



**Investor Relations Management
(IRM)**

投资者关系管理平台简介

关于 CapitalConnect



如今的资本市场，可供投资者选择的投资项目层出不穷，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下会进一步退出市场，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

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

主要功能

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

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

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



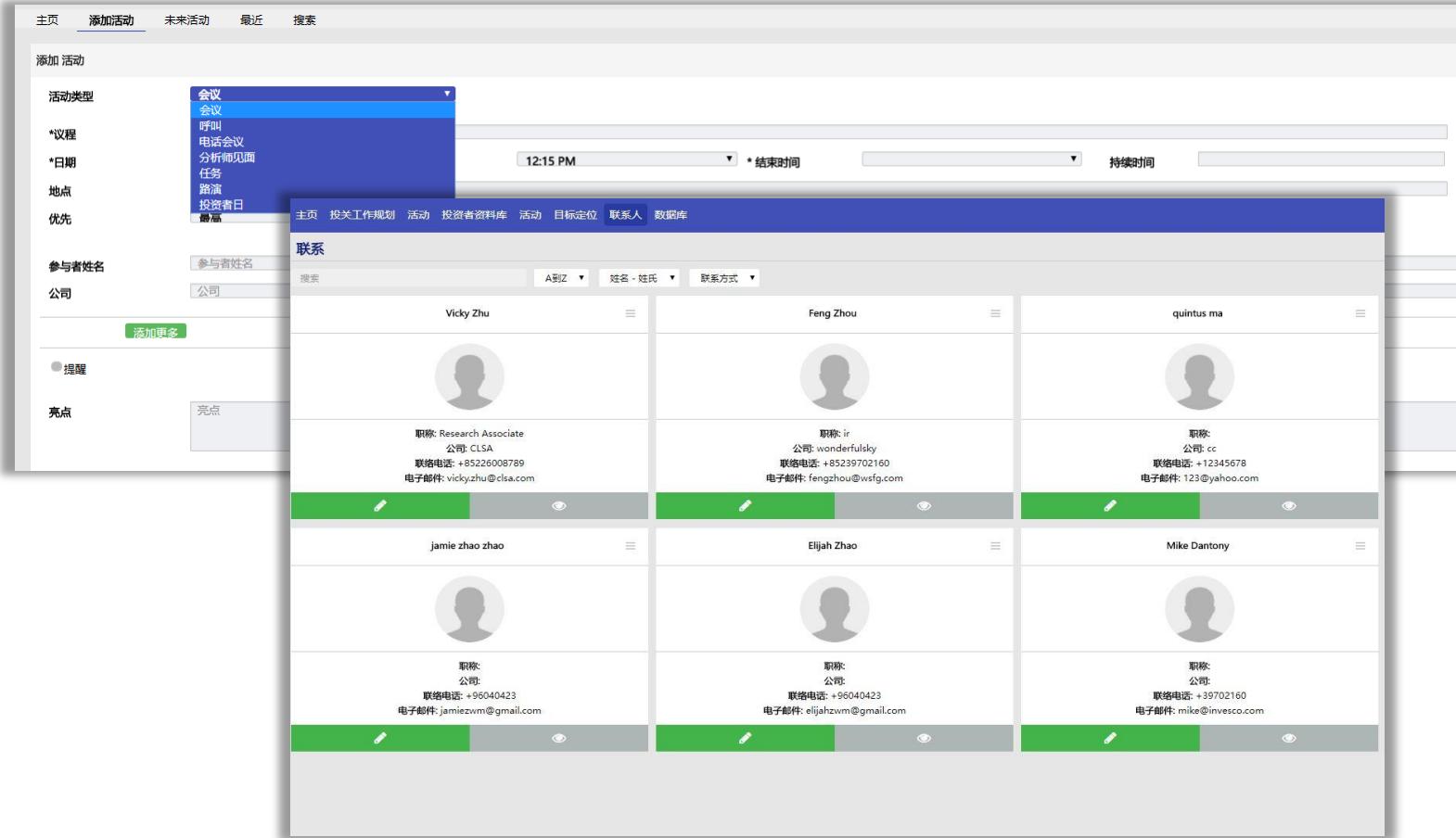
深度管理投资者关系

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

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 the Capital Connect CRM application's contact management module. The interface includes a sidebar with navigation links like '主页' (Home), '添加活动' (Add Activity), '未来活动' (Upcoming Activities), '最近' (Recent), and '搜索' (Search). The main area shows a grid of contact cards. Each card contains a profile picture, the contact's name, title, company, and email address. Below each card is a green toolbar with edit and delete icons. The contact list includes:

- Vicky Zhu: Research Associate, CLSA, +85226008789, vicky.zhu@clsa.com
- Feng Zhou: ir, wonderfulsky, +85239702160, fengzhou@wzfg.com
- quintus ma: cc, +12345678, 123@yahoo.com
- jamie zhao zhao: 职称未知, 公司未知, +96040423, jamiezvm@gmail.com
- Elijah Zhao: 职称未知, 公司未知, +96040423, elijahzwm@gmail.com
- Mike Dantony: 职称未知, 公司未知, +39702160, mike@invesco.com

主要功能二：掌握现有股东情况

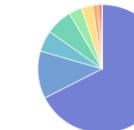
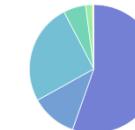
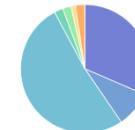


查询机构股东持股规模，精准分析机构股东投资风格/换手率/资产管理规模/现金余额/资产配置状况等

历史持股

机构控股

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	238,023,591	223,352,172	236,696,377	Index
Dimensional Fund Advisors								
Allianz Global Investors								
Hermes Investment Management								



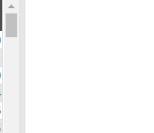
机构控股历史

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
Norges Bank Investment Management	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
Value Partners Ltd.	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	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	持股变化	市值	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
Dimensional Fund Advisors	7,700	7,454	10,561	03/28/2018 GARP		0.04	0.00	1,021

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
 Other

国家

Andora
 Argentina
 Australia
 Austria
 Brazil
 Canada
 Chile
 China
 France
 Germany
 India
 Italy
 Japan
 Mexico
 Netherlands
 Norway
 Portugal
 Russia
 South Africa
 Switzerland
 United Kingdom
 United States
 Venezuela

风格

Aggressive Growth
 Deep Value
 GARP
 Growth
 Income
 Large Cap
 Mid Cap
 Small Cap
 Value

换手率

High
 Low
 Medium
 Very High
 Ultra High

机构买家

十大地区

十大风格

十大机构买家

股东	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	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	300,661	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	持有股数 (000)	持股变化 (000)	市值 (000)	选择日期	风格	%占已发行股数	国家
Henderson Inv. 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

风格	细节
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**

基金

区域分类

选择公司基金股东

- 7im Specialist Invt. 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 Invt. 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！

联络我们



irm@capitalconnect.hk