

# Capitalising on Global Opportunities through Hong Kong

**Leveraging Hong Kong as global financial capital, CLSA strives to facilitate cross-border capital flows and connect China with the world and the world to China.**



Making investment decisions involves in-depth research and analysis process; finding the best-in-class investment products and strategies is equally crucial. CLSA is the international platform of CITIC Securities (SSE: 600030, SEHK: 6030) that provides private and corporate investors with insights, liquidity and capital to drive their investment strategies.

Established in Hong Kong in 1986, CLSA now has a global presence in 13 countries across Asia, Australia, Europe and the America. The company is strategically positioned to facilitate cross-border capital flows between Mainland China and the rest of the world. The company offers a suite of services including institutional equities, corporate finance & capital markets, FICC, equity derivatives, asset management, wealth management, and fund services, etc.

With more than 100 research analysts cover 19 key industry sectors across 13 markets, the company provides award-winning sector and company insights that inform client's investment strategies. It also hosts the annual CLSA Investors' Forum, the longest-running and most comprehensive event of its kind in Asia, which attracts thousands of participants from around the globe.

## Hong Kong as a Leading Capital Market

Charles Lin, Vice Chairman of CLSA, believes that Hong Kong is an ideal platform for trading and fund-raising. "With more than 30 years' experience operating across Asia, CLSA has led many of Asia's most interesting capital raisings and notable debt issuances. As the lead advisor on many large-scale IPOs across different industries, CLSA is poised to benefit from the heightened listing activity in Hong Kong."

"Looking at the macro environment, I remain positive that Asia will continue to lead the global economic recovery; and as a

global financial hub, Hong Kong is in a unique position to capitalise on the post-pandemic momentum," Lin continued. "For CLSA, this has translated into burgeoning business and revenue growth opportunities in many of our business lines."

“**Asia is continuing to lead the global economic recovery. As a leading financial hub, Hong Kong is in a unique position to capitalise on the post-pandemic growth momentum.**”

**Charles Lin**  
**Vice Chairman**  
**CLSA**

## Bridging China to the World and the World to China

In addition to expanding its corporate finance and capital markets services, CLSA is actively establishing a presence in global markets to further capitalise on outbound Chinese capital flows.

As CITIC Securities' international platform, CLSA is front and centre of public and private initiatives driving cross-border capital flows. Lin said, "We offer our clients a competitive suite of valued-adding products. Clients value our advisory capabilities and our relationship network that extends deep into Mainland China, but also internationally."

Lin concluded, "As the world grapples with the pandemic, CLSA has risen to the challenges, pursued new market opportunities, and recorded high-quality growth in both 2020 and 2021, scaling new heights for CITICS' global expansion efforts. Going forward, we will stay committed to our global strategy, recruit more talented professionals to reinforce our international platform, expand business coverage and elevate our market share as well as overall competitiveness in core markets, in particular Asia and Europe."

### CLSA

- Established in Hong Kong in 1986, CLSA's global network spans 13 countries across Asia, Australia, Europe and the America
- In 2013, CITICS acquired CLSA to speed up its global platform development
- CLSA's award-winning research, extensive Asia network, and direct links to China set CLSA apart from global and regional industry players

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