



國泰君安國際
GUOTAI JUNAN INTERNATIONAL

2024 Annual Results

Stock Code: 1788.HK

Hong Kong · March 2025

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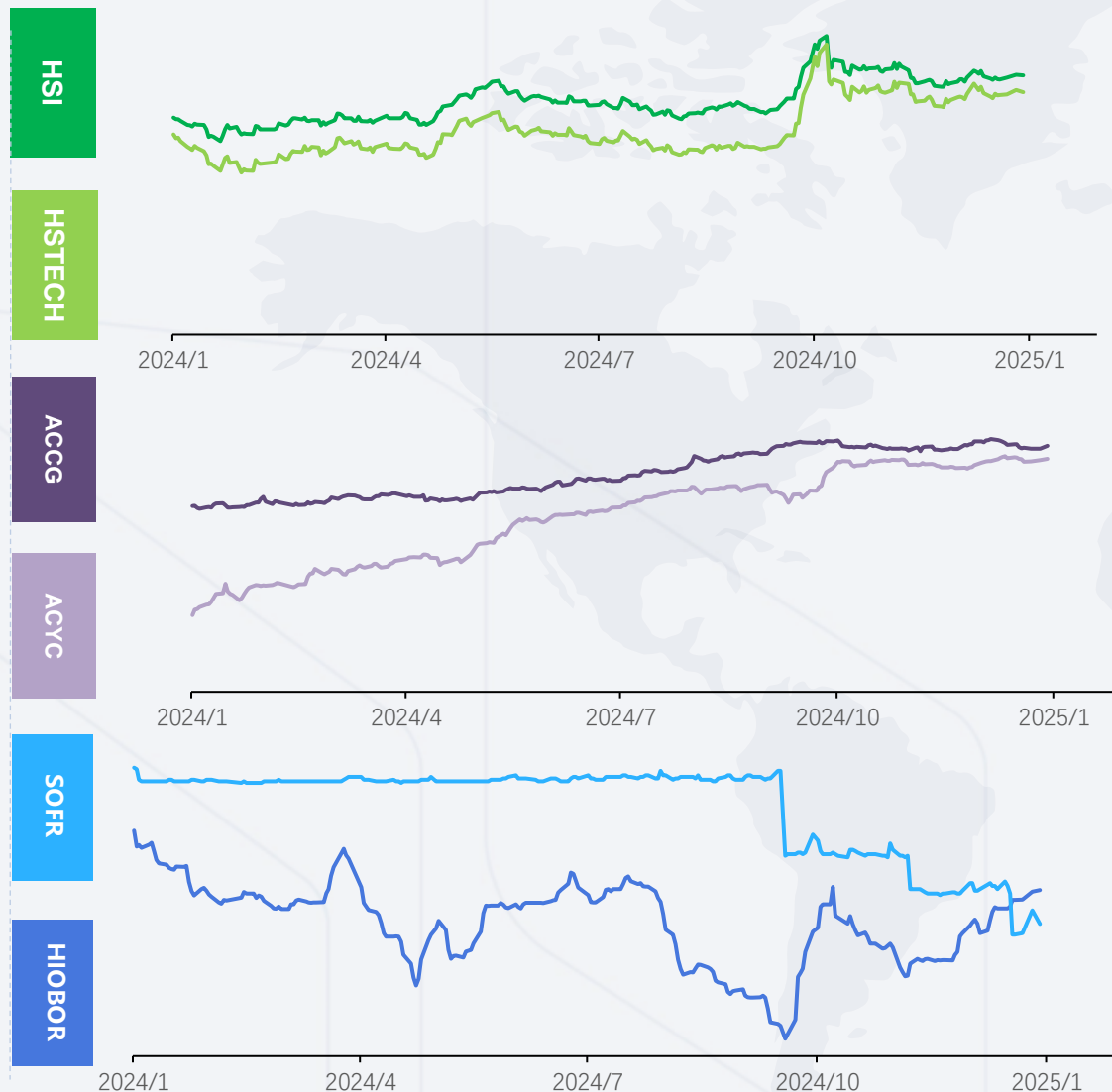
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Performance of Indices in 2024



Hang Seng Index
+17.7% YOY
Average Daily Turnover
+25.5% YOY



- Continuous impacts from uncertainties
- Certain industries showed signs of recovery, yet market remained cautious

HK IPO Funds Raised
+89% YOY



- Total fundraising amount in HK up by 22% YOY

Chinese-issued US Dollar Bonds Index
High-yield:
+13.2%



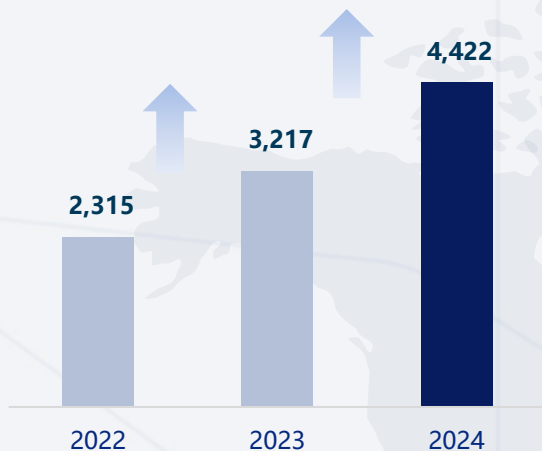
- Investment-grade bond issuance price index rose 1.5%

1-month HIBOR
4.6%¹

- Global interest rates remained high

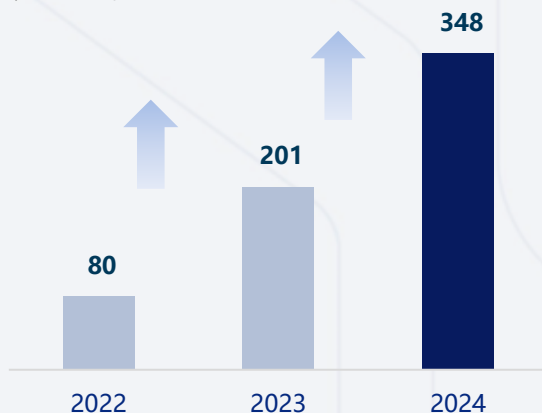
Revenue increased by 37%

(HK\$ million)



Profit after tax increased by 73%

(HK\$ million)



Revenue (By Income Nature)

Commission and fee income increased by 26% to HK\$872 million.

Commission from brokerage business increased by 17% to HK\$512 million, commission from placing, underwriting and sub-underwriting increased by 80% to HK\$255 million

Interest income increased 28% to HK\$2,314 million. Interest income from fixed income securities increased by 188% to HK\$553 million

Net trading and investment income rose 72% to HK\$1,236 million. Net income from financial products increased by 20% to HK\$912 million, trading and investment business showed outstanding performance with net income of HK\$324 million

Revenue (By Segment)

Revenue from wealth management segment up 3% to HK\$1,919 million.

Assets under custody and commission income both increased significantly

Revenue from institutional investor services up 90% to HK\$1,921 million.

Interest income and net income from financial products increased

Revenue from corporate finance services up 61% to HK\$319 million.

Commission from placing, underwriting and sub-underwriting increased

Revenue from up 72% to HK\$264 million. Increased the holdings in fixed income securities with low risk, high ratings and liquidity with reasonable returns, resulting in a net investment income of HK\$221 million, an increase of 60% YOY

Assets

Total assets increased by 21% to HK\$130.2 billion

Total equity increased to HK\$15 billion

Financial Assets Held for Trading and Investment: the balance increased significantly by 96% to HK\$39.1 billion

High Dividend Payout Ratio

Final dividend:
HK\$0.02

Dividend payout ratio:
88%



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Financial Review

2024 Annual Results

Revenue Breakdown | Balance Sheet | Liquidity Management
Investor Return | Credit Ratings



Revenue Breakdown (By Nature): Diversified Development Has Achieved Remarkable Results

Commission and Fee

| HKD' 000 | 2024 | 2023 | YOY ¹ |
|------------------------------------|----------------|----------------|------------------|
| Brokerage | 512,295 | 436,777 | 17% |
| Corporate finance | 255,129 | 141,754 | 80% |
| Consultancy and financial advisory | 47,930 | 45,213 | 6% |
| Asset management | 21,717 | 10,606 | 105% |
| Financial products (Handling fee) | 34,684 | 55,224 | -37% |
| Total | 871,755 | 689,574 | 26% |

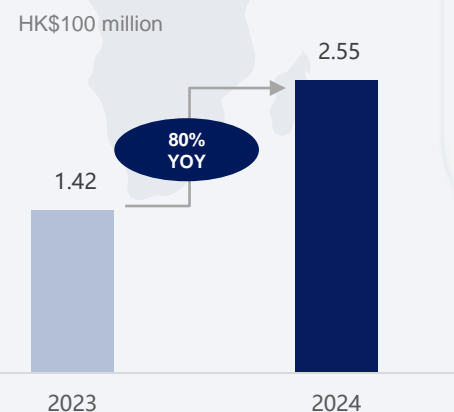
Interest

| HKD' 000 | 2024 | 2023 | YOY ¹ |
|------------------------------------|------------------|------------------|------------------|
| Customers | 476,189 | 452,244 | 5% |
| Banks | 1,006,883 | 1,026,468 | -2% |
| Other financial institutions | 278,221 | 139,607 | 99% |
| Fixed income securities investment | 552,713 | 191,835 | 188% |
| Total | 2,314,006 | 1,810,154 | 28% |

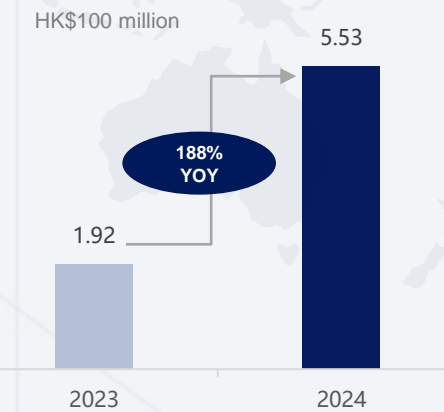
Trading and Investments

| HKD' 000 | 2024 | 2023 | YOY ¹ |
|---|------------------|----------------|------------------|
| Investment in securities (Mark-to-market) | 324,225 | -42,501 | Profit |
| Financial products | 911,623 | 760,145 | 20% |
| Total | 1,235,848 | 717,644 | 72% |

Corporate Finance Underwriting Commission Grew Significantly



Interest Income from Fixed Income Securities Grew Sharply



Note: 1. Rounded

Wealth Management: 43%



Wealth management provides comprehensive financial services and solutions to individual investors, small to medium-sized businesses and family offices, including:

- (1) Brokerage
- (2) Loans (mainly margin financing) and financing
- (3) Other wealth management services

Revenue amounted to HK\$1.919 billion, up 3%

Institutional Finance: 51%



Institutional finance focuses in two key areas: institutional investor services and corporate finance services, which include:

- (1) Institutional investor services provide market making, investments, structured product solutions, financing and other services to corporations, governments and financial institutions, and include Group investments to support the above services;
- (2) Corporate finance services provide advisory services, placing and underwriting services of debts and equity securities.

Revenue reached HK\$2.239 billion, up 85%

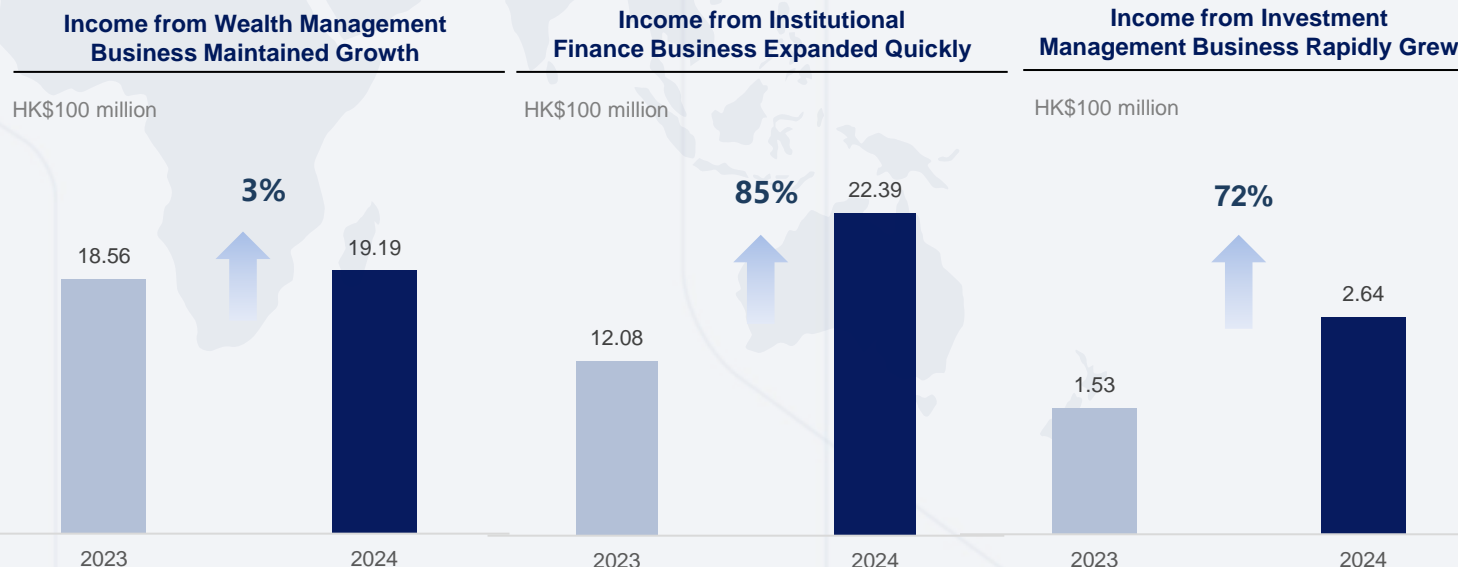
Investment Management: 6%



Investment management provides asset management and fund management services to institutions and individuals, and also includes investment in funds, debts and equity securities

Revenue reached HK\$ 264 million, up 72%

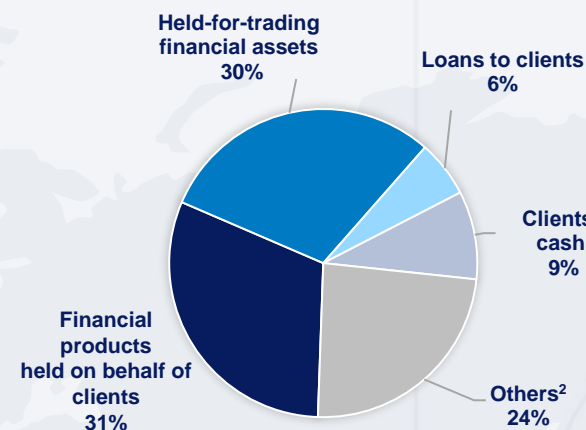
| 2024 | Wealth Management | Institutional Finance | | Investment Management |
|-----------------------------------|-------------------|---------------------------------|----------------------------|-----------------------|
| HK\$'000 | | Institutional investor services | Corporate finance services | |
| Commission and fee income | 439,410 | 86,378 | 318,628 | 27,339 |
| Interest income | 1,422,116 | 876,355 | - | 15,535 |
| Net trading and investment income | 57,021 | 957,953 | - | 220,874 |
| Other income | - | - | - | - |
| Total Revenue | 1,918,547 | 1,920,686 | 318,628 | 263,748 |



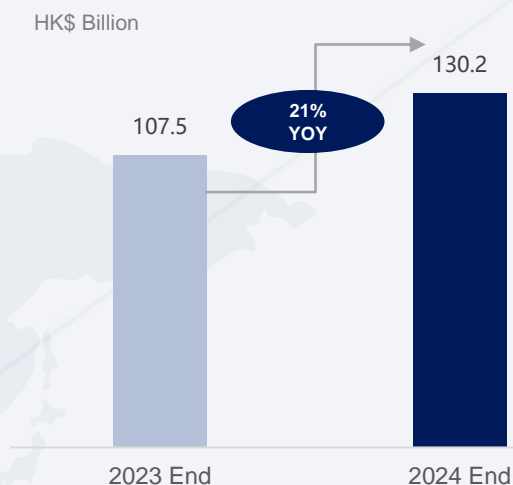
Balance Sheet: Client Demand Driven, Asset Quantity and Quality Rise Together

| HKD'000 | 31 December 2024 | Contribution ¹ | 31 December 2023 | Contribution ¹ |
|---|--------------------|---------------------------|--------------------|---------------------------|
| Assets | | | | |
| Loans and advances to customers | 7,746,401 | 5.95% | 5,761,594 | 5.36% |
| Receivable from reverse repurchase agreements | 9,982,509 | 7.67% | 739,579 | 0.69% |
| Accounts receivable | 11,096,370 | 8.53% | 8,391,475 | 7.80% |
| Prepayments, deposits and other receivables | 218,937 | 0.17% | 219,685 | 0.20% |
| Financial products held on behalf of clients | 40,253,876 | 30.92% | 48,535,137 | 45.13% |
| Financial assets | 39,057,188 | 30.01% | 19,970,416 | 18.57% |
| Derivative financial instruments | 1,756,540 | 1.35% | 1,935,260 | 1.80% |
| Tax recoverable | 29,821 | 0.02% | 70,525 | 0.07% |
| Client trust bank balances | 12,054,082 | 9.26% | 13,750,018 | 12.79% |
| Cash and cash equivalents | 7,204,149 | 5.53% | 7,407,815 | 6.89% |
| Other assets | 773,276 | 0.59% | 753,649 | 0.70% |
| Total assets | 130,173,149 | 100.00% | 107,535,153 | 100.00% |
| Liabilities | | | | |
| Accounts payable | 19,714,804 | 17.12% | 18,048,359 | 19.50% |
| Other payable and accrued liabilities | 818,305 | 0.71% | 663,647 | 0.72% |
| Derivative financial instrument | 2,058,129 | 1.79% | 1,693,575 | 1.83% |
| Interest bearing borrowings | 5,956,800 | 5.17% | 9,939,421 | 10.74% |
| Debt securities in issue | 48,358,252 | 41.99% | 45,763,712 | 49.44% |
| - At amortized cost | 10,589,604 | 9.20% | 5,953,747 | 6.43% |
| - Designated as at fair value through P&L | 37,768,648 | 32.79% | 39,809,965 | 43.00% |
| Financial liabilities at fair value through P&L | 3,122,085 | 2.71% | 2,432,272 | 2.63% |
| Obligations under repurchase agreements | 35,113,555 | 30.50% | 14,027,595 | 15.15% |
| Tax payable | 4,516 | 0.00% | 4,574 | 0.00% |
| Total liabilities | 115,146,446 | 100% | 92,573,155 | 100.00% |
| Equity | | | | |
| Ordinary shareholders' equity | 14,914,657 | 99.25% | 14,839,473 | 99.18% |
| Non-controlling interest | 112,046 | 0.75% | 122,525 | 0.82% |
| Total equity | 15,026,703 | 100.00% | 14,961,998 | 100.00% |

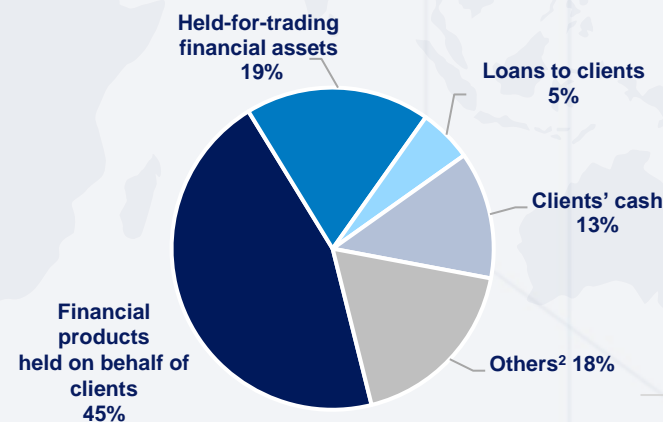
Assets Distribution 31 Dec 2024



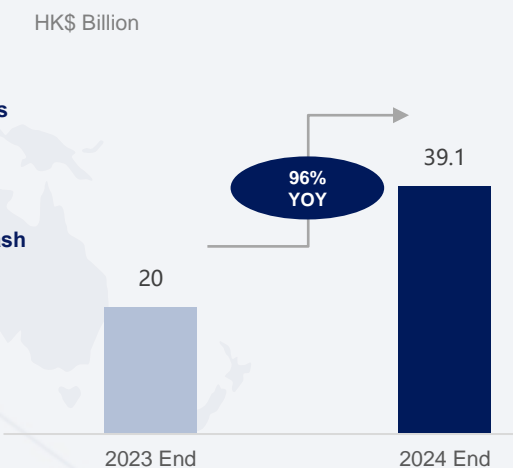
Total Assets



Assets Distribution 31 Dec 2023

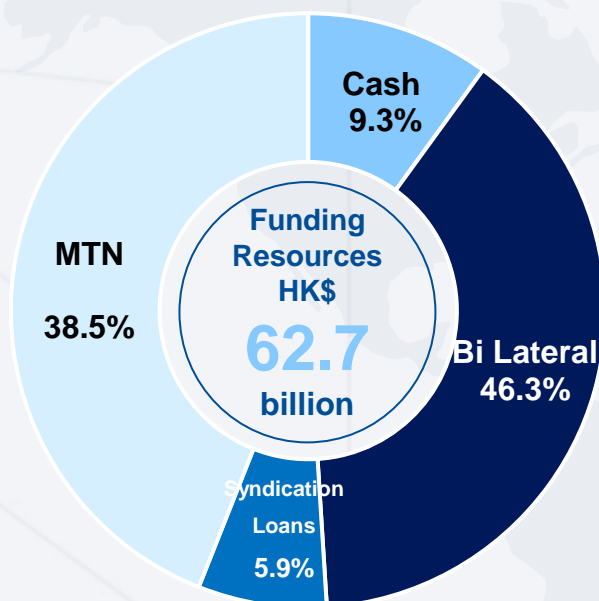


Held-for-trading Financial Assets



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

Funding Sources

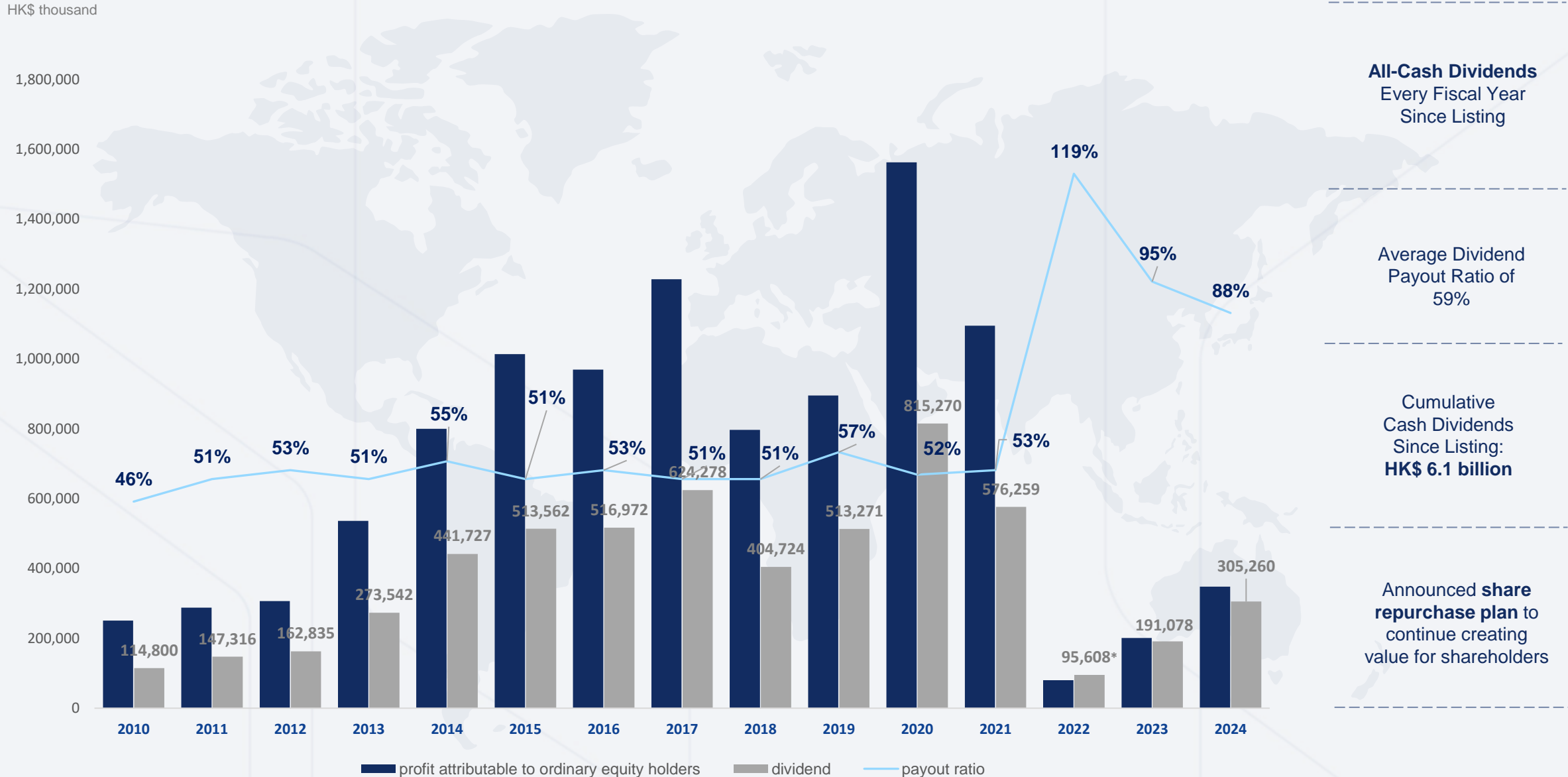


As of 31 December 2024

Banking Facilities

| HK\$ million | 31 December 2024 | 31 December 2023 | Change |
|--|------------------|------------------|---------|
| Total banking facilities | 38,682 | 33,475 | 15.6% |
| Bank loans utilized | 5,901 | 9,918 | (40.5%) |
| Available outstanding banking facilities | 32,781 | 23,557 | 39.2% |
| Utilization ratio | 15% | 30% | (50%) |

Investor Return: Investor-oriented Approach, All-Cash Dividends Since Listing, Share Repurchase Plan



All-Cash Dividends
Every Fiscal Year
Since Listing

Average Dividend
Payout Ratio of
59%

Cumulative
Cash Dividends
Since Listing:
HK\$ 6.1 billion

Announced **share repurchase plan** to
continue creating
value for shareholders

*Excludes special dividend paid in 2022, totaling HK\$287 million

Credit Ratings: 9 Consecutive Years' First Tier Among Chinese Financial Institutions in Hong Kong

Milestones of Credit Ratings

- September 2024: Moody's reaffirmed the Company's "Baa2" long-term issuer credit rating with a "Stable" outlook.
- June 2024: S&P reaffirmed the Company's "BBB+" investment grade rating (long-term issuer rating), with the outlook remaining "stable".
- 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".
- 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

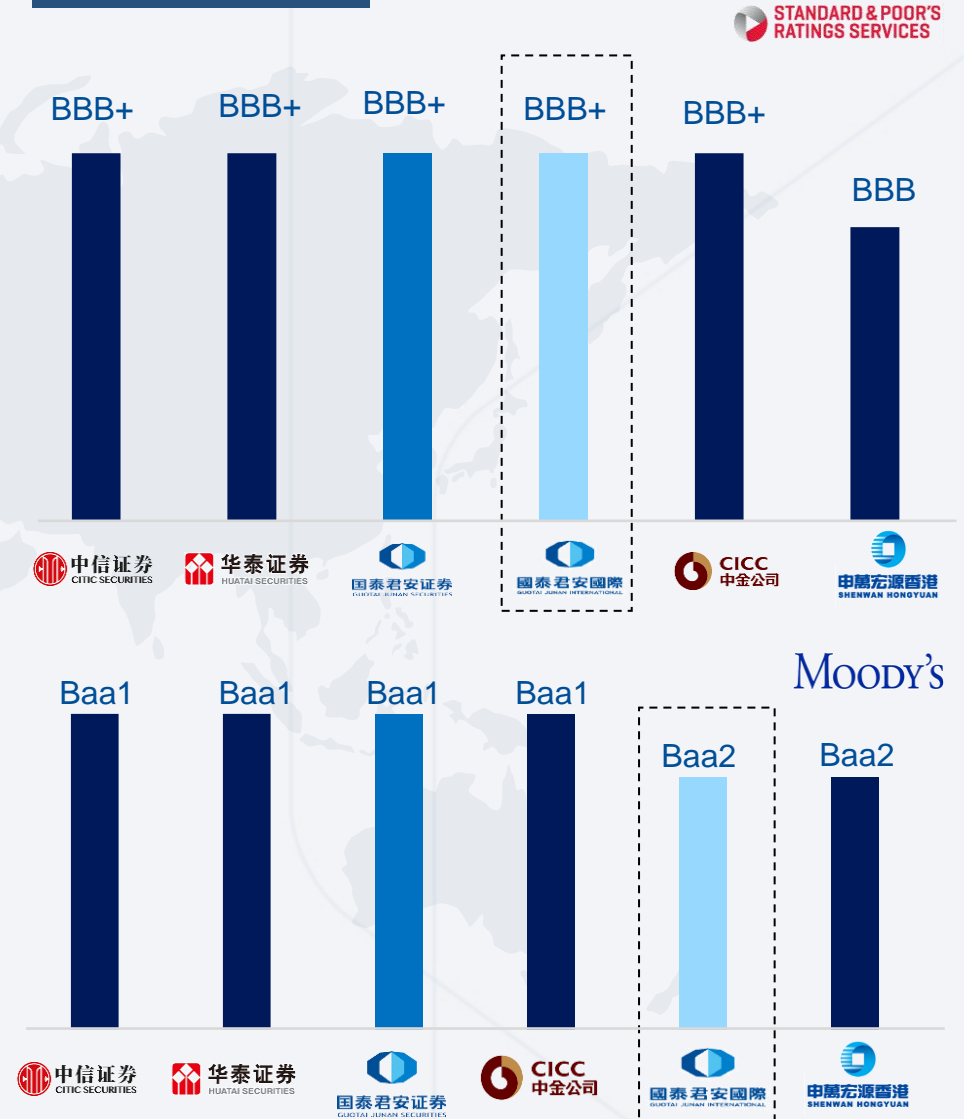


MOODY'S

MOODY'S



Peers Comparison





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Business Development

2024 Annual Results

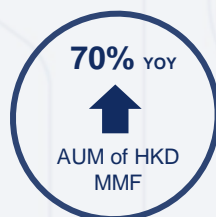
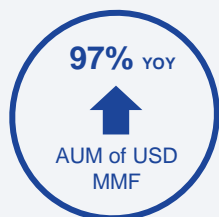
Wealth Management | Corporate Finance | Institutional Services
Regional Collaboration | Sustainable and Green Finance



01. Diversified Products and Services

- ◆ **Diversified product matrix:** Synergistic development of various products such as stocks, bonds, funds, derivatives, etc.
- ◆ **Investment-grade bond funds:** Helping clients to capture investment opportunities under the trend of interest rate cuts
- ◆ **Virtual assets related trading:** Approved by the SFC in Hong Kong to trade virtual assets for clients as an introducing agent
- ◆ **Structured notes and Swap products:** First to launch structured notes linked to virtual asset spot ETFs
- ◆ **Family office:** The first Chinese securities company to systematically serve family office clients
- ◆ **New capital investment entrant scheme:** Provide investment solutions for the scheme, three funds included in the eligible collective investment schemes of CIES
- ◆ **Hong Kong Dollar/US Dollar MMF**

AUM Increased Significantly
Widely Recognized by the Market



Outstanding Performance Returns
Ranking Among the Top in the Market



Notes: 1. The annualized yield for Class A2 money market funds in 2024.

02. Cross-boundary Wealth Management Connect Pilot Scheme

First overseas securities firm to provide one-stop services under the WMC

- Hong Kong investors: Open **"Northbound"** accounts to purchase high-quality Mainland products
- Mainland investors: Open **"Southbound"** accounts to invest in high-quality overseas products
- **GTJAI "Southbound" Product Pool:**

Based on GTJAI's wealth management overseas fund IRR selection evaluation criteria, combined with quantitative standards, **hundreds of low to medium-risk funds and bond products** are selected to provide customers with funds of different asset classes and themes, covering multiple currencies and major markets worldwide



03. Digital Intelligent Transformation

Junhong Global App Continues to Upgrade

- Junhong Global APP continuously being upgraded with new functions, New trading services for Germany, France and other markets
- Offer 120 funds and fund-based products to meet clients' diverse investment preferences
- Launch investor education activities and videos to further improve the wealth management content
- Active users increased more than 200%. New registered users increased 318%



01. Bond Underwriting Services

- In 2024, a total of **232 bond issuance projects** were completed, **up 59%**; The total issuance scale approximately **HK\$389.1 billion, up 85%**
- Ranked **No. 2** among Chinese securities companies according to DMI offshore bond primary underwriting



Far East Horizon Limited
US\$500m bonds



济南城市建设集团
JINAN CITY CONSTRUCTION GROUP

China Great Wall AMC (International) Holdings Co., Ltd.
US\$500m bonds



中航国际
AVIC INTL
Power Construction Corporation of China
US\$300m subordinate perpetual bonds

02. Sponsorship, Equity Underwriting, Financial Advisory and Compliance Advisory Services

- In 2024, the Company completed **3 Hong Kong IPO and 17 underwriting and placing projects**
- Ranked **No. 1** in the market in terms of number of underwriting projects as placing agent
- Continued to provide financial advisory and compliance advisory services to over 20 companies



First A + H share listed company of cathode materials for new energy batteries



First listed company of collaborative robots



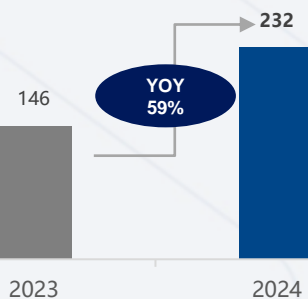
Twice new B share placements



Three times new H share placements

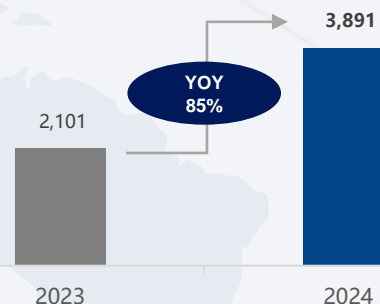
Number of Bond Issuance Projects

Projects



Total Scale of Bond Issuance

HK\$ billion



Strengthening cooperation between headquarters and branch offices to enhance the efficiency and scope of coverage



Providing high-quality DCM whole-chain services in line with national policies



Cooperation between Headquarters and Branch Offices

Promoting the integration and collaboration of domestic and overseas investment banks, and utilizing the advantageous resources in China and the comprehensive financial service advantages overseas

Focusing on new energy, robotic, intelligent driving and other key industry sectors, strengthening marketing and customer services, and actively expanding regional and international business

Focus on Key Areas



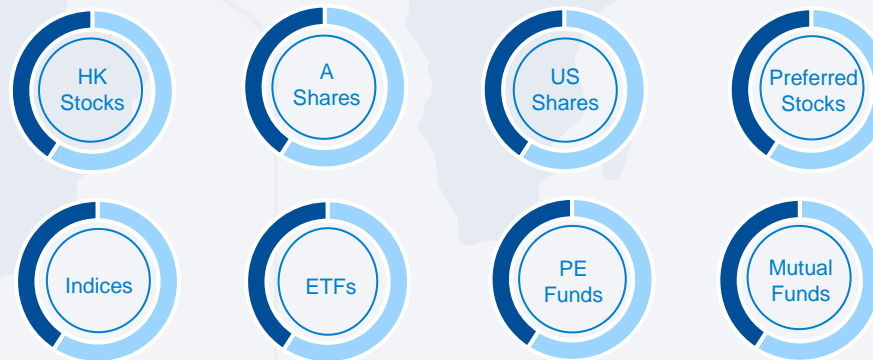
High-Quality Institutional Services:

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.

Featured Regional Collaboration:

Rooted in Hong Kong, Expanding into Southeast Asia, Serving Global Markets

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
- Expand Guotai Junan International's advantageous integrated financial service platform in Greater China to Singapore to form a strong cross-border connection

Vietnam Subsidiary



- The first Chinese securities firm entered Vietnam, offering diversified services
- Total number of new securities accounts opened +61% YoY, international customer accounts opened +82% YoY in 2024
- Included in MSCI Frontier Markets Small Cap Index
- Winner of the IR reward 2024 for best investor relations for listed companies in Vietnam; winner of the Standard Disclosure Award for listed companies for seven consecutive years

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

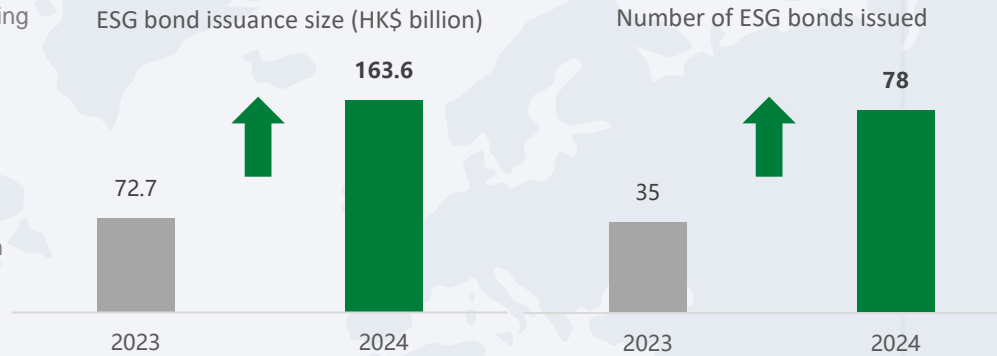
Headquarters in Hong Kong

- 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

Accelerating the Development of Green Financial Service Capabilities

Total Issuance Scale of the Sustainable Finance Projects Amounted Over HK\$160 Billion

- Completed **78 ESG bonds projects** in 2024, with a total fund-raising amount of **HKD163.6 billion**, up 125% YOY
- Ranked **No. 2** among Chinese securities companies according to DMI ESG bond primary underwriting size in 2024
- Successfully assisted Lopal Tech (2465.hk) in completing IPO with total proceeds of HK\$550m, becoming the first A + H share listed company of cathode materials for new energy batteries



Sustainability-linked Loan and Green Deposits

- Signed **the first multi-currency sustainability-linked loan** in the securities industry in Hong Kong and Mainland China
- Signed the Company's **first green deposit** project to promote economic transformation towards low-carbon and sustainable development

Carbon Neutrality for the Second Consecutive Year



Based on reducing total greenhouse gas emissions for four consecutive years, the Company has successfully offset its carbon emissions in 2023 through carbon credit assets, **realizing “carbon neutrality” at the operational level for the second consecutive year**

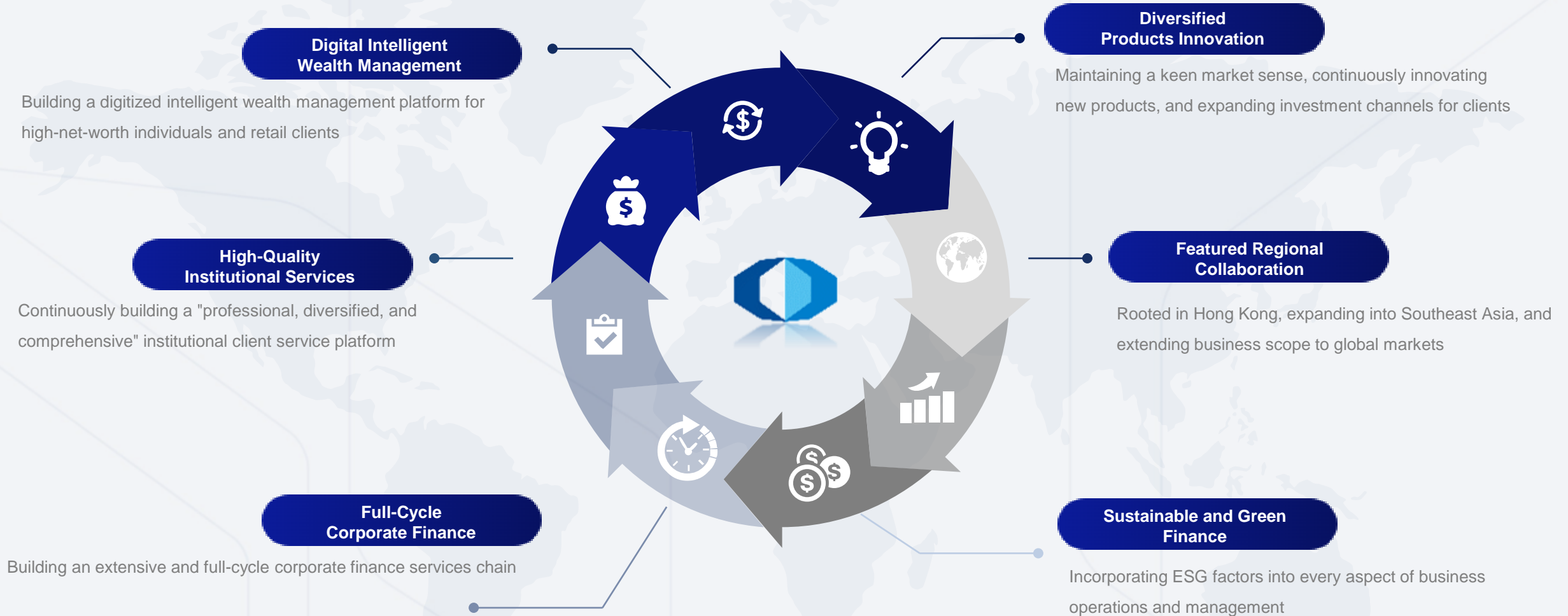
ESG ratings

- MSCI ESG rating upgraded to **A**
- S&P Global ESG Score **leads 84%** of global peers
- Wind ESG rating upgraded to **A**
- SynTao Green Finance ESG rating of **A**

ESG commitment

- GTJA (including its subsidiary GTJAI) became a **signatory of PRI**
- Maintaining membership of **UN Global Compact** for three consecutive years as the first Chinese securities company in Hong Kong







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GUOTAI JUNAN INTERNATIONAL

2024 Annual Results

Appendix

Organizational Structure | Milestone | Shareholding Structure
Licenses | Awards



Capabilities



As of 27 Feb 2025

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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 IPO
- 

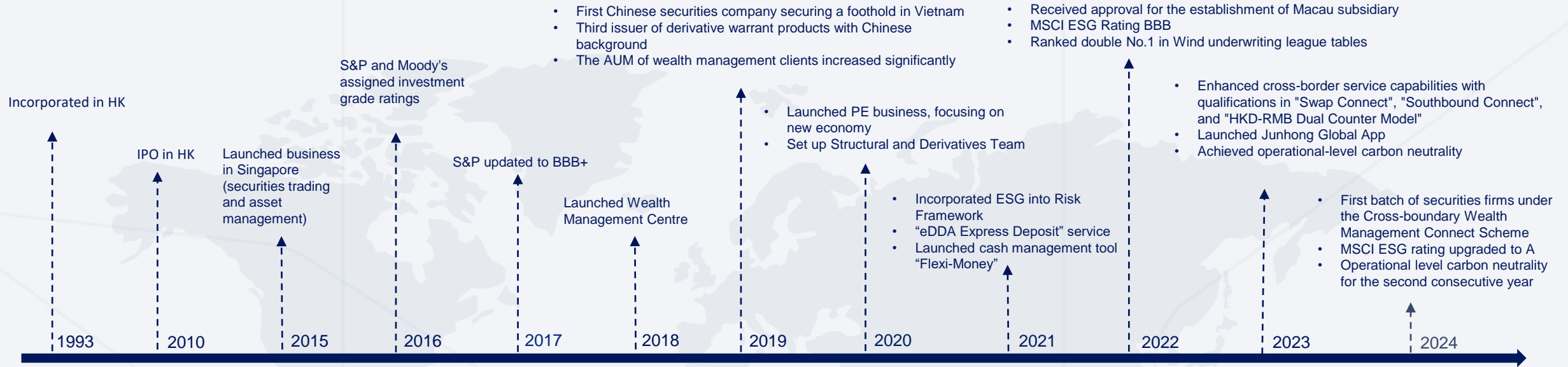
Based in Hong Kong and has set up subsidiaries in Singapore, Vietnam and Macau to provide comprehensive, diversified and high-quality integrated financial services

- 

Core businesses include 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 “Baa2” and “BBB+” long term issuer rating from Moody’s and S&P respectively MSCI ESG A rating. S&P Global ESG score leads 84% of peers globally

Milestone: Seized the Opportunities and Created Values for Shareholders



Phase I Brokerage Established Foundation

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

Phase II Corporate Finance Ranked Top

- Competitive in the China offshore US dollar bonds underwriting and market making
- Prudent risk appetite

Phase III Risk Management Created Value

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

Phase IV Era of Wealth Management

- Wealth management customer custody AUM increased significantly
- Helps build high-quality balance sheet
- Enhance cross-selling between existing business and wealth management clients

1993
Share capital amount
HK\$ 31.98 million

2024
Attributable net assets
HK\$15 billion



Solid strength of controlling shareholder

The controlling shareholder, Guotai Junan Securities, is the comprehensive financial provider with a long-term, sustainable and overall leading position in the Chinese securities industry

Share ownership by management to align interests

Management's interests are closely aligned with those of shareholders, strengthening the Company's long-term growth momentum

Investment from southbound funds continues to increase

Mainland investors' investment sentiment continues to rise, with a significant 72% YOY increase in shareholdings as of Dec 2024

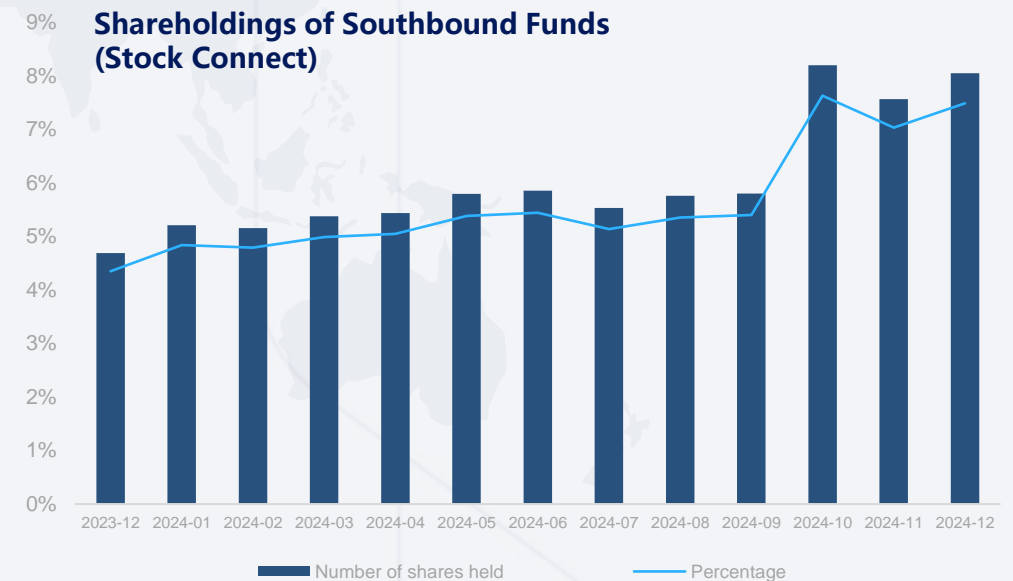


Diversified overseas investors

Shareholders include many well-known foreign investment institutions from Asia-Pacific, North America and Europe, covering different styles such as value-oriented, hedge and growth

Long-term investment in long-term funds

Shareholders include sovereign funds from the Middle East and Norway, etc, which have long held and continue to invest in the Company's shares



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)
- ✓ Custodian of Open-ended Fund Companies (30 June 2022)

Issued by The Stock Exchange of Hong Kong Limited

- ✓ Exchange Trading Right Certificate (3 July 2000)
- ✓ Exchange Participant Certificate (13 August 2001)
- ✓ Market Maker of Stock Options (2 October 2019)
- ✓ Hong Kong Listed Structured Products Issuer (31 October 2019)
- ✓ China Connect Exchange Participant (10 November 2014)
- ✓ HKD-RMB Dual Counter Market Maker (19 June 2023)
- ✓ Options Trading Exchange Participant

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)
- ✓ Futures Trader (6 March 2000)
- ✓ Product Trading Right in the Options Market (25 April 2022)

Issued by HKFE Clearing Corporation Limited

- ✓ HKCC Participant Certificate (6 March 2000)

Issued by Hong Kong Exchanges and Clearing Limited

- ✓ SPAC Exchange Participant (17 March 2022)

Issued by The SEHK Options Clearing House Limited

- ✓ Direct Clearing Participantship

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 (22 December 2017)

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

- ✓ China Interbank Bond Market Participant (2021)

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

- ✓ Northbound Trading Approved Investors (2 April 2018)
- ✓ Northbound Swap Connect Overseas Institutional Investors (15 May 2023)
- ✓ Southbound Trading under Bond Connect - market makers (22 Sep 2023)

Issued by the People's Bank of China, the National Financial Regulatory Administration, the China Securities Regulatory Commission, the Hong Kong Monetary Authority and the Hong Kong Securities and Futures Commission.

- ✓ Participation in the Cross-boundary Wealth Management Connect Scheme (Southbound and Northbound) (1 November 2024)

Issued by Monetary Authority of Singapore

- ✓ License for Capital Market Services (Fund Management) (7 July 2020)
- ✓ Capital Markets Services License - Dealing in Capital Markets Products – Securities (13 February 2018)
- ✓ Capital Markets Services License - Dealing in Capital Markets Products - Collective Investment Schemes (20 September 2023)
- ✓ Exempt Financial Adviser – Investment Products: Securities (18 April 2023)
- ✓ Exempt Financial Adviser - Collective Investment Schemes (16 January 2024)

Issued by State Securities Commission of Vietnam

- ✓ Securities Brokerage & Proprietary Trading & Securities Investment Consultancy & Securities Depository Services (28 August 2007)
- ✓ Securities Underwriting Services (22 November 2021)
- ✓ Public Exchange Traded Fund Distribution Certificate (8 August 2023)

Issued by the Monetary and Foreign Exchange Authority of Macao

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

Awards

| | | | | | |
|---|---------------------------------|--|--|-----------------------------------|---|
| <ul style="list-style-type: none"> "Most Honored Company" in Asia Best ESG (Overall) No. 2 Best ESG (Buyer) No. 2 Best Board of Directors (Overall) No. 3 Best Board of Directors (Buyer) No. 2 | <p>Institutional Investor</p> |  | <p>2024 Asset 3A Sustainable Capital Markets Awards:</p> <ul style="list-style-type: none"> Best Biodiversity-Themed Bond - Provincial Government Best Sustainable Bond - Local Government Best Green Bond - Financial Institution Best Green Bond - Free Trade Zone Best IPO | <p>The Asset</p> |  |
| <ul style="list-style-type: none"> ESG Leading Enterprises ESG Leading Initiatives - Sustainable Finance | <p>Bloomberg Businessweek</p> |  | <p>Listed Company Excellence Awards 2024</p> | <p>HKEJ</p> |  |
| <p>Outstanding Award for Green and Sustainable Loan Issuer (Securities Financial Services Industry)</p> <ul style="list-style-type: none"> Visionary Sustainability-linked Loan Performance Metrics | <p>HKQAA</p> |  | <p>2023 Outstanding Chinese Futures Broker</p> | <p>HKEX</p> |  |
| <p>Gelonghui Jinge Award:</p> <ul style="list-style-type: none"> ESG Investment Outstanding Securities Firm Most Popular Company in the Hong Kong Stock Connect | <p>Gelonghui</p> |  | <p>2023 China Financial Market Awards</p> <ul style="list-style-type: none"> Financial Market Chinese Investment Bank Star Award | <p>China Financial Market</p> |  |
| <p>The 5th Guangdong-Hong Kong-Macao Greater Bay Area Awards:</p> <ul style="list-style-type: none"> Best Cross-Border Wealth Management Award in Guangdong-Hong Kong-Macao Greater Bay Area | <p>Linghang 9+2</p> |  | <ul style="list-style-type: none"> Best Companies to Work For in Asia 2024 Diversity, Equity & Inclusion Awards | <p>HR ASIA</p> |  |
| <p>Wind Best Investment Bank of 2023:</p> <ul style="list-style-type: none"> Best Hong Kong IPO Sponsor Best Global Coordinator for Hong Kong IPOs Best Hong Kong IPO Bookrunner Best Underwriter of Chinese USD Bonds - Securities Firm Best Cross-Border Wealth Management Award in Guangdong-Hong Kong-Macao Greater Bay Area | <p>Wind</p> |  | <p>14th Asian Excellence Award:</p> <ul style="list-style-type: none"> Best Investor Relations Company Asia's Best CEO Asia's Best CFO Sustainable Asia Award | <p>Corporate Governance Asia</p> |  |
| <p>Outstanding Listed Company Award 2024</p> | <p>AM730 iFeng HK Stock</p> |  | <p>Bond Connect Outstanding Participants 2024:</p> <ul style="list-style-type: none"> Primary Market Pioneer (Underwriter) Northbound Outstanding Investment Bank | <p>Bond Connect</p> |  |
| <p>2024 Golden Central Financial Institution List:</p> <ul style="list-style-type: none"> Best Performance Award in Wealth Management <p>Sailing Family Office Service Award</p> | <p>Zhitong Caijing</p> |  | <p>2024 Professional Financial Institution Service Awards:</p> <ul style="list-style-type: none"> Professional Wealth Management Services Award | <p>Hong Kong Commercial Daily</p> |  |

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