

The background is a solid orange color. There are three decorative gray circular arcs: one in the top right corner, one in the top left corner, and one in the bottom center.

# Greater Bay Area: AGBA's Capabilities and Market Analysis

# AGBA

May 2023

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<sup>(1)</sup>  
1st

**Largest Independent Financial Advisor in Hong Kong**

- 2,000 Financial Advisors
- 200,000 Customers
- USD 200m Normalized Revenue

3rd

**Largest Healthcare Brand in Hong Kong**

- 800 affiliated clinics
- 1,200 doctors and specialists
- 300,000 Corporate and Individual Customers



Hong Kong's **#1** one-stop **financial supermarket** providing 'wealth and health' to its customers with state-of-the-art technologies and passionate customer care.

- **NASDAQ LISTED**
- **30 Years | Operating Track Record**
- **2,600+ Workforce**
- **400,000+ Trusted Customers**
- **Product Vendors from A-Z (100+ in total)**



(1) Source: various internal and external studies

# Our Core Markets are Very Large and Growing

**The wealth and health industries represent the largest slice of the Chinese economy.**

- Robust growth expected in Hong Kong for the next decade and beyond.
- Lack of integrated and holistic health and wealth businesses = opportunity to capitalize long-term growth.

Industry	Size	Secular Growth Drivers	AGBA Position
Wealth: Life Insurance	<ul style="list-style-type: none"> <li>▪ Top-5 market globally</li> <li>▪ USD 73 bn in annual premium</li> </ul>	<ul style="list-style-type: none"> <li>▪ Higher risk awareness</li> <li>▪ Mortality protection gap</li> <li>▪ Digitalization</li> </ul>	#1 life insurance broker in Hong Kong
Wealth: Asset Management	<ul style="list-style-type: none"> <li>▪ Third highest wealth per adult in the world</li> <li>▪ USD 4.5 tr in AuM</li> </ul>	<ul style="list-style-type: none"> <li>▪ Increasing investor sophistication</li> <li>▪ Underserved mass affluent market</li> <li>▪ Lack of comprehensive service providers</li> </ul>	One of the largest independent wealth management platforms in Hong Kong
Health: Healthcare	<ul style="list-style-type: none"> <li>▪ #1 most efficient global healthcare provider (pre-Covid), #8 most innovative</li> <li>▪ USD 24 bn in annual healthcare spending</li> </ul>	<ul style="list-style-type: none"> <li>▪ Ageing population</li> <li>▪ Demand for better / more expensive treatments</li> <li>▪ New products driving up costs</li> </ul>	#2 healthcare management organization in Hong Kong

# Hong Kong Life Insurance - Typical Products

- In many markets, including the US, life insurance products tend to focus on protection. In Hong Kong, most life insurance products are tilted towards investments. 60% of the market is comprised of participating savings products: limited protection coupled with long-term capital growth objectives.

## Sample Best-Selling Policy Terms:

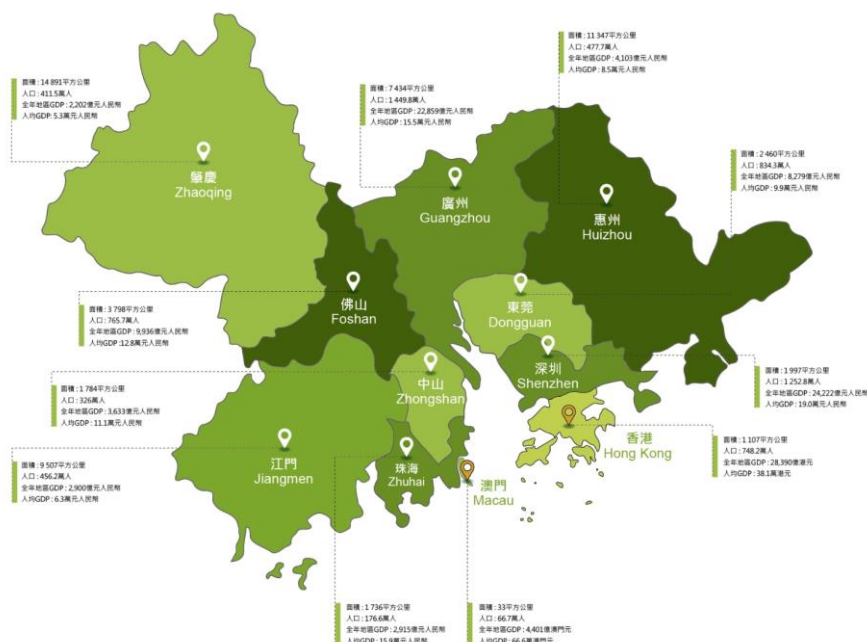
Basic Information		
Premium Payment Period	Single Premium	
Issue Age	From 15 days to age 80	
Policy Term	Up to age 128 of the Insured	
Policy Currency	US dollars	
Minimum Single Premium	USD 10,000 <sup>12</sup> The premium and all benefits of your Policy are calculated based on the Units	
Death Benefit	Issue age of Initial Insured:	
	75 years old or below	76 years old or above
	The higher of the following: i) A percentage of total premiums paid <sup>6</sup> , where such percentage will be 105% during the first Policy Year with 1% increment on each subsequent Policy Anniversary starting from the 1 <sup>st</sup> Policy Anniversary to the 5 <sup>th</sup> Policy Anniversary, up to a maximum of 110%; or ii) The sum of the guaranteed Cash Value as at the date of death of the Insured and terminal dividend <sup>9</sup> (if any)  plus accumulated annual dividends and interest <sup>8</sup> (if any) minus indebtedness (if any).	The higher of the following: i) 101% of total premiums paid <sup>6</sup> ; or ii) The sum of the guaranteed Cash Value as at the date of death of the Insured and terminal dividend <sup>9</sup> (if any)  plus accumulated annual dividends and interest <sup>8</sup> (if any) minus indebtedness (if any).
Surrender Benefit / Maturity Benefit	The sum of the guaranteed Cash Value, accumulated annual dividends and interest <sup>8</sup> (if any) and terminal dividend <sup>9</sup> (if any) minus any indebtedness.	
Annual Dividend <sup>9</sup>	While the Policy is in force, annual dividend (non-guaranteed) will be payable annually from the 11 <sup>th</sup> Policy Anniversary. The following options are available: i) Accumulation with interest (default option) ii) Payment in cash	
Terminal Dividend <sup>9</sup>	While the Policy is in force, terminal dividend (non-guaranteed) will be declared annually from the 1 <sup>st</sup> Policy Anniversary. Payable in the following situation: i) Death of the Insured (except Policy Continuation Option being exercised); or ii) Surrender / Partial Surrender; or iii) Policy maturity, which is the Policy Anniversary after the Insured's 128 <sup>th</sup> birthday; or iv) Terminal dividend Lock In Option is being exercised	

## Typical Terms:

- Long-term capital growth through a non-guaranteed terminal dividend.
- Protection through marginal death benefits (100-105% of premiums paid or account value).
- Often single premium, with a minimum in the US\$ 10,000 range.

# Immediate Access to GBA Integration and Expansion

## Opening up of Greater Bay Area



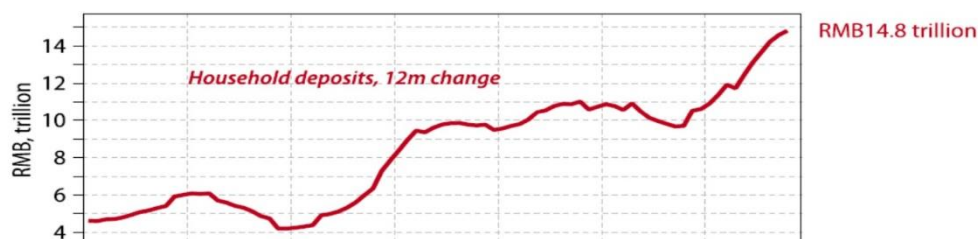
- 13% China economy
- US\$2.0 trillion GDP
- 86 million population
- 2-hour living circle from Hong Kong

## Leading to Huge Opportunities

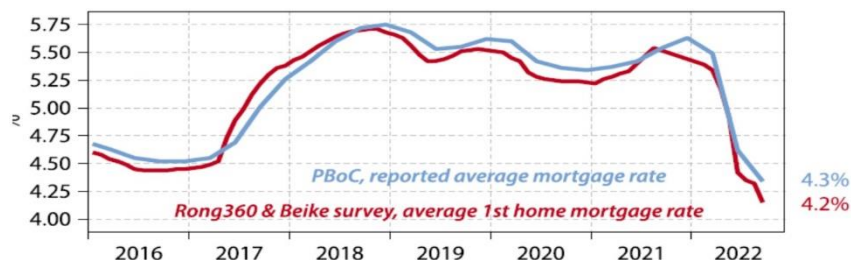
- **Life insurance:**
  - Low penetration in the rest of GBA
  - HK has the most attractive products
  - Established practice of “fly-to-buy”
- **Asset Mgt:**
  - Continued high saving rates
  - HNWI in GBA is keen to invest abroad
  - Diversification away from cash
- **Healthcare:**
  - Sophistication of HK medical services
  - Mainland China “medical tourism”

# Our Business is positioned for Strong Tailwinds in 2023 and 2024

## Chinese households are cashed up ...



## ... mortgage rates are down



Best economic  
background for our  
business since 2003



# Q1 2023 Hong Kong Rebound



## Hong Kong's economy grew 2.7 per cent in first quarter, John Lee reveals

City leader hails 'golden week' tourism as another boost for economy, projecting 600,000 mainland visitors to converge on city by Wednesday.

2 May 2023 - 10:58PM

## Hong Kong insurance industry expected to rebound in 2023

### HK exits recession with 2.7pc growth

Top News / Agencies and staff reporter 3 May 2023



## China Opening Revives Wealth Pipeline to Hong Kong Finance Hub

- HSBC, StanChart see rush of customers opening accounts
- Affluent Chinese coming to buy insurance, make investments

## Hong Kong Exits Recession as Spending Boom Revives Growth

- Economy grew 2.7% in the first quarter from a year earlier
- Expansion beat median estimate of 0.5% by economists

## 'Worst is over for Hong Kong's economy'

2023-05-02 HKT 18:05

Recommend 0 Share this story



Gross domestic product grew 2.7 percent year-on-year in the first quarter. File photo: RTHK

## 'Worst is over', Citi official says as bank looks to increase staff in Hong Kong

Citigroup, the biggest foreign lender in Hong Kong, will increase staff at its commercial banking unit in the city by 100 to tap growing opportunities in the Greater Bay Area, according to a senior executive.

2 May 2023 - 9:05AM

## Inbound Travel Driving HK Retail Rebound

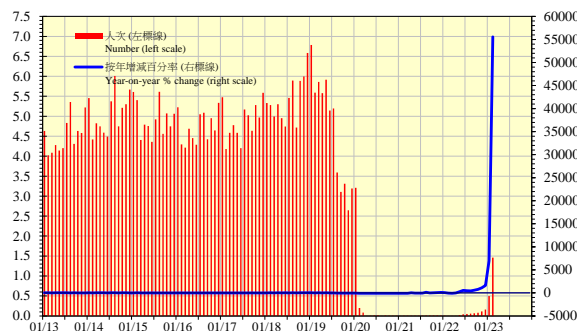
### 零售業銷貨量

#### Retail sales in volume terms

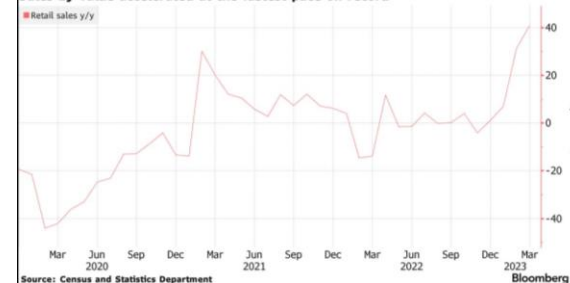


### 訪港旅客

#### Visitor arrivals



## Hong Kong's Retail Sales Reach New Heights Sales by value accelerated at the fastest pace on record



Source: Hong Kong Government Census and Statistics Department



# Combining Growth and Stability, Tech and In-Person Advice/Services



- Dominating the market in independent financial advice, we have the largest team of personal financial consultants selling wealth products in Hong Kong, generating over US\$100m in annual commissions.



# Extensive Media Coverage



- We are constantly spreading footprint and increasing the company's visibility in the industry and Greater Bay Area

## AGBA 搶灘前海 盼握跨境保險機遇

### 金融開放「30條」如箭在弦 營運中心人手將倍增

今年2月公佈的前海金融「30條」措施，明確提出完善跨境保險業務，包括加快在前海設立大型保險服務中心。去年11月，美上市保險公司AGBA已在前海設立營運中心，新下階段管理「OnePlatform Wealth Management」內地業務主管曾志加表示，今年到前海增聘逾百位中、港人手，只佔相關業務營運，使「早享早機遇，明哲保身」。

AGBA主席、美籍華人，代表前海金融「30條」，代為宣傳，「一線」工作，以首創前海金融開放的金融機遇。

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## 今起「粵港合作周」 高質發展論壇領跑

### 富康：內地客赴港投保增 收入佔比重返疫前

富康保險集團主席、美籍華人，代表前海金融「30條」，代為宣傳，「一線」工作，以首創前海金融開放的金融機遇。

## 環一：內地保險客 3月料明顯增長

### 研網上直銷標準化保險 冀銷售增至3千人

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## FOCUS富康：內地客比例重回疫前水平

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An aerial photograph of the Hong Kong skyline, showing a dense cluster of skyscrapers and buildings along the coast. The water of the harbor is visible in the center. The image is overlaid with a semi-transparent grey filter. In the top right corner, there are three decorative circles: a small orange one, a medium white one, and a large dark brown one. In the bottom right corner, there is a large dark brown circle. The title text is positioned on the left side of the image.

# **Market Analysis-** **Wealth and Health in Hong Kong Market**

# HK's position as a leading financial center is Supported by unique advantages

## Conducive business environment

- Low taxes; convertible currency pegged to USD; stringent intellectual property legislation; world-class infrastructure
- Ranked world's freest economy in 2021 by Fraser Institute

~1,500

MNCs have chosen HK as their regional headquarters, including JP Morgan, Goldman Sachs, FedEx, IBM

“ HK's domestic market is **efficient and one of the most open in the world** ... [It] is hyper-connected and it boasts some of the highest rates of Internet use and mobile telephony penetration – *World Economic Forum Global Competitiveness Index*

## World's gateway to China

- Located at the Southern tip of China, HK is connected to major Chinese cities by road, high-speed rail, and hundreds of flights every week
- Good understanding of both Chinese and Western cultures

~70-80%

Of all China's foreign direct investment comes from HK

“ HK's **geographical position enables businesses** to easily tap into the various opportunities in GBA and the mainland market – *Asia Briefing Country Guide*

## Well-developed service sector

- Tertiary sector accounts for 93.4% of HK's GDP
- Stock market capitalization at ~USD 6 tn (*10x larger than Singapore*)

2<sup>nd</sup>

In Asia in “Banking” in Global Financial Centre Index, ahead of Singapore

“ HK's financial sector, **underpinned by robust regulatory and supervisory frameworks**, has continued to expand robustly, even during the pandemic – *IMF Staff Mission to HK, Concluding Statement 2022*

## Highly educated population

- 84% tertiary education gross enrolment ratio<sup>1</sup> (2020)
- 4 HK universities are in QS World University Rankings top 100 (*compared to 2 in Singapore*)

1<sup>st</sup>

In Asia in IMD World Talent Ranking 2021, ahead of Singapore and Taiwan

“ HK is seen [by global talents] as very **welcoming and an easy stepping stone to getting into the China** market and other countries in Asia – *Doug Edmonds, APAC director for Randstad Sourceright*

1. From World Bank; Total enrolment in tertiary education as % of total population of the five-year age group following on from leaving secondary school  
Source: UN World Investment Report 2021; World Economic Forum Global Competitiveness Index; Long Finance Global Financial Centres Index; Fraser Institute; HK Legislative Council; Fitch Ratings; HKEX; IMD World Talent Ranking; QS World University Rankings; InvestHK; press search

# Events over the past few years have cast doubts on HK's future as Asia's Financial Hub

<b>COVID pandemic</b>	<p> <b>“Hong Kong is no longer a favourable place for business”</b></p> <p>Unpredictable path to normality makes businesses reconsider HK as their base</p> <p>“” It is infeasible for our management team to stay in the city. As a base from which to run a business, [HK] is very poor today – <i>James Riley, Chief Executive of Mandarin Oriental Hotel</i></p>	<p><b>Sectors affected</b></p> <p><b>Tourism:</b> Strict quarantine rules have made travel to HK difficult for most – <b>Monthly inbound visitors down 99.9%</b> from 5.6 mn in April 2019 to ~5k in April 2022</p> <p><b>Retail:</b> Social distancing measures have led to a temporary drop in people flow and weaker consumption sentiment, as <b>retail sales dropped ~15%</b> year-on-year in Feb 2022</p>
<b>US-China relations</b>	<p>Turbulent geopolitical and trade relations between HK's two largest trading partners could impair HK's economy</p> <p>“” Global economic uncertainties and US-China tensions could continue to pose potential challenges to HK's standing as an international financial center – <i>IMF Financial System Stability Assessment 2021</i></p>	<p><b>Trading:</b> As a small, open economy, HK's import and (re-) export businesses have been <b>impacted by geopolitical tensions and global supply chain disruptions</b>.</p> <p>HK Trade Development Council Export Index, which gauges exporter sentiment, dropped from 54.1 in 2Q18 to 24.7 in 1Q22</p>
<b>Talent availability</b>	<p>Net outflow of residents in the past 3 years raises concerns about the economy's sustainability and robustness</p> <p>“” HK is facing an exodus of educated workers on a scale not seen since the early 1990s and this will have a material knock-on impact on the economy – <i>Peter Wong, Chairman of HK General Chamber of Commerce</i></p>	<p><b>Various:</b> Many companies report to have been impacted by a talent shortage. According to a survey by the HK General Chamber of Commerce, the <b>main job types of emigrating employees are “engineering &amp; technical”, “finance &amp; accounting” and “IT”</b></p>
<b>Socio-political climate</b>	<p>Beijing's tougher stance to dissent may hinder business development</p> <p>“” Business and rule of law risks that were formerly limited to mainland China are now increasingly a concern in HK – <i>US Department of State</i></p>	<p><b>Media:</b> Multiple <b>news outlets</b> (incl. Apple Daily, Stand News) <b>have ceased operations</b> following the implementation of the National Security Law (NSL)</p>

Source: IMF Country Report; US Department of State; US Treasury; HK Statistics Department; Immigration Department; Trade Development Council; Tourism Board; news.gov.hk; KPMG; HK General Chamber of Commerce “Manpower Survey 2022”; press search

# However, crisis also creates opportunities especially for Finance, Digital and Medical Sectors



**“It is an exciting time to double down on investment in Hong Kong”**

## COVID pandemic

COVID measures not as strict as in China and gradual recovery from the pandemic presents new opportunities



The relaxation of COVID measures, including lifting flight bans, is an important first step in reinvigorating HK's attraction to overseas talents – *George Leung, CEO of HK General Chamber of Commerce*

## Sectors benefited

**Insurance:** Insurers have seen strong sales growth in 2022 Q1 due to relaxation of remote-selling rules and heightened awareness of medical cover – e.g., HSBC Life **new business premium grew 38%** year-on-year

**Health:** Customers have become more health-conscious after COVID, with **65% HK people increasing their digital spending on health and wellness**

## US-China relations

US and China will never fully “decouple”; HK will continue to play a prominent role between US and China

- China and US are each other's top trading partners (USD 615 bn in 2020), with the US importing 450 bn of goods and services from China

**Finance:** HK's positioning as the world's gateway to China has strengthened, as companies delisting from the US are coming to HK for **secondary listing**, e.g., Alibaba, Baidu

HK remains the largest offshore RMB clearing center, accounting for **~76% of the world's RMB payments** in 2021

## Talent availability

HK is still an attractive destination for global top (tech) talent, especially from GBA

- ~30,000 applications under various talent admission schemes approved in 2020, attracting talents, professionals and graduates from Mainland China and beyond

**Tech:** Innovation and Technology is having a talent influx with favourable policy support (e.g., Technology Talent Admission Scheme) and a strong Mainland Chinese talent pool – with sector **employment increasing at a CAGR of 5.4%**, hiring ~45k people in 2019

## Socio-political climate

From chaos to stability – restored social order is prerequisite for the continued development of HK



Establishing a legal framework for safeguarding national security is very important and can ensure continued investment in HK – *Jardine Matheson Holdings Ltd.*

**Various:** The economy has rebounded right after the implementation of NSL, with **GDP growing by 7.8% in the first quarter of 2021**

~56,000 companies were newly registered in the same period, showing an 11% increase from the previous quarter

Source: IMF Country Report; US Department of State; US Treasury; SWIFT; HK Immigration Department; HK Insurance Authority; HK Productivity Council “Prudential HK Smart Health COVID-19 Study 2020”; VISA “Consumer Payment Attitude Study 2.0”; Companies Registry; news.gov.hk; KPMG; Deloitte; SCMP; HKET news; press search

# Despite the different perspectives, **HK remains a great place to serve the affluent**

Factor	Description
<b>High concentration of wealthy customers</b>	<ul style="list-style-type: none"> <li>GDP per capita is USD46k, #3 in Asia</li> <li>Wealth management growth, driven by high concentration of household wealth (~520k HNW individuals, one in every ~12 adults in HK) and strong potential to tap into the China market</li> </ul>
<b>Property rights protected by law</b>	<ul style="list-style-type: none"> <li>HK ranks 5<sup>th</sup> in Asia and 16<sup>th</sup> in the world in the International Property Rights Index</li> <li>Independent judiciary under common law protects rights and interests of local and foreign investors – HK ranks 1<sup>st</sup> in “business legislation” in IIMD’s World Competitiveness Yearbook 2021</li> </ul>
<b>Low tax rates</b>	<ul style="list-style-type: none"> <li>Standard rate of salary tax is 15%, lower than Singapore’s 22% and Mainland China’s 45% (top-brackets)</li> <li>Corporate profit tax is 16.5%, lower than Singapore’s 17% and Mainland China’s 35% (top bracket)</li> <li>No sales tax, capital gains tax or taxes on dividends/interests</li> </ul>
<b>Freely convertible HKD, pegged to USD</b>	<ul style="list-style-type: none"> <li>HKD is freely convertible, managed autonomously by the HK Monetary Authority and is pegged to the USD</li> </ul>
<b>Top fund-raising destination</b>	<ul style="list-style-type: none"> <li>HK has been the world’s #1 IPO venue in 6 of the last 12 years, raising USD 185 bn from 2017-2021, ahead of Shanghai, Shenzhen, and Singapore</li> </ul>
<b>World-class professional services</b>	<ul style="list-style-type: none"> <li>29 multinational banks have their regional headquarters in HK</li> <li>More than half of Global 100 law firms have presence in HK</li> </ul>

Source: International Institute for Management Development’s World Competitiveness Yearbook 2021; World Justice Project Rule of Law Index 2021; IPRI; HKMA; MAS; Credit Suisse; KPMG; InvestHK; press search



# Wealth: HK boasts a wealth pool - 2x of Singapore, and is further supported by demand from GBA

GBA details to follow

## HK, GBA and SG total household wealth<sup>1</sup> 2020, USD bn

	Household wealth	# of mass affluent+ individuals (wealth > USD 100k), k	Mass affluent+ individuals as % of total population
HK	\$3,167	3930	59.8%
香港灣大灣區 Greater Bay Area (Excluding HK) <sup>2</sup>	~\$6,750	~12,950	13%
SG	\$1,627	2220	45.2%

## Growth factors

**World-class investment support:** With a robust financial system, strong presence of international banks (~80 of global top 100 are in HK) and a wide range of products and services, HK can effectively satisfy mass affluent+ customers' growing demand – e.g., for wealth protection and succession planning

**Cross-border financial integration:** "Connect Schemes" for stocks, bonds and wealth management have bolstered cross-border investment flows between HK and Mainland China

**GBA wealth pool:** Wealth players can tap into GBA households, which have ~6x total annual savings (US 567 bn) compared to HK, according to Deloitte

1. From Credit Suisse 2021 Global Wealth Report and Databook

2. GBA (A) wealth and (B) # of mass affluent+ individuals are estimated based on the assumption that both figures are proportionate to GBA's (ex-HK) contribution to total Chinese GDP (~9%). Calculations are as follows: (A) GBA estimated wealth (~USD 6,750 bn) = China total wealth (74,884 bn) \* GBA GDP contribution (9%); (B) GBA estimated # of mass affluent+ (~12,950,000) = China total # of mass affluent+ (143,835,000) \* GBA GDP contribution (9%). (C) Mass affluent+ individuals as % of total population is assumed to be the same as China overall

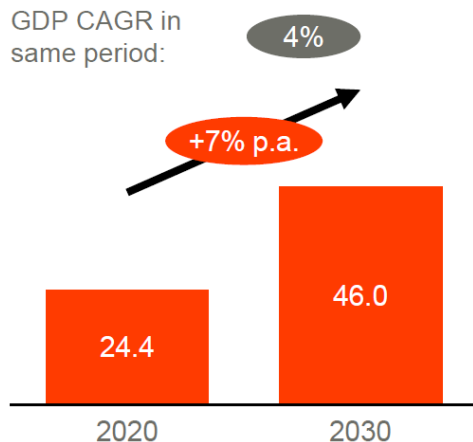
Source: Credit Suisse 2021 Global Wealth Report and Databook; HKMA; Deloitte "Get ready for Wealth Management Connect in the Greater Bay Area"; press search; team analysis

# Health: Medical spend forecasted to grow at 7%, driven by strong local & GBA demand

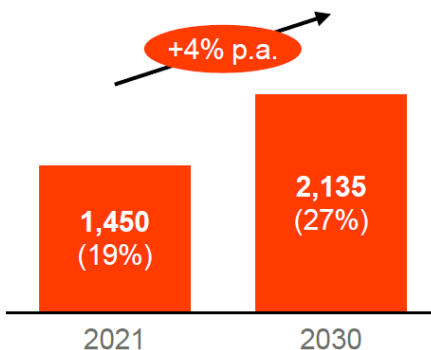
GBA details to follow

**HK: Healthcare expenditure expected to grow above GDP growth, USD bn**

GDP CAGR in same period:



**Driven by a rapidly aging population (over 65 in HK) ('000 population)**



## Growth factors

### Quality services attractive to patients:

Life expectancy is ~85 (#1 worldwide), indicating quality medical services – e.g., HK experts lead the world in liver transplants

### World-class biomedical research:

Science & Technology Park serves as Asia's biotech research hub – HK ranks 1<sup>st</sup> in Asia for "Infrastructure", "market sophistication" and "creative outputs" in Global Innovation Index 2021

**GBA demand:** Most GBA cities have low # of beds per capita, indicating opportunities for private players. Mainland visitors also prefer HK services – e.g., 38% of EC Healthcare patients (HK's largest non-hospital medical provider) were from Mainland before COVID

## Similar trends observed in GBA

Medical spending is rising at an even stronger rate in GBA, with total Guangdong<sup>1</sup> healthcare expenditure at USD 1.06 tn in 2021, growing at 16% CAGR since 2015

Population in GBA is also aging, as there are 10.8 million (~9%) elderly (over 65) in Guangdong, forecasted to grow to ~11% in 2030

1. The 9 GBA cities are part of Guangdong, making up >60% of the province's total population and ~80% of GDP in 2020

Source: Global Innovation Index 2021; HK department of Health; Guangdong Bureau of Statistics; Health Commission of Guangdong Province; HK Trade Development Council; China National Health Commission; EC Healthcare annual report 2021; press search

# Clear synergies are observed between, Wealth and Health among the affluent

## Wealth and health typically target the same segment(s)

- Affluent customers are more health conscious – 86% HNWI fear about their health deteriorating in the next decade
- Lifestyle-related diseases are prevalent among the affluent elderly (e.g., heart diseases, diabetes, hypertension)

59%

HK HNWI believe they will live to 100 years old – and they are concerned about healthcare costs associated with such a long life

~25%

HK elderly suffer from diabetes

## Market players are combining Wealth and Health propositions to help actively manage customers' health (from payor to partner)

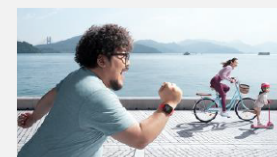
- **Wealth-Health Ecosystems** (e.g., AIA, Apollo, Ping An) create more engagement opportunities and give players more holistic customer insights
- **"New Care Models"**, with focus on proactive disease prevention, are found to reduce emergency admissions by 15-50% and readmission by 10-30%

## Customers enjoy one-stop-shop experience that caters to both Wealth and Health protection

- **Seamless experience:** One-stop centers combining wealth mgmt., insurance and medical check-up services (e.g., HSBC) are attractive to cross-border (GBA) customers
- **Engaging incentives:** Customers receive rewards and premium discounts (e.g., Manulife MOVE) for exercising
- **Longer planning horizon:** Customers can focus on planning their wealth & succession with greater confidence in their health

### Example: HSBC Life Well+

A reward program integrated with HSBC banking rewards/credit card: earn credit card refund or Reward Cash every month by meeting the monthly exercise target



# GBA presents a massive market for Wealth and Health Services

## What GBA is – 9 Guangdong cities + HK + Macau

- **Population:** 86 million (~5% of China total)
- **GDP:** USD 1.7tn (~12% of China total), similar in size to South Korea and Canada
- **Objective:** Facilitate HK's integration into the overall national development; support and lead China's economic development and opening up, through stronger collaboration among cities
- **Connectivity:** "One-hour living circle" – HK is well-connected to the rest of GBA by rail, bridge and seven land boundary crossings between HK & Shenzhen



## Why GBA is exciting – “Silicon Valley meets Wall Street”

Inspired by the San Francisco Bay Area, GBA aims to create and develop the **third largest city cluster in China** with:

- **An innovation and technology hub**, led by Shenzhen
  - 40+ tech “unicorns” have been created in GBA (of which ~30 from Shenzhen) with a total valuation of more than USD 1tn
- **A world-class financial center** – Hong Kong
  - With a total of USD 4.5 tn AUM in Asset and Wealth Mgmt. business, Hong Kong is Asia's largest hedge fund hub (USD 92 bn) and second largest PE hub (USD 160 bn) after Mainland China
  - Strong regulatory support (e.g., Wealth Mgmt. Connect scheme) to foster economic integration and strengthen HK's position as financial hub
- **A high-end manufacturing base**
  - **Dongguan:** 1/5 smartphones in the world are produced here
  - **Foshan:** Ranks 1<sup>st</sup> for investments in industrial tech transformation in Guangdong for 4 consecutive years
  - **Zhongshan:** Hosts 38 national-level industrial bases with focus on tech innovation

Source: HK Gov Bay Area website; Government statistics; GBA development blueprint; Greater Bay Area Development Blueprint by the State Council of PRC; KPMG; EurekaHedge; Deloitte; press research

# THANK YOU

For further information, please visit [www.agba.com](http://www.agba.com)



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