



## Investor Relations Management ( IRM )

投资者关系管理平台简介

如今的资本市场，可供投资者选择的投资项目层出叠见，作为上市公司，只在财务状况、管理水平、业务能力等层面达到相应目标已不再足以吸引投资者。公司还需配合本身不同的发展阶段，积极精准的定位适合公司的投资者，向其传递有关公司核心竞争力及发展潜力等信息。

另一方面，受MiFID II新规影响，集中度本来就高的券商研究行业，未来集中度很可能进一步提高。一些中小型券商的在研究无法带来佣金的情况会进一步退出市场，直至形成大投行的垄断局面。并且，路演可能需要单独列支费用，只依靠券商路演的模式接触的投资者范围将会越来越小。

CapitalConnect（资本互联）正是在此背景下成立。我们是一家独立运营的资本市场解决方案提供商，旨在从分析股东构成、优化股东结构、提升股东价值等方面为上市公司客户提供研究及咨询服务。

由资本互联国际自主研发的**投资者关系管理系统(IRM)**  
通过**人工智能**，合并了海量金融数据源\*的内容，运用**数字化**的投资者关系管理平台

## 一站式解决方案

人工智能+金融数据+精准分析=深度精准的投资者关系管理

## 主要功能

### ② 掌握现有股东情况

轻松从海量数据中了解到上市公司及可比的机构/基金持股情况

### ① 资本市场客户管理系统 (CRM)

CRM功能极大的节省了投关团队时间，提高工作效率

### ④ 全球路演规划

在全球范围内定位不同类型的投资者、对已识别的潜在投资者进行邀约、以及管理所有路演安排

### ③ 锁定潜在投资者

数据挖掘技术为客户精准定位潜在投资者



## 深度管理投资者关系

股东身份认证、股东投票沟通、IR服务工具包等全方位覆盖投关深度服务需求

\*来源于集团20年以上的信息积累及业界领先的第三方金融数据平台

# 主要功能一：资本市场客户管理系统 (CRM)



随时记录各类投资者关系活动，提高企业投关效率，形成量化分析报告

The screenshot displays two overlapping windows from a CRM system. The background window is titled '添加活动' (Add Activity) and includes a sidebar with filters for '活动类型' (Activity Type), '日期' (Date), '地点' (Location), '优先' (Priority), '参与者姓名' (Participant Name), '公司' (Company), '提醒' (Reminder), and '亮点' (Highlight). The main area shows a dropdown menu for activity types (会议, 会议, 呼叫, 电话会议, 分析师见面, 任务, 路演, 投资者日, 最高) and input fields for time (12:15 PM), end time, and duration.

The foreground window is titled '联系' (Contacts) and shows a grid of contact profiles. Each profile includes a name, a placeholder for a profile picture, and contact details such as title, company, phone number, and email address.

| 姓名              | 职位                 | 公司           | 联系电话         | 电子邮件                 |
|-----------------|--------------------|--------------|--------------|----------------------|
| Vicky Zhu       | Research Associate | CLSA         | +85226008789 | vicky.zhu@cls.com    |
| Feng Zhou       | ir                 | wonderfulsly | +85239702160 | fengzhou@wsfg.com    |
| quintus ma      | cc                 | cc           | +12345678    | 123@yahoo.com        |
| jamie zhao zhao |                    |              | +96040423    | jamiezhao@gmail.com  |
| Elijah Zhao     |                    |              | +96040423    | elijahzhao@gmail.com |
| Mike Dantony    |                    |              | +39702160    | mike@invesco.com     |

# 主要功能二：掌握现有股东情况



查询机构股东持股规模，精准分析机构股东投资风格/换手率/资产管理规模/现金余额/资产配置状况等

历史持股
主页 > 股权分析 > 历史持股

**机构持股**

| 公司名称                                   | 最新持股        | 31-Mar-2018 | 31-Dec-2017 | 30-Sep-2017 | 30-Jun-2017 | 31-Mar-2017 | 31-Dec-2016 | 风格     |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------|
| Hang Seng Investment Management Ltd.   | 721,458,402 | 721,458,402 | 721,458,402 | 737,142,821 | 764,503,859 | 466,928,957 | 533,477,210 | Index  |
| The Vanguard Group, Inc.               | 718,070,812 | 718,070,812 | 706,746,812 | 701,385,552 | 685,128,055 | 660,636,055 | 641,996,230 | Index  |
| BlackRock Fund Advisors                | 644,833,500 | 644,833,500 | 577,551,500 | 510,869,300 | 498,752,900 | 462,897,800 | 511,309,200 | Index  |
| Value Partners Ltd.                    | 339,098,000 | 339,098,000 | 339,098,000 | 339,168,000 | 339,168,000 | 377,160,000 | 377,160,000 | GARP   |
| Aberdeen Asset Managers Ltd.           | 291,128,295 | 291,128,295 | 291,128,295 | 289,240,295 | 291,610,295 | 291,130,295 | 292,058,295 | Growth |
| Norges Bank Investment Management      | 264,976,628 | 264,976,628 | 264,976,628 | 245,355,133 | 245,355,133 | 245,355,133 | 245,355,133 | Growth |
| State Street Global Advisors Asia Ltd. | 221,488,172 | 221,488,172 | 221,488,172 | 224,570,568 | 238,923,591 | 223,352,172 | 236,696,377 | Index  |

区域分类

风格分类

周转率分类

投资者类型分类

**机构持股历史**

| 机构名称                                       | 持有股数 (000) | 持股变化 (000) | 市值 (000)  | 选择日期       | 风格     | %占已发行股数 | %占投资组合 | 资产管理规模 (百万) | 换手率      | 归属母公司                        | 国家             | 地区            |
|--|------------|------------|-----------|------------|--------|---------|--------|-------------|----------|------------------------------|----------------|---------------|
| The Vanguard Group, Inc.                   | 726,619    | 11,646     | 4,018,214 | 02/28/2018 | Index  | 3.44    | 0.03   | 1,894,036   | Very Low | The Vanguard Group, Inc.     | United States  | North America |
| BlackRock Fund Advisors                    | 644,834    | 67,282     | 3,546,592 | 03/27/2018 | Index  | 3.06    | 0.02   | 1,967,150   | Very Low | BlackRock, Inc.              | United States  | North America |
| Value Partners Ltd.                        | 339,098    | 0          | 1,848,078 | 12/31/2017 | Value  | 1.61    | 3.38   | 6,996       | Very Low | Value Partners Group Ltd.    | Hong Kong      | Asia          |
| Norges Bank Investment Management          | 264,977    | 0          | 1,444,118 | 12/31/2017 | Growth | 1.26    | 0.05   | 397,582     |          | Government of Norway         | Norway         | Europe        |
| Dimensional Fund Advisors LP               | 227,642    | 0          | 1,240,647 | 12/31/2017 | Growth | 1.08    | 0.04   | 398,446     | Very Low | Dimensional Fund Advisors LP | United States  | North America |
| State Street Global Advisors Asia Ltd.     | 221,488    | 0          | 1,207,107 | 12/31/2017 | Index  | 1.05    | 1.22   | 12,652      |          | State Street Corp.           | Hong Kong      | Asia          |
| Allianz Global Investors Asia Pacific Ltd. | 185,940    | 1,966      | 1,020,809 | 03/28/2018 | Growth | 0.88    | 1.81   | 7,196       | Low      | Allianz SE                   | Hong Kong      | Asia          |
| Hermes Investment Management Ltd.          | 165,700    | 0          | 869,927   | 11/30/2017 | Growth | 0.79    | 0.73   | 15,273      | Low      | BT Group Plc                 | United Kingdom | Europe        |

**机构买家**

| 机构  | 持有股数 (000) | 持股变化 (000) | 市值 (000)  | 选择日期       | 风格         | %占已发行股数 | %占投资组合 | 资产管理规模 (百万) |
|---|------------|------------|-----------|------------|------------|---------|--------|-------------|
| BlackRock Fund Advisors                   | 644,834    | 67,282     | 3,546,592 | 03/27/2018 | Index      | 3.06    | 0.02   | 1,967,150   |
| Henderson Global Investors Ltd.           | 120,942    | 37,856     | 668,811   | 02/28/2018 | Growth     | 0.57    | 0.04   | 222,181     |
| BlackRock Investment Management (UK) Ltd. | 114,842    | 28,496     | 631,630   | 03/27/2018 | Growth     | 0.54    | 0.04   | 201,930     |
| ANIMA Sgr SpA                             | 47,940     | 22,833     | 265,107   | 02/28/2018 | GARP       | 0.23    | 0.23   | 14,864      |
| The Vanguard Group, Inc.                  | 726,619    | 11,646     | 4,018,214 | 02/28/2018 | Index      | 3.44    | 0.03   | 1,894,036   |
| BlackRock International Ltd.              | 40,645     | 9,923      | 223,548   | 03/27/2018 | Deep Value | 0.19    | 0.62   | 4,625       |
| Candriam Belgium SA                       | 27,300     | 9,350      | 150,969   | 02/28/2018 | Growth     | 0.13    | 0.13   | 15,218      |

买家风格分解

买家换手率分类

# 主要功能三：锁定潜在投资者



通过大数据分析技术，匹配企业现况，精准定位\*上市公司潜在投资者

### 投资者锁定

搜索

按资金/机构搜索

大洲

- Africa
- Asia
- Europe
- Latin America

国家

- Andorra
- Argentina
- Australia
- Austria

风格

- Aggressive Growth
- Deep Value
- GARP
- Growth

换手率

- High
- Low
- Medium
- Very High

### 机构买家

十大地区

十大风格

十大机构买家

| 股东   | 持股股数 (000) | 持股变化 (000) | 市值 (000)  | 选择日期       | 风格         | %占已发行股数 | 国家             |
|--|------------|------------|-----------|------------|------------|---------|----------------|
| BlackRock Fund Advisors                    | 644,834    | 67,282     | 3,546,592 | 03/27/2018 | Index      | 3.06    | United States  |
| Henderson Global Investors Ltd.            | 120,942    | 37,856     | 668,811   | 02/28/2018 | Growth     | 0.57    | United Kingdom |
| BlackRock Investment Management (UK) Ltd.  | 114,842    | 28,496     | 631,630   | 03/27/2018 | Growth     | 0.54    | United Kingdom |
| ANIMA Sgr SpA                              | 47,940     | 22,833     | 265,107   | 02/28/2018 | GARP       | 0.23    | Italy          |
| The Vanguard Group, Inc.                   | 726,619    | 11,646     | 4,018,214 | 02/28/2018 | Index      | 3.44    | United States  |
| BlackRock International Ltd.               | 40,645     | 9,923      | 223,548   | 03/27/2018 | Deep Value | 0.19    | United Kingdom |
| Charles Schwab Investment Management, Inc. | 55,781     | 4,517      | 300,660   | 03/29/2018 | Growth     | 0.26    | United States  |
| SSgA Funds Management, Inc.                | 37,047     | 4,300      | 199,682   | 03/29/2018 | Index      | 0.18    | United States  |
| Allianz Global Investors Asia Pacific Ltd. | 185,940    | 1,966      | 1,020,809 | 03/28/2018 | Growth     | 0.88    | Hong Kong      |
| HSBC Global Asset Management (UK) Ltd.     | 42,154     | 1,068      | 227,212   | 03/29/2018 | Growth     | 0.20    | United Kingdom |

### 基金买家

十大地区

十大风格

十大基金买家

| 股东  | 持股股数 (000) | 持股变化 (000) | 市值 (000)  | 选择日期       | 风格                | %占已发行股数 | 国家             |
|---|------------|------------|-----------|------------|-------------------|---------|----------------|
| Henderson Invnt. Fds. Series I - China Opportunities Fund | 61,814     | 25,814     | 341,830   | 02/28/2018 | Aggressive Growth | 0.29    | United Kingdom |
| Ishares Core Msci Emerging Markets Etf                    | 160,344    | 19,264     | 864,250   | 03/29/2018 | Index             | 0.76    | United States  |
| Ishares China Large Cap Etf                               | 158,668    | 10,080     | 855,217   | 03/29/2018 | Index             | 0.75    | United States  |
| Ishares Msci Emerging Markets Etf                         | 161,674    | 9,120      | 871,419   | 03/29/2018 | Index             | 0.77    | United States  |
| Vanguard Total International Stock Index Fund             | 279,236    | 6,408      | 1,544,172 | 02/28/2018 | Index             | 1.32    | United States  |
| Ishares Msci China Etf                                    | 43,674     | 6,090      | 235,402   | 03/29/2018 | Index             | 0.21    | United States  |
| Jpmorgan Funds - Asia Pacific Income Fund                 | 58,350     | 4,550      | 361,769   | 01/31/2018 | Yield             | 0.28    | Hong Kong      |
| Vanguard Emerging Markets Stock Index Fund                | 353,812    | 2,672      | 1,956,573 | 02/28/2018 | Index             | 1.68    | United States  |
| Ishares Edge Msci Min Vol Emerging Markets Etf            | 52,462     | 340        | 282,769   | 03/29/2018 | Index             | 0.25    | United States  |
| Vanguard Ftse All World (ex-us) Index Fund                | 35,581     | 144        | 196,764   | 02/28/2018 | Index             | 0.17    | United States  |

\*具体情况需根据资料库覆盖范围

# 主要功能四：全球路演规划



在全球范围内定位不同类型的投资者、对已识别的潜在投资者进行邀约、以及管理所有路演安排

同业公司股东分类

機構


区域分类

| 细节            | %       | 价值        |
|---------------|---------|-----------|
| North America | 41.09 % | 4,967,150 |
| Asia          | 30.25 % | 3,656,508 |
| Europe        | 28.42 % | 3,435,752 |
| Pacific       | 0.21 %  | 25,990    |
| Middle East   | 0.00 %  | 112       |
| Africa        | 0.03 %  | 3,038     |

风格分类

- Growth
- Aggressive Growth
- GARP
- Yield
- Value
- Index

周转率分类



## 路演策划师

创建路演 管理路演

### 选择公司基金股东

- 7im Specialist Inv. Fds. - Emerging Markets Equity Value Fund
- Aa Mmf - Fom Asia-pacific Equities
- Aa Mmf - Profile 2
- Aa Mmf - Profile 3
- Aa Mmf - Profile 4
- Aa Mmf - Profile 5
- Aa Mmf - Profile 6
- Ab Asia (ex-japan) Equity Portfolio
- Ab Fcp I - Asia (ex-japan) Equity Portfolio
- Ab Fcp I - China Opportunity Portfolio
- Ab Fcp Ii - Emerging Market Value Portfolio
- Ab International Value Fund

### 选择对等基金股东

- 7im Specialist Inv. Fds. - Emerging Markets Equity Value Fund
- Aa Mmf - Blackrock Asia Pacific (ex-japan) Equities
- Aa Mmf - Fom Asia-pacific Equities
- Aa Mmf - Fom Emerging Market Equities
- Aa Mmf - Investec Emerging Market Equities
- Aa Mmf - Numeric Emerging Market Equities
- Aa Mmf - Profile 2
- Aa Mmf - Profile 3
- Aa Mmf - Profile 4
- Aa Mmf - Profile 5
- Aa Mmf - Profile 6
- Ab Emerging Markets Core

### 创建路演列表

\*具体情况需根据资料库覆盖范围



# 谢谢!

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联络我们



[irm@capitalconnect.hk](mailto:irm@capitalconnect.hk)