
GLOSSARY

This glossary contains explanations of certain terms used in this prospectus in connection with our Group and our business. The terms and their meanings may not correspond to standard industry meaning or usage of these terms.

“ABS”	asset-backed securities
“AUM”	assets under management
“A shares”	the shares that are traded on the Shanghai Stock Exchange or Shenzhen Stock Exchange in Renminbi
“A+H IPO”	concurrent or contemporaneous A shares and H shares initial public offerings in a PRC domestic stock exchange and the Hong Kong Stock Exchange
“B shares”	the shares that are traded on the Shanghai Stock Exchange or Shenzhen Stock Exchange in foreign currencies
“CAGR”	compound annual growth rate
“CAM”	collective asset management, a type of mutual fund managed by investment banks in China for retail clients
“capital-efficient businesses”	return-driven businesses where the Group makes investments that present the potential for business synergies or capital appreciation, including proprietary trading, private equity and principal investment
“CSI 300 index”	a capitalization-weighted stock market index designed to replicate the performance of 300 stocks traded on the Shanghai Stock Exchange and the Shenzhen Stock Exchange
“dim sum bond(s)”	RMB-denominated bond(s) issued in Hong Kong
“eIPO”	electronic IPO
“ETFs”	exchange-traded funds
“fee-based businesses”	client-driven activities where the Group acts as agent and receives fee and commission income, including investment banking services, asset management services and brokerage services that the Group provides to its clients
“flow-based businesses”	client-driven businesses where the Group leverages its capital position to facilitate clients’ transactions or provide liquidity to the markets, including market-making services and prime services
“FIE(s)”	foreign invested enterprise(s)
“GDP”	gross domestic product, all references to GDP growth rates are to real as opposed to nominal rates of GDP growth unless otherwise specified

GLOSSARY

“H shares”	overseas-listed shares of PRC companies that are traded on the Hong Kong Stock Exchange
“HSI”	the Hang Seng Index
“IBS”	investment banking services
“IPO”	initial public offering
“IT”	information technology
“Merger by absorption”	a PRC statutory merger by which a company absorbs another company as its own future component, with the absorbing company continuing to exist while the absorbed company is dissolved
“OTC”	over-the-counter
“Panda bond(s)”	RMB-denominated bond(s) issued by foreign issuer(s) and sold in the PRC
“PBOC benchmark interest rate”	the benchmark demand deposit rate set by the PBOC on financial institutions’ Renminbi deposits
“QDII”	qualified domestic institutional investor
“QFII”	qualified foreign institutional investor
“Red Chip”	a China-based company incorporated outside of China and listed on the Hong Kong Stock Exchange
“REIT”	real estate investment trust
“Sunshine private fund(s)” or “private fund(s)”	a type of privately managed equity fund(s) in China issued through trust companies
“SAM”	specified asset management, a type of special vehicle managed by investment banks in China to meet the specific investment needs of individual clients
“SMEs”	small and medium enterprises
“sq. m.” or “m ² ”	square metre
“TAM”	targeted asset management, a type of special vehicle managed by investment banks in China for annuity plans, the NSSF, other institutional investors and high-net-worth individuals
“TMT”	technology, media and telecommunications
“VaR”	value at risk