

Management Discussion and Analysis

Discussion and Analysis on the Future Development of the Company

Landscape and trend of the industry

In recent years, the Communist Party of China Central Committee and the State Council have continued to increase their attention to the capital markets. The Outline of the “15th Five-Year Plan” of China laid out key priorities for the high-quality development of capital markets, emphasizing the need to enhance the inclusiveness and adaptability of capital market system, strengthen the complementary functions of investment and financing, and actively develop direct financing channels such as equities and bonds while steadily advancing futures, derivatives, and asset securitization. Regulators have made clear their commitment to accelerating the development of first-class investment banks and investment institutions to better support high-quality capital market development. Policy attention has also been devoted to consolidating and enhancing Hong Kong’s status as an international financial center, which is expected to sustain a favorable operating environment for Hong Kong business. As capital markets enter a stage of high-quality development centered on functional integrity, securities firms must move beyond homogeneous expansion and refocus on their core mandate of serving the real economy and meeting residents’ wealth management needs. Under the policy direction of “focusing on core business, improving governance, and pursuing differentiated development”, the industry is gradually forming a new landscape led by multiple comprehensive institutions. Leading securities firms are well-positioned to seize the strategic window for building first-class investment banks by deepening domestic integrated service capabilities and advancing international expansion to forge new growth curves. In line with the supervisory philosophy of rewarding quality and constraining underperformance, capital constraints on high-quality firms may be selectively eased. Emerging opportunities, including accelerated equity financing activity, the inflow of medium- and long-term capital, institutional opening of capital markets, high-quality development of mutual funds, and steady growth in client-driven derivatives, are creating a more supportive environment for securities firms to leverage their professional expertise.

Development strategy of the Company

Bound to enhancing the role of capital markets and serving high-quality economic development, the Company upholds the vision of “becoming a domestically leading and internationally first-class Chinese investment bank most trusted by clients around the world”, and maintains steadfast commitment to its long-term strategic roadmap. With high-quality development as the overarching orientation, the Company will continue to strengthen its client-centric integrated financial service capabilities, comprehensively reinforce its competitive position across onshore and offshore businesses, accelerate the deepening and broadening of its internationalization strategy, and take decisive and meaningful steps toward becoming a first-class investment bank and investment institution.

Business plan

2026 marks the inaugural year of the 15th Five-Year Plan period. This period plays a pivotal bridging role in the course of the Company's development, as the Company embarks on a new decade-long journey in its fourth era of growth. The Company will drive substantive improvements in operational quality and efficiency while enhancing lean management practices. Adhering to the client-centric approach and the principle of growing alongside clients, the Company will further solidify its leading position across domestic markets. It will deliver high-quality work across the "Five Major Articles" in finance to improve the effectiveness with which it serves the real economy. The Company will remain resolute in preventing and defusing financial risks, safeguarding high-quality development through high-financial security, while comprehensively strengthening risk management and compliance. The Company will implement the financial "core strengthening" initiative in earnest, continuously building core capabilities and enhancing core competitiveness, and will contribute in an orderly manner to the development of the "Starlink" and "Bedrock" programs. The Company will deepen and broaden the execution of its internationalization strategy, scale up and strengthen operations in Hong Kong, actively expand its global network, and enrich the diversity of its offshore business. It will optimize the integrated management of assets, liabilities, and capital to improve global capital allocation efficiency, support high-quality development through digital and intelligent transformation, and enhance global clearing and operational capabilities. The Company will invest in talent development to provide continued support for the advancement of its corporate strategy.

Capital requirements, financing channels and financing capacity

The Company conducted all lines of business in an orderly manner, and the steady development of segments such as fixed income and securities financial services was supported by adequate funding. As at the end of the Reporting Period, the balance of the Group's domestic and overseas short-term and long-term loans, bonds payable and short-term financing instruments payable totaled RMB259.363 billion. The Company implements unified management of funds, continuously enhances overall capital allocation efficiency and optimizes its asset-liability structure. Closely aligned with market conditions and business needs, the Company adopts flexible and dynamic financing strategies to ensure adequate liquidity support for each line of business.

The Company maintains diversified financing channels. Domestically, it conducts debt financing through the issuance of corporate bonds, subordinated bonds, financial bonds, return certificates, margin refinancing, interbank lending and bond repurchase transactions. Overseas, the Company may also raise foreign currency funds through the issuance of offshore bonds, medium-term notes, Euro commercial paper and bank borrowings to support the development of its overseas business. Depending on market conditions and its own funding needs, the Company may also undertake equity financing through additional share issuance, rights issues and other methods approved by the relevant regulatory authorities. The Company's financing channels remain well established, enabling it to raise sufficient funds in a timely manner to meet its liquidity management needs.

Possible risks of exposure

At present, the external environment continues to face considerable uncertainty. Geopolitical conflicts are marked by the frequent emergence of new flashpoints, while the structural escalation of trade frictions and intensified global technological competition may lead to heightened volatility in international capital flows and contraction in demand across certain regions. Domestically, the economy still confronts challenges including insufficient effective demand and subdued price levels. Risks in key sectors, such as the deep adjustment of the real estate industry, warrant continued attention, and the smooth functioning of the domestic economic circulation requires further strengthening. Nevertheless, the fundamental trend of China's long-term economic growth remains unchanged. Macroeconomic policies are expected to maintain continuity and stability, providing support for the recovery of domestic demand and technological breakthroughs, and facilitating sustained economic improvement. From a comprehensive perspective, economic resilience and policy capacity continue to constitute the dominant drivers of development. Amid evolving internal and external environments, the Company should remain attentive to market risks arising from cross-border capital flows and fluctuations in commodity prices, as well as the regional and industrial divergence of credit risks in financing-related businesses. At the same time, significant opportunities are emerging in areas such as technological and industrial innovation, expanding outbound business demand of enterprises, the transformation of residents' wealth management needs, and the development of green finance. The Company should strengthen the dynamic balance between risk management and business innovation, ensuring coordinated progress in scale expansion and enhancement of core competitiveness, and steadily improving its capacity to serve the real economy and meet residents' wealth management needs.

Business Overview

The investment banking business of the Group consists of equity financing, debt financing and financial advisory services. The Group provides fund raising and financial advisory services to a wide range of enterprises and other institutional clients in China and globally. The wealth management business of the Group mainly includes securities and futures brokerage business, distribution of financial products and investment consulting services. The institutional stock brokerage business of the Group provides global professional institutional investors with comprehensive services covering major exchanges in China, Asia-Pacific, Europe and the Americas, including various professional value-added services such as research sales and investment research enablement, transaction execution, equity financing and capital services. The financial market business of the Group mainly includes trading and market-making of equity products, fixed income products and derivatives, foreign exchange business, securities financial business, alternative investment and commodities business. Asset management business of the Group includes collective asset management ("**CAM**"), separately managed account ("**SMA**") and specialized asset management ("**SAM**"), fund management and other investment accounts management. The investment business of the Group mainly comprises alternative investment and private equity investment. The Group also provides services such as custody and research.

Discussion and analysis of operations

In 2025, the Company remained firmly committed to the political nature and people-centered orientation of financial work, prioritizing functionality above all else. It continuously refined its business structure and innovated in products and instruments, making solid progress in delivering the “Five Major Articles” in finance.



Technology Finance

The Company deepened its equity financing services for technology enterprises, ranking first in the market by aggregate equity underwriting size across the STAR Market, ChiNext and the BSE. It expanded its technology innovation bond product suite, completing the nation’s first intellectual property-backed ABS issued by a scientific research institution and the first ABS backed by income-generating data center real estate, while ranking first among peers in sci-tech innovation bond underwriting size. The Company provided comprehensive support for mergers, acquisitions and restructurings of technology and real-economy enterprises, ranking first in the market in both domestic merger and acquisition transaction volume and global merger and acquisition transaction volume involving Chinese enterprises. Focusing on investment in key hard-technology sectors, the Company deployed proprietary capital alongside patient social capital to foster a virtuous cycle among technology, industry and finance.



Green Finance

The Company accelerated the development of a full-chain green service system and guided the allocation of social resources toward green and low-carbon sectors, ranking first among peers in green bond underwriting size. It innovated green financial transaction mechanisms and advanced the development of green financial markets, launching the market’s first carbon price spread index alongside a range of other innovative green finance tools and products. The Company promoted ESG investment principles, strengthened its green finance and ESG thematic research capabilities, and guided investors toward high-quality domestic new energy and environmental protection listings.



Inclusive Finance

The Company actively leveraged its professional expertise to help consolidate the achievements of poverty alleviation and facilitate their effective integration with rural revitalization, with the aggregate underwriting size of bonds for agriculture, rural areas and farmers, rural revitalization bonds and bonds for revolutionary base areas amounting to RMB19.3 billion, and ranking first among its peers. Giving full play to its role as a professional “manager” of social wealth, the Company achieved an AUM scale of approximately RMB4.8 trillion^{Note 1} and a custody assets scale exceeding RMB15 trillion, helping residents preserve and grow their wealth. The Company actively fulfilled its corporate social responsibilities, sustained a range of distinctive philanthropic activities, and made donations and consumption-based support totaling over RMB67 million for the year.



Pension Finance

- The Company participated comprehensively in the development of a multi-level, multi-pillar pension protection system. Investment AUM of the “Three Pillars of Pension System” exceeded RMB1 trillion^{Note 2}, and multiple domestic entrusted investment portfolios of the National Council for Social Security Fund were rated in the “A” category. The Company served over 200 large and mid-size enterprise annuity clients and established a full-spectrum lineup of personal pension fund products, with multiple pension target funds and index funds included in the approved product list, catering to the long-term, stable asset allocation needs of pension funds.



Digital Finance

- The Company continued to improve the level of financial services through digital transformation, developing its proprietary “AI+” platform to build an intelligent, humanized and highly collaborative digital employee system. It further strengthened its data governance system, establishing an industry-leading global data management center that achieves integrated domestic and overseas data governance, and obtained the highest-level certification of the National Data Management Capability Maturity Assessment Model.

Note 1: Asset management scale includes the asset management business of the Company, CITIC Securities AM and ChinaAMC

Note 2: The investment management scale of the “three pillars” of pension includes the asset management business of the Company and ChinaAMC

In addition, the Company leveraged its “improving quality, increasing efficiency and enhancing returns” action plan as a key driver to enhance corporate quality and investment value, continuously strengthen Shareholder returns, and advance its various priority workstreams in an orderly manner, achieving positive meaningful progress and positive results.

Strengthening the Foundation to Build a First-class Investment Bank: The Company in line with the goal of building a financial powerhouse, adhered to the principles of strengthening foundations and operating steadily. The Company continuously enhanced the core competitiveness and risk prevention and control capabilities. Revenue and net profit recorded notable growth, the internationalization strategy advanced steadily, multiple businesses maintained their industry-leading positions, and progress in building a first-class investment bank and investment institution accelerated.

Fulfilling the Mission of Functional Positioning to Empower Real-economy Development: The Company actively integrated itself into the broader economic and social development agenda, channeling social resources toward key areas (including technology innovation, green and low-carbon sectors, inclusive livelihood and retirement security) guided by the “Five Major Articles” in finance. Rigorously fulfilling its responsibilities as a “gatekeeper”, the Company worked to raise the quality of listed companies at the source, actively guided long-term and patient capital into the market, and promoted the high-quality development of the capital market.

Bridging Cross-border Connectivity to Support Two-way Opening-up: The Company continuously raised the standard of its cross-border integrated financial services, supporting high-quality enterprises in completing IPOs and refinancing transactions in overseas markets, facilitating cross-border merger and acquisition integration, and better supporting Chinese enterprises in their “going global”. The Company assisted the SSE and the SZSE in expanding cross-border investor communication channels, working to build a high-quality communications platform between domestically listed companies and international capital, and thereby better serving “flowing in” international capital.

Deepening Market Value Management to Sustain Shareholder Returns: The Company continually improved investor communication channels, conveying its investment value through results briefings, investor open days and roadshow exchanges, and has been recognized by the China Association for Public Companies with the “Best Practices of Annual Results Briefing” for four consecutive years. In 2025, the Company continued to pay an interim dividend and offered H-Share Shareholders a dividend currency selection option. Since its listing, the Company has distributed cash dividends for 24 consecutive years, with cumulative distributions exceeding RMB93 billion, delivering an ever-stronger sense of reward for investors.

Optimizing the Corporate Governance Structure to Improve Internal and Risk Control System: In 2025, earnestly responding to the requirements of new Company Law and the Guidelines for Articles of Association of Listed Companies of the CSRC, the Company amended the Articles of Association of the Company, and removed the Supervisory Committee. The professionalism and diversity of the Board were further enhanced, while its governance structure was continuously improved. Meanwhile, the Company continued to improve its risk management mechanism and internal control process, and advanced the construction of a globally integrated risk management system, so as to continuously strengthen the timeliness of risk monitoring and the promptness of risk warnings.

Investment Banking

Market conditions

In terms of domestic market, the offering size of equity financing for A-share increased significantly year-on-year, while the offering size of bond financing and the size of completed merger and acquisition transactions in China (including cross-border merger and acquisition transactions by Chinese enterprises) also increased year-on-year. In 2025, the offering size of equity financing for A-share (for cash and asset transactions) amounted to RMB1,111,036 million, representing a year-on-year increase of 245.42%; among which, the offering size of IPO amounted to RMB131,771 million, representing a year-on-year increase of 95.64%; the offering size of refinancing (for cash and asset transactions) amounted to RMB979,265 million, representing a year-on-year increase of 285.08%, of which the aggregate offering size of the targeted issuances by the first batch of four major state-owned banks amounted to RMB520,000 million. The offering size of bond (full scope) financing amounted to RMB89.08 trillion, representing a year-on-year increase of 11.54%. Among which, the offering size of treasury bonds amounted to RMB16.01 trillion, representing a year-on-year increase of 28.37%; the offering size of local government bonds amounted to RMB10.29 trillion, representing a year-on-year increase of 5.26%; the offering size of credit bonds amounted to RMB22.23 trillion, representing a year-on-year increase of 8.87%, with the offering size of financial bonds, credit bonds of non-financial enterprises and asset-backed securitization all recording certain extent of growth. The size of completed merger and acquisition transactions in China (including cross-border merger and acquisition transactions by Chinese enterprises) amounted to RMB2,589,434 million, representing a year-on-year increase of 16.12%, of which the size of material asset reorganization transactions completed in the A-share market amounted to RMB472,762 million, representing a year-on-year increase of 447.22%.

In terms of overseas market, the offering size of equity financing in the Hong Kong market and the size of completed global merger and acquisition transactions involving Chinese enterprises increased significantly year-on-year, while the offering size of offshore bonds issued by Chinese enterprises recorded modest growth. In 2025, the offering size of equity financing in the Hong Kong market amounted to US\$89,985 million, representing a year-on-year increase of 237.32%; among which, the offering size of IPO amounted to US\$37,426 million, representing a year-on-year increase of 231.21%; the offering size of refinancing amounted to US\$52,558 million, representing a year-on-year increase of 241.80%. The offering size of offshore bonds issued by Chinese enterprises amounted to US\$124,313 million, representing a year-on-year increase of 3.45%. The size of completed global merger and acquisition transactions involving Chinese enterprises amounted to US\$292,964 million, representing a year-on-year increase of 127.71%.

Actions and achievements

In terms of investment banking business, the Company proactively captured opportunities presented by the new normal in the capital market, consolidating its domestic leadership position. The domestic equity financing business and the merger and acquisition business in China continued to rank first in the market, while the debt financing business continued to rank first among peers. The Company became the first in the industry to achieve bond underwriting size exceeding RMB2 trillion for two consecutive years. In 2025, the Company completed a total of 72 A-share lead underwriting projects, with an aggregate underwriting size (for cash and asset transactions) of RMB270,646 million, accounting for a market share of 24.36%, ranking first in the market in underwriting size. The Company actively responded to national strategic directives, devoting full efforts to supporting the completion of targeted issuances by the first batch of four major state-owned banks. Deeply aligned with the national innovation-driven development strategy, the Company acted as sole sponsor for the largest STAR Market IPO of 2025 and the IPO of Moore Threads, China's first listed company to produce a full-featured domestic GPU. Giving concrete expression to the deepening reform of the capital market, the Company acted as sole sponsor for two of the first three newly registered enterprises to list on the STAR Market Growth Tier. The Company completed the issuance of 6,221 domestic bonds, with an aggregate underwriting size of RMB2,209,462 million, accounting for 6.95% of the total underwriting size across the market and 14.11% of the total underwriting size of securities firms. The Company ranked first among peers in the underwriting size of financial bonds, corporate bonds, NAFMII products and asset-backed securities. Actively driving innovation in the bond business, the Company ranked first among peers in the underwriting size of technology innovation bonds, green bonds and rural revitalization bonds, and ranked first in the market both in the number of transactions participated in and the offering size of publicly-offered REITs. The Company completed 45 merger and acquisition transactions in China, with an aggregate transaction size of RMB282,899 million, ranking first in the market. Among which, the Company completed 11 material A-share asset reorganization transactions, with an aggregate transaction size of RMB168,278 million, accounting for a market share of 35.59%, including large-scale merger and acquisition restructuring transactions such as CSSC's absorption merger of CSIC via share swap and ZEMIC's share issuance for asset acquisition.

The Company continued to strengthen its cross-border capital markets service capabilities, ranking second in the market in terms of Hong Kong IPO sponsorship size, first in offshore bond underwriting size for Chinese issuers, and first in the size of completed global merger and acquisition transactions involving Chinese enterprises. The Company also completed multiple IPO, placement and cross-border merger and acquisition transactions across Southeast Asia, India, Europe, Japan, Australia and other markets. In 2025, the Company completed 91 overseas equity transactions, with an aggregate underwriting size of US\$7,911 million, calculated on the basis of equal allocation of each project's total offering size among all bookrunners. Among these, the Company completed 51 IPO projects and 32 refinancing projects in the Hong Kong market, with an aggregate equity financing underwriting size in the Hong Kong market of US\$7,549 million on the same basis. Landmark transactions included Zijin Gold International, the second largest Hong Kong IPO of the year, Sany Heavy Industry, the third largest Hong Kong IPO of the year, and BYD's placement, the largest refinancing transaction in the Hong Kong market for the year. The Company also completed eight equity financing transactions in overseas markets including Indonesia, Malaysia, India and Australia, with an aggregate underwriting size of US\$362 million. The Company completed 311 offshore bond transactions for Chinese issuers, with an aggregate underwriting size of US\$5,346 million, accounting for a market share of 4.30% and ranking first in the market. Major transactions included offshore bond offerings for Baidu Group, Tencent Holdings and State Grid Corporation of China. The Company further provided clients with a diverse range of services including structured and leveraged financing, risk solutions and cross-border liquidity management, supporting the global expansion and high-quality development of leading domestic enterprises. Actively extending its reach into overseas markets, the Company identified debt financing opportunities for foreign issuers, completing transactions including Chubb's offshore Renminbi bonds, OTP Bank's offshore Renminbi bonds and the Emirate of Sharjah's Panda bonds. The Company completed 72 global merger and acquisition transactions involving Chinese enterprises, with an aggregate transaction size of US\$77,183 million, including cross-border merger and acquisition transactions such as Bohai Leasing's divestiture of Sesco Global, Hengmei Optoelectronics' acquisition of Samsung SDI's polarizer business, Lonza Group's asset transfer and strategic cooperation, Goodix Technology's divestiture of German chip company Dream Chip Technologies GmbH, and NFC' acquisition of the RAURA polymetallic mine in Peru.

Outlook for 2026

The Company will align closely with the national 15th Five-Year Plan and the directives for deepening capital market reform, giving full play to its functional role as a major “service provider” for direct financing and an important “gatekeeper” of the capital market, delivering integrated investment banking services to enterprises including equity and debt financing, as well as mergers, acquisitions and restructuring, and devoting all-out efforts to supporting the high-quality development of the real economy. The Company will further intensify effective customer acquisition efforts, making forward-looking business arrangements in national strategic areas such as new quality productive forces, technology innovation and green development. It will continue to deepen professional investment banking research, drive product innovation and optimize the business structure, and enhance the standard of professional services. Meanwhile, the Company will continue to advance its internationalization, actively expand its global client base, strengthen its influence in international markets, and leverage its integrated service capabilities and platform advantages to provide clients with comprehensive investment banking services across a full range of products, both domestically and internationally.

Wealth Management

Market conditions

In 2025, the domestic securities market delivered a strong overall performance, with all major indices posting gains. The SSE Composite Index increased by 18.41%, the SME Composite Index increased by 31.61%, and the ChiNext Composite Index increased by 40.40%. Market trading activity increased significantly, with the average daily trading volume of equity funds in the domestic securities market reaching RMB2.05 trillion, representing a year-on-year increase of 69.77%. Global equity markets recorded structural gains, with the Hong Kong market performing notably well. The Hang Seng Index increased by 27.77%, the Hang Seng China Enterprises Index increased by 22.27%, and the Hang Seng TECH Index increased by 23.45%. The average daily trading volume in the Hong Kong securities market was HK\$249.8 billion, representing a year-on-year increase of 89.53%.

Actions and achievements

In terms of domestic wealth management business, the Company continuously optimized the financial product system featuring multiple markets, multiple assets, multiple strategies and multiple scenarios, and enriched the substance of its multi-level wealth allocation services system, with the retention scale of financial products exceeding RMB800 billion and buy-side investment advisory business scale and various other indicators achieving new breakthroughs. The Company launched the “CITIC 100” wealth management brand, covering the wealth management needs of individuals and families at different stages of their entire life cycle, and meeting the differentiated and personalized allocation needs of the general public. The Company deepened the integrated service ecosystem for wealth management, implemented the talent development strategy for all employees in investment advisory, and better provided customers with comprehensive financial solutions covering “People-Family-Enterprise-Society”. By focusing on refined customer operation and upgrading the dual-engine operating model driven by both institutional and individual clients, the Company further expanded its client base. As at the end of the Reporting Period, the Company had over 17 million clients on a cumulative basis, up 10% from year-end; the total assets of clients under custody exceeded RMB15 trillion, up 24% from year-end.

The sales transaction scale and retention scale of the Company's overseas wealth management products both doubled. The global layout of overseas wealth management was orderly promoted, with the Asia-Pacific region as the core focus, centered on the key financial markets of major economies worldwide and leading the expansion of global business. The Company built a wealth management and comprehensive service platform across regions, markets and asset classes, providing more diversified, personalized and global asset allocation solutions for high-net-worth clients and institutional investors around the world.

Outlook for 2026

The Company will always uphold the concept of finance for the people, adhere to the development direction and path of wealth management, upgrade its multi-level wealth allocation service system, provide more high-quality, comprehensive and abundant products and services, insist on value investment and long-term investment, so as to fulfill its role as a professional “manager” of social wealth. Leveraging digital and intelligent empowerment, the Company will promote inclusive finance through online, mobile and smart service transformations, enhancing financial services in livelihood sectors while serving as a discoverer of client needs, a companion throughout the service journey, and a leader in professional value creation. The Company will provide refined services for the wealth management needs of institutional clients including listed companies, state-owned enterprises, government platforms, financial industry peers and professional investment institutions, to promote in-depth development of the integrated financial service ecosystem in wealth management. The Company will deepen its global layout in wealth management and deliver an exceptional wealth management experience for clients worldwide through continued innovation, high-quality services and robust technological support.

Institutional Equity

Market conditions

In 2025, the capital market exhibited a trend of “structural bull market, narrowing volatility and deepening innovation” driven by the dual forces of modest economic recovery and industrial upgrading. As a core hub connecting the capital market with professional institutional investors, the institutional stock brokerage business benefited from the boom in technology and innovation sectors and the inflow of long-term capital into the market, while also facing the dual challenges of increasingly refined regulation and intensifying industry competition.

Actions and achievements

In terms of institutional stock brokerage business, the Company remained client-centric in a complex and ever-changing market environment, deepening the advantages of its globally integrated sales and trading platform and continuously optimized its service model and product innovation through a dual-driver mechanism of “client managers + product managers”. In terms of business initiatives, the Company actively expanded its global professional institutional investor client base, strengthened linkage between domestic and overseas markets, and enhanced capabilities in algorithmic trading, cross-border services and integrated solutions. At the same time, the Company reinforced tiered client management, integrated research resources, and drove differentiated upgrades in roadshows, research visits and investment research services to effectively meet diversified and customized client needs. Revenue from the institutional brokerage business grew steadily throughout the year. The Company's market share of A-share and H-share trading volume by mutual funds reached 7.65%, maintaining its industry-leading position. According to WIND, the Company ranked first in the market in mutual fund commission allocation. Trading volume from Qualified Foreign Institutional Investors (“**QFII**”) increased by 162.7% year-on-year, of which equity trading volume rose by 127% year-on-year. Client coverage continued to broaden, with service penetration and satisfaction among key client groups including mutual funds, overseas institutions and financial industry peers improving significantly, thereby laying a solid foundation for the sustainable development of the business.

Outlook for 2026

The Company will continue to promote client-centric segmented operations in respect of its institutional stock brokerage business, based on the personalized needs of client, deploy resources in a more targeted manner, and rapidly replicate successful practices to continuously expand its domestic and overseas client base. The Company will continue to advance its global layout and integrated domestic and overseas development, establishing a “one client, one CITIC” system. The Company will enhance the global trading platform, complete full-chain connectivity of domestic and overseas information flows, enabling the provision of proactive and forward-looking coverage services, and channel client demand into various business lines of the Company to capture more business opportunities and scenario-based access points. The Company will promote the development of its prime brokerage services platform, building the capability to serve large international investment institutions and in particular globally renowned hedge funds, leveraging the Company’s extensive domestic resources as a Chinese investment bank to strengthen international client stickiness and enhance the competitiveness of the institutional brokerage business in international markets. The Company will pursue an expanded global presence by consolidating its coverage advantages in the Asia-Pacific region while prioritizing expansion into the Middle East and North American markets, and exploring business opportunities in emerging markets such as Vietnam and South America.

Financial Markets

Market conditions

In 2025, the CSI 300 Index increased by 17.66% and the CSI 500 Index increased by 30.39%, with A-shares recording double-digit returns for two consecutive years and the market center of gravity steadily rising. China’s artificial intelligence industry achieved breakthrough progress, and new productive forces expanded vigorously from individual breakthroughs to broader applications. Against this industrial backdrop, technology and growth-style stocks became the dominant theme throughout the year, gains among small- and mid-cap stocks widened, and investor confidence strengthened significantly. China’s manufacturing sector also demonstrated significant resilience amid geopolitical and trade headwinds, while global supply-demand imbalances drove resource commodity prices to successive new highs, making innovative drugs, new consumption, and non-ferrous metals among the most sought-after investment themes. In the major overseas markets, the S&P 500 Index, the Nasdaq Index, the European STOXX 50 Index, the Nikkei 225 Index, and the Hang Seng Index increased by 16.39%, 20.36%, 18.29%, 26.18%, and 27.77%, respectively, with Hong Kong stocks standing out among global equity markets. China’s bond market major indices fluctuated throughout the year, with long-end interest rates rising modestly from historical lows; most bond clean price indices declined, and the China Bond New Composite Index posted a full-year gain of 0.65%.

Actions and achievements

The equity derivatives business, with the objective of serving the real economy, continued to refine its business model, explore and build reserves of innovative strategies, and strengthen its competitive position, maintaining a business profile characterized by a broad client base, a rich product offering, strong trading capabilities, and relatively stable revenue. The Company drove greater product supply to facilitate the entry of medium- and long-term capital into the market, strengthened strategy research and development output, and delivered added value for clients' prudent investment allocation. It improved business infrastructure, strengthened global trading capabilities, enhanced business resource integration, and optimized the universe of globally tradable assets, capacity, and trading experience, empowering clients in their global risk management. The Company accelerated its integration into overseas markets, achieving breakthroughs in new clients, new products, and new business models across Southeast Asia, Europe, the Middle East, and other overseas markets, enhancing the Company's overseas brand presence and competitive position.

The FICC business, guided by the principle of principled innovation, focused on developing its proprietary investment and client-facing businesses, reinforced its international strategic deployment, and promoted integrated domestic and overseas collaboration, achieving significant results. In proprietary investment, the business continuously enhanced its trading capabilities across bonds, foreign exchange, commodities, and a broad range of FICC derivatives through strengthened multi-asset allocation and iterative multi-strategy development, providing foundational capability support for business innovation. In its client-facing business, the business remained focused on its core mission of serving the real economy through financial services, building a comprehensive service system centered on client-facing operations, expanding its product suite, deepening client engagement, and responding with precision to integrated service needs. Overseas, the Company implemented its internationalization strategy, deepened its cross-border business, progressively expanded client coverage and service networks, further strengthened the depth of client service, and established a recognized brand in offshore Renminbi business.

The prime service business underwent a comprehensive upgrade across the dimensions of product design, business development enablement, equity rights systems, business opportunity systems, pricing management, risk management, and financial technology. The Company launched the "Zhengjin Treasure Box (證金百寶箱)" equity service system, pioneering in the industry the provision of a multi-dimensional intelligent service system for individual clients covering margin financing and securities lending transactions, investment research, and account management, and facilitated the transformation of comprehensive financing solutions and business innovation, driving a steady growth in financing market share. The stock pledge business maintained risk controllability as its prerequisite, focusing on improving collateral quality and expanding the high-quality client base, with business scale sustaining market leadership. The Company optimized its global business footprint, built an efficient and collaborative integrated domestic and overseas management system, established effective balances across multiple overseas entities and platforms, and successfully implemented cross-border financing innovations including yen-denominated financing, acquisition loans, Bitcoin ETF financing, and cross-border financing in Australia and the United States, with its product suite, client coverage, and market positioning progressively maturing.

The equities and alternative investment business pursued the objectives of high capacity, multi-strategy diversification, and low volatility, developing a platform-based system and progressively optimizing portfolio allocation in the equities market. Maintaining a disciplined focus on the fundamentals of listed companies, the Company systematically allocated to large-cap blue-chip stocks across the Shanghai, Shenzhen, and Hong Kong markets, while reinforcing its positioning in new productive forces industries in line with industrial trends, thereby enhancing investment returns. Artificial intelligence technology was also progressively integrated into the strategy system, and a Hong Kong cross-border investment platform was established in its initial form. Benefiting from a relatively stable macroeconomic and market environment, and building on years of concerted transformation and focused cultivation, the overall risk-return profile of the business improved significantly, with resilience continuing to strengthen.

Outlook for 2026

The equity derivatives business will benchmark against the world's leading investment banks and continuously raise its international competitiveness. Domestically, it will capitalize on the new capital market environment and development trajectory characterized by the entry of medium- and long-term capital and a low interest rate environment, optimize its business positioning, and strengthen its functional contribution. Upholding a client-centric philosophy of value creation, it will optimize its product and strategy offering, enhance global trading capabilities and asset coverage, strengthen client strategy empowerment, and deliver a seamless, around-the-clock, multi-market investment and trading experience alongside comprehensive financial services. Overseas, the business will continue to strengthen its international operations, deepen domestic and overseas resource integration, consolidate the competitive advantage of serving "Chinese clients with Chinese assets", reinforce its international regional presence, build a first-class business platform and brand in Hong Kong, continue to develop new businesses and product types across Asian markets, and pursue further breakthroughs in broader global markets including the Middle East and Europe.

The FICC business will continue to implement the Company's development strategy, enrich FICC trading strategies in a low interest rate environment, and continuously expand its product suite and the application scenarios for strategy-driven products. It will identify and act on emerging business opportunities with precision, place client needs at the center of its approach, and provide diversified, tailored comprehensive financial solutions. Domestically, the business will strengthen coordinated development across regions and improve the quality and efficiency of client service, while simultaneously accelerating its overseas strategic rollout and enhancing the competitiveness of the fixed income business in global financial markets.

The prime service business will build a new paradigm around a “client-centric” approach, developing business operating scenarios and a comprehensive service model. The domestic business will construct competitive barriers by comprehensively enhancing client onboarding, sales and service delivery, and solution capabilities, with the aspiration of becoming a market-leading, full-client-segment comprehensive financing service provider. The overseas business, guided by the core objective of “building a full-product, full-market overseas financing product and service system”, will actively expand its client base, deepen its exploration of transaction scenarios, drive the rollout of innovative products, and improve its business management systems, continuously strengthening its globally integrated footprint and broadening and deepening its service to international clients.

The equities and alternative investment business will leverage its multi-strategy platform to steadily grow business scale, strengthen multi-dimensional risk controls, and refine its system architecture to enhance return certainty. It will continuously optimize the investment research system, deepen the integration of fundamental and quantitative approaches, and make full use of artificial intelligence technology to consolidate its systems and capabilities. With strategy research and development as the core driver, quantitative investing will improve strategy returns and stability while enhancing capital utilization efficiency. The business will develop secure and efficient system support, align with integrated financial regulatory oversight, and leverage the advantages of the Hong Kong platform to explore cross-border investment opportunities.

Asset Management

Market conditions

In 2025, against a background of persistently low interest rates and rising volatility, domestic demand for household wealth management continued to upgrade, driving steady expansion in the scale of the asset management industry, which maintained an overall trajectory of sound development. Amid a diversified competitive landscape, asset management institutions adhered to a development orientation centered on functional excellence, intensive operations, specialization and differentiation, continuously building product and service systems spanning diverse global asset classes to meet investors’ diversified investment needs. With a focus on long-term investor returns, institutions also actively explored differentiated development paths, deepened the application of financial technology, and reinforced technology-driven empowerment. Looking ahead, the growth potential of the asset management industry is expected to continue to materialize, with market scale poised to maintain an expansionary trend.

Actions and achievements

The asset management business of the Company and CITIC Securities AM continued to strengthen pension business capabilities and upgrade the investment management system, advancing the specialization, systematization and refinement of investment research to a higher standard. The privately-offered asset management business deepened its layered management system for strategy products, developed a high-quality product line, established a range of clearly defined and stable branded product series, and consolidated the “client base x region” matrix-based client marketing network, expanding the breadth and deepening the depth of client services. The Company accelerated execution of its internationalization strategy, refined vertically integrated management, strengthened deep integration between domestic and overseas operations, and improved the overall level of overseas system infrastructure. As at the end of the Reporting Period, the total AUM amounted to RMB1,761,541 million, including CAM, SMA and SAM, with a size of RMB428,978 million, RMB985,857 million and RMB346,706 million, respectively. The market share of the privately-offered asset management business (excluding pension business and asset-backed special plan) was 14.02%, ranking first in the industry.

Category	AUM (RMB100 million)		Income from management fee (RMB100 million)	
	2025	2024	2025	2024
CAM	4,289.78	3,432.43	13.42	11.53
SMA	9,858.57	9,089.82	12.60	10.06
SAM	3,467.06	2,902.21	0.44	0.45
Total	17,615.41	15,424.46	26.45	22.04

Source: Statistics from the Company

Note 1: The AUM include both the Company and CITIC Securities AM. The CAM includes collective investment schemes, excluding pension products; the SMA includes pension business; the SAM includes asset-backed special plan

Note 2: The sum of the components of income from management fee may not equal the total due to rounding

As the Company's mutual fund management platform, ChinaAMC actively participated in major product innovation projects. Its equity ETF scale maintained its industry-leading position; money market fund scale achieved healthy growth; the three-pillar pension business was actively advanced; the REITs business maintained its industry-leading standing; and offshore business development achieved new progress. Digital transformation delivered tangible results, with cutting-edge technology applications efficiently empowering business development, driving a further increase in overall AUM. As at the end of the Reporting Period, ChinaAMC's AUM amounted to RMB3,014.484 billion, comprising mutual fund AUM of RMB2,283.220 billion and institutional and international business AUM of RMB731.264 billion.

Outlook for 2026

The Company and CITIC Securities AM will continue to strengthen the talent pipeline for investment research professionals and increase investment in research resource support and system infrastructure. The Company will implement a systematic investment research approach and integrate high-quality internal and external strategies to improve the stability of investment performance and market competitiveness. It will build an investment research system with a global perspective, leveraging cross-border advantages to achieve a differentiated business positioning. The Company will broaden its client base across diverse client types, actively develop external channels, and accelerate the establishment of a recognized wealth management brand.

ChinaAMC will continue to uphold the principle of high-quality development, make better use of mutual funds to support the real economy, practice the social responsibility of mutual funds, and place investors' interests at the center, devoting all-out efforts to enhancing customers' holding experience and sense of gain. It will advance the refinement of its product line and the development of investment strategies, explore and develop innovative products, capture marketing opportunities, continuously improve its investment research system and enhance its global asset allocation capabilities, and actively expand domestic and overseas businesses. ChinaAMC will sustain the development of its pension brand, promote the steady growth of institutional business scale, accelerate the advancement of the Company's digital integration, deepen the application of artificial intelligence technology across all business scenarios, continuously intensify the cultivation of specialized talent, and maintain its comprehensive competitiveness in the industry.

Custody

Market conditions

In 2025, the reform of mutual fund fee rates was fully implemented. By putting the principles of inclusive finance into practice, the mutual fund industry has fostered a sound development ecosystem. Driven by regulatory policies and market dynamics, mutual fund AUM reached a record high of RMB37.71 trillion at year-end. The private fund industry continued to operate under heightened regulatory scrutiny, accelerating its transition onto a path of standardized development. Private securities investment funds were broadly active, with private fund AUM reaching RMB22.15 trillion at year-end.

Actions and achievements

The Company leveraged its professional services to empower the capital market and support the development of technology innovation enterprises, successfully providing custody services for the first batch of STAR Market bond ETF mutual funds. The Company continuously expanded its broad-based index mutual fund custody coverage and optimized its product line structure, with newly added mutual fund custody volume for the full year ranking first among securities firms. Seizing the opportunity to serve the entry of long-term insurance capital into the market, the Company fully leveraged its integrated financial platform, achieving significant growth in private securities investment fund custody and outsourcing services. Adhering to its technology empowerment strategy, the Company launched a new institutional investor service platform, an asset management institution data service platform, and an offshore fund performance analytics platform, continuously enhancing its digital service capabilities and cross-border integrated service capabilities. As at the end of the Reporting Period, the number of asset management products for which the Company provided asset custody services reached 13,848, and the number of asset management products for which it provided fund administration services reached 16,082.

Outlook for 2026

The Company will focus on the new development stage characterized by structural optimization and quality enhancement in the asset management industry, deepen its service capabilities across the full range of asset management institution client types and products, further strengthen internal and external service synergies, and build an open and mutually beneficial custody and outsourcing service ecosystem. The Company will enhance service competitiveness in key regions, accelerate the development of its cross-border service infrastructure, drive scenario-based applications of artificial intelligence technology, and build a solid digital platform base, providing clients with comprehensive, high-quality custody and outsourcing services spanning domestic and overseas markets.

Equity Investment

Market conditions

In 2025, China's equity investment market demonstrated robust vitality and strategic resilience. Guided by national macroeconomic policies, investment activity concentrated on areas including artificial intelligence, integrated circuits and national security, with capital continuing to flow toward enterprises possessing proprietary intellectual property and occupying critical positions in the industrial chain; the participation of long-term and industrial capital increased significantly. Greater emphasis was placed on post-investment value creation, with institutions leveraging policy resources, linking investee enterprises to industrial ecosystems, and optimizing governance structures to help investee enterprises overcome technological bottlenecks and market barriers, achieve technology transfer, and expand operational scale. With the coordinated effect of stable economic conditions, top-level policy guidance, technological innovation leadership, and regional strategic support, the diversified exit structure continued to improve, providing technology innovation enterprises with a smoother capital recycling pathway. According to Zero2IPO Research data, a total of 6,127 new funds were established in China's VC/PE market in 2025, an increase of 1,293 funds year-on-year, representing a 27% increase, with fundraising size up 26% year-on-year; the number of investment transactions reached 11,015, up 30.6% year-on-year, with investment size up 23.43% year-on-year. In terms of exits, a total of 294 Chinese enterprises completed IPO listings, an increase of nearly 30% year-on-year, with overseas IPOs accounting for 61%. In overseas equity investment markets, global investors continued to reduce their PE allocations to the Asia-Pacific region; structural adjustments occurred in fundraising and investment activities within the region, with markets such as Japan and South Korea continuing to attract growing interest.

Actions and achievements

As the Company's proprietary capital equity investment platform, CITIC Securities Investment remained committed to implementing national strategies, conducting in-depth research across the industrial chain, and prioritizing the layout of strategic emerging industries and industries of the future. Maintaining a long-term investment focus on hard technology, the business continuously increased its commitment to and support for enterprises in key core technologies and frontier technology fields. In 2025, CITIC Securities Investment invested in multiple high-quality projects aligned with the development requirements of new quality productive forces, spanning key areas including embodied intelligence, semiconductor equipment, domestic GPUs, and domestic servers, acting as patient capital and strategic capital in support of technology innovation. At the same time, CITIC Securities Investment used equity investment as a lever to mobilize full-chain integrated financial services, supporting investee enterprises in growing into leaders in their respective market segments and accessing the capital markets, providing a practical, replicable and scalable approach for innovation in the technology finance ecosystem.

As a platform for the Company to raise and manage private equity investment funds, CITIC Goldstone continued to give play to its own advantages in fundraising, with management scale further increasing and the investor composition continuing to improve and the investment strategy spectrum continuing to broaden. In 2025, CITIC Goldstone stepped up its development of financial investors, introduced a merger and acquisition strategy and launched M&A fund, completing the filing of new funds totaling RMB11.05 billion.

CITIC Goldstone Fund, a wholly-owned subsidiary of CITIC Goldstone and the Company's real estate investment platform, has cumulatively established property private funds of approximately RMB43,366 million as at the end of the Reporting Period, with the cumulative management scale ranking among the leaders in domestic property funds. CITIC Goldstone Fund further strengthened its services to institutional investors, with insurance companies as a key focus, stepped up investment in shopping centers and affordable rental housing, and completed the filing of new funds totaling RMB4.3 billion. As at the end of the Reporting Period, funds managed by CITIC Goldstone Fund held shopping centers with a total gross floor area of approximately 672.7 thousand square meters and affordable rental housing with a total gross floor area of approximately 470.7 thousand square meters.

As the Company's US dollars-denominated primary private equity investment platform, CITIC CLSA Capital Partners has continued to build its presence in the technology sector through the CITIC Asia Growth Fund ("**CAGF**"), a US dollars diversified fund pursuing an Asian strategy, and on this basis has carried out co-investments serving both "going global" and "flowing in" capital flows. It invests in strategic emerging industries in China including high-end manufacturing, information technology, new energy and biotechnology, in support of real-economy development. Its overarching strategy centers on serving the "going global" ambitions of Chinese enterprises, with investments aimed at supporting high-quality Chinese enterprises in developing global industrial chains and expanding their commercial footprint internationally. In addition, CITIC CLSA Capital Partners launched a primary-plus fund during the year, focused principally on core and cornerstone investments; successfully raised capital from Korean sovereign funds and prominent institutional investors; and established a venture capital fund of funds, further improving its product matrix.

Outlook for 2026

CITIC Securities Investment will continue to serve the broader national development agenda, focusing on core fields within strategic emerging industries and industries of the future, selecting high-quality targets in tracks aligned with industrial policy and strategic requirements, and continuously increasing its commitment to key core technology breakthroughs and frontier technology fields, serving as patient capital and strategic capital in support of technology innovation. At the same time, it will deepen full-cycle post-investment management, reinforce proactive post-investment value creation, and help investee enterprises enhance their core competitiveness and achieve sustainable growth through specialized value creation and resource integration.

CITIC Goldstone will continue to adopt a “top-down, research first” approach to identifying investment targets, concentrating on the “technology finance” theme with a priority focus on niche sectors possessing strategic alignment and core technological capabilities. It will conduct in-depth research into leading enterprises across industries including next-generation information technology, artificial intelligence, new materials, new energy, advanced manufacturing and defense, and biopharmaceuticals, providing strong support for the development of new quality productive forces. In terms of fundraising, CITIC Goldstone will seek to establish national-level funds and actively seize the significant opportunities presented by the development of merger and acquisition funds.

CITIC Goldstone Fund will continue to strengthen research into niche asset categories, identifying real estate assets capable of delivering through-the-cycle returns with stable operations. It will focus on investing in high-quality real estate assets serving the people’s aspirations for a better life, including shopping centers, rental housing, and eldercare facilities. At the same time, it will conduct in-depth research into new infrastructure aligned with the national 15th Five-Year Plan, supporting and complementing new quality productive forces in areas such as artificial intelligence, biomedical, and green energy, including data centers, new energy, and energy storage facilities.

CITIC CLSA Capital Partners will take Hong Kong as its hub, leveraging CITIC Securities’ advantages in the China market, to pursue two strategic themes. Under the “industry going global” theme, it will invest in systematic investment opportunities arising from the international business expansion of Chinese enterprises. Under the “capital going global” theme, it will invest in systematic investment opportunities arising from Chinese enterprises’ access to overseas capital markets. It will continue to develop its global client base and expand primary market investment opportunities across multiple Asian markets including Southeast Asia.

Research

In 2025, the research business continued to expand its coverage of companies and clients, consolidated its leading competitive position, deepened integrated domestic-overseas business expansion, and promoted the efficient and smooth two-way conversion of research products and two-way delivery of research services, comprehensively strengthening its global brand influence. The Company intensified service to institutional clients, materially improving the breadth and effectiveness of service to both domestic and overseas institutional clients. It built out an extensive global conference matrix, hosting landmark events onshore including a capital markets forum, a Hangzhou artificial intelligence forum, and a global consumer and healthcare forum, and organizing major international forums offshore including an investor forum, Association of Southeast Asian Nations forum and India forum, covering multiple countries and regions to generate a global communications impact. The number of mainstream media citations of research views and readership across various platforms continued to climb. Think-tank research provided high-quality intellectual support to government ministries and commissions, effectively fulfilling an advisory function. Throughout the year, the Company continued to enhance research capabilities and broaden business models, expanded listed company research coverage and institutional client service scope, steadily increased market share, promoted the convergence of onshore and offshore research business models, refined the global research service system, and delivered one-stop comprehensive global research services to onshore and offshore clients, while reinforcing research support for the Company's various business lines.

In 2026, the research business will continue to focus on the two core priorities: deepening domestic and overseas integration and enhancing global brand influence. The Company will further optimize its global research service network, achieving comprehensive coordination in the allocation of domestic and overseas resources, service standards, and business processes, expanding the coverage of global client services, and consolidating and increasing its global market share. It will continue to build globally recognized brand communication platforms, upgrade the conference and forum system both in China and overseas, strengthen the global dissemination of research viewpoints and enhance its discourse influence, and further improve the frequency of citations by mainstream media and the effectiveness of dissemination across various platforms. At the same time, the Company will strengthen the development of its think tank functions, focus on national strategies and industry frontiers, deepen the provision of intellectual services to government authorities and ministries, and expand both the depth and breadth of think tank research. It will also enhance research support across the Company's entire business chain and release the value of research from multiple dimensions.

Core Competitiveness Analysis during the Reporting Period

In the course of 30 years of development, adhering to the development principle of Seven Commitments and backed by powerful Shareholder background, the Company has developed a sound corporate governance structure, prospective strategic layout, comprehensive financial services capabilities, extensive customer service network, diversified high-quality customer resources, solid capital strength and industry-leading operating results, professional and high-quality talents, and distinctive corporate culture, all of which have laid a solid foundation for the Company's next stage of high-quality development.



Adhering to the development principle of “Seven Commitments”

The operation and management of the Company followed the basic principle of “Seven Commitments”: We always adhere to the commitment to the Party's leadership that provides sound political protection for corporate development; the commitment to the business objective of following the national strategy and serving the real economy; the commitment to the client-oriented business approach which allows us to achieve mutual development with clients; the commitment to operating philosophy of compliance operations and stringent risk management; the commitment to innovation and entrepreneurship with a persistent ambition; the commitment to the talent and enterprise nurture strategy which is under people-focused and market-oriented management; and the commitment to uphold and promote the excellent corporate culture and tradition of the Company.



Powerful Shareholder background and sound corporate governance structure

Founded on integrating the securities business under CITIC Group, the Company has grown from a small and medium-sized securities company into a large integrated securities group with the full support from CITIC Group. Listed on SSE in 2003 and on the Hong Kong Stock Exchange in 2011, the Company is the first listed securities company in terms of A+H share IPO in China. The Company has formed a sound corporate governance structure, which ensures the Company's sustained healthy development under the long-term market-based operation mechanism.



Prospective strategic layout and comprehensive financial services capabilities

The Company has been exploring and putting into practice new business models. It took the lead in the industry in proposing and practicing the flow-based business, drives wealth management transformation and engages in direct investment, etc.; by acquisition and continuous cultivation, it has established its leading strength in fund, futures, commodity and other business; it has expanded investment in business such as fixed income, equity derivatives, securities finance and other businesses, and established the financial market business system. The Company obtained qualifications for multiple businesses permitted by domestic and foreign regulatory authorities, forming a full-product, full-market and full-business coverage landscape, with basic financial functions in investment, financing, trading and custody gradually improved.



Solid capital strength and industry-leading operating results

The Company has boasted prominent scale advantage in net capital, net assets and total assets. It is the first securities company in China with total assets exceeding RMB1 trillion and has ranked first in the industry in terms of operating income and net profit for many consecutive years. With sustained leading position in the market in respect of investment banking, wealth management, asset management, financial market and other businesses over the years, it has achieved wide reputation and brand strength in domestic market. Over the years, the Company has won many awards granted by SSE, SZSE, Asiamoney, Financial Times, Forbes, and other domestic and overseas institutions.



Profound customer resources and extensive network layout

The Company has kept developing as driven by the philosophy of being client-centric and growing together with clients. Based on serving the real economy, the Company has accumulated high-quality strategic customers resources by carrying out in-depth cooperation around customers' comprehensive financial needs; it implemented the requirements of the innovation-driven development strategy, helped to grow bigger and stronger through the capital market, and served a wide range of new economy and innovative enterprise customers; it practiced inclusive finance, assisted to common prosperity and allowed investors to share the benefits from China's economic development. At present, the Company has more than 17.00 million individual clients and over 130 thousand corporate and institutional clients engaging in key fields of national economy, achieving in-depth coverage of major central state-owned enterprises, resident enterprises, important local state-owned enterprises and influential listed companies. The Company has set up more than 400 domestic branches, which are widely distributed in various provinces and cities, and continues to enhance its regional client service capability.



Competitive cross-border integrated customer service network

The Company has branches in 13 countries around the world, covering major markets that accounted for over 95% of total market value of stock and serving more than 2,000 large institutional investors of the world. It is the Chinese-funded securities company leading peers in the number of local branches, research coverage, sales network and liquidation and settlement infrastructure in areas along the Belt and Road Initiative and also an investment bank best fitting the Belt and Road Initiative in the world. With its unique industrial position and accumulated strength, it serves Chinese clients to go out and introduce overseas clients to domestic market, providing high quality services and advice.



Sound market-based mechanism and outstanding talent

The Company has continuously improved the market-based mechanism, explored the use of medium and long-term incentive policies, improved the incentive and guarantee mechanism for talent, and thoroughly implemented strategy of strengthening the enterprise with talents. The Company has implemented an open talent policy, cultivated a competitive reserve of young talents, increased the international talents reserve, strengthened professional training and systematic training by business and level, and cultivated a batch of international talents with international vision, proficiency in international operations and creative thinking.



Distinctive corporate culture

The Company takes the financial culture with Chinese characteristics as the fundamental principle, strengthens the corporate culture of CITIC Group, practices the culture of the securities industry, extensively gathers the consensus of employees, and promotes the construction of corporate culture on an ongoing basis, thus forming an excellent corporate culture. Besides, the Company integrates cultural construction into its corporate governance, promotes the deep consolidation of cultural construction and development strategy, and fulfills the duties of important “gatekeeper” of the capital market, thus providing strong spiritual support for the construction of a first-class investment bank.

Financial Statements Analysis

Financial statement summary

Profitability analysis

In 2025, the Group recognized total revenue and other income of RMB104,682 million, representing a year-on-year increase of 21.88%. Net profit attributable to owners of the parent amounted to RMB30,076 million, representing a year-on-year increase of 38.57%. Basic earnings per Share amounted to RMB1.96, representing a year-on-year increase of 39.01%. Return on weighted average equity was 10.59%, representing a year-on-year increase of 2.50 percentage points.

Asset structure and assets quality

As at 31 December 2025, the Group's total assets amounted to RMB2,081,903 million, representing a year-on-year increase of RMB371,192 million or 21.70% than that as at the end of last year. As at 31 December 2025, the Group's total liabilities amounted to RMB1,756,080 million, representing a year-on-year increase of RMB344,136 million or 24.37% than that as at the end of last year. As at 31 December 2025, the Group's equity attributable to owners of the parent amounted to RMB319,930 million, representing a year-on-year increase of RMB26,821 million or 9.15% than that as at the end of last year.

Asset and liability structure of the Group maintained stable. As at 31 December 2025, excluding customer brokerage deposits and funds payable to securities issuers, the Group's total assets amounted to RMB1,563,220 million. Among which, investment assets mainly included investments in financial assets and investments in associates/joint ventures, the total amount of that was RMB1,007,872 million, accounting for 64.47% of the total assets; margin accounts and reverse repurchase agreements was RMB262,014 million, accounting for 16.76% of the total assets; cash and bank balances was RMB116,567 million, accounting for 7.46% of the total assets; the total amount of fixed assets, constructions in progress, land-use-rights and intangible assets, investment properties and right-of-use assets was RMB15,161 million, accounting for 0.97% of the total assets; the total amount of other assets was RMB161,606 million, accounted for 10.34% of the total assets.

As at 31 December 2025, excluding customer brokerage deposits and funds payable to securities issuers, the Group's total liabilities amounted to RMB1,237,397 million, among which, repurchase agreements were RMB407,352 million, accounting for 32.92% of the total liabilities; financial liabilities at fair value through profit or loss and derivative financial liabilities were RMB240,824 million, accounting for 19.46% of the total liabilities; short-term loans, due to banks and other financial institutions, short-term financing instruments payable and non-current liabilities due within one year were RMB184,954 million, accounting for 14.95% of the total liabilities; debt instruments issued and long-term loans were RMB102,129 million, accounting for 8.25% of the total liabilities; and other liabilities were RMB302,138 million in total, accounting for 24.42% of the total liabilities.

The gearing ratio slightly increased. As at 31 December 2025, excluding customer brokerage deposits and funds payable to securities issuers, the gearing ratio of the Group was 79.16%, representing an increase of 1.34 percentage points than that as at the end of last year.

Cash flow status

Excluding the impact of changes in customer brokerage deposits, the Group's net increase in cash and cash equivalents was RMB4,127 million in 2025, compared with net increase of RMB6,195 million in 2024, which was mainly due to the decrease in net cash inflow from operating activities.

From a structural perspective, the net cash outflow from operating activities in 2025 was RMB43,966 million, compared with an inflow of RMB95,821 million in 2024, which was mainly due to a decrease in the net cash inflow from repurchase agreements and an increase in the cash outflow from margin accounts.

The net cash outflow from investing activities in 2025 was RMB6,989 million, compared with an outflow of RMB74,264 million in 2024, which was mainly due to a year-on-year decrease in cash outflow of financial assets at fair value through other comprehensive income.

The net cash inflow from financing activities in 2025 was RMB55,082 million, compared with an outflow of RMB15,362 million in 2024, which was mainly due to a year-on-year increase in the cash received from borrowings and bond issuance by the Company during the Reporting Period.

Analysis on items of income statement

Financial highlights

In 2025, the Group accomplished a profit before income tax of RMB39,823 million, representing a year-on-year increase of 40.13%. Major financial highlights of the Group are as follows:

In RMB million

Items	2025	2024
Fee and commission income	46,494	34,877
Interest income	20,236	19,941
Investment income	38,604	26,435
Other income and (losses)/profits	-652	4,637
Operating expenses	65,369	57,589
Share of profits and losses of associates/joint ventures	510	117
Profit before income tax	39,823	28,418
Income tax expense	8,816	5,829
Profit attributable to owners of the parent	30,076	21,704

Structure of the revenue

In 2025, the total revenue and other income of the Group amounted to RMB104,682 million, representing a year-on-year increase of 21.88%. Structure of the revenue was relatively stable. The following table sets out the revenue structure of the Group in the past five years:

Items	2025	2024	2023	2022	2021
Fee and commission income	44.41%	40.61%	42.68%	48.10%	47.27%
Interest income	19.33%	23.22%	27.33%	26.65%	23.76%
Investment income	36.88%	30.78%	27.73%	22.25%	26.62%
Other income and (losses)/profits	-0.62%	5.39%	2.26%	3.00%	2.35%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Fee and commission income

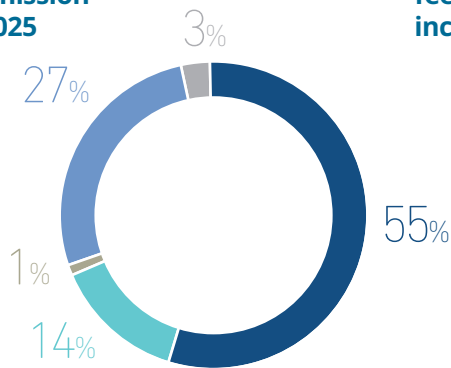
In 2025, the net fee and commission income of the Group amounted to RMB34,848 million, representing a year-on-year increase of 33.61%, which was mainly due to the increase in revenue from brokerage, investment banking and asset management. The breakdown of fee and commission income of the Group during 2024 and 2025 is as follows:

In RMB million

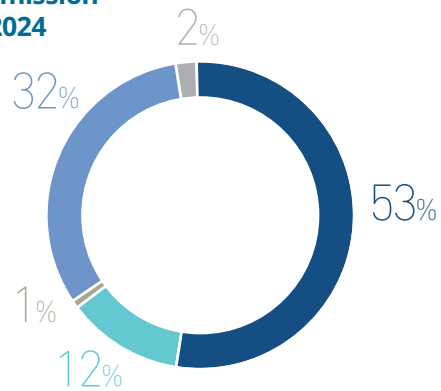
Items	2025	2024	Variance in amount	Variance in percentage
Fee and commission income				
Brokerage	25,641	18,493	7,148	38.65%
Investment banking	6,298	4,223	2,075	49.14%
Trading	544	475	69	14.53%
Asset management	12,770	11,008	1,762	16.01%
Others	1,241	678	563	83.04%
Fee and commission expenses	11,646	8,795	2,851	32.42%
Net fee and commission income	34,848	26,082	8,766	33.61%

The breakdown of fee and commission income during 2024 and 2025 is as follows:

Breakdown of fee and commission income for 2025



Breakdown of fee and commission income for 2024



● Brokerage ● Investment banking ● Asset management ● Trading ● Others

The fee and commission income from brokerage increased by RMB7,148 million, representing a year-on-year increase of 38.65%. In 2025, the securities market delivered a strong overall performance, with all major indices posting gains. Market trading activity increased significantly, with the average daily trading volume of equity funds in the domestic securities market increased by 69.77% year-on-year.

The fee and commission income from investment banking increased by RMB2,075 million, representing a year-on-year increase of 49.14%. In 2025, in terms of domestic market, the offering size of equity financing for A Share increased significantly year-on-year, while the offering size of bond financing also increased year-on-year. In terms of overseas market, the offering size of equity financing in the Hong Kong market and the size of completed global merger and acquisition transactions involving Chinese enterprises increased significantly year-on-year.

The fee and commission income from trading increased by RMB69 million year-on-year, which was relatively stable.

The fee and commission income from asset management increased by RMB1,762 million, representing a year-on-year increase of 16.01%. In 2025, domestic demand for household wealth management continued to upgrade, driving steady expansion in the scale of the asset management industry, which maintained an overall trajectory of sound development.

Interest income

In 2025, the net interest income of the Group amounted to RMB1,631 million, representing a year-on-year increase of 50.60%. The table below sets out the major composition of the net interest income of the Group for the periods indicated:

In RMB million

Items	2025	2024	Variance in amount	Variance in percentage
Interest income				
– Bank interest income	7,935	8,609	-674	-7.83%
– Interest income on margin and other financing	10,801	9,344	1,457	15.59%
– Interest income on financial assets at fair value through other comprehensive income	1,455	1,953	-498	-25.50%
– Others	45	35	10	28.57%
Interest expenses				
– Customer brokerage deposits	1,373	1,618	-245	-15.14%
– Due to banks and other financial institutions	9,321	9,841	-520	-5.28%
– Debt instruments issued and short-term financing instruments payable	5,325	5,764	-439	-7.62%
– Others	2,586	1,635	951	58.17%
Net interest income	1,631	1,083	548	50.60%

Bank interest income decreased by RMB674 million, representing a year-on-year decrease of 7.83%, mainly due to the decline in bank deposit interest resulting from the impact of the overall market environment.

Interest income on margin and other financing increased by RMB1,457 million, representing a year-on-year increase of 15.59%, mainly due to the increased scale of financing flow-based business as compared to last year amid high market activity.

Interest income on financial assets at fair value through other comprehensive income decreased by RMB498 million, representing a year-on-year decrease of 25.50%, mainly due to the decrease in the average daily size of the Company's debt investments at fair value through other comprehensive income.

Investment income

In 2025, the investment income of the Group amounted to RMB38,604 million, representing a year-on-year increase of 46.03%. The table below sets out the major composition of the investment income of the Group for the periods indicated:

In RMB million

Items	2025	2024	Variance in amount	Variance in percentage
Net gains from financial assets at fair value through other comprehensive income	4,362	4,109	253	6.16%
Net gains from financial instruments at fair value through profit or loss	100,382	51,435	48,947	95.16%
Others	-66,140	-29,109	N/A	N/A
Total	38,604	26,345	12,169	46.03%

The net gains from financial assets at fair value through other comprehensive income increased by RMB253 million, representing a year-on-year increase of 6.16%. Among which, the investment income from the disposal of financial assets decreased by RMB1,058 million, representing a decrease of 55.05%, and the investment income from assets held increased by RMB1,311 million, which was all arising from investment in equity instruments.

The net gains from financial instruments at fair value through profit or loss amounted to RMB100,382 million. Among which, investment income arising from the holding and disposal of such assets by the Group was RMB80,605 million and the gains arising from changes in the fair value amounted to RMB19,777 million.

Other investment losses were RMB66,140 million, which was mainly attributable to changes in size and fair value of derivative financial instruments.

Operating expenses

In 2025, operating expenses of the Group (excluding fee and commission expenses and interest expenses) amounted to RMB35,118 million, representing a year-on-year increase of RMB5,182 million or 17.31%. The table below sets out the major composition of the operating expenses of the Group for the periods indicated:

In RMB million

Items	2025	2024	Variance in amount	Variance in percentage
Staff costs	21,777	21,041	736	3.50%
Depreciation	1,738	1,731	7	0.40%
Tax and surcharges	484	319	165	51.72%
Other operating expenses and costs	10,282	7,938	2,344	29.53%
Expected credit losses	837	-1,114	N/A	N/A
Impairment losses on other assets	-	21	-21	N/A
Total	35,118	29,936	5,182	17.31%

During the year, staff costs increased by RMB736 million, representing a year-on-year increase of 3.50%, mainly due to an increase in staff remuneration.

During the year, tax and surcharges increased by RMB165 million, representing a year-on-year increase of 51.72%, mainly due to an increase in urban construction tax and education surcharge.

During the year, other operating expenses and costs increased by RMB2,344 million, representing a year-on-year increase of 29.53%, mainly due to the increase in fund distribution and administration, business promotion fee, and electronic device operating expenditure for the year.

In 2025, expected credit losses amounted to RMB837 million, primarily due to an increase in the provisions for credit impairment losses of reverse repurchase agreements and margin accounts.

The following table sets out the composition of the impairment losses of the Group during the periods indicated:

In RMB million

Items	2025	2024	Variance in amount	Variance in percentage
Expected credit losses	837	-1,114	N/A	N/A
Among which: Reverse repurchase agreements	-250	-1,635	N/A	N/A
Margin account	834	444	390	87.84%
Financial assets at fair value through other comprehensive income (Debt instruments)	251	43	208	483.72%
Others	2	34	-32	-94.12%
Impairment losses on other assets	-	21	-21	N/A

Analysis on items of the statement of financial position

As at 31 December 2025, the total assets of the Group were RMB2,081,903 million, representing a year-on-year increase of 21.70%. Excluding the customer brokerage deposits and funds payable to securities issuers, the total assets of the Group amounted to RMB1,563,220 million as at 31 December 2025, representing a year-on-year increase of 16.03%.

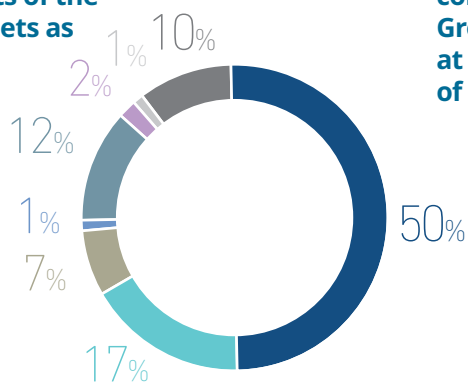
Major changes in the total assets of the Group were as follows:

In RMB million

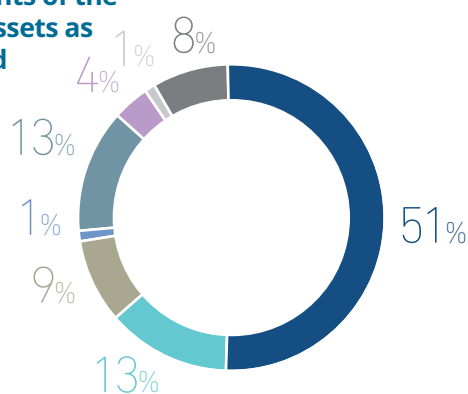
Items	31 December 2025	31 December 2024	Variance in amount	Variance in percentage
Financial assets at fair value through other comprehensive income	181,001	170,911	10,090	5.90%
Investments in associates/joint ventures	9,953	9,608	345	3.59%
Financial assets at fair value through profit or loss	777,324	690,862	86,462	12.52%
Derivative financial assets	39,594	48,997	-9,403	-19.19%
Margin accounts and reverse repurchase agreements	262,014	182,600	79,414	43.49%
Properties, land-use rights and intangible assets, right-of-use assets	15,161	14,630	531	3.63%
Cash and bank balances	116,567	116,494	73	0.06%
Others	161,606	113,097	48,509	42.89%
Total	1,563,220	1,347,199	216,021	16.03%

The following chart sets forth the composition of the total assets of the Group as of the dates indicated:

Analysis of the components of the Group's assets as at the end of 2025



Analysis of the components of the Group's assets as at the end of 2024



- Financial assets at fair value through other comprehensive income
- Investments in associates/joint ventures
- Margin accounts and reverse repurchase agreements
- Cash and bank balances

- Financial assets at fair value through profit or loss
- Derivative financial assets
- Properties, land-use rights and intangible assets, right-of-use assets
- Others

Investment

The investment of the Group primarily comprises financial assets at fair value through other comprehensive income, investments in associates/joint ventures, financial assets at fair value through profit or loss, derivative financial assets, etc.

As at 31 December 2025, the total investments of the Group were RMB1,007,872 million, representing a year-on-year increase of RMB87,494 million or 9.51% as compared to the end of last year. Its total investments accounted for 64.47% of the total assets, representing a year-on-year decrease of 3.85 percentage points.

The following table sets out the Group's investments by category and the percentage to total assets as at the dates indicated:

In RMB million

Items	31 December 2025		31 December 2024	
	Amount	Percentage to total assets	Amount	Percentage to total assets
Financial assets at fair value through other comprehensive income	181,001	11.58%	170,911	12.69%
Investments in associates/joint ventures	9,953	0.64%	9,608	0.71%
Financial assets at fair value through profit or loss	777,324	49.72%	690,862	51.28%
Derivative financial assets	39,594	2.53%	48,997	3.64%
Total	1,007,872	64.47%	920,378	68.32%

Financial assets at fair value through other comprehensive income

As at 31 December 2025, the Group's financial assets at fair value through other comprehensive income were RMB181,001 million, representing a year-on-year increase of RMB10,090 million or 5.90% as compared to the end of last year. The following table sets forth the components of the Group's financial assets at fair value through other comprehensive income:

In RMB million

Items	31 December 2025		31 December 2024	
	Amount	Percentage to total financial assets at fair value through other comprehensive income	Amount	Percentage to total financial assets at fair value through other comprehensive income
Debt instruments investments	57,265	31.64%	80,243	46.95%
Investments in equity instruments	123,736	68.36%	90,668	53.05%
Total	181,001	100.00%	170,911	100.00%

Investments in associates/joint ventures

As at 31 December 2025, investments in associates and joint ventures of the Group increased by RMB345 million or 3.59% year-on-year, maintaining relatively stable.

In RMB million

Items	31 December 2025	31 December 2024	Variance in amount	Variance in percentage
Investments in associates	9,935	9,591	344	3.59%
Investments in joint ventures	18	17	1	5.88%
Total	9,953	9,608	345	3.59%

Financial assets at fair value through profit or loss

As at 31 December 2025, the Group's financial assets at fair value through profit or loss increased by RMB86,462 million or 12.52% year-on-year, accounting for 49.72% of the total assets of the Group, mainly due to the increase in investment of tradable equity instruments. The following table sets forth the components of the Group's financial assets at fair value through profit or loss:

In RMB million

Items	31 December 2025	31 December 2024	Variance in amount	Variance in percentage
Debt instruments investments	316,237	375,322	-59,085	-15.74%
Investments in equity instruments	368,937	278,856	90,081	32.30%
Financial assets designated as at fair value through profit or loss	8,751	8,457	294	3.48%
Others	83,399	28,227	55,172	195.46%
Total	777,324	690,862	86,462	12.52%

Properties, land-use rights and intangible assets and right-of-use assets

As at 31 December 2025, properties, land-use rights and intangible assets and right-of-use assets of the Group were RMB15,161 million, representing a year-on-year increase of 3.63%. The following table sets forth the properties, land-use rights and intangible assets and right-of-use assets of the Group as at the dates indicated:

In RMB million

Items	31 December 2025	31 December 2024	Variance in amount	Variance in percentage
Property, plant and equipment	8,607	8,272	335	4.05%
Investment properties	841	870	-29	-3.33%
Land-use rights and other intangible assets	3,239	3,322	-83	-2.50%
Right-of-use assets	2,474	2,166	308	14.22%
Total	15,161	14,630	531	3.63%

Liabilities

As at 31 December 2025, the total liabilities of the Group amounted to RMB1,756,080 million, representing a year-on-year increase of RMB344,136 million or 24.37% as compared to the end of last year. Excluding customer brokerage deposits and funds payable to securities issuers, total liabilities of the Group amounted to RMB1,237,397 million as at 31 December 2025, representing a year-on-year increase of 18.02%. The following table sets forth the breakdown of the total liabilities of the Group as at the dates indicated:

In RMB million

Items	31 December 2025	31 December 2024	Variance in amount	Variance in percentage
Customer brokerage deposits	518,683	362,449	156,234	43.11%
Funds payable to securities issuers	-	1,063	-1,063	N/A
Short-term loans, due to banks and other financing institutions, short-term financing instruments payable and non-current liabilities due within one year	184,954	149,223	35,731	23.94%
Financial liabilities at fair value through profit or loss and derivative financial liabilities	240,824	178,340	62,484	35.04%
Repurchase agreements	407,352	390,169	17,183	4.40%
Debt instruments issued and long-term loans	102,129	95,923	6,206	6.47%
Others	302,138	234,777	67,361	28.69%
Total	1,756,080	1,411,944	344,136	24.37%

As at 31 December 2025, the customer brokerage deposits of the Group amounted to RMB518,683 million in total, representing a year-on-year increase of 43.11%, accounting for 29.54% of the total liabilities of the Group. The following table sets forth the Group's customer brokerage deposits as categorized by geographical locations and types of customers as at the dates indicated:

In RMB million

Items	31 December 2025	31 December 2024	Variance in amount	Variance in percentage
Chinese Mainland	472,804	331,613	141,191	42.58%
– Individual customers	198,669	142,948	55,721	38.98%
– Corporate customers	274,135	188,665	85,470	45.30%
Outside Chinese Mainland	45,879	30,836	15,043	48.78%
Total	518,683	362,449	156,234	43.11%

As at 31 December 2025, short-term loans, due to banks and other financing institutions, short-term financing instruments payable and non-current liabilities due within one year amounted to RMB184,954 million, representing a year-on-year increase of 23.94%, which was mainly attributable to an increase in the scale of short-term financing instruments payable.

As at 31 December 2025, financial liabilities at fair value through profit or loss and derivative financial liabilities amounted to RMB240,824 million, representing a year-on-year increase of 35.04%, which was mainly attributable to the increase in the amount of beneficiary certificates and structured notes within financial liabilities at fair value through profit or loss.

As at 31 December 2025, amounts from repurchase agreements was RMB407,352 million, representing an increase of 4.40% year-on-year, which was mainly attributable to the increase in the scale of pledge-style repo business.

As at 31 December 2025, amounts from debt instruments issued and long-term loans of the Group was RMB102,129 million, representing an increase of 6.47% year-on-year, which was mainly attributable to the increase in the scale of debt instruments issued.

Equity

As at 31 December 2025, the total equity of the Group amounted to RMB325,823 million, representing a year-on-year increase of 9.06%, which was mainly attributable to the Company's issuance of other equity instruments and net profit achieved for the period. The following table sets forth the components of the Group's total equity as at the dates indicated:

Items	In RMB million	
	31 December 2025	31 December 2024
Share capital	14,821	14,821
Other equity instruments	38,262	30,762
Capital reserve	90,781	90,797
Surplus reserve	12,679	12,073
General reserve	49,311	43,809
Investment revaluation reserve	1,479	1,331
Foreign currency translation reserve	-404	-14
Retained profits	113,002	99,530
Non-controlling interests	5,892	5,658
Total	325,823	298,767

Fair value measurement

During the Reporting Period, the valuation principle for fair value is that the fair value of the relevant assets or liabilities of the Group is measured by prices in principal markets. In the absence of a principal market, the fair value of the relevant assets or liabilities will be measured by the prices in the most advantageous market. The fair value of an asset or a liability is measured by using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their best economic interest.

The fair values of quoted financial assets or financial liabilities in active markets of the Group are based on quoted market prices. If there is no active market, the Group establishes fair value by using valuation techniques. These include the use of market approach, income approach and cost approach. The application of valuation techniques includes the use of observable input values and/or unobservable input values, and priority is given to using relevant observable input values whenever possible.

Default Valuation Adjustments (“DVA”) are considered for the Group’s liabilities at fair value, assuming that DVA stay the same before and after the transfer of the liabilities. DVA refers to the risk that enterprises fail to perform their obligation, including but not limited to their own credit.

Analysis of principal controlling subsidiaries

The Company currently has eight principal controlling subsidiaries, the details of which are as follows:

In RMB ten thousand

Company name	Company type	Principal business	Registered capital	Total assets	Net assets	Operating revenue	Operating profit	Net profit
CITIC Securities Shandong	Subsidiary	Life insurance and property insurance (other than aviation accident insurance and alternative products) approved by the China Insurance Regulatory Commission; foreign-currency negotiable securities brokerage; securities brokerage (in Shandong and Henan provinces only); securities investment advisory (for securities investment advisory business in Shandong and Henan provinces only); margin financing and securities lending; distribution of securities investment fund; provision of intermediate referral services to futures companies; and agency sale of financial products (in Shandong and Henan provinces only)	249,380	5,901,397	986,490	241,849	92,628	68,318
CSI	Subsidiary	Holding and investment, and its subsidiaries engage in businesses such as corporate finance and capital market, securities brokerage, futures brokerage, asset management, proprietary business and direct investment	paid-up capital of HK\$11,516.05 million and US\$276.69 million	US\$67,961.67 million	US\$4,088.54 million	US\$3,341.49 million	US\$1,131.13 million	US\$913.27 million

Company name	Company type	Principal business	Registered			Operating	Operating	Net
			capital	Total assets	Net assets	revenue	profit	profit
CITIC Goldstone	Subsidiary	Industrial investment; investment advisory and management	210,000	1,610,491	983,689	171,935	138,847	100,212
CITIC Securities Investment	Subsidiary	Financial product investment, securities investment and equity investment	1,300,000	2,265,120	2,015,243	208,058	253,806	198,597
CITIC Futures	Subsidiary	Commodity futures brokerage, financial futures brokerage, futures investment advisory, asset management and fund sales	760,000	26,378,760	1,507,982	401,988	151,157	107,169
CITIC Securities South China	Subsidiary	Securities business; public securities investment fund sales; provision of intermediate introduction services to futures companies as a securities company	509,114	4,731,387	784,908	153,688	51,749	39,001
CITIC Securities AM	Subsidiary	Securities assets management business (excluding entrusted domestic investment management of NSSF, the securities investment management for basic pension insurance fund, investment management of the enterprise annuity fund and investment management of the occupational annuity fund)	100,000	288,938	232,147	153,446	67,596	50,763
ChinaAMC	Subsidiary	Fund raising; fund sales; asset management; engaging in asset management business for specific clients; and other businesses permitted by the CSRC	23,800	2,224,630	1,509,496	962,577	327,243	239,563

Note: CSI's financial data is based on Hong Kong Financial Reporting Standards

Securities branch offices of the Company

As at the end of the Reporting Period, the Company has established a total of 39 securities branch offices in Chinese Mainland, particulars of which are as follows:

No.	Name of branch office	Responsible officer	Place of business	Contact method
1	Beijing Branch Office	TIAN Bing	Rooms 01 and 02 (inside 101), 1/F, Rooms 01, 02, 03, 05 and 06 (inside 201), 2/F, Room 01 (inside 301), 3/F, Building 1, No. 38 Yard, Dongsanhuan North Road, Chaoyang District, Beijing	010-86601366
2	Shanghai Branch Office	ZHU Zhengmao	3/F; Units 06, 07, 8/F; Units 01 to 07, 10/F No. 1568 Century Avenue, Pilot Free Trade Zone, China (Shanghai)	021-61768697
3	Hubei Branch Office	SUN Hongtao	Part of the houses No. 1 to 4, 42/F and 51/F, Building 1, Guangfa Bank Building, No. 737 Construction Avenue, Jianghan District, Wuhan	027-85355362
4	Jiangsu Branch Office	TANG Naijun	10/F and Area B of 1/F, Phase II of Sunny World, No. 168 Lushan Road, Jianye District, Nanjing	025-83261298
5	Shanghai Pilot Free Trade Zone Branch Office	ZHANG Bing	Room 413, 4/F, Building 3 (East Wing), No. 138 Taizhong South Road, China (Shanghai) Pilot Free Trade Zone	021-20262008
6	Shenzhen Branch Office	TAN Xiujun	12/F and 20/F, CITIC Securities Tower, No. 8 Center 3rd Road, Futian Street, Futian District, Shenzhen	0755-23916596
7	Northeast Branch Office	XU Xin	Units 01, 02, 03, 05, 06, 30/F, No. 286 Qingnian Avenue, Heping District, Shenyang, Liaoning Province	024-23972703
8	Zhejiang Branch Office	XIE Siyuan	Units 1703, 1704, 1901, 1902, 2303 and 2304, 6/F and 22/F of Dikai Yinzuo, Sijiqing Street, Shangcheng District, Hangzhou, Zhejiang Province	0571-85783714
9	Jiangxi Branch Office	TU Yaqing	44/F of Lianfa Plaza Office Building, No. 129 Lvyin Road, Honggutan District, Nanchang, Jiangxi Province	0791-83970561
10	Fujian Branch Office	SUI Yanping	Units 1901, 1902, 1905A, 1907, 2005B, 2006 and 2007 of Sino Plaza, No. 137 Wusi Road, Gulou District, Fuzhou, Fujian Province	0591-87905705
11	Ningbo Branch Office	HE Lichun	Units 27, 28, 1-4, Building 4, No. 168 Yongjiang Avenue, and Units 33-1, 33-2, 33-4, No. 188 Yongjiang Avenue, Yinzhou District, Ningbo, Zhejiang Province	0574-87733217

No.	Name of branch office	Responsible officer	Place of business	Contact method
12	Wenzhou Branch Office	QUAN Zhendong	Room 201 (2-23), 702 and 703, Fortune Center, No. 577 Station Avenue, Lucheng District, Wenzhou, Zhejiang Province	0577-88107230
13	Sichuan Branch Office	JI Xiangkun	1/F, West Wing, La Defense Building, No. 1480 North Section of Tianfu Avenue, Chengdu Hi-Tech Industrial Development Zone, Sichuan Province	028-63278899
14	Shaanxi Branch Office	CHEN Cunzhe	Room 02-03-04, 19/F, Unit 1, Building 1, Hesheng Jingguang Center, No. 11 Tangyan Road, High-tech Zone, Xi'an, Shaanxi Province	029-88601239
15	Tianjin Branch Office	ZHANG Yu	Y5, 1/F, 201, 2/F and 7/F, Tianjin Technology Building, No. 23 Youyi Road, Hexi District, Tianjin	022-27786608
16	Inner Mongolia Branch Office	FAN Yaqiong	Jintailiwan No. 10 Complex, Siwei Road, Saihan District, Hohhot, Inner Mongolia Autonomous Region	0471-5982233
17	Anhui Branch Office	YANG Dacui	Room 2501-2504, 25/F, A1 Building, Phase I, and Southeast Corner of 1/F, Podium Building, Zhongnan Chuanggu Science Park, No. 900 West Wangjiang Road, High-tech Zone, Hefei, China (Anhui) Pilot Free Trade Zone	0551-65662889
18	Shanxi Branch Office	LIU Panpan	Shop 1, Northeast Corner of Hongsheng Times Financial Plaza, No. 1 Jifu Road, Jinyuan District, Taiyuan, Shanxi Province	0351-6191889
19	Hunan Branch Office	WU Wenfang	2/F, New Century Building, No. 198 Second Section of Furong Middle Road, Chengnanlu Street, Tianxin District, Changsha, Hunan Province	0731-85175379
20	Hebei Branch Office	LI Zhe	Rooms 0-103-1, 0-104, 2-1503 to 2-1512, Xinhua Insurance Building, No. 60-1, Yuhua East Road, Qiaoxi District, Shijiazhuang, Hebei Province	0311-66188908
21	Chongqing Branch Office	GONG Zhilei	5-1 (underground) and 12-1-2, No. 5 Jiangbeichengxi Avenue, Jiangbei District, Chongqing	023-67518668
22	Gansu Branch Office	GAO Kaifeng	4/F, Lanzhou SOHO Tower, No. 9 Minzhu West Road, Chengguan District, Lanzhou, Gansu Province	0931-8631255
23	Ningxia Branch Office	WU Ligang	Room 301, Complex Commercial Building, No. 16 (formerly No. B4) Yuehai Xintiandi, East Side of Yinjiaqu and South Side of Zhenshui Road, Jinfeng District, Yinchuan, Ningxia	0951-5102568

No.	Name of branch office	Responsible officer	Place of business	Contact method
24	Jilin Province Branch Office	LIU Mingxu	C101 on 1-2/F, C301, C302, C303 and C304A on 3/F, Tower C, Pearl Plaza, No. 8988 Renmin Avenue, Nanguan District, Changchun, Jilin Province	0431-81970899
25	Heilongjiang Branch Office	WU Di	No. 1150 Jinjiang Road, Daoli District, Harbin	0451-51176699
26	Jiaxing Branch Office	WU Jinglan	Room D110 on 1/F, 3/F and 4/F, Rooms D111, D113 on 3/F and 4/F, Commercial Office Building, Fortune Plaza, Economic and Technological Development Zone, Jiaxing, Zhejiang Province	0573-82069341
27	Jinhua Branch Office	LI Qiang	1-4/F, Haiyang Building, No. 331 Zhongshan Road, Wucheng District, Jinhua, Zhejiang Province	0579-82337102
28	Shaoxing Branch Office	XU Jian	Rooms 102, 205, 206, 207 and 208, No. 177 Jiefang Avenue, Lingzhi Street, Yuecheng District, Shaoxing, Zhejiang Province	0575-88096598
29	Taizhou Branch Office	LIN Binxian	Rooms 2001 and 103, Development and Investment Mansion, No. 188 Fuzhong Road, Taizhou, Zhejiang Province	0576-88896598
30	Xinjiang Branch Office	WU Yanliang	Room 7006, 7007, 7010, 7011, 7012, 7013, 7015, 7016 and 7017 on 7/F, Block A, Yingke Plaza, No. 217 Gaoxin Street, Hi-tech Zone (Xinshi District), Urumqi, Xinjiang	0991-5870063
31	Suzhou Branch Office	SHEN Wenhao	8/F, No. 308 Suya Road, Suzhou Industrial Park	0512-67615858
32	Shenzhen Qianhai Branch Office	XIONG Linsha	Rooms 803B and 804, T1 Office Building, Qianhai Kerry Centre, Qianhai Avenue, Nanshan Street, Qianhai Shenzhen-Hong Kong Cooperation Zone, Shenzhen	0755-26029556
33	Xiamen Branch Office	LI Nan	Units 04, 05 and 06, 16/F, Tower A, China Resources Building, No. 93 Hubin East Road, Siming District, Xiamen	0592-6885548
34	Qinghai Branch Office	YANG Junhua	Shops in East 6/F and No. 17 on 1/F, Building 2, Shengshida Financial Centre, No. 1 Wenyuan Road, Chengxi District, Xining, Qinghai Province	0971-5222832
35	Dalian Branch Office	ZHENG Wei	Room 1-1-4, Building 13, No. 6, B2 Block, Xinghai Plaza, Shahekou District, Dalian, Liaoning Province	0411-84992086

No.	Name of branch office	Responsible officer	Place of business	Contact method
36	Wuxi Branch Office	YAN Jun	Units 2906-2909A, Block 2, Center 66 Office Building, No. 139 Renmin Middle Road, Liangxi District, Wuxi	0510-81800565
37	Changzhou Branch Office	YIN Zhonghua	Rooms 101 and 2101, No. 5, Yanzheng Middle Road, Hutang Town, Wujin District, Changzhou	0519-86565278
38	Zhenjiang Branch Office	GAO Qun	No. 39, Zhengdong Road, Jingkou District, Zhenjiang	0511-81983987
39	Nantong Branch Office	ZHAO Yong	Room 102, Rooms 1903-1906, Building 43, Zhongnan Century City, Chongchuan District, Nantong, Jiangsu Province	0513-55089633

Structured entities controlled by the Company

Please refer to Note 22 to the financial report for details of structured entities controlled by the Company.

Explanation of change in scope of statement consolidation

During the Reporting Period, the number of structured entities included in the consolidation scope of the Company's financial statements was changed to two. The number of first-level units included in the consolidation scope of the Company's financial statements was changed to 16, with no principal subsidiaries acquired or disposed of. Please refer to Note 22 to the financial report for details of change in scope of financial statement consolidation.

No change in the income tax policy of the Company

The Enterprise Income Tax Law of the PRC (《中華人民共和國企業所得稅法》) and the Regulations on the Implementation of Enterprise Income Tax Law of the PRC (《中華人民共和國企業所得稅法實施條例》) became effective for the Company. The enterprise income tax computation and payment are governed by the requirements of the Announcement of the State Administration of Taxation on Printing and Distributing the Administrative Measures for Collection of Consolidated Payments of Enterprise Income Tax by the Enterprises with Trans-regional Operations (《國家稅務總局關於印發<跨地區經營匯總納稅企業所得稅徵收管理辦法>的公告》) (Public Notice of the State Administration of Taxation [2012] No. 57). The income tax rate applicable to the Company and its major domestic subsidiaries is 25%. Hong Kong and overseas subsidiaries pay taxes according to the applicable tax rate in the territory where their tax residency is located.

Risk Management Overview

The Company has implemented comprehensive risk management mechanism and internal control processes, through which it monitors, evaluates and manages the credit, market, liquidity, operational, compliance, legal risks that it is exposed to in its business activities, and vertically implements integrated risk management of its subsidiaries through different models including business guidance, operational support and decision-making management. The Company has established a complete and effective governance structure. The Company's general meeting and the Board perform their duties to oversee and manage the operation of the Company based on the Company Law, Securities Law, and the Articles of Association of the Company. By strengthening the relevant internal control arrangements and improving the Company's internal control environment and internal control structures, the Board has incorporated internal control and risk management as essential elements in the Company's decision-making processes.

The Company has established a comprehensive risk management system and three line of defense mechanism in risk management, led by the Chief Risk Officer and spearheaded by the Risk Management Department, with participation from all departments/business lines, branches, subsidiaries, and staff, and continues to optimize such system and mechanism. In 2025, the Company strictly implemented all new regulatory requirements, continued to strengthen institutional frameworks, and revised and refined multiple policies including the Comprehensive Risk Management System and Administrative Measures for Risk Appetite. It reinforced vertical risk management measures for subsidiaries, deepened globally integrated risk management capabilities, built a global management system covering multiple countries and regions, developed a global credit rating hierarchy from an international perspective, and enhanced the professionalism and forward-looking nature of global risk decision-making support. Focusing on risk prevention and control, the Company strengthened forward-looking risk anticipation, intensified risk screening and inspection, and ensured "early identification, early warning, early exposure, and early resolution" of risks, thereby providing strong support for the high-quality development of its business.

In recent years, the Company has continued to increase its research on and resource contributions to information technology regarding compliance and risk control, promoted the construction and optimization of a globally integrated risk management system and consistently improved the self-research level of the system. The Company strengthened the collection and integration of internal and external risk information, continuously optimized functions such as risk identification, measurement, monitoring, early warning and reporting to ensure effective coverage of domestic and overseas operations under risk management and provide strong support for high-quality risk management efforts.

The Company is also continuously advancing the digitalized construction of its risk management. By leveraging big data components, it continuously refines and improves the risk management data warehouse, and utilizes distributed computing, stream computing, and middleware technologies to optimize risk measurement performance. Relying on the Company's artificial intelligence platform, it steadily advances the on-the-ground implementation of more "AI + Risk" applications across multiple scenarios, further enhancing its digital risk control capabilities and the effectiveness of risk management operations.

Structure of risk management

The Company has formed a three-level risk management system featuring collective decision by the Board and its relevant specialized committees, the professional committees under the Operation Management, and close cooperation among internal control departments and business departments/business lines/subsidiaries, and managing the risks through review, decision, execution and supervision. At the division and business line level, the Company has established three lines of defense in risk management.

Level 1: The Board

The Board shall take the ultimate responsibility for the effectiveness of comprehensive risk management and consolidated management. Under authorization from the Board, the Risk Management Committee of the Board is principally responsible for supervising the overall risk management of the Company with the aim of controlling risks within an acceptable scope and ensuring the Company's smooth implementation of effective risk management schemes over risks relating to the operating activities, and reviewing and providing opinions on comprehensive risk management and consolidated management-related systems, reports and other matters subject to the Board review and approval. The Audit Committee of the Board is responsible for supervising comprehensive risk management and consolidated management.

Level 2: Operation Management

The Operation Management shall take the primary responsibility for the effectiveness of the Company's risk management and consolidated management. Its responsibilities include: taking the lead and setting an example in actively practicing financial culture with Chinese characteristics, industry culture and the Company's risk culture; formulating risk management strategies; establishing risk management policies and consolidated management policies; building and refining the Company's comprehensive risk management framework; defining risk appetite, risk tolerance, and major risk limits; regularly assessing the Company's overall risk profile and the management of various material risks; addressing issues identified in risk management and reporting to the Board; establishing a firm-wide performance evaluation system that reflects the effectiveness of risk management; implementing robust IT systems and data quality control mechanisms; and performing other risk management duties.

The professional committees under the Operation Management, including the Assets and Liabilities Management Committee, the Capital Commitment Committee, the Risk Management Committee and the Product Committee, are responsible for relevant management work within the authority delegated by the Board and the Operation Management of the Company, respectively.

Level 3: Division/Business Lines/Subsidiaries

Being the Company's first line of defense in risk management, front-office business departments/business lines/subsidiaries of the Company bear the first-line responsibility for risk management. These departments are responsible for the establishment of business management systems and risk management systems for various businesses and performing supervision, assessment and reporting on business risks and maintaining such risks within the approved limits.

Internal control departments, such as the Risk Management Department, Compliance Department, Legal Department, and the BOD Office of the Company, are the Company's second line of defense in risk management. They exercise their respective specialized risk management functions within the scope of their responsibilities.

The Audit Department of the Company is the third line of defense in risk management and has the overall responsibility for internal audit, planning and implementing internal audit of all departments/business lines of the Company, its subsidiaries and branches, monitoring the implementation of internal control systems, preventing various moral and policy risks, and assisting the Company in the investigation of emergency events.

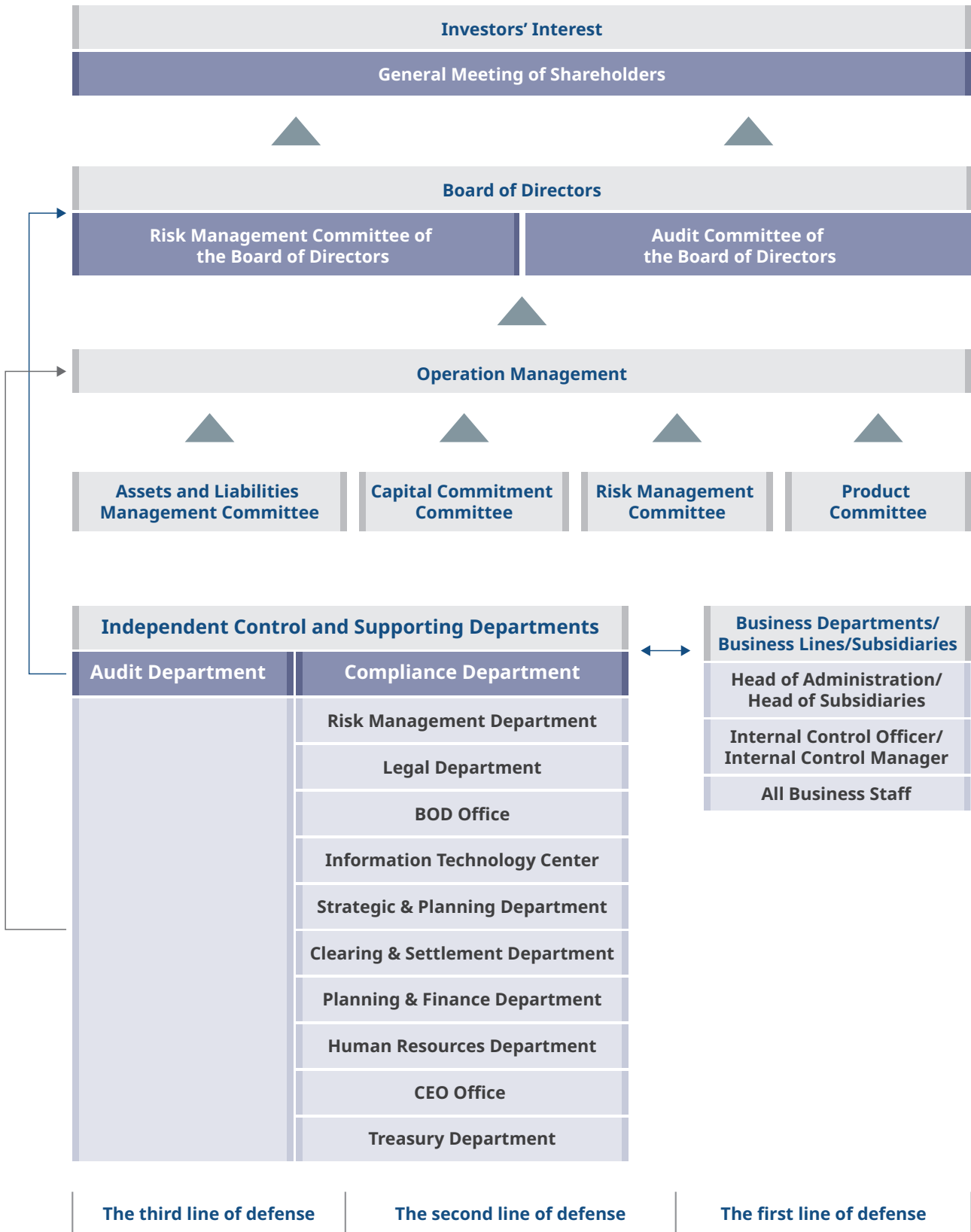


Chart: Structure of the Risk Management

Market risks

Market risks represent potential losses due to movement in market prices of financial positions held. Financial positions held are derived from the proprietary investment, market-making business and other investment activities. Movements in the financial positions held primarily originated from instructions received from the customers or the relevant strategies of proprietary investment.

Market risks primarily include equity price risk, interest rate risk, commodity price risk and exchange rate risk.

The Company has established a top-down risk limit management system, which ensures that the overall market risk management of the Company is within an acceptable level by allocating the overall risk limit of the Company to different business departments/business lines, the monitoring and implementation by the internal control department, and by timely assessing and reporting of significant risk matters.

During business operations, the front-office business departments/business lines, as the direct bearer of market risks and the frontline risk management team, dynamically manage the market risks arising from its positions held. The Risk Management Department, which is independent from the business departments/business lines, assesses, monitors and manages the risks of each business in a comprehensive manner, and reports and addresses the risk situation.

The Company adopts Value at Risk (“**VaR**”) as a major indicator of its overall market risk measurement, and evaluates the possible losses in its proprietary positions arising from extreme situations through a series of stress tests in macro and micro scenarios, compares its risk resistant capacities, and evaluates whether the overall market risk profile of the Company is within an acceptable range.

The Company sets risk limits for its respective business departments/business lines to control market exposures, and conducts daily monitoring, gives timely warning, and makes prompt response.

The Company continues to modify the risk limits system, defines unified limit management measures and a hierarchical authorization mechanism, and adjusts the management measures for the system of risk limit indicators on various levels, such as the Company level, the business departments/business lines level and the business segments/strategies level in accordance with the authorization mechanism.

In respect of foreign assets and assets of subsidiaries, the Company implements centralized management. In respect of foreign currency assets, the Company conducts overall monitoring and management on exchange rate risk, and manages exchange risk exposure through a number of methods such as adjusting foreign currency position, using forward exchange contract/option hedging, currency swap contracts, etc.

The Company continues to update market risk limits, enrich the indicator limit system, and promote the research and improvement of risk measurement methods. The Group closely kept track of market and business changes, promptly identified the latest market risk profile and maintained good communication with relevant regulatory authorities and the Shareholders, with a view to timely controlling the exposure to market risks.

Credit risk

Credit risk is the risk in respect of loss arising from the failure to perform obligations by a borrower, counterparty or issuer of financial positions held, or the result of whose credit qualifications deteriorate. The risk exposure of domestic and foreign investments in bonds is as follows:

Credit risk exposure of investments in bonds (by domestic rating agencies)

In RMB ten thousand

Investment rating	31 December 2025	31 December 2024
China's Sovereign Credit Rating	9,760,613	10,928,540
AAA	20,071,174	19,387,453
AA	1,310,464	1,731,204
A	106,254	95,058
Others	25,270	111,933
Total exposure	31,273,775	32,254,187

Note 1: Domestic bonds shall enjoy priority in external debt rating, and if there is no debt rating, substituting it with an entity rating, where AAA~A represent the external ratings, and AAA is the highest rating; AA includes products with ratings of AA+, AA, and AA-; A includes products with ratings of A+, A, and A-; and others include products with external ratings that are not in the above range or that do not have external ratings

Note 2: There may be slight discrepancies between the total exposure data and the sum of the itemized data due to rounding

Credit risk exposure of investments in bonds (by foreign rating agencies)

In RMB ten thousand

Investment rating	31 December 2025	31 December 2024
AAA	7,580,212	9,712,905
AA	3,058,493	3,383,122
A	379,069	2,322
Others	1,239,526	946,268
Total exposure	12,257,300	14,044,617

Note: AAA rating includes products with ratings of Aaa~Baa3 by Moody's, AAA~BBB- by Standard & Poor's, AAA~BBB- by Fitch Ratings, and domestic rating of AAA; AA rating includes products with ratings of Ba1~B3 by Moody's, BB+~B- by Standard & Poor's, BB+~B- by Fitch Ratings, and domestic ratings of AA+~AA-; A rating includes products with ratings of Caa1~Caa3 by Moody's, CCC+~CCC- by Standard & Poor's, CCC+~CCC- by Fitch Ratings, and domestic ratings of A+~A-; others include products with external ratings that are not in the above range or do not have external ratings. Debt or entity ratings from Moody's, S&P or Fitch will be used first. If there is no rating from an overseas rating agency, the rating from a domestic rating agency will be used

The Group continues to maintain strict risk management standards for its securities financing business, and manages its credit risk exposure through timely mark to market.

As at the end of the Reporting Period, the Group maintained an average margin ratio of 299% for the Group's margin financing and securities lending clients with outstanding liabilities; the Group's stock repo trading clients had no liabilities; the stock-pledged repo business which uses the Group's proprietary fund had an average performance guarantee ratio of 315%; and the size of the stock-pledged repo business operated through asset management products managed by the Group amounted to RMB5,668 million.

Liquidity risk

Liquidity risk refers to the risk that the Company fails to obtain sufficient capital with reasonable cost and in a timely manner to pay its overdue debts, perform other payment obligations or satisfy capital requirements for normal business operations. The responsibilities for centralized management of fund allocation lie within the Company's Treasury Department. In respect of the domestic stock exchanges and interbank market, the Company has a relatively high credit rating, and has secured stable channels for short-term financing, such as borrowing and repurchases. The Company has replenished its long-term working capital through corporate bonds, subordinated bonds and beneficial certificates, so as to enable the Company to maintain its overall liquidity at a relatively secured level.

The Risk Management Department independently monitors and assesses the asset and debt positions of the Company over a certain period of future time span on a daily basis. It measures the solvency of the Company via the measurement of indicators including the funding gap ratio under stress scenarios. It sets warning threshold values for liquidity risk indicators, and reminds the Risk Management Committee, the management and relevant departments of the Company of any indication of tension, and organizes each department to take measures to restore the indicators to a secured level. The Company has established a liquidity reserve pool system, which is managed independently by the Treasury Department from the Business Department, with sufficient high-liquidity assets to meet its emergency liquidity needs.

In 2025, the environment for market liquidity was relatively loose, and the Company maintained its close monitoring and daily management on liquidity risks, to ensure that its liquidity was kept in a good condition. At the same time, the Company strengthened the forward-looking management of liquidity regulatory indicators to ensure that the liquidity regulatory indicators constantly meet regulatory standards.

Operational risk

Operational risk refers to the risk of losses resulting from inadequate or flawed internal processes, personnel, IT systems, or external events.

During the Reporting Period, the operational risk management system and various tools of the Company were in continuous effective operation. The Company identified, assessed, and mitigated risks through the assessment and review process on new products and new businesses; consistently improved its internal controls and prevented risks through optimizations in business processes, system function and rules and regulations; made promptly monitoring, warning and analysis of the changing trends of key risks during daily operation, as well as the effectiveness of key control measures through key risk indicator system; identified and mitigated risks in a timely manner through investigation and rectification of risk events, as well as analysis and self-examination of major risk cases against peer institutions; relied on internal control self-assessment to comprehensively analyse and identify risk points and regularly evaluated the completeness of internal control process design and implementation effectiveness. The Company improved employees' awareness and ability of operational risk prevention through organizing various forms of training, and collaboratively controlled specific risk sectors, such as information technology risks, employees' conducts, emergency response, procurement and outsourcing through the centralized management and information sharing mechanism among internal control functional departments.