moomoo

FUTU HOLDINGS LTD. (NASDAQ: FUTU) Q3 2024 RESULTS

Robust Global Growth Through Diversification and Localization

Total Revenues

US$442.3 M ≈ HK$3,436 M

Net Income (Non-GAAP)

US$180.0 M ≈ HK$1,398 M

Moomoo is Futu Holding's overseas independent brand

Registered users

24.12 M

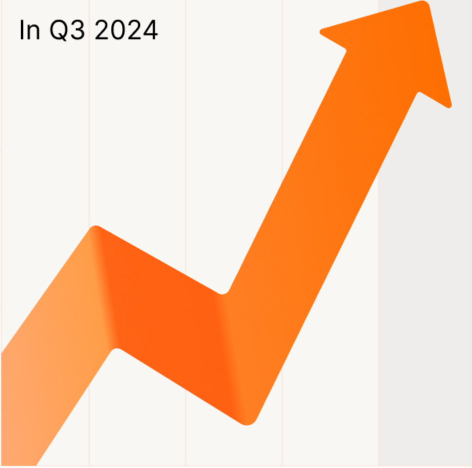
Registered clients

4.28 M

Paying clients

2.2 M

In Q3 2024



Client retention rate stayed high at **98%+**

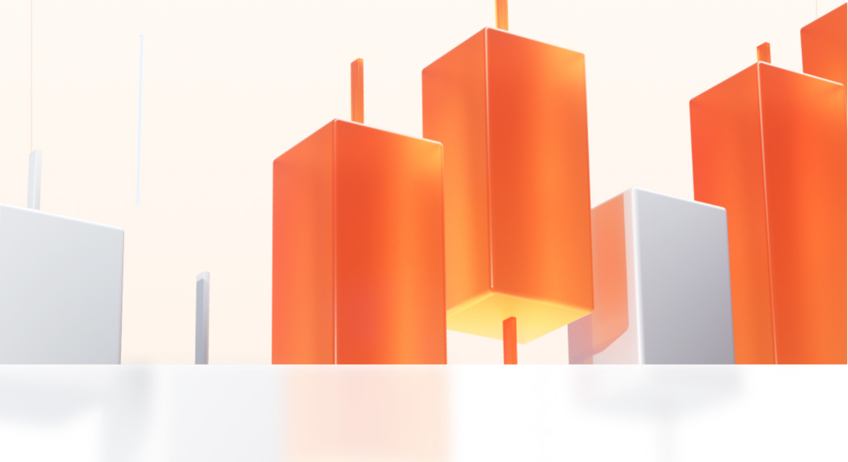
Client assets reached **US$89.2 B**

(≈ HK$693.4 B)

"M" = million; "B" = billion

US Stock Trading Volume Recorded Double-Digit QoQ Growth

Paying Clients in Japan, Canada and Malaysia Saw Double-Digit QoQ Increase



Continued Growth in Stock Trading Across Markets, Driven by Strategic Diversification

Sustained Strong Momentum of US Stock Trading While Maintaining Leading Position in Hong Kong ("HK")

US stock trading volume surged globally

+23% QoQ

+90% YoY

High double-digit QoQ increases in the US, Canada, and Malaysia

HK stock trading volume saw double-digit YoY growth

No.1 HK digital brokerage platform by HK stock trading volume

Total trading volume showed steady QoQ growth in Japanese, Singaporean, Malaysian, Canadian, Australian stocks, and China A-shares via Stock Connect

Further Expanded Offering to Meet the Diverse Needs of Investors Across Various Markets

Crypto trading was introduced in HK and Singapore, and has seen steady growth in both trading volume and active traders

Singapore stocks were introduced in HK to expand investors' access to global markets

Expanded access for Malaysian investors with Singapore stocks, HK stocks, China A-shares via Stock Connect, and US options

Became the leading online broker in Japan that offers the most US stocks in 24/5 trading hours

Launched the Dividend Reinvestment Plan for US stocks in Australia to cater to local investors' needs

Localization Strategy Propelled Business Growth

In HK, Optimized Services Drove Further Growth, Earning Increased Recognition With High-Net-Worth Clients

Total client assets and average client assets saw double-digit QoQ growth

Asset inflow from high-net-worth clients saw rapid growth

Number of physical service points increased to five with new openings of FUTU Stores, enhancing the ability to serve local users

全港最大 科技券商
成交 資產 用户 NO.1
富途分店
旺角
每3個香港人
就1人用富途
現金寶
又賺到
富途證券

Launched the "Universal Account" and "Futubull Membership Program" to enhance user experience

China A-shares via Stock Connect and HK stock trading soared at the end of Q3, with trading volume and number of traders increasing significantly

In Other Markets, Localization Strategy Delivered Results, Boosting Paying Clients and Client Assets

Paying clients soared across all markets

Double-digit QoQ increases in Japan, Canada, Malaysia, and Australia

Moomoo Malaysia surpassed **500,000 users** within seven months since inception

Client assets surged globally

High double-digit QoQ growth in Malaysia and Canada

Triple-digit YoY gains in the US, Singapore, and Australia

Deepening connections among local investment

communities

MooFest event, held in Singapore, Malaysia, and Japan, set new industry trends and attracted nearly **10,000 investors**

Sustained Growth Across Three Core Businesses

BROKERAGE BUSINESS

WEALTH MANAGEMENT

CORPORATE SERVICES

Strong Brokerage Business Performance

Q3 Total Trading Volume

US$245 B

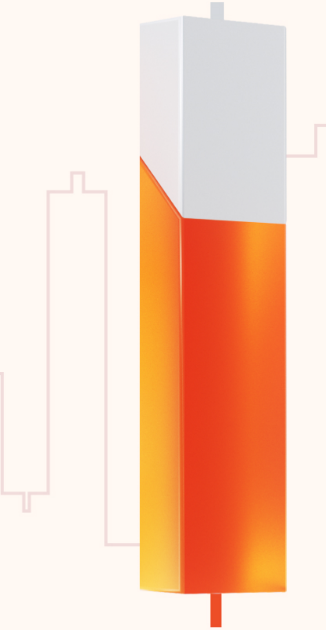
≈ HK$1.9 T

Q3 DARTs

(Daily Average Revenue Trades)

698,811

"T"=trillion



Wealth Management AUM Marked a Record High in Quarterly Growth

AUM surpassed **US$12.5 B** ≈ HK$97.3 B	**+87%** YoY **+22%** QoQ
Fund investors	**+14%** QoQ
Mutual fund AUM	**+23%** QoQ
Alternative product (including bonds) AUM	**+10%** QoQ

Accelerated business expansion to new markets

Total AUM in HK and Singapore grew steadily

Fund products were introduced in Japan and Malaysia

Diversified solutions by integrating global partnerships

Futu Money Plus partnered with a total of **91** financial institutions, offering a wide selection of investment products and services

Launched ETF Model Portfolios powered by BlackRock and GaoTeng respectively to help clients optimize asset allocation

Upgraded intelligent Robo-Advisor services to deliver more customized investment solutions

Expanded IPO and IR Services With Strengthened Global

Connectivity

Total number of IPO and IR clients reached **461**

Underwrote the three largest HK IPOs by the end of Q3

IR services expanded to cover more markets and organizations, with stock exchange Bursa Malaysia and more Japanese companies added to Futu's community

ESOP clients totaled **748**

Enhanced Investor Education Significantly Boosted Global User Engagement

The number of learners and daily active users ("DAUs") of Futubull's courses

+20% QoQ

Continued DAU growth of Moomoo Learn brought the total number of learners to nearly

400,000 in Q3

Rising Recognition and Popularity Among Global

Investment Community

No.1 brokerage in HK, Singapore and Malaysia by downloads and DAUs*

brokerage on TradingView by user ratings

*Source: data.ai

Top 3 online brokerage in Japan by downloads*

Earned Prestigious Industry Recognition

Singapore

Clinched **Investment Tech of the Year** at the 2024 Asia Fintech Awards

Awarded the **Best Retail Broker** for two consecutive years by the Securities Investors Association (Singapore)

US

Named the **Best Day Trading Platform** by CNN Underscored

HK

Named **Outstanding Private Wealth Management Platform for Innovation** by Capital Magazine

INVEST SMARTER

*All information provided is sourced from Futu Holdings Limited's results announcements and publicly available market data. In case of any discrepancy between the English and Chinese versions, the English version shall prevail.

*Unless stated otherwise, the exchange rate used is HK$7.7693 to US$1.00.

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