

Overview of CICC

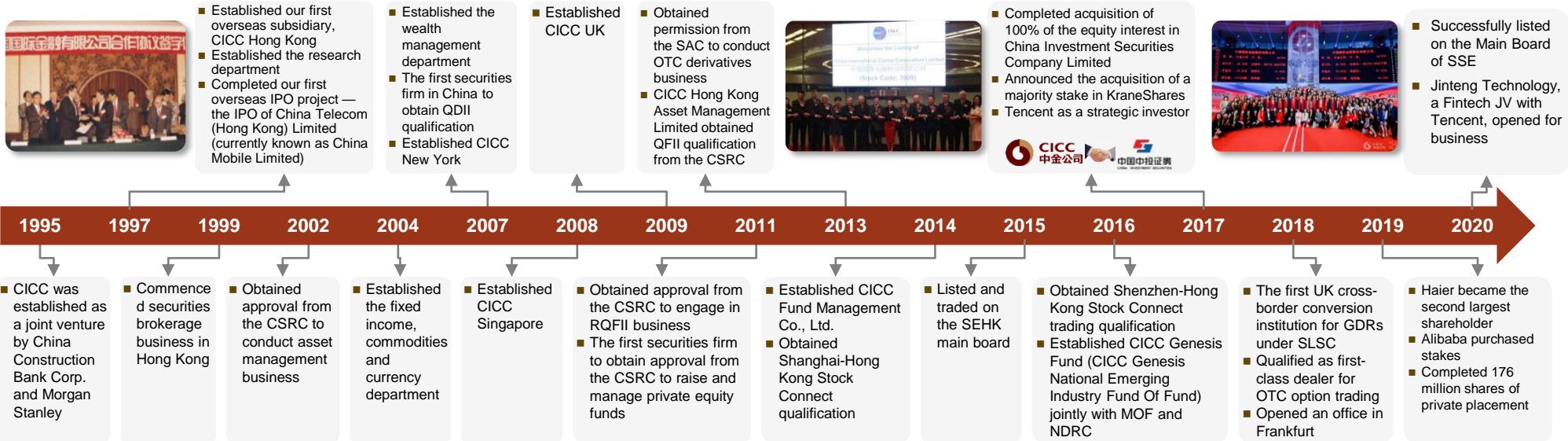
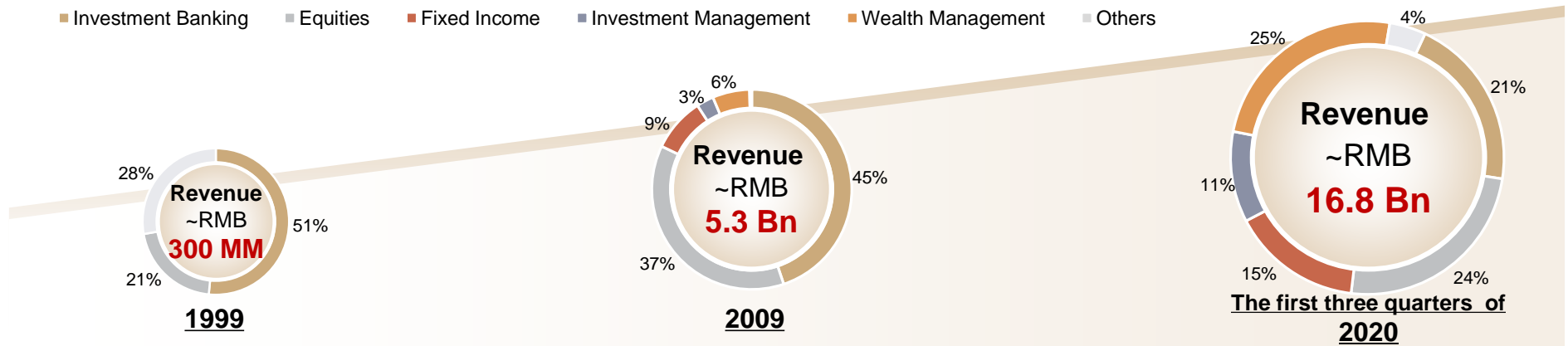


Apr 2021

A Remarkable Growth Path with Milestones

Since its inception, CICC has always been striving to be the best in the industry and continuously contributed to the development and innovation of China's capital market by combining the best international investment banking practices with local knowledge in China

■ Investment Banking ■ Equities ■ Fixed Income ■ Investment Management ■ Wealth Management ■ Others



CICC: Unparalleled China Investment Banking Expertise



Finance Asia

FinanceAsia

IFR Asia

IFR

ASIAMONEY

ASIAMONEY

Securities Times

- Best Investment Bank**
(2004-2011, 2013, 2016-2020)
- Best M&A House**
(2018-2019)
- Best ECM House**
(2020)
- Best ECM House (HK, China)**
(2019-2020)

Best Equity House in China
(2019-2020)

- Best Local Brokerage**
(2004-2020)
- Best for Domestic M&A**
(2018-2019)
- Best Chinese Bank in the Region for BRI**
(2018-2020)
- Best Firm for Securitization**
(2020)

- Best Full-Service Investment Bank**
(2012, 2014-2016, 2019-2020)
- Best M&A Investment Bank**
(2010-2014, 2016-2017, 2019)
- Investment Bank for SSE STAR Market**
(2020)

Business Deepens Institutional, Product and International Focus



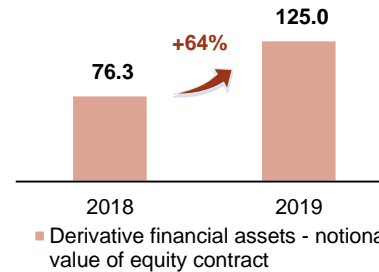
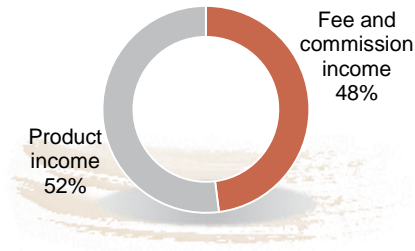
Institutional focus

Diversified and growing client base

QFII	RQFII	QDII	Commercial Bank
Insurance Company	MF	Pension Fund	Sovereign Wealth Fund
Hedge Fund	PE	Listed Company	Asset Manager ...

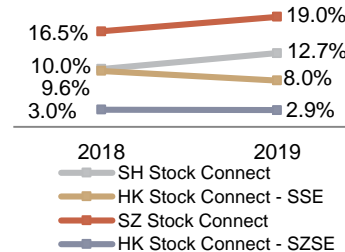
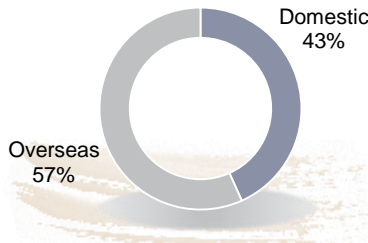
Product focus

Product business grew

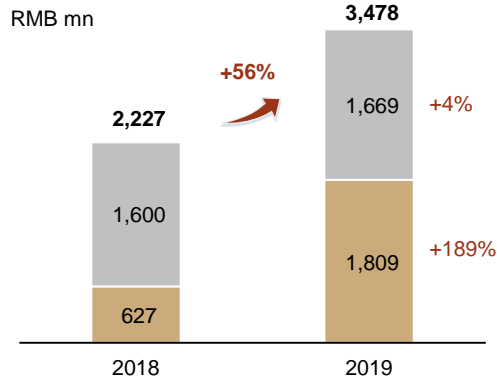


Cross-border focus

Leadership in stock connect programs



Net revenue grew by over 50% on strong product performance



■ Fee and commission income
■ Investment gains and others (net of interest expense)

> 6,000 Institutional clients

~40% Proportion of overseas clients

~40% Market share of QFII/RQFII

>10% Market share in HK stock trading volume by fund and insurance

+25% US stock trading revenue

CICC's Integrated Approach to REITs Business

- Full products coverage across industry
- Onshore-offshore collaborations among all CICC family




- Top-tier Execution
- Well-established sales network across industry

- Closely working with key regulators
- Rich experienced in overseas REITs IPO

■ Integrated Approach to REITs Business: Joint Force/Full Licenses/Onshore-offshore collaborations to Provide One Stop Solutions

- ✓ **C-REITs:** CICC IBD works closely with CICC Fund to provide the one stop solution across layers allowing the C-REITs structure to truly function as one seamless integrated system.
- ✓ **Overseas REITs:** CICC has accumulated rich experience and excellent track record in overseas REITs transactions, which can be drawn upon by future C-REITs projects.


Overseas REITs IPO Listing Led by CICC



Elite Commercial REIT

SGX Mainboard IPO
c. GBP 135mn (post-greenshoe)
 Joint Bookrunner, Joint Lead Underwriter

Feb 2020



Sasseur REIT

SGX Mainboard IPO
c. USD 422mn (post-greenshoe)
 Joint Bookrunner, Joint Lead Underwriter

Mar 2018



EC World REIT

SGX Mainboard IPO
c. USD 372mn (post-greenshoe)
 Joint Bookrunner, Joint Lead Underwriter

Jul 2016



Manulife US REIT

SGX Mainboard IPO
USD 493mn (post-greenshoe)
 Joint Bookrunner, Joint Lead Underwriter

May 2016



BHG Retail REIT

SGX Mainboard IPO
SGD 276mn (post-greenshoe)
 Joint Bookrunner, Joint Lead Underwriter

Dec 2015



CapitaLand Retail China Trust

SGX Mainboard IPO
SGD 251mn (post-greenshoe)
 Joint Bookrunner, Joint Lead Underwriter

Nov 2006

DISCLAIMERS

- The information on this document is provided for information purposes only. It does not constitute any offer, recommendation or solicitation to any person to enter into any transaction or adopt any hedging, trading or investment strategy, nor does it constitute any prediction of likely future movements in rates or prices or any representation that any such future movements will not exceed those shown in any illustration. Users or recipients of this document should seek advice regarding the appropriateness of investing in any securities, financial instruments or investment strategies referred to in this document and should understand that statements regarding future prospects may not be realized. Opinions, assumptions, forecasts, projections and estimates are as of the date indicated and are subject to change without prior notice.
- Past performance is not indicative of comparable future results and no representation or warranty is made regarding future performance.
- China International Capital Corporation Limited (“CICC”) is not a legal or tax adviser, and is not purporting to provide you with legal or tax advice. If you have any queries as to the legal or tax implications of any investment you should seek independent legal and/or tax advice. CICC, and/or a connected company, may have a position in any of the instruments or currencies mentioned in this document.
- CICC has in place policies and procedures and physical information walls between its Research Department and differing public and private business functions to help ensure confidential information, including ‘inside’ information is not publicly disclosed unless in line with its policies and procedures and the rules of its regulators.
- Data, opinions and other information appearing herein may have been obtained from public sources, CICC makes no representation or warranty as to the accuracy or completeness of such information obtained from public sources. You are advised to make your own independent judgment (with the advice of your professional advisers as necessary) with respect to any matter contained herein and not rely on this document as the basis for making any trading, hedging or investment decision.
- CICC and/or any member of group of companies of China International Capital Corporation Limited or its respective directors, officers, employee benefit programs or employees, including persons involved in the preparation or issuance of this document, may at any time, to the extent permitted by applicable law and/or regulation, be long or short any securities or financial instruments referred to in this document and on the website or have a material interest in any such securities or related investment, or may be the only market maker in relation to such investments, or provide, or have provided advice, investment banking or other services, to issuers of such investments. Within the last three years, CICC may also have acted as manager or co-manager for a public offering of securities of issuers referred to herein. CICC may have received or may expect to receive remuneration for investment banking services from companies mentioned herein.
- CICC accepts no liability and will not be liable for any loss or damage arising directly or indirectly (including special, incidental, consequential, punitive or exemplary damages) from your use of this document, howsoever arising, and including any loss, damage or expense arising from, but not limited to, any defect, error, imperfection, fault, mistake or inaccuracy with this document, its contents or associated services, or due to any unavailability of the document or any part thereof or any contents or associated services. This document is for the use of intended recipients only and the contents may not be reproduced, redistributed, or copied in whole or in part for any purpose without CICC’s prior express consent. In any jurisdiction in which distribution to private/retail customers would require registration or licensing of the distributor which the distributor does not currently have, this document is intended solely for distribution to professional and institutional investors.



THANK
YOU



CICC
中金公司