

## **Press Release on Completion of BESI Acquisition by Haitong Securities**

Haitong Securities Co., Ltd. (“Haitong Securities”) has completed the acquisition of Banco Espírito Santo de Investimento, S.A. (“BESI”) on 7 September 2015 (Portugal time). After the completion of this acquisition, BESI becomes a wholly owned subsidiary of Haitong Securities. The company had announced on 8 December 2014 that it had agreed to acquire 100% of the shares of BESI held by Novo Banco, S.A. (“Novo Banco”) for the purchase price of EUR 379 million. Haitong Securities has then successfully obtained regulatory approvals in China, Portugal, the United Kingdom, the United States, Brazil, India, and from the anti-trust authorities. This acquisition is the first from a Chinese securities company of a European headquartered investment bank and it is a ground breaking transaction for PRC’s securities companies investing in the European and US investment banking industry. This deal is of strategic importance for both Haitong Securities and BESI.

Haitong Securities is a long established securities firm in China listed on both Shanghai Stock Exchange and Hong Kong Stock Exchange. The company operates a diversified financial services business, including securities, investment banking, asset management, proprietary trading, margin lending, derivatives, alternative investments, private equity and financial leasing. The net profit of Haitong Securities for the first half of 2015 was RMB 10.9 billion, ranking second amongst all securities firms in China.

As of 30 June 2015, total assets and net assets of Haitong Securities were of RMB 629.7 billion and RMB 111.5 billion, respectively, being the second largest securities firm in China continuously since 2008. With more than 340 securities and futures branches in China and abroad and

approximately 6.6 million clients as of 30 June 2015, Haitong Securities has a robust franchise in addition to solid business indicators.

BESI is a European investment bank with over 25 years of history and a significant international footprint. The 2014 operating income of BESI was EUR 250 million. Total assets and the net assets, at the end of 2014, were EUR 4.4 billion and EUR 440 million, respectively. Headquartered in Lisbon, Portugal, BESI is present in 12 countries spread across four continents, including the financial hubs of London and New York, other European countries such as Spain and in emerging economies, including Brazil, Mexico, India, Poland and Africa. BESI provides a full range of investment banking products and services across different segments, focusing on Securities, M&A, Capital Markets and Structured Finance. BESI is also active in Private Equity, Asset Management and Private Banking. BESI has demonstrated an outstanding business performance in the past and has been honored as “Best Investment Bank in Portugal” in 2013 by Global Finance, “Best Investment Bank in Portugal” from 2008 to 2011 by World Finance and “Best Investment Bank in Portugal” in 2013 and 2011 by Euromoney. BESI is also the only regional investment bank that tops the ranking of M&A deals in the Iberian and Brazilian markets and was ranked first in Portugal in terms of number of M&A deals from 2003 to 2013.

The acquisition of BESI is an important milestone for Haitong Securities’s international strategy of expanding from a leading regional player into a worldwide first class investment bank. Haitong Securities will broaden the range of financial services to its domestic and overseas clients in main emerging and developed markets through a cross-border strategic cooperation, taking advantage of the complementarities between

its multiple platforms and the integration of services and teams. This will result from an alignment of the internationalization process around brand, capital, business, network, clients, organizational structure, management and corporate culture.

After becoming a subsidiary of Haitong Securities, BESI will be renamed “Haitong Bank” in order to establish a unified global brand “Haitong”. BESI will enhance its capital strength by leveraging on Haitong Securities’ strong capital position, higher credit rating and onshore and offshore finance platform. It will also retain and continue to attract outstanding talent to support the expansion of its business and strengthen its product offering.

Haitong Bank will act as the business platform of Haitong Securities in developed markets such as Europe and America’s - namely in the financial hubs of London and New York - LATAM, Africa, India, as well as in other emerging markets. Haitong Bank will continue to be client-centered, dedicated to provide a broad range of financial services to global clients. That includes:

- expanding Haitong Bank’s existing business platform and client network in the markets where it already operates.
- providing overall services of Greater China products to overseas institutional clients, taking advantage of Haitong Bank’s international reach and Haitong Securities’ local access.
- servicing PRC enterprises with overseas investment plans by providing services such as cross-border M&A advisory, international listings and debt financing, leveraging of the combined business network, product capabilities and client access.
- providing global asset allocation services, following the

internationalization trend of the RMB and growing needs of wealth management from clients in Greater China.