



Sparinvest

To Business Editors
For immediate release

Hai Tong Asset Management (HK) Limited and Sparinvest Holdings SE Reach Agreement to Expand Asset Management Business

(Hong Kong, 11 September 2012) Hai Tong Asset Management (HK) Limited (“HTAM (HK)”), a wholly owned subsidiary of **Haitong International Securities Group Limited** in Hong Kong (“Haitong International”; Stock code: 665.HK), and **Sparinvest Holdings SE**, an international asset management company based in Luxembourg and Denmark (“Sparinvest”), today announced that they have entered a Heads of Agreement (HoA) to jointly offer products in Europe, Hong Kong, Macau and Mainland China, leveraging their complementary strengths and interests in European and Asian asset management business.

HTAM (HK) and Sparinvest expect from the cooperation and each other to jointly offer products in Europe, Hong Kong, Macau and Mainland China. Under the agreement, Sparinvest will be responsible for the sales and marketing of the joint products in European markets through its extensive distribution platform and network in Europe, while HTAM (HK) will be accountable for the sales and marketing of the joint products in Hong Kong, Macau and Mainland China markets. Both firms will actively explore the best ways to bring joint products into the European, Hong Kong, Macau and Mainland China markets, including market segments and legal fund set up. Additionally, they will leverage on their respective strengths in managing investment portfolios of the joint products. The alliance has an indefinite term, and does not call for either firm to invest capital in the other.

Dr Lin Yong, Deputy Chairman and Chief Executive of Haitong International, and **Mr Per Noesgaard, CEO of Sparinvest**, officiated the Heads of Agreement Signing Ceremony today in Hong Kong. At the ceremony, Dr Lin said, “Globalization, combined with an increasingly sophisticated and fast-growing business environment, has resulted in clients’ increasing interest in products and services from other markets. Therefore, one aspect of the Group’s strategies has been to team up with leading securities firms and fund management companies across the world, including the U.S., Europe and Asia Pacific, to offer overseas products aiming at providing one-stop global investment services to investors. In return, our partners can offer their clients with our Group’s services and participate in Hong Kong and other markets at the same time. Thus the collaboration makes great sense for both parties.”

Mr Noesgaard added, “This is an exciting step forward for our international asset management business through the opportunities the markets in Hong Kong, Macau and Mainland China represent. The agreement will definitely shorten the time to market considerably to offer a wider range of solid and well diversified cost-effective global investment solution in the interest of both parties’ existing and future clients. Our relationship with HTAM (HK) emphasizes our international ambitions, and gives us a unique opportunity to expand our global presence within the Value investment philosophy.”

Dr Lin Yong added, “Haitong International maintains a leading presence in Renminbi products in Hong Kong, as witnessed by its successful launch of the first-ever Renminbi-denominated public fund outside Mainland China in August 2010, and being among the first batch of RQFIIs in January 2012 to provide an onshore investment channel for offshore RMB, in promoting the internationalization of steady growth of Renminbi. These launches not only mark an important milestone to us but also serve as a proven track record to affirm the tremendous professionalism and solid experience of our fund manager team in the industry.”

The two firms have complementary strengths and interests in European and Asian asset management business. HTAM (HK) is a successful and respected firm which is licensed by Hong Kong Securities and Futures Commission (SFC) to conduct asset management and advisory business in Hong Kong. The company is determined to expand its European and global business. On the other hand, Sparinvest is a successful and respected Asset Management Holding Company, incorporated as a *societas europaea*, with five wholly owned subsidiaries, including an Asset Management Company licensed and supervised by the Danish FSA, striving to expand its Asian and global business.

“Leveraging on the powerful business network and solid foundation of our parent company Haitong Securities in China, Haitong International strives to expand its scope of businesses along the core areas of research, institutional sales, corporate finance and asset management, and emerge as a key platform of Haitong Securities to pursue its strategy of overseas business expansion and internationalization. Looking forward, the Group strives to become a leading global player in the industry, and a leader in the Greater China region,” concluded Dr. Lin Yong.

About Haitong International:

Haitong International Securities Group Limited (“Haitong International” or “the Group”; Stock Code: 665.HK) is a subsidiary of Haitong International Holdings Limited (“Haitong International Holdings”), a company incorporated in Hong Kong and wholly owned by Haitong Securities

海通國際證券集團有限公司 Haitong International Securities Group Limited

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Company Limited (“Haitong Securities”). Listed on the Shanghai Stock Exchange and the Hong Kong Stock Exchange (Stock Code: 600837.SH; 6837.HK), Haitong Securities is one of the leading securities companies in China, providing comprehensive financial services for over 4 million retail clients as well as over 12,000 institutional and high net worth clients. Established in 1973, Haitong International has been listed on the Hong Kong Stock Exchange since August 1996. The Group is well-known for providing total quality corporate finance, asset management and brokerage services to global and local institutional and corporate clients as well as individual investors, with the determined goal of becoming a leading global player in the industry, and a leader in the Greater China region.

The comprehensive and quality financial services delivered by Haitong International have been widely recognized by the industry. The Group has been named the “Best Equity House in Hong Kong” by numerous international, mainland and local institutions for 13 consecutive years since the year 2000. More information at www.htisec.com.

About Sparinvest Holdings SE:

Founded in 1968 in Denmark, and with pan-European operations in Luxembourg since 2001, Sparinvest Holdings SE – being the first mutual fund company in Denmark – is an international asset management company headquartered in Luxembourg with authorization to distribute its products in 16 European nations, and has set up organizations or representative offices in seven countries, including Denmark, Luxembourg, Germany, France, Austria, Netherlands and Sweden. The group is known as a specialist in value investment – both for equity and bond funds. Sparinvest has an extensive fund distribution network as it is owned by institutional shareholders such as banks, savings banks, insurance companies and retirement funds in Denmark, which support the group’s independence and prudent investment strategy, focused on providing competitive risk-adjusted long-term returns. As a natural step to further enhance its risk-focused approach, Sparinvest signed the United Nations Principles for Responsible Investment in 2009 and has integrated environmental, social and governance (ESG) risk factors into the investment process for all its actively-managed funds and strategies. Sparinvest manages €9 billion on behalf of private and institutional investors across Europe. More information at www.sparinvest.eu.

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