

Corporate Banking

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UOB Greater China
Corporate Day
31 August – 1 September 2015

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Target Clients

Investment Banking

- Debt capital markets
- Equity capital markets
- Acquisition and leveraged finance
- Mergers & acquisition advisory

Global Markets

- Foreign exchange
- Interest rate & currency swap
- Option products
- Structured derivatives

Structured Trade & Commodity Finance

- Shipment sales financing
- Stock & receivables financing
- Prepayment financing

Corporate Banking

- Our dedicated teams of Relationship Managers strive to understand our customers' needs and offer customised solutions
- We work closely with our relevant Product Partners to provide one-stop financial solutions to meet customers' business and financial needs

Regional Footprint & Branch Network

Cash Management

- Account services
- Payable solutions
- Receivables solutions
- Channels
- Liquidity management services

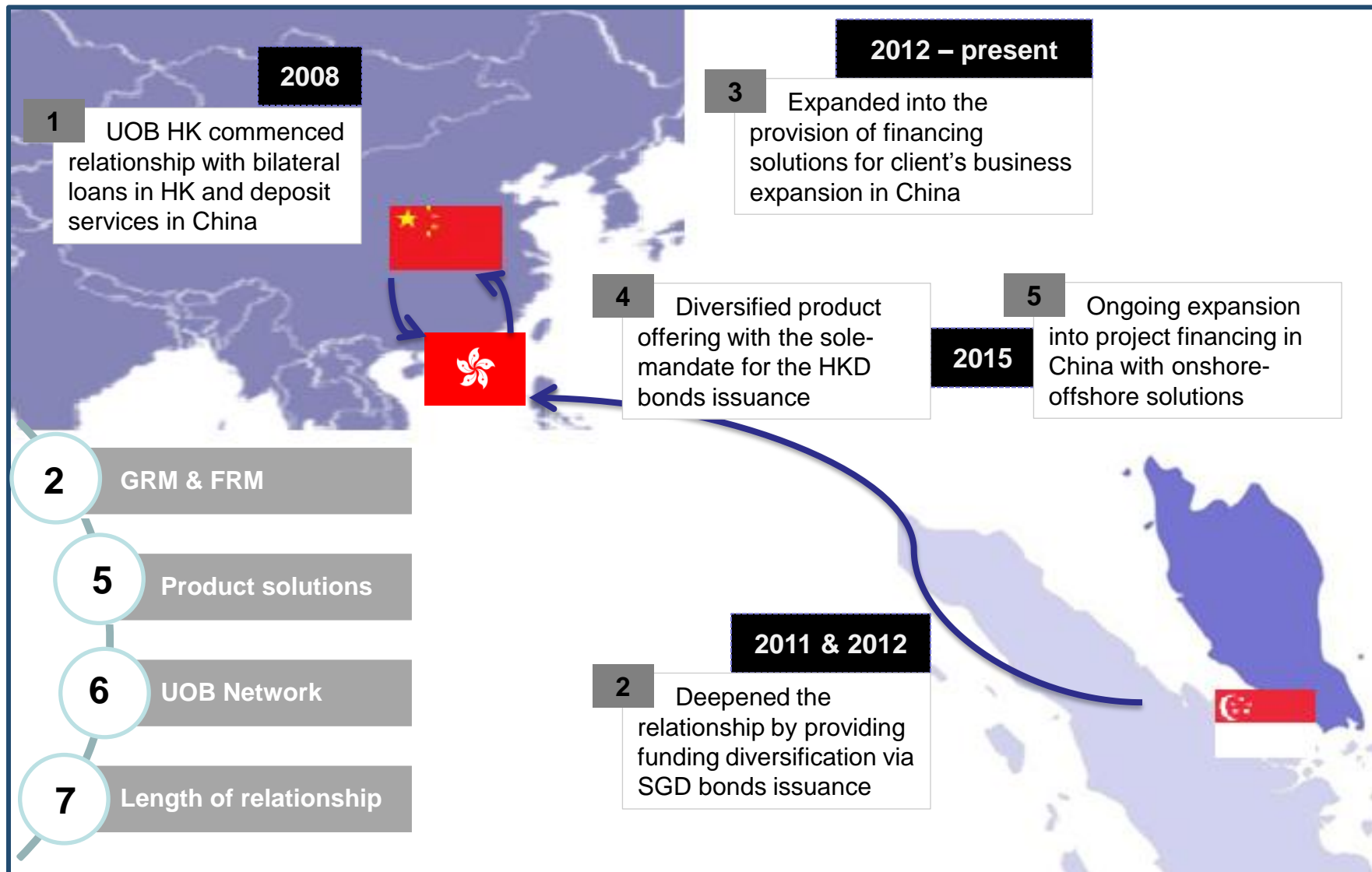
Trade Finance & Services

- Import services
- Export services
- Bank guarantees
- RMB trade settlement service

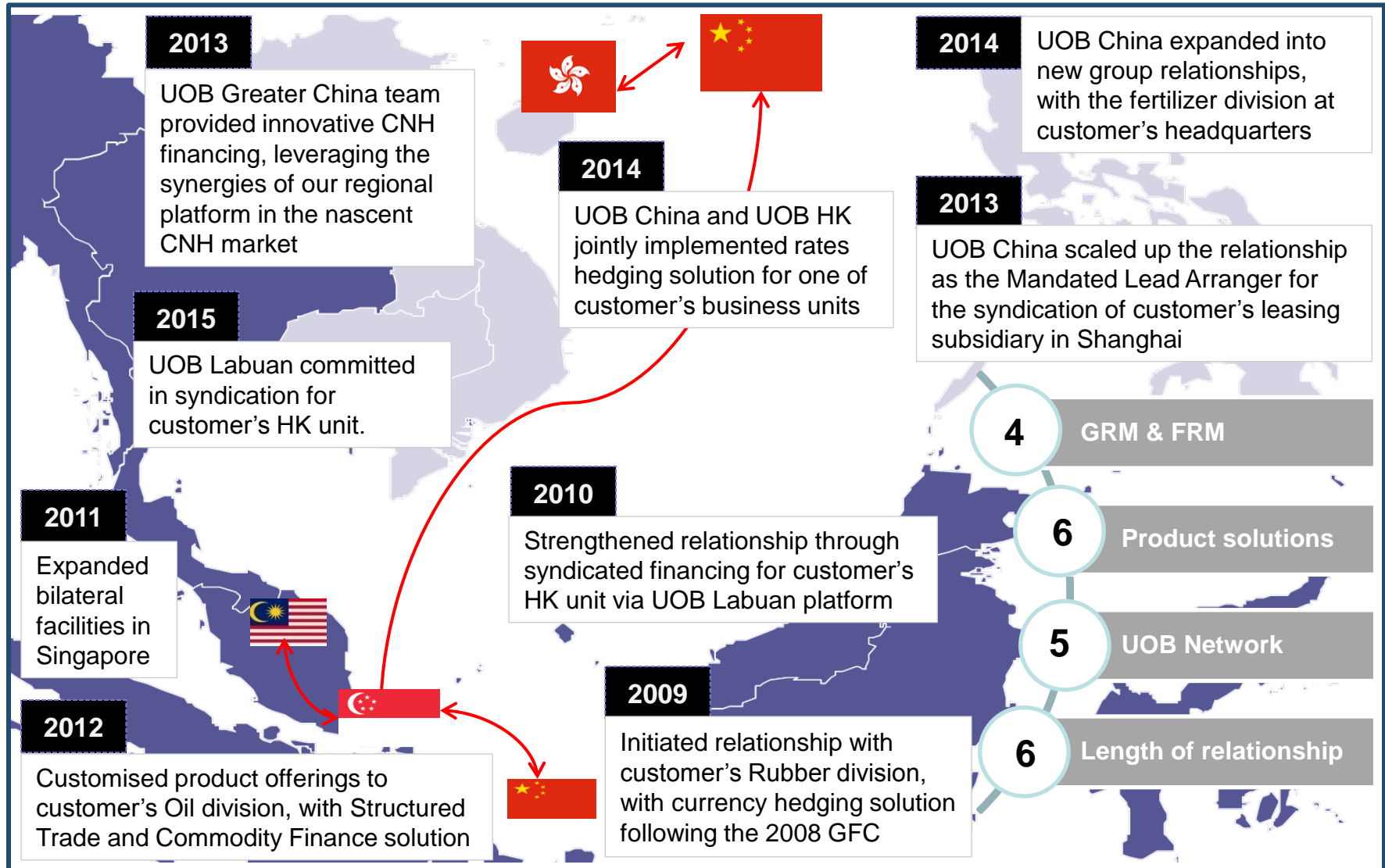
Other Group Services

- Insurance
- Credit cards
- Securities
- Business internet banking

Cross-Network Synergies In Action: A Hong Kong-listed Blue-Chip Property Company



Cross-Network Synergies In Action: A Greater China State-owned Conglomerate



Questions & Answers

THANK YOU