

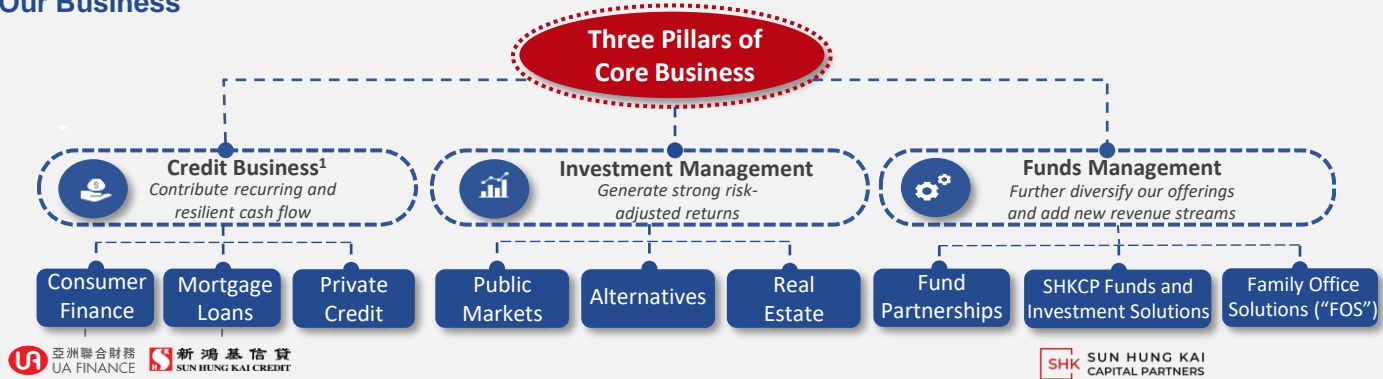
Corporate Factsheet

Who We Are

Sun Hung Kai & Co. Limited (SEHK: 86) ("SHK & Co.", together with its subsidiaries, the "Group") is a leader in alternative investing headquartered in Hong Kong. Since its establishment in 1969, the Group has owned and operated market-leading platforms in Financial Services. The Group invests across public markets, alternatives and real estate and has an established track record of generating long-term value for its shareholders. In recent years, it has extended its strategy to incubate, accelerate and support emerging asset managers in the Asian region. It is also the major shareholder of the leading Consumer Finance firm, United Asia Finance Limited.

- Credit business to generate recurring and resilient cash flow and provide steady returns that are largely uncorrelated to capital markets
- Investment Management to generate attractive risk-adjusted returns leveraging the Group's expertise and global network
- Funds Management to add new revenue streams and solidify the Group's transformation into a leading alternative investment platform
- Proactive capital management with an emphasis on capital efficiency driving long-term sustainable growth

Our Business



1. Formerly known as Financing business. We renamed the segment to Credit business to better reflect its products and services.

Investment Edges

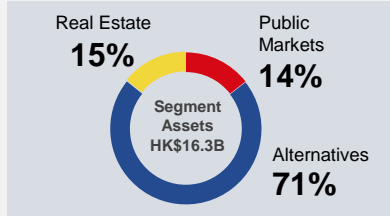
- Diversified businesses position us well to deliver resilience amid volatile markets
- Consumer Finance arm successfully launched SIM credit card in 2023 tapping into new customer segments
- Funds Management business closed 2023 with AUM nearing the US\$1 billion milestone, with external capital contributing to 63% of the total
- FOS made encouraging progress leveraging the Group's wider relationships to link up with family offices and HNWI's

2023 Annual Results Highlights

Revenue HK\$3,916.6m -3.4%	Second Interim Dividend HK14c + HK\$5.9m share buyback Consistent
Pre-tax Profit HK\$76.6m* Attributable Loss narrowed to HK\$471.4m* Turnaround	BVPS HK\$10.8 -5.3%

* The significant improvement YoY was mainly due to less mark-to-market losses in the Investment Management division

Investment Management



- Annual return of Investment Management improved by 590 bps YoY with the new segment Special Situations gaining 19.3%
- Pre-tax loss narrowed by 46.8% YoY, primarily driven by the decline in unrealised loss on Alternatives and Real Estate
- During 2020 - 2023, the cumulative realised gain on Alternatives and Real Estate was HK\$5,161.5 million, and the four-year total return of the Investment Management segment was 18.6%

Funds Management

AUM Movement in 2023 (US\$ 'm)

Beginning AUM	975
Net Cashflow	-50
Market	+39
Ending AUM	964

Funds Management Business Line

Fund Partnerships Kernel E15 VC POINT KING CAPITAL	SHKCP Funds and Investment Solutions SHK LATITUDE ALPHA MCIP MULTIPLE CAPITAL INVESTMENT PARTNERS SHK PRIVATE ACCESS Distribution of external funds
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Family Office Solutions

Family Office Solutions

