

## Corporate Factsheet

### Who We Are

Sun Hung Kai & Co. Limited (SEHK: 86) ("SHK & Co.", together with its subsidiaries, the "Group") is a leader in alternative investing headquartered in Hong Kong. Since its establishment in 1969, the Group has owned and operated market-leading platforms in Financial Services. The Group invests across Public Markets, Alternatives and Real Estate and has an established track record of generating long-term risk adjusted returns for its shareholders. In recent years, it has extended its strategy to incubate, accelerate and support emerging asset managers in the Asian region. It is also the major shareholder of a leading Consumer Finance firm, United Asia Finance Limited. The Group held about HK\$43 billion in total assets as at 31 December 2022.

- > Resilient Financing business that contributes strong cashflow
- > Over HK\$17.6B\* in Investment Management generating strong risk-adjusted returns over the long-term
- > Fast growing, flexible and diversified Funds Management platform driving the Group's transformation
- > Robust financial position, ample liquidity and diversified businesses
- > Continued return to shareholders through consistent dividend policy and share buyback
- > Creating sustained value for all our stakeholders as an ESG-conscious firm

### Our Journey of Transformation



**50+ Years of Excellence in Financial Markets**

**HK\$43B total assets\***

*Committed to generating long term capital growth for shareholders*

#### 1969 - 2006

- A Pioneer in the Brokerage and Wealth Management Industry
- Listed in HK in 1983
- Allied Properties acquired majority stake in 1996

#### 2006 - 2015

- Consumer Finance market leader
- Entered China in 2007
- Leading independent Broker and Wealth Manager
- Strategic transformation into Investment Management since 2015

#### 2015 - 2020

- Everbright Securities Company Limited acquired 70% of the Sun Hung Kai Financial business in 2015 and remaining 30% in 2020
- Built Investment Management platform leveraging our strengths in 2015
- Developed Mortgage Loans business in 2015
- Extended the Investment Management business into Funds Management Platform in 2020

#### 2021

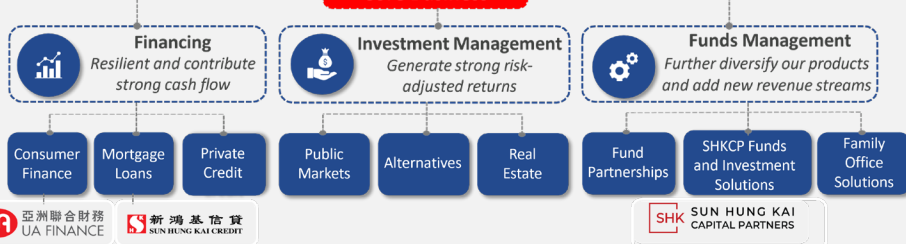
- Established Sun Hung Kai Capital Partners, the funds management platform of SHK & Co., with SFC Type 1, 4 & 9 licenses in HK
- Launched six partnerships/funds across diverse strategies

#### 2022

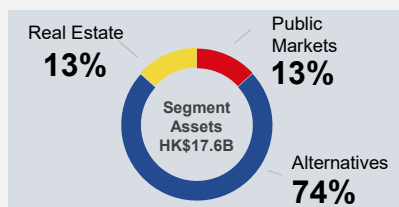
- Launched SHKCP Private Access Fund
- Increasing external capital of US\$318 million, bringing total AUM to approx. US\$975 million
- Launched Family Office Solutions as a new initiative in Q4 2022

### Our Business

#### Three Pillars of Core Business

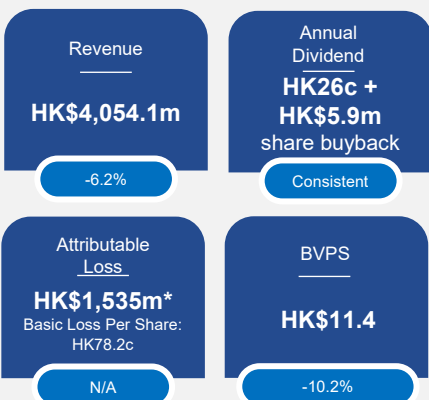


### Investment Management



- Adopted various active hedging strategies and rebalanced certain investments in a timely manner to protect portfolio relative to benchmark indices amid the sharp fall in asset prices in 2022
- Optimized expertise and strengthened risk management and portfolio management systems to facilitate further institutionalization
- Continue to proactively manage investments and explore group synergies

### 2022 Annual Results

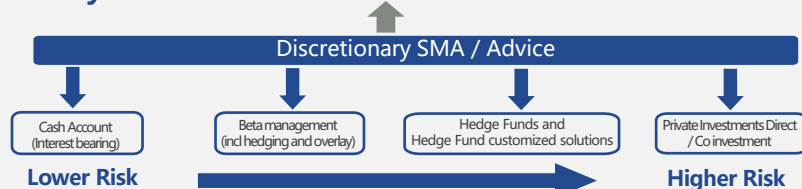


### Investment Edges

- Diversified and complementary businesses position us well to navigate the continued uncertainties
- A 20.5% of total return on Investment Management business for 2020-2022
- Funds Management acts as a catalyst for future growth
- Solid track record of delivering returns to shareholders

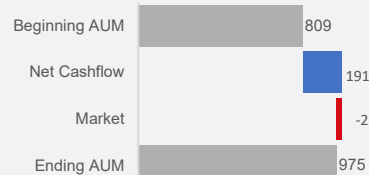
\*Predominantly driven by the mark-to-market losses taken by the Investment Management segment

### Family Office Solutions Clients

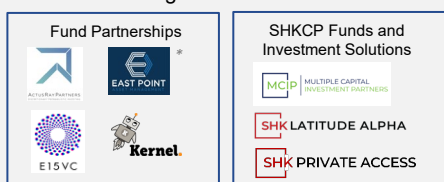


### Funds Management

- AUM Movement in 2022 (US\$ 'm)



- Funds Management Business Line



Family Office Solutions

\*In February 2023, Regal Partners acquired East Point via receiving the transfer of revenue share rights from SHKCP