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Southwest Securities International Securities Limited 西 證 國 際 證 券 股 份 有 限 公 司*

 $(Incorporated\ in\ Bermuda\ with\ limited\ liability)$

(Stock Code: 812)

ANNOUNCEMENT OF INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 JUNE 2022

The board (the "Board") of directors (the "Directors") of Southwest Securities International Securities Limited (the "Company") is pleased to announce the unaudited interim results of the Company and its subsidiaries (the "Group") for the six months ended 30 June 2022 (the "Review Period"), together with comparative figures for the six months ended 30 June 2021, as follows:

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

		Unaudi Six months end 2022	
	Notes	HK\$'000	HK\$'000
Revenue Other income and gains	<i>3 5</i>	(109,624) 1,030	127,473 4,457
		(108,594)	131,930
Fee and commission expenses		(3,179)	(6,443)
Finance costs	6(a)	(37,602)	(55,280)
Staff costs	<i>6(b)</i>	(23,741)	(40,890)
Depreciation	6(c)	(8,284)	(9,095)
Expected credit losses on financial assets, net	6(c)	(1,802)	474
Other operating expenses Fair value gains (losses) arising from		(18,825)	(15,390)
investment fund	<i>6(c)</i>	408	(46)
Total expenses		(93,025)	(126,670)
(Loss)/profit before tax	6	(201,619)	5,260
Income tax	7		_
(Loss)/Profit for the period attributable to equity shareholders of the Company		(201,619)	5,260

^{*} For identification purpose only

Unaudited Six months ended 30 June

	ded 30 June	
	2022	2021
Notes	HK\$'000	HK\$'000
	(55)	(1)
	(55)	(1)
	(55)	(1)
	(201,674)	5,259
8	(5.506)	0.144
8	(5.506)	0.144
	8	Notes HK\$'000

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

		Unaudited	Audited
		At	At
		30 June	31 December
		2022	2021
	Notes	HK\$'000	HK\$'000
Non-current assets			
Fixed assets		2,132	1,890
Right-of-use assets		7,526	14,901
Other non-current assets		400	3,400
Financial assets at fair value through			
other comprehensive income	9		
		10,058	20,191
Current assets			
Financial assets at fair value through profit or loss	10	433,621	1,227,529
Derivative financial assets		158	_
Accounts receivable	11	379,829	205,855
Prepayments, other receivables and other assets		10,661	14,734
Tax recoverable		2,661	2,661
Cash and bank balances	12	182,373	285,073
		1,009,303	1,735,852
Current liabilities			
Derivative financial liabilities		_	6,747
Accounts payable	13	6	68,669
Other payables and accrued charges		22,747	33,817
Provisions		14,568	21,151
Lease liabilities		9,781	17,817
Net assets attributable to holders of			
third-party interests in consolidated			
investment fund	15		5,408
		47,102	153,609

		Unaudited At	Audited At
		30 June	31 December
	NT 4	2022	2021
	Notes	HK\$'000	HK\$'000
Net current assets		962,201	1,582,243
Total assets less current liabilities		972,259	1,602,434
Non-current liabilities			
Bonds payable	14	954,167	1,382,512
Lease liabilities			156
		954,167	1,382,668
NET ASSETS		18,092	219,766
Capital and reserves			
Share capital		366,182	366,182
Reserves		(928,090)	(726,416)
Other equity instrument		580,000	580,000
TOTAL EQUITY		18,092	219,766

NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

1. BASIS OF PREPARATION

The interim condensed consolidated financial information of the Group for the six months ended 30 June 2022 have been prepared in accordance with Hong Kong Accounting Standard ("HKAS") 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and the applicable disclosure provisions of Appendix 16 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules").

2. CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The accounting policies used in the preparation of the interim condensed consolidated financial information are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2021, except as described below.

In the current interim period, the Group has applied, for the first time, the following amendments to Hong Kong Financial Reporting Standards ("**HKFRSs**") issued by the HKICPA which are effective for the Group's financial year beginning 1 January 2022:

Amendment to HKFRS 16	Covid-19-Related Rent Concessions beyond 30 June 2021
Amendments to HKFRS 3	Reference to the Conceptual Framework
Amendments to HKAS 16	Property, plant and Equipment: Proceeds before Intended Use
Amendments to HKAS 37	Onerous Contracts - Cost of Fulfilling a Contract
Amendment to HKFRSs	Annual Improvements to HKFRSs 2018 - 2020 cycle

The application of the amendments to HKFRSs in the current interim period has had no material impact on the Group's financial performance and positions for the current and prior periods and/or on the disclosures set out in these condensed consolidated financial information.

3. REVENUE

An analysis of revenue is as follows:

Unaudited Six months ended 30 June

	Note	2022 HK\$'000	2021 <i>HK\$</i> '000
D /			
Brokerage: — commission income on securities dealing		860	3,250
 commission income on securities dealing commission income on futures and options dealing 		-	230
— insurance brokerage fee income		440	1,219
insurance of one ruge fee income			
		1,300	4,699
Corporate finance:			
— IPO sponsor fee income		1,850	1,600
- underwriting and placing commission income		1,086	9
- consultancy and financial advisory fee income		454	1,328
		3,390	2,937
Asset management:			
— asset management fee income			3
Total revenue from contracts with customers	(i)	4,690	7,639
Revenue from other sources			
Interest income calculated using the effective			
interest method from:			
— margin financing		808	2,948
Net (losses) gains from proprietary trading		(115,122)	116,886
Total revenue from other sources		(114,314)	119,834
Total revenue		(109,624)	127,473

Note:

(i) An analysis of total revenue from contracts with customers was as follows:

	Unaudited		
	Six months end	ed 30 June	
	2022	2021	
	HK\$'000	HK\$'000	
Analyse by business segment:			
Brokerage			
— services transferred at a point in time	1,300	4,699	
Corporate finance			
— services transferred at a point in time	1,540	1,337	
— services transferred over time	1,850	1,600	
	3,390	2,937	
Asset management			
— services transferred over time		3	
	4,690	7,639	
Analyse by timing of revenue recognition:			
— services transferred at a point in time	2,840	6,036	
— services transferred over time	1,850	1,603	
	4,690	7,639	

4. SEGMENT INFORMATION

The Directors have been identified as the chief operating decision makers to evaluate the performance of operating segments based on the Group's internal reporting in respect of these segments. Segment assets and liabilities are not disclosed as they are not considered as crucial for resources allocation and thereby not being regularly provided to the Directors.

Reportable operating segments

The Directors consider brokerage and margin financing, corporate finance, proprietary trading and asset management are the Group's major operating segments.

	For the six months ended 30 June 2022 (Unaudited)					
	Brokerage and margin financing HK\$'000	Corporate finance HK\$'000	Proprietary trading HK\$'000	Asset management <i>HK\$'000</i>	Other operations <i>HK\$'000</i>	Consolidated HK\$'000
Segment revenue from external customers	2,108	3,390	(115,122)			(109,624)
Other income and gains	405	72	25		528	1,030
Fee and commission expenses	(873)		(2,306)			(3,179)
Finance costs	(3,148)		(29,788)		(495)	(33,431)
Expected credit losses on financial assets, net	(19)	1,109	(2,892)			(1,802)
Other operating expenses	(12,432)	(10,096)	(1,825)	(6,341)	(11,246)	(41,940)
Fair value gains arising from investment fund			408			408
Segment results	(13,959)	(5,525)	(151,500)	(6,341)	(11,213)	(188,538)
Unallocated expenses, represented central administration costs Depreciation of fixed assets Unallocated finance costs						(8,002) (908) (4,171)
Loss before tax						(201,619)

For the six months ended 30 June 2021 (Unaudited)

	Brokerage and margin financing HK\$'000	Corporate finance HK\$'000	Proprietary trading HK\$'000	Asset management HK\$'000	Other operations <i>HK\$'000</i>	Consolidated HK\$'000
Segment revenue from external customers	7,647	2,937	116,886	3		127,473
Other income and gains	313	1,000			3,144	4,457
Fee and commission expenses	(2,093)		(4,350)			(6,443)
Finance costs	(6,585)		(36,248)		(1,023)	(43,856)
Expected credit losses on financial assets, net	(21)	495				474
Other operating expenses	(19,847)	(16,996)	(19,414)	(2,285)		(58,542)
Fair value losses arising from investment fund			(46)			(46)
Segment results	(20,586)	(12,564)	56,828	(2,282)	2,121	23,517
Unallocated expenses, represented central administration costs Depreciation of fixed assets Unallocated finance costs						(5,221) (1,612) (11,424)
Profit before tax						5,260

Geographical segments

The geographical location of customers is based on the location at which the services were provided. During the six months ended 30 June 2022 and 30 June 2021, the Group's revenue is mainly derived from customers in Hong Kong.

5. OTHER INCOME AND GAINS

	Unaudited		
	Six months ended 30 June		
	2022		
	HK\$'000	HK\$'000	
Other income			
Handling income	131	200	
Other interest income	696	1,052	
Recovery of bad debts	62	_	
Sundry income	141	1,222	
	1,030	2,474	
Other gains			
Exchange gains, net		1,983	
		1,983	
	1,030	4,457	

6. (LOSS)/PROFIT BEFORE TAX

Unaudited Six months ended 30 June

		Six months ended 30 Ju		
			2022	2021
		Note	HK\$'000	HK\$'000
(Los	s)/profit before tax is arrived at after (crediting)/			
ch	arging:			
(a)	Finance costs			
	Bank loan interest expenses		2	160
	Bonds interest expenses		34,301	51,313
	Imputed interest expenses on bonds payable		2,607	2,727
	Other interest expenses		197	57
	Interest on lease liabilities	_	495	1,023
		=	37,602	55,280
(b)	Staff costs			
	Salaries, commission and allowances		23,131	40,272
	Contributions to retirement benefit schemes	_	610	618
		=	23,741	40,890
(c)	Other items			
` ′	Depreciation of fixed assets		908	1,612
	Depreciation of right-of-use assets		7,376	7,483
	Expected credit losses on financial assets, net		1,802	(474)
	Exchange loss, net		9,441	_
	Fair value gains/(losses) arising		•	
	from investment fund	(i)	408	(46)

Note:

(i) Fair value gains/(losses) arising from investment fund is the net gain of a consolidated investment fund attributable to third-party investors of HK\$408,000 (for six months ended 30 June 2021: net loss HK\$46,000). Details of the Group's interest in a consolidated investment fund are disclosed in note 15.

7. INCOME TAX

Hong Kong Profits Tax has not been provided for entities within the Group for the six months ended 30 June 2022 and 30 June 2021 as they have either incurred losses for taxation purpose or their estimated assessable profits for the period are wholly absorbed by unutilized tax losses brought forward from previous years.

In the opinion of the Directors, the Group is not subject to taxation in any other jurisdictions.

8. (LOSS) EARNINGS PER SHARE

The calculation of basic and diluted (loss)/earnings per share is based on the (loss)/profit for the period attributable to the equity shareholders of the Company and the weighted average number of ordinary shares in issue during the reporting period.

	Unaudited Six months ended 30 June		
	2022	2021	
(Loss)/Profit for the period attributable to			
equity shareholders of the Company (HK\$'000)	(201,619)	5,260	
Weighted average number of ordinary shares in issue for			
the purpose of basic and diluted loss per share (In '000)	3,661,831	3,661,831	
Basic (loss) earnings per share (HK cents)	(5.506)	0.144	
Diluted (loss) earnings per share (HK cents)	(5.506)	0.144	

9. FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

The unlisted equity investments were irrevocably designated at fair value through other comprehensive income as the Group considers these investments to be strategic in nature. As at 30 June 2022, the Group held one (at 31 December 2021: one) investment with no fair value.

10. FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

		Unaudited	Audited
		At	At
		30 June	31 December
		2022	2021
	Note	HK\$'000	HK\$'000
Equity securities			
— Listed in Hong Kong	<i>(i)</i>	16,822	730,457
 Listed outside Hong Kong 	(i) _		131,976
	-	16,822	862,433
Debt securities			
 Listed in Hong Kong 	(ii)	294,880	272,627
 Listed outside Hong Kong 	(ii)	121,919	60,957
	-	416,799	333,584
Unlisted fund investments	(iii) _		31,512
		433,621	1,227,529

Notes:

- (i) Fair values of the listed equity securities are determined with reference to quoted active market bid price on the respective stock exchange at the end of each reporting period.
- (ii) Fair values of the listed debt securities are determined with reference to quoted bid price provided by brokers/financial institutions at the end of each reporting period.
- (iii) For the unlisted fund investments, the fair values were determined by their net assets values quoted by the relevant investments trusts with the underlying assets (mainly are listed securities) of the funds.
- (iv) The Group has not pledged any equity securities, debt securities and fund investment at 30 June 2022 to any bank as collateral for the banking facilities granted (at 31 December 2021: Nil).

11. ACCOUNTS RECEIVABLE

The carrying values of accounts receivable arising from the ordinary course of business of the Group are as follows:

		Unaudited	Audited
		At	At
		30 June	31 December
		2022	2021
	Note	HK\$'000	HK\$'000
Accounts receivable arising from the ordinary course			
of business of broking in securities and futures			
contracts:			
 securities margin clients 	(a)	536,466	579,384
 securities cash clients 	<i>(b)</i>	228	720
- securities and options clearing houses and			
brokers	<i>(b)</i>	274	24,343
Accounts receivable arising from proprietary trading	<i>(b)</i>	377,707	135,783
Accounts receivable arising from the provision of			
corporate finance advisory services	(b)	2,729	5,542
		917,404	745,772
Less: Impairment	-	(537,575)	(539,917)
		379,829	205,855

Notes:

(a) Accounts receivable analysis on securities margin clients

(i) The carrying amount of accounts receivable from securities margin clients of the Group was as follows:

	Unaudited	Audited
	At	At
	30 June	31 December
	2022	2021
	HK\$'000	HK\$'000
Accounts receivable arising from the ordinary course of business of broking in securities and		
futures contracts:		
 Securities margin clients 	536,466	579,384
Less: Impairment		
— Stage 1	_	_
— Stage 2	_	_
— Stage 3	(536,275)	(536,389)
	191	42,995

Accounts receivable from securities margin clients are secured by their pledged securities, repayable on demand and bear interests at commercial rates. Credits are extended to securities margin clients subject to the marginable value of the listed securities pledged with the Group. The margin ratios are reviewed and determined periodically. At the end of the reporting period, fair value of marketable securities pledged by securities margin clients was HK\$237,765,000 (at 31 December 2021: HK\$404,177,000).

No ageing analysis is disclosed as in the opinion of Directors, the ageing analysis does not give additional value in view of the nature of broking business.

(ii) The movements in the impairment allowance of accounts receivable from securities margin clients were as follows:

		Lifetime	Lifetime	
		ECL not	ECL	
	12-month	credit-	credit-	
	ECL	impaired	impaired	
	(Stage 1)	(Stage 2)	(Stage 3)	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
As at 1 January 2021	_	_	536,381	536,381
Charge to profit or loss			8	8
As at 31 December 2021				
(audited) and 1 January 2022	_	_	536,389	536,389
Recovery	_	_	(62)	(62)
Exchange difference	_	_	(55)	(55)
Charge to profit or loss			3	3
As at 30 June 2022 (unaudited)			536,275	536,275

(b) Accounts receivable analysis other than securities margin clients

(i) The carrying values of accounts receivable other than from securities margin clients of the Group are as follows:

		Unaudited	Audited
		At	At
		30 June	31 December
		2022	2021
	Note	HK\$'000	HK\$'000
Accounts receivable arising from the ordinary course of business of broking in securities and futures contracts:			
 securities cash clients 	(1)	228	720
 securities and options clearing 			
houses and brokers	(2)	274	24,343
Accounts receivable arising from			
proprietary trading	(3)	377,707	135,783
Accounts receivable arising from the			
provision of corporate finance advisory			
services	(4)	2,729	5,542
		380,938	166,388
Less: Impairment	(5)	(1,300)	(3,528)
		379,638	162,860

- (1) Accounts receivable from cash clients arising from the business of dealing in securities are repayable on demand on settlement date. Overdue accounts receivable are repayable on demand and charged interests at commercial rates. The normal settlement terms of accounts receivable arising from the ordinary course of business of broking in securities and futures contracts are one to three days after trade date. No ageing analysis is disclosed as in the opinion of the Directors, the ageing analysis does not give additional value in view of the nature of broking business.
- (2) The Group maintains margin deposits with the options clearing house in respect of clients' monies in the ordinary course of business of option broking. At the end of the reporting period, clients' monies deposits maintained in The SEHK Option Clearing House Limited not otherwise dealt with in the interim condensed consolidated financial information amounted to HK\$Nil (at 31 December 2021: HK\$Nil).

At the end of the reporting period, accounts receivable from securities and options clearing houses and brokers were not overdue. As at 30 June 2022, included in amount receivable arising from the ordinary course of securities and options clearing houses and brokers was a net payable to Hong Kong Securities Clearing Company Limited ("HKSCC") of HK\$Nil (at 31 December 2021: net receivable of HK\$20,352,000), with legally enforceable right to set off the corresponding receivable and payable balances.

(3) Accounts receivable arising from proprietary trading were repayable on demand. The normal settlement terms are one to three days after trade date.

(4) At the end of the reporting period, the ageing analysis of accounts receivable net of impairment arising from the provision of corporate finance advisory services, based on the invoice date which approximates the respective revenue recognition dates, was as follows:

	Unaudited	Audited
	At	At
	30 June	31 December
	2022	2021
	HK\$'000	HK\$'000
Current	145	619
Overdue:		
Within 30 days	_	1,316
31–90 days	1,330	105
91–180 days	120	138
Over 180 days	14	
	1,609	2,178

(5) The movements in the impairment allowance of accounts receivable other than securities margin clients were as follows:

		Lifetime	Lifetime		
		ECL not	ECL	Lifetime	
	12-month	credit-	credit-	ECL	
	ECL	impaired	impaired	simplified	
	(Stage 1)	(Stage 2)	(Stage 3)	approach	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
As at 1 January 2021	_	_	127	2,505	2,632
New assets originated	_	_	_	1,356	1,356
Charged/(credit) to profit or loss	-	-	37	100	137
Amount written off				(597)	(597)
As at 31 December 2021 (audited)					
and 1 January 2022	_	-	164	3,364	3,528
Charged/(credit) to profit or loss	-	-	16	(1,109)	(1,093)
Amount written off				(1,135)	(1,135)
As at 30 June 2022 (unaudited)			180	1,120	1,300

12. CASH AND BANK BALANCES

The Group maintains trust accounts with banks to deal with clients' monies in the ordinary course of business. At the end of the reporting period, trust monies not otherwise dealt with in the interim condensed consolidated financial information amounted to approximately HK\$180,151,000 (at 31 December 2021: HK\$262,759,000).

13. ACCOUNTS PAYABLE

		Unaudited	Audited
		At	At
		30 June	31 December
		2022	2021
	Note	HK\$'000	HK\$'000
Accounts payable arising from the ordinary course			
of business of broking in securities and futures			
contracts:			
 securities margin clients 	<i>(i)</i>	_	551
 securities cash clients 	<i>(i)</i>	_	24,778
 securities clearing house 	<i>(i)</i>	_	2,147
Accounts payable arising from proprietary trading	(ii)	_	41,139
Accounts payable arising from the provision of			
insurance broking services	(iii)	6	54
		6	68,669

Notes:

Settlement terms

- (i) The settlement terms of accounts payable arising from the ordinary course of business of broking in securities in respect of cash clients, margin clients, clearing house and brokers are one to three trading days after the transaction dates.
- (ii) Accounts payable arising from proprietary trading were repayable on demand. The normal settlement terms are one to three days after the transaction dates.
- (iii) Accounts payable arising from the provision of insurance broking services are payable within 30 days.

No ageing analysis is disclosed in respect of accounts payable. In the opinion of the Directors, an ageing analysis does not give additional value in view of the nature of broking business.

Interest with reference to savings rate of financial institutions is payable to securities cash clients and securities margin clients arising from the ordinary course of business of securities broking subject to their balances maintained with the Group. All other categories of accounts payable are non-interest-bearing.

14. BONDS PAYABLE

	2021	2019	
	USD Bonds	USD Bonds	Total
	(Note (i))	(Note (ii))	
	HK\$'000	HK\$'000	HK\$'000
Carrying amount at 1 January 2021	_	1,548,676	1,548,676
Net amount upon issuance	1,372,283	_	1,372,283
Imputed interest expenses for the year	2,205	1,766	3,971
Exchange difference	8,024	3,029	11,053
Principal repayment		(1,553,471)	(1,553,471)
Carrying amount at 31 December 2021 (audited)			
and 1 January 2022	1,382,512	_	1,382,512
Imputed interest expenses for the period	2,607	_	2,607
Exchange difference	8,383	_	8,383
Principal repayment	(439,335)		(439,335)
Carrying amount at 30 June 2022 (unaudited)	954,167		954,167

Notes:

(i) On 9 February 2021, the Company issued bonds with aggregate principal amount of US\$178,000,000 (the "2021 USD Bonds"). The 2021 USD Bonds bear interest from 9 February 2021 (inclusive) at the fixed rate of 4.00% per annum and guaranteed by Southwest Securities Co., Ltd., the ultimate holding company of the Company. Interest on 2021 USD Bonds is payable semi-annually in arrears. The 2021 USD Bonds are listed on the Stock Exchange and will mature on 9 February 2024 with the outstanding principal and interest payable at the maturity date. During the reporting period, the Company repurchased and cancelled US\$56,000,000 of the 2021 USD Bonds. The fair value determined with reference to the quoted price provided by brokers/financial institutions as at 30 June 2022 was approximately HK\$956,057,000.

The 2021 USD Bonds are carried at amortised cost using an effective interest rate of 4.2% per annum.

(ii) On 17 April 2019, the Company issued bonds with aggregate principal amount of US\$200,000,000 (the "2019 USD Bonds"). The 2019 USD Bonds bear interest from 17 April 2019 (inclusive) at the fixed rate of 6.9% per annum. Interest on the 2019 USD Bonds is payable semi-annually in arrears. The 2019 USD Bonds were listed on the Stock Exchange. On 10 February 2021, the Company repurchased and cancelled US\$59,400,000 of the 2019 USD Bonds. The remaining portion US\$140,600,000 were matured and fully settled on 17 April 2021.

The 2019 USD Bonds were carried at amortised cost using an effective interest rate of 7.29% per annum.

15. INTERESTS IN CONSOLIDATED INVESTMENTS

The Group had consolidated a fund investment ("Consolidated Investment Fund") where the Group is involved as an investment manager and an investor based on the facts and circumstances that (i) the third-party investors have no substantive removal rights to remove the Group as a fund manager and; (ii) the Group's investment interests held together with its remuneration from servicing and managing the Consolidated Investment Fund resulted in significant exposure to the variability of returns. During the period ended 30 June 2022, the Group redeemed part of the consolidated fund investment.

As at 30 June 2022, the total assets and total liabilities (excluding third-party interest as stated below) of the Consolidated Investment Fund were HK\$359,740,000 and HK\$561,000 respectively (at 31 December 2021: HK\$720,337,000 and HK\$62,212,000).

For the six months ended 30 June 2022, gains/(losses) held by third-party investors of HK\$408,000 (for the six months ended 30 June 2021: (HK\$46,000)) in the Consolidated Investment Fund are recognised as fair value gains/(losses) arising from investment fund in the condensed consolidated statement of profit or loss and other comprehensive income. As at 30 June 2022, the interests held by third-party investors amounted to HK\$Nil (at 31 December 2021: HK\$5,408,000) is recognised as "Net assets attributable to the holders of third-party interests in consolidated investment fund" in the condensed consolidated statement of financial position.

INTERIM DIVIDEND

The Directors do not recommend the payment of an interim dividend for the Review Period (six months ended 30 June 2021: HK\$ Nil).

MANAGEMENT DISCUSSION AND ANALYSIS

MARKET REVIEW

Macro Environment

In the first half of 2022, there were still recurring waves of COVID-19 pandemic around the world. According to the World Health Organization (WHO), as of 3 July 2022, there were over 546 million confirmed COVID-19 cases and over 6.33 million fatal cases worldwide. The Omicron variant of the COVID-19 virus continues to mutate and reorganize, and a number of subtypes of the strain have been developed, which are now spreading rapidly and dominating the world.

In March 2022, the Central Government of China proposed at the Two Sessions that the economic work in 2022 should prioritize stability while pursuing progress. The government discussed many important development issues such as tax and fee reduction, support for foreign investment development, stable and flexible monetary policy, promotion of consumption, and expansion of investment. In May 2022, the State Council of China issued the "Package of Policies and Measures for Stabilizing the Economy" (《紮實穩住經濟的一攬子政策措施》), which proposed 33 specific policies and measures in six areas to address the challenges of slowing growth, employment difficulties and rising prices.

The war between Russia and Ukraine broke out on 24 February 2022, but has not yet ended so far. The impact of the post-epidemic era on the supply chain and the sanctions imposed by many countries on Russia have led to a sharp rise in oil and natural gas prices, which in turn has driven other bulk commodities prices. The US Federal Reserve raised interest rates three times in the first half of 2022, by a total of 1.5%, and may maintain a faster pace of interest rate hikes in the second half of the year to cope with the crisis of high inflation.

Only two weeks into July 2022, there have been several major international events, including the announcement of Boris Johnson's resignation as UK's Prime Minister and leader of the Conservative Party, Sri Lanka's declaration of bankruptcy, and the assassination of former Japanese Prime Minister Shinzo Abe. The external environment is expected to become more severe and complex in the second half of the year.

Hong Kong Stock Market

In the first half of 2022, the Hang Seng Index was volatile, showing a slight increase, then a big drop and then a rebound. At the beginning of the year, Hong Kong's stock market was boosted by the inflow of southbound capital, reaching a high of 25,050 points in the mid-February trading session. However, the Hang Seng Index reached a low of 18,235 points in the mid-March trading session, plunging more than 27% in just one month, as the market became concerned about tighter regulation of Internet platforms in China, the outbreak of war between Russia and Ukraine, the massive fifth wave of the COVID-19 epidemic in Hong Kong, disagreements between China and the United States over the audit of Chinese stocks, and continued high inflation in the United States. Subsequently, benefitting from the China Securities Regulatory Commission (CSRC), which stated China-US negotiation on the regulation of Chinese stock audits went smoothly, the Central Government introduced a package of measures to stabilize economic growth, the pandemic in Hong Kong eased and social distance measures were lifted in phases, the Hong Kong stock market recovered some of the lost ground. The Hang Seng Index closed at 21,859 points at the end of June 2022, representing a decrease of 6.6% compared with that of late December 2021; the HSCEI closed at 7,666 points at the end of June 2022, representing a decrease of 6.9% compared with that of late December 2021; and the Hang Seng TECH Index closed at 4,870 points at the end of June 2022, representing a decrease of 14.1% compared with that of late December 2021.

At the end of June 2022, the number of companies listed on the Main Board and GEM amounted to 2,568 (of which the number of companies listed on the Main Board was 2,223, representing an increase by 4 from the end of December 2021), and the total number of listed companies has reduced by 4 compared with that of the end of December 2021. Due to the impact of the COVID-19 pandemic and the decision of the Hong Kong Stock Exchange to raise the profitability requirements for the Main Board, only 27 new companies were listed (including 1 company which transferred its listing from GEM to the Main Board) in the first half of 2022, compared to 46 new listings during the same period in 2021. Nevertheless, as there was a lack of giant companies to list in Hong Kong during the period, Hong Kong Stock Exchange only raised HK\$19.7 billion in the first half of 2022 from initial public offerings, representing a significant year-on-year decrease of 90.7%. However, as of mid July 2022, more than 180 applications were being processed or approved in principle for listing, and approximately 10 companies have successfully listed in Hong Kong in the first two weeks of July. The Hong Kong IPO market may recover in the second half of the year, and our corporate financing business will also be benefited.

BUSINESS REVIEW

The Group is engaged in businesses covering brokerage and margin financing, corporate finance, asset management and proprietary trading. During the Review Period, the Group recorded negative revenue and other income and gains of HK\$108.59 million (six months ended 30 June 2021: revenue and other income and gains of HK\$131.93 million) and a loss before tax of HK\$201.62 million (six months ended 30 June 2020: a profit before tax of HK\$5.26 million).

During the Review Period, the Group's revenue amounted to loss of HK\$109.62 million (six months ended 30 June 2021: gain of HK\$127.47 million), representing a decrease of 186% as compared to the same period of last year. It was mainly due to negative revenue of HK\$115.12 million recorded for proprietary trading business (six months ended 30 June 2021: a revenue of HK\$116.89 million), representing a decrease of revenue from proprietary trading by HK\$232.01 million during the Review Period.

Brokerage and Margin Financing

The Group's brokerage and margin financing business includes agency trading of securities, futures and options trading, and provision of insurance brokerage services, margin financing services, financial products business and one-stop integrated investment and financing services for high-net-worth customers. It recorded a revenue of HK\$2.11 million during the Review Period (six months ended 30 June 2021: HK\$7.65 million) representing a significant decrease of HK\$5.54 million or approximately 72%.

In order to enhance cost efficiency, the Group has ceased the direct operation of futures and options business since December 2021. In addition, in order to meet the needs of the Group's strategic development and continue to adjust the relevant business segments, so as to concentrate existing resources on the advantageous businesses, the Company has suspended the direct operation of brokerage business of "Securities Brokerage and Margin Business Segment" since 20 May 2022 and continued to operate futures, options, securities brokerage and margin business by referral. The fifth wave of the COVID-19 pandemic started in February 2022 has been severe and protracted, and the Hong Kong and global economies have been hit hard. The Hang Seng Index fell from 23,398 points at the close of 2021 to 21,860 points to end the first half of the year, representing a decrease of 6.57%. The volume of market transactions also decreased, and customers' desire to enter the market decreased, which directly led to a decrease in retail customer commissions. Brokerage commission income recorded a gain of HK\$0.86 million during the Review Period, compared to HK\$3.25 million for the same period in 2021, representing a decrease of approximately 74%. The change in strategy also impacted interest income from margin financing business, which only recorded a gain of HK\$0.81 million during the Review Period, compared to HK\$2.95 million for the same period in 2021, representing a significant decrease of approximately 73%.

In the future, the Group will redefine its strategic development direction, strengthen cost control and continue to overcome difficulties.

Corporate Finance

The Group's corporate finance business includes sponsor services, underwriting and placement services, financial advisory services, and financing arrangement services to corporate clients in Hong Kong. During the Review Period, the Group's corporate finance business recorded a revenue of HK\$3.39 million (six months ended 30 June 2021: HK\$2.94million), representing an increase of HK\$0.45 million or approximately 15%, mainly due to the increase in underwriting and placement services during the Review Period.

The pandemic has recurred in the first half of 2022, especially in China. Customs clearance between the Hong Kong and China has not resumed and normal marketing activities have been affected. The number of IPOs fell to a low in recent years due to a variety of factors. Revenue from sponsor services in the first half of 2022 was mainly derived from a new IPO.

Revenue from underwriting and placement services is derived from the Group's offshore bond issuance business. From January to June 2022, the Group's revenue from underwriting and placement services reached HK\$1.09 million, representing an increase of HK\$1.08 million or 10,800% year-on-year. The main reason is that prior to December 2021, the Company's investment banking business was mainly focused on equity business such as IPO, which was handled by Global Capital Markets Department (GCM), and the bond issuance business was very insignificant. Since December 2021, the Company has developed and supported its bond issuance business with the establishment of a new Debt Capital Markets Department (DCM) dedicated to bond issuance business. During the period from January to June 2022, the DCM Department participated in and completed the issuance of eight foreign bonds through active business development. As of 30 June 2022, the DCM department has a number of bond issues in progress that are expected to be completed in the second half of the year.

In the future, with the continuous development of the Group's bond business, relying on the extensive client base of the domestic parent company, Southwest Securities Co., Ltd. ("Southwest Securities"), the numerous branches and the strong support from the State-owned Assets Supervision and Administration Commission of Chongqing Province, the DCM department will fully utilize the advantages of Southwest Securities and take advantage of the combined domestic and overseas business to further develop the offshore bond issuance business.

Asset Management

During the Review Period, the Group's asset management business recorded no revenue (six months ended 30 June 2021: HK\$3,000).

During the Review Period, the fund SP7 established by the Group was fully redeemed by investors. Since the beginning of the year, market conditions have been volatile due to the accelerated pace of interest rate hikes and quantitative tightening in the U.S., the war between Russia and Ukraine, and the increased containment in China due to the resurgence of the pandemic. The performance of the Group's fund portfolios SP6 and SP7, which are managed by the Group's wholly-owned subsidiary, Southwest Securities (HK) Asset Management Limited, were also affected to varying degrees during the Review Period. Given that volatility is expected to continue in the near term, the business team has reduced the investment portfolio position in a timely manner and controlled the use of leverage in order to avoid a significant withdrawal in equity.

The Group's asset management business segment has been actively exploring the path of differentiation and specialization, comprehensively promoting the optimization of its layout and business model transformation, and adjusting its business positioning. As the unfavorable macro market factors gradually settle, the business team expects quality investment opportunities will resurface.

Proprietary Trading

The Group's proprietary trading business recorded a loss of approximately HK\$115.12 million (six months ended 30 June 2021: gain of HK\$116.89 million) during the Review Period, which was due to the one-off negative impact from the systemic risk of the overall market. The Company has adjusted its investment strategy and strengthened its risk management by gradually shifting from equity investments to fixed income investments to reduce the volatility of proprietary trading returns.

Other Income and Gains

During the Review Period, the Group's other income and gains amounted to HK\$1.03 million (six months ended 30 June 2021: HK\$4.46 million). The decrease in other income and gains was mainly due to the decrease in funds placed with banks during the Review Period, which led to a decrease in interest income from banks and the exchange losses increased during the Review Period.

Staff Costs

During the Review Period, the Group's staff costs amounted to HK\$23.74 million (six months ended 30 June 2021: HK\$40.89 million).

Employee performance bonus provisions are directly linked to the performance of their departments. Staff costs decreased due to less performance bonus provisions as a result of unsatisfied business performance for the same period in 2021. The Group will make flexible adjustments to its staffing among the business operations and resources allocation.

Fee and Commission Expenses

The Group's fee and commission expenses during the Review Period were HK\$3.18 million (six months ended 30 June 2021: HK\$6.44 million). Fee and commission expenses mainly include commissions paid for brokerage business and proprietary trading business. The decrease in commission expenses during the Review Period was mainly attributable to the decrease in trading volume of brokerage business and proprietary trading business.

Finance Costs

The Group's finance costs during the Review Period amounted to HK\$37.60 million (six months ended 30 June 2021: HK\$55.28 million), decreased by approximately HK\$17.68 million or 32%. The finance costs were mainly interest expenses on bonds payable. During the Review Period, the Group completed repurchase of USD\$56 million bonds, the details of the repurchase of USD Bonds were set out in the announcement of the Company dated 15 June 2022.

FUTURE PROSPECTS

With the continuous two-way opening-up of China's capital market in recent years, there are now 138 Chinese-funded institutions operating in Hong Kong. Chinese-funded brokerage firms have grasped the historical opportunity of the deepening reform of China's capital market and have grown into the mainstay of Hong Kong's securities industry, becoming the backbone of the global financial arena. 2022 is the 25th anniversary of Hong Kong's handover and is a new starting point for Chinese-funded brokerage firms in Hong Kong. With strong client bases of parent companies in China, Chinese-funded brokerage firms are facing a more complex international environment with both opportunities and challenges as they make full use of the linkage between the Hong Kong and China. With the support of its parent company, Southwest Securities, the Company can make full use of its Chinese-funded background to explore domestic and foreign corporate finance, underwriting and placement business opportunities. The Company will also play an important role in serving the real economy, such as providing financial services to enterprises for listing in Hong Kong, issuing additional shares, issuing overseas US dollar bonds, etc. In response to the national call for the development of green finance, the Company will also assist mainland enterprises to issue green bonds and obtain green financing. Based on the premise of fully assessing the internal and external situation, the Company has been focusing its resources on the development of its advantageous segments and striving to become a boutique international financial institution.

FINANCIAL REVIEW

Liquidity, Financial Resources and Gearing Ratio

As at 30 June 2022, the Group's total cash and bank balances were HK\$182.37 million (31 December 2021: HK\$285.07 million) and its net current assets amounted to HK\$962.20 million (31 December 2021: HK\$1,582.24 million), with a current ratio (ratio of current assets to current liabilities) of 21.4 times (31 December 2021: 11.3 time). The gearing ratio (ratio of bonds payable to total equity) was 5,274.0% (31 December 2021: 629.1%).

In February 2021, the Group issued bonds of US\$178 million for a term of three years to repay the bonds payable of US\$200 million due in April 2021, which are recognised as non-current liabilities to improve the Group's current ratio and gearing ratio. During the Review Period, the Group completed repurchase of USD\$56 million bonds.

The Group monitored its capital structure to ensure the compliance of its licensed subsidiaries with the capital requirements under the Securities and Futures (Financial Resources) Rules (Chapter 571N of the Laws of Hong Kong) and to support the development of new business. All licensed corporations within the Group complied with their respective liquidity requirements during the Review Period and as at the date of this announcement.

Banking Facilities and Charges over Assets

As at 30 June 2022, the Group had no outstanding bank loans (31 December 2021: Nil) and had an aggregate banking facilities of HK\$80 million (31 December 2021: HK\$80 million), the drawdown of which is subject to the market value of the marketable securities pledged and the margin deposits placed. The bank loans are subject to floating interest rates with reference to the cost of funds of the banks. As at 30 June 2022, the Group pledged no assets (31 December 2021: Nil) for the facilities.

Material Acquisitions, Disposals and Significant Investments

During the Review Period, there were no material acquisitions and disposals of investments (six months ended 30 June 2021: Nil).

Contingencies

The Group had no material contingent liabilities as at 30 June 2022 (31 December 2021: Nil).

Commitments

The Group had no material capital commitments as at 30 June 2022 (31 December 2021: Nil).

Exposure to Fluctuations in Exchange Rates and Related Hedges

The Group had no material exposure to fluctuations in exchange rates as at 30 June 2022 (31 December 2021: Nil).

EMPLOYEE AND REMUNERATION POLICY

As at 30 June 2022, the Group had a total of 65 employees (as at 30 June 2021: 70 employees).

The Group is committed to implement sustainable strategy on staff development so as to create a good working environment that continuously attracts, identifies and nurtures talent. Based on the required job competencies, the Group provides diversified on-the-job training, including internal and external training programs, such training programs not only enhances employees' competence and professional knowledge, but also continuously improves their competitiveness and enables sustainable development with the Group.

The Group reviews human resources policies and procedures constantly, including but not limited to Recruitment and Selection Policy, Performance Management Policy, Training Policy, etc. The Group reviews its remuneration policy on an annual basis and based on the management needs to implement a comprehensive performance management program. The Group pays discretionary bonuses to employees based on their overall job performance, market circumstances, overall company performance and the performance of business units, aim to retain and reward competent and valued employees. Meanwhile, the Group provides comprehensive benefits to its employees, including medical insurance, life insurance, retirement scheme, training and various paid leaves.

CORPORATE GOVERNANCE

The Company has complied with all the code provisions set out in the Corporate Governance Code and Corporate Governance Report contained in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") throughout the Review Period.

MODEL CODE FOR SECURITIES TRANSACTIONS

The Company has adopted the Model Code for Securities Transactions by Directors of the Listed Issuers set out in Appendix 10 to the Listing Rules (the "Model Code"). The Company has made specific enquiry with each Director and has confirmed that all the Directors have complied with the required standard set out in the Model Code and its code of conduct regarding directors' securities transactions during the Review Period.

PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

From 21 April 2022 to 25 May 2022, the Company had completed an on-market repurchase of US\$14,000,000 in aggregate principal amount of the US\$178,000,000 4.00% Guaranteed Bonds due 2024, which were listed on the Stock Exchange (former Bond Stock Code: 40594) (the "2024 Bonds"), representing approximately 7.86% of the initial aggregate principal amount of the 2024 Bonds, and the cancellation has been completed.

On 15 June 2022, the Company had completed an on-market repurchase of US\$42,000,000 in aggregate principal amount of 2024 Bonds, representing approximately 23.60% of the initial aggregate principal amount of the 2024 Bonds, and the cancellation has been completed.

Except as disclosed above, neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the listed securities of the Company during the Review Period.

REVIEW OF INTERIM FINANCIAL INFORMATION

The Audit Committee has reviewed with management the accounting principles and practices adopted by the Group and discussed auditing, internal control and financial reporting matters including a review of the unaudited interim condensed consolidated financial information for the six months ended 30 June 2022 and this announcement.

PUBLICATION OF INTERIM RESULTS ANNOUNCEMENT AND INTERIM REPORT

This interim results announcement is published on the Company's website at www.swsc.hk and the HKEXnews website at www.hkexnews.hk. The interim report will be published on the aforesaid websites and despatched to the shareholders of the Company in September 2022.

By order of the Board

Southwest Securities International Securities Limited

Wu Jian

Chairman

Hong Kong, 26 August 2022

As at the date of this announcement, the executive directors of the Company are Mr. Wu Jian (Chairman), Mr. Zhang Hongwei and Mr. Huang Changsheng; and the independent non-executive directors of the Company are Mr. Meng Gaoyuan, Dr. Guan Wenwei and Mr. Liang Jilin.

^{*} For identification purpose only