

Haitong International Launches New “Algorithm Execution Services” Business Seeks to Become a Leader in Fintech Arena

Hong Kong, 21 June 2017 – Haitong International Securities Group Limited (“Haitong International”; Stock Code: 665.HK) officially launched the new “algorithm execution services” business, becoming the first Hong Kong-based Chinese financial services provider with proprietary electronic trading platform to better serve its global institutional clients and to further diversify its revenue stream.

The newly expanded offering comprises sales trading, portfolio trading, algorithmic trading and DMA. With this major expansion to its existing sales trading and trading capabilities, it is believed that Haitong International will be able to meet the significant changes taking place in the world of cash equity execution from a market leading position.

“Fintech is the engine of trading and operations,” said Mark Burges Watson, Managing Director; Head of Cash Equities, at Haitong International. “We are adopting a ‘Fintech’ approach to the rapid introduction of ‘low touch’ DMA and algorithmic trading, with client optimised and market optimised solutions, developed by a new 18 person in-house team.”

In order to better prepare the business for these eventualities, and the impending January 2018 implementation of MiFID II, Haitong International has recently merged its existing high touch and new low touch teams into one group. The newly combined team, which comprises 30 staff, is headed by Andrew Freyre-Sanders, Managing Director – Execution Services at Cash Equities Department of Haitong International.

Freyre-Sanders has over 20 years’ experience in financial markets, the most recent 10 years of which have been spent in Asia. Prior to joining Haitong International, he ran the whole execution platform which ranked #1 in Asia for Algorithmic Trading (cost and client customisation). He also worked at JP Morgan and RBS with specialty on electronic trading.

Capabilities of the cash equities business at Haitong International has been significantly enhanced after its acquisition of Japaninvest and the takeover of Haitong India. Via business integration after the acquisitions, it has set up a new cash equities platform with a focus on equity research and institutional trading and sales – serving 1,500 global institutional investors with more than 200 research reports a month covering about 430 stocks across Greater China, Japan, India, and Korea.

The recent announcement of the Inclusion of China's A shares in MSCI indexes has indicated a rising confidence of global investors to invest in China. Leveraging on our global business network and leading trading platform, Haitong International hopes to provide advanced financial products and services to investors, and to explore more valuable investment opportunities for them.

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Haitong International Securities Group Limited

Haitong International Securities Group Limited (“Haitong International”; Stock Code: 665.HK) is an international financial institution with established presence in Hong Kong and a rapidly expanding network across the globe. It strives to serve as a bridge linking up the Chinese and overseas capital markets. The parent company of Haitong International is Haitong Securities Co. Ltd (“Haitong Securities”, Stock Code: 600837.SH; 6837.HK).

To date, Haitong International has well positioned to serve more than 200,000 corporate, institutional and retail clients worldwide. Its well established financial services business platform provides corporate finance, brokerage, asset management, fixed income, currency and commodities (FICC), institutional equities and a full spectrum of financial products and services. Haitong International possesses a sound risk management system that is in line with international standards. It is the first Chinese financial institution in Hong Kong to have been assigned a “BBB” long-term credit rating by Standard and Poor’s. In December 2016 the company completed the acquisition of Haitong India (A subsidiary of Haitong Bank), with which a financial servicing network has been set up to cover the world’s major capital markets including Hong Kong, Singapore, New York, London, Tokyo and India, thereby making us to be a leading boutique financial services provider in Asia-Pacific region.

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