

# GTJAI Assisted Overseas Institutional Client with its Allocation in Domestic Bonds while Locking in Funding Costs

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[15 November 2022, Hong Kong] Guotai Junan International Holdings Limited ("Guotai Junan International", the "Company" or the "GTJAI", Stock Code: 1788.HK) announced that on 10 November, the Company's Institution Solutions and Derivatives Department (ISD) has successfully assisted an overseas institutional client to deeply participate in the domestic interest rate bond market through the Northbound Bond Connect, providing the client with tailor-made financial products to lock in the funding costs.

In this project, GTJAI has won the client's trust with its professionalism and precise customised services from a fierce competition with a number of leading Chinese and foreign investment banks, and completed another classic case of the Company's cross-border financial services, while assets scale has exceeded US\$100 million. This project has further strengthened the Company's business system under the Northbound Bond Connect and **has successfully demonstrated the Company's cross-border business strength in assisting clients to control investment costs as well as realise their investment needs, delivering high quality financial services in a macro environment where interest rates are rising abroad.**

- End -

## Institution Solutions and Derivatives Department (ISD)

**GTJAI's Institution Solutions and Derivatives Department (ISD)** is committed to providing highly customised solutions to fully meet various needs of high-net-worth individuals, enterprises and institutional investors, assisting its clients to make optimal investment decisions in different market environments. The team not only has extensive experience in overseas markets, but also focuses on providing suitable investment and financing services for Chinese enterprises to integrate into the Belt and Road Initiative and globalise asset allocation, enhancing the integration of Chinese enterprises and financial institutions with global financial markets. Meanwhile, through cooperation with the parent company to build a bridge for overseas investors to participate in vigorous development of the domestic market, the team assists its clients to make full use of the market opportunities with reasonable risk controls, thereby achieving long-term and high-quality development.

## About Northbound Trading under Bond Connect

**The Northbound Trading under Bond Connect** is one of the channels for overseas investors to participate directly in China's onshore bond market. Under the Northbound Trading under Bond Connect, the account opening process for investors to participate in the domestic bond market has been simplified, with its approval time being the shortest of all the channels currently available. Eligible overseas investors can trade directly through a recognized offshore international trading platform with which they are familiar and make clearing and settlement through their existing international custody or local custody services. Bonds are held through CMU's domestic nominal holder accounts opened in the Shanghai Clearing House and China Central Depository & Clearing Co., Ltd. in the Mainland China, eliminating the need for overseas investors to set up accounts therein.

## About GTJAI

**Guotai Junan International ("GTJAI", Stock Code: 1788.HK)** is 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. It has also been included in FTSE4Good Index by London Stock Exchange of the United Kingdom. Based in Hong Kong, GTJAI provides diversified integrated financial services. Core business includes seven categories of brokerage, corporate finance, asset management, loans and financing, financial products, market making and investments, which cover three dimensions including individual finance (wealth management), institutional finance (institutional investor services and corporate finance service) and investment management. GTJAI has been assigned "Baa2" and "BBB+" long term issuer rating from Moody and Standard & Poor respectively. The controlling shareholder, **Guotai Junan Securities Company Limited (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. For more information about GTJAI, please visit <https://www.gtjai.com>