

## **HAITONG BANK'S FIRST TRANSACTION IN POLAND UNDER THE NEW BRAND**

**The Polish branch of HAITONG BANK S.A. supported BEST S.A. (BEST) in the process of acquisition of a block of shares of KREDYT INKASO S.A. (KREDYT INKASO). A preliminary agreement for the purchase of 29.43 percent of shares in KREDYT INKASO for PLN 152.3 million was signed by BEST on 10 September. The company is planning to increase its stake in KREDYT INKASO to nearly 33 percent soon. HAITONG BANK is an advisor to BEST in the project. This is the first transaction carried out by Haitong team in Warsaw after the bank, previously operating under the brand BESI, had been taken over by the Chinese investor. The acquisition of BESI by Haitong Securities Co. Ltd. was completed on 7 September 2015.**

BEST concluded a preliminary agreement with AGIO RB FIZ for the purchase of 100% shares in GAMEX Sp. z o.o. for PLN 152.29 million, concerning 29.43% shares in KREDYT INKASO. As announced by BEST in a press release, the company is considering greater involvement in the shareholding structure of the debt collection company. "Our intention is to establish a very strong player on the market of debt management in our part of Europe" said Krzysztof Borusowski, the CEO of BEST.

The Polish branch of HAITONG BANK is advising BEST on this transaction. The company has also entered into an agreement with the bank for a trust purchase of a few percent stake in KREDYT INKASO on the Warsaw Stock Exchange. After the two transactions are finalized, BEST's share in KREDYT INKASO's share capital and the total number of votes at the General Meeting will be close to 33%. Thereby, BEST will become the biggest shareholder in the listed debt collection company. As announced by BEST, its objective is to establish an entity whose value will be much greater than the combined value of the two companies operating separately and competing with each other.

"This is globally the first transaction under the new brand HAITONG BANK since the Chinese investor completed its purchase of BESI. Thereby, we confirm that through this transaction Haitong is initiating its operations in Poland leveraging on its established position developed by a team of 60 local experts in various areas of investment banking over the past 8 years of development" said Bartłomiej Dmitruk, Deputy Senior Country Officer for HAITONG BANK in Poland.

HAITONG is the first Asia-based global capital markets player, with a well-established investment banking operation in Poland. HAITONG ownership is an important differentiator in the Polish market, leveraging on the owner's brokerage experience from China stock exchange markets and on a strong capitalization of the Group. HAITONG will fill an important niche in investment banking services, building a bridge between Chinese and CEE markets.

More information about Haitong: [www.haitongqib.com](http://www.haitongqib.com)



## **ABOUT HAITONG SECURITIES:**

Haitong Securities is one of the leading investment banks and securities firms in China. It was founded in 1988 as one of the earliest securities companies in China and boasts one of the strongest networks across mainland China. Its business areas include brokerage, investment banking, asset management, funds, futures and Private Equity investments. In 2007, Haitong (600837.SH) officially went public on the Shanghai Stock Exchange.

It is the second largest firm by total assets and net assets, with net assets reaching RMB 72 bn by the end of 2014. The company has 284 securities branches nationwide, 6.0 million retail customers and over 20,000 institutional and high-end customers. Haitong has a reputation for innovation and for developing new products and services for its clients.

Haitong has been actively pursuing its international strategy and successfully acquired Taifook Securities in 2009, an old-brand securities firm in Hong Kong. Taifook Securities was renamed as "Haitong International Securities Group Co., Ltd." to actively facilitate the integration of domestic and Hong Kong businesses and focus on building business platforms for overseas development. Haitong International Securities Group Co., Ltd. has maintained its leading position in the sector of RMB products in Hong Kong, and is one of first companies obtaining the QFII qualification.

In Dec 2014, Haitong signed a sale and purchase agreement to acquire BESI (subject to regulatory approvals), which significantly improves its international capabilities, namely in Europe and the Americas.

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