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

2017 FIRST QUARTERLY RESULTS

This announcement is made pursuant to the disclosure obligations under Rule 13.09 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 under the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong).

The unaudited results of the Company for the first quarter ended 31 March 2017 are summarized as follows:

- For the first quarter of 2017, the Company recorded an operating revenue of RMB8,615,360,581.55. The profit attributable to owners of the parent amounted to RMB2,300,788,701.58.
- This results report was prepared in accordance with the relevant disclosure requirements applicable to quarterly reports of listed companies issued by the China Securities Regulatory Commission.
- The financial information contained in this results report was prepared in accordance with the PRC GAAP.
- Unless otherwise indicated, Renminbi is the recording currency in this results report.

The contents of this results report are consistent with the relevant announcement published by the Company on the Shanghai Stock Exchange. This announcement is published simultaneously in Hong Kong and Mainland China.

§1 Important Notice

- 1.1 The board of directors (the “**Board**”) and the supervisory committee (the “**Supervisory Committee**”), together with the directors (the “**Directors**”), supervisors and senior management of CITIC Securities Company Limited (the “**Company**”) warrant the truthfulness, accuracy and completeness of this results report and that there is no false representation, misleading statement contained herein or material omission from this results report, and for which they will assume joint and several legal liabilities.
- 1.2 This results report was considered and approved at the 12th meeting of the Sixth Session of the Board and the 7th meeting of the Sixth Session of the Supervisory Committee of the Company. None of the Directors or supervisors has an objection on this results report.
- 1.3 This results report is unaudited and prepared in accordance with the disclosure requirements for, and in the required form of financial statements under the Generally Accepted Accounting Principles in the People’s Republic of China (the “**PRC GAAP**”).
- 1.4 Mr. ZHANG Youjun, head of the Company, Mr. GE Xiaobo, the person-in-charge of accounting affairs, and Ms. KANG Jiang, head of the Company’s accounting department, warrant that the financial statements set out in this results report are true, accurate and complete.
- 1.5 The Company prepared this results report in both English and Chinese versions. In the event of any discrepancy in interpretation between the English version and Chinese version, the Chinese version shall prevail.
- 1.6 “Reporting Period” refers to the three months ended 31 March 2017.

§2 Company Information

2.1 Key financial data

| | | | <i>In RMB Yuan</i> |
|--|-------------------------------------|-------------------------------------|--|
| | | | Change as compared to the end of last year (%) |
| Items | 31 March 2017 | 31 December 2016 | |
| Total assets | 624,579,060,467.42 | 597,438,839,244.37 | 4.54 |
| Equity attributable to owners of the parent | 145,640,639,659.04 | 142,695,945,757.73 | 2.06 |
| | | | Change as compared to the same period of last year (%) |
| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 | |
| Net cash inflow/(outflow) from operating activities | -37,941,681,788.64 | -14,500,821,523.75 | N/A |
| | | | Change as compared to the same period of last year (%) |
| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 | |
| Operating revenue | 8,615,360,581.55 | 7,600,171,887.80 | 13.36 |
| Profit attributable to owners of the parent | 2,300,788,701.58 | 1,641,316,388.53 | 40.18 |
| Profit attributable to owners of the parent excluding extraordinary gains and losses | 2,463,708,374.12 | 1,629,834,278.98 | 51.16 |
| Return on weighted average equity (%) | 1.60 | 1.18 | Increased by 0.42 percentage points |
| Basic earnings per share (RMB/share) | 0.19 | 0.14 | 35.71 |
| Diluted earnings per share (RMB/share) | 0.19 | 0.14 | 35.71 |

Extraordinary gains and losses and amount

Applicable Not applicable

In RMB Yuan

| Items | Three months ended | |
|---|------------------------|---|
| | 31 March 2017 | Note |
| Profits and losses from disposal of non-current assets | -1,022,694.67 | Mainly losses from disposal of fixed assets |
| Government subsidies through profit or loss except for government subsidies closely related to the Company's ordinary business, which are in line with national policies, calculated according to certain standards or continuously granted in fixed amount | 27,828,939.42 | Mainly government subsidies |
| Enterprise restructuring costs, such as staff placement expenses, integration costs etc. | -170,940,966.63 | Cost of restructuring some businesses of subsidiaries |
| Non-operating income/expenses other than the above items | -14,767,116.68 | — |
| Effect on non-controlling interests, after tax | -40,822.45 | — |
| Effect on income tax | -3,977,011.53 | — |
| Total | -162,919,672.54 | — |

2.2 Total number of shareholders and shareholdings of the top 10 shareholders and top 10 holders of tradable shares (or shareholders whose shares are not subject to trading moratorium) as at the end of the Reporting Period

Unit: Share

Total number of shareholders^{Note 1} **560,180**

Shareholdings of the top 10 shareholders

| Name of shareholder (Full name) | Number of shares held at the end of the Reporting Period | Percentage (%) | Number of shares held subject to trading moratorium | Pledged or frozen Status | Number of shares | Type of shareholder ^{Note 4} |
|---|--|----------------|---|--------------------------|------------------|---------------------------------------|
| HKSCC Nominees Limited ^{Note 2} | 2,277,412,718 | 18.80 | — | Nil | — | Foreign legal person |
| CITIC Corporation Limited | 1,999,695,746 | 16.50 | — | Nil | — | State-owned legal person |
| China Securities Finance Corporation Limited | 449,520,043 | 3.71 | — | Nil | — | Unknown |
| China Life Insurance Company Limited — Traditional — General Insurance Products — 005L — CT001Hu | 310,054,938 | 2.56 | — | Nil | — | Domestic non-state-owned legal person |
| Central Huijin Investment Ltd. | 198,709,100 | 1.64 | — | Nil | — | State-owned legal person |
| Bank of China Limited — CMS CSI Securities Company Index Structured Securities Investment Fund | 145,779,393 | 1.20 | — | Nil | — | Domestic non-state-owned legal person |
| Hong Kong Securities Clearing Company Limited ^{Note 3} | 117,814,400 | 0.97 | — | Nil | — | Foreign legal person |
| China Academy of Launch Vehicle Technology | 106,478,308 | 0.88 | — | Nil | — | State-owned legal person |
| Bosera Funds — Agricultural Bank — Bosera China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| Da Cheng Fund — Agricultural Bank — Da Cheng China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| ICBC Credit Suisse Fund — Agricultural Bank — ICBC Credit Suisse China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| GF Fund — Agricultural Bank — GF China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| ChinaAMC Fund — Agricultural Bank — ChinaAMC China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| Harvest Fund — Agricultural Bank — Harvest China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| China Southern Fund — Agricultural Bank — China Southern China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| EFund — Agricultural Bank — EFund China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| Yinhua Fund — Agricultural Bank — Yinhua China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |
| Zhong Ou Fund — Agricultural Bank — Zhong Ou China Securities and Financial Assets Management Program | 104,950,500 | 0.87 | — | Nil | — | Unknown |

**Shareholdings of the top 10 shareholders
whose shares are not subject to trading moratorium**

| Name of shareholder | Number of tradable shares not subject to trading moratorium | Class | Class and number of shares Number |
|---|---|---------------------------------|--------------------------------------|
| HKSCC Nominees Limited | 2,277,412,718 | Overseas listed foreign shares | 2,277,412,718 |
| CITIC Corporation Limited | 1,999,695,746 | RMB-denominated ordinary shares | 1,999,695,746 |
| China Securities Finance Corporation Limited | 449,520,043 | RMB-denominated ordinary shares | 449,520,043 |
| China Life Insurance Company Limited — Traditional — General Insurance Products — 005L — CT001Hu | 310,054,938 | RMB-denominated ordinary shares | 310,054,938 |
| Central Huijin Investment Ltd. | 198,709,100 | RMB-denominated ordinary shares | 198,709,100 |
| Bank of China Limited — CMS CSI Securities Company Index Structured Securities Investment Fund | 145,779,393 | RMB-denominated ordinary shares | 145,779,393 |
| Hong Kong Securities Clearing Company Limited | 117,814,400 | RMB-denominated ordinary shares | 117,814,400 |
| China Academy of Launch Vehicle Technology | 106,478,308 | RMB-denominated ordinary shares | 106,478,308 |
| Bosera Funds — Agricultural Bank — Bosera China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| Da Cheng Fund — Agricultural Bank — Da Cheng China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| ICBC Credit Suisse Fund — Agricultural Bank — ICBC Credit Suisse China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| GF Fund — Agricultural Bank — GF China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| ChinaAMC Fund — Agricultural Bank — ChinaAMC China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| Harvest Fund — Agricultural Bank — Harvest China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| China Southern Fund — Agricultural Bank — China Southern China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| EFund — Agricultural Bank — EFund China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| Yinhua Fund — Agricultural Bank — Yinhua China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| Zhong Ou Fund — Agricultural Bank — Zhong Ou China Securities and Financial Assets Management Program | 104,950,500 | RMB-denominated ordinary shares | 104,950,500 |
| Explanation on related relationship or concerted action among the above shareholders | The Company is not aware of any related/connected relationship or any parties acting in concert among the above shareholders. | | |

- Note 1:* As at 31 March 2017, the total number of the shareholders of the Company was 560,180, among which 560,020 shareholders were holders of the A Shares and 160 shareholders were holders of the H Shares.
- Note 2:* HKSCC Nominees Limited is the nominal holder of shares on behalf of H Shareholders who do not register the shares under their names.
- Note 3:* Hong Kong Securities Clearing Company Limited is the nominal holder of the stocks of Northbound Trading.
- Note 4:* The type of A Shareholders represents the type of account held by shareholders registered with Shanghai branch of China Securities Depository and Clearing Corporation Limited.
- Note 5:* As the shares of the Company are margin trading underlying securities, the shareholdings of shareholders are the aggregate of the number of shares and equity interests in their ordinary securities accounts and credit securities accounts.

2.3 Total number of holders of preferred shares and shareholdings of the top 10 holders of preferred shares and top 10 holders of preferred shares not subject to trading moratorium as at the end of the Reporting Period

Applicable Not applicable

§3 Significant Events

3.1 Significant changes in major financial statements items and financial indicators and the reasons thereof

Applicable Not applicable

3.1.1 *Significant changes in the items of statement of financial position of the Company and the reasons thereof*

In RMB Yuan

| Items | 31 March 2017 | 31 December 2016 | Increase/ Decrease (%) | Main reason |
|---|--------------------------|-------------------|------------------------------|---|
| Reverse repurchase agreements | 79,782,235,808.34 | 59,175,083,006.03 | 34.82 | Increase in scale of reverse repurchase agreements |
| Accounts receivables | 33,046,190,573.52 | 23,123,244,132.56 | 42.91 | Increase in settlement deposits receivables of the brokerage business |
| Refundable deposits | 1,010,258,076.95 | 1,600,050,268.48 | -36.86 | Decrease in customer trading deposits |
| Short-term loans | 5,506,675,993.00 | 3,479,478,324.45 | 58.26 | Increase in scale of short-term loans |
| Short-term financing instrument payables | 35,979,276,706.61 | 21,346,229,520.32 | 68.55 | Increase in scale of short-term financing instrument payables |
| Due to banks and other financial institutions | 7,420,000,000.00 | 19,550,000,000.00 | -62.05 | Decrease in scale of due to banks and other financial institutions |
| Derivative financial liabilities | 3,892,910,243.20 | 2,576,590,766.55 | 51.09 | Changes in scale and fair value of derivative financial instruments |
| Other liabilities | 3,963,512,034.64 | 2,998,748,055.68 | 32.17 | Deferred income received by subsidiaries |

3.1.2 *Significant changes in the items of income statement and statement of cash flows of the Company and the reasons thereof*

In RMB Yuan

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 | Increase/ Decrease (%) | Main reason |
|---|--|--|------------------------------|---|
| Net interest income | 709,390,541.20 | 322,398,831.43 | 120.04 | Year-on-year decrease in interest expense of repurchase agreements |
| Gains and losses arising from changes in the fair value | 300,904,227.93 | -309,814,420.45 | N/A | Changes in fair value of financial instruments caused by securities market fluctuation |
| Foreign exchange gains and losses | -45,504,154.24 | -84,042,013.76 | N/A | Changes in exchange rate |
| Other operating income | 1,308,189,059.19 | 743,169,721.97 | 76.03 | Increase in sales income of commodities trade of subsidiaries |
| Tax and surcharges | 61,566,581.45 | 465,939,925.58 | -86.79 | Change of business tax to value-added tax |
| Impairment losses | 48,694,113.70 | 472,077,639.26 | -89.69 | Decrease in impairment provision for available-for-sale financial assets |
| Other operating expenses and costs | 1,237,398,886.48 | 593,183,109.77 | 108.60 | Increase in cost of sales of commodities trade of subsidiaries |
| Non-operating income | 36,321,187.34 | 19,514,421.58 | 86.12 | Increase in subsidies granted by local government |
| Non-operating expenses | 195,223,025.90 | 3,806,188.11 | 5,029.10 | Cost of restructuring some businesses of subsidiaries |
| Income tax expense | 809,148,272.06 | 622,241,157.67 | 30.04 | Increase in total taxable profit |
| Net cash inflow/ (outflow) from operating activities | -37,941,681,788.64 | -14,500,821,523.75 | N/A | Year-on-year decrease in cash inflow from operating activities resulting from margin accounts and repurchase agreements |
| Net cash inflow/ (outflow) from investing activities | 7,633,332,879.01 | -12,014,671,801.30 | N/A | Year-on-year increase in net inflow of available-for-sale financial assets |
| Net cash inflow/ (outflow) from financing activities | 21,142,215,835.73 | -5,077,671,822.79 | N/A | Year-on-year increase in cash inflow from issuing bonds |

3.2 Analysis and explanations of the progress of significant events and their impacts and solutions

Applicable Not applicable

1. Debt financing

As at the disclosure date of this results report, the Company issued the first tranche of RMB corporate bonds in 2017 and made another drawdown under the USD medium-term notes program, under which:

The issuing entity of the RMB corporate bonds is the Company and the bonds comprised two types: 3-year bonds in the size of RMB10 billion at coupon rate of 4.20% and 5-year bonds in the size of RMB2.0 billion at coupon rate of 4.40%, both of which were listed on the Shanghai Stock Exchange on 27 February 2017. Please refer to the relevant announcements of the Company published on the websites of Shanghai Stock Exchange (<http://www.sse.com.cn>) and the Company (<http://www.cs.ecitic.com>), China Securities Journal, Shanghai Securities News and Securities Times in February 2017 for relevant information.

The issuing entity of the USD medium-term notes is CITIC Securities Finance MTN Co., Ltd., an indirect wholly-owned subsidiary of the Company, and the notes comprised two types: 3-year notes in the size of USD300 million at coupon rate of 2.75% and 5-year notes in the size of USD500 million at coupon rate of 3.25%, both of which were listed on The Stock Exchange of Hong Kong Limited on 20 April 2017. The drawdown of notes was unconditionally and irrevocably guaranteed by the Company on a joint and several basis. Please refer to the relevant announcements of the Company published on the HKExnews website of Hong Kong Exchanges and Clearing Limited (<http://www.hkexnews.hk>), websites of Shanghai Stock Exchange (<http://www.sse.com.cn>) and the Company (<http://www.cs.ecitic.com>), China Securities Journal, Shanghai Securities News and Securities Times in April 2017 for relevant information.

2. Update on material litigation and arbitration of the Company and its subsidiaries as at the disclosure date of this results report:

(1) Dispute between the Company and Zhifu Leather on Breach of Private Bonds

In February 2013, the Company subscribed for the 2012 SME private bonds (referred to as the “**12 Zhifu Bonds**”) of Suqian Zhifu Leather Industry Co., Ltd. (hereinafter referred to as “**Zhifu Leather**”) with a subscription amount of RMB44 million. The 12 Zhifu Bonds were secured by the unconditional and irrevocable guarantees provided by Sino-capital Guaranty Trust Co., Ltd. (hereinafter referred to as “**Sino-capital**”) and Mr. Zhou Likang, the de facto controller of Zhifu Leather.

Since Zhifu Leather failed to pay the principal and interest of the bonds to the Company in accordance with the agreement, to safeguard the legitimate interests of the Company, the Company initiated an arbitration at China International Economic and Trade Arbitration Commission (hereinafter referred to as “**Arbitration Commission**”) on 29 April 2015 to request Zhifu Leather to settle the principal and unpaid interest of the bonds totalling RMB46.09 million as well as the interest subsequently incurred, the damages in relation to the default and the expenses incurred for realizing the claim. On 4 December 2015, the Arbitration Commission supported the Company’s arbitration claims and made an arbitral award by ordering Zhifu Leather to pay to the Company the principal and interest of the bonds of RMB46.09 million together with relevant default interest, the damages in relation to the default, legal expenses and arbitration fees. On 28 December 2015, the Company applied to the Intermediate People’s Court of Suqian, Jiangsu Province (hereinafter referred to as “**Intermediate People’s Court of Suqian**”) for enforcement of the arbitration award and by a letter of enforcement of arbitration award made by the Intermediate People’s Court of Suqian on 28 January 2016, judgement was given for enforcement of the arbitration award. In March 2017, the case was transferred to the People’s Court of Suyu District, Suqian for enforcement.

(2) Arbitration of Disputes between SOM and the Company and GoldStone Zexin Investment Management Co., Ltd. on Design Contract

On 8 October 2014, the Company and GoldStone Zexin Investment Management Co., Ltd. (hereinafter referred to as “**GoldStone Zexin**”), a subsidiary of the Company’s subsidiary GoldStone Investment Co., Ltd., signed a few contracts with Skidmore, Owings & Merrill LLP (hereinafter referred to as “**SOM**”) including one design contract for CITIC Finance Center Building (the “**Design Contract**”). In December 2016, the Company and GoldStone Zexin received a notice of arbitration and relevant arbitration materials from the Arbitration Commission. Due to dispute in respect of the Design Contract, SOM filed an arbitration with the Arbitration Commission and listed the Company as the first respondent and GoldStone Zexin as the second respondent. The arbitration claims against the first respondent include designing fees, travelling disbursements and overdue interests, with an aggregate amount of approximately USD1.63 million (approximately RMB11.3 million). Arbitration claims against the second respondent include designing fees, travelling disbursements and overdue interests, with an aggregate amount of USD1.20 million (approximately RMB8.32 million). On 5 April 2017, the Arbitration Commission formed an arbitration tribunal with respect to this case.

(3) Dispute between the Company and China City Construction on Transaction of 11 China City Construction MTN1 Bonds

On 8 December 2011, China City Construction Holding Group Co., Ltd. (hereinafter referred to as “**China City Construction**”) publicly issued the 2011 first tranche of medium-term notes of China City Construction Holding Group Co., Ltd. (hereinafter referred to as “**11 China City Construction MTN1**”)

through the national inter-bank bond market. The Company acquired the above-mentioned 11 China City Construction MTN1 issued by China City Construction with a face value of RMB70 million and RMB30 million each (totalling RMB100 million) at coupon rate of 5.68% through the national inter-bank bond trading system on 7 April 2016 and 11 April 2016, respectively. On 9 December 2016, China City Construction published “Notice of deferred settlement of payment for the 2011 first tranche of medium-term notes of China City Construction Holding Group Co., Ltd.”, stating that it cannot settle the principal and interests of 11 China City Construction MTN1 due on 9 December 2016 as scheduled due to its failure in raising adequate funds as agreed. As of now, China City Construction still has not settled the principal and interests of the above-mentioned medium-term notes. The Company filed a lawsuit with the First Intermediate People’s Court of Beijing on 28 February 2017, requesting China City Construction to settle the principal of RMB100 million and corresponding interests of RMB5.68 million due to the Company, and requesting China City Construction to pay for the liquidated damages in relation to the default as well as other expenses incurred for realizing the claim. This case was accepted by the First Intermediate People’s Court of Beijing on 28 February 2017 and currently pending notice of response to action.

(4) Dispute between the Company and China City Construction on Transaction of 12 China City Construction MTN2 Bonds

On 18 December 2012, China City Construction publicly issued the 2012 second tranche of medium-term notes of China City Construction Holding Group Co., Ltd. (hereinafter referred to as “**12 China City Construction MTN2**”) through the national inter-bank bond market. The Company acquired the above-mentioned 12 China City Construction MTN2 issued by China City Construction by three times with a face value of RMB40 million, RMB40 million and RMB120 million each (totalling RMB200 million) at coupon rate of 5.55% through the national inter-bank bond trading system on 8 April 2016. On 19 December 2016, China City Construction published “Notice of deferred settlement of interests payment for the 2012 second tranche of medium-term notes of China City Construction Holding Group Co., Ltd.”, stating that it cannot fully settle the interests payment due on 19 December 2016 as scheduled due to its failure in raising adequate funds as agreed. As of now, China City Construction still has not settled the interests. The Company filed a lawsuit with the People’s Court of Haidian District, Beijing on 28 February 2017, requesting China City Construction to settle the interests of RMB11.1 million due on 19 December 2016 to the Company, and requesting China City Construction to pay for the liquidated damages in relation to the default as well as other expenses incurred for realizing the claim. This case was accepted by the People’s Court of Haidian District, Beijing on 28 February 2017 and currently pending notice of response to action.

(5) Disputes Involving Zhongzheng Asset on Breach of Contract

Zhongzheng Asset Management (Shenzhen) Company Limited (hereinafter referred to as “**Zhongzheng Asset**”), a wholly-owned subsidiary of CITIC Futures which is a subsidiary controlled by the Company, brought a lawsuit in the People’s Court of Shenzhen Qianhai Cooperation Zone on 9 April 2015 against the counterparties to a thermal coal purchasing agency agreement for breach of contract and the case was accepted on the same date. This lawsuit proceeded by two separate proceedings. For the background information, please refer to the 2015 Annual Report and other previous reports of the Company. In particular, Zhongzheng Asset, the plaintiff in Litigation Two, entered into the Enforcement Settlement Agreement with the person subject to enforcement in the case on 10 April 2017. As at 11 April 2017, Zhongzheng Asset received the full enforcement amount of RMB39 million as agreed under the Enforcement Settlement Agreement.

3. Changes to securities outlets:

The Company

During the Reporting Period, the Company completed same-city relocation of a total of five securities outlets. Currently, it has 218 securities outlets and 22 branch offices. Details of the same-city relocation of securities outlets are as follows:

| No. | Name Before Relocation | Name After Relocation | Address After Relocation |
|-----|---|---|---|
| 1 | Guangzhou Panyu Guanghua South Road Securities Outlet | Guangzhou Panyu Wanda Plaza Securities Outlet | No. 81, 83, 85, 87, 89, No. 2 Wanbo Road, Nancun Town, Panyu District, Guangzhou |
| 2 | Sanming Xinshi Middle Road Securities Outlet | Sanming Xinshi North Road Securities Outlet | Level 3, Sanfang Technology Building, Block 12, Huming Xincun, Xinshi North Road, Meilie District, Sanming, Fujian Province |
| 3 | Xiamen Hubin South Road Securities Outlet | Xiamen Lianyue Road Securities Outlet | Units 02, 03, 05, 08, 16th Floor, Office Building, Paragon Center, 1 Lianyue Road, Siming District, Xiamen |

| No. | Name Before Relocation | Name After Relocation | Address After Relocation |
|-----|--|--|---|
| 4 | Hangzhou Binsheng Road Securities Outlet | Hangzhou Binsheng Road Securities Outlet | Room 104, Level 1 & Room 203, Level 2, Hailiang Building, 1508 Binsheng Road, Binjiang District, Hangzhou |
| 5 | Hangzhou Dongxin Road Securities Outlet | Hangzhou New World Securities Outlet | No. 2, Level 1 (Commercial) & Rooms 201, 202, 203, 205, Level 2, Block 2, Hangzhou New World Business Center, Xiacheng District, Hangzhou |

CITIC Securities (Shandong) Co., Ltd. (a subsidiary of the Company, “CITIC Securities (Shandong)”)

During the Reporting Period, CITIC Securities (Shandong) established two new securities outlets (Shouguang Bohai Road Securities Outlet and Jinan Shungeng Road Securities Outlet) and closed down two securities outlets (Qingdao Jiading Road Securities Outlet and Qingdao Yan’erdao Road Securities Outlet). Currently, CITIC Securities (Shandong) has 64 securities outlets and four branch offices.

CITIC Futures Company Limited (a subsidiary of the Company, “CITIC Futures”)

During the Reporting Period, CITIC Futures did not establish any new outlet. Shenyang Futures Outlet was relocated to Unit 0801, 11 Wenyi Road, Heping District, Shenyang, Liaoning Province. Currently, CITIC Futures has 36 futures outlets and seven branch offices.

CITIC Securities International Co., Ltd. (a subsidiary of the Company, “CSI”)

During the Reporting Period, there were no changes in the branches of CSI. Currently, CSI has four branches.

Kington Securities Limited Liability Company (a subsidiary of the Company, “Kington Securities”)

During the Reporting Period, there were no changes in the branches of Kington Securities. Currently, Kington Securities has two securities outlets.

4. Miscellaneous

On 17 February 2017, pursuant to the *Resolution on the transfer of 4.5657% of equity interest in E-Capital Transfer Co., Ltd. held by the Company and its subsidiaries* which was passed at the 8th meeting of the Sixth Session of the Board of the Company, it was agreed to transfer 4.5657% of equity interest in E-Capital Transfer Co., Ltd. held by the Company and its subsidiaries, China AMC and CITIC Futures. Upon completion of the equity transfer, the Company and its subsidiaries will no longer hold any equity interest in E-Capital Transfer Co., Ltd.. The approval of economic behaviour was obtained and the filing for asset evaluation was completed with respect to the equity transfer on 6 April 2017.

3.3 Unperformed undertakings due during the Reporting Period

Applicable Not applicable

There was no change in undertakings of the Company as at the disclosure date of this results report. Please refer to the 2016 Annual Report of the Company for details of the performance.

3.4 Warning on any estimated potential loss in accumulated net profit for the period from the beginning of the year to the end of next reporting period or any material change year-on-year and the reasons thereof

Applicable Not applicable

§4 Appendix

(See the statements attached)

Statement of Financial Position of the Group

31 March 2017

Prepared by: CITIC Securities Company Limited

In RMB Yuan (unaudited)

| Items | 31 March 2017 | 31 December 2016 |
|--|----------------------------------|----------------------------------|
| ASSETS: | | |
| Cash and bank balances | 122,218,065,450.38 | 132,856,671,386.69 |
| Including: cash held on behalf of customers | 85,886,955,730.41 | 100,994,211,589.99 |
| Settlement deposits | 35,336,600,169.24 | 33,733,140,940.70 |
| Including: deposits held on behalf of customers | 29,042,822,555.45 | 28,882,566,680.69 |
| Margin accounts | 62,852,222,445.56 | 65,021,193,348.64 |
| Financial assets measured at fair value through profit or loss | 168,360,997,771.04 | 159,618,951,036.77 |
| Derivative financial assets | 3,994,093,802.78 | 3,780,358,384.16 |
| Reverse repurchase agreements | 79,782,235,808.34 | 59,175,083,006.03 |
| Accounts receivable | 33,046,190,573.52 | 23,123,244,132.56 |
| Interests receivable | 4,074,519,331.76 | 4,126,158,664.56 |
| Refundable deposits | 1,010,258,076.95 | 1,600,050,268.48 |
| Available-for-sale financial assets | 83,561,548,536.94 | 84,878,505,032.62 |
| Long-term equity investments | 4,039,663,662.04 | 3,973,851,090.48 |
| Investment properties | 67,455,031.35 | 68,148,295.02 |
| Fixed assets | 3,550,316,950.50 | 3,659,470,345.31 |
| Construction in progress | 286,285,014.37 | 263,790,404.38 |
| Intangible assets | 3,714,499,596.90 | 3,819,579,124.85 |
| Goodwill | 10,394,337,862.68 | 10,406,168,645.00 |
| Deferred income tax assets | 2,764,289,597.50 | 2,810,852,836.45 |
| Other assets | 5,525,480,785.57 | 4,523,622,301.67 |
| Total assets | <u>624,579,060,467.42</u> | <u>597,438,839,244.37</u> |

| Items | 31 March 2017 | 31 December 2016 |
|---|----------------------------------|----------------------------------|
| LIABILITIES: | | |
| Short-term loans | 5,506,675,993.00 | 3,479,478,324.45 |
| Short-term financing instrument payables | 35,979,276,706.61 | 21,346,229,520.32 |
| Due to banks and other financial institutions | 7,420,000,000.00 | 19,550,000,000.00 |
| Financial liabilities measured at fair value through profit or loss | 35,502,990,303.82 | 31,218,323,681.40 |
| Derivative financial liabilities | 3,892,910,243.20 | 2,576,590,766.55 |
| Repurchase agreements | 125,070,014,883.69 | 121,414,243,406.77 |
| Customer brokerage deposits | 126,363,575,092.03 | 134,397,672,395.35 |
| Funds payable to securities issuers | 112,242,723.21 | 134,170,817.31 |
| Salaries, bonuses and allowances payables | 9,698,783,860.03 | 9,536,565,937.39 |
| Tax payable | 2,875,842,407.30 | 2,432,707,803.46 |
| Accounts payable | 30,790,754,184.52 | 26,466,860,904.00 |
| Interests payable | 2,665,187,896.23 | 2,423,119,326.47 |
| Accrued liabilities | 436,351,877.12 | 436,351,877.12 |
| Long-term loans | 1,122,187,684.55 | 1,121,187,684.55 |
| Debt instruments issued | 82,489,647,324.13 | 70,552,174,727.31 |
| Deferred income tax liabilities | 1,811,354,732.74 | 1,565,744,279.34 |
| Other liabilities | 3,963,512,034.64 | 2,998,748,055.68 |
| Total liabilities | <u>475,701,307,946.82</u> | <u>451,650,169,507.47</u> |
| EQUITY: | | |
| Share capital | 12,116,908,400.00 | 12,116,908,400.00 |
| Capital reserve | 54,384,603,314.34 | 54,458,525,943.56 |
| Other comprehensive income | 2,956,149,817.34 | 2,318,805,516.44 |
| Surplus reserve | 7,812,711,706.09 | 7,812,711,706.09 |
| General reserve | 18,845,498,092.10 | 18,796,702,027.80 |
| Retained earnings | 49,524,768,329.17 | 47,192,292,163.84 |
| Equity attributable to owners of the parent | 145,640,639,659.04 | 142,695,945,757.73 |
| Non-controlling interests | 3,237,112,861.56 | 3,092,723,979.17 |
| Total equity | <u>148,877,752,520.60</u> | <u>145,788,669,736.90</u> |
| Total liabilities and equity | <u>624,579,060,467.42</u> | <u>597,438,839,244.37</u> |

Legal representative:
ZHANG Youjun

*Person-in-charge of
accounting affairs:*
GE Xiaobo

*Person-in-charge of
accounting department:*
KANG Jiang

Statement of Financial Position of the Company
31 March 2017

Prepared by: CITIC Securities Company Limited

In RMB Yuan (unaudited)

| Items | 31 March 2017 | 31 December 2016 |
|---|----------------------------------|----------------------------------|
| ASSETS: | | |
| Cash and bank balances | 76,433,864,579.80 | 84,991,782,380.43 |
| Including: cash held on behalf of customers | 53,452,734,352.98 | 67,255,113,599.55 |
| Settlement deposits | 19,023,406,893.28 | 18,142,734,576.54 |
| Including: deposits held on behalf of customers | 15,667,482,111.71 | 16,142,213,045.95 |
| Margin accounts | 54,358,215,325.26 | 56,453,567,424.79 |
| Financial assets measured at fair value | | |
| through profit or loss | 106,686,854,136.23 | 107,592,242,610.63 |
| Derivative financial assets | 2,670,234,771.03 | 2,786,057,160.24 |
| Reverse repurchase agreements | 80,425,050,356.70 | 61,702,010,411.31 |
| Accounts receivable | 5,872,391,463.49 | 5,793,847,836.53 |
| Interests receivable | 3,087,838,076.81 | 3,366,709,063.55 |
| Refundable deposits | 1,437,343,616.58 | 1,709,824,954.64 |
| Available-for-sale financial assets | 50,370,758,478.83 | 68,229,910,406.79 |
| Long-term equity investments | 37,078,592,035.27 | 26,039,729,286.05 |
| Investment properties | 67,455,031.35 | 68,148,295.02 |
| Fixed assets | 527,987,409.83 | 580,011,093.15 |
| Construction in progress | 266,095,886.93 | 248,174,563.08 |
| Intangible assets | 2,288,732,061.36 | 2,315,944,089.66 |
| Goodwill | 43,500,226.67 | 43,500,226.67 |
| Deferred income tax assets | 1,788,124,925.96 | 1,791,411,520.11 |
| Other assets | 15,107,120,068.71 | 9,754,877,823.42 |
| | <hr/> | <hr/> |
| Total assets | <u>457,533,565,344.09</u> | <u>451,610,483,722.61</u> |

| Items | 31 March 2017 | 31 December 2016 |
|---|----------------------------------|---------------------------|
| LIABILITIES: | | |
| Short-term financing instrument payables | 35,925,522,757.18 | 20,017,237,267.54 |
| Due to banks and other financial institutions | 7,420,000,000.00 | 18,050,000,000.00 |
| Financial liabilities measured at fair value | | |
| through profit or loss | 5,258,387,805.95 | 5,816,976,159.22 |
| Derivative financial liabilities | 3,792,249,049.20 | 3,001,013,612.24 |
| Repurchase agreements | 113,218,203,979.55 | 111,479,750,335.97 |
| Customer brokerage deposits | 66,980,771,506.93 | 79,999,305,847.65 |
| Funds payable to securities issuers | 112,044,934.88 | 133,971,595.85 |
| Salaries, bonuses and allowances payables | 6,654,481,309.81 | 6,101,216,592.61 |
| Tax payable | 1,257,343,354.30 | 1,825,285,449.71 |
| Accounts payable | 14,063,278,662.06 | 16,432,871,836.59 |
| Interests payable | 2,465,486,992.78 | 2,296,603,855.37 |
| Accrued liabilities | 435,666,677.12 | 435,666,677.12 |
| Debt instruments issued | 72,365,335,691.23 | 60,737,074,979.15 |
| Deferred income tax liabilities | 755,452,539.32 | 607,226,162.22 |
| Other liabilities | 6,018,217,204.41 | 5,806,739,387.72 |
| | <u>336,722,442,464.72</u> | <u>332,740,939,758.96</u> |
| Total liabilities | | |
| EQUITY: | | |
| Share capital | 12,116,908,400.00 | 12,116,908,400.00 |
| Capital reserve | 54,493,613,959.44 | 54,493,467,458.25 |
| Other comprehensive income | 1,577,980,626.17 | 1,291,390,079.84 |
| Surplus reserve | 6,263,770,251.95 | 6,263,770,251.95 |
| General reserve | 17,019,349,558.89 | 17,019,349,558.89 |
| Retained earnings | 29,339,500,082.92 | 27,684,658,214.72 |
| | <u>120,811,122,879.37</u> | <u>118,869,543,963.65</u> |
| Total equity | | |
| | <u>457,533,565,344.09</u> | <u>451,610,483,722.61</u> |
| Total liabilities and equity | | |

Legal representative:
ZHANG Youjun

*Person-in-charge of
accounting affairs:*
GE Xiaobo

*Person-in-charge of
accounting department:*
KANG Jiang

Income Statement of the Group
Three months ended 31 March 2017

Prepared by: CITIC Securities Company Limited

In RMB Yuan (unaudited)

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 |
|--|-------------------------------------|-------------------------------------|
| 1. Operating revenue | 8,615,360,581.55 | 7,600,171,887.80 |
| Net fee and commission income | 4,537,227,640.25 | 5,438,756,000.45 |
| Including: Net fee income from brokerage | 2,057,711,917.14 | 2,310,713,293.74 |
| Net fee income from investment banking | 911,087,600.55 | 1,254,177,657.64 |
| Net fee income from asset management | 1,328,264,884.95 | 1,665,895,576.90 |
| Net interest income | 709,390,541.20 | 322,398,831.43 |
| Investment income (loss denoted by “-”) | 1,805,153,267.22 | 1,489,703,768.16 |
| Including: Investment income from associates and joint ventures | 67,804,934.52 | -10,456,648.00 |
| Gains and losses arising from changes in the fair value (loss denoted by “-”) | 300,904,227.93 | -309,814,420.45 |
| Foreign exchange gains and losses (loss denoted by “-”) | -45,504,154.24 | -84,042,013.76 |
| Other operating income | 1,308,189,059.19 | 743,169,721.97 |
| 2. Operating expenses | 5,215,578,093.65 | 5,203,065,158.45 |
| Tax and surcharges | 61,566,581.45 | 465,939,925.58 |
| Business and administrative expenses | 3,867,918,512.02 | 3,671,864,483.84 |
| Impairment losses | 48,694,113.70 | 472,077,639.26 |
| Other operating expenses and costs | 1,237,398,886.48 | 593,183,109.77 |
| 3. Operating profit (loss denoted by “-”) | 3,399,782,487.90 | 2,397,106,729.35 |
| Add: Non-operating income | 36,321,187.34 | 19,514,421.58 |
| Less: Non-operating expenses | 195,223,025.90 | 3,806,188.11 |
| 4. Profit before income tax (Gross loss denoted by “-”) | 3,240,880,649.34 | 2,412,814,962.82 |
| Less: Income tax expense | 809,148,272.06 | 622,241,157.67 |
| 5. Profit for the period (net loss denoted by “-”) | 2,431,732,377.28 | 1,790,573,805.15 |
| Attributable to: Owners of the parent | 2,300,788,701.58 | 1,641,316,388.53 |
| Non-controlling interests | 130,943,675.70 | 149,257,416.62 |
| 6. Other comprehensive income, net of tax | 663,304,463.17 | -1,747,199,802.47 |
| Other comprehensive income attributable to owners of the parent, net of tax | 637,344,300.90 | -1,719,476,202.74 |
| Other comprehensive income to be reclassified to profit or loss in subsequent period: | 637,344,300.90 | -1,719,476,202.74 |
| 1. Share of other comprehensive income of investee to be reclassified to profit or loss in subsequent period under equity method | 184,370.05 | — |
| 2. Gains or losses arising from changes in fair value of available-for-sale financial assets | 575,393,887.64 | -1,659,847,539.89 |
| 3. Exchange differences on translation of foreign operations | -32,363,971.20 | -58,398,513.01 |
| 4. Others | 94,130,014.41 | -1,230,149.84 |
| Other comprehensive income attributable to non-controlling interests, net of tax | 25,960,162.27 | -27,723,599.73 |
| 7. Total comprehensive income for the period | 3,095,036,840.45 | 43,374,002.68 |
| Attributable to owners of the parent | 2,938,133,002.48 | -78,159,814.21 |
| Attributable to non-controlling interests | 156,903,837.97 | 121,533,816.89 |
| 8. Earnings per share: | | |
| (1) Basic earnings per share (RMB/share) | 0.19 | 0.14 |
| (2) Diluted earnings per share (RMB/share) | 0.19 | 0.14 |

Legal representative:
ZHANG Youjun

*Person-in-charge of
accounting affairs:*
GE Xiaobo

*Person-in-charge of
accounting department:*
KANG Jiang

Income Statement of the Company
Three months ended 31 March 2017

Prepared by: CITIC Securities Company Limited

In RMB Yuan (unaudited)

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 |
|--|-------------------------------------|-------------------------------------|
| 1. Operating revenue | 4,233,205,603.51 | 3,882,329,864.68 |
| Net fee and commission income | 2,630,812,007.97 | 3,266,307,611.76 |
| Including: Net fee income from brokerage | 1,070,481,896.25 | 1,409,069,479.97 |
| Net fee income from investment banking | 838,207,721.62 | 1,132,384,391.76 |
| Net fee income from asset management | 517,434,283.16 | 509,540,531.04 |
| Net interest income | 360,779,943.95 | 16,780,408.40 |
| Investment income (loss denoted by “-”) | 1,049,661,800.68 | 2,002,460,597.38 |
| Including: Investment income from associates and joint ventures | 38,531,877.98 | -69,764,723.86 |
| Gains and losses arising from changes in the fair value (loss denoted by “-”) | 211,020,312.36 | -1,373,418,301.48 |
| Foreign exchange gains and losses (loss denoted by “-”) | -27,047,195.92 | -37,394,358.80 |
| Other operating income | 7,978,734.47 | 7,593,907.42 |
| 2. Operating expenses | 2,038,408,432.62 | 2,505,963,319.77 |
| Tax and surcharges | 40,101,428.09 | 360,408,007.85 |
| Business and administrative expenses | 1,948,047,811.05 | 1,661,074,036.89 |
| Impairment losses | 49,565,929.81 | 483,527,511.40 |
| Other operating expenses and costs | 693,263.67 | 953,763.63 |
| 3. Operating profit (loss denoted by “-”) | 2,194,797,170.89 | 1,376,366,544.91 |
| Add: Non-operating income | 24,844,720.24 | 10,358,871.66 |
| Less: Non-operating expenses | 15,604,896.16 | 3,238,962.60 |
| 4. Profit before income tax (Gross loss denoted by “-”) | 2,204,036,994.97 | 1,383,486,453.97 |
| Less: Income tax expense | 549,195,126.77 | 351,097,080.33 |
| 5. Profit for the period (net loss denoted by “-”) | 1,654,841,868.20 | 1,032,389,373.64 |
| 6. Other comprehensive income, net of tax | 286,590,546.33 | -1,376,703,190.45 |
| Other comprehensive income to be reclassified to profit or loss in subsequent period: | 286,590,546.33 | -1,376,703,190.45 |
| 1. Share of other comprehensive income of investee to be reclassified to profit or loss in subsequent period under equity method | 184,370.05 | — |
| 2. Gains or losses arising from changes in fair value of available-for-sale financial assets | 286,406,176.28 | -1,376,703,190.45 |
| 7. Total comprehensive income for the period | 1,941,432,414.53 | -344,313,816.81 |

Legal representative:
ZHANG Youjun

*Person-in-charge of
accounting affairs:*
GE Xiaobo

*Person-in-charge of
accounting department:*
KANG Jiang

Statement of Cash Flows of the Group

Three months ended 31 March 2017

Prepared by: CITIC Securities Company Limited

In RMB Yuan (unaudited)

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 |
|--|-------------------------------------|-------------------------------------|
| 1. Cash flows from operating activities: | | |
| Interest, fee and commission received | 8,510,626,267.52 | 9,207,362,420.18 |
| Net increase/(decrease) in due to banks and other financial institutions | -12,130,000,000.00 | -16,000,000,000.00 |
| Net increase/(decrease) in repurchase agreements | -17,007,471,901.78 | -3,137,051,827.48 |
| Net increase/(decrease) in margin accounts | 2,175,689,108.94 | 17,969,047,240.19 |
| Cash received from other operating activities | 10,555,509,001.72 | 5,221,766,338.23 |
| Total cash inflow from operating activities | -7,895,647,523.60 | 13,261,124,171.12 |
| Net increase/(decrease) in financial instruments measured at fair value through profit or loss | 1,422,928,035.78 | 5,266,706,120.78 |
| Net increase/(decrease) in customer brokerage deposits | 13,753,012,176.13 | 3,604,027,302.50 |
| Interest, fee and commission paid | 2,100,459,910.22 | 2,684,735,442.90 |
| Cash payments for employees | 2,344,311,937.51 | 2,312,537,792.05 |
| Net increase/(decrease) in due from banks and other financial institutions | 213,021,353.05 | — |
| Tax expenses paid | 1,835,370,448.00 | 2,280,546,189.85 |
| Cash paid for other operating activities | 8,376,930,404.35 | 11,613,392,846.79 |
| Total cash outflow from operating activities | 30,046,034,265.04 | 27,761,945,694.87 |
| Net cash inflow/(outflow) from operating activities | -37,941,681,788.64 | -14,500,821,523.75 |
| 2. Cash flows from investing activities: | | |
| Net increase/(decrease) in available-for-sale financial assets | 7,686,349,408.00 | -11,595,359,553.99 |
| Cash received from investment | -3,581,302.33 | 1,663,076,580.78 |
| Dividend income received | 1,998,582.39 | 8,017,510.02 |
| Cash received from other investing activities | 15,783,521.35 | 1,844,872.54 |
| Total cash inflow from investing activities | 7,700,550,209.41 | -9,922,420,590.65 |
| Cash paid for investment | 1,276,409.69 | 2,026,412,611.23 |
| Purchases of property and equipments, intangible assets and other long-term assets | 65,940,920.71 | 65,838,599.42 |
| Total cash outflow from investing activities | 67,217,330.40 | 2,092,251,210.65 |
| Net cash inflow/(outflow) from investing activities | 7,633,332,879.01 | -12,014,671,801.30 |

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 |
|---|-------------------------------------|-------------------------------------|
| 3. Cash flows from financing activities: | | |
| Capital injection | 37,286,915.60 | 738,577,298.67 |
| Including: capital injection into subsidiaries by non-controlling shareholders | 6,030,372.11 | 38,184,995.16 |
| Cash received from loans | 2,017,062,178.82 | — |
| Cash received from bond issuance | 53,745,106,096.64 | 3,863,419,137.74 |
| Total cash inflow from financing activities | 55,799,455,191.06 | 4,601,996,436.41 |
| Cash paid for debt redemption | 33,016,791,600.00 | 8,431,004,258.50 |
| Dividend and interest paid | 767,954,493.58 | 1,248,657,236.70 |
| Including: Dividends paid to non-controlling shareholders | — | — |
| Cash paid for other financing activities | 872,493,261.75 | 6,764.00 |
| Total cash outflow from financing activities | 34,657,239,355.33 | 9,679,668,259.20 |
| Net cash inflow/(outflow) from financing activities | 21,142,215,835.73 | -5,077,671,822.79 |
| 4. Effect of exchange rate changes on cash and cash equivalents | 11,309,146.08 | -155,546,602.46 |
| 5. Net increase/(decrease) in cash and cash equivalents | -9,154,823,927.82 | -31,748,711,750.30 |
| Add: cash and cash equivalents at the beginning of the period | 163,107,133,282.82 | 209,224,652,677.10 |
| 6. Cash and cash equivalents at the end of the period | 153,952,309,355.00 | 177,475,940,926.80 |

Legal representative:
ZHANG Youjun

*Person-in-charge of
accounting affairs:*
GE Xiaobo

*Person-in-charge of
accounting department:*
KANG Jiang

Statement of Cash Flows of the Company

Three months ended 31 March 2017

Prepared by: CITIC Securities Company Limited

In RMB Yuan (unaudited)

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 |
|---|-------------------------------------|-------------------------------------|
| 1. Cash flows from operating activities: | | |
| Net increase/(decrease) in financial instruments measured at fair value through profit or loss | 2,096,883,304.36 | -7,980,315,035.41 |
| Interest, fee and commission received | 5,651,022,973.57 | 5,838,292,181.39 |
| Net increase/(decrease) in due to banks and other financial institutions | -10,630,000,000.00 | -16,000,000,000.00 |
| Net increase/(decrease) in repurchase agreements | -17,040,676,878.20 | -4,103,848,841.37 |
| Net increase/(decrease) in margin accounts | 2,101,649,123.31 | 16,146,592,818.55 |
| Cash received from other operating activities | 519,830,271.82 | 3,796,021,806.24 |
| Total cash inflow from operating activities | -17,301,291,205.14 | -2,303,257,070.60 |
| Net increase/(decrease) in customer brokerage deposits | 13,018,534,340.72 | 4,441,050,017.03 |
| Interest, fee and commission paid | 1,350,521,671.34 | 2,098,898,376.01 |
| Cash payments for employees | 941,283,911.90 | 997,477,784.60 |
| Tax expenses paid | 1,367,488,525.96 | 1,865,571,582.34 |
| Cash paid for other operating activities | 8,226,641,271.68 | 3,825,616,296.04 |
| Total cash outflow from operating activities | 24,904,469,721.60 | 13,228,614,056.02 |
| Net cash inflow/(outflow) from operating activities | -42,205,760,926.74 | -15,531,871,126.62 |
| 2. Cash flows from investing activities: | | |
| Net increase/(decrease) in available-for-sale financial assets | 18,918,782,953.96 | -11,894,878,405.96 |
| Cash received from other investing activities | 15,432,267.61 | 64,592.64 |
| Total cash inflow from investing activities | 18,934,215,221.57 | -11,894,813,813.32 |
| Cash paid for investment | 11,000,000,000.00 | — |
| Purchases of property and equipments, intangible assets and other long-term assets | 35,468,079.92 | 17,498,220.64 |
| Total cash outflow from investing activities | 11,035,468,079.92 | 17,498,220.64 |
| Net cash inflow/(outflow) from investing activities | 7,898,747,141.65 | -11,912,312,033.96 |

| Items | Three months ended 31 March 2017 | Three months ended 31 March 2016 |
|--|-------------------------------------|-------------------------------------|
| 3. Cash flows from financing activities: | | |
| Cash received from bond issuance | 58,985,558,312.55 | 4,593,419,137.74 |
| Total cash inflow from financing activities | 58,985,558,312.55 | 4,593,419,137.74 |
| Cash paid for debt redemption | 31,547,200,000.00 | 6,800,068,000.00 |
| Dividend and interest paid | 781,542,815.43 | 984,515,410.28 |
| Total cash outflow from financing activities | 32,328,742,815.43 | 7,784,583,410.28 |
| Net cash inflow/(outflow) from financing activities | 26,656,815,497.12 | -3,191,164,272.54 |
| 4. Effect of exchange rate changes on cash and cash equivalents | -27,047,195.92 | -37,394,489.37 |
| 5. Net increase/(decrease) in cash and cash equivalents | -7,677,245,483.89 | -30,672,741,922.49 |
| Add: cash and cash equivalents at the beginning of the period | 103,134,516,956.97 | 148,101,953,941.01 |
| 6. Cash and cash equivalents at the end of the period | 95,457,271,473.08 | 117,429,212,018.52 |

Legal representative:
ZHANG Youjun

*Person-in-charge of
accounting affairs:*
GE Xiaobo

*Person-in-charge of
accounting department:*
KANG Jiang

4.2 Audit report

Applicable

Not applicable

By Order of the Board
CITIC Securities Company Limited
ZHANG Youjun
Chairman

Beijing, the PRC
28 April 2017

As at the date of this announcement, the executive directors of the Company are Mr. ZHANG Youjun and Mr. YANG Minghui; the non-executive director is Mr. CHEN Zhong; and the independent non-executive directors are Mr. LIU Ke, Mr. HE Jia and Mr. CHAN, Charles Sheung Wai.