Commercial Banking

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**Global Business Development Unit**

**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**

- Guangzhou
- Xiamen
- Hong Kong
- Shenzhen
- Suzhou (Kunshan)
- Taiwan

**Southeast Asia Region**
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)

USD billion

Source: National Bureau of Statistics of China

Source: HKTDC research, 27 Feb 2015
Financial Supply Chain Management

MNC/Corporate Banking
- China
- Hong Kong
- Taiwan
- Other countries

Existing Customers
Prospect Anchors
Prospective Customers
Successful Anchors

Commercial Banking
- Supplier 1
- Supplier 2
- Supplier 3
- Supplier 4
- ...

Successful Anchors
Prospect Anchors
Existing Customers
Prospective Customers
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

An Integrated UOB Solution for Our Customers
Case Study 1: UOB’s FDI Capabilities

The client’s Hong Kong subsidiary acts as the international business platform, focusing on import and export trading.

- It opened an account with UOB Hong Kong in 1H15 to tap on our cross-border cash sweeping capabilities.
- It also opened an account with UOB Singapore in 1H15 for similar reasons.

Established in 2003, the client is in the business of hydropower development and investment, international and domestic trade.

Cross-border cash sweeping requirements among the entities based in Hong Kong, Singapore, and China (via FTZ).

Shanghai Free Trade Zone (FTZ)
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

1. UOB Hong Kong was mandated to lead a dual-currency syndicated term loan, jointly with an international bank
2. Propose to grant the client a trade facility line
3. Propose a cash pooling solution to the client in Shenzhen
Questions & Answers
THANK YOU