

Scaling up Online Securities and FinTech Businesses

Regan Securities aims to enter Southeast Asian markets from its base of Hong Kong.

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Li Hailong
Chairman

Regan Group Holding Limited



Established in 2017, Regan International Securities Limited (Regan), which is part of the Regan Group, understands that many people want to spend their time efficiently so that they can make the most out of every hour. With this in mind, the company meets their needs by providing one-stop customised services through offering securities trading, financial product solutions and professional financial services for listed companies to inform development. Further, it provides brokerage services to well-heeled individuals and institutions to trade listed securities.

Expanding into Southeast Asia

Aiming at entering Southeast Asian markets, Regan views Hong Kong as an important base for the company to expand regionally. The city is ideal for Regan's development as the city has a mature financing system and no foreign exchange control. Its rule of law and status as an international arbitration hub are other key advantages. According to Li Hailong, chairman of Regan Group, in addition to foreign currency exchange and banking services, there are many financing-related service experts including consultants, accountants and lawyers. The city further boasts diversified products and high-tech developments such as virtual banks, robotic investment advisors and alternative payment technologies. All of these factors spur the development of cross-border business for financial technology companies such as Regan.

Li Hailong notes that the Belt and Road initiative enables Hong Kong to become a bridge to Southeast Asia, helping companies enter to Southeast Asian markets smoothly. “Hong Kong has already exchanged plans with some Southeast Asian countries about the ‘Road’ aspect of the Belt and Road,” he said. “Many Hong Kong companies have established branches in key Southeast Asian cities. They have attained a grasp of local cultures, enabling them to invest and cooperate with local companies quickly and comprehensively. By using Hong Kong as the foundation for Regan, we plan to develop vigorously and move towards the company's goals effectively.”

More Opportunities with Mainland Integration

Driven by the Greater Bay Area Economic Development Plan initiative and the Stock Connect mechanism between Mainland Chinese and Hong Kong markets, Regan accelerated business integration to improve the balance of income structure and diversified income sources. Measures such as Shanghai Connect, Shenzhen Connect, Bond Connect and Cross-boundary Wealth Management Connect can facilitate the matching of accounts in two different places. More importantly, they create more investment opportunities and options for clients. “We believe that Hong Kong will continue to be a diversified, resilient, and vibrant international FinTech centre in

the future, providing a good environment for the rapid development of startups,” Li Hailong noted.

Regan currently employs a team of 11 staff who handle securities trading, settlement, finance, human resources, and IT. Its expansion plans encompass bringing the business and financial technology offered by Internet brokers to the Southeast Asian region.

Li Hailong is grateful for InvestHK's assistance with identifying expansion opportunities, provision of public relations and media support, and industry and business networking. “InvestHK is instrumental in helping companies to expand their network and go further,” he stated.

Regan Securities

- Regan Securities is an integrated financial services securities broker founded in 2017
- It holds a Type 1 securities trading license, a Hong Kong Stock Exchange participant and trading right holder

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