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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 2023**

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 2023 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.

Ge Xiaobo, the person in charge of the Company, Yin Lei, the person in charge of accounting affairs and the person in charge of the accounting office (head of accounting department), hereby guarantee that the information of financial information contained in this quarterly report is true, accurate and complete.

## WHETHER THE THIRD QUARTERLY FINANCIAL STATEMENTS ARE AUDITED

Yes       No

### I. KEY FINANCIAL DATA

#### (I) Major accounting information 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	700,138,741.89	-10.36	2,507,217,168.06	22.02	
Net profit attributable to shareholders of listed companies	126,467,837.76	-38.70	726,780,442.83	12.94	
Net profit attributable to shareholders of listed companies, excluding non-recurring profit or loss	68,807,654.20	-66.49	660,909,170.79	3.83	
Net cash flows generated from operating activities	N/A	N/A	-1,650,034,767.90	N/A	
Basic earnings per share <i>(in RMB per share)</i>	0.04	-42.86	0.26	13.04	
Diluted earnings per share <i>(in RMB per share)</i>	0.04	-42.86	0.26	13.04	
Weighted average return on net assets (%)	0.71	Decreased by 0.53 percentage points	4.20	Increased by 0.32 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	89,882,664,010.20	74,381,996,357.05	20.84
Owners' equity attributable to shareholders of listed companies	17,883,852,865.61	16,760,552,710.73	6.70

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

## (II) 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	78,020,746.49	78,316,932.66	
Government grants included in current profit or loss, except for those closely relevant to 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	118,700.92	10,948,296.60	
Other non-operating income and expenses apart from the aforesaid items	-1,072,019.57	-1,039,458.79	
Less: Effect on income tax	19,266,856.96	22,056,442.62	
Effect of interests of minority shareholders (after tax)	140,387.32	298,055.81	
Total	57,660,183.56	65,871,272.04	

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

Based on the nature and features of its own normal business operations, the Group identified the profits and losses from changes in fair value of financial assets held for trading, financial liabilities held for trading and derivative financial instruments, the investment income/interest income from holding financial assets held for trading, financial liabilities held for trading and other debt investments, and the investment income from the disposal of financial assets held for trading, financial liabilities held for trading, derivative financial instruments and other debt investments as recurring profit or loss items.

**(III) Descriptions and reasons for changes in major accounting information and financial indicators**

Applicable     Not applicable

Names of items	Percentage of changes (%)	Major reasons
Net profit attributable to shareholders of listed companies – the Reporting Period	–38.70	This was mainly due to the decrease in net profit as a result of lower investment income during the Reporting Period as compared to the same period last year.
Net profit attributable to shareholders of listed companies, excluding non-recurring profit or loss – the Reporting Period	–66.49	This was mainly due to the increase in non-recurring profit or loss as a result of the receipt of compensation for housing demolition and relocation during the Reporting Period, and decrease in net profit after deducting non-recurring profit or loss as compared to the same period last year.
Basic earnings per share – the Reporting Period	–42.86	This was mainly due to the decrease in net profit attributable to shareholders of listed companies during the Reporting Period as compared to the same period last year.
Diluted earnings per share – the Reporting Period	–42.86	This was mainly due to the decrease in net profit attributable to shareholders of listed companies during the Reporting Period as compared to the same period last year.

## II. INFORMATION OF SHAREHOLDERS

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

*Unit: share*

Total number of holders of ordinary shares as at the end of the Reporting Period	97,004	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	19.21	0	Nil	0
HKSCC (Nominees) Limited	Overseas legal person	442,494,790	15.63	0	Unknown	0
Guolian Trust Co., Ltd.	State-owned legal person	390,137,552	13.78	0	Nil	0
Wuxi Guolian Municipal Electric Power Co., Ltd.	State-owned legal person	266,899,445	9.43	0	Nil	0
Wuxi Minsheng Investment Co., Ltd.	State-owned legal person	73,500,000	2.60	0	Nil	0
Wuxi Yimian Textile Group Co., Ltd.	State-owned legal person	72,784,141	2.57	0	Nil	0
Wuxi Huaguang Environment & Energy Group Co., Ltd.	State-owned legal person	29,113,656	1.03	0	Nil	0
Hong Kong Securities Clearing Company Limited	Overseas legal person	27,400,873	0.97	0	Nil	0
Jiangsu Xinfang Industrial Co., Ltd.	Domestic non-state-owned legal person	22,500,000	0.79	0	Nil	0
China Construction Bank Corporation – Guotai CSI All Share Securities Company Trading Index Securities Investment Open-ended Fund (中國建設銀行股份有限公司—國泰中證全指證券公司交易型開放式指數證券投資基金)	Others	21,931,637	0.77	0	Nil	0

**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
Wuxi Guolian Development (Group) Co., Ltd.	543,901,329	RMB ordinary shares	543,901,329
HKSCC (Nominees) Limited	442,494,790	Overseas listed foreign shares	442,494,790
Guolian Trust Co., Ltd.	390,137,552	RMB ordinary shares	390,137,552
Wuxi Guolian Municipal Electric Power Co., Ltd.	266,899,445	RMB ordinary shares	266,899,445
Wuxi Minsheng Investment Co., Ltd.	73,500,000	RMB ordinary shares	73,500,000
Wuxi Yimian Textile Group Co., Ltd.	72,784,141	RMB ordinary shares	72,784,141
Wuxi Huaguang Environment & Energy Group Co., Ltd.	29,113,656	RMB ordinary shares	29,113,656
Hong Kong Securities Clearing Company Limited	27,400,873	RMB ordinary shares	27,400,873
Jiangsu Xinfang Industrial Co., Ltd.	22,500,000	RMB ordinary shares	22,500,000
China Construction Bank Corporation – Guotai CSI All Share Securities Company Trading Index Securities Investment Open-ended Fund (中國建設銀行股份有限公司—國泰中證全指證券公司交易型開放式指數證券投資基金)	21,931,637	RMB ordinary shares	21,931,637

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 19.21% of the shares in the Company, and indirectly held 29.40% 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 48.60% 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)	N/A

*Note 1:* As of 30 September 2023, the total number of shareholders of the Company was 97,004, comprising of 96,907 holders of A shares and 97 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.

### 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

#### 1. Issuance of A shares to specific subscribers by the Company

The Company convened the twenty-eighth meeting of the fourth session of the Board, the first extraordinary general meeting and the shareholders' class meeting for the year 2022 on 28 September 2022 and 20 October 2022, respectively, which considered and approved the relevant resolutions on the issuance of A shares to specific subscribers by the Company. On 17 February 2023, the CSRC officially promulgated the rules of the system relating to the full implementation of the registration system for share issuance, projects that accepted by the CSRC were transferred to the exchange registration system for review. The Company completed the translation of the project in strict compliance with the requirements, and the application for the issuance of A shares to specific subscribers was accepted by the Shanghai Stock Exchange on 2 March 2023. In response to the regulatory initiatives and to give better play to the functional role of securities companies in the high-quality development of the real economy, the tenth meeting of the fifth session of the Board of the Company was held on 9 June 2023, at which the relevant resolutions in relation to the reduction of the total amount of proceeds raised from the issuance of A shares to specific subscribers by the Company and the adjustment to the issuance proposal were considered and approved. In order to ensure the continuity and effectiveness of such work, the Company convened the eleventh meeting of the fifth session of the Board and the third extraordinary general meeting and the shareholders' class meeting for the year 2023 of the Company on 29 August 2023 and 12 October 2023, respectively, which considered and approved the resolution on the extension of validity period of resolution and authorization of the Shareholders' general meeting to issue A shares to specific subscribers. As of the date of this report, the Company is actively moving forward the process of issuance of A shares to specific subscribers, and the Company will fulfill its obligations of information disclosure in a timely manner based on the progress of the matter.



## IV. QUARTERLY FINANCIAL STATEMENTS

### (I) Type of audit opinions

Applicable     Not applicable

### (II) Financial statements

#### Consolidated Balance Sheet 30 September 2023

Prepared by: Guolian Securities Co., Ltd.

*Unit: Yuan    Currency: RMB    Audit type: Unaudited*

Items	30 September 2023	31 December 2022
<b>Assets:</b>		
Monetary capital	<b>10,980,325,177.00</b>	10,032,794,934.35
Including: Cash deposits from customers	<b>6,564,199,482.72</b>	7,964,934,932.58
Clearing settlement funds	<b>3,500,413,557.98</b>	2,994,738,898.72
Including: Settlement funds held on behalf of customers	<b>1,774,574,002.04</b>	1,894,227,441.62
Margin accounts receivable	<b>10,070,352,550.84</b>	8,815,669,697.81
Derivative financial assets	<b>1,878,453,713.42</b>	979,879,348.92
Refundable deposits	<b>493,748,404.84</b>	592,225,857.47
Accounts receivable	<b>1,613,600,191.09</b>	1,225,701,880.13
Financial assets held under resale agreements	<b>4,463,723,225.76</b>	3,263,815,497.62

Items	30 September 2023	31 December 2022
<b>Financial investments:</b>		
Financial assets held for trading	<b>43,517,724,220.47</b>	32,435,843,456.51
Other debt investment	<b>4,874,218,736.68</b>	8,363,285,430.68
Other equity instruments investment	<b>3,397,950,339.40</b>	2,926,192,724.96
Long-term equity investment	<b>97,317,152.65</b>	96,806,164.43
Fixed assets	<b>96,803,908.79</b>	81,439,900.43
Construction in progress	<b>2,961,067.41</b>	2,436,029.66
Right-of-use assets	<b>223,605,797.84</b>	155,920,633.59
Intangible assets	<b>546,041,735.70</b>	65,608,021.57
Goodwill	<b>1,142,579,370.00</b>	–
Deferred income tax assets	<b>28,931,211.51</b>	21,588,866.71
Other assets	<b>2,953,913,648.82</b>	2,328,049,013.49
Total assets	<b>89,882,664,010.20</b>	74,381,996,357.05
<b>Liabilities:</b>		
Short-term financing instruments payables	<b>3,397,200,739.77</b>	705,301,479.48
Placements from banks and other financial institutions	<b>2,743,529,215.28</b>	900,216,230.56
Financial liabilities held for trading	<b>1,858,849,874.28</b>	1,578,980,701.36
Derivative financial liabilities	<b>602,055,992.61</b>	501,076,486.55
Financial assets sold under repurchase agreements	<b>18,251,947,846.09</b>	14,992,680,981.17
Amount of agency sales of securities	<b>9,158,927,152.35</b>	10,797,280,881.06
Remuneration payable to employees	<b>559,977,279.51</b>	440,289,540.93
Tax payable	<b>22,469,405.13</b>	63,838,045.64
Accounts payable	<b>945,164,790.00</b>	354,439,298.01
Contract liabilities	<b>25,704,380.70</b>	15,705,447.80
Estimated liabilities	<b>1,868,504.15</b>	1,868,504.15
Bonds payable	<b>21,815,816,597.76</b>	19,488,992,787.86
Lease liabilities	<b>225,841,883.31</b>	160,176,371.65
Deferred income tax liabilities	<b>601,000,633.97</b>	201,166,691.51
Other liabilities	<b>11,437,898,986.81</b>	7,419,430,198.59
Total liabilities	<b>71,648,253,281.72</b>	57,621,443,646.32

Items	30 September 2023	31 December 2022
<b>Owners' equity (or shareholders' equity):</b>		
Paid up capital (or share capital)	<b>2,831,773,168.00</b>	2,831,773,168.00
Capital reserve	<b>8,174,228,056.61</b>	8,174,228,056.61
Other comprehensive income	<b>380,893,956.35</b>	-27,533,218.31
Surplus reserve	<b>763,323,436.52</b>	763,323,436.52
General risk reserve	<b>1,935,749,976.19</b>	1,912,844,330.01
Undistributed profits	<b>3,797,884,271.94</b>	3,105,916,937.90
Total equity attributable to the owners of the parent company (or shareholders' equity)	<b>17,883,852,865.61</b>	16,760,552,710.73
Interests of minority shareholders	<b>350,557,862.87</b>	-
Total owners' equity (or shareholders' equity)	<b>18,234,410,728.48</b>	16,760,552,710.73
Total liabilities and owners' equity (or shareholders' equity)	<b>89,882,664,010.20</b>	74,381,996,357.05

*Person in Charge of  
the Company:*  
**Ge Xiaobo**

*Person in Charge of  
Accounting Affairs:*  
**Yin Lei**

*Person in Charge of the  
Accounting Office:*  
**Yin Lei**

**Consolidated Income Statement**  
**January to September 2023**

Prepared by: Guolian Securities Co., Ltd.

*Unit: Yuan    Currency: RMB    Audit type: Unaudited*

<b>Items</b>	<b>First three quarters of 2023 (January to September)</b>	First three quarters of 2022 (January to September)
I. Total revenue	<b>2,507,217,168.06</b>	2,054,741,067.40
Net interest income	<b>138,919,023.18</b>	89,015,782.42
Including: Interest income	<b>1,075,996,214.56</b>	907,685,116.09
Interest expenses	<b>937,077,191.38</b>	818,669,333.67
Net fee and commission income	<b>1,138,871,948.09</b>	1,017,996,771.56
Including: Net fee income from brokerage business	<b>390,112,871.67</b>	414,117,818.02
Net fee income from investment banking business	<b>425,405,683.85</b>	423,674,640.40
Net fee income from asset management business	<b>293,342,213.69</b>	132,715,605.30
Investment income (Losses are denoted as “-”)	<b>788,021,562.18</b>	484,994,316.82
Including: Investment income from associates and joint ventures	<b>510,988.22</b>	6,495,017.60
Other income	<b>9,853,116.60</b>	6,254,957.84
Gains on changes in fair value (Losses are denoted as “-”)	<b>347,169,509.25</b>	452,208,547.64
Gains on foreign exchange (Losses are denoted as “-”)	<b>1,066,898.94</b>	2,021,413.76
Other operating income	<b>5,002,802.69</b>	2,214,772.50
Gains on disposal of assets (Losses are denoted as “-”)	<b>78,312,307.13</b>	34,504.86
II. Total operating costs	<b>1,616,022,509.24</b>	1,253,294,276.82
Taxes and surcharges	<b>14,964,121.76</b>	13,976,237.53
Business and administrative expenses	<b>1,622,871,810.67</b>	1,231,594,677.87
Credit impairment losses	<b>-21,813,423.19</b>	7,723,361.42
III. Operating profit (Losses are denoted as “-”)	<b>891,194,658.82</b>	801,446,790.58
Add: Non-operating income	<b>1,671,458.15</b>	3,125,099.04
Less: Non-operating expenses	<b>1,611,111.41</b>	37,168.74
IV. Total profit (Total losses are denoted as “-”)	<b>891,255,005.56</b>	804,534,720.88
Less: Income tax expenses	<b>165,554,454.59</b>	160,999,773.42

Items	First three quarters of 2023 (January to September)	First three quarters of 2022 (January to September)
V. Net profit (Net losses are denoted as “-”)	<b>725,700,550.97</b>	643,534,947.46
(I) Classified by continuity of operations		
1. Net profit from continuing operations (Net losses are denoted as “-”)	<b>725,700,550.97</b>	643,534,947.46
(II) Classified by ownership		
1. Net profit attributable to shareholders of parent company (Net losses are denoted as “-”)	<b>726,780,442.83</b>	643,534,947.46
2. Minority shareholders’ profit or loss (Net losses are denoted as “-”)	<b>-1,079,891.86</b>	-
VI. Other comprehensive income after tax, net	<b>396,519,712.05</b>	-59,609,086.53
Other comprehensive income after tax, net, attributable to owners of parent company	<b>396,519,712.05</b>	-59,609,086.53
(I) Other comprehensive income not to be reclassified to profit or loss	<b>307,202,003.43</b>	-69,468,930.37
1. Changes in fair value of other equity instruments investments	<b>307,202,003.43</b>	-69,468,930.37
(II) Other comprehensive income to be reclassified to profit or loss	<b>89,317,708.62</b>	9,859,843.84
1. Changes in fair value of other debt investments	<b>93,140,725.94</b>	-16,145,956.11
2. Allowance for credit losses on other debt investments	<b>-10,434,708.00</b>	3,094,001.04
3. Exchange differences arising from translation of financial statements denominated in foreign currencies	<b>6,611,690.68</b>	22,911,798.91
VII. Total comprehensive income	<b>1,122,220,263.02</b>	583,925,860.93
Total comprehensive income attributable to owners of parent company	<b>1,123,300,154.88</b>	583,925,860.93
Total comprehensive income attributable to minority shareholders	<b>-1,079,891.86</b>	-
VIII. Earnings per share:		
(I) Basic earnings per share (in RMB per share)	<b>0.26</b>	0.23
(II) Diluted earnings per share (in RMB per share)	<b>0.26</b>	0.23

*Person in Charge of  
the Company:*  
**Ge Xiaobo**

*Person in Charge of  
Accounting Affairs:*  
**Yin Lei**

*Person in Charge of the  
Accounting Office:*  
**Yin Lei**

**Consolidated Statement of Cash Flows**  
**January to September 2023**

Prepared by: Guolian Securities Co., Ltd.

*Unit: Yuan    Currency: RMB    Audit type: Unaudited*

<b>Items</b>	<b>First three quarters of 2023 (January to September)</b>	First three quarters of 2022 (January to September)
<b>I. Cash flows generated from operating activities:</b>		
Cash received from interests, fees and commissions	<b>2,253,592,332.68</b>	2,087,404,706.17
Net increase in placements from banks and other financial institutions	<b>1,843,312,984.72</b>	–
Net decrease in margin accounts receivable	–	2,094,056,661.24
Net increase in cash from repurchase business	<b>3,823,844,322.62</b>	–
Other cash received relating to operating activities	<b>6,761,844,780.30</b>	3,133,097,807.61
Sub-total of cash inflows from operating activities	<b>14,682,594,420.32</b>	7,314,559,175.02
Net increase in financial assets held for trading	<b>8,207,534,604.70</b>	3,414,818,252.25
Net decrease in placements from banks and other financial institutions	–	400,000,000.00
Net cash paid for agency sales of securities	<b>1,638,499,470.85</b>	1,402,090,631.60
Net increase in margin accounts receivable	<b>1,245,676,541.58</b>	–
Net decrease in cash from repurchase business	–	80,279,607.98
Cash for payment of interests, fees and commissions	<b>530,000,003.63</b>	541,154,989.34
Cash paid to and on behalf of employees	<b>1,013,930,106.16</b>	1,024,340,936.73
Cash paid for all types of taxes	<b>160,273,637.80</b>	248,218,058.89
Other cash paid relating to operating activities	<b>3,536,714,823.50</b>	1,891,289,095.25
Sub-total of cash outflows from operating activities	<b>16,332,629,188.22</b>	9,002,191,572.04
Net cash flows generated from operating activities	<b>–1,650,034,767.90</b>	–1,687,632,397.02

Items	First three quarters of 2023 (January to September)	First three quarters of 2022 (January to September)
<b>II. Cash flows generated from investing activities:</b>		
Cash receipts from recover of investments	<b>10,185,213,012.43</b>	5,998,901,961.28
Cash receipts from investment income	<b>485,671,978.67</b>	388,526,802.54
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	<b>97,914,297.96</b>	1,180,276.44
Sub-total of cash inflows from investing activities	<b>10,768,799,289.06</b>	6,388,609,040.26
Cash paid for investments	<b>8,277,793,862.99</b>	6,370,763,005.39
Cash paid for purchase of fixed assets, intangible assets and other long-term assets	<b>127,163,306.80</b>	61,138,090.01
Net cash paid for acquisition of subsidiaries and other business entity	<b>2,212,761,441.46</b>	–
Sub-total of cash outflows from investing activities	<b>10,617,718,611.25</b>	6,431,901,095.40
Net cash flows generated from investing activities	<b>151,080,677.81</b>	–43,292,055.14
<b>III. Cash flows generated from financing activities:</b>		
Cash received from borrowings	–	2,143,237.19
Cash receipts from bond issuance	<b>15,779,950,898.00</b>	14,815,363,595.53
Sub-total of cash inflows from financing activities	<b>15,779,950,898.00</b>	14,817,506,832.72
Cash paid for repayment of debts	<b>10,899,488,400.00</b>	11,972,241,327.76
Cash paid for distribution of dividends or profits, or interest expenses	<b>721,927,632.75</b>	798,540,396.87
Other cash paid relating to financing activities	<b>83,584,161.26</b>	68,067,170.27
Sub-total of cash outflows from financing activities	<b>11,705,000,194.01</b>	12,838,848,894.90
Net cash flows from financing activities	<b>4,074,950,703.99</b>	1,978,657,937.82
<b>IV. Effect of fluctuations in exchange rate on cash and cash equivalents</b>		
	<b>3,180,003.88</b>	4,099,649.50
<b>V. Net increase in cash and cash equivalents</b>		
	<b>2,579,176,617.78</b>	251,833,135.16
Add: Opening balance of cash and cash equivalents	<b>13,583,144,833.07</b>	13,325,484,599.51
<b>VI. Closing balance of cash and cash equivalents</b>		
	<b>16,162,321,450.85</b>	13,577,317,734.67

*Person in Charge of  
the Company:*  
**Ge Xiaobo**

*Person in Charge of  
Accounting Affairs:*  
**Yin Lei**

*Person in Charge of the  
Accounting Office:*  
**Yin Lei**

**Balance Sheet of the Parent Company**  
**30 September 2023**

Prepared by: Guolian Securities Co., Ltd.

*Unit: Yuan    Currency: RMB    Audit type: Unaudited*

<b>Items</b>	<b>30 September 2023</b>	31 December 2022
<b>Assets:</b>		
Monetary capital	<b>8,950,968,099.10</b>	9,432,411,483.79
Including: Cash deposits from customers	<b>6,562,434,232.77</b>	7,964,904,531.25
Clearing settlement funds	<b>3,495,809,739.34</b>	2,988,869,120.05
Including: Settlement funds held on behalf of customers	<b>1,774,566,066.35</b>	1,894,227,441.62
Margin accounts receivable	<b>10,070,286,301.63</b>	8,815,669,697.81
Derivative financial assets	<b>1,878,453,713.42</b>	979,879,348.92
Refundable deposits	<b>489,809,450.61</b>	589,525,132.10
Accounts receivable	<b>1,564,954,953.95</b>	1,221,939,770.31
Financial assets held under resale agreements	<b>4,463,723,225.76</b>	3,263,815,497.62
<b>Financial investments:</b>		
Financial assets held for trading	<b>37,899,056,112.44</b>	28,935,824,735.43
Other debt investment	<b>4,874,218,736.68</b>	8,363,285,430.68
Other equity instruments investment	<b>3,397,950,339.40</b>	2,926,192,724.96
Long-term equity investment	<b>7,845,945,899.44</b>	3,619,237,154.98
Fixed assets	<b>86,630,000.96</b>	80,074,912.80
Construction in progress	<b>2,961,067.41</b>	–
Right-of-use assets	<b>132,854,985.88</b>	131,355,378.69
Intangible assets	<b>69,988,448.25</b>	65,608,021.57
Other assets	<b>3,133,598,841.67</b>	2,301,000,152.57
Total assets	<b>88,357,209,915.94</b>	73,714,688,562.28



Items	30 September 2023	31 December 2022
<b>Liabilities:</b>		
Short-term financing instruments payables	3,397,200,739.77	705,301,479.48
Placements from banks and other financial institutions	2,743,529,215.28	900,216,230.56
Financial liabilities held for trading	1,813,348,826.77	1,530,120,966.82
Derivative financial liabilities	602,055,992.61	501,076,486.55
Financial assets sold under repurchase agreements	18,107,164,082.76	14,923,969,820.24
Amount of agency sales of securities	9,157,167,572.47	10,797,250,544.93
Remuneration payable to employees	251,863,371.18	256,635,681.76
Tax payable	8,766,377.51	49,585,454.09
Accounts payable	928,972,321.99	348,818,716.97
Contract liabilities	8,232,784.00	11,011,211.77
Estimated liabilities	1,868,504.15	1,868,504.15
Bonds payable	21,794,615,573.46	19,469,062,162.12
Lease liabilities	132,941,028.95	134,826,514.82
Deferred income tax liabilities	405,744,837.49	154,715,494.47
Other liabilities	11,418,683,459.74	7,406,313,721.72
Total liabilities	<b>70,772,154,688.13</b>	57,190,772,990.45
<b>Owners' equity (or shareholders' equity):</b>		
Paid up capital (or share capital)	2,831,773,168.00	2,831,773,168.00
Capital reserve	8,169,041,204.71	8,169,041,204.71
Other comprehensive income	381,437,982.72	-20,377,501.26
Surplus reserve	763,323,436.52	763,323,436.52
General risk reserve	1,815,927,984.79	1,811,705,050.39
Undistributed profits	3,623,551,451.07	2,968,450,213.47
Total owners' equity (or shareholders' equity)	<b>17,585,055,227.81</b>	16,523,915,571.83
Total liabilities and owners' equity (or shareholders' equity)	<b>88,357,209,915.94</b>	73,714,688,562.28

*Person in Charge of  
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**Ge Xiaobo**

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*Person in Charge of the  
Accounting Office:*  
**Yin Lei**

**Income Statement of the Parent Company**  
**January to September 2023**

Prepared by: Guolian Securities Co., Ltd.

*Unit: Yuan    Currency: RMB    Audit type: Unaudited*

<b>Items</b>	<b>First three quarters of 2023</b>	First three quarters of 2022
I. Total revenue	<b>1,822,946,216.32</b>	1,710,793,028.39
Net interest income	<b>120,620,180.72</b>	61,017,608.12
Including: Interest income	<b>1,048,898,126.01</b>	890,425,685.90
Interest expenses	<b>928,277,945.29</b>	829,408,077.78
Net fee and commission income	<b>549,562,435.22</b>	589,403,536.48
Including: Net fee income from brokerage business	<b>390,112,871.67</b>	414,117,818.02
Net fee income from investment banking business	<b>420,960.98</b>	1,921,619.28
Net fee income from asset management business	<b>128,966,745.56</b>	128,597,242.46
Investment income (Losses are denoted as “-”)	<b>618,433,952.45</b>	547,808,969.64
Including: Investment income from associates and joint ventures	<b>510,988.22</b>	6,495,017.60
Other income	<b>5,087,787.07</b>	5,328,867.49
Gains on changes in fair value (Losses are denoted as “-”)	<b>446,350,004.98</b>	502,625,715.18
Gains on foreign exchange (Losses are denoted as “-”)	<b>746,675.58</b>	2,338,434.44
Other operating income	<b>4,611,346.30</b>	2,238,573.71
Gains on disposal of assets (Losses are denoted as “-”)	<b>77,533,834.00</b>	31,323.33
II. Total operating costs	<b>1,040,818,227.86</b>	880,295,876.40
Taxes and surcharges	<b>11,470,873.50</b>	10,790,937.70
Business and administrative expenses	<b>1,051,160,777.55</b>	861,831,571.86
Credit impairment losses	<b>-21,813,423.19</b>	7,673,366.84
III. Operating profit (Losses are denoted as “-”)	<b>782,127,988.46</b>	830,497,151.99
Add: Non-operating income	<b>762,206.75</b>	2,467,806.96
Less: Non-operating expenses	<b>1,565,579.00</b>	32,105.63
IV. Total profit (Total losses are denoted as “-”)	<b>781,324,616.21</b>	832,932,853.32
Less: Income tax expenses	<b>110,092,981.60</b>	121,069,657.99

Items	First three quarters of 2023	First three quarters of 2022
V. Net profit (Net losses are denoted as “-”)	<b>671,231,634.61</b>	711,863,195.33
(I) Net profit from continuing operations (Net losses are denoted as “-”)	<b>671,231,634.61</b>	711,863,195.33
VI. Other comprehensive income after tax, net	<b>389,908,021.37</b>	-82,520,885.44
(I) Other comprehensive income not to be reclassified to profit or loss	<b>307,202,003.43</b>	-69,468,930.37
1. Changes in fair value of other equity instruments investments	<b>307,202,003.43</b>	-69,468,930.37
(II) Other comprehensive income to be reclassified to profit or loss	<b>82,706,017.94</b>	-13,051,955.07
1. Changes in fair value of other debt investments	<b>93,140,725.94</b>	-16,145,956.11
2. Allowance for credit losses on other debt investments	<b>-10,434,708.00</b>	3,094,001.04
VII. Total comprehensive income	<b>1,061,139,655.98</b>	629,342,309.89

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*Person in Charge of the  
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**Statement of Cash Flows of the Parent Company**  
**January to September 2023**

Prepared by: Guolian Securities Co., Ltd.

*Unit: Yuan    Currency: RMB    Audit type: Unaudited*

<b>Items</b>	<b>First three quarters of 2023</b>	First three quarters of 2022
<b>I. Cash flows generated from operating activities:</b>		
Cash received from interests, fees and commissions	<b>1,637,995,503.59</b>	1,623,052,921.63
Net increase in placements from banks and other financial institutions	<b>1,839,000,000.00</b>	–
Net decrease in margin accounts receivable	–	2,094,056,661.24
Net increase in cash from repurchase business	<b>3,771,941,654.93</b>	–
Other cash received relating to operating activities	<b>6,626,543,380.92</b>	3,065,227,637.87
Sub-total of cash inflows from operating activities	<b>13,875,480,539.44</b>	6,782,337,220.74
Net increase in financial assets held for trading	<b>6,843,209,897.25</b>	2,681,816,522.31
Net decrease in placements from banks and other financial institutions	–	400,000,000.00
Net cash paid for agency sales of securities	<b>1,640,082,972.46</b>	1,402,117,405.10
Net increase in margin accounts receivable	<b>1,225,442,907.83</b>	–
Net decrease in cash from repurchase business	–	85,965,846.84
Cash for payment of interests, fees and commissions	<b>530,988,720.52</b>	524,504,592.90
Cash paid to and on behalf of employees	<b>682,314,422.72</b>	705,011,196.23
Cash paid for all types of taxes	<b>137,432,167.06</b>	160,711,357.22
Other cash paid relating to operating activities	<b>3,376,566,763.16</b>	1,887,731,172.86
Sub-total of cash outflows from operating activities	<b>14,436,037,851.00</b>	7,847,858,093.46
Net cash flows generated from operating activities	<b>–560,557,311.56</b>	–1,065,520,872.72

Items	First three quarters of 2023	First three quarters of 2022
<b>II. Cash flows generated from investing activities:</b>		
Cash receipts from recover of investments	<b>10,185,213,012.43</b>	5,927,797,079.65
Cash receipts from investment income	<b>558,671,978.67</b>	556,615,994.20
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	<b>89,260,033.19</b>	1,179,021.12
Sub-total of cash inflows from investing activities	<b>10,833,145,024.29</b>	6,485,592,094.97
Cash paid for investments	<b>9,277,793,862.24</b>	6,711,099,002.15
Cash paid for purchase of fixed assets, intangible assets and other long-term assets	<b>123,032,783.96</b>	60,316,412.55
Net cash paid for acquisition of subsidiaries and other business entity	<b>3,226,197,757.00</b>	–
Other cash paid relating to investing activities	<b>240,000,000.00</b>	–
Sub-total of cash outflows from investing activities	<b>12,867,024,403.20</b>	6,771,415,414.70
Net cash flows generated from investing activities	<b>–2,033,879,378.91</b>	–285,823,319.73
<b>III. Cash flows generated from financing activities:</b>		
Cash receipts from bond issuance	<b>15,779,950,898.00</b>	14,815,363,595.53
Sub-total of cash inflows from financing activities	<b>15,779,950,898.00</b>	14,815,363,595.53
Cash paid for repayment of debts	<b>10,899,488,400.00</b>	11,931,829,995.53
Cash paid for distribution of dividends or profits, or interest expenses	<b>724,119,501.59</b>	798,540,396.87
Other cash paid relating to financing activities	<b>64,345,358.92</b>	53,703,175.27
Sub-total of cash outflows from financing activities	<b>11,687,953,260.51</b>	12,784,073,567.67
Net cash flows from financing activities	<b>4,091,997,637.49</b>	2,031,290,027.86
<b>IV. Effect of fluctuations in exchange rate on cash and cash equivalents</b>		
	<b>746,675.58</b>	2,338,434.44
<b>V. Net increase in cash and cash equivalents</b>		
	<b>1,498,307,622.60</b>	682,284,269.85
Add: Opening balance of cash and cash equivalents	<b>13,320,412,603.84</b>	12,639,840,213.01
<b>VI. Closing balance of cash and cash equivalents</b>		
	<b>14,818,720,226.44</b>	13,322,124,482.86

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**Yin Lei**

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**Yin Lei**

Adjustments made to the financial statements as at the beginning of the year of the initial adoption of new accounting standard or interpretation of standards since 2023

Applicable     Not applicable

By order of the Board  
**Guolian Securities Co., Ltd.**  
**Ge Xiaobo**  
*Chairman*

Wuxi, Jiangsu Province, the PRC

27 October 2023

*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. Hua Weirong, Mr. Zhou Weiping, Mr. Wu Weihua, Ms. Li Suo and Mr. Liu Hailin; and the independent non-executive directors of the Company are Mr. Wu Xingyu, Mr. Chu, Howard Ho Hwa and Mr. Gao Wei.*