

Guotai Junan International 2025 Annual Results

A subsidiary of Guotai Haitong Group | Stock Code: 1788.HK

Hong Kong · March 2026



Contents

Overview Page 3

Macro Market | Results Summary

Financial Analysis Page 5

Revenue Breakdown | Balance Sheet | Liquidity Management | Investor Return

Business Development Page 10

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

Appendix Page 16

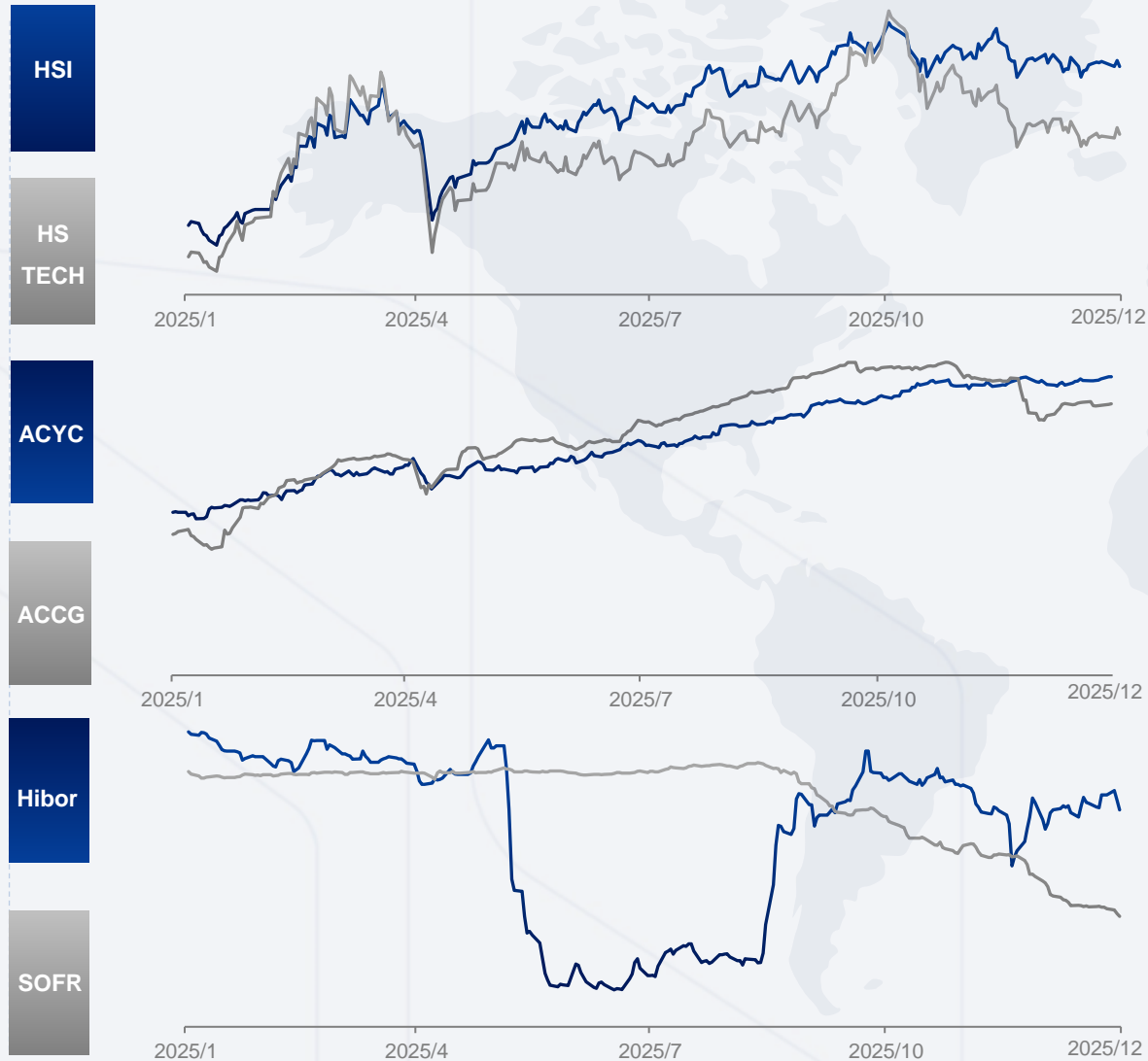
Organizational Structure | Milestone | Ratings and Awards | Licenses



國泰海通
GUOTAI HAITONG

國泰君安國際
GUOTAI JUNAN INTERNATIONAL

Major Indices Performance from 1 January 2025 to 31 December 2025



Hang Seng Index
+ 28% YOY
Average Daily Turnover
+90% YOY

- Global markets remain volatile
- Hong Kong stock market performed strongly

HK IPO Funds Raised
+225% YOY

- 119 IPOs¹, +67% YOY
- Total funds raised: HKD 644 billion, +235%

High-yield Chinese-issued US Dollar Bonds Index :
+6.73% from the beginning of the year

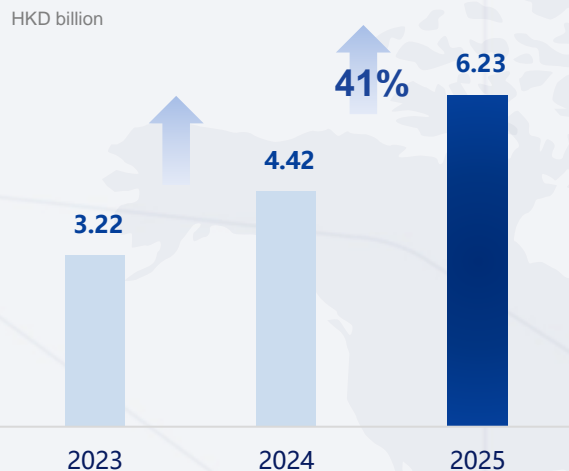
- Chinese-issued USD primary bond market showed signs of recovery
- Investment-grade (ACCG) total return +6.80%

1-month HIBOR closed at
3.08%

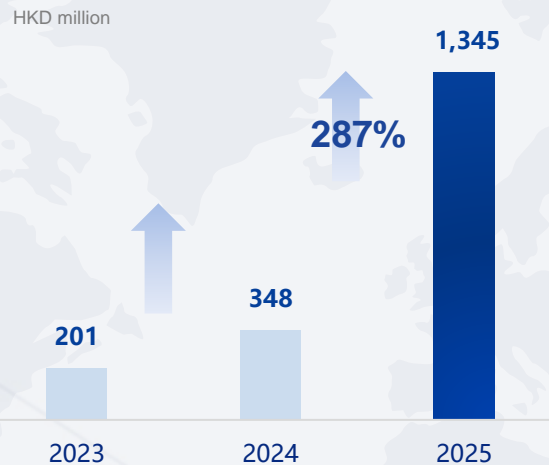
- The decline in HIBOR has narrowed
- SOFR declined

Sources: Wind, Guotai Junan International, HKEX, for reference only
Notes 1. Includes 2 listing from GEM to Main Board and 2 de-SPAC transaction.

Revenue increased by 41% to HKD 6.230 billion



Profit after tax increased by 287% to HKD 1,345 million



Financial Highlight

- Revenue **increased by 41%** to HKD 6.230 billion, hit a **record high**
 - Profit after tax **increased by 287%** to HKD 1.345 billion
 - Total assets **increased by 18%** to HKD 153.50 billion
- Client-driven financial **assets increased by 18%** to HKD 47.40 billion
 - ROE increased by 6.4 p.p. to **8.7%**
 - Recommended **a final dividend** HKD 0.02 total dividends for the year amounting to HKD 0.07
Dividend per share **increased by 119%**

Business Highlight

- **Corporate Finance** achieved best-ever performance, revenue **surging by 133%**
- 7 IPOs and 34 placing projects in Hong Kong stocks, **ranking 1st** in the market in terms of number of placing projects
- 294 bond issuances, with total issuance scale **growing by 34%**
 - **OTC product** trading volume soared, becoming **one of the main sources of commission income**
 - **Ranked 1st** among Chinese peers in trading volume of **HKEX Exchange-Traded Derivatives**
- Asset management scale **grew by 49%**, with revenue **soaring by 1.2 times**
- **Ranked 1st** among Chinese peers in the lead underwriting amount of **ESG bonds**

ROE increased by 6.4 p.p. to 8.7%



Recommended a final dividend **HKD 0.02**
Total dividends **HKD 0.07**

Dividend payout ratio **50%**
Dividend per share **increased by 119%**

Financial Analysis

2025 Annual Results

Revenue Breakdown | Balance Sheet | Liquidity Management | Investor Return



Revenue by Nature

Commission and Fee

HKD'000	2025	2024	YOY ¹
Brokerage	801,396	512,295	56%
Corporate finance underwriting commission	593,417	255,129	133%
- ECM	412,627	90,580	356%
- DCM	180,790	164,550	10%
Consultancy and financial advisory	67,200	47,930	40%
Asset management fee and performance fee	47,539	21,717	119%
Others	17,601	34,684	-49%
Total	1,527,153	871,755	75%

Corporate finance underwriting commission grew significantly



Interest

HKD'000	2025	2024	YOY ¹
Customers	450,467	476,189	-5%
Banks	653,825	1,006,883	-35%
Other financial institutions	562,653	278,221	102%
Fixed income securities	722,692	552,713	31%
Total	2,389,637	2,314,006	3%

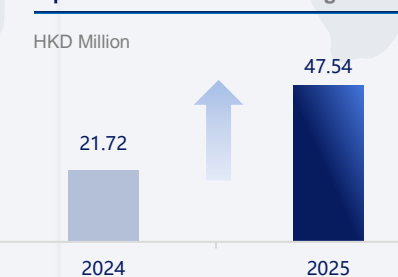
Brokerage Commission increased



Net Trading and Investment

HKD'000	2025	2024	YOY ¹
Investment in securities (Mark-to-market)	1,384,473	324,225	327%
Financial products	928,745	911,623	2%
Total	2,313,218	1,235,848	87%

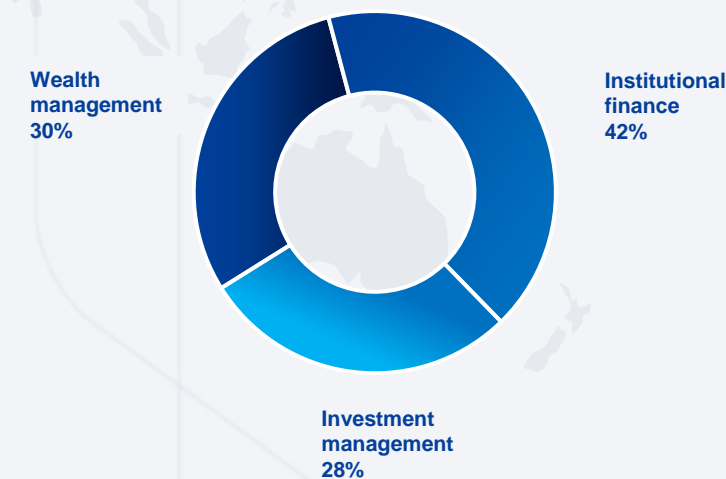
Asset management fee and performance fee achieved growth



Revenue by Segment

2025	Wealth Management	Institutional Finance		Investment Management
HKD'000		Institutional investor services	Corporate finance services	
Commission and fee income	625,041	123,771	740,418	37,923
Interest income	1,089,684	641,405	-	658,548
Trading and Investment income	139,397	1,100,530	-	1,073,291
Total	1,854,122	1,865,706	740,418	1,769,762

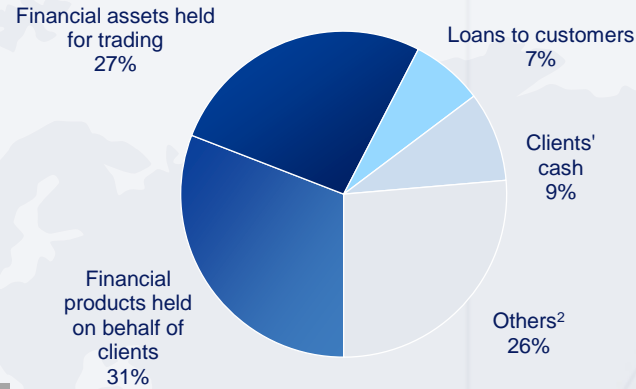
Three major income engines create synergy



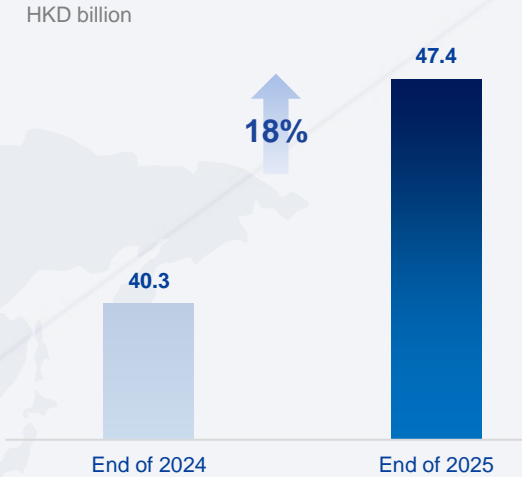
Balance Sheet

HKD'000	31 Dec 2025	Contribution ¹	31 Dec 2024	Contribution ¹
Assets				
Loans and advances to customers	10,984,965	7.16%	7,746,401	5.95%
Receivable from reverse repurchase agreement	13,701,454	8.93%	9,982,509	7.67%
Accounts receivable from Clearing	16,718,862	10.89%	11,105,937	8.53%
- Prepayments, deposits and other receivables	178,019	0.12%	218,937	0.17%
Financial products held on behalf of clients	47,396,873	30.88%	40,253,876	30.92%
Financial Assets (Market Making, Seed Fund & others)	40,984,132	26.70%	39,057,188	30.00%
- Derivative financial instruments	1,785,945	1.16%	1,756,540	1.35%
- Tax recoverable	30,062	0.02%	29,821	0.02%
Client trust bank balances	13,677,473	8.91%	12,054,082	9.26%
Cash and cash equivalents	7,571,895	4.93%	7,204,149	5.53%
Other assets	470,581	0.30%	763,709	0.59%
Total assets	153,500,261	100.00%	130,173,149	100.00%
Liabilities				
Accounts payable	29,387,570	21.37%	19,714,804	17.12%
Other payable and accrued liabilities	984,240	0.72%	818,305	0.71%
Derivative financial instrument	2,596,958	1.89%	2,058,129	1.79%
Interest bearing borrowings	12,112,012	8.81%	5,956,800	5.17%
Debt securities in issue	53,146,969	38.64%	48,358,252	42.00%
- At amortized cost	14,682,697	10.67%	10,589,604	9.20%
- Designated as at fair value through P&L	38,464,272	27.97%	37,768,648	32.80%
Financial liabilities at fair value through P&L	3,980,014	2.89%	3,122,085	2.71%
Obligations under repurchase agreements	35,178,653	25.58%	35,113,555	30.49%
Tax payable	141,204	0.10%	4,516	0.00%
Total liabilities	137,529,620	100%	115,146,446	100.00%
Equity				
Ordinary shareholders' equity	15,859,368	99.30%	14,914,657	99.25%
Other equity instruments and non-controlling interest	111,273	0.70%	112,046	0.75%
Total equity	15,970,641	100.00%	15,026,703	100.00%

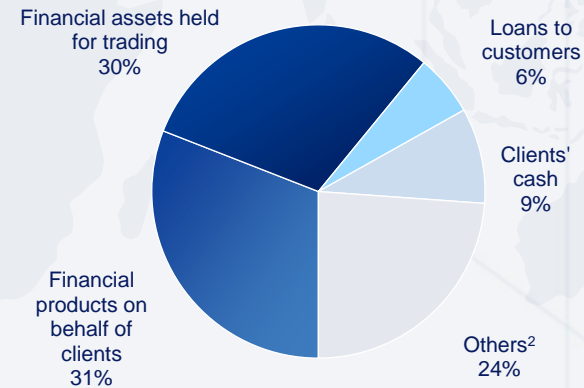
Assets Distribution End of 2025



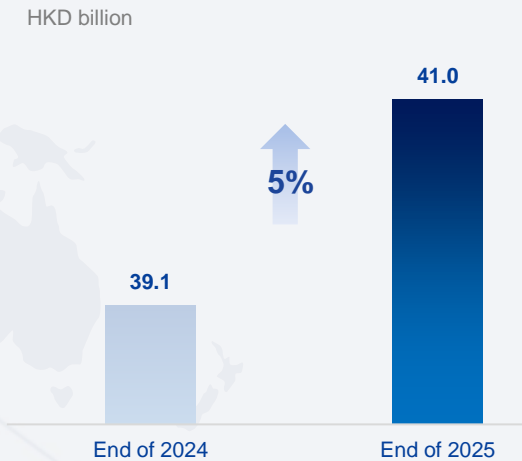
Financial products held on behalf of clients



Assets Distribution End of 2025

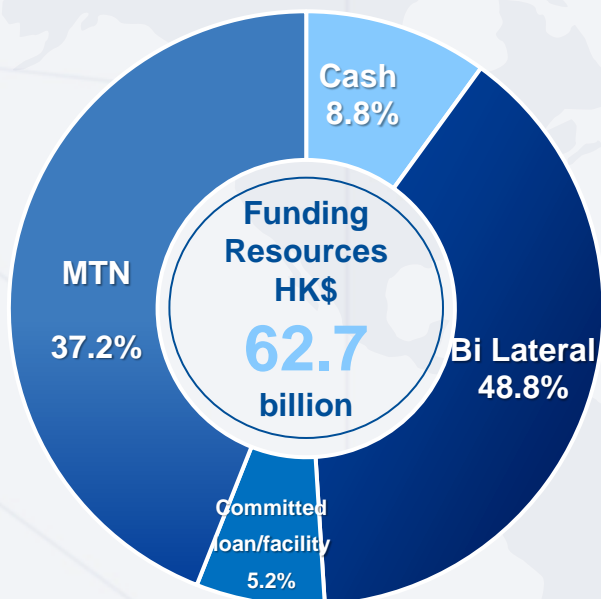


Financial assets held for trading



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

Funding Source



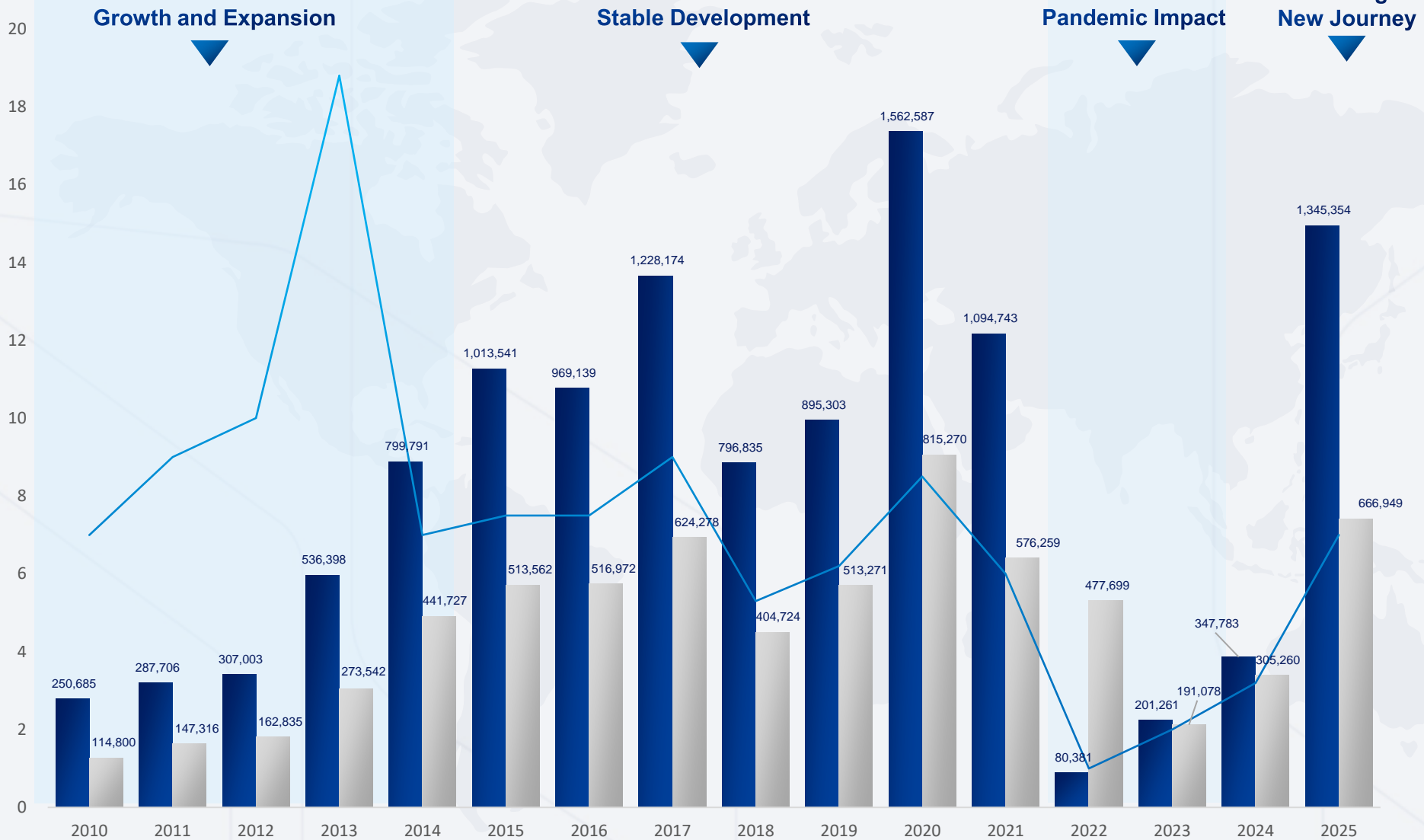
As at 31 Dec 2025

Banking Facilities

Unit: HK\$ million	Dec 2025	Dec 2024	Change
Total banking facilities	42,695	38,682	10.4%
Bank loans utilized	12,073	5,901	104.6%
Available outstanding banking facilities	30,622	32,781	(6.6%)
Utilization ratio	28%	15%	86.7%

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

Dividend per share (HK cents)



- All-Cash Dividends Every Fiscal Year Since Listing
- Average Payout Dividend Ratio of **58%**
- Cumulative Cash Dividend: **HK\$6.746 billion**
- Implemented **share repurchase plan** to continuously create value for shareholders

■ Profit attributable to ordinary equity holders (HKD '000) ■ Dividend (HKD '000) — Dividend per Share (HK cents)

Please read the Disclaimer page carefully

Business Development

2025 Annual Results

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



Empowered by Fintech

- Utilizing leading technologies such as big data and fintech to analyze client holdings, product tags, and client risk preferences
- Automatically generating customized investment advice reports

OTC Products as a New Growth Engine for Revenue

- Trading commissions from OTC products have become one of **the main sources of commission income**
- Both trading volume and revenue of OTC products **surged more than 50% YOY**.
- Revenue of structured notes and OTC options **rose over 100% YOY**.
- The number of clients participating in OTC products **increased by about 50% YOY**.

Comprehensive Financial Service Solutions

- Precisely matching products with clients' core needs, including global asset allocation, risk hedging, steady value appreciation and wealth inheritance
- Expert service team covering Insurance, Trust, ESOP and Family Office services

HNW Clients

Focusing on client demand
Featured by customized services
Supported by digital capability



Inclusive Finance

One-stop service
Making investing smarter



One-stop Service for the Cross-border Wealth Management Connect Scheme

- One of the first overseas securities firms to provide one-stop services for the cross-border wealth management connect scheme
- Offering more than 300 medium-to-low risk funds and bonds
- The product pool supported subscription in 14 currencies

Continuous Upgrading of App

- It supported 24/7 online trading, providing access to 14 markets across the world
- The Vietnamese market, digital currencies and other emerging categories have been newly added
- The number of active users has grown substantially, and customer stickiness has improved significantly

Co-building Investor Education Ecosystem of Inclusive Finance

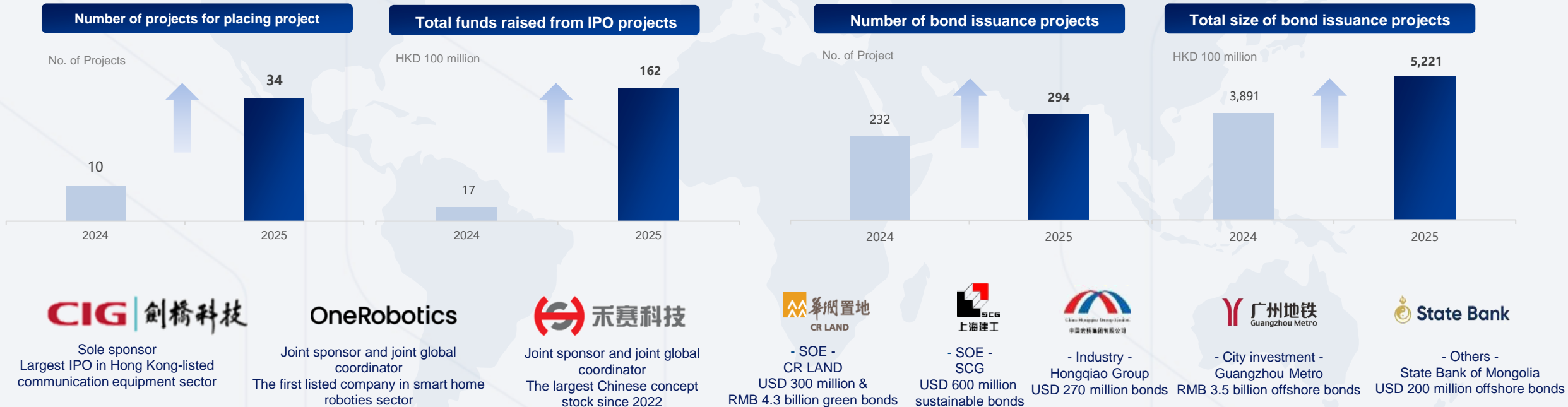
- Client-centric approach and lower investment threshold
- More engaging financial literacy via 100+ investor education videos

01. Equity Financing Services

- Completing 7 Hong Kong IPOs as sponsor, raising the fund over HKD16.0 billion, including 2 exclusively sponsored projects
- Undertaking 34 placing projects, raising funds of HKD 31.5 billion
- Ranked 1st in the market for two consecutive years in terms of number of placing projects
- Assisting 25 enterprises in submitting listing applications to the HKEX (excluding confidential submissions)
- Providing financial and compliance advisory services for nearly 20 enterprises

02. Bond Underwriting Services

- Completing 294 bond issuance projects, up 27% in 2025, with issuance size of approx. HKD 522.1 billion, up 34%
- As the lead underwriter: 140 projects completed, with issuance size of approx. HKD 272.7 billion, accounting for 52% of the total issuance
- Rankings in DMI Offshore RMB Bonds Underwriting League Tables 2025:
 - 2nd among Chinese securities firms in lead underwriting amount
 - 3rd among Chinese securities firms in full-scope underwriting amount



01. Highly Customized Solutions

- The Company continuously provided **cross-border, cross-asset and cross-market products** and trading services for all institutional investors by enriching our product portfolio and expanding trading coverage
- As a **key issuer and market maker**, the Company recorded a cumulative turnover of approximately HKD 342.4 billion HKEX Exchange-Traded Derivatives in 2025, **ranking the 1st among Chinese securities firms**
- First licensed institution in Hong Kong approved to use **SIMM(Standard Initial Margin Model)** by SFC in early 2026, **aligning derivatives risk management with international standards**
- Awarded the “Exchange Traded Products Awards – Top Breakthrough Broker” by the Stock Exchange

02. Deep Insights into the Chinese Market

- Closely collaborated with parent company, Guotai Haitong, to integrate the resources, channels, and expertise of both parties in domestic and overseas markets, thus providing a one-stop, seamlessly connected cross-border financial service experience for institutional clients
- By the end of 2025, the scale of our financial products business reached **HKD 47.4 billion, up 18%**; the total financial products scale of institutional investors services **grew by 15%**.
- In 2025, the Group was among the first to participate in **Bond Connect (Northbound) offshore RMB-denominated bond repo business**



Different risk appetites

- Yield enhancement
- Capital protection
- Participation
- Leverage

Comprehensive service for cross-border transactions

- SH-HK Stock Connect
- SZ-HK Stock Connect
- Bond Connect
- Swap Connect
- TRS

Various structured notes

- Participant Notes
- Leverage Notes
- Equity Linked Notes
- Accumulative / Put Equity Option Contracts

Leading credit rating as long-term issuer

- BBB+ from S&P
- Baa2 from Moody's

Trustworthy team

- Integrity
- Diligence
- Accountability



Singapore-based subsidiary



- Revenue increased by 24%, profit increased by 52%
- Driven by asset management and wealth management, the Company serves high-net-worth clients in Southeast Asia.
- The fund of SG Asset Management has delivered a return of 10% YTD.
- Continues to develop AI-powered intelligent investment advisory systems

Vietnam-based subsidiary



- The first Chinese securities firm to enter Vietnam
- Revenue up 43%, profit up 73%, total assets up 70%
- Continued to optimize revenue structure, and the profitability of core businesses increased steadily.
- Innovative marketing initiatives were launched, driving the rapid growth of the international client base by 46% YOY.
- Financing capabilities were further enhanced, with the total credit line exceeding 100 billion Vietnamese dong.

Macao-based subsidiary



- Officially licensed and established in 2023.
- Revenue increased by 66% and profit surged by 227%
- Leveraging full synergy with the Greater Bay Area, focusing on high-net-worth client segments.
- Provide global securities trading, wealth management, and a full range of securities products and services permitted under Macao laws, while continuously enriching our product lines.

Hong Kong Head Office

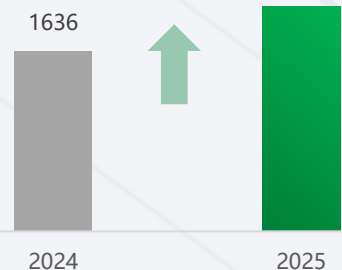
- Diversified integrated financial services platform
- One of the largest wealth management platforms in Hong Kong
 - Actively expand into the Greater Bay Area
- Accelerate coverage in Southeast Asia and global markets
 - Support Chinese enterprises going global
 - Empower overseas institutions to invest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

Sustainable Finance

- In 2025, the Company completed **86 ESG bond transactions** with a total issuance size of HKD 204.4 billion.
- The Company acted as the lead underwriter for **32 transactions**, raising an aggregate amount of **HK\$80.1 billion**.
- The Company served as an ESG advisor for 14 ESG bond projects, and as **the sole ESG advisor** in ten of them.
- In terms of lead underwriting volume for ESG bonds, the Company **ranked 1st among Chinese-funded securities firms** in the DMI league tables.

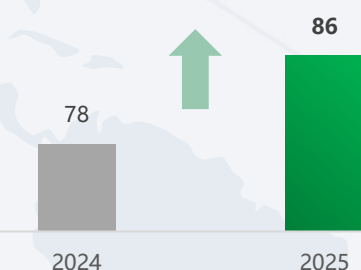
ESG Bond Financing Scale

HKD 100 million



ESG Bonds Issued

No. of Project



Lead global coordinator and exclusive transition structure advisor
USD 500 million S&P Transitionable Bond
 The first S&P Transitionable US Dollar Bond in the Asia-Pacific region



Joint global coordinator and green structure advisor
USD 500 million Green Bond
 Assisted clients in issuing bonds for six consecutive years



The first A+H listed company engaged in new energy battery cathode materials IPO in 2024 and placement in 2025

Green Operation

Low-carbon Operation, with Carbon Neutrality for Three Consecutive Years

- The Company has continuously conducted energy conservation and emission reduction at the operational level.
- The Company has achieved carbon neutrality at the operational level for the third consecutive year.**

ESG Rating

- MSCI ESG Rating: AAA**
- S&P Global ESG Score leads **81%** of global peers
- Hang Seng ESG Rating: **A- (Responsive)**
- Wind ESG Rating: **A**
- SynTao Green Finance ESG Rating: **A**

ESG Commitment

- Parent company GTHT (including its subsidiary GTJAI) became a **signatory of PRI**
- Maintaining **membership of UN Global Compact** for 5 consecutive years as the first Chinese securities firm in Hong Kong



ESG Rating

Guotai Junan International Holdings Limited

Industry Adjusted Score: 9.4
 Weighted Average Key Issue Score: 6.1
 Rating Action Date: March 23, 2026
 Last Report Update Date: March 19, 2026

CCC	B	BB	BBB	A	AA	AAA
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Guotai Junan International Holdings Limited is LEADER among 119 Investment Banking & Brokerage



2025 Annual Results **Appendix**

Organizational Structure | Milestone | Ratings and Awards | Licenses





As of 31 December 2025

Diversified Shareholder Structure

Major Shareholder



Guotai Haitong Securities is a long-standing, consistently leading integrated financial services provider in China's securities industry

Diversified Foreign Institutional Investors

Shareholders represent a variety of investment styles

Shareholders include leading global institutions from Asia-Pacific, North America, and Europe, with diverse styles such as value, hedge, and growth

Long-term / Pension / Sovereign Funds

Long-term funds maintain strategic allocations

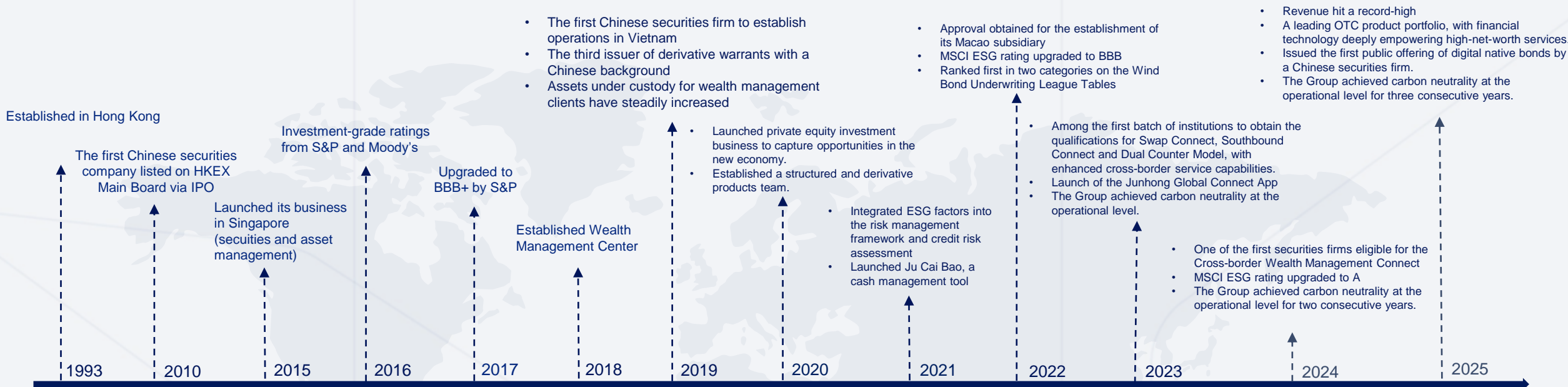
Shareholders include sovereign funds from regions such as the Middle East and Norway, which maintain long-term holdings and consistently allocate to the company's stock

Mainland Investors via Stock Connect

Southbound capital continues to increase holdings

Mainland investors are showing rising allocation interest, with shareholding proportion surge significantly

Milestone: Seized the Opportunities and Created Values for Shareholders



Phase I
Traditional brokerage business was the first to establish a solid foundation.

- Pioneered online trading of Hong Kong and US stocks
- Clients can access global equity trading services through a single account.

Phase II
It ranked among the top in market share for corporate financing.

- Strong core competitiveness in the underwriting and market-making of USD-denominated bonds issued by a Chinese company.
- Prudent risk appetite

Phase III
Risk management creates value.

- High-risk businesses are adjusted with the "risk-adjusted" returns as the main objective.
- Enhance the quality of the balance sheet, optimize financial leverage and improve ROE.

Phase IV
Embrace the new era of wealth management

- Assets under custody (AUM) for wealth management clients increased significantly.
- Build a high-quality balance sheet.

Phase V
Lead the digital transformation of the financial industry

- Open up diversified wealth management channels for investors.
- Promote the in-depth integration of traditional finance and digital assets.

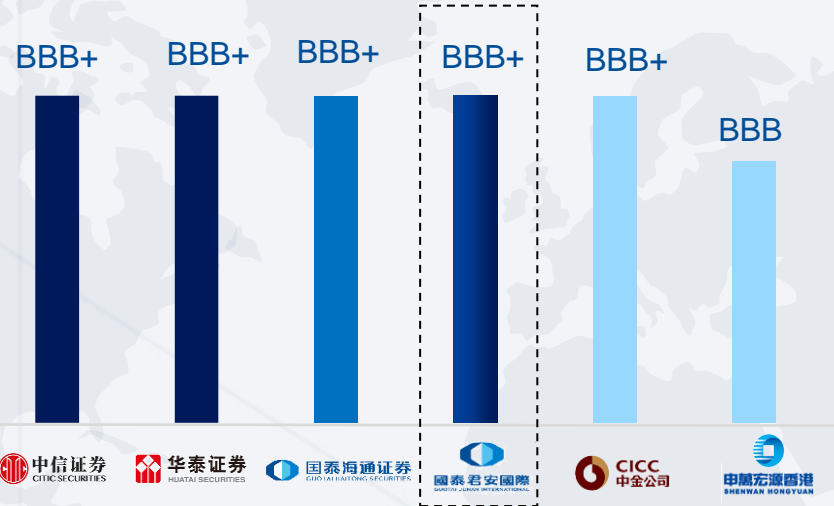
1993
Share Capital: HKD 31.98 Million

2025
Net Assets (attributable to shareholders)
About HKD 16 Billion

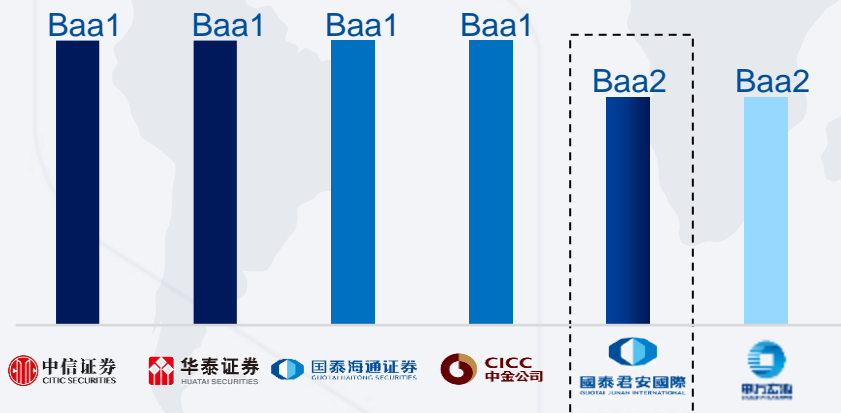
Credit Ratings:

10 Consecutive Years' First Tier Among Chinese Financial Institutions in Hong Kong

S&P BBB+
Stable outlook on the long-term issuer rating



Moody's Baa2
Stable outlook on the long-term issuer rating



HKEX
Exchange Traded Products Awards:
Top Breakthrough Broker



Primary market innovative institution (underwriter)
Outstanding investor of Northbound trading
(investment banking category)



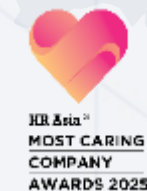
Best Investment Bank:
Best Global Coordinator for Hong Kong IPOs
Best Underwriter for Hong Kong Stocks Refinancing



HKEJ
Listed Company Awards of Excellence 2025



Corporate Governance Asia
15th Asian Excellence Award
Best Investor Relations Company Award
Asia Sustainable Development Award



HR ASIA
Best Companies to Work For In Asia 2025
Most Caring Company Awards 2025

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)
- ✓ Introducing Clients to Virtual Asset Trading Platform Operators (5 December 2024)
- ✓ Providing Virtual Asset Dealing Services (24 June 2025)
- ✓ Providing virtual asset advisory services (12 Dec 2025)

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)
- ✓ Integrated Fund Platform Distributor (3 July 2025)

Issued by The SEHK Options Clearing House Limited

- ✓ Direct Clearing Participantship

Issued by Insurance Authority

- ✓ Licensed Insurance Brokerage Company's 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 September 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)
- ✓ System Qualification and Transaction Eligibility for Corporate Private Placement Bond Matching Services (2 April 2025)

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 (7 March 2023)

Disclaimer

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