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国联证券股份有限公司
GUOLIAN SECURITIES CO., LTD.

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

(Stock Code: 01456)

THIRD QUARTERLY REPORT OF 2021

This announcement is made by Guolian Securities Co., Ltd. (the “**Company**”) pursuant to Rules 13.09(2) and 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and the Inside Information Provisions (as defined in the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong).

This announcement contains the “Third Quarterly Report of 2021 of Guolian Securities Co., Ltd.” as published on the website of the Shanghai Stock Exchange by the Company. This report has been prepared in both Chinese and English. Should there be any discrepancies between the two versions, the Chinese version shall prevail.

IMPORTANT NOTICE

The board of directors, the supervisory committee, directors, supervisors and senior management of the Company undertake that the information in this quarterly report is true, accurate and complete and contains no false record, misleading statement or material omission, and assume several and joint liabilities to the information in this report.

Yao Zhiyong, the person-in-charge of the Company, Ge Xiaobo, the person in charge of accounting affairs of the Company, and Chen Zhiying, the person in charge of the accounting office of the Company (head of accounting department), hereby guarantee that the information of financial statements contained in this quarterly report is true, accurate and complete.

WHETHER THE THIRD QUARTERLY FINANCIAL STATEMENTS ARE AUDITED

☐ Yes ☒ No

I. KEY FINANCIAL DATA

(1) Major accounting data and financial indicators

Unit: Yuan Currency: RMB

Items	The Reporting Period	Increase/decrease for the Reporting Period as compared with the corresponding period of the previous year (%)	From the beginning of the year to the end of the Reporting Period	Increase/decrease from the beginning of the year to the end of the Reporting Period as compared with the corresponding period of the previous year (%)
Operating income	923,736,256.56	70.14	2,053,834,496.06	50.44
Net profit attributable to shareholders of listed companies	277,904,418.51	101.51	656,901,613.12	43.07
Net profit attributable to shareholders of listed companies, excluding non-recurring profit or loss	278,399,864.87	101.41	650,558,623.67	42.87
Net cash flows generated from operating activities	N/A	N/A	-4,637,043,605.38	N/A
Basic earnings per share (in RMB per share)	0.12	100.00	0.28	21.74
Diluted earnings per share (in RMB per share)	0.12	100.00	0.28	21.74
Weighted average return on net assets (%)	2.56	Increased by 1.15 percentage points	6.05	Increased by 0.79 percentage points
		The end of the Reporting Period	The end of the previous year	Increase/decrease at the end of the Reporting Period as compared with the end of the previous year (%)
Total assets		64,712,605,501.54	46,219,949,000.19	40.01
Owners' equity attributable to shareholders of listed companies		16,054,647,143.85	10,594,170,021.09	51.54

Note: "The Reporting Period" refers to the period of 3 months from the beginning to the end of this quarter, the same below.

(2) **Non-recurring profit or loss items and amounts**

Unit: Yuan Currency: RMB

Items	Amount for the Reporting Period	Amount of the period from the beginning of the year to the end of the Reporting Period	Explanation
Profit or loss on disposal of non-current assets (including the portion of provision for assets impairment being written off)	9,906.82	2,853,974.56	
Government grants included in current profit or loss (excluding those closely relevant to the normal business of the Company, conformed to the requirements of national policies and can be continuously enjoyed on a fixed amount or quantity basis according to certain standards)	557,065.24	9,157,358.55	
Other non-operating income and expenses apart from the aforesaid items	-1,227,567.20	-3,554,013.84	
Less: Effect on income tax	-165,148.78	2,114,329.82	
Total	-495,446.36	6,342,989.45	

For items of non-recurring profit or loss stated in the “Explanatory Announcement No. 1 for Information Disclosure by Public Issuers of Securities – Non-recurring Profit or Loss Items” that are defined as items of recurring profit or loss, the Company shall provide the reasons

☐ Applicable ☒ Not applicable

(3) Descriptions and reasons for changes in major accounting data and financial indicators

✓ Applicable ☐ Not applicable

Names of items	Percentage of changes (%)	Major reasons
Operating income – the Reporting Period	70.14	Increase in investment income during the Reporting Period
Operating income – from the beginning of the year to the end of the Reporting Period	50.44	Increase in investment income and net fee income
Net profit attributable to shareholders of listed companies – the Reporting Period	101.51	Increase in operating income, increase in profits
Net profit attributable to shareholders of listed companies – from the beginning of the year to the end of the Reporting Period	43.07	Increase in operating income, increase in profits
Net profit attributable to shareholders of listed companies, excluding non-recurring profit or loss – the Reporting Period	101.41	Increase in operating income, increase in profits
Net profit attributable to shareholders of listed companies, excluding non-recurring profit or loss – from the beginning of the year to the end of the Reporting Period	42.87	Increase in operating income, increase in profits
Net cash flows generated from operating activities – from the beginning of the year to the end of the Reporting Period	N/A	Decrease in the net increase in cash from repurchase business
Basic earnings per share/diluted earnings per share (in RMB per share) – the Reporting Period	100.00	Increase in earnings per share due to increase in profit during the Reporting Period
Total assets – the end of the Reporting Period as compared with the end of the previous year	40.01	Increase in the scale of financial assets
Owners' equity attributable to shareholders of listed companies – the end of the Reporting Period as compared with the end of the previous year	51.54	Non-public issuance of A shares

II. INFORMATION OF SHAREHOLDERS

- (1) **Statement of the total number of holders of ordinary shares and holders of preference shares with restored voting rights, and the particulars of the shareholdings of the top 10 shareholders**

Unit: share

Total number of holders of ordinary shares as at the end of the Reporting Period	98,072	Total number of holders of preference shares with restored voting rights as at the end of the Reporting Period (if any)	0
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Particulars of shareholdings of top 10 shareholders

Name of shareholders	Nature of shareholders	Number of shares held	Percentage of shareholding (%)	Number of shares held subject to selling restrictions	Shares pledged, marked or frozen Status of shares	Number of shares
Wuxi Guolian Development (Group) Co., Ltd.	State-owned legal person	543,901,329	22.87	543,901,329	Nil	–
HKSCC (Nominees) Limited	Overseas legal person	442,490,790	18.61	0	Unknown	–
Guolian Trust Co., Ltd.	State-owned legal person	390,137,552	16.41	390,137,552	Nil	–
Wuxi Guolian Municipal Electric Power Co., Ltd.	State-owned legal person	266,899,445	11.22	266,899,445	Nil	–
Wuxi Minsheng Investment Co., Ltd.	State-owned legal person	73,500,000	3.09	73,500,000	Nil	–
Wuxi Yimian Textile Group Co., Ltd.	State-owned legal person	72,784,141	3.06	72,784,141	Nil	–
Wuxi Huaguang Environment & Energy Group Co., Ltd.	State-owned legal person	29,113,656	1.22	29,113,656	Nil	–
Wuxi Weifu High Technology Co., Ltd.	Domestic non-state-owned legal person	18,000,000	0.76	18,000,000	Nil	–
Hong Kong Securities Clearing Company Limited	Overseas legal person	13,017,119	0.55	0	Nil	–
China Construction Bank Corporation – Guotai CSI All Share Securities Company Trading Index Securities Investment Open-ended Fund	Others	9,049,414	0.38	0	Nil	–

Particulars of shareholdings of top 10 shareholders not subject to selling restrictions

Name of shareholders	Number of tradable shares held not subject to selling restrictions	Type and number of shares Type of shares	Number of shares
HKSCC (Nominees) Limited	442,490,790	Overseas listed foreign shares	442,490,790
Hong Kong Securities Clearing Company Limited	13,017,119	RMB ordinary shares	13,017,119

Name of shareholders	Number of tradable shares held not subject to selling restrictions	Type and number of shares	
		Type of shares	Number of shares
China Construction Bank Corporation – Guotai CSI All Share Securities Company Trading Index Securities Investment Open-ended Fund	9,049,414	RMB ordinary shares	9,049,414
Jiangsu Xinfang Industrial Co., Ltd.	7,400,000	RMB ordinary shares	7,400,000
China Construction Bank Corporation – Huabao CSI All Share Securities Company Trading Index Securities Investment Open-ended Fund	7,280,200	RMB ordinary shares	7,280,200
Fan Zhong (范中)	5,071,800	RMB ordinary shares	5,071,800
Wuxi Jinhong Telecommunications Group Co., Ltd.	4,900,000	RMB ordinary shares	4,900,000
Agricultural Bank of China Limited – CSI 500 Trading Index Securities Investment Open-ended Fund	3,365,709	RMB ordinary shares	3,365,709
Wang Xueli (王學力)	2,800,900	RMB ordinary shares	2,800,900
Bank of China Limited – Southern China CSI All Share Securities Company Trading Index Securities Investment Open-ended Fund	2,646,000	RMB ordinary shares	2,646,000
Explanation on related relationship or acting in concert among the above shareholders	As of the end of the Reporting Period, Wuxi Guolian Development (Group) Co., Ltd., the controlling shareholder of the Company, directly held 22.87% of the shares in the Company, and indirectly held 35.00% of the shares in the Company through its controlled companies Guolian Trust Co., Ltd., Wuxi Guolian Municipal Electric Power Co., Ltd., Wuxi Minsheng Investment Co., Ltd., Wuxi Yimian Textile Group Co., Ltd. and Wuxi Huaguang Environment & Energy Group Co., Ltd., and thus holding 57.87% of the shares in the Company in total. In addition to the above, the Company is not aware of any other related relationships or concerted action arrangement.		
Description of margin financing and securities lending and refinance securities business by top 10 shareholders and top 10 shareholders not subject to selling restrictions (if any)	Among them, Wang Xueli holds 310,100 shares through ordinary accounts and holds 2,490,800 shares through credit guarantee accounts.		

Note 1: As of 30 September 2021, the total number of shareholders of the Company was 98,072, comprising of 97,967 holders of A shares and 105 registered shareholders of H shares.

Note 2: The shares held by HKSCC (Nominees) Limited are owned by the non-registered shareholders of H shares of the Company.

Note 3: The shares held by Hong Kong Securities Clearing Company Limited are the A shares of the Company held by the investors of Shanghai Stock Connect of the Company.

Note 4: In 2021, a total of 453,654,168 new shares were added and a total of 23 investors participated in the subscription after the completion of the non-public issuance of A shares of the Company. On 15 October 2021, the Company completed the registration, custody and sales restriction procedures of such additional issuance of shares at China Securities Depository and Clearing Company Limited Shanghai Branch, and the total share capital of the Company changed to 2,831,773,168 shares.

Upon the completion of the non-public issuance of shares, Wuxi Guolian Development (Group) Co., Ltd., the controlling shareholder of the Company, and its parties acting in concert (Guolian Trust Co., Ltd., Wuxi Guolian Municipal Electric Power Co., Ltd., Wuxi Minsheng Investment Co., Ltd., Wuxi Yimian Textile Group Co., Ltd. and Wuxi Huaguang Environment & Energy Group Co., Ltd.) hold 1,376,336,123 shares of the Company in total, with the number of shareholding remains unchanged. However, due to the increase in the total share capital of the Company, their shareholding ratio was passively diluted, which decreased from 57.87% to 48.60%. For details, please refer to the Informative Announcement on Change in Shareholder's Equity and Condensed Report on the Change in Equity disclosed by the Company on Shanghai Stock Exchange on 18 October 2021.

The subscription by 23 investors of the non-public issuance of shares and particulars of shareholding by the top 10 shareholders upon the completion of the non-public issuance of shares are detailed in the Announcement on Results of the Non-public Issuance of A Shares and Change in Share Capital disclosed by the Company on Shanghai Stock Exchange on 18 October 2021.

III. OTHER REMINDERS

Other important information about the Company's operating conditions during the Reporting Period that needs to draw the attention of investors

☐ Applicable ☒ Not applicable

IV. QUARTERLY FINANCIAL STATEMENTS

(1) Type of audit opinions

☐ Applicable ☒ Not applicable

(2) Financial statement

Consolidated Balance Sheet 30 September 2021

Prepared by: Guolian Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	30 September 2021	31 December 2020
Assets:		
Monetary capital	11,885,169,066.30	10,730,382,109.56
Including: Cash deposits from customers	7,966,074,809.72	7,449,016,142.02
Clearing settlement funds	3,449,576,923.55	2,511,605,857.37
Including: Settlement funds held on behalf of customers	2,258,137,428.95	1,813,037,716.62
Margin accounts receivable	10,804,355,965.74	8,413,065,763.46
Derivative financial assets	503,516,109.59	77,644,449.09
Refundable deposits	361,505,824.15	236,637,112.58
Accounts receivable	1,113,855,800.39	65,402,959.74
Financial assets held under resale agreements	4,740,023,961.94	4,127,518,683.31

Items	30 September 2021	31 December 2020
Financial investments:		
Financial assets held for trading	22,905,876,717.92	16,955,091,369.99
Other debt investment	5,071,433,093.59	1,678,036,810.00
Other equity instruments investment	2,337,384,362.84	–
Long-term equity investment	103,850,182.96	104,902,945.62
Fixed assets	90,913,363.55	88,752,286.14
Right-of-use assets	176,321,437.69	177,560,425.95
Intangible assets	55,067,007.98	59,145,356.02
Goodwill	–	–
Deferred income tax assets	–	36,960,676.29
Other assets	1,113,755,683.35	957,242,195.07
Total assets	64,712,605,501.54	46,219,949,000.19
Liabilities:		
Short-term financing instruments payables	4,400,358,876.76	4,781,417,643.87
Placements from banks and other financial institutions	1,098,576,572.89	300,070,000.00
Financial liabilities held for trading	1,336,126,949.27	899,281,775.15
Derivative financial liabilities	412,355,564.51	116,583,312.93
Financial assets sold under repurchase agreements	11,405,296,817.72	8,707,694,506.95
Amount of agency sales of securities	11,144,700,542.41	9,327,198,348.40
Remuneration payable to employees	387,767,468.63	338,241,761.69
Tax payable	98,886,857.50	50,883,860.71
Accounts payable	398,528,795.42	378,890,335.52
Contract liabilities	4,590,408.70	9,312,408.65
Estimated liabilities	1,868,504.16	1,868,504.15
Bonds payable	14,555,583,006.14	8,998,341,095.85
Including: Preference shares	–	–
Perpetual bonds	–	–
Lease liabilities	177,432,014.82	175,643,283.39
Deferred income tax liabilities	35,490,120.43	–
Other liabilities	3,200,395,858.33	1,540,352,141.84
Total liabilities	48,657,958,357.69	35,625,778,979.10

Items	30 September 2021	31 December 2020
Owners' equity (or shareholders' equity):		
Paid up capital (or share capital)	2,831,773,168.00	2,378,119,000.00
Capital reserve	8,174,228,056.61	3,644,894,031.04
Other comprehensive income	89,494,634.10	-17,979,824.58
Surplus reserve	605,753,268.17	605,753,268.17
General risk reserve	1,556,812,085.31	1,556,311,495.25
Undistributed profits	2,796,585,931.66	2,427,072,051.21
Total equity attributable to the owners		
of the parent company (or shareholders' equity)	16,054,647,143.85	10,594,170,021.09
Total owners' equity (or shareholders' equity)	16,054,647,143.85	10,594,170,021.09
Total liabilities and owners' equity (or shareholders' equity)	64,712,605,501.54	46,219,949,000.19

*Person in Charge of
the Company:*
Yao Zhiyong

*Person in Charge of
Accounting Affairs:*
Ge Xiaobo

*Person in Charge of the
Accounting Office:*
Chen Zhiying

Consolidated Income Statement

January to September 2021

Prepared by: Guolian Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	First three quarters of 2021 (January to September)	First three quarters of 2020 (January to September)
I. Total revenue	2,053,834,496.06	1,365,263,095.93
Net interest income	161,625,347.88	238,360,677.31
Including: Interest income	849,526,539.49	655,692,812.76
Interest expenses	687,901,191.61	417,332,135.45
Net fee and commission income	894,072,759.77	653,727,651.75
Including: Net fee income from brokerage business	452,462,398.30	410,406,862.47
Net fee income from investment banking business	312,562,237.00	192,811,463.53
Net fee income from asset management business	81,435,027.29	44,337,944.96
Investment income (Losses are denoted as “-”)	923,487,119.69	429,683,787.63
Including: Investment income from associates and joint ventures	3,184,347.41	-14,516,131.84
Other income	5,264,486.01	5,970,493.52
Gains on changes in fair value (Losses are denoted as “-”)	63,904,037.63	29,227,546.60
Gains on foreign exchange (Losses are denoted as “-”)	-132,262.34	4,758,966.33
Other operating income	2,766,964.96	3,352,403.30
Gains on disposal of assets (Losses are denoted as “-”)	2,846,042.46	181,569.49
II. Total operating costs	1,180,770,155.95	731,549,818.10
Taxes and surcharges	14,760,562.35	11,170,045.10
Business and administrative expenses	1,134,343,791.39	722,353,580.72
Credit impairment losses	31,665,802.21	-1,973,807.72
III. Operating profit (Losses are denoted as “-”)	873,064,340.11	633,713,277.83
Add: Non-operating income	4,064,490.57	5,005,311.27
Less: Non-operating expenses	3,717,699.77	6,096,106.46
IV. Total profit (Total losses are denoted as “-”)	873,411,130.91	632,622,482.64
Less: Income tax expenses	216,509,517.79	173,467,097.32

Items	First three quarters of 2021 (January to September)	First three quarters of 2020 (January to September)
V. Net profit (Net losses are denoted as “-”)	656,901,613.12	459,155,385.32
(I) Classified by continuity of operations		
1. Net profit from continuing operations (Net losses are denoted as “-”)	656,901,613.12	459,155,385.32
(II) Classified by ownership		
1. Net profit attributable to shareholders of parent company (Net losses are denoted as “-”)	656,901,613.12	459,155,385.32
VI. Other comprehensive income after tax, net	107,474,458.68	-13,485,800.53
Other comprehensive income after tax, net, attributable to owners of parent company	107,474,458.68	-13,485,800.53
(I) Other comprehensive income not to be reclassified to profit or loss	95,385,038.09	—
1. Changes in fair value of other equity instruments investments	95,385,038.09	—
(II) Other comprehensive income to be reclassified to profit or loss	12,089,420.59	-13,485,800.53
1. Changes in fair value of other debt investments	-4,800,458.64	-6,849,986.98
2. Allowance for credit losses on other debt investments	19,698,134.72	3,699,968.68
3. Exchange differences arising from translation of financial statements denominated in foreign currencies	-2,808,255.49	-10,335,782.23
VII. Total comprehensive income	764,376,071.80	445,669,584.79
Total comprehensive income attributable to owners of parent company	764,376,071.80	445,669,584.79
VIII. Earnings per share:		
(I) Basic earnings per share (<i>in RMB per share</i>)	0.28	0.23
(II) Diluted earnings per share (<i>in RMB per share</i>)	0.28	0.23

*Person in Charge of
the Company:*
Yao Zhiyong

*Person in Charge of
Accounting Affairs:*
Ge Xiaobo

*Person in Charge of the
Accounting Office:*
Chen Zhiying

Consolidated Statement of Cash Flows
January to September 2021

Prepared by: Guolian Securities Co., Ltd.

Unit: Yuan Currency: RMB Audit type: Unaudited

Items	First three quarters of 2021 (January to September)	First three quarters of 2020 (January to September)
1. Cash flows generated from operating activities:		
Cash received from interests, fees and commissions	2,061,152,519.83	1,625,070,528.65
Net increase in placements from banks and other financial institutions	735,000,000.00	100,000,000.00
Net increase in cash from repurchase business	528,261,693.73	5,646,840,489.84
Net cash received from agency sales of securities	1,817,502,413.49	905,718,543.88
Other cash received relating to operating activities	1,962,737,220.04	900,867,490.60
Sub-total of cash inflows from operating activities	7,104,653,847.09	9,178,497,052.97
Net increase in financial assets held for trading	6,899,942,677.01	7,218,337,252.11
Net increase in margin accounts receivable	2,358,770,460.10	2,799,557,041.70
Cash for payment of interests, fees and commissions	452,711,115.23	351,247,228.46
Cash paid to and on behalf of employees	736,654,127.87	483,118,427.79
Cash paid for all types of taxes	292,145,734.44	164,382,499.85
Other cash paid relating to operating activities	1,001,473,337.82	878,120,516.62
Sub-total of cash outflows from operating activities	11,741,697,452.47	11,894,762,966.53
Net cash flows generated from operating activities	-4,637,043,605.38	-2,716,265,913.56

Items	First three quarters of 2021 (January to September)	First three quarters of 2020 (January to September)
2. Cash flows generated from investing activities:		
Cash received from disposal of and returns on investments	3,128,001,624.85	1,533,301,933.02
Cash received from returns on investments	268,820,418.91	11,631,881.88
Net cash received from disposal of subsidiaries and other business entity	4,250,473.11	–
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	3,989,976.82	4,742,311.97
Sub-total of cash inflows from investing activities	3,405,062,493.69	1,549,676,126.87
Cash paid for investments	8,513,771,204.92	2,967,822,723.94
Cash paid for purchase of fixed assets, intangible assets and other long-term assets	73,462,236.83	55,861,015.79
Sub-total of cash outflows from investing activities	8,587,233,441.75	3,023,683,739.73
Net cash flows generated from investing activities	–5,182,170,948.06	–1,474,007,612.86
3. Cash flows generated from financing activities:		
Cash received from investment	4,982,988,193.57	1,938,084,540.00
Cash received from issuance of bonds	13,551,147,058.35	11,960,748,000.00
Sub-total of cash inflows from financing activities	18,534,135,251.92	13,898,832,540.00
Cash paid for repayment of debts	7,910,714,058.35	7,564,108,000.00
Cash paid for distribution of dividends or profits, or interest expenses	611,769,131.57	278,836,902.78
Other cash paid relating to financing activities	77,878,021.14	57,322,341.90
Sub-total of cash outflows from financing activities	8,600,361,211.06	7,900,267,244.68
Net cash flows from financing activities	9,933,774,040.86	5,998,565,295.32

Items	First three quarters of 2021 (January to September)	First three quarters of 2020 (January to September)
4. Effect of fluctuations in exchange rate on cash and cash equivalents	-495,372.17	4,758,966.33
5. Net increase in cash and cash equivalents	114,064,115.25	1,813,050,735.23
Add: Cash and cash equivalents at beginning of the period	15,660,902,860.72	12,250,832,442.97
6. Cash and cash equivalents at end of the period	15,774,966,975.97	14,063,883,178.20

*Person in Charge of
the Company:*
Yao Zhiyong

*Person in Charge of
Accounting Affairs:*
Ge Xiaobo

*Person in Charge of the
Accounting Office:*
Chen Zhiying

(3) Particulars in relation to adjustments made to the financial statements as at the beginning of the year of the initial adoption of new lease standard since 2021

☐ Applicable ☒ Not applicable

OTHER DISCLOSURES OF H SHARES

The Group has provided a pension plan for full-time employees in Mainland China as required by the government, including basic pension insurance and corporate annuity plan. Namely, the Group pays endowment insurance premiums to the social insurance institution designated by the government on a monthly basis, which account for a certain percentage of the total salaries of the staff. After the retirement of the employees, the government is obliged to pay the pensions to them. According to the aforesaid defined contribution plan, the Group shall not be liable for the post-retirement benefits beyond the above contributions. Contributions to the plan will be included in the cost at the time of occurrence.

In addition, the Group provides relevant defined contribution plan for its qualified employees outside of Mainland China in accordance with local labor laws.

The Group did not forfeit any retirement benefit plan contributions, and there are no forfeited contributions under the Group's retirement benefit plans that can be used to deduct the contributions payable in future years.

By order of the Board
Guolian Securities Co., Ltd.
Chairman
Yao Zhiyong

Wuxi, Jiangsu Province, the PRC
28 October 2021

As of the date of this announcement, the executive director of the Company is Mr. Ge Xiaobo; the non-executive directors of the Company are Mr. Yao Zhiyong, Mr. Hua Weirong, Mr. Zhou Weiping, Mr. Liu Hailin and Mr. Zhang Weigang; and the independent non-executive directors of the Company are Mr. Lu Yuanzhu, Mr. Wu Xingyu and Mr. Chu, Howard Ho Hwa.