FUTU

FUTU NasdaqListed

FUTU Holdings Ltd.
Q4 And Full Year
2020 Earnings Results

Revenue & Net Income Hit Record-high Embarking On A New Journey To Global Markets

Q4 2020

Total revenues	YoY
HK$1,186.4 million (≈ US$ 153.0 million)	+282%

Net income (Non-GAAP)	YoY
HK$552.9 million (≈ US$ 71.3 million)	+1021%

FY 2020

Total revenues	YoY

HK$3,310.8million **+212%**

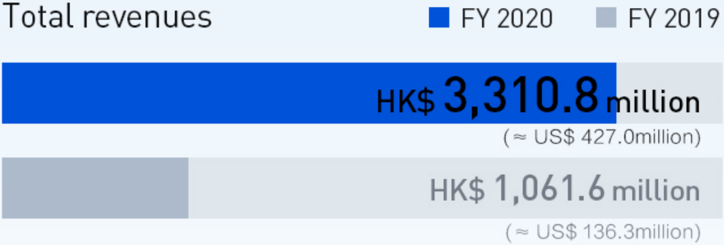
(≈ US$ 427.0 million)

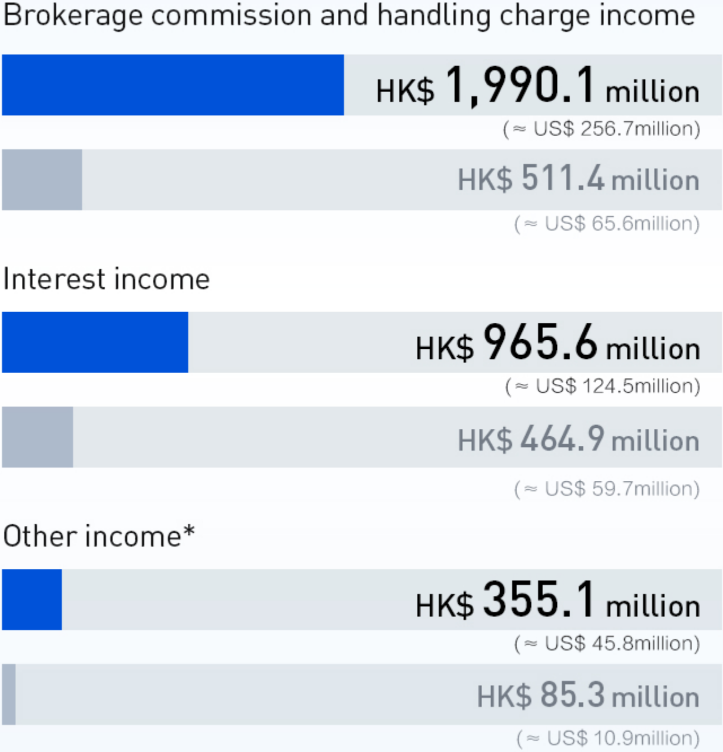
Net income (Non-GAAP) YoY

HK$1,364.0million **+651%**

(≈ US$ 175.9 million)

All Revenue Streams Record Robust Growth Total Revenues Doubled YoY

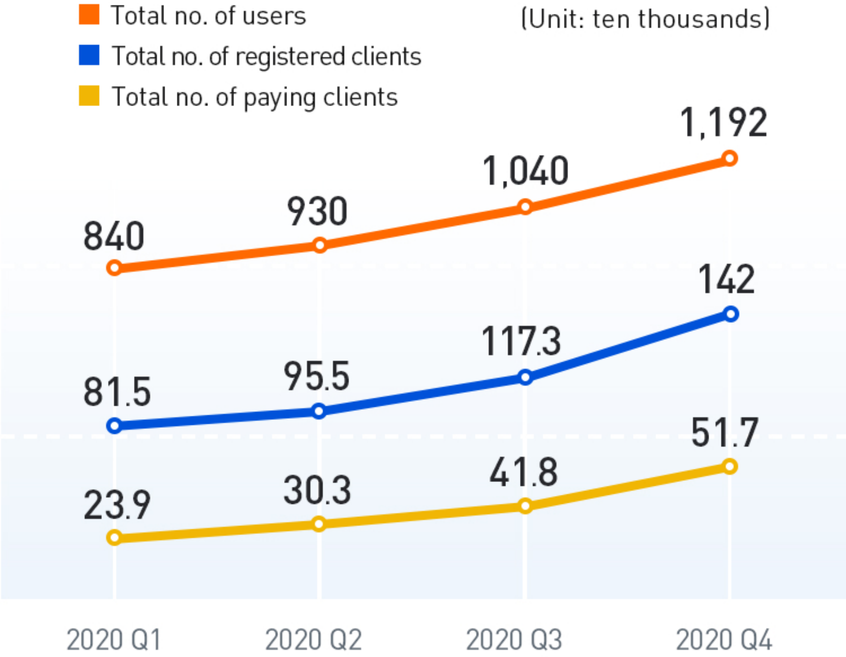




* Other income includes revenues from wealth management, enterprise services, etc.

Registered Clients Grow to Nearly 12 Million

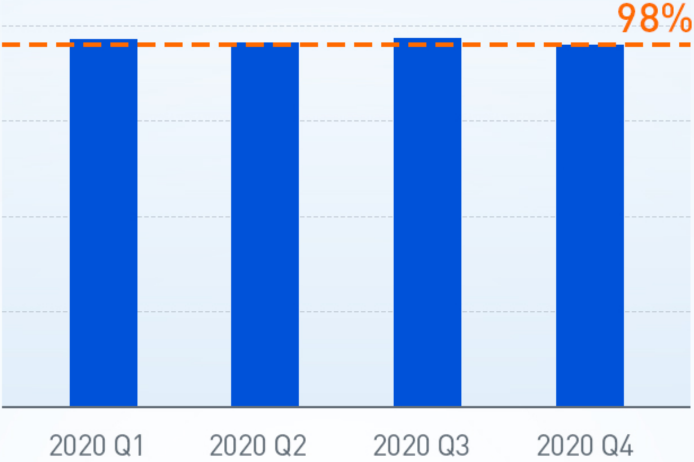
Industry Leadership Sustained



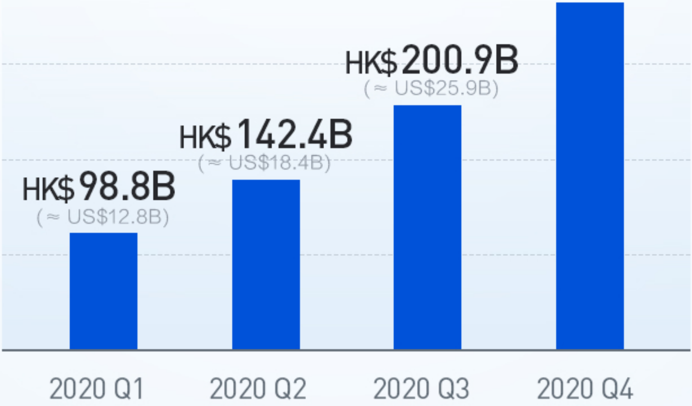
- Net paying client addition was **99K** in Q4
- No. of paying clients in Hong Kong surged by **260%** YoY in Q4

Trusted By Users Worldwide
Total Client Assets Set New High

■ Average client retention rate maintained at 98%



■ Total client assets hit a record high of HK$ 285B at quarter end



Ventures Into International Markets With Users From Over 200 Countries and Regions

HK and overseas markets contributed over half of the net paying client addition in Q4

>50%

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35 licenses and qualifications across

major financial markets

HK SAR	US	Singapore	Europe
19 +1▲	11 +2▲	3 +1▲	2

HK SAR	Leveraged Foreign Exchange Trading (Type 3)
Singapore	Capital Markets Services (CMS) License
US	Registered Investment Advisor
US	Registered with the National Futures Association

3 Business Sectors Record Dramatic Growth Continue to Deepen Diversified Growth Strategies

Brokerage

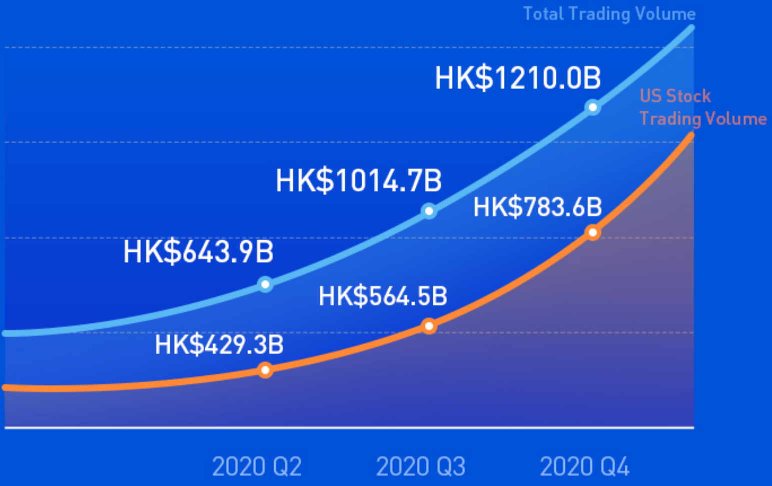
Wealth Management

Corporate Services

Brokerage Business Remains Strong Trading Volume in Q4 Surpasses 2019 Total

Q4 Trading Volume	YoY
HK$1.2 trillion (≈US$ 156.1billion)	+438%

Trading volume for US market hits HK$783.6B (US$ 101.1B), representing 65% of total trading volume.



Q4 DARTs (Daily average revenue trades)	YoY
462K	+340%

Wealth Management Business Achieves Solid Growth One-stop Platform in Accessing Global Quality Funds

AUM	Accumulated returns
over HK$10B	over HK$300M

Fund products continue to expand with some 100 picks from leading fund houses launched

Most popular investment funds in 2020

Equity Fund
BlackRock World Technology Fund

Bond Fund
ChinaAMC Select Fixed Income Allocation Fund

Money Market Fund
GaoTeng WeInvest Money Market Fund

Teamed with 39 leading financial institutions

BlackRock 贝莱德
Morgan Stanley 摩根士丹利
PIMCO
Allianz
T.RowePrice INVEST WITH CONFIDENCE
FRANKLIN TEMPLETON
CAPITAL GROUP
PICTET 1805 Asset Management
路博邁 NEUBERGER BERMAN

Leading Online Brokerage for HK and US IPO Listing One-stop ESOP Management Services Provider

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IPO & IR Services for US and HK markets
Cumulative clients **105**

ESOP Management Services
Cumulative clients **159**

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22 companies are on FUTU HK$10B+ Subscriptions IPO Roster

蓝月亮
POP MART
JDH 京东健康
一起®
YATSEN 逸仙电商
陆金所 Lufax.com

Preferred ESOP Services Provider across new economy companies

Healthcare & Medical

RemeGen, Yidu Tech, New Horizon Health

Consumer & Retail

POP MART, Miniso, Jiumaojiu

Automotive & Logistics

XPeng Motors, Tuhu, FOR-U Smart Freight

TMT

KE Holdings, Tencent Music, Tongcheng-Elong

Over 400 listed companies joined FUTU Page

45.5% of new US-listed Chinese companies in 2020 joined FUTU Page

明源云

蓝月亮

达达
达达一下 专业速达

YATSEN
逸仙电商

BAO ZUN

MINISO
名創優品
メイソウ

Make investing easier and not alone.

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All information contained herein are from Futu Holdings Limited results announcement and public information on the market. In case of discrepancy between the English version and the Chinese version, the English version shall prevail.

Unless otherwise noted, all translations between HKD and USD in this annual report were made at a rate of HK$7.7534 to US$1.00

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