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**中信证券股份有限公司**  
**CITIC Securities Company Limited**

*(A joint stock limited company incorporated in the People's Republic of China with limited liability)*  
**(Stock Code: 6030)**

## **2024 ACTION PLAN OF “IMPROVING QUALITY, INCREASING EFFICIENCY AND ENHANCING RETURNS” OF CITIC SECURITIES COMPANY LIMITED**

CITIC Securities Company Limited (hereinafter referred to as the “**Company**” or “**CITIC Securities**”) has formulated this plan by closely following the spirit of the Central Financial Work Conference and the Central Economic Work Conference, thoroughly studying “Certain Opinions from the State Council on Strengthening Regulation, Preventing Risks and Promoting High-Quality Development of the Capital Market” (《國務院關於加強監管防範風險推動資本市場高質量發展的若干意見》) and supporting documents (hereinafter referred to as the “**New Nine Guidelines**” (新“國九條”)), and implementing the guiding opinions of the CSRC on accelerating and promoting the building of first-class investment banks and institutions, and from maximizing the functions and returns of investors, serving new quality productive forces, serving the investors and regulating corporate governance, and other aspects. The relevant measures are hereby announced as follows:

### **I. Put “functionality” in the first place and build the first-class investment banks and institutions**

CITIC Securities thoroughly studied, promoted, and implemented the spirit of “New Nine Guidelines”. The “New Nine Guidelines” adhere to the guidance of Xi Jinping Thought on Socialism with Chinese Characteristics for a New Era, further implemented the spirit of the Central Financial Work Conference, specified the profound connotation of the “Five Necessities” for the high quality development of capital markets, planned the high quality development goals of capital markets in the next five years, 2035, and the middle of this century by stages, and systematically put forward a package of policies and measures for strengthening supervision, preventing risks, and promoting high quality development. The Company takes this as the guide to place functionality in the first place, implements national strategies and serves the real economy, actively leverages the financial services function of the capital market, practices the development philosophy of serving the country and the people as a financial institution, implements the strategic layout of “five major areas” in technology, green, inclusive, pension and digital finance, and serves the building of a nation’s strength in finance through the high quality development. In 2023, the Company recorded an operating revenue of RMB60.068 billion and a net profit attributable to shareholders of the parent company of RMB19.721 billion, with total assets reaching RMB1,453.4 billion, representing

an increase of 11.06% from the beginning of the year, and net assets attributable to the parent company reached RMB268.8 billion, representing an increase of 6.21% from the beginning of the year.

The “New Nine Guidelines” require the promotion of high-quality development of securities fund institutions, guiding the industry institutions in establishing the correct concept of business operation and handling the relationship between functionality and profitability. Recently, the CSRC amended the Rules on Strengthening the Supervision and Administration of Listed Securities Companies (《關於加強上市證券公司監管的規定》), and suggested clear requirements for the building of first-class investment banks and institutions, and specified the “timetables” and “construction drawings” in terms of operation philosophy, function leverage, governance level and compliance awareness. CITIC Securities will set its operation philosophy upright, enhance compliance level, professional service capability and core competitiveness in accordance with the relevant requirements. It will consider, plan and promote the works from the overall strategy of achieving high quality development: It will give full play to the leading role of the Party building, and continuously transform the Party’s political advantages into the effectiveness of corporate governance; It will provide comprehensive services along the whole business chain to its customers, improving the quality and efficiency of serving real economy; It will strengthen investment capacity building to create long-term stable investment returns for clients; It will further enhance market influence and competitiveness; It will continuously improve global integrated vertical management of global integration, optimizing the global business layout; Through digital innovation, it will enable the development of its business and enhance the level of financial services by relying on scientific and technological means; It will strengthen the construction of the internal control system of the Company, and guard the bottom line that no material risk will occur; It will further improve the talent development system and mechanism, and strengthen the construction of brand and corporate culture; Through systematic measures, it will further enhance its high-quality development capability in financial services and accelerate its development into a first-class investment bank and institution.

## **II. Give full play the duty of the “gatekeeper” and serve the high-quality development of new quality productive forces**

CITIC Securities has always continued to improve its business layout in accordance with the key directions of the development of the real economy, controlling the “entry gate” and acting as a “gatekeeper” to improve the quality of listed companies from the source, and helping consolidate the foundation for the development of the capital market. In 2023, the Company established its foothold in the development of new quality productive forces and achieved more remarkable results in serving the real economy. The Company actively integrated into the innovation-driven strategy to support the construction of the modern industry system. The Company served a number of science and technology innovation companies in financing through the Science and Technology Innovation Board, the Growth Enterprise Market, and Beijing Stock Exchange, helping them achieve high-quality development. Through the investment of nearly RMB10 billion from its own funds and private equity funds, the Company guided more social capital to flow into important fields, such as new materials, new energy, and information technology, which are self-reliant in science and technology. Many of the invested companies solved the “neck-sticking” problem at key points in the industrial

chain. The Company took various initiatives to promote the development of new quality productive forces and did a good job in the field of technology finance.

The “New Nine Guidelines” require us to keep firmly in mind the theme of high-quality development, be upright and innovative, and serve the key areas of the national economy and the building of the modernized industrial system more effectively. The “New Nine Guidelines” also require us to promote the development of new quality productive forces, increase equity and debt financing support for enterprises that are in line with the national industrial policy and break through key core technologies. Focusing on the relevant requirements, the Company will increase support for scientific and technological innovation, advanced manufacturing, green development, and small, medium and micro enterprises, broaden corporate financing channels, optimize financing structures, promote efficient allocation of resources, and better play the role of direct financing. The Company will actively integrate into the regional development strategy of the state and serve the high-quality development of regional industries. The Company will guide financial capital to early investment, small investment, long-term investment and investment in hard technology. In terms of direct financing, mergers and acquisitions, industrial research, equity investment, etc., the Company will further adapt to the needs and characteristics of the development of new quality productive forces, give full play to the functions and roles of a “service provider” and a “gatekeeper” of securities companies, and continue to enrich the ways and means of serving new quality productive forces to allow more enterprises with high-quality new quality productive forces to achieve long-term and sustainable development through the capital market.

### **III. Adhere to the political and people-oriented nature of financial work and serve investors**

CITIC Securities adheres to the people-centered value orientation, deeply understands the political and people-oriented nature of financial work, regards investors as the foundation of the market, and protects the legitimate rights and interests of investors in various ways. The Company adheres to inclusive finance, provides all-round, high-quality and multi-level financial management and asset management services, and has built a multi-level buyer’s service system for investment consulting and allocation to better meet the personalized and differentiated allocation needs of the majority of investors and enhance investors’ sense of gain.

The “New Nine Guidelines” require us to always put into practice the philosophy of serving the people as a financial institution, highlight the people-centered value orientation, and help people better meet their increasing demands for wealth management. Focusing on the relevant requirements, the Company will strictly observe the financial nature of serving the investment demands of the people, and continuously expand the breadth and depth of serving customers through innovations. The Company will adhere to value investment and long-term investment, improve the professional wealth management services and strive to provide more financial products and services with both safety and profitability based on customer demands. The Company will strengthen the integrated capacity building of investment, research and trading, and give full play to the role of big data and artificial intelligence in improving the efficiency of investment and trading. The Company will stick to the direction and path of deepening the development of wealth management, build a multi-level wealth allocation system to better

satisfy the wealth management needs of residents, promote common prosperity, and become a discoverer of the investment demands of the people, a companion of the journey of service and a leader of professional values.

#### **IV. Optimize dividend policy and enhance investor returns**

The Company has always adhered to the business philosophy of actively giving back to shareholders and creating value for shareholders, and has formulated an active and stable cash dividend policy, which has effectively enhance investors' sense of gain. Since its A-share listing, CITIC Securities has paid a cumulative dividend of RMB73.9 billion. Over the past three years, the cash dividend ratio has remained above 30%. In 2023, the Company proposed to distribute RMB4.75 (including tax) per 10 shares, and proposed a cash dividend of RMB7.039 billion, accounting for 36.67% of the distributable profit of the Company in 2023, representing an increase of 1.79 percentage points from 2022.

The “New Nine Guidelines” require us to enhance the stability, continuity and predictability of dividends and distribute dividends more than once a year, in advance, and before the Spring Festival. Research will be conducted to incorporate the market value management of listed companies into the internal and external assessment and evaluation system of enterprises, and guide listed companies to write off the shares after repurchases in accordance with the law. As a listed company which focuses on providing investors with long-term and stable returns and firmly performs social responsibilities, CITIC Securities will carefully study relevant policies, actively, orderly and steadily promote relevant work on the basis of satisfying the relevant conditions for multiple dividends and share repurchases and in light of the actual development of the Company. Currently, the Company is actively making relevant arrangements for the interim profit distribution in 2024, and performing relevant corporate governance procedures. The Company will adopt scientific and effective dividend policy and market value management measures to effectively enhance investors' sense of gain.

#### **V. Strengthen investor communication and protect the legitimate rights and interests of small and medium-sized investors**

CITIC Securities has always been committed to building an open, transparent and interactive investor relations management system. The Company attaches great importance to protecting the legitimate rights and interests of shareholders and investors, especially small and medium-sized shareholders and investors. Through shareholder hotline, e-mail, SSE interactive “e-platform” and other network platforms, it adopts the methods of shareholders' meetings, performance briefings, investor open days, roadshows, analysts' meetings, receptions, discussions and exchanges, etc., to listen to the opinions and suggestions of investors in an all-round manner and responds to the demands of investors in a timely manner. In mid-2023, the Company held three results conferences and dozens of investor communication activities, serving the communication needs of approximately 160,000 investors. Meanwhile, on 19 September 2023, the Company held an event entitled “Journey with Similar Beliefs Towards the Future” on the 20th anniversary of the A-share Listing and the 2023 Investor Open Day. The event provided investors with a high-quality platform for direct communication with the Company's management and showed the Company's operation and development since its listing on the 20th anniversary to the capital market and all sectors of society.



The “New Nine Guidelines” require more effective protection of the legitimate rights and interests of investors, especially small and medium-sized investors. CITIC Securities will implement the relevant requirements, from the starting point of respecting investors, providing returns to investors and protecting investors, continuously improve the quality of investor relations management work. By expanding the communication channels for small and medium-sized investors, increasing the frequency of investor activities, optimizing the quality of information disclosure, etc., the Company will effectively protect the legitimate rights and interests of small and medium-sized investors, and convey the Company’s investment value to the capital market.

## **VI. Standardize corporate governance and lay a solid foundation for long-term development**

CITIC Securities has continuously improved its corporate governance structure in strict accordance with the requirements of laws, regulations and regulatory documents, and has formed a corporate governance structure in which the general meeting of shareholders, the board of directors, the board of supervisors and the business management are separated from each other and subject to mutual checks and balances. At the same time, the Company continuously deepens the construction of the internal control system, firmly and effectively performs the compliance management of overall risks, and forms diversified risk management measures, which effectively realizes the full coverage, full process and multi-dimensional management of risks.

The “New Nine Guidelines” require that supervision must be comprehensively strengthened to effectively prevent and eliminate risks, with stability as the keynote and strictness at the forefront, to ensure that supervision is with “teeth and thorns” and is sharp-pointed. Focusing on the requirements of strengthening supervision, preventing risks and promoting high-quality development, CITIC Securities will further improve the Company’s system rules to enhance the comprehensiveness, effectiveness and timeliness of the Company’s internal control system. It will play a leading role in risk preference and establish a sound and comprehensive risk management system. It will adhere to the bottom line of risk and the red line of compliance, and continue to enhance its ability to resist global financial risks. It will continue to improve the modern management level of the enterprise to standardize its governance capability so as to ensure the stability and development of the enterprise.

CITIC Securities will thoroughly implement the spirit of the “New Nine Guidelines” and a series of supporting policy documents of the CSRC, anchor the general requirements of high-quality development, continuously improve its professional service capabilities and core competitiveness, and give full play to the functions of a “service provider” of direct financing, a “gatekeeper” of the capital market and a “manager” of social wealth, strive to make significant progress in the construction of first-class investment banks and investment institutions, and make contributions to the construction of a strong financial country and Chinese-style modernization.

This action plan is based on the current operating conditions of the Company and the market environment, and does not constitute a corporate commitment. The implementation of the plan is affected by various factors, and there are certain uncertainties. Investors are advised to pay attention to investment risks.

It is hereby announced.

By order of the Board  
**CITIC Securities Company Limited**  
**ZHANG Youjun**  
*Chairman*

Beijing, the PRC  
28 June 2024

*As at the date of this announcement, the executive director of the Company is Mr. ZHANG Youjun; the non-executive directors of the Company are Mr. ZHANG Lin, Ms. FU Linfang, Mr. ZHAO Xianxin and Mr. WANG Shuhui; and the independent non-executive directors of the Company are Mr. LI Qing, Mr. SHI Qingchun and Mr. ZHANG Jianhua.*