

The Launch of Shanghai-Hong Kong Stock Connect

Charles Li, Chief Executive of HKEx Group 10 November 2014









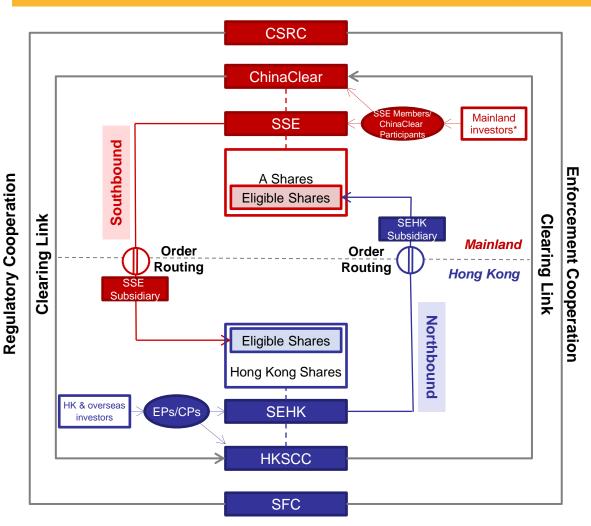




Overview of Shanghai-Hong Kong Stock Connect



To achieve maximum market efficiency with minimum systemic risks



Order Routing in <u>Gross</u> for Maximum Price Discovery

Clearing and Settlement in <u>Net</u> for Minimum Cross-boundary Fund Flow

All RMB Conversion in HK, Facilitating Offset of Currency Conversion

Closed Loop Cross-Boundary Fund Flow to Achieve Stringent Risk Management

"Home Market" Rules and Laws Apply to the Extent Possible

Reciprocal Structure for Alignment of Interest

Equal Revenue Sharing to Achieve Win-win Solution

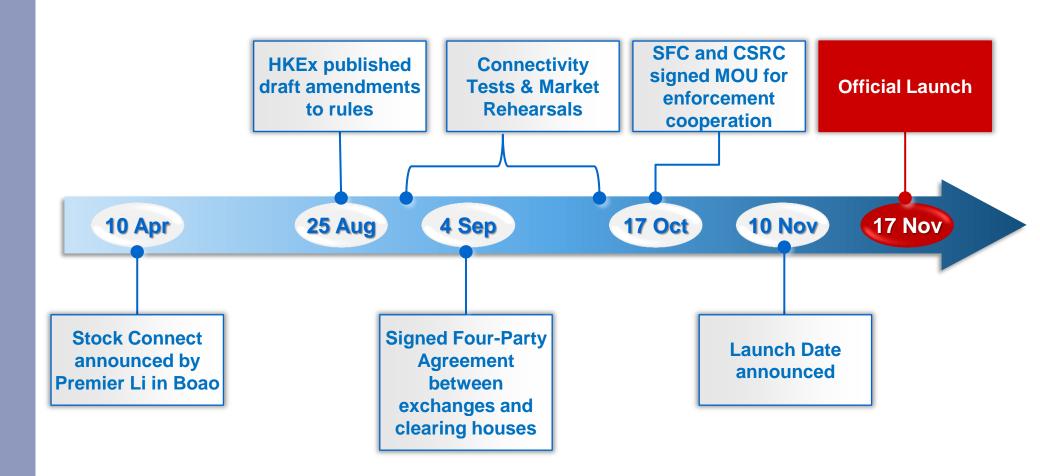
Quota Applied for Smooth and Stable Launch

Scalable in Size, Scope and Market in the Future

*Note: Only eligible Mainland investors can participate in Southbound trading

Key Timeline of Shanghai-Hong Kong Stock Connect Since Announcement on 10 April 2014





Since Shanghai-Hong Kong Stock Connect was announced, all related parties have intensively prepared for its successful launch and all key milestones reached

Exchange Readiness



- ✓ Cross-boundary regulatory and enforcement cooperation MOU signed between CSRC and the SFC
- Rules published
 - Certain Provisions on Shanghai-Hong Kong Stock Connect Pilot Programme: published by CSRC
 - Exchanges and clearing houses rules and operational procedures approved and published
- ✓ SEHK subsidiary in Shanghai set-up approved; SSE Subsidiary in Hong Kong approved
- ✓ Licenses granted by relevant regulatory authorities
- ✓ Exchanges/clearing houses joined each other as special member/participant
- ✓ Agreements between exchanges and clearing houses signed
- ✓ Cross-boundary banking arrangement set-up
- ✓ Systems verified via Market Rehearsals
- ✓ Eligible Stocks: Final lists of 568 eligible stocks for Northbound trading and 268 eligible stocks for Southbound trading published and available on HKEx website
- ? Expect clarity on tax issues before launch

Participant Readiness



- 97 EPs participated in the Market Rehearsals in August and September
- Practice Sessions were conducted in September and October to allow participants to further familiarise themselves with the new operation
- EPs registration in process (73 as of today)
- Detailed information available on HKEx website to help EPs and CPs to enhance internal operations and conduct client on-boarding

Brokers can join Shanghai-Hong Kong Stock Connect when they are ready

Investor Readiness





Mainland

- ~100 conferences/workshops in Mainland
- ~12,500 investors, mainly institutional and high net worth individuals
- Partners: CSRC, SSE, Securities
 Association of China

Marketing Materials

- Investor booklets (~40k copies)
- Flyers / Newsletters
- Posters
- Online videos
- More to come

International Roadshow

- Joint international roadshow with SSE
 - 11 cities across US, Canada, UK, Europe and Middle East
- Other regions reached by HKEx: Japan, Taiwan, Korea, Singapore and Australia
- ~1,500 institutional investors (covering 300+ firms)

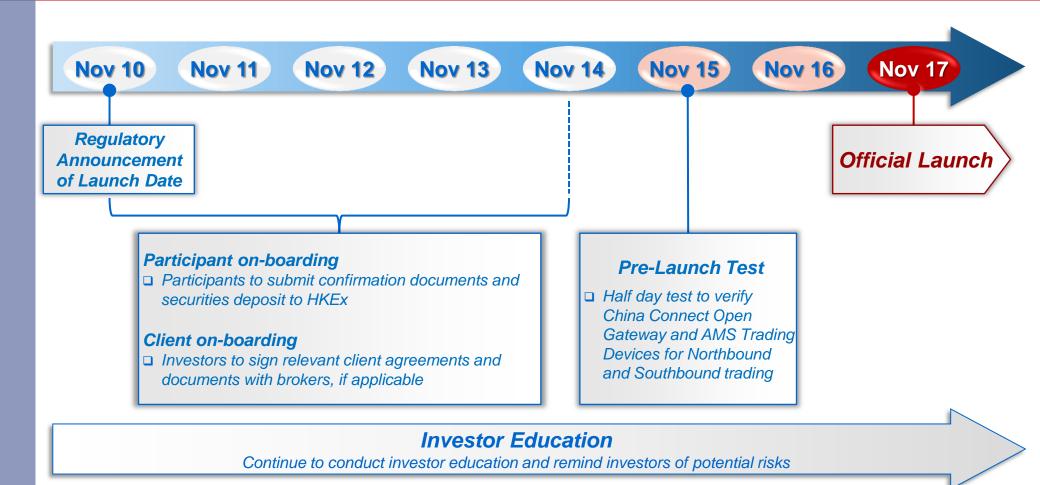
Hong Kong

- ~140 seminars
- ~14,000 investors, including retail, institutional, sales executives
- Partners: local brokers, HK Investor Education Centre, industry associations



The Last Mile What needs to be completed between now and launch?





Completing the last mile;

Shanghai-Hong Kong Stock Connect will commence operation on 17 November 2014

Post-Launch Enhancements



Short Selling (Early 2015)

System enhancement to allow short selling in A shares in Hong Kong

Pre-trade checking (Mid-2015)

- To explore and implement solutions that allow investors to sell A shares on T day and transfer the shares to brokers before settlement on T day
- This will also enable Settlement Instructions to be settled on a Delivery versus Payment (DvP) basis (in addition to the Free of Payment option)

Shanghai-Hong Kong Stock Connect is a long-term strategic business initiative.

We will continue to enhance the model



Q & A

HKEx Group Website: www.hkexgroup.com
HKExnews Website: www.hkexnews.hk