國泰君安証券股份有限公司
Guotai Junan Securities Co., Ltd.

(A joint stock company incorporated in the People's Republic of China with limited liability)

(Stock Code: 02611)

2020 FIRST QUARTERLY REPORT

This announcement is made pursuant to Rules 13.09 and 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited and Part XIVA of the Securities and Futures Ordinance (Chapter 571, Laws of Hong Kong).

Set out below is the 2020 first quarterly report of Guotai Junan Securities Co., Ltd. (the "**Company**") and its subsidiaries as of 31 March 2020. The financial report contained therein is prepared pursuant to the China Accounting Standards for Business Enterprises and has not been audited.

This report is prepared in both Chinese and English languages. In the event of any inconsistency between these two versions, the Chinese version shall prevail.

By order of the Board
Guotai Junan Securities Co., Ltd.
HE Qing
Chairman

Shanghai, the PRC
29 April 2020

As at the date of this announcement, the executive directors of the Company are Mr. HE Qing, Mr. WANG Song and Mr. YU Jian; the non-executive directors of the Company are Ms. GUAN Wei, Mr. ZHOU Lei, Mr. ZHONG Maojun, Mr. WANG Wenjie, Mr. LIN Facheng, Mr. ZHOU Hao and Mr. AN Hongjun; and the independent non-executive directors of the Company are Mr. XIA Dawei, Mr. SHI Derong, Mr. CHEN Guogang, Mr. LING Tao, Mr. JIN Qingjun and Mr. Lee Conway Kong Wai.

I. Important Notice

1.1 The board of directors, supervisory committee and the directors, supervisors and senior management of the Company warrant the truthfulness, accuracy and completeness of the contents of this quarterly report which does not contain any false information, misleading statements or material omissions, and severally and jointly accept legal responsibility for the contents thereof.

1.2 All directors of the Company have attended the board meeting to consider the quarterly report.

1.3 Mr. HE Qing, the person in charge of the Company, and Mr. XIE Lebin, the person in charge of accounting affairs and the person in charge of the accounting department (head of the accounting department) of the Company, warrant the truthfulness, accuracy and completeness of the financial statements contained in this quarterly report.

1.4 The first quarterly report of the Company has not been audited.

II. Basic Information of the Company

2.1 Key Financial Data

Unit: Yuan Currency: RMB

	As at the end of the reporting period	As at the end of last year	Increase/Decrease at the end of the reporting period as compared with the end of last year (%)
Total assets	600,631,400,315	559,314,278,319	7.39
Net assets attributable to equity holders of the Company	138,950,366,078	137,501,489,808	1.05
	January to March 2020	**January to March 2019**	**Increase/Decrease as compared with the corresponding period of last year (%)**
Net cash flow generated from operating activities	15,626,575,785	15,410,305,333	1.40
	January to March 2020	**January to March 2019**	**Increase/Decrease as compared with the corresponding period of last year (%)**
Operating revenue	6,144,698,847	6,695,154,312	-8.22
Net profit attributable to equity holders of the Company	1,826,086,405	3,005,794,983	-39.25
Net profit attributable to equity holders of the Company after deducting non-recurring gains and losses	1,539,525,772	2,606,114,239	-40.93
Weighted average return on net assets (%)	1.36	2.48	Decreased by 1.12 percentage points
Basic earnings per share (RMB/share)	0.19	0.33	-42.42
Diluted earnings per share (RMB/share)	0.19	0.32	-40.63

Items and Amounts of Non-recurring Gains and Losses

√ Applicable ☐ Not applicable

Unit: Yuan Currency: RMB

Item	**Amount of current period**	**Explanation**
Profits and losses on disposal of non-current assets	-62,391	
Government grants recognized in current profit or loss, excluding those closely related to the Company's normal operations and granted on an ongoing basis under the State's policies according to certain quota of amount or volume	384,330,243	Mainly special financial support funds
Other non-operating income and expenditure besides the above items	3,531,344	
Effect of income tax	-97,022,217	
Effect of non-controlling interest (net of tax)	-4,216,346	
Total	286,560,633	

2.2 The total number of shareholders, shareholdings of the Top 10 shareholders and the Top 10 shareholders not subject to selling restrictions as at the end of the reporting period.

Unit: share(s)

Total number of shareholders (Note 1)						174,217
Shareholdings of the Top 10 Shareholders						
				Pledged or Frozen		
Name of shareholders (full name)	**Number of shares held at the end of the reporting period**	**Percentage (%)**	**Number of shares subject to selling restriction**	**Status of shares**	**Number**	**Nature of shareholders**
Shanghai State-owned Assets Operation Co., Ltd. (Note 2)	1,900,963,748	21.34	–	Nil	–	State-owned legal person
HKSCC Nominees Limited (Note 3)	1,391,748,920	15.62	–	Unknown	–	Overseas legal person
Shanghai International Group Co., Ltd. (Note 4)	682,215,791	7.66	–	Nil	–	State-owned legal person
Shenzhen Investment Holding Co., Ltd. (Note 5)	609,428,357	6.84	–	Nil	–	State-owned legal person
China Securities Finance Corporation Limited	260,547,316	2.92	–	Nil	–	Domestic Non-state owned legal person
Shanghai Municipal Investment (Group) Corporation	246,566,512	2.77	–	Nil	–	State-owned legal person
Shenzhen Energy Group Co., Ltd.	154,455,909	1.73	–	Nil	–	Domestic Non-state owned legal person
Hong Kong Securities Clearing Company Limited (Note 6)	135,370,877	1.52	–	Nil	–	Overseas legal person
Hangzhou Financial Investment Group Co., Ltd.	75,999,310	0.85	–	Nil	–	State-owned legal person
China National Nuclear Corporation	75,672,793	0.85	–	Nil	–	State-owned legal person

Shareholdings of the Top 10 Shareholders Not Subject to Selling Restriction (Note 7)			
Name of shareholders	**Number of shares not subject to selling restriction**	**Class and number of shares**	
		Class	**Number**
Shanghai State-owned Assets Operation Co., Ltd.	1,900,963,748	RMB-denominated ordinary shares	1,900,963,748
HKSCC Nominees Limited	1,391,748,920	Overseas listed foreign shares	1,391,748,920
Shanghai International Group Co., Ltd.	682,215,791	RMB-denominated ordinary shares	682,215,791
Shenzhen Investment Holding Co., Ltd.	609,428,357	RMB-denominated ordinary shares	609,428,357
China Securities Finance Corporation Limited	260,547,316	RMB-denominated ordinary shares	260,547,316
Shanghai Municipal Investment (Group) Corporation	246,566,512	RMB-denominated ordinary shares	246,566,512
Shenzhen Energy Group Co., Ltd.	154,455,909	RMB-denominated ordinary shares	154,455,909
Hong Kong Securities Clearing Company Limited	135,370,877	RMB-denominated ordinary shares	135,370,877
Hangzhou Financial Investment Group Co., Ltd.	75,999,310	RMB-denominated ordinary shares	75,999,310
China National Nuclear Corporation	75,672,793	RMB-denominated ordinary shares	75,672,793
Description of connected relationship or concerted action of the above shareholders	Shanghai State-owned Assets Operation Co., Ltd. is a wholly-owned subsidiary of Shanghai International Group Co., Ltd. HKSCC Nominees Limited and Hong Kong Securities Clearing Company Limited are both wholly owned subsidiaries of The Stock Exchange of Hong Kong Limited, holding H Shares and A Shares of the Company for H shares investors and Shanghai Connect investors, respectively. Save for the above, the Company is not aware of any other related relationship or arrangement acting in concert.		
Description of the shareholders of preferred shares with resumed voting rights and their shareholdings	Not applicable		

Note 1: The total number of shareholders of the Company included shareholders of ordinary A Shares and registered shareholders of H Shares. As at the end of the reporting period, there were 174,027 shareholders of A Shares and 190 registered shareholders of H Shares.

Note 2: In the above table of top 10 shareholders, the number of shares held by Shanghai State-owned Assets Operation Co., Ltd. as at the end of the reporting period merely represented the number of A Shares in the Company held by it. Another 152,000,000 H Shares of the Company were held by Shanghai State-owned Assets Operation Co., Ltd. through HKSCC Nominees Limited as the nominee.

Note 3: HKSCC Nominees Limited was a nominee holder of the shares owned by the non-registered holders of the H Shares of the Company.

Note 4: In the above table of top 10 shareholders, the number of shares held by Shanghai International Group Co., Ltd. as at the end of the reporting period merely represented the number of A Shares in the Company held by it. Another 9,732,200 H Shares of the Company were held by Shanghai International Group Co., Ltd. through HKSCC Nominees Limited as the nominee.

Note 5: In the above table of top 10 shareholders, the number of shares held by Shenzhen Investment Holdings Co., Ltd. as at the end of the reporting period merely represented the number of A Shares in the Company held by it. Another 103,373,800 H Shares of the Company were held by Shenzhen Investment Holdings Co., Ltd. through HKSCC Nominees Limited as the nominee.

Note 6: Hong Kong Securities Clearing Company Limited was the nominee of Shanghai Connect investors holding A Shares of the Company.

Note 7: The shares and the shareholders subject to selling restrictions as referred to herein were those as defined under the Rules Governing the Listing of Stocks on the Shanghai Stock Exchange.

2.3 The total number of shareholders of preferred shares, shareholdings of the top 10 shareholders of preferred shares and the top 10 shareholders of preferred shares not subject to selling restrictions as at the end of the reporting period.

☐ Applicable √ Not applicable

2.4 Information of convertible bond holders during the reporting period

Number of convertible bond holders as at the end of the reporting period		5,580
Guarantors of convertible bonds of the Company		Not applicable
The information of Top 10 Convertible Bond Holders is set out below:		
Name of Convertible Corporate Bond Holder	**Amount of bonds held as at the end of the reporting period (RMB)**	**Percentage of bonds held (%)**
Special accounts for bonds repurchase and pledge under the registration and settlement system (Industrial and Commercial Bank of China)	598,229,000	8.55
China Merchants Fortune – Postal Savings Bank – Postal Savings Bank of China Co., Ltd.	356,235,000	5.09
China Securities Finance Corporation Limited	345,101,000	4.93
Special accounts for bonds repurchase and pledge under the registration and settlement system (China Construction Bank)	255,451,000	3.65
Special accounts for bonds repurchase and pledge under the registration and settlement system (Everbright Securities Company Limited)	243,497,000	3.48
Special accounts for bonds repurchase and pledge under the registration and settlement system (Bank of China)	179,667,000	2.57
Special accounts for bonds repurchase and pledge under the registration and settlement system (Bank of Communications)	160,069,000	2.29
Special accounts for bonds repurchase and pledge under the registration and settlement system (China Merchants Bank Co., Ltd.)	142,807,000	2.04
China Construction Bank Corporation – Lombarda China Europe and New Zealand Blue Chips Flexible Allocation Hybrid Securities Investment Fund	114,323,000	1.63
Special accounts for bonds repurchase and pledge under the registration and settlement system (Agricultural Bank of China)	109,587,000	1.57

III. Significant Events

3.1 Details of and reasons for material changes in the major accounting statement items and financial indicators of the Company

√ Applicable ☐ Not applicable

Unit: Yuan Currency: RMB

Items of Balance Sheet	As at the end of the reporting period	As at the end of last year	Increase/Decrease at the end of the reporting period as compared with the end of last year (%)	Reasons for changes
Clearing settlement funds	15,735,589,419	11,596,258,702	35.70	Mainly due to increases in clearing settlement funds of customers
Derivative financial assets	1,505,164,814	550,081,484	173.63	Mainly due to changes in fair value of derivative financial instruments
Accounts receivable	9,548,765,610	5,689,249,507	67.84	Mainly due to increases in receivables from brokers and dealer
Short-term borrowings	451,997,157	10,311,102,361	-95.62	Reduction in size of short-term borrowings according to operating needs of the Company
Short-term debt instruments	38,283,922,211	17,424,352,341	119.72	Increase in the size of issuance of short-term financing bills and structured notes according to operating needs of the Company
Derivative financial liabilities	2,252,443,969	1,358,809,303	65.77	Mainly due to changes in fair value of derivative financial instruments
Income statement and cash flow statement items	**January to March 2020**	**January to March 2019**	**Increase/Decrease as compared with the same period of last year (%)**	**Reasons for changes**
Net fee and commission income	3,063,502,425	2,292,393,984	33.64	Growth in fee income from brokerage, investment banking and asset management businesses
Net fee income from brokerage business	2,050,731,089	1,531,398,756	33.91	Mainly due to year-on-year increase in market trading volume
Net fee income from investment banking business	533,310,527	378,927,613	40.74	Mainly due to the increase in income from underwriting of equities
Gains from changes in fair value (losses presented by "-")	-1,323,214,634	766,309,408	-272.67	Changes in fair value of the relevant financial assets due to volatility in the securities market
Other operating revenue	1,285,422,595	169,834,993	656.87	Increase in commodity trading volume
Credit loss expense	51,804,670	-374,820,561	N/A	Mainly due to impairment provision for margin accounts receivable and stock-pledging financing business
Other operating costs	1,302,225,700	161,659,496	705.54	Increase in commodity trading volume
Net cash flow generated from investing activities	-339,106,963	3,030,884,025	-111.19	Increase in cash payment for investments

3.2 The progress of significant events and the analysis and explanation on their impacts and solutions

☐ Applicable √ Not applicable

3.3 Undertakings not yet performed within the time limit during the reporting period

☐ Applicable √ Not applicable

3.4 Warning and explanation of reasons for forecast of possible loss in respect of the accumulated net profits from the beginning of the year to the end of the next reporting period, or any significant changes as compared to the corresponding period of last year

☐ Applicable √ Not applicable

Company name	Guotai Junan Securities Co., Ltd.
Person in charge of the Company	HE Qing
Date	29 April 2020

IV. Appendix

4.1 Financial Statements

Consolidated Balance Sheet
31 March 2020

Prepared by: Guotai Junan Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	**31 March 2020**	**31 December 2019**
Assets:		
Cash and bank balances	149,660,688,260	120,650,544,673
Including: cash held on behalf of customers	115,608,751,067	95,397,716,130
Clearing settlement funds	15,735,589,419	11,596,258,702
Including: settlement funds held on behalf of customers	10,560,114,001	7,136,107,134
Margin accounts receivable	72,616,058,769	72,088,344,371
Derivative financial assets	1,505,164,814	550,081,484
Refundable deposits	13,476,710,531	12,975,377,462
Accounts receivable	9,548,765,610	5,689,249,507
Financial assets held under resale agreements	50,332,652,855	53,939,996,986

Items	31 March 2020	31 December 2019
Financial investments:	272,810,825,421	266,836,094,928
Financial assets held for trading	197,214,783,372	189,022,191,796
Other debt investments	58,370,898,901	60,266,827,628
Other equity instrument investments	17,225,143,148	17,547,075,504
Long-term equity investment	2,391,217,913	2,458,562,530
Fixed assets	3,468,069,630	3,499,216,547
Construction in progress	1,265,788,365	1,255,494,531
Right-of-use assets	2,106,082,566	2,159,807,379
Intangible assets	2,348,575,959	2,340,484,819
Goodwill	600,114,148	599,812,570
Deferred tax assets	1,454,548,982	1,251,032,372
Other assets	1,310,547,073	1,423,919,458
Total assets	**600,631,400,315**	**559,314,278,319**
Liabilities:		
Short-term borrowings	451,997,157	10,311,102,361
Short-term debt instruments	38,283,922,211	17,424,352,341
Placements from other financial institutions	8,539,278,627	9,488,642,356
Financial liabilities held for trading	46,836,642,981	44,286,692,258
Derivative financial liabilities	2,252,443,969	1,358,809,303
Financial assets sold under repurchase agreements	123,371,575,361	126,017,296,061
Accounts payable to brokerage customers	102,348,435,408	82,886,259,008
Proceeds from underwriting securities received on behalf of customers	196,970,429	499,566,172
Employee benefits payable	4,662,531,508	5,685,105,216
Tax payable	1,918,788,927	2,274,216,890
Accounts payable	44,058,762,652	37,033,564,943
Provisions	116,867,056	82,113,719
Long-term borrowings	1,544,759,836	1,491,621,873
Bonds payable	73,187,533,382	69,573,553,145
Lease liabilities	2,330,317,583	2,363,836,461
Deferred tax liabilities	52,100,521	13,762,239
Other liabilities	2,576,751,462	2,429,961,358
Total liabilities	**452,729,679,070**	**413,220,455,704**

Items	31 March 2020	31 December 2019
Equity:		
Share capital	8,907,948,517	8,907,948,159
Other equity instruments	16,129,802,748	16,129,798,976
Including: perpetual bonds	15,000,000,000	15,000,000,000
Capital reserve	46,204,774,181	46,208,639,931
Other comprehensive income	-123,880,933	249,467,582
Surplus reserve	7,172,530,796	7,172,530,796
General risk reserve	17,497,137,148	17,497,137,148
Retained profits	43,162,053,621	41,335,967,216
Total equity attributable to equity holders of the Company	138,950,366,078	137,501,489,808
Non-controlling interests	8,951,355,167	8,592,332,807
Total equity	**147,901,721,245**	**146,093,822,615**
Total liabilities and equity	**600,631,400,315**	**559,314,278,319**

Person in charge of the Company: HE Qing

Person in charge of accounting affairs: XIE Lebin

Person in charge of accounting department: XIE Lebin

Balance Sheet of the Parent Company

31 March 2020

Prepared by: Guotai Junan Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	31 March 2020	31 December 2019
Assets:		
Cash and bank balances	91,137,616,764	71,815,790,107
Including: cash held on behalf of customers	66,622,109,743	58,996,688,775
Clearing settlement funds	12,931,926,045	9,065,680,942
Including: settlement funds held on behalf of customers	8,709,967,700	5,271,648,624
Margin accounts receivable	57,350,352,956	57,625,930,121
Derivative financial assets	859,414,379	273,481,567
Refundable deposits	3,856,291,726	3,130,509,626
Accounts receivable	3,239,740,518	3,363,892,754
Financial assets held under resale agreements	44,527,300,125	48,747,057,081
Financial investments:	174,409,070,012	179,882,759,593
Financial assets held for trading	108,792,509,816	109,775,686,759
Other debt investments	49,614,195,057	53,752,507,174
Other equity instrument investments	16,002,365,139	16,354,565,660
Long-term equity investment	21,361,104,296	21,340,104,296
Fixed assets	1,261,225,749	1,277,434,751
Construction in progress	170,362,023	164,122,622
Right-of-use assets	1,618,073,884	1,661,268,345
Intangible assets	453,816,319	445,569,740
Deferred tax assets	904,110,129	835,003,807
Other assets	1,960,145,738	1,993,634,907
Total assets	**416,040,550,663**	**401,622,240,259**
Liabilities:		
Short-term debt instruments	12,879,500,239	12,159,112,239
Placements from other financial institutions	8,539,278,627	9,488,642,356
Financial liabilities held for trading	15,037,117,882	11,001,723,132
Derivative financial liabilities	1,359,580,688	998,926,762
Financial assets sold under repurchase agreements	95,064,116,090	99,816,785,951
Accounts payable to brokerage customers	74,254,368,354	63,172,724,598
Employee benefits payable	3,650,597,784	4,602,487,145
Tax payable	1,294,637,899	1,450,840,146
Accounts payable	9,036,353,100	8,521,371,799

Items	31 March 2020	31 December 2019
Provisions	82,113,719	82,113,719
Bonds payable	65,100,591,896	61,563,496,370
Lease liabilities	1,739,412,887	1,775,767,766
Other liabilities	336,292,292	643,932,352
Total liabilities	**288,373,961,457**	**275,277,924,335**
Equity:		
Share capital	8,907,948,517	8,907,948,159
Other equity instruments	16,129,802,748	16,129,798,976
Including: perpetual bonds	15,000,000,000	15,000,000,000
Capital reserve	44,813,296,375	44,813,293,563
Other comprehensive income	306,376,154	792,700,109
Surplus reserve	7,172,530,796	7,172,530,796
General risk reserve	15,794,956,333	15,794,956,333
Retained profits	34,541,678,283	32,733,087,988
Total equity	**127,666,589,206**	**126,344,315,924**
Total liabilities and equity	**416,040,550,663**	**401,622,240,259**

Person in charge of the Company: HE Qing

Person in charge of accounting affairs: XIE Lebin

Person in charge of accounting department: XIE Lebin

Consolidated Income Statement

January – March 2020

Prepared by: Guotai Junan Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	First quarter of 2020	First quarter of 2019
1. Total operating revenue	**6,144,698,847**	**6,695,154,312**
Net fee and commission income	3,063,502,425	2,292,393,984
Including: Net fee income from brokerage business	2,050,731,089	1,531,398,756
Net fee income from investment banking business	533,310,527	378,927,613
Net fee income from asset management business	416,037,613	333,648,826
Net interest income	1,430,360,252	1,449,207,343
Including: Interest income	3,476,672,649	2,982,562,740
Interest expenses	2,046,312,397	1,533,355,397
Investment gains	1,406,601,054	1,564,773,147
Including: Gains from investment in associates and joint ventures	3,102,252	42,683,973
Gains from changes in fair value (losses presented by "-")	-1,323,214,634	766,309,408
Other gains	387,634,527	534,992,620
Foreign exchange gains (losses presented by "-")	-105,607,372	-82,849,066
Other operating income	1,285,422,595	169,834,993
Gains on disposal of assets	–	491,883
2. Total operating expenses	**3,663,699,772**	**2,516,249,529**
Tax and surcharges	38,727,391	27,776,427
General and administrative expenses	2,231,877,780	2,702,547,936
Credit loss expense	51,804,670	-374,820,561
Other asset impairment loss	39,064,231	-913,769
Other operating expenses	1,302,225,700	161,659,496
3. Operating profit	**2,480,999,075**	**4,178,904,783**
Add: Non-operating revenue	967,464	2,264,095
Less: Non-operating expenses	802,795	-2,230,928
4. Total profit	**2,481,163,744**	**4,183,399,806**
Less: Income tax expense	660,274,796	930,027,508
5. Net profit	**1,820,888,948**	**3,253,372,298**
(1) Classified by operation continuity		
1. Net profit from continuing operations	1,820,888,948	3,253,372,298
(2) Classified by ownership		
1. Net profit attributable to equity holders of the Company	1,826,086,405	3,005,794,983
2. Profit or loss attributable to non-controlling interests (losses presented by "-")	-5,197,457	247,577,315

Items	First quarter of 2020	First quarter of 2019
6. Other comprehensive income (net of tax)	**-296,511,972**	**951,055,457**
Other comprehensive income attributable to equity holders of the Company (net of tax)	-373,348,515	1,048,427,149
(1) Other comprehensive income that may not be reclassified into profit or loss	-746,395,674	1,190,394,421
1. Other comprehensive income that may not be transferred to profit or loss under equity method	-46,775,868	112,276,648
2. Changes in fair value of other equity instrument investments	-699,619,806	1,078,117,773
(2) Other comprehensive income that will be reclassified into profit or loss	373,047,159	-141,967,272
1. Other comprehensive income that may be transferred to profit or loss under equity method	–	-4,460
2. Changes in fair value of other debt investments	253,095,785	3,599,860
3. Credit loss expenses for other debt investments	-30,276,726	-8,721,345
4. Exchange differences on translation of financial statements in foreign currencies	150,228,100	-136,841,327
Other comprehensive income attributable to non-controlling interests (net of tax)	76,836,543	-97,371,692
7. Total comprehensive income	**1,524,376,976**	**4,204,427,755**
Total comprehensive income attributable to equity holders of the Company	1,452,737,890	4,054,222,132
Total comprehensive income attributable to non-controlling interests	71,639,086	150,205,623
8. Earnings per share:		
(1) Basic earnings per share (RMB/share)	0.19	0.33
(2) Diluted earnings per share (RMB/share)	0.19	0.32

Person in charge of the Company: HE Qing

Person in charge of accounting affairs: XIE Lebin

Person in charge of accounting department: XIE Lebin

Income Statement of the Parent Company
January – March 2020

Prepared by: Guotai Junan Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	First quarter of 2020	First quarter of 2019
1. Total operating revenue	**3,972,760,457**	**4,910,551,434**
Net fee and commission income	2,299,966,171	1,669,087,824
Including: Net fee income from brokerage business	1,867,083,897	1,404,627,632
Net fee income from investment banking business	374,302,189	221,173,440
Net interest income	1,133,620,794	1,031,280,737
Including: Interest income	2,702,234,175	2,182,847,598
Interest expenses	1,568,613,381	1,151,566,861
Investment gains	901,346,841	1,595,129,183
Including: Gains from investment in associates and joint ventures	21,000,000	21,000,000
Gains from changes in fair value (losses presented by "-")	-580,212,532	251,484,189
Other gains	236,000,100	416,829,820
Foreign exchange gains (losses presented by "-")	-20,491,535	-56,113,587
Other operating income	2,530,618	2,781,091
Gains on disposal of assets	–	72,177
2. Total operating expenses	**1,620,909,363**	**1,469,014,545**
Tax and surcharges	31,276,645	23,996,379
General and administrative expenses	1,541,155,837	1,820,306,057
Credit loss expense	48,476,881	-375,287,891
3. Operating profit	**2,351,851,094**	**3,441,536,889**
Add: Non-operating revenue	506,735	719,805
Less: Non-operating expenses	473,343	91,782
4. Total profit	**2,351,884,486**	**3,442,164,912**
Less: Income tax expense	543,294,191	738,849,624
5. Net profit	**1,808,590,295**	**2,703,315,288**
(1) Net profit from continuing operations	1,808,590,295	2,703,315,288
6. Other comprehensive income (net of tax)	**-486,323,955**	**979,894,810**
(1) Other comprehensive income that may not be reclassified into profit or loss	-686,311,239	980,432,174
1. Changes in fair value of other equity instrument investments	-686,311,239	980,432,174
(2) Other comprehensive income that will be reclassified into profit or loss	199,987,284	-537,364
1. Other comprehensive income that may be transferred to profit or loss under equity method	–	-4,460
2. Changes in fair value of other debt investments	230,286,267	8,703,318
3. Credit loss expenses for other debt investments	-30,298,983	-9,236,222
7. Total comprehensive income	**1,322,266,340**	**3,683,210,098**

Person in charge of the Company: HE Qing

Person in charge of accounting affairs: XIE Lebin

Person in charge of accounting department: XIE Lebin

Consolidated Cash Flow Statement
January – March 2020

Prepared by: Guotai Junan Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	First quarter of 2020	First quarter of 2019
1. Cash flows from operating activities:		
Net increase in financial liabilities held for trading	1,603,323,485	4,766,534,016
Cash received from interest, fees and commissions	7,327,173,496	6,232,846,169
Net increase in repurchase businesses	–	14,425,487,079
Net cash received from accounts payable to brokerage customers	19,462,176,400	29,498,648,400
Cash received from other operating activities	9,594,824,777	2,722,993,095
Sub-total of cash inflows from operating activities	37,987,498,158	57,646,508,759
Net increase in financial assets held for trading	8,499,496,738	10,414,466,045
Net decrease in placements from other financial institutions	949,363,729	8,509,931,979
Net decrease in repurchase businesses	4,987,389,587	–
Net increase in margin accounts receivables	603,403,479	14,576,912,710
Cash payment of interest, fees and commissions	1,528,467,163	1,481,641,462
Cash paid to and for employees	2,385,716,122	2,299,283,655
Cash paid for various taxes	1,145,142,756	1,302,950,186
Cash paid for other operating activities	2,261,942,799	3,651,017,389
Sub-total of cash outflows from operating activities	22,360,922,373	42,236,203,426
Net cash flow from operating activities	15,626,575,785	15,410,305,333
2. Cash flows from investing activities		
Cash received from disposal of investment	18,150,406,677	10,897,971,085
Cash received from return on investments	425,034,930	591,052,758
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	–	1,519,473
Net cash received on disposal of subsidiaries and other business units	148,145,332	57,510,000
Sub-total of cash inflows from investing activities	18,723,586,939	11,548,053,316
Cash paid for investments	18,948,806,197	7,805,051,865
Cash paid for acquisition of fixed assets, intangible assets and other long-term assets	113,887,705	712,117,426
Sub-total of cash outflows from investing activities	19,062,693,902	8,517,169,291
Net cash flow from investing activities	-339,106,963	3,030,884,025

Items	First quarter of 2020	First quarter of 2019
3. Cash flows from financing activities		
Cash received from investments	5,000,000,000	–
Including: Cash received from issuing perpetual bonds	5,000,000,000	–
Cash received from borrowings	7,767,016,074	–
Cash received from issuing bonds	21,080,387,077	16,977,743,373
Sub-total of cash inflows from financing activities	33,847,403,151	16,977,743,373
Cash paid for repayment of debt	20,736,457,750	6,092,181,532
Cash paid for distribution of dividends, profit or payment of interests	1,311,811,382	1,005,531,918
Cash paid for other financing activities	168,136,559	–
Sub-total of cash outflows from financing activities	22,216,405,691	7,097,713,450
Net cash flow from financing activities	11,630,997,460	9,880,029,923
4. Effect on cash and cash equivalents from exchange rate movements	384,231,053	-582,299,188
5. Net increase in cash and cash equivalents	27,302,697,335	27,738,920,093
Add: Balance of cash and cash equivalents at the beginning of the period	131,964,882,594	106,020,634,486
6. Balance of cash and cash equivalents at the end of the reporting period	159,267,579,929	133,759,554,579

Person in charge of the Company: HE Qing

Person in charge of accounting affairs: XIE Lebin

Person in charge of accounting department: XIE Lebin

Cash Flow Statement of the Parent Company

January – March 2020

Prepared by: Guotai Junan Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	First quarter of 2020	First quarter of 2019
1. Cash flows from operating activities:		
Net decrease in financial assets held for trading	2,507,232,530	–
Net increase in financial liabilities held for trading	3,852,877,958	6,453,860,508
Cash received from interest, fees and commissions	5,609,544,408	4,158,425,213
Net increase in repurchase businesses	–	18,775,556,752
Net decrease in margin accounts receivable	267,133,534	–
Net cash received from accounts payable to brokerage customers	11,037,508,903	25,723,010,947
Cash received from other operating activities	861,264,390	1,360,411,822
Sub-total of cash inflows from operating activities	24,135,561,723	56,471,265,242
Net increase in financial assets held for trading	–	16,905,981,672
Net decrease in repurchase businesses	5,018,422,252	–
Net decrease in placements from other financial institutions	988,021,000	8,459,315,000
Net increase in margin accounts receivables	–	10,129,561,419
Cash payment of interest, fees and commissions	1,262,562,451	924,221,932
Cash paid to and for employees	1,803,120,029	1,602,300,831
Cash paid for various taxes	728,040,861	984,064,773
Cash paid for other operating activities	1,559,540,279	3,123,557,875
Sub-total of cash outflows from operating activities	11,359,706,872	42,129,003,502
Net cash flow from operating activities	12,775,854,851	14,342,261,740
2. Cash flows from investing activities		
Cash received from disposal of investment	13,351,529,137	6,466,983,209
Cash received from return on investments	305,747,025	955,222,579
Net cash received on disposal of subsidiaries and other business units	134,145,332	57,510,000
Sub-total of cash inflows from investing activities	13,791,421,494	7,479,715,788
Cash paid for investments	10,355,284,830	4,091,668,157
Cash paid for acquisition of fixed assets, intangible assets and other long-term assets	85,464,651	129,746,823
Sub-total of cash outflows from investing activities	10,440,749,481	4,221,414,980
Net cash flow from investing activities	3,350,672,013	3,258,300,808

Items	First quarter of 2020	First quarter of 2019
3. Cash flows from financing activities		
Cash received from investments	5,000,000,000	–
Including: Cash received from issuing perpetual bonds	5,000,000,000	–
Cash received from issuing bonds	19,759,994,000	11,204,091,000
Sub-total of cash inflows from financing activities	24,759,994,000	11,204,091,000
Cash paid for repayment of debt	20,551,702,555	3,933,037,808
Cash paid for distribution of dividends, profit or payment of interests	1,002,224,046	713,182,706
Cash paid for other financing activities	133,773,388	–
Sub-total of cash outflows from financing activities	21,687,699,989	4,646,220,514
Net cash flow from financing activities	3,072,294,011	6,557,870,486
4. Effect on cash and cash equivalents from exchange rate movements	26,322,802	-137,840,836
5. Net increase in cash and cash equivalents	19,225,143,677	24,020,592,198
Add: Balance of cash and cash equivalents at the beginning of the period	97,332,334,190	74,568,682,698
6. Balance of cash and cash equivalents at the end of the reporting period	116,557,477,867	98,589,274,896

Person in charge of the Company: HE Qing

Person in charge of accounting affairs: XIE Lebin

Person in charge of accounting department: XIE Lebin

4.2 Adjustments made to relevant items of the financial statements at the beginning of the current year under the new standards for income and new standards for leasing adopted for the first time starting from 2020

☐ Applicable √ Not applicable

4.3 Explanation for retrospective adjustments to comparative data in the previous period under the new standards for income and new standards for leasing adopted for the first time starting from 2020

☐ Applicable √ Not applicable

4.4 Audit Report

☐ Applicable √ Not applicable