



**ICBC Signs Agreements with Strategic Partners  
Cooperates to Open a New Chapter for Cross-Border Financial Service Development**

(28 June 2017, Hong Kong) – Capitalising on the cultivation of development and healthy growth over more than 20 years, Industrial and Commercial Bank of China Limited (“ICBC”)’s institutions in Hong Kong have been offering all-round quality cross-border financial services to customers in Hong Kong, Mainland China and overseas. To coincide with the 20th anniversary of the transfer of the sovereignty of Hong Kong to China, ICBC has hosted the “Cross-Border Financial Services Forum and Strategic Cooperation Agreement Signing Ceremony” this morning in Hong Kong.

In addition to the senior management of ICBC and the management of Industrial and Commercial Bank of China (Asia) Limited (“ICBC (Asia)”), the flagship for overseas banking business of ICBC, Ms Qiu Hong, Deputy Minister of the Liaison Office of the Central People’s Government in Hong Kong was also present at the event; while Mr Godfrey Leung, Under Secretary for Commerce and Economic Development Bureau of the HKSAR; Mr Eddie Yue, Deputy Chief Executive of the Hong Kong Monetary Authority and Director of Infrastructure Financing Facilitation Office (IFFO); and Dr Peter Lam, Chairman of the Hong Kong Tourism Board graced the event with their presence as speakers. Underscoring its broad-based approach, ICBC (Asia) signed cooperation agreements with a number of enterprises: Rongshi International Holdings Company Limited, China Shipbuilding Capital Ltd, China Shipbuilding & Offshore International (H.K.) Co., Ltd., Yunnan Energy Investment (HK) Co. Ltd, TCL Corporation, China Shipbuilding Industry Equipment and Materials (H.K.) Co. Ltd., China Life Insurance (Overseas) Company Limited, China Everbright Ltd, China Cinda (HK) Holdings Company Limited and Haitong International Holdings Limited. The signing of the agreements aims to further promote and consolidate the strategic partnership with these companies and advance the cooperation and development in the cross-border financial business arena. In addition, ICBC (Asia) has also signed contracts with the Hong Kong Tourism Board and Hong Kong Applied Science and Technology Research Institute Company Limited respectively at the event to launch projects that benefits to the development of the local community and Fintech in Hong Kong.

As an international financial centre and a global trading and commercial hub, Hong Kong has strived to facilitate the connection between China and abroad, and Hong Kong has demonstrated outstanding achievements in the provision of the cross-border financial services. The year 2017 marks the 20th anniversary of Hong Kong’s handover to China and the second year of China’s 13th

Five-Year Plan. Thus the Forum has featured a deeper discussion on how Hong Kong can continue to realise its advantage as an international financial centre under the “One Country, Two Systems” concept and capture the development opportunities arising from the connection between Mainland China and Hong Kong and the country’s “Belt & Road” initiative and “RMB Internationalisation” policies. Also through the Forum and signing ceremony, ICBC aims to strengthen its communication and collaboration with people from across a wide swath of sectors so as to contribute to the rapid growth in the cross-border financial market as well as showcase Hong Kong’s role as a “super-connector” for financial activities in the Asia Pacific region and overseas.

**Mr Yi Huiman, Chairman of ICBC**, said in his speech at the event, “The pace of Chinese enterprises to ‘Go Global’ has been accelerating in recent years. Recognising this trend, ICBC has captured the development opportunities presented by burgeoning cross-border business to become the first commercial bank able to offer around-the-clock RMB clearing and trading services in Asia, Europe, and the United States and created the cross-border products. Looking ahead, as the implementation of the “Belt & Road” initiative advances, China will build closer economic, trade and investment relationships with countries and regions along the route and the scale of the capital and trading-related cross-border financial business and level of business will also expand and deepen. With Hong Kong’s role as the ‘super-connector’ bridging countries along the Belt and Road route and Mainland China, massive cross-border financial business can be processed via the Hong Kong market and financial services platform. Thus, the cross-border financial business is set to become an important development direction of the banking industry for Hong Kong, especially for Chinese banks.

“The 20th anniversary of Hong Kong’s handover is just two days later, which also marks an important milestone in the city’s economic and social development. Looking ahead, ICBC will continue to support the Group’s development in Hong Kong and strive to provide a diversified range of cross-border financing services at low cost, all rounded and highly efficient RMB services and customized cross-border assets management services. In this way, ICBC can help companies to explore cross-border business opportunities in depth and achieve a mutually beneficial outcome. We believe that the full combination of the national strategy and the Mainland economy will create a brighter development future for the Hong Kong SAR.”

**Ms. Gao Ming, Chairman and Executive Director of ICBC (Asia)**, said, “With the strong support of our parent bank, ICBC (Asia) has achieved tremendous overall progress and entered a new phase of strategic development. At the same time, greater efforts are also required to deepen the cooperation between the bank and enterprises, as well as the government. Currently, ICBC (Asia) possesses a complete cross-border financial product suite and has accumulated rich experience in cross-border financial business. While serving customers in Hong Kong, we also help Chinese enterprise customers who seek to “Go Global” and overseas customers by offering the entire range of cross-border financial services. During the development process, ICBC (Asia) attaches high importance to foster broader and deeper exchanges and cooperation with customers

in all aspects. Facing an increasingly complicated external operating environment in the future, we intend to enhance cooperation with enterprises, and to unite and rise to challenges together, so we can achieve ‘sharing of advantages’, mutual benefits and joint development’.”

ICBC (Asia) has adhered to the development philosophy of “Stand in Hong Kong, Connect with Mainland China, Span across Asia Pacific” in order to build a cross-border financial bridge. At the same time, as the flagship for the overseas business of ICBC Group, ICBC (Asia) has the twin advantages of its location - the international financial centre and offshore RMB centre, and the support of and linkage with ICBC Group, hence cross-border financial business has always been our key strategy. In the future, through the constant support of our parent bank ICBC and with Hong Kong as our strategic base, we will actively seize the market opportunities and together boost the rapid and healthy development of the cross-border financial market with other dynamic organisations.”

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Photo 1: Mr. Yi Huiman, Chairman of ICBC delivered speech at the forum.



Photo 2:

Five ICBC's experts shared their views on the Bank's roles and opportunities arise in the cross-border financial service in the future.

(From left to right)

1	Mr. Lu Jian, Assistant Chief Executive of ICBC (Asia)
2	Ms. Wang Hailu, Deputy General Manager of Global Market Department of ICBC Head Office
3	Mr. Gu Jiangang, General Manager of Asset Management Department of ICBC Head Office
4	Mr. Wang Geng, Deputy General Manager of Corporate Banking Department of ICBC Head Office
5	Mr. Tao Nenghong: Deputy General Manager of International Banking Department of ICBC Head Office



Photo 3:

Mr. Yi Huiman, Chairman of ICBC (middle right in front row), Ms. Gao Ming, Chairman of ICBC (Asia) (middle right in back row), Mr. Jiang Yisheng, Chief Executive Officer of ICBC (Asia) (middle left in back row), Ms. Qiu Hong, Deputy Minister of the Liaison Office of the Central People's Government in Hong Kong (middle left in front row), Mr Godfrey Leung, Under Secretary for Commerce and Economic Development Bureau of the HKSAR (6th from the left in front row), Mr Eddie Yue, Deputy Chief Executive of the Hong Kong Monetary Authority and Director of Infrastructure Financing Facilitation Office (IFFO) (5th from the left in front row), and other client representatives and other management from the Bank joined the toasting session.

### **Industrial and Commercial Bank of China (Asia) Limited**

Industrial and Commercial Bank of China (Asia) Limited ("ICBC (Asia)") is a licensed bank incorporated in Hong Kong. It has 59 retail outlets (including 28 "Elite Club" Wealth Management Centres) and 3 commercial business centres in Hong Kong. It is engaged in commercial banking, investment banking and other financial services including securities, insurance and funds, with a focus on commercial and retail banking as well as financial market related businesses. The total assets of ICBC (Asia) amounted to HK\$798.7 billion at the end of 2016. Chinese Mercantile Bank and ICBC (Asia) Investment Management Company Limited, two wholly-owned subsidiaries of ICBC (Asia), are specialized in RMB services in Mainland China and the investment management business with a focus on Asia respectively. ICBC (Asia) is the flagship for the overseas banking business of Industrial and Commercial Bank of China Limited ("ICBC") – currently the largest commercial bank in China.