

Commercial Banking

Mark Lim and Ricky Ng
Heads of Commercial Banking
China and Hong Kong

UOB Greater China
Corporate Day
31 August – 1 September 2015

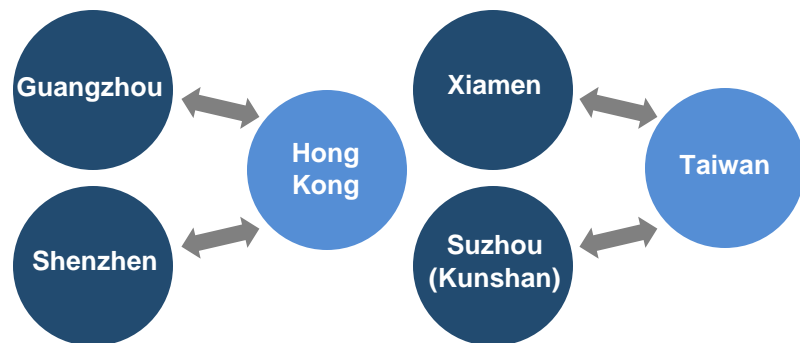
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Value-Add to Regional Clients

- Knowledge of local banking regulations
- Coordination of onshore and offshore facilities
- Leverage UOB network to facilitate customers' regional business/ expansion
- Institute a process for effective communication on cross-border requirements

Greater China Cooperation



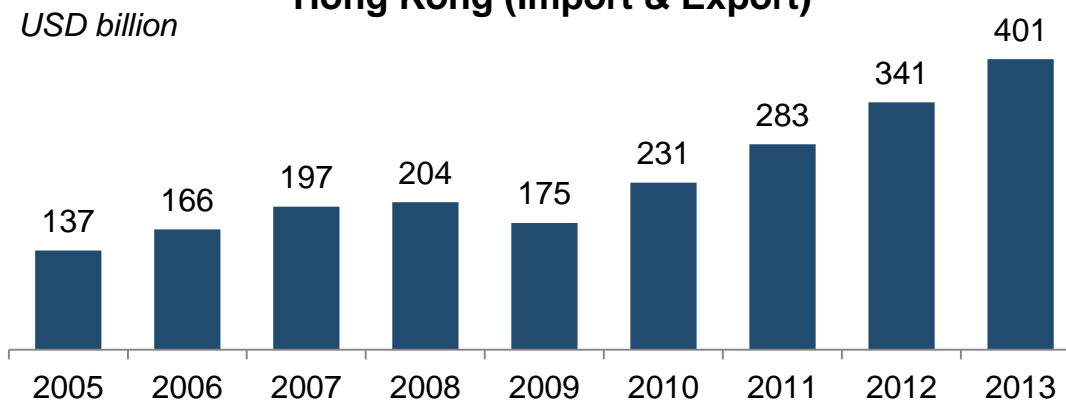
Capturing Business Opportunities in Pearl River Delta (PRD)



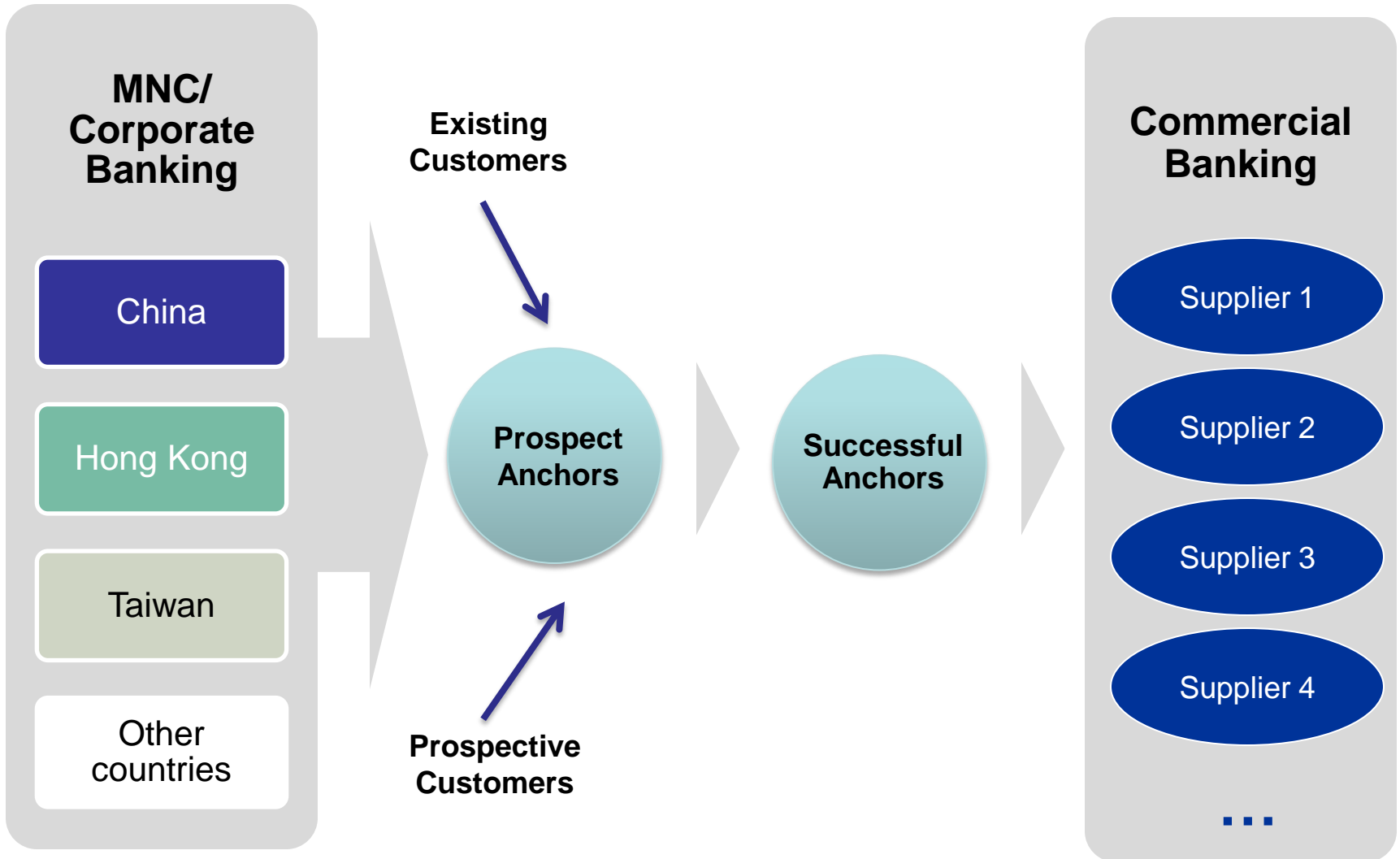
The PRD is one of the most vibrant economic regions. In 2013, the PRD accounted for:

- 4.2% of China's total population
- 9.3% of China's GDP
- 27.5% of China's total export
- 8% of China's total retail sales of consumer goods

Total Trade Volumes between Mainland China & Hong Kong (Import & Export)



Financial Supply Chain Management



Customers

Comprehensive range of products to satisfy the banking needs of our customers

Corporate Loans

- Term loans
- Revolving loans
- Loan syndication
- Development finance
- Equipment finance/leasing

Trade Finance

- Documentary credit/collection
- Import/export invoice finance
- Accounts receivables purchase
- Factoring
- Supply chain solution

Global Markets

- Currency hedging
- Interest rate hedging
- Yield enhancement

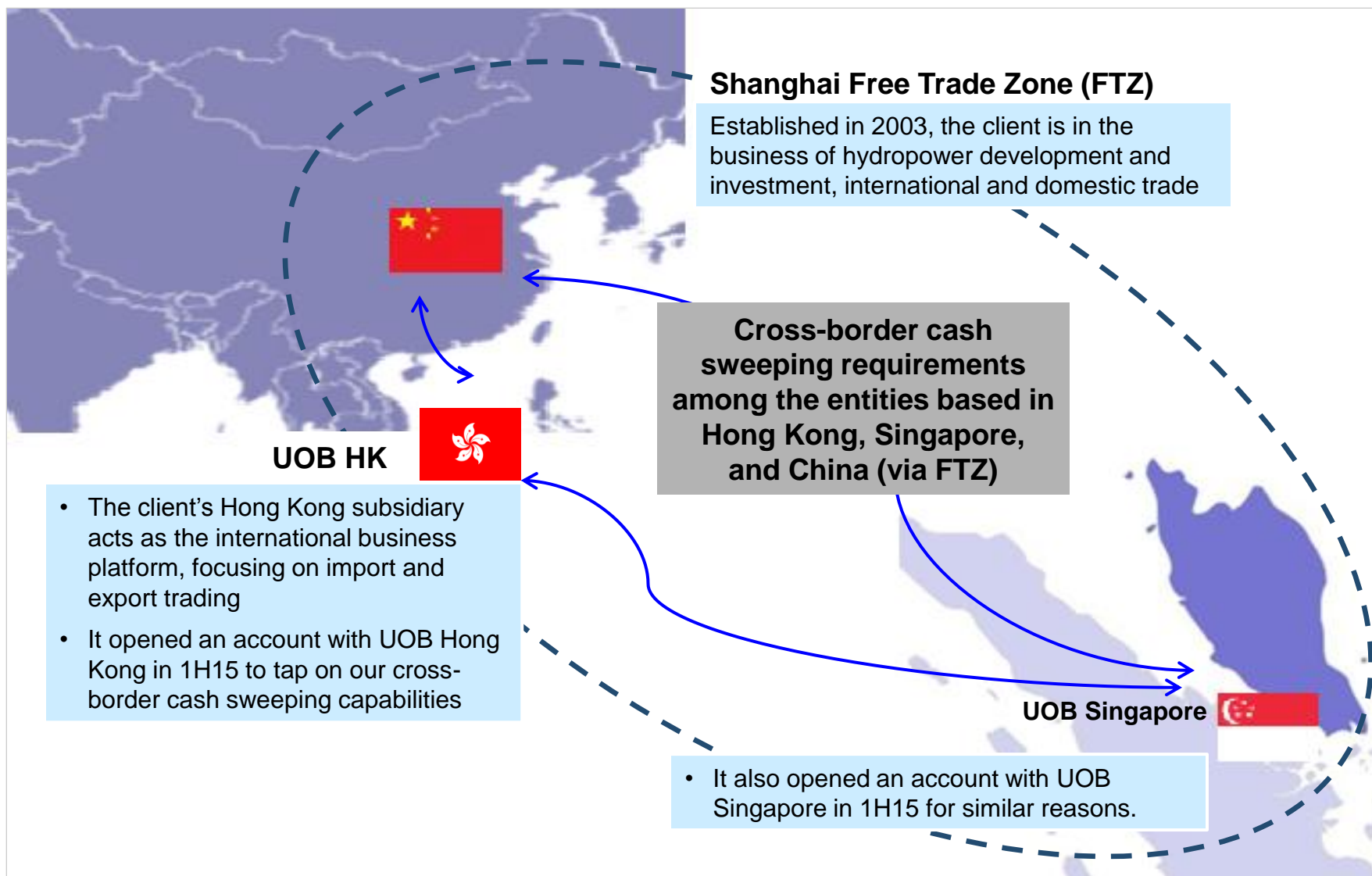
FDI Advisory

- Overseas account opening
- Introduction to local business community

PRD Collaboration

- Close collaboration between UOB China and Hong Kong
- One-UOB approach to offer banking solution/services to customers

Case Study 1: UOB's FDI Capabilities



Case Study 2: UOB Hong Kong-China Collaboration

- The client is a leading industrial equipment manufacturer, and operates in various parts of China
- The relationship began in Hong Kong in 2014 to support the client's working capital and hedging requirements
- The client chose UOB as the partnering bank for both Hong Kong and China, because it values :
 - The close cooperation between UOB China and UOB Hong Kong
 - UOB's capabilities in transaction banking and machinery leasing



Questions & Answers

THANK YOU