



Svaz strojírenské
technologie

Develop Your Enterprise with ICBC in Global Integration

Hustopece

June 2019



Contents

1. What is ICBC

2. What we can do for you

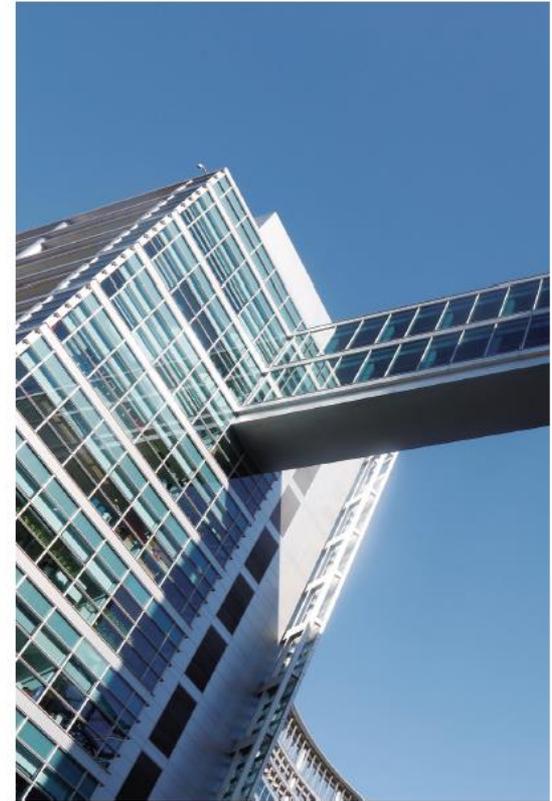


1.1 ICBC Profile

ICBC:

- is short for Industrial and Commercial Bank of China Limited;
- was established on 1 January 1984;
- was listed on both Shanghai and Hong Kong Stock Exchange.

Through its continuous endeavor and stable development, ICBC has developed into the leading bank in the world, possessing a board customer base, a diversified business structure, strong market competitiveness, providing a comprehensive range of financial products and services to its clients.



1.2 Broad Customer Base



The Largest Bank in China

- The largest Retail & Wholesale Bank
- The largest Institutional Business Bank
- The largest Custodian Bank
- The largest Settlement Bank
- The largest Asset Management Bank
- The largest Private Bank
- The largest Issuer of Credit Cards

Dominant Market Leader

- | | |
|----------------------------------|-------------|
| ▪ Retail Customers: | 607.00 mio |
| ▪ Corporate Customers: | 7.03 mio |
| ▪ Retail E-Banking Customers: | 319.79 mio |
| ▪ Corporate E-Banking Customer: | 6.92 mio |
| ▪ Corporate Settlement Accounts: | 8.32 mio |
| ▪ Private Banking Customers: | 81 thousand |

Source: ICBC, as of 31 Dec 2018



1.3 Diversified Operation

Securities Clearing

ICBC Financial Services

Offers professional banking services including securities clearing, settlement and financing, accounting and transaction statement in European and American markets for institutional customers.

Insurance

ICBC-AXA Life

Provides personalized insurance solutions and services for stepchildren education, retirement planning, family security and wealth management.

Leasing

ICBC Leasing

Engages in financial leasing in the fields of aviation, shipping and large-scale equipment and various leasing products and provides a variety of financial and industrial services including rental assignment and asset management.

Investment Banking

ICBC International

Renders a variety of investment banking services, including acting as a sponsor for listing and underwriting, equity financing, bond financing, securities brokerage and fund management.

Fund Business

ICBC Credit Surmise Asset Management

Mainly engages in fund placement, fund distribution, asset management and such other businesses.

Global Market Business

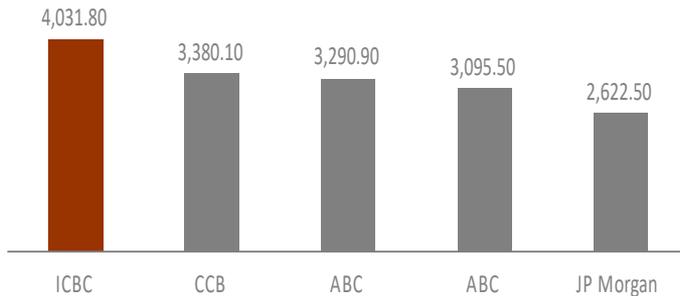
ICBC Standard Bank

Global customers could get Bank to our commodity, exchange rate, interest rate, credit and equity trading and risk hedging services through the 24h trading platforms in London, Singapore, New York, Dubai, Tokyo, Hon Kong and Shanghai.



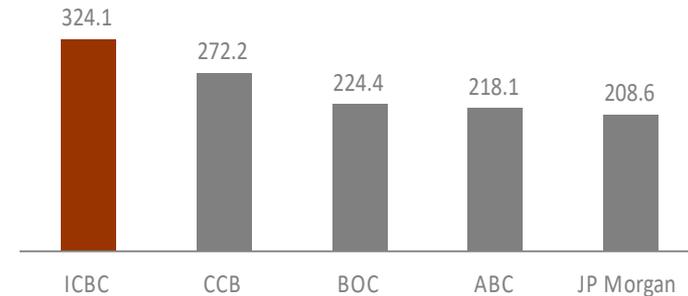
1.4 Leading Market Position & Rating

Top 5 banks by Assets



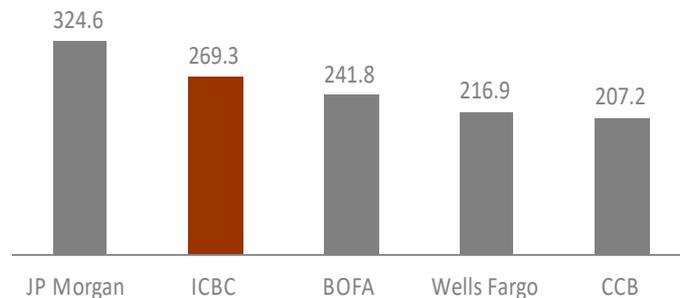
Unit: USD Billion
Source: Annual Reports, as of 31 Dec 2018

Top 5 banks by Tier 1 Capital



Unit: USD Billion
Source: The Banker, July 2018

Top 5 banks by Market Capitalization



Unit: USD Billion
Source: Bloomberg, as of 31 Dec 2018

Credit Rating of Top Banks

	S&P	Moody's
ICBC	A	A1
HSBC	A	A2
Wells Fargo	A-	A2
SG	A	A1
JP Morgan Chase	A-	A3
Citigroup	BBB+	A3
Credit Suisse	A1	A
Goldman Sachs	BBB+	A3
Morgan Stanley	BBB+	A3
Bank of America Corp.	A-	A2

Source: S&P, Moody's Investors Service, as of 31 May 2019

1.5 Recognized International Awards

- ICBC topped 3 major lists for 2013-2018 for 6 consecutive years

The Banker
TOP 1000
WORLD BANKS

Forbes

FORTUNE
500

1.6 Strong Global Presence



47

Presence in 47 countries/regions



426

Own 426 overseas entities



143

Correspondents network cover 145 countries

1,502

Linked with 1,502 correspondents



7

Own 7 RMB Clearing Banks authorized by PBOC

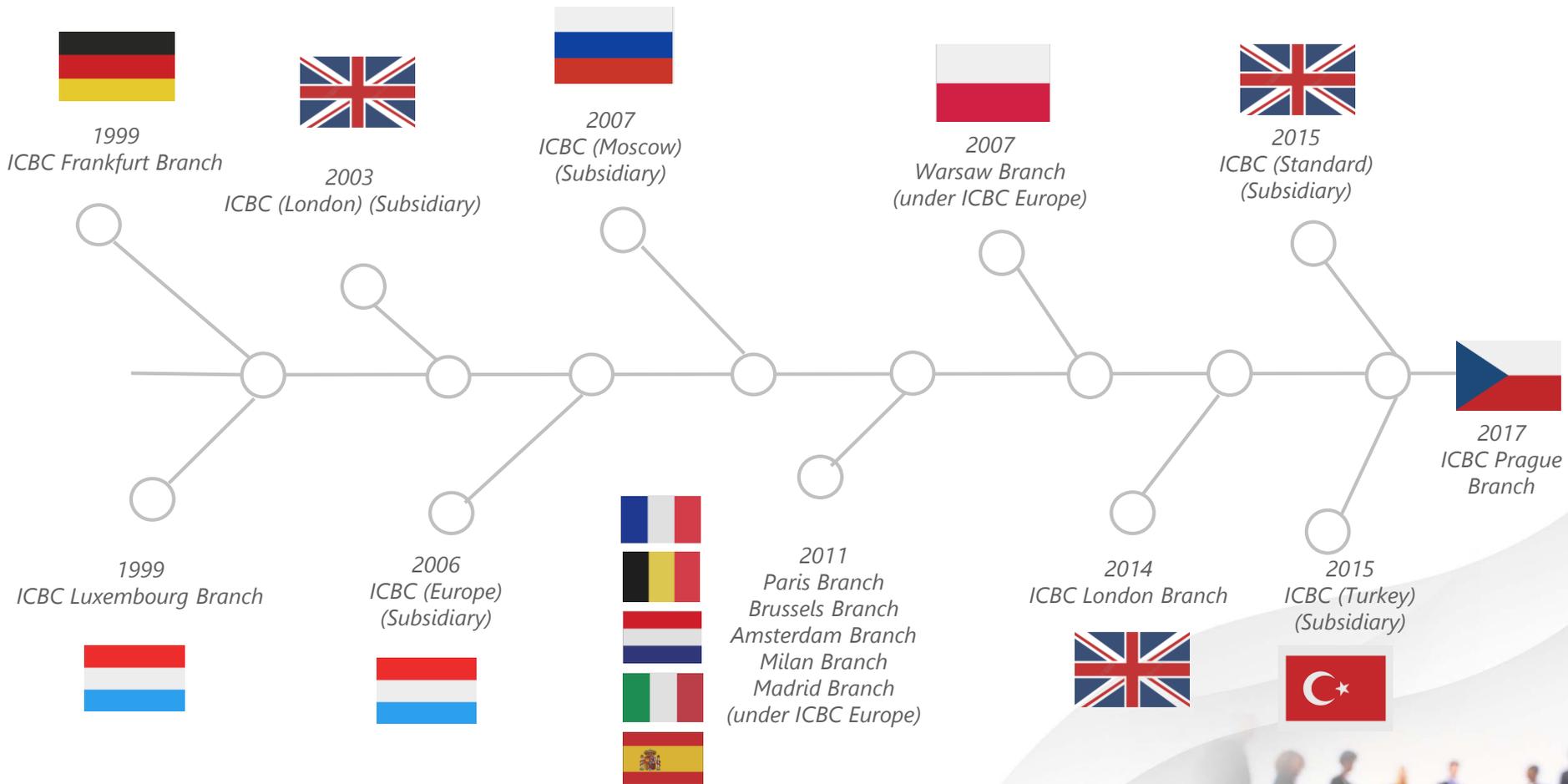
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Cover 20 countries in Africa as a shareholder of SBG

Source: ICBC, as of 31 Dec 2018.
SBG: Standard Bank Group



1.7 Footprint in Europe



1.8 ICBC Prague Branch



As the **first non-EU Bank Branch** operated in Czech Republic, from the official opening in Sep, 2017, ICBC Prague Branch serves as the financial bridge between China(Asia) and Czech Republic, as well as CEE, covering regional transaction and business opportunity, to support the connectivity and enhance mutual communication and cooperation.

- **Actively contribute to CZ Economy and Trade Development;**
- **Continuously enhance Mutual Cooperation;**
- **Fully utilize ICBC Group Resource.**



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2.1 Target Clients



- Chinese company conducting trade/investment in CEE



- CZ/SK company conducting trade/investment with China(Asia)



- CZ/SK company local development, as well as global expansion



- International company conducting business in CEE



2.2 Products & Services

■ Account & Settlement



- Current account
- Saving account
- Multi-currency account
- Escrow account & Capital account
- Remittance & Transfer



2.2 Products & Services

■ Corporate Finance

- Working capital loan
- M/A Loan
- Syndication/club loan
- Project Loan
- Structured financing



2.2 Products & Services

■ Bank Guarantee

- Bid guarantee
- Performance guarantee
- Advance payment guarantee
- Payment guarantee
- Deferred payment guarantee
- Leasing guarantee



2.2 Products & Services

■ Documentary Credit & Trade Finance

- Collection
- Letter of Credit
- Documents/Bill Purchase/Discount
- Forfaiting
- Factoring



2.3 Local Experience

- ICBC Prague Branch has been actively supporting the business development of local enterprises in various sectors, including:

Consumer Financing



Tele-communication



Agriculture



Energy & Power



Pharmacy Retail



Real Estate



We are looking forward to work with and support more clients !



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Thank you for your support !



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