

Bridging Local and Global Financial Needs

Soochow Securities (Hong Kong) aspires to be a platform for Mainland Chinese and international investors.

Founded in the 1990's, Soochow Securities has kept pace with Mainland China's development while gaining regional economic momentum, culminating in its 2011 listing on Shanghai's Stock Exchange. It has since progressed from strength to strength, adhering to state ownership yet propelled by initiatives such as its securities and futures brokerage. After setting up its Hong Kong office in 2016, the company is now poised to expand with the city as its platform for global expansion.

Bridging Mainland China with the world

"Soochow Securities targets enterprises that need equity financing services in both Hong Kong and Mainland China," explained Liu Hui, Soochow Securities (Hong Kong) Financial Holdings' Chairman. "Soochow Securities (HK) acts as an overseas window, which is part of our strategy for internationalisation. It now holds Types 1, 2, 4, 5, 6 and 9 licenses for regulated activities issued by the Hong Kong Securities and Futures Commission (SFC). This allows us to provide comprehensive corporate finance, asset management and brokerage services for local and global clients."

Liu sees Hong Kong as a major international financial centre that ticks all the boxes. "The city offers an integrated network of institutions and markets that provide a wide range of products and services for local and international investors, which is very useful for expanding our business footprint," he said. "The HKSAR government

has provided a favourable environment for running business. It includes low and simple taxation; strong emphasis on the rule of law and fair markets; no access barrier to the market by foreign businesses, and no exchange control. With the Guangdong-Hong Kong-Macao Greater Bay Area's development over the past few years, our company can become a bridge between Mainland China and Hong Kong's financial industries, enabling faster growth."

Cultural teamwork

Alongside expanding its business map, Soochow Securities (HK) intends to strengthen its office with the right combination of local professionals. "The ratio of local and Mainland Chinese staff in Hong Kong is almost equivalent," Liu stated. "To balance cultural differences amongst staff members, our company endeavours to blend teams in order to achieve common goals. We create opportunities where they can collaborate and cooperate. We are committed to being a leading investment and financial services company, and we are proud that our work environment attracts local talent."

Assisted by InvestHK's in-depth knowledge of Hong Kong's business environment, Liu appreciates all that the city has to offer: "The eclectic mix of people of all ethnicities, ages and social backgrounds is just phenomenal—a true melting pot of life stories, personalities and talent. The city offers tremendous opportunities for exploring both work and life experiences."



Soochow Securities (Hong Kong) Financial Holdings

- Established in 2016, Soochow Securities (Hong Kong) is a subsidiary of Suzhou-headquartered Soochow Securities and operates as its overseas window
- The company provides comprehensive corporate finance, asset management, fixed income, institutional sales and research, and securities and futures brokerage services for Hong Kong and international clients

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Liu Hui
Chairman

Soochow Securities (Hong Kong) Financial Holdings Ltd.