

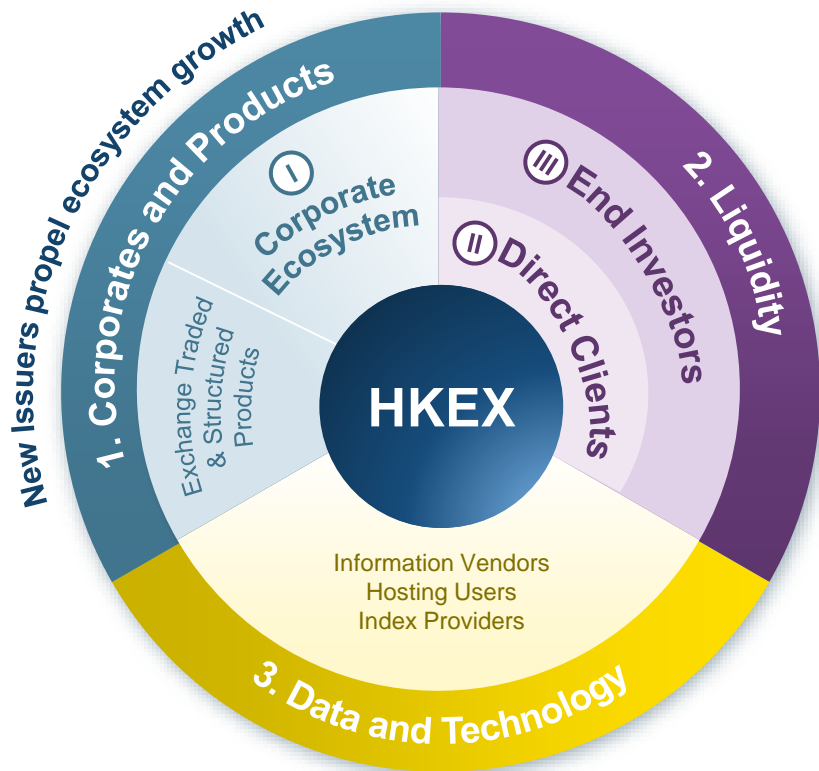
Execution Pillars:

Building a Client-Centric Organisation

Christina Bao and Kevin Rideout
Co-Heads of Sales & Marketing



Today | HKEX is Serving a Broad and Unique Client Ecosystem



① Corporate Ecosystem		
2,218 Main Board listed co.	352 GEM listed co.	100+ Leading Venture Capital / Private Equity firms and investment banks
② Direct Clients		
887 Exchange Participants (EP)	879 Clearing Participants (CP)	50 & 45 LME and LME Clear members
25 OTC Clearing members	13 Pilot Synapse participants	14k+ Special Segregated Accounts (SPSA) for NB Connect
③ End Investors		
Institutional buyside	Retail investors	Corporates, Pension Fund, Sovereign Wealth Fund

Note: Figures as of Feb 2022



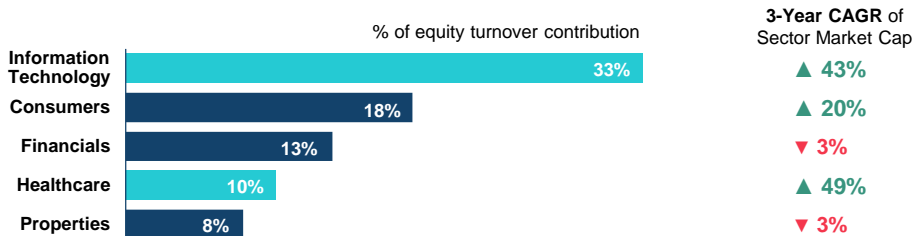
Today | Top-quality Issuers Are Fundamental to Our Business

New Economy Companies' IPOs Drive Hong Kong Market Evolution

Among the Top 20 HK ListCo as at the end of 2021, 8 of them are listed after the Listing Reform:



New Economy dominated Hong Kong's equity market



1. Source: CBInsights Global Unicorn List | 2. Growth rate based on independent researches of various analysts and market research institutions



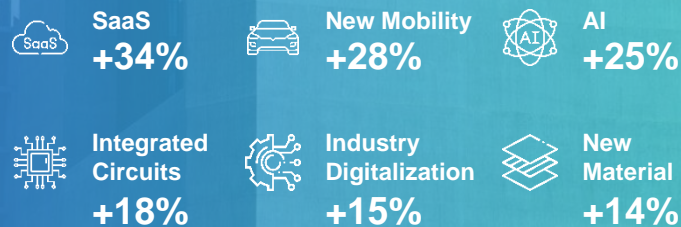
Emerging Sectors to Become Prime Drivers Of Economic Growth

Rising Unicorns in China, SEA, India¹

More than one-fourth of the Unicorns globally

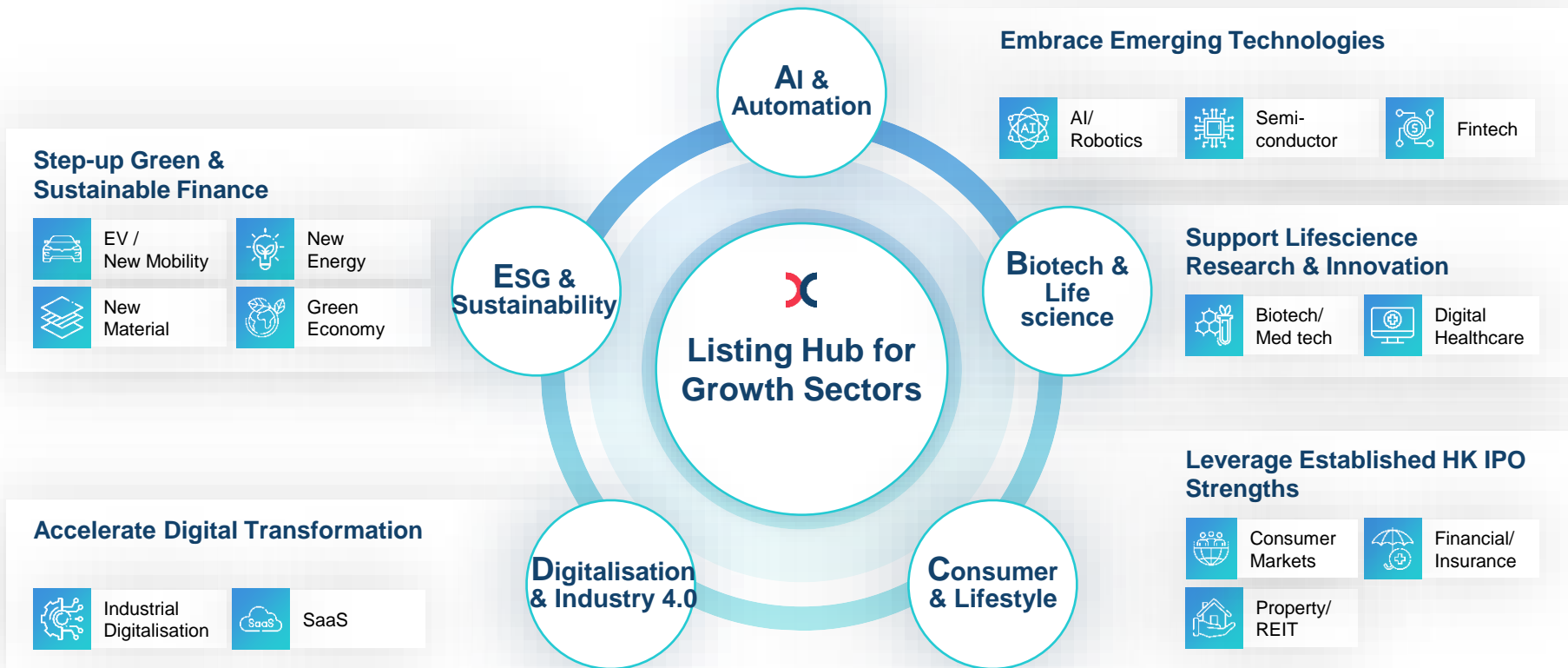


China Innovation Strategy



Market size CAGR growth (2020 – 2025F²)

Opportunities | Expand Selected Thematic Industries



Opportunities | Grow International IPO Pipeline

MNC Spin-off

Listing of sub-unit by mega eco-system that has connection to the Asia market
Or Dual listing of MNC in Asia

Greater China will continue to be the most important source of IPO issuers for Hong Kong



Trusted Global
Capital Raising
Venue of Choice

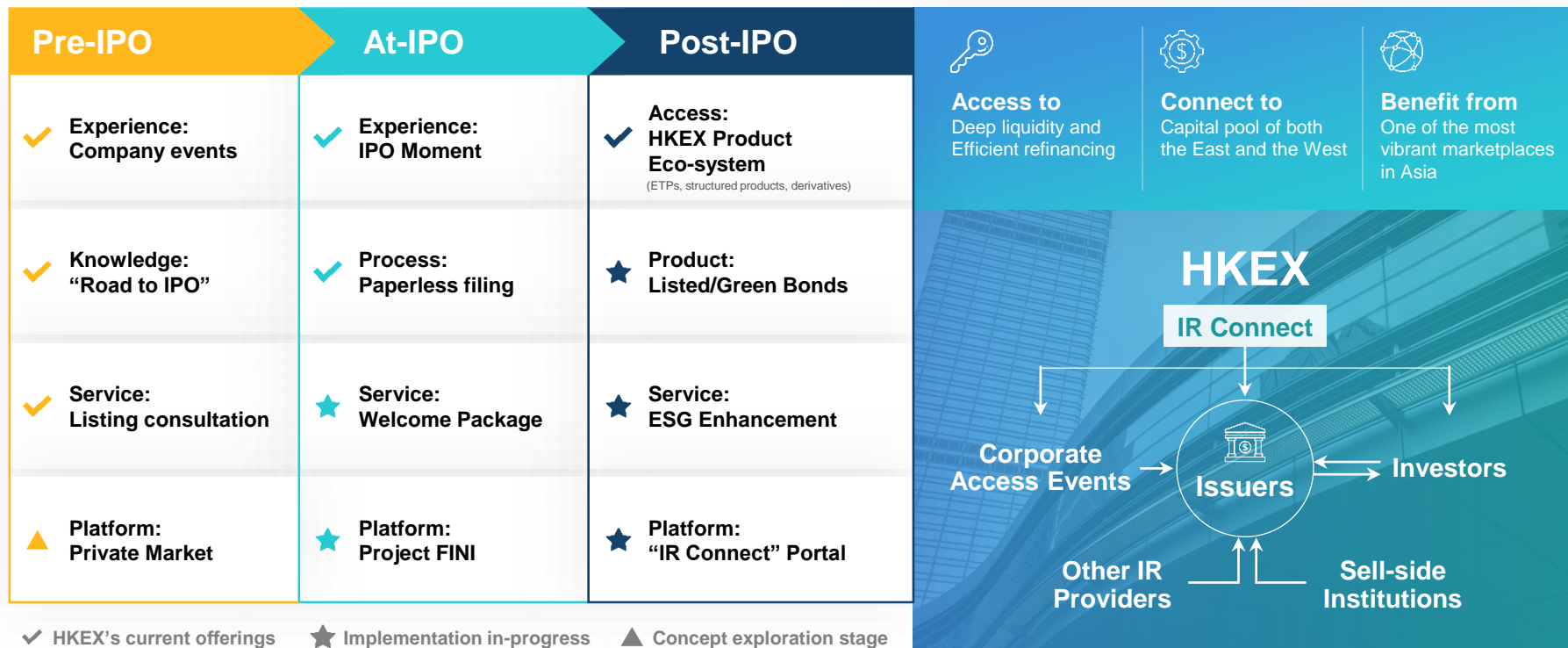
Key Sectors' Global Expansion

Attract biotech/healthcare issuers worldwide to enjoy Hong Kong's advantages as the 2nd largest global biotech fundraising hub

SEA & Middle East Unicorn

Build an "Asia listing" themed in new economy, especially with a focus in SEA
Extend to other geographic areas where private investment starts booming, such as the Middle East

Opportunities | Empower Issuers Throughout Their Corporate Lifecycle



Opportunities | Evolving our Capabilities to be a Global Exchange

Local Exchange



- ✓ Member/participant-oriented culture
- ✓ Focusing on local and exclusive products

HKEX Today

Regional Exchange



- ✓ Exclusive products coupled with client needs
- ✓ Starting connectivity with end-clients
- ✓ Increasing market changes and “actor” participation

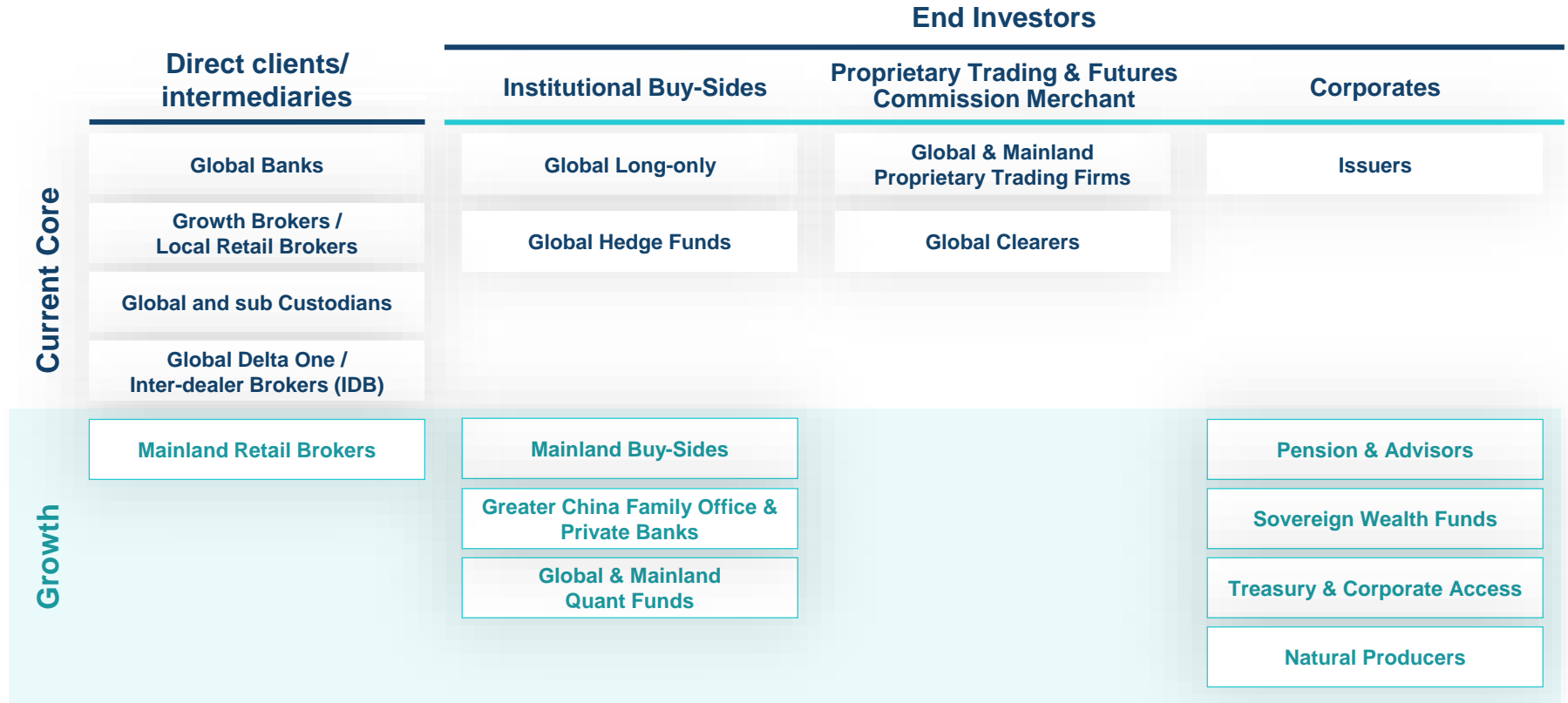
HKEX Tomorrow

Global Exchange



- ✓ **Clients at the heart of everything**
- ✓ **Physical presence** with key global decision makers
- ✓ **Solution-orientated** working with clients/partners
- ✓ **Ecosystem** jointly developed for all

Opportunities | Expand Secondary Market Investor Base



Build client centricity to enhance the depth, vibrancy and diversity of our markets



Roadmap | Our Path for the Future

