

Taking Advantage of ICBC Clearing Bank's Strength to Advance the Development of Trade & Commerce between Singapore and Shaanxi



April 2015 Singapore

I Introduction of ICBC and ICBC Singapore Branch

II The Development of Singapore Offshore RMB Market

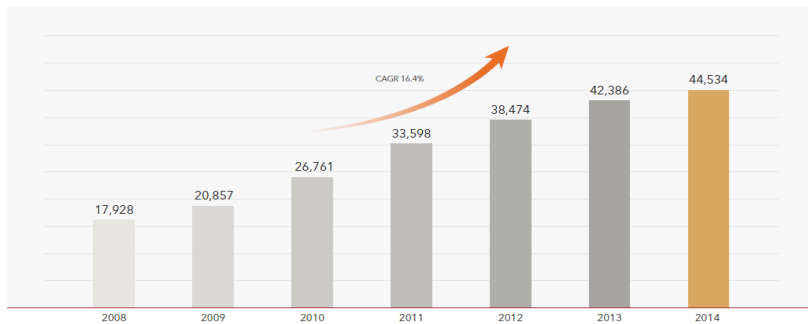
III Advance the Development of Trade & Commerce between Singapore and Shaanxi

I Introduction of ICBC and ICBC Singapore Branch

About ICBC

Net Profit

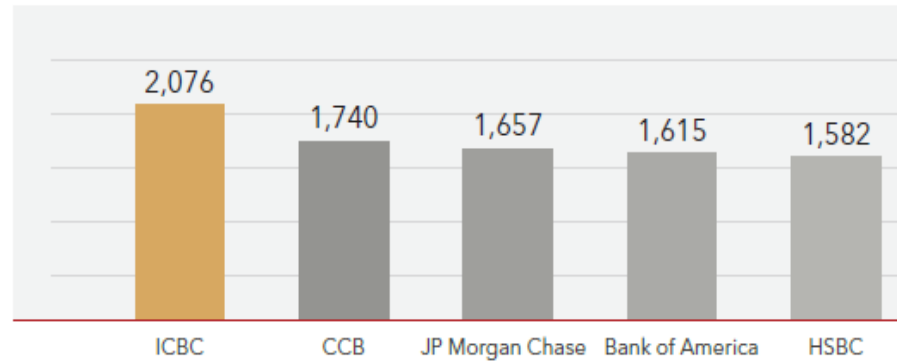
(USD million)



Since 2008, as the Most Profitable Bank in the World for 7 years

Tier-one capital

(USD 100M)

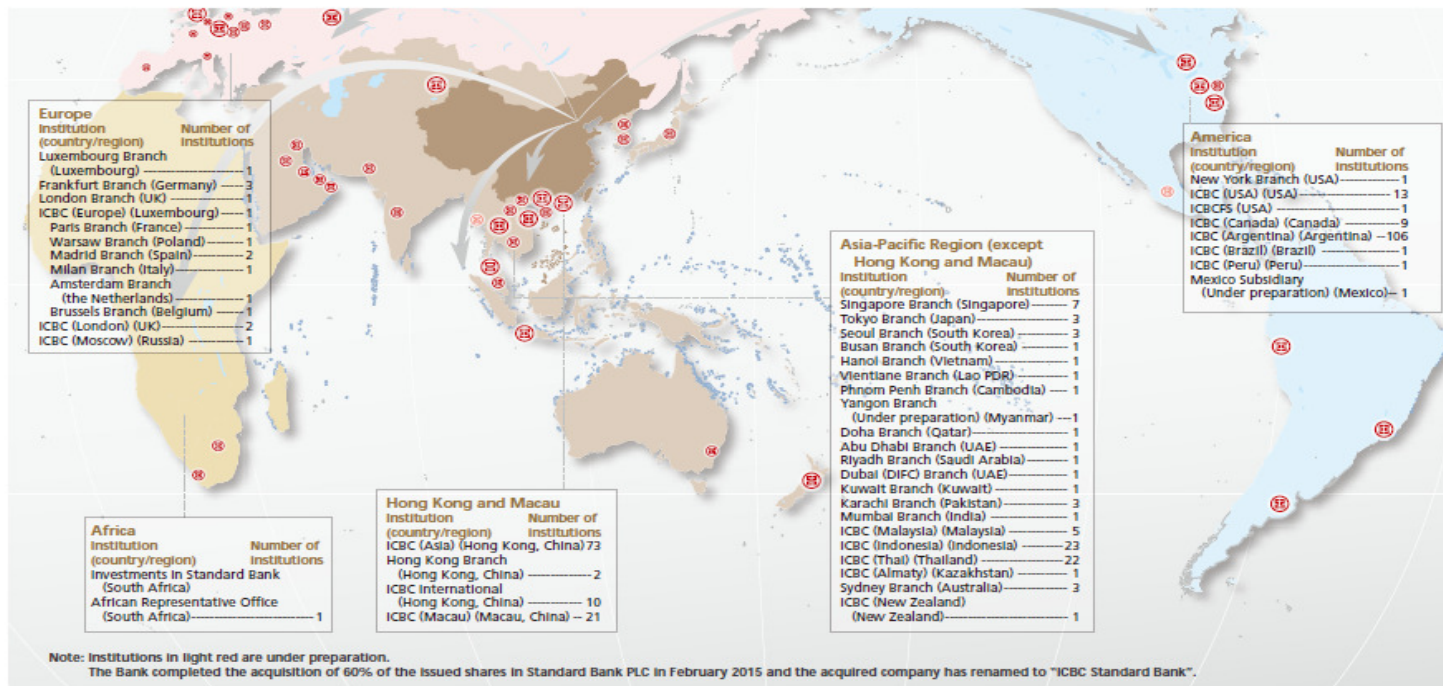


The 1st place among Top 1000 World Banks

International Awards

 <p>Forbes The 1st place among the Global 2,000 (Overall ranking in terms of four aspects: sales, profit, assets and market value)</p>	 <p>The Banker The 1st place among Top 1,000 World Banks (Ranking in terms of tier-1 capital of the Bank) Global Bank of the Year Bank of the Year in Asia-pacific Bank of the Year in China</p>	<p>Fortune</p>  <p>The 25th place among the Global 500 Ranked first among all commercial banks (Ranking in terms of revenue)</p>	
<p>Euromoney</p>  <p>Best Investment Bank in China</p>	<p>Global Finance</p>  <p>Best Sub-Custodian Bank in China Best Corporate/Institutional Internet Banks</p>	<p>Asiamoney</p>  <p>Best Bank in China Best Private Bank in China</p>	 <p>Domestic Top Rated Provider (China)</p>
<p>Asiamoney</p>  <p>Best Domestic Bank in China</p>	<p>The Asian Banker</p>  <p>The Leading Counterparty Bank in China Best Large-Scale Retail Bank in China Best Asian International Transaction Bank Best Cash Management Bank in China</p>	<p>The Asset</p>  <p>Best Domestic Bank in China Best Cash Management (China) Best Domestic Custodian (China) Best Private Bank in China</p>	

About ICBC



➤ **The most extensive global network:**

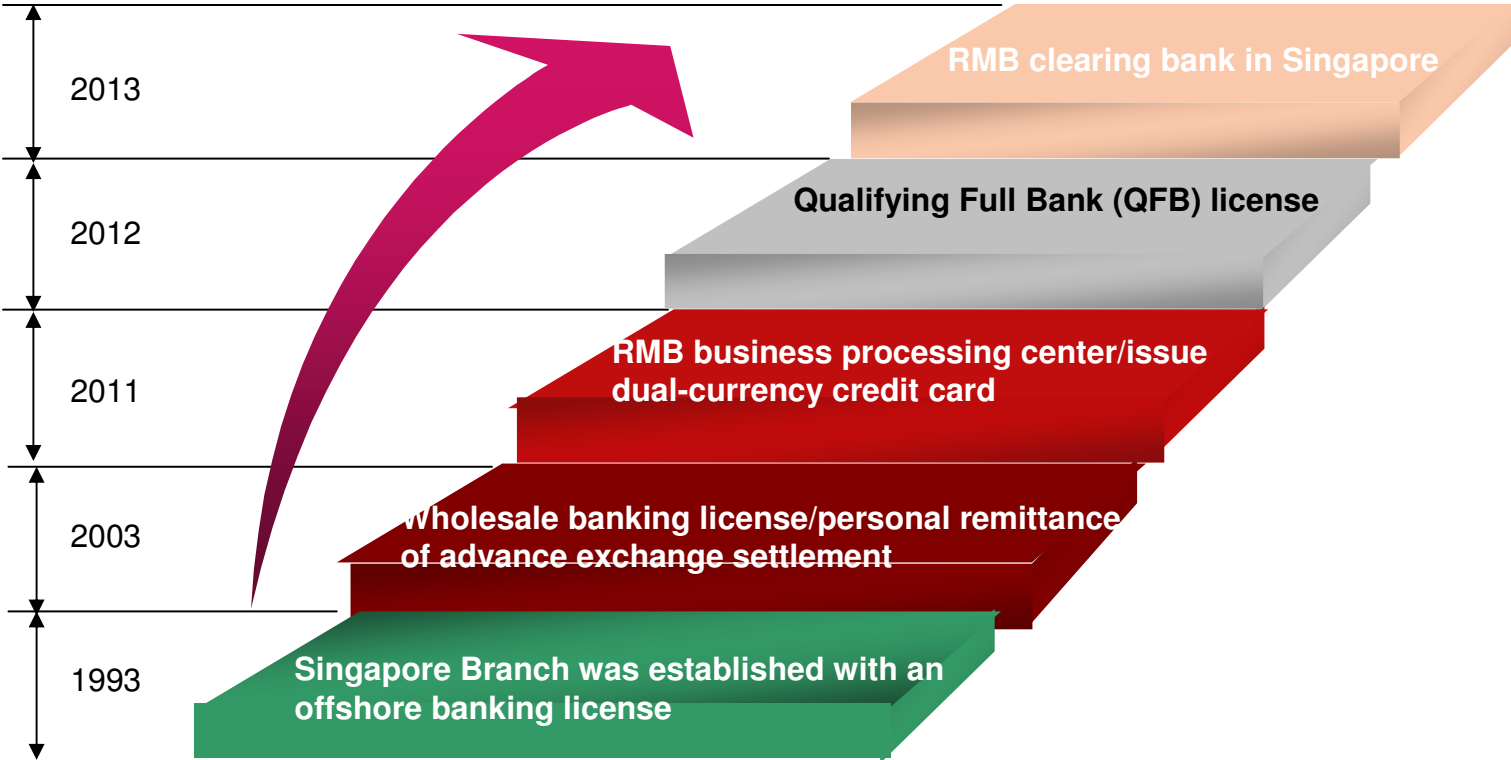
397 branches and subsidiaries in over 42 countries and regions; covers 18 African countries through equity investment in Standard Bank of South Africa

➤ **The widest coverage among Chinese banks along “One Belt, One Road” countries:**

ICBC already has presence in 18 countries along the “One Belt, One Road”

➤ **The first among Chinese banks to have overseas RMB clearing banks across 3 major time zones of Asia, Europe and America:**

Designated RMB clearing bank by PBOC in 5 countries ie Singapore, Luxemburg, Qatar, Canada and Thailand thus forming the worldwide clearing network



About ICBC Singapore Branch – Network

- By the end of 2014, ICBC Singapore has 5 sub-branches and 206 employees





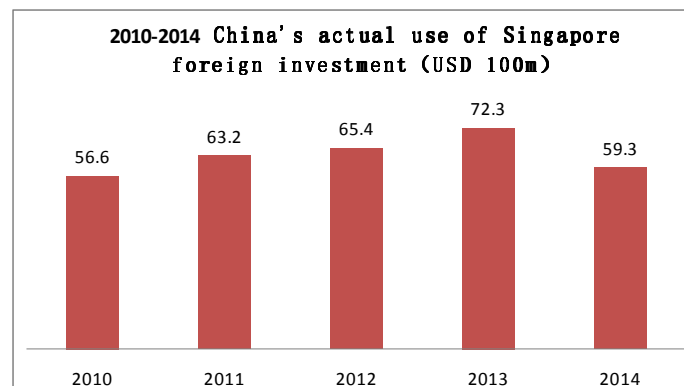
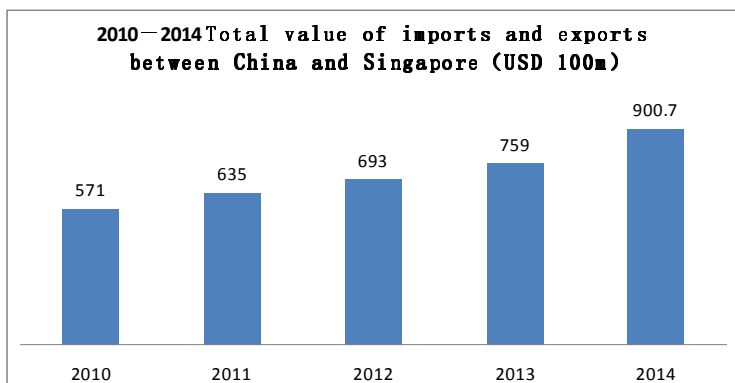
- **Mission: The bilateral economic and trade bridge between China and Singapore**
- **Vision: The preferred bank for RMB business in Singapore**
- **Values: Integrity Leads to Prosperity**

II The Development of Singapore Offshore RMB Market

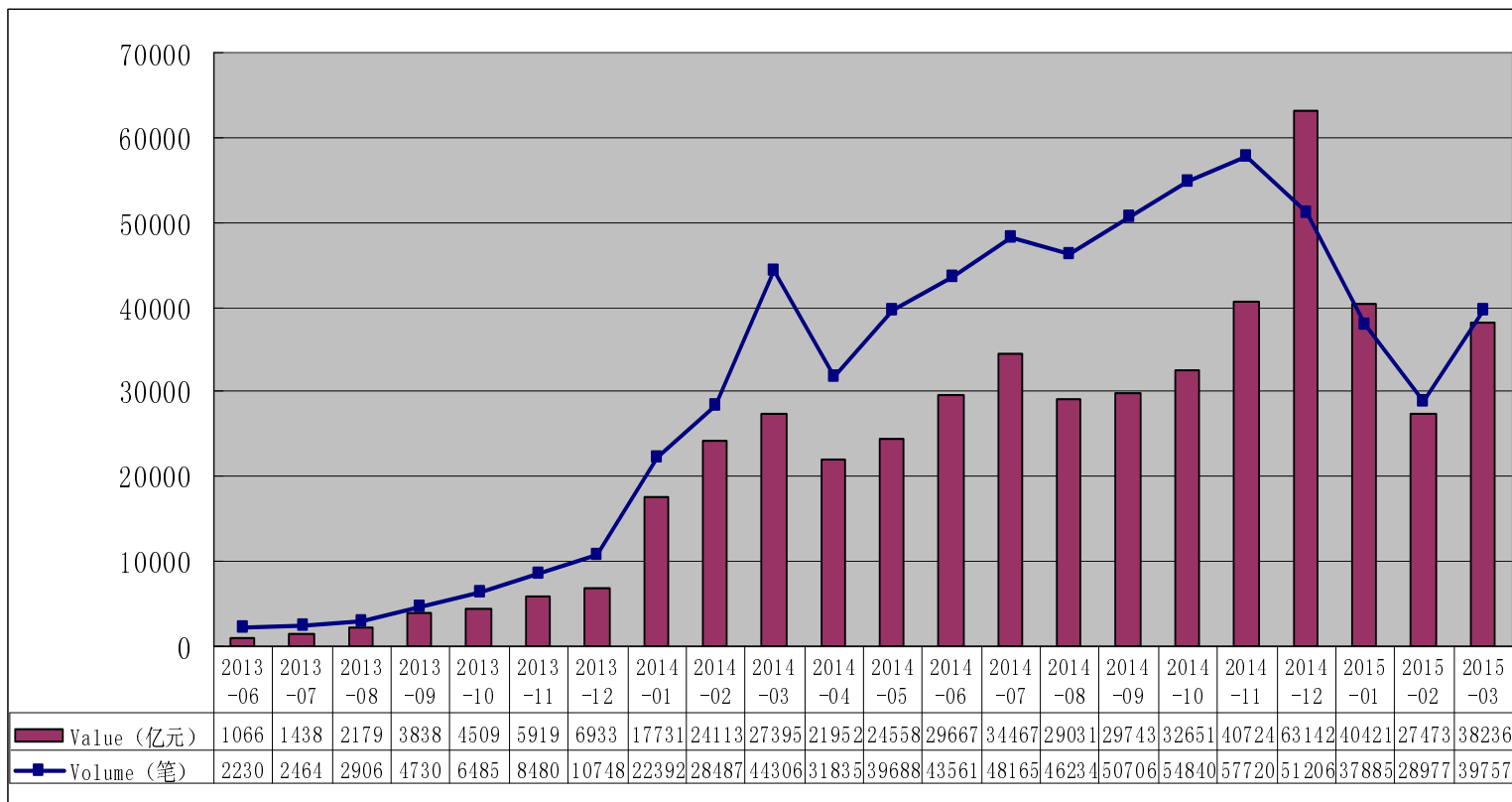
Sound financial market environment

- The only Asian country (one of the eleven countries in the world) rated AAA by Fitch, Moody's and S&P
- In 2014 Singapore was ranked the 3rd most competitive country after USA and Switzerland
- Ranked No.1 by World Bank for Best Business Environment for 8 years consecutively
- Surpassed Japan to be Asia's largest and the world's third largest FX center
- Private banking & asset management center in Asia Pacific
- Major oil and commodity trading center of Asia

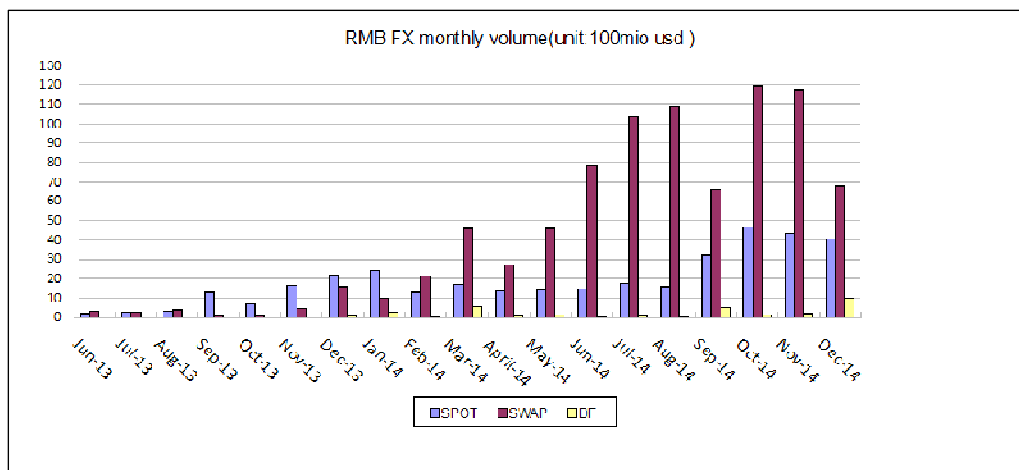
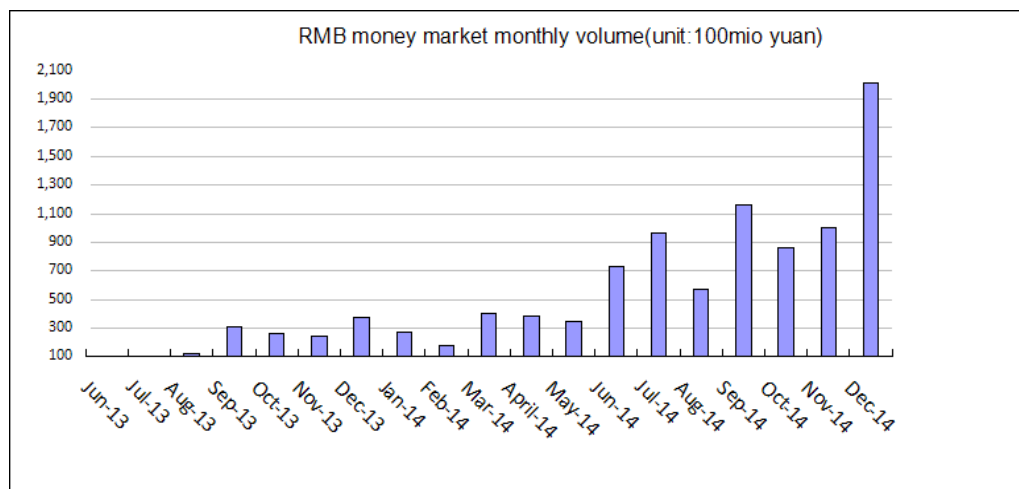
Trade and economic cooperation



RMB clearing value and volume



RMB Forex Transaction Trend

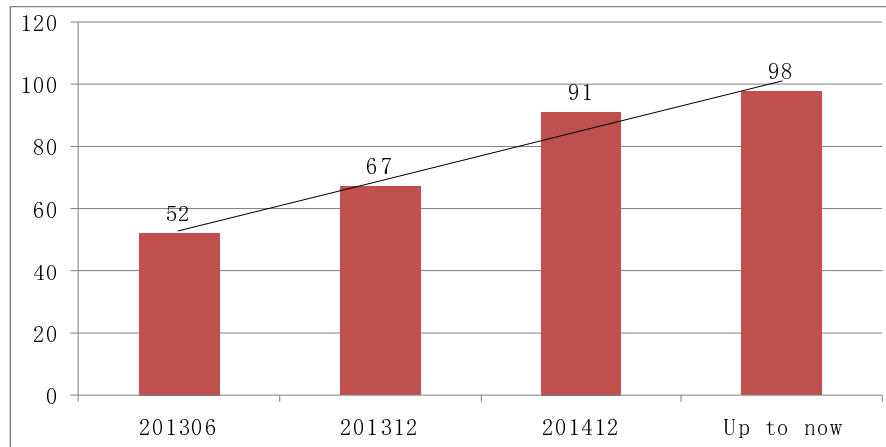


Development of RMB Lion City bond

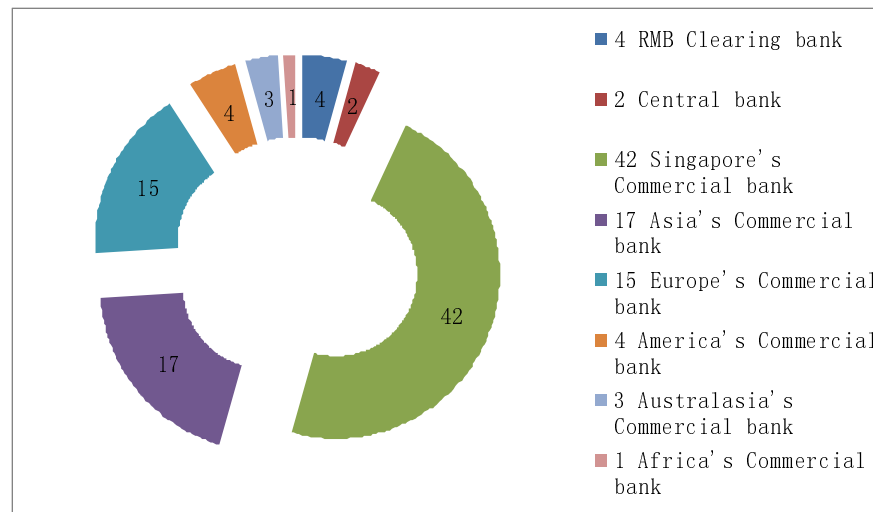
So far, 10 institutions have issued offshore RMB bonds (Lion City Bonds) in Singapore, involving a total amount of RMB17.2 billion ; ICBC Singapore participated in the underwriting of total amount of RMB10.8billion, accounting for 63% of the total amount, ranked 1st among peers



Fast growing numbers of Participating Banks



Clearing coverage in 38 countries and regions



The First Singapore RMB Syndicated Loan

Offering RMB syndicated loans to bulk commodity traders to facilitate their payments to Chinese counterparties

Cross-border RMB direct investment

RFDI 、 RODI

The first RMB Intra-group loan

Advising Singapore companies in China to facilitate the disbursement of intra-group RMB loans outside China

The first cross-border RMB loan

Arranged the first cross-border direct RMB loans for companies in financial pilot zones ie Shanghai Free Trade Zone, Suzhou Industry Park, Tianjin Echo City and Guangxi

The first RMB two way cash pool

Implementing the first cross-border RMB two way cash pool between Singapore and Shanghai FTZ for ICBC SG's corporate clients

The RMB Products innovation of Singapore RMB Clearing Bank

RMB Debt Capital Markets

- Established the 1st debt capital market team among Chinese banks in Singapore
- Successfully helped China Development Bank to issue offshore RMB bond
- Underwrote the first Lion City Bond for a Chinese corporate/ Singapore corporate
- Underwrote the largest Lion City Bond for a financial institution (dual listed in Singapore and Taiwan)

RQFII Business

- Organized RQFII products seminar jointly with MAS
- Held RQFII Forum in Singapore
- Our branch has assisted 5 Singapore institutions apply for RQFII license

Central bank and non-bank institution marketing

- Attracted RMB deposits totalling RMB16billion from 7 overseas central banks and sovereign wealth funds
- Visited more than 20 central banks to promote RMB related business cooperation

RMB FX Transactions

- First direct RMB/SGD transaction
- First RMB futures transaction
- First RMB transaction with Free Trade Account in Shanghai Free Trade Zone

Policy Interpretation

- Translate RMB related policies into English
- Provide consultancy and explanation to participating banks on RMB policies

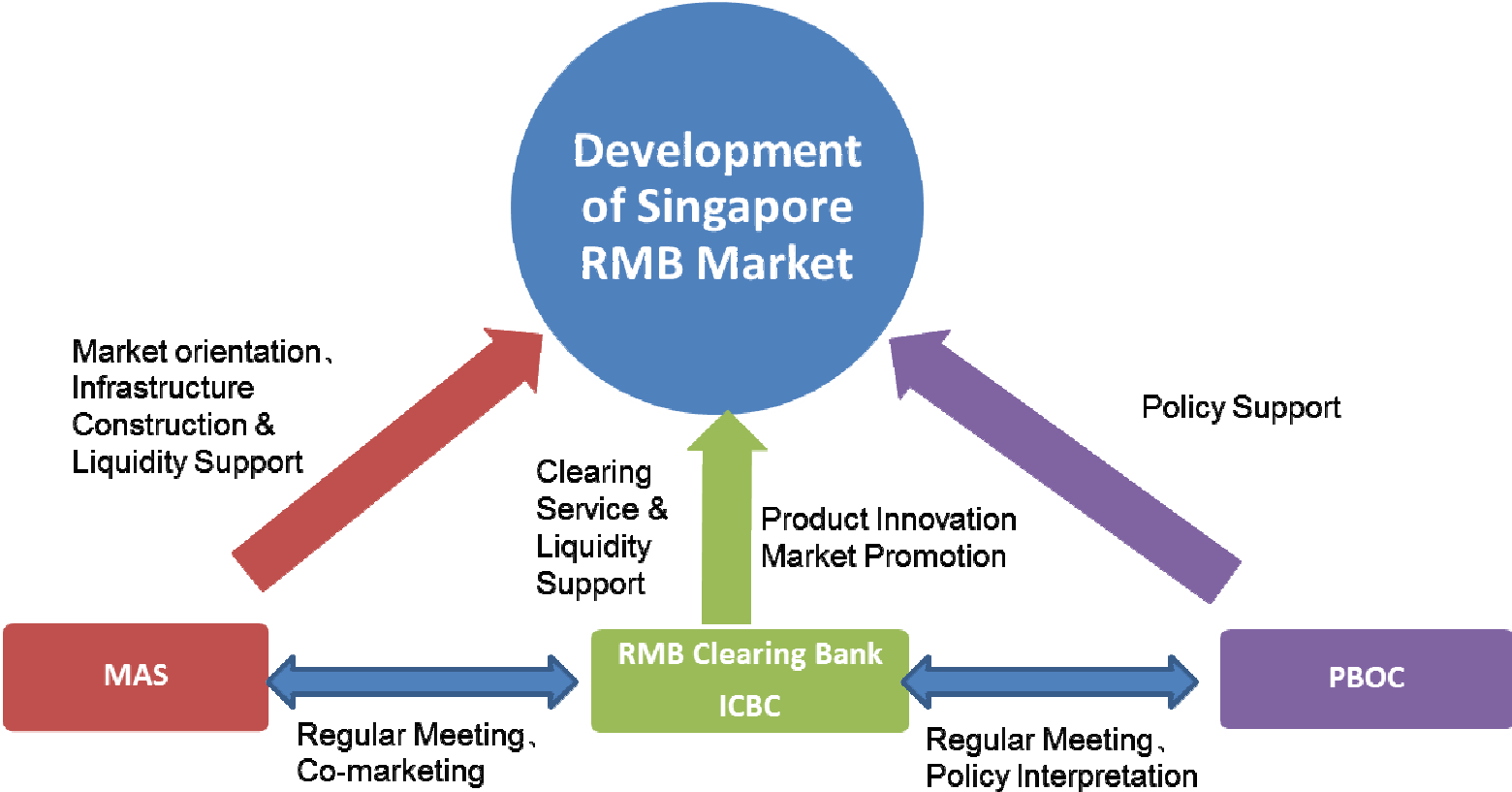
Training

- Provided introduction and training on RMB clearing to participating banks, and workshops to CIMB and UOB
- Provided training on cross border RMB businesses to MAS, IE Singapore, EDB, SGX, etc
- Provided training on cross border RMB businesses to Temasek, GIC, Keppel, etc

Promotion

- Organised many RMB business promotion seminars jointly with China Embassy, Chinese Enterprises Association, China chambers and law firms
- Organised roadshows on cross border RMB businesses in South East Asia jointly with MAS
- Held the largest RQFII Forum in Singapore
- Held the first “RMB Internationalisation Summit” in Singapore
- Held a Forum on “Lion City Bonds: Embarking on a New Journey in RMB Internationalisation” in Beijing jointly with MAS and SGX

Leading and cultivating RMB Market development of Singapore

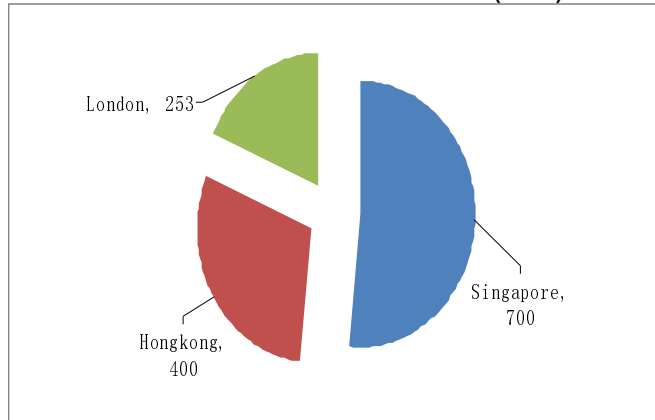


The Development Path of Singapore RMB Market

With strong support from regulatory authorities in China and Singapore, and the joint effort made by RMB clearing banks and all other participating banks, ICBC Singapore's RMB clearing volumes have grown rapidly, which help to catalyze the growth of RMB Market in Singapore. Today, Singapore is the largest offshore RMB centre outside of Hong Kong and China.

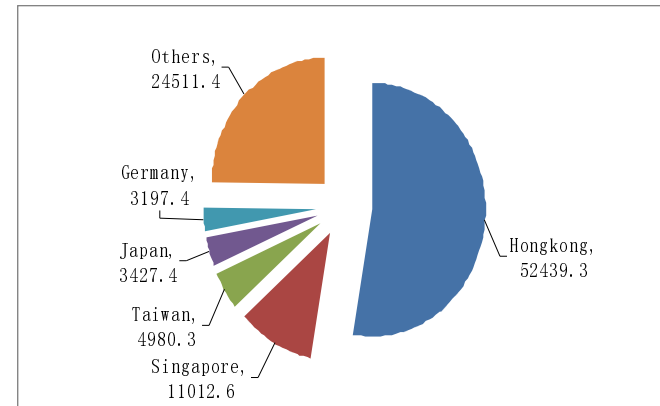
Average daily trading volume of RMB ranked first

(100m)



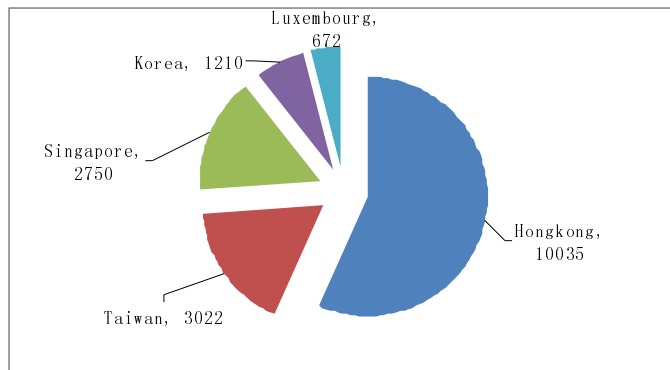
RMB clearing volume ranked second

(100m)



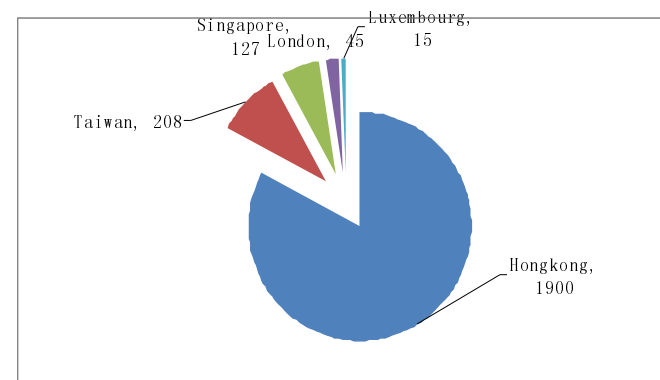
Offshore RMB deposits ranked third

(100m)



Offshore RMB bond market ranked third

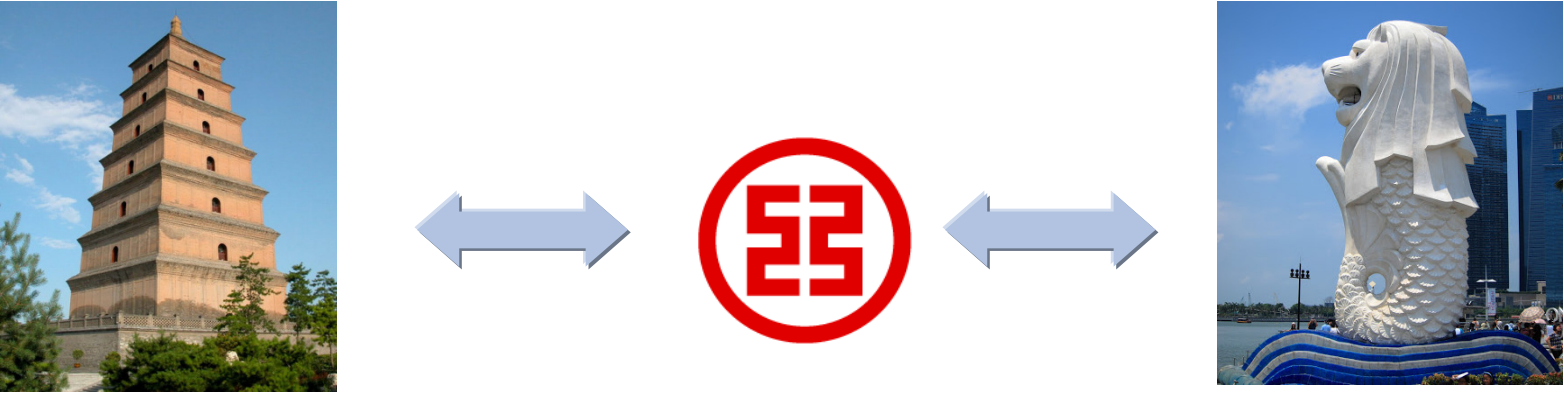
(100m)





Advance the Development of Trade & Commerce between Singapore and Shaanxi

Advancing Cooperation between Singapore and Shaanxi



- **Providing more convenient RMB settlement and clearing services for financial institutions in Singapore and Shaanxi**
- **Promoting the wider-use of RMB in bilateral trade and investment**
- **Providing efficient services in investment and financing for the development of enterprises in Singapore and Shaanxi such as:**

Overseas support for onshore lending / Cross Border Direct Loan
Onshore support for overseas lending / Syndicated Loan
RMB FDI/ODI / Two-way cash pooling

- **Providing efficient services for leading enterprises in Shaanxi to issue Lion City bond in Singapore**
- **Providing information sharing platform and financial advisory services for companies from Singapore and Shaanxi interested in investment, acquisition and restructuring**

Thanks!

