial products, which cover three dimensions including individual finance (wealth management), institutional finance (institutional investor services and corporate finance services) and investment management

- ✓ Assigned “Baa 2” and “BBB+” long term issuer rating from Moody’s and S&P respectively, and MSCI ESG BBB rating. At the same time, the Company’s S&P Dow Jones Index ESG score leads nearly 80% of peers globally
- ✓ The controlling shareholder, Guotai Junan Securities Co., Ltd (Stock Code: 601211.SH; 2611.HK), is the comprehensive financial provider with a long-term, sustainable and overall leading position in the Chinese securities industry

Note 1: Refers to the subsidiaries in Singapore

Milestone: Seized the Opportunities and Created Values for Shareholders



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)

Issued by Hong Kong Securities Clearing Company Limited

- ✓ Direct Clearing Participantship
- ✓ China Connect Clearing Participants (10 November 2014)

Issued by Hong Kong Futures Exchange Limited

- ✓ Exchange Participant Certificate and Exchange Trading Right Certificate (6 March 2000)

Issued by HKFE Clearing Corporation Limited

- ✓ Participant Certificate of Future Clearing Company (6 March 2000)

Issued by Hong Kong Exchanges and Clearing Limited

- ✓ SPAC Exchange Participant (17 March 2022)
- ✓ HKD-RMB Dual Counter Market Maker (June 19, 2023)

Issued by Insurance Authority

- ✓ General and Long Term Business (including related long term insurance membership) (23 September 2019)

Issued by Mandatory Provident Fund Schemes Authority

- ✓ Principal Intermediary (20 December 2012)

Issued by China Securities Regulatory Commission

- ✓ Qualified Foreign Institutional Investors (21 February 2013)
- ✓ Permit for Securities and Futures Operation Business (December 2017)

Issued by the Shanghai Headquarters of the People's Bank of China

- ✓ "Bond Connect" foreign investor business (2017)
- ✓ China Interbank Bond Market Participant (2021)

Issued by the People's Bank of China and the Hong Kong Monetary Authority

- ✓ Northbound Trading Approved Investors (2017)
- ✓ Northbound Swap Connect Overseas Institutional Investors (15 May 2023)
- ✓ Southbound Trading under Bond Connect - market makers (22 Sep 2023)

Issued by Monetary Authority of Singapore

- ✓ License for Capital Market Services (Fund Management) (7 July 2020)
- ✓ License for Capital Market Services (8 October 2018)
- ✓ Collective Investment Schemes (20 September 2023)
- ✓ Exempt Financial Adviser – Investment Products: Securities (18 April 2023)

Issued by State Securities Commission of Vietnam

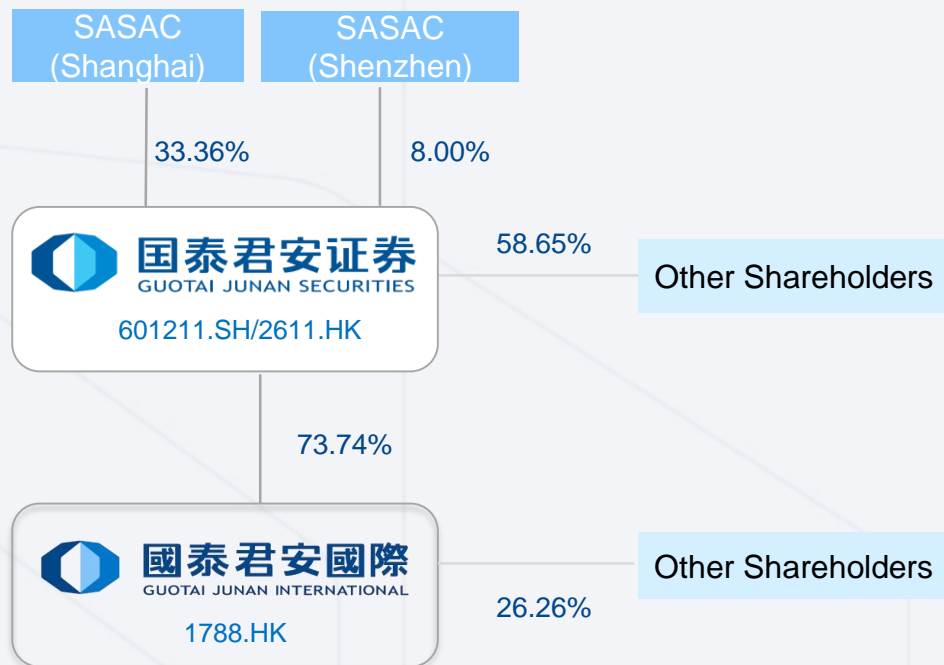
- ✓ Licence for Securities Business (28 August 2007)
- ✓ Licence for Securities Issuance Sponsorship (22 November 2021)
- ✓ Public Exchange Traded Fund Distribution Certificate (8 August 2023)

Issued by the Macau Monetary Authority

- ✓ Obtain license to provide securities trading, wealth management and financing services arising from investment in financial instruments¹ (March 7, 2023)

1. The Chinese name shall prevail.

Shareholding Structure



As of 31 Dec 2023

About Guotai Junan Securities (Parent Company)

- Comprehensive financial service provider with a long-term, sustainable and overall leading position in the Chinese securities industry
- As of the end of 2022, ranked 2nd in total assets, 4th in net assets, 3rd in net capital, 2nd in operating income and 2nd in net profit
- Listed on HKEX in 2017 (2611.HK)
- World-class credit ratings: maintained BBB+ (S&P) and Baa1 (Moody's), with "Stable" outlook

Thanks

Contact: ir@gtjas.com.hk

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www.gtjai.com



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