



Selected Awards and Accolades in 2014

Forbes Forbes

- The 1st place among the Global 2000 (Overall ranking in terms of four aspects: sales, profit, assets and market value)

The Banker

The 1st place among Top 1000 World Banks
(Ranking in terms of Tier 1 Capital)



Fortune

- Ranked 25th in Global 500
- Ranked 1st among commercial banks (in terms of revenue)

THE ASIAN BANKER

The Leading Counterparty Bank in China
Best Large-Scale Retail Bank in China
Best Asian International Transaction Bank in China
Best Cash Management Bank in China

GLOBAL FINANCE

- Best Sub-Custodian Bank in China
- Best Corporate/Institutional Internet Bank in China



- Best Investment Bank in China
- Best Bank in Luxembourg 2014



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1. ICBC - Your RMB Partner





Leading Position in China

Dominant **Corporate** Bank

- #1 in Wholesale Bank
- #1 in Corporate Lending
- #1 in Corporate Deposits
- #1 in China Institutional Business Bank
- #1 in Settlement Bank
- #1 in Custodian Bank

Dominant **Personal** Bank

- #1 in Retail Bank
- #1 in Private Bank
- #1 in Personal Lending
- #1 in Personal Deposits
- #1 in Mortgage Lending
- #1 in Credit Card Issues and Consumption Value

Other Leading Business Areas

- #1 in Bank Asset Management
- #1 Sales Agent of Banking Wealth Management Products
- #1 in E-banking Transactions
- #1 in Bond Trading Volume
- #1 in China Precious Metal Business Bank
- #1 in Banking Distributor of Funds

Top brand recognition




Comprehensive service platform

Internationalized and diversified operation

Extensive distribution channels

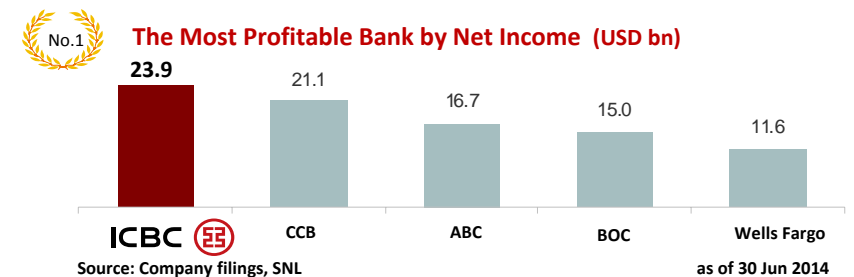
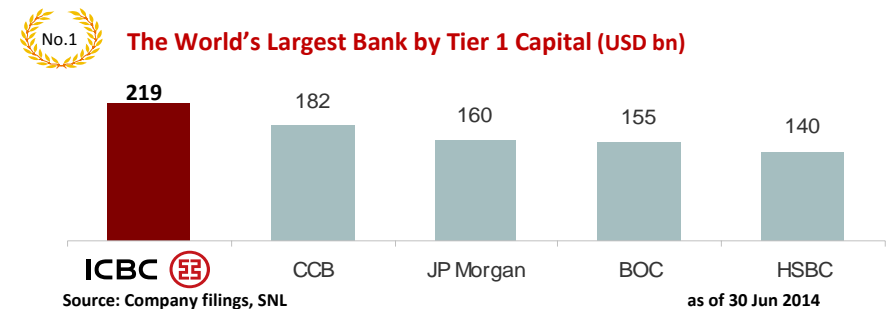
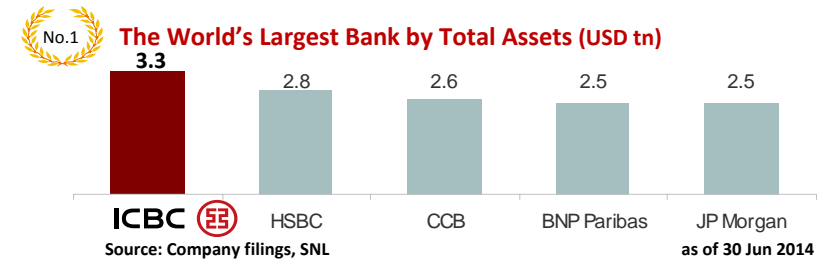
Technology leadership

Prominence in the World

Rating Agency	Long Term	Short Term	Company Outlook
	A1	P-1	Stable
	A	F1	Stable
	A	A-1	Stable

- Corporate clients: **5.03 million**
- Personal clients: **449 million**
- Private banking clients: **39,300**
- Employees: **442,706**
- Certified Financial Planners: **3,944**

As of June 2014



International Network



- Over **17,000** branches in China
- **383** overseas branches and subsidiaries in **over 40** countries and regions around the world
- Connection with over **1,630** foreign banks in over **138** countries and regions
- Over **5.18 million** corporate customers and approximately **457 million** retail customers across the world
- Solid client base established through continuous business expansion globally

As of June 2014

Accelerated pace of international expansion

Accelerated since 2008



1

Biggest bank in RMB with successful clearing experience in Singapore



The world's largest bank in terms of deposit



The world's most profitable bank in terms of net income



ICBC Singapore Branch, the first offshore RMB Clearing Bank outside Greater China

2

Global clearing network

Official clearing designations in Luxembourg, Doha, Singapore, Bangkok and Toronto



The most extensive clearing network covering global time zones

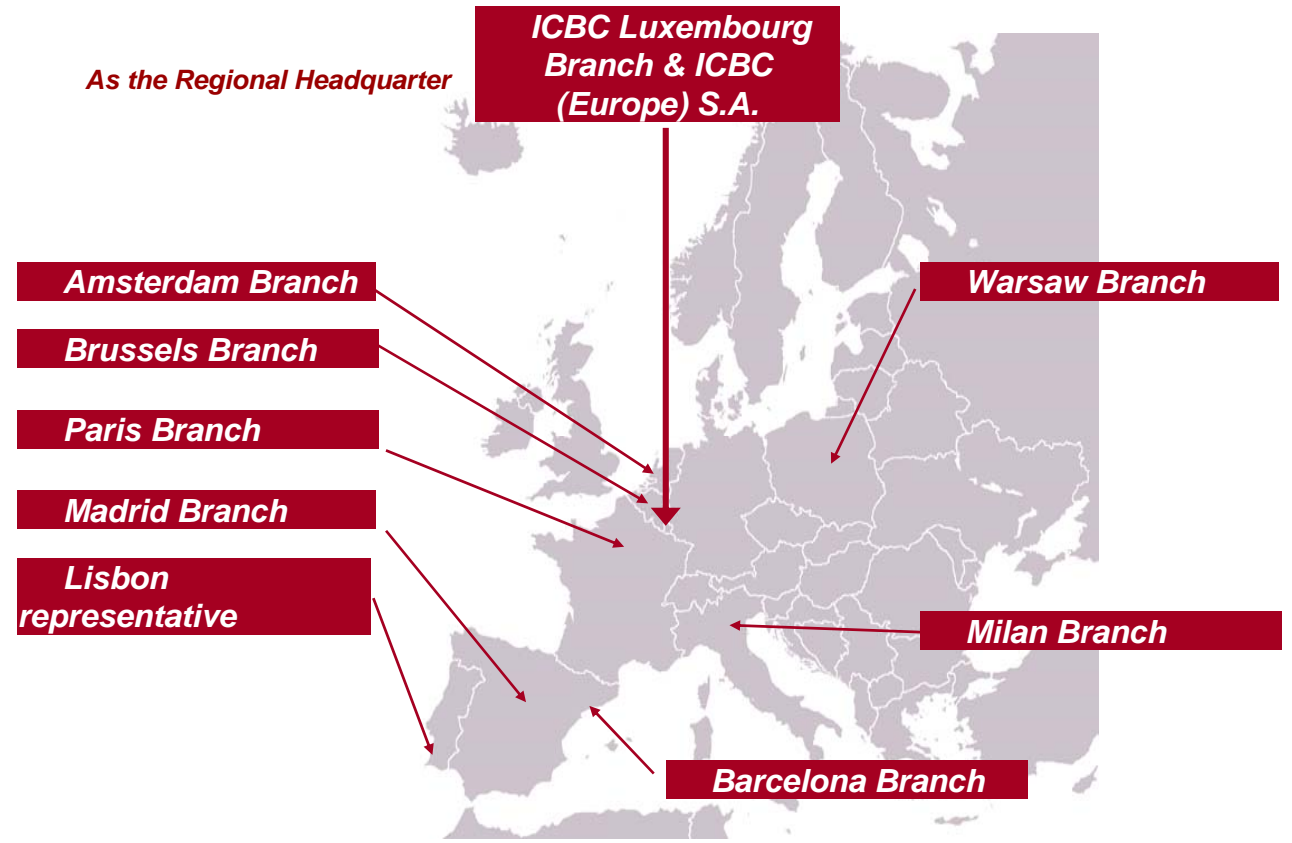
ICBC in Luxembourg – Regional Headquarter in Continental Europe

Unique position as the Regional Headquarter in Europe
 Luxembourg, Paris, Brussels, Amsterdam, Milan, Madrid, Warsaw, Barcelona, Lisbon



Best Bank in Luxembourg

- Standard Servicing Level
- Centralized Processing
- Centralized Credit Management
- Centralized Liquidity Support
- Wide Client Coverage



ICBC in Luxembourg Branch – Full Spectrum of RMB Services

Full spectrum of RMB products and services

RMB Clearing & Settlement



- RMB Account
- Settlement Service
- RMB Cross-border settlement and Offshore settlement (Import & Export Settlement)

RMB Trading & Derivatives



- RMB Trading (Offshore & Onshore)
- FX & Derivatives
- Treasury Services
- Money Market Borrowing

RMB Capital & Corporate Markets



- RMB Bond Markets
- Bond issuance (Onshore & Offshore)
- RMB Bond Trading
- RQFII Custody
- Trade Finance
- RMB L/C Financing
- RMB Refinancing

RMB Deposit & Loan



- RMB Bilateral and Syndicated Deposit & Loan

RMB Personal Service



- RMB Deposit
- RMB Remittance
- RMB FX Services

RMB Assets Management



- RMB FUND (Offshore & Onshore)

First RQFII UCITS fund fully invested on china onshore bond Market

2. Offshore RMB Capital Market for Funding

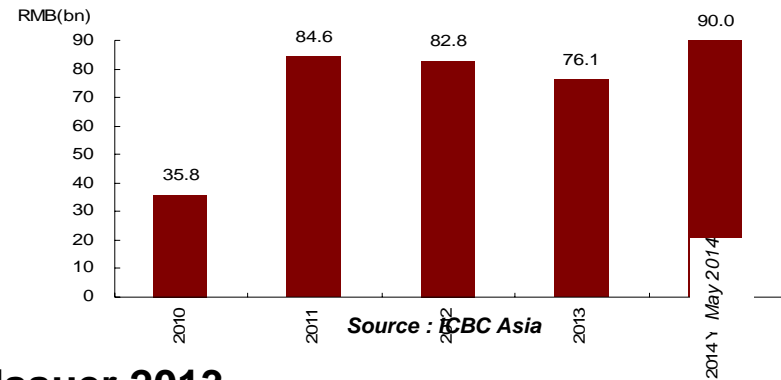


An Overview of RMB Offshore Bond Market

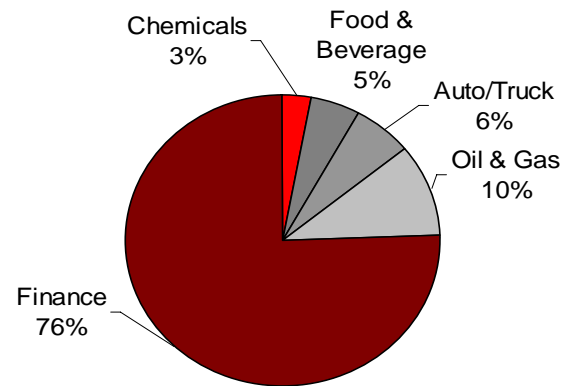
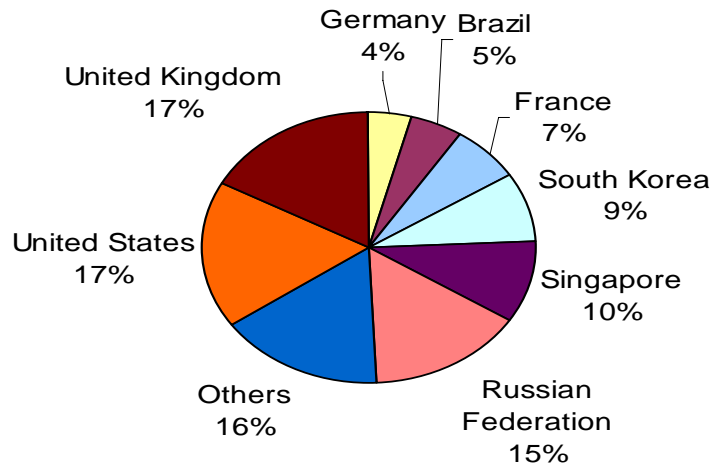
Dim Sum Bonds Markets - 2014

- In May 2014, the issuance volume of **RMB 90 billion** (excluding CDs) already exceeded the level in any previous year.
- CNH bond market saw a healthy start with **70 deals** since the beginning of 2014.
- Dim Sum bonds issuance volume in 2013 dropped slightly by 9% as compared to year 2012, after the exponential annual growth of 236% in 2011.
- As of 6 June 2014, total amount of offshore RMB bond outstanding (excluding CDs) is at **RMB 283.2 billion**.

Dim Sum Bonds Issuance Volume (in RMB Billion) - Excluding CDs



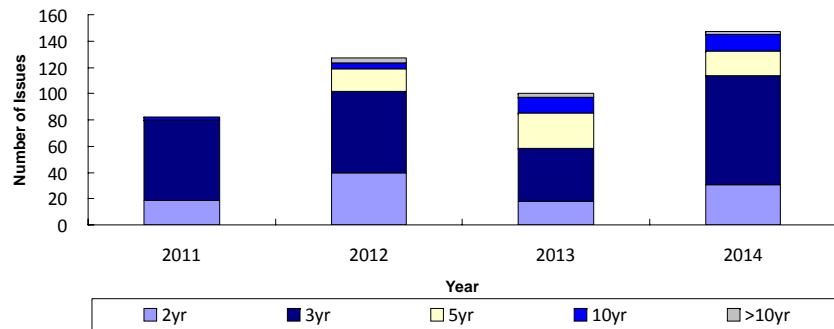
Dim Sum Bonds by Foreign Issuer 2013



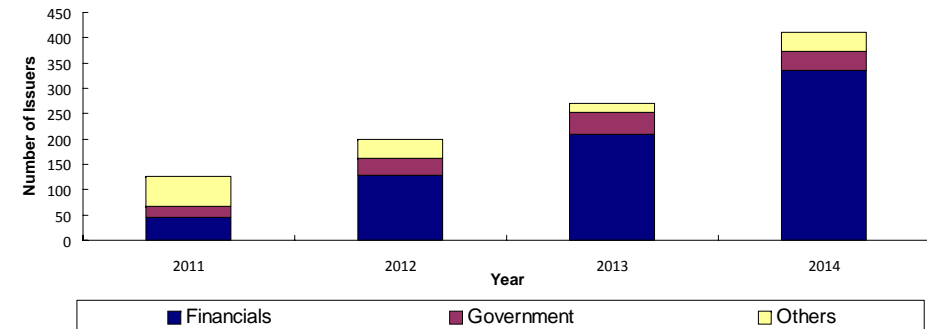
Source: ICBC Asia

Breakdown by Tenor, Sector, Country and Maturity

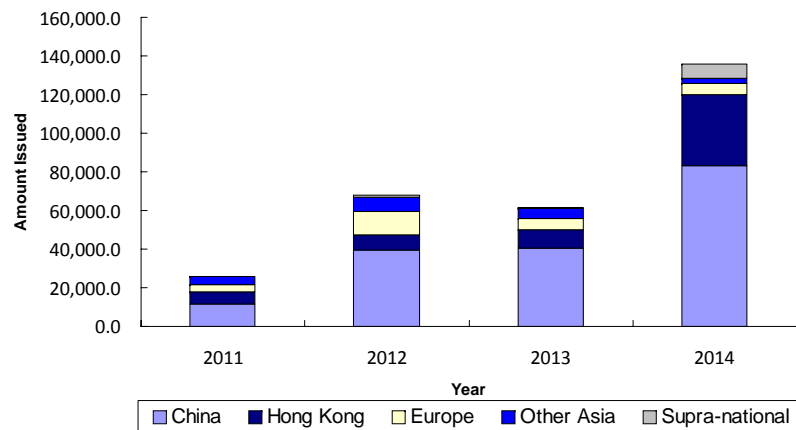
By Tenor



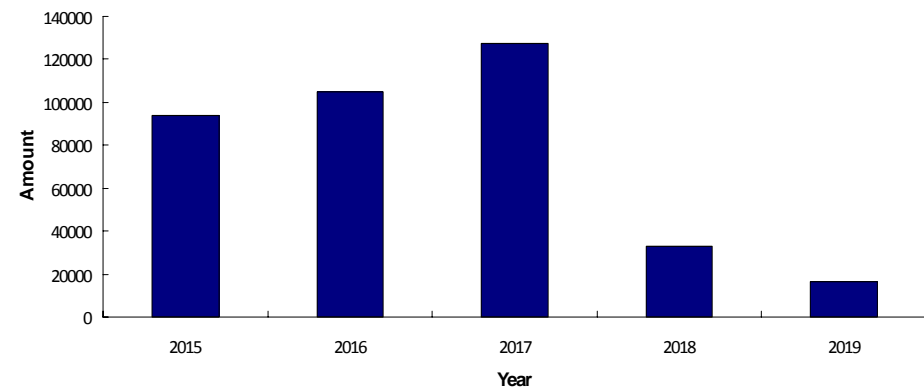
By Sector



By Country



Amount Maturing



A General Picture

1. Strong performance of RMB in the long run
2. Strategic importance to support CEE region
3. **Strong investor demand (due to massive maturing dim sum bonds in 2015-2017)**

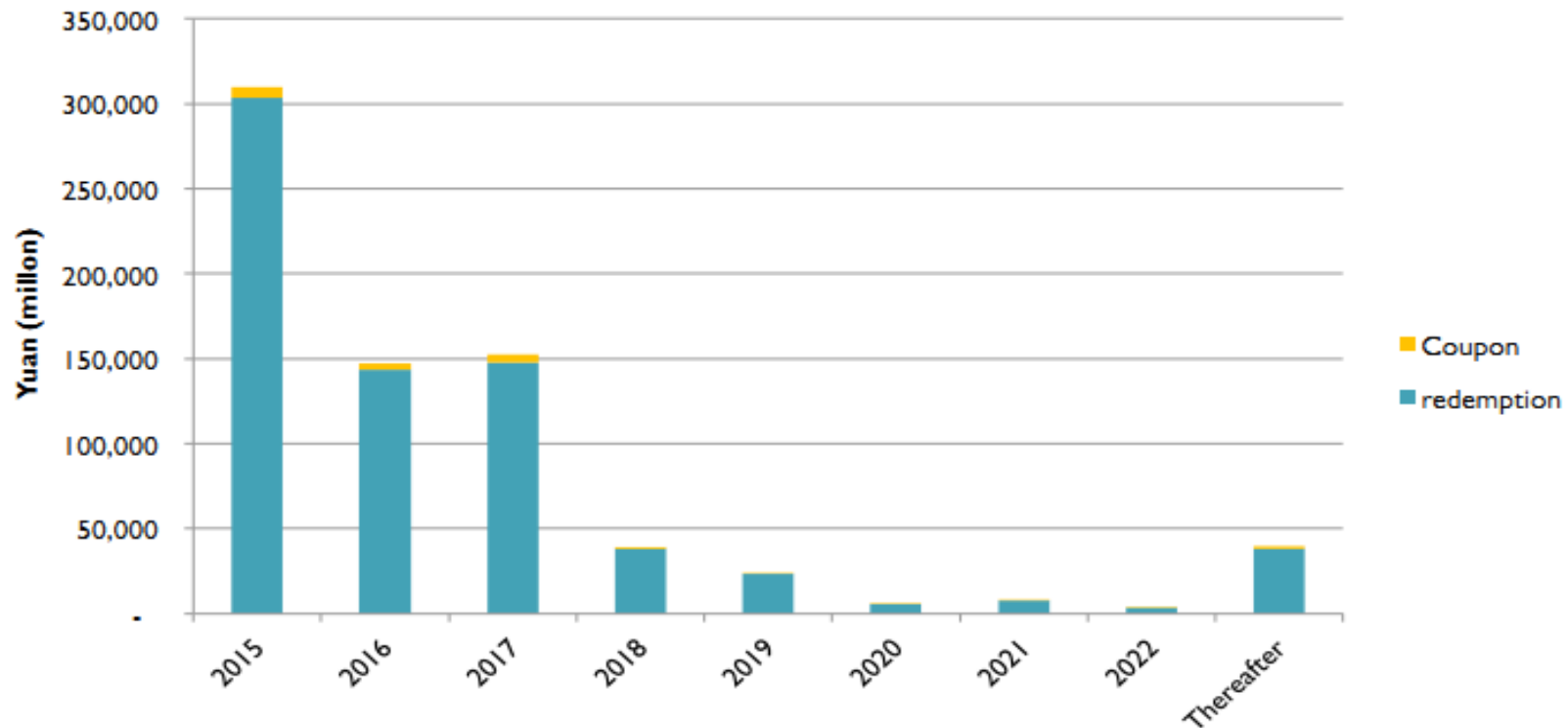
Extra Benefits Teaming Up With ICBC

4. **Strong distribution network in Asia and Europe**
5. Carefully chosen partners (Clearstream, Luxembourg Stock Exchange) for international visibility
6. Access to a variety of onshore and offshore investment choices (EMTN, dim sum bonds, funds, equity)

Strong Investor Demand

The RMB deposits in offshore RMB markets have been growing and a significant amount of dim sum bonds are maturing in 2015-2017, increasing the potential demand for offshore RMB bonds.

Potential Demand for Dim Sum Bonds



Source : *The Offshore Renminbi Bonds: Dim Sum and others*, by Glenn Ko, and Jot Yau, co-authors of the book, *Dim Sum Bonds, the Offshore Renminbi (RMB)-denominated Bonds*.

Leading RMB Bond House



BRITISH COLUMBIA

First Foreign Government Dim Sum Bond

Nov 2013
RMB 2.5 billion
Senior Unsecured



ICBC

First Dual-Listed Lion City Bond by a Chinese Issuer Sep 2014

2Y RMB 2.0 billion
5Y RMB 700 million
7Y RMB 1.3 billion
Senior Unsecured



海南航空
HAINAN AIRLINES

First Corporate Lion City Bond

May 2014
RMB 1.7 billion
Senior Unsecured



RENAULT

One of the Most Sought After Dim Sum Bond Issues

April 2013
RMB 750 million
Senior Unsecured



北汽集团
BAIC Group

Maiden Foray into the offshore RMB market

Jun 2014
RMB 2.7 billion
Senior Unsecured



SINOTRUK

First Corporate Dim Sum Bond Issue By a Chinese Corporation


Oct 2010
RMB 2.7 billion
Senior Unsecured



Swiber

First Singapore Corporate Lion City Bond

Sep 2014
RMB 450 million
Senior Unsecured



ICBC

Largest Lion City Bond Issue in 2013

Nov 2013
RMB 2.0 billion
Senior Unsecured



華能國際電力股份有限公司
Huaneng Power International

First Direct Offshore Issuance by PRC Listed Company

Feb 2013
RMB 1.5 billion
Senior Unsecured

Leading Position in the offshore RMB bond market

Pos.	Institution	Amount US\$m	No. of issues	%
1	HSBC	2,804	37	22.9
2	Standard Chartered	1,717	23	14.0
3	ICBC 中国工商银行	1,086	14	8.9
4	Bank of China	799	10	6.5
5	Bank of America Merrill Lynch	786	9	6.4
6	DBS Bank	572	8	4.7
7	Deutsche Bank	437	10	3.6
8	JPMorgan	392	5	3.2
9	BNP Paribas	366	8	3.0
10	Agricultural Bank of China	340	4	2.8
Total of market		12,258	78	100.0

Source: Dealogic (31 Dec 2013) - excluding CDs and based on issuance amount

Strong Distribution Network

Unique PRC distribution network headed by sales specialists



Sovereign Wealth Fund	-Covers major PRC SWFs including CICC, NSSF, SAFE and others SWFs abroad
QDII	-Covers over 40 QDIIs including the most influential ones such as Ping An, PICC; -ICBC has the highest quota among all QDII funds
Corporate Investors	-Covers over 50 major PRC corporate accounts including Cosco, Minmetal, COFCO
Long and Hedge funds	-Covers over 200 major long and hedge fund accounts in Greater China
PRC PB and HNWI	-Covers over 200 PB accounts from our HNW PB

Our Experienced Sales Team Is the Driving Force to the Success of all Capital Raising Transactions

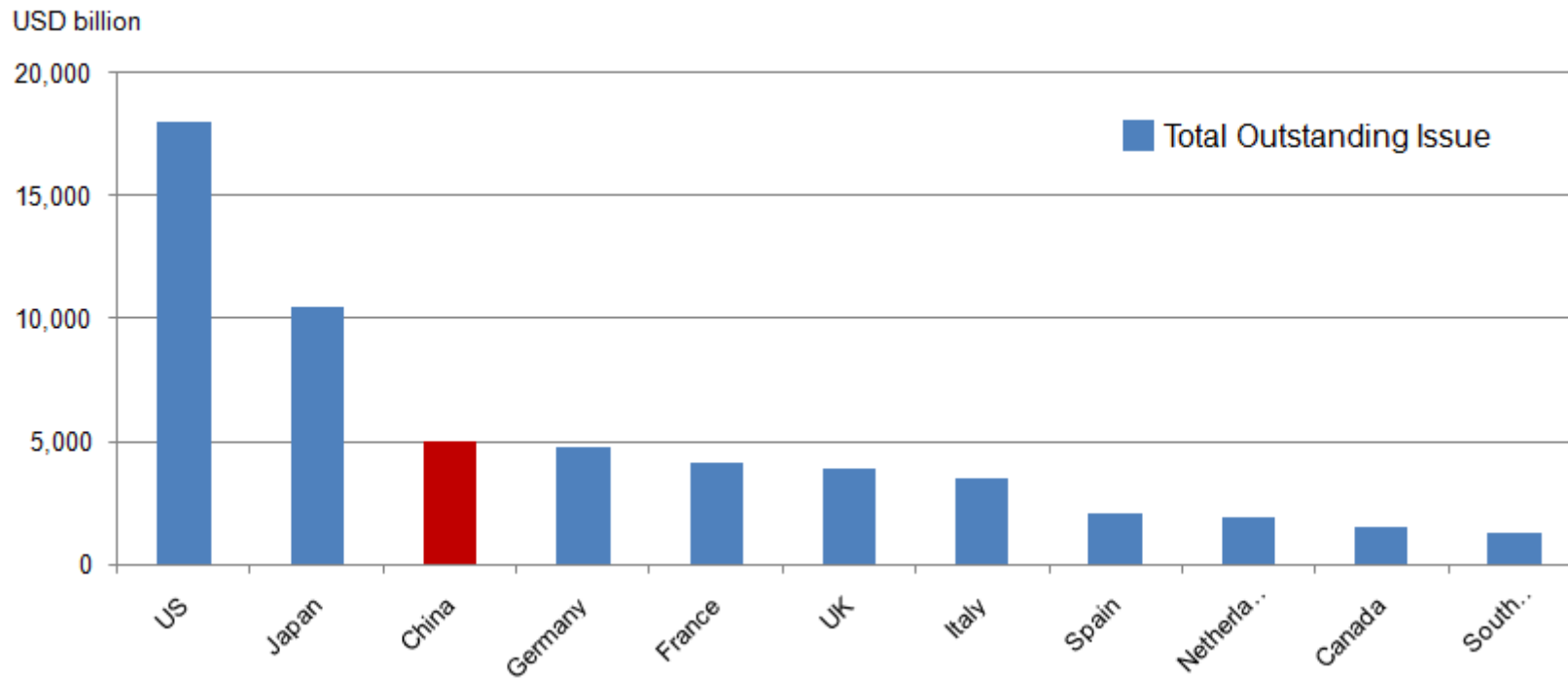
3. Onshore RMB Capital Market for Investment



China's Onshore bond market – Too Big to Ignore

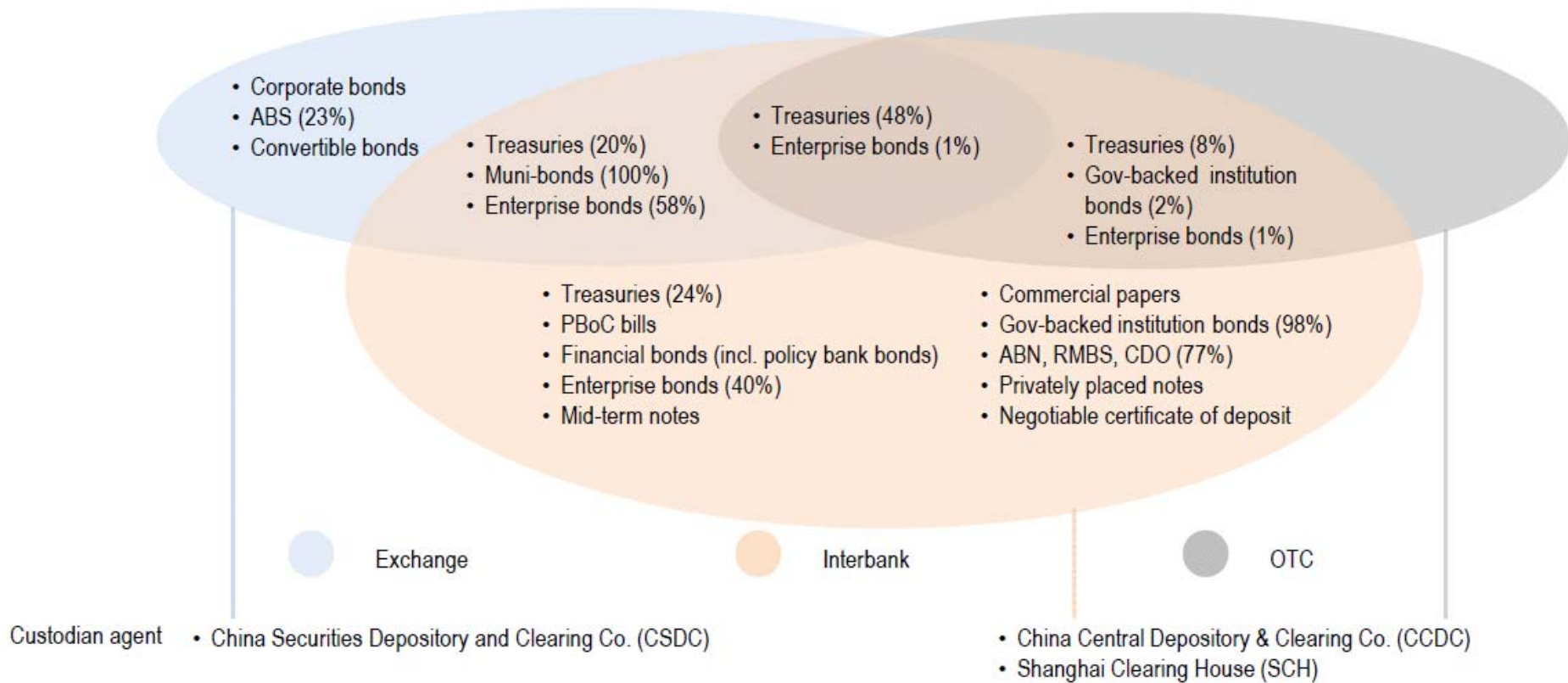
- China's domestic bond market has grown to become the world's third-largest, only after the US and Japan.

China is the third largest bond market in the world



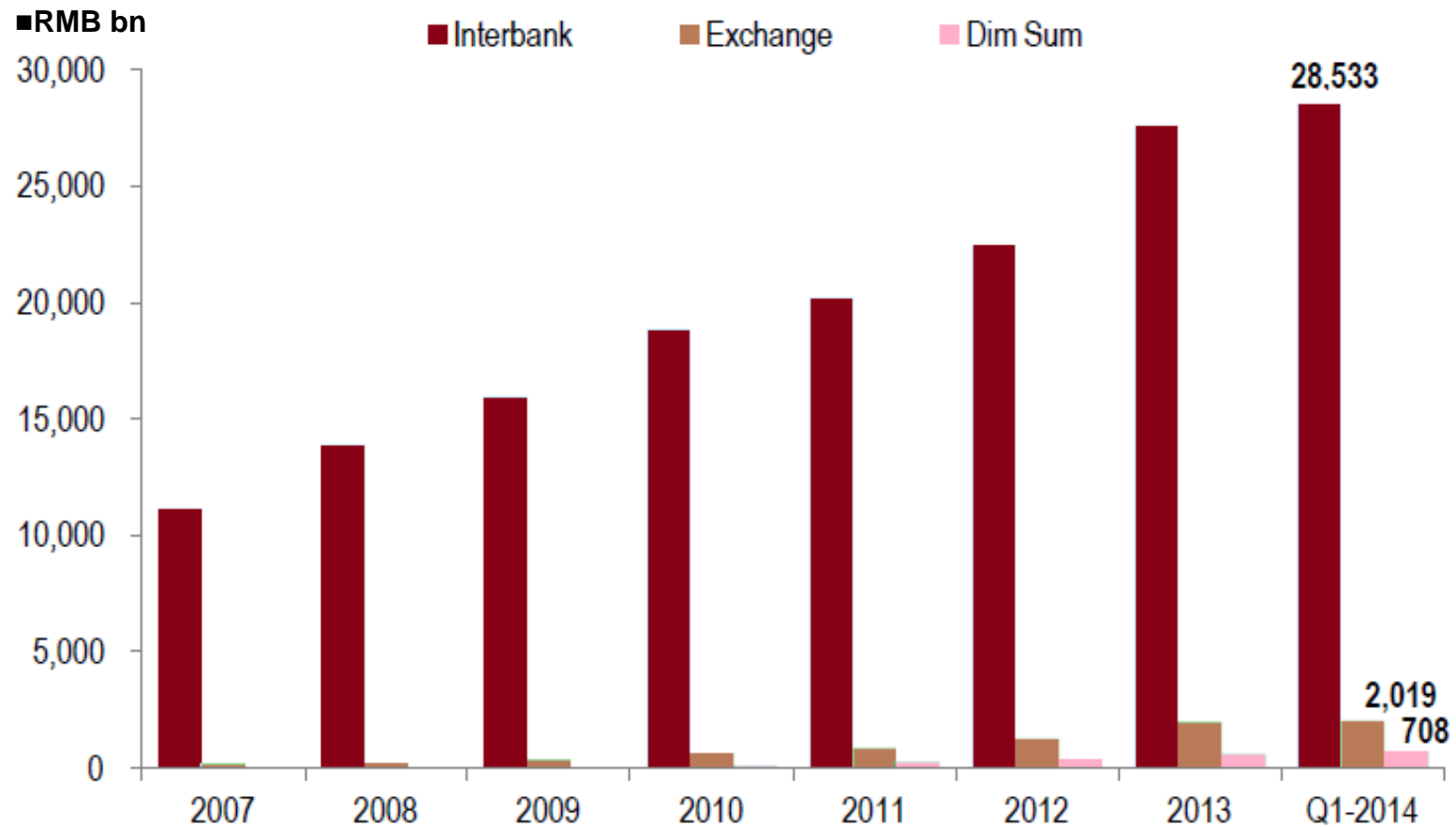
Source: BIS

Products available on three onshore trading platforms



■ Source: Chinabond, CSDC, SCH, HSBC

Onshore bonds are traded mainly on China Interbank Bond Market (CIBM)



Source: Chinabond, Standard Chartered

Major Participant of the CIBM market - commercial banks

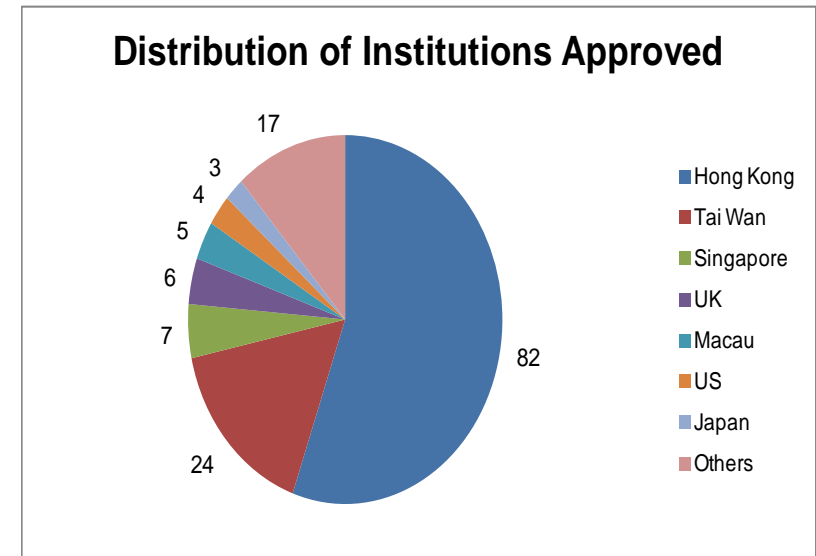
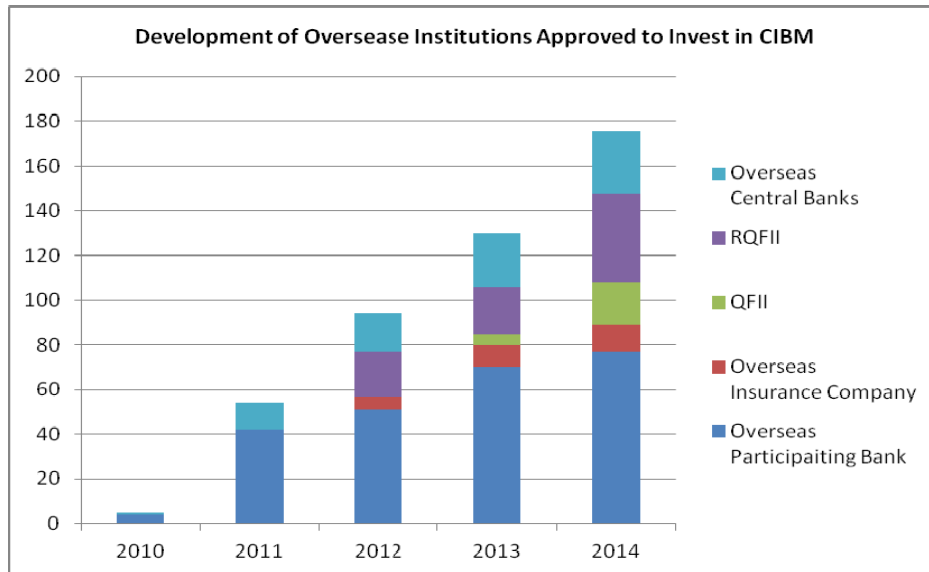
Commercial banks are the major investors in the inter-bank bond market and their spot trading accounts for **69.36%** of the whole market. (Only data of CCDC are available)

Investor types	Investor numbers	2014 Spot trading volume (Trillion RMB)			
		Buy	Sell	Total	Market Share
Commercial Banks	591	21.24	21.74	42.97	69.36%
Securities Companies	129	5.66	5.68	11.34	18.31%
Special Members	20	0.08	0.08	0.16	0.26%
Funds Institutions	4,667	2.61	2.38	4.99	8.06%
Credit Cooperative Banks	522	0.71	0.78	1.48	2.39%
Non-financial Institutions	250	0.00	0.00	0.00	0.00%
Insurance Institutions	145	0.17	0.19	0.36	0.58%
Non-bank Financial Institutions	175	0.05	0.04	0.09	0.15%
Individual investors	0	0.00	0.00	0.00	0.00%
Foreign Institutions	182	0.24	0.05	0.29	0.47%
Others	0	0.23	0.03	0.26	0.53%
Total	6,681	30.98	30.98	61.96	100%

Foreign CIBM Participants

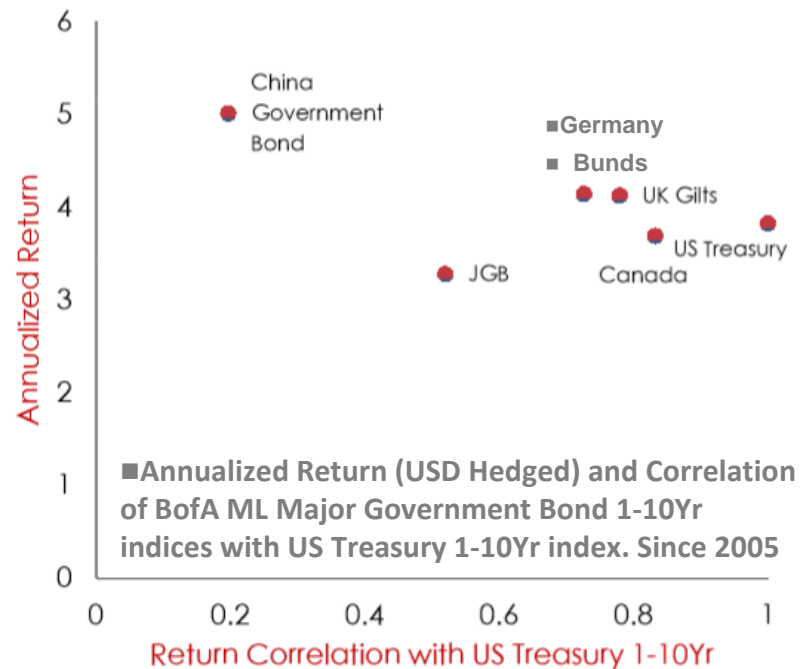
As of Dec.31,2014, there are almost 176 overseas institutions approved to invest in CIBM by PBC, composed of **19 QFIIs, 40 RQFIIs, 77 overseas participating banks, 12 overseas insurance companies and 28 overseas central banks.**

Overseas institutions are all over the world. Hong Kong and Taiwan are the most active area in investing CIBM for 148 overseas institutions excluding central banks.



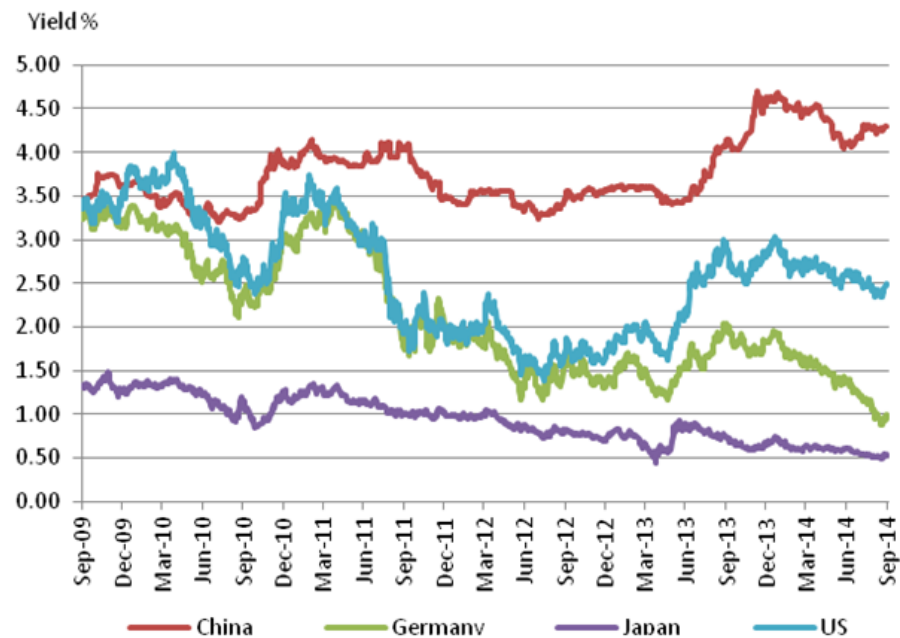
Onshore bond market offers better yields with global diversification

- Unlike the downward trend in developed country bond yields over the past 30 years, China's onshore 10-year government bond yield has fluctuated in a narrow range, given China's more stable interest rate cycle.



■ Source: Wind, Bloomberg

■ 10-year government bond yield



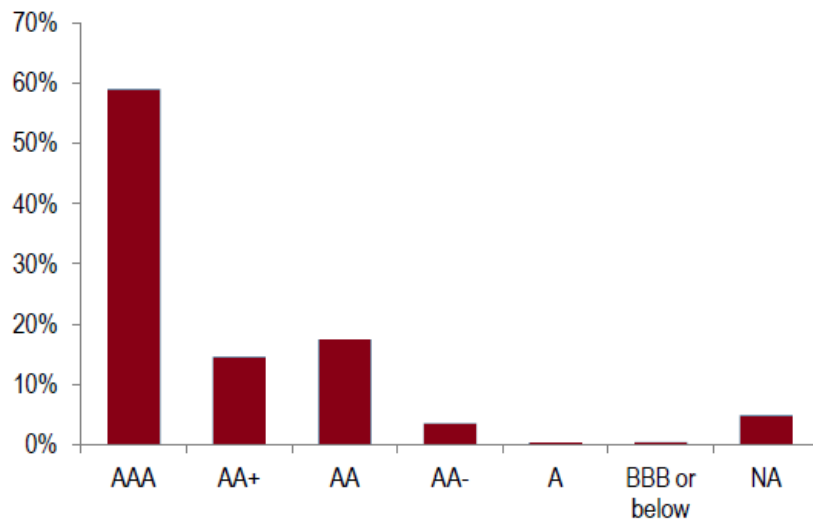
■ Source: Bloomberg

Credit Rating Agencies

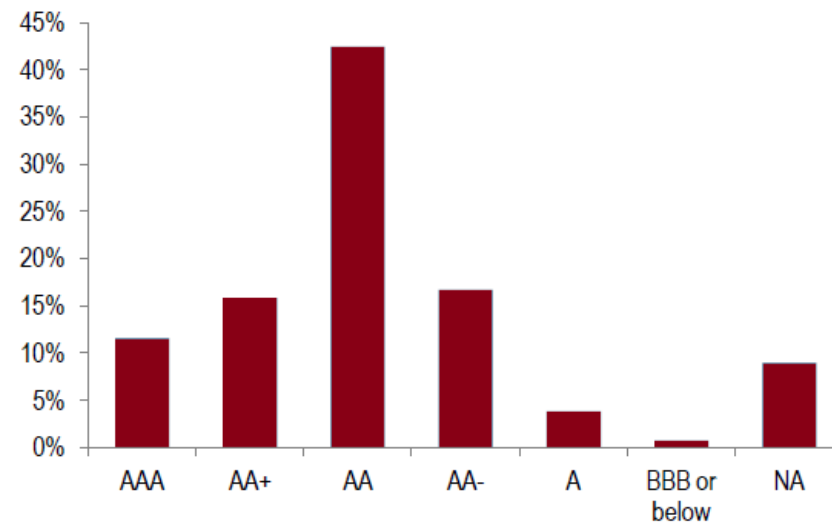
■ Only recognized local rating agencies conduct rating business onshore

- China Lianhe Credit Rating (Lianhe, 联合信用评级); —————> ■49% owned by Fitch
- China Chengxin International Credit Rating (Chengxin, 中诚信证券); —————> ■49% owned by Moody's
- Dagong Global Credit Rating (Dagong, 大公国际资信评估); —————> ■Approved by ESMA as CRA
- Shanghai Brilliance Credit Rating (Shanghai Brilliance, 上海新世纪); —————> ■Strategic cooperation with S&P
- Golden Credit Rating (东方金诚);
- Shanghai Far East Credit Rating (Far East, 上海远东资信);
- Pengyuan Credit Rating (Pengyuan, 鹏元资信).

■ Rating breakdown – by outstanding amount



■ Rating breakdown – by number of issuers



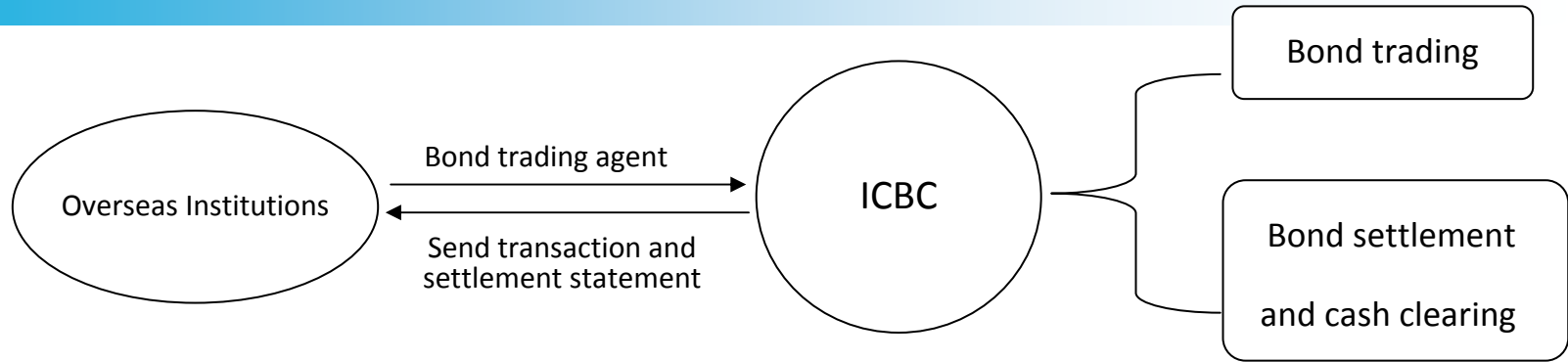
■ Source: Wind, Standard Chartered ; as of Q1-2014

CIBM Access Channel

	Three Types of Overseas Institutions	QFII	RQFII
Certificate of trading in CIBM	Approved by PBC		
Criteria of Applicants trading in CIBM	<ol style="list-style-type: none"> 1. Overseas central banks 2. Overseas RMB clearing banks 3. Overseas banks participating in Cross-boarder RMB settlement Business 4. Overseas Insurance Companies registered in Hongkong, Singapore and Taiwan 	Foreign institutional investors which have CSRC QFII license and get the quota approved by SAFE	RMB institutional investors which have CSRC RQFII licenses and get the quota approved by SAFE
Quota	Calculated and approved by PBoC	Calculated by SAFE, only no more than 50% investing in CIBM	Calculated by SAFE, 100% investing in CIBM
Funds Resource	RMB funds from Cross-Border Trading RMB Settlement Business	<ol style="list-style-type: none"> 1. Publicly-issued fund 2. QFII's own cash 3. QFII's clients' funds which means institutional clients' own fund, insurance funds or fund issued to non-specific investors. 	<ol style="list-style-type: none"> 1. Publicly-issued fund 2. RQFII's own cash 3. RQFII's clients' funds which means institutional clients' own fund, insurance funds or fund issued to non-specific investors.
CIBM Transaction Pattern	<ul style="list-style-type: none"> ● Bond trading and settlement through the domestic agent bank with the international settlement ability except overseas central banks ● Overseas central banks is agent by PBC directly. 	<ol style="list-style-type: none"> 1. Bond trading and settlement through the domestic agent bank with the international settlement ability 2. The domestic agent bank and custody bank shall be the same one 	<ol style="list-style-type: none"> 1. Bond trading and settlement through the domestic agent bank with the international settlement ability 2. The domestic agent bank and custody bank shall be the same one

What ICBC can offer

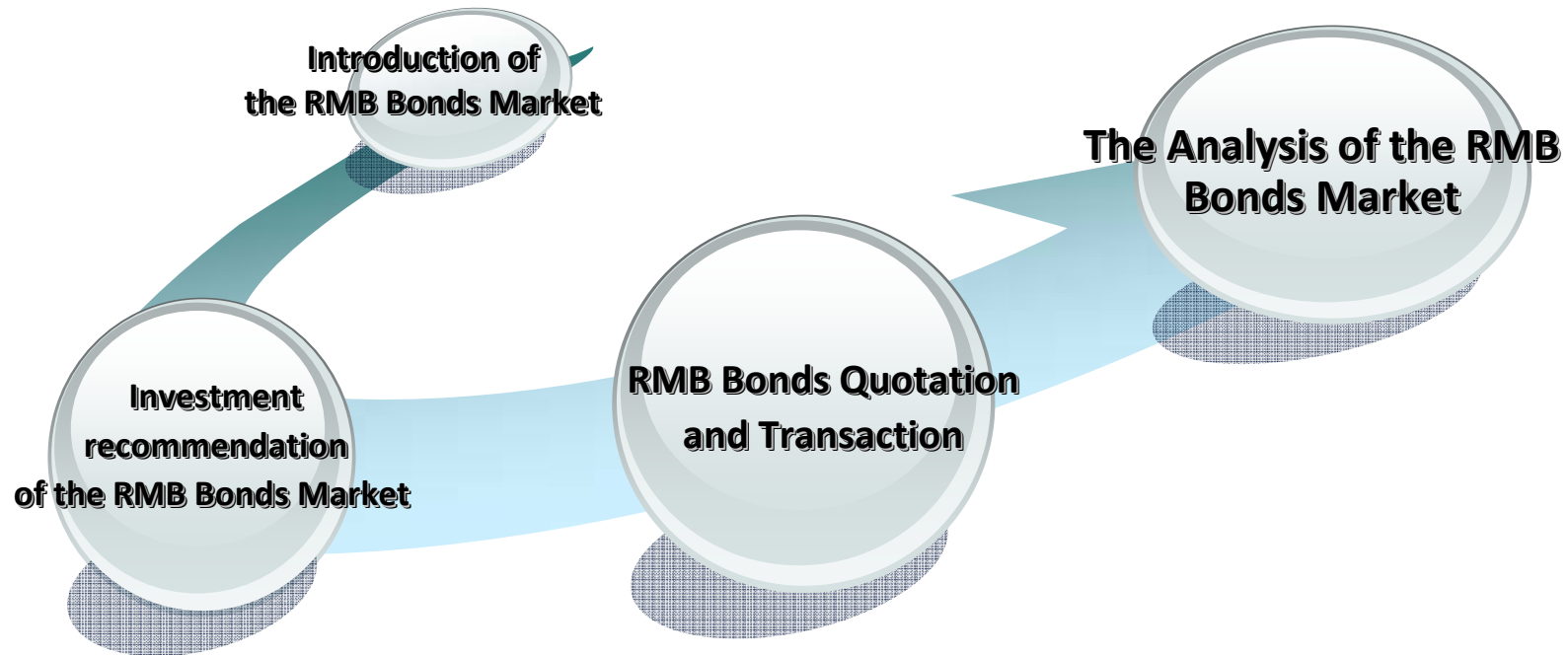
No.1 service model: Bond Trade and Settlement Agent Service



- Quick access to the inter-bank bond market **A**
- The most competitive price in the inter-bank bond market **B**
- Professional and efficient settlement and cash clearing service **C**
- Superior advisory service **D**

What ICBC can offer

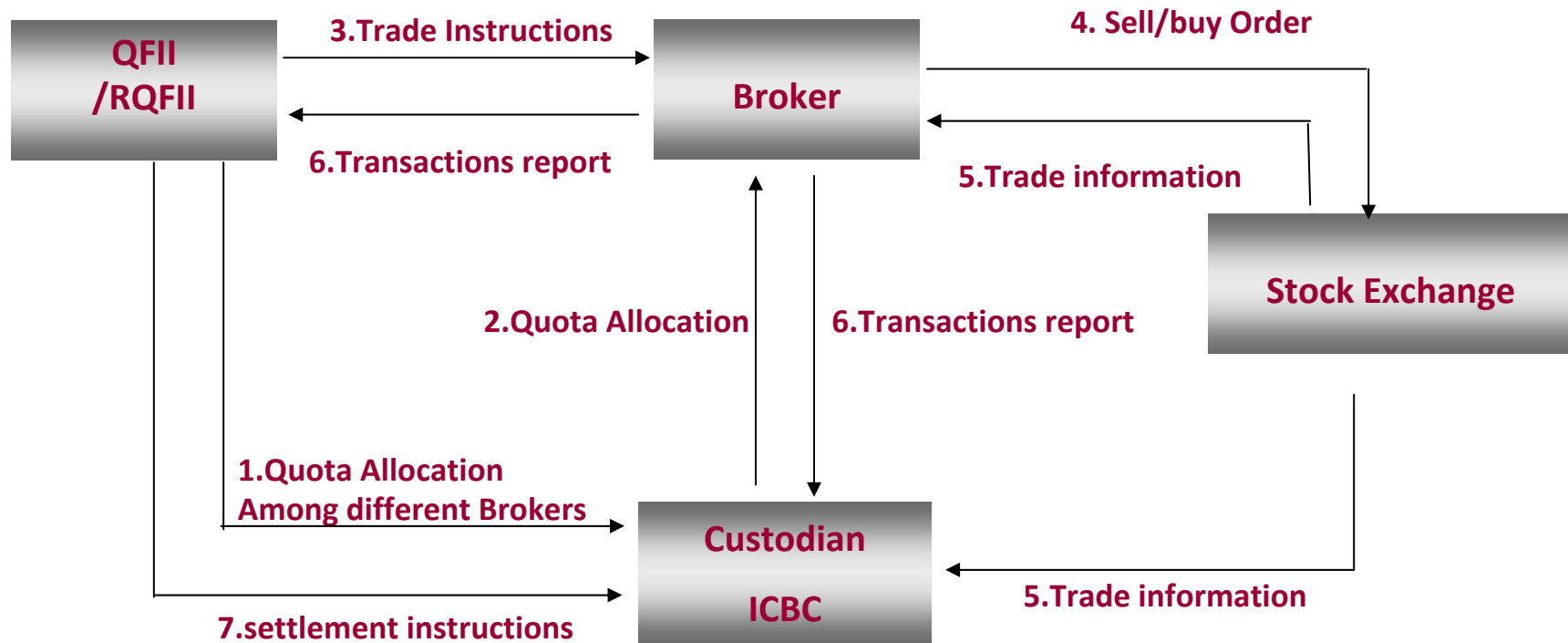
No.2 service model: As Your Agency in the Inter-bank Bond Market



What ICBC can offer

No.3 service model: As Your Custodian Bank for QFII/RQFII investment

QFII and RQFII Investment Workflow in Stock Exchanges



Why choose ICBC



Business Advantage in Global Markets



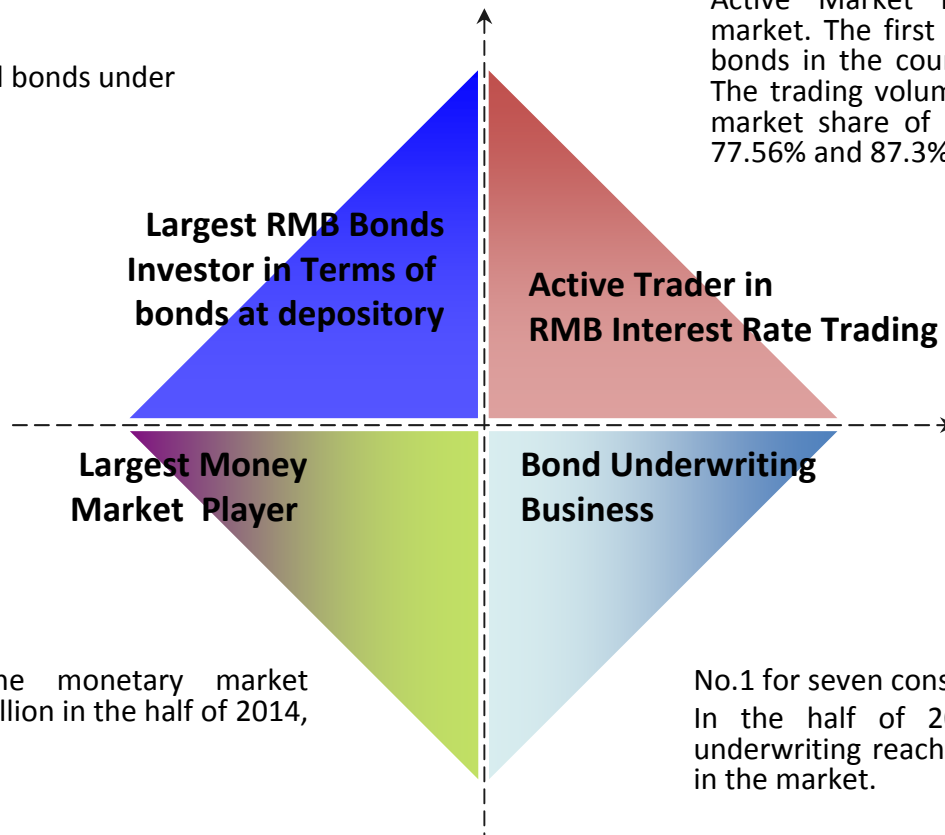
Strength in Inter-Bank Bond Market



Best Bond Trade and Settlement Service

Nearly 12% of the total bonds under custody in the market.

Active Market maker in the inter-bank market. The first bank operated policy bank bonds in the counter bond market in 2014. The trading volume and depository balances market share of the counter bond reached 77.56% and 87.3% respectively, ranked NO.1.



Trading volume in the monetary market amounted to RMB6.87 trillion in the half of 2014, market share about 10%.

No.1 for seven consecutive years. In the half of 2014, the volume of the bond underwriting reached RMB0.47 trillion, ranked NO.1 in the market.



By Your Side, As You Trust

Senior Management

Contact Person	Title	Telephone Number	E-mail
Mr. Gang Liu	Managing Director	+352 2686 6662	liu.gang@eu.icbc.com.cn
Mr. Yongzhao Fang	Assistant General Manager	+352 2686 6668	fang.yongzhao@eu.icbc.com.cn

Debt Capital Market

Contact Person	Title	Telephone Number	E-mail
Mr. Xiangke Tan	Head of Corporate Banking Department	+352 2686 6641	tan.xiangke@eu.icbc.com.cn
Ms. Jin Huang	Deputy Head of Corporate Banking Department	+352 2686 6635	huang.jin@eu.icbc.com.cn

Financial Institutions

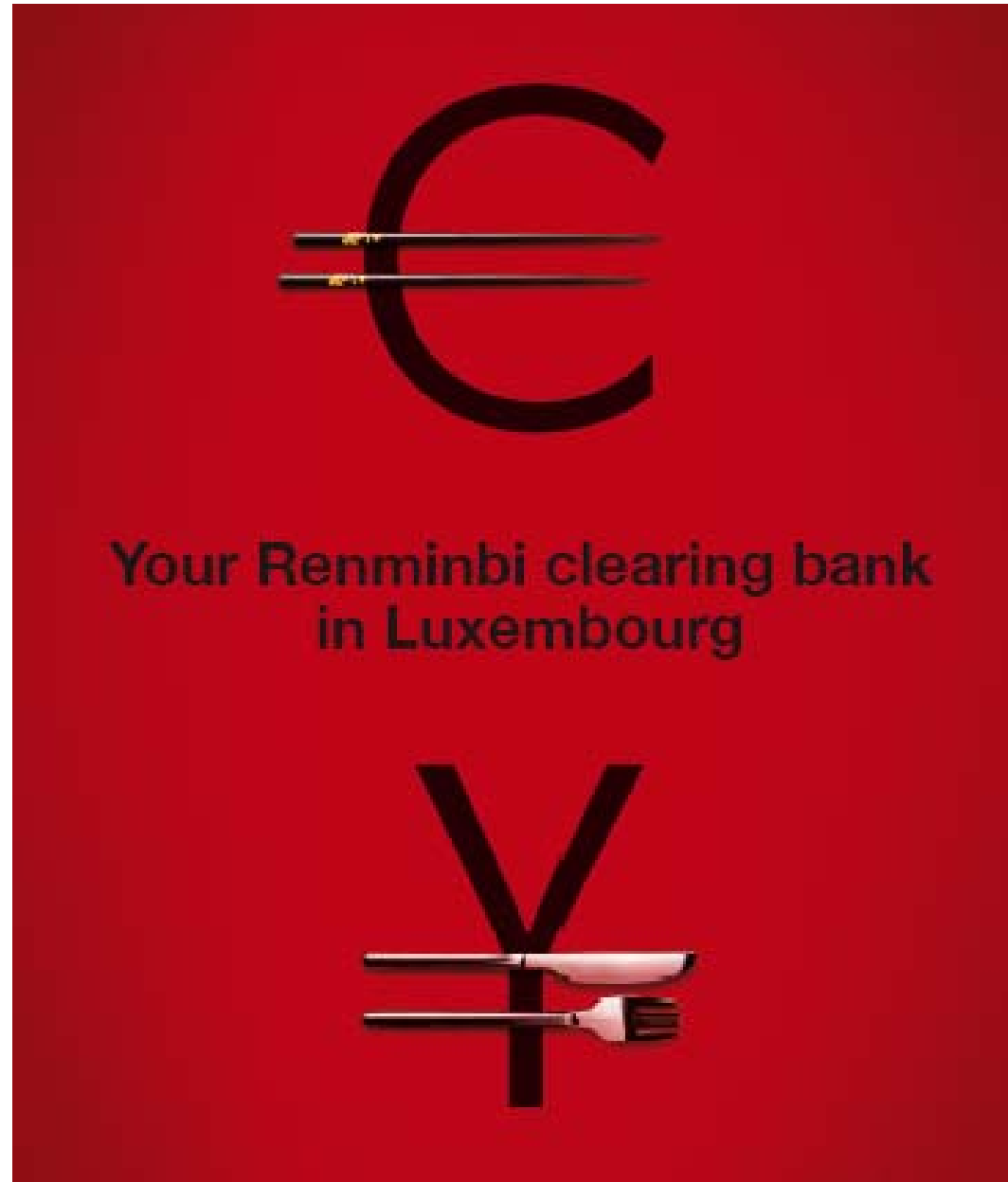
Contact Person	Title	Telephone Number	E-mail
Mr. Zhi XU	Head of Financial Institutions	+352 2686 6634	xu.zhi@eu.icbc.com.cn
Ms. Qian LI	Deputy Head of Financial Institutions	+352 2686 6629	li.qian@eu.icbc.com.cn

Financial Markets

Contact Person	Title	Telephone Number	E-mail
Mr. Dong Han	Head of Financial Markets	+352 2686 66645	han.dong@eu.icbc.com.cn
Mr. Xiongwei Cai	Trader	+352 2686 6637	cai.xiongwei@eu.icbc.com.cn



Thank you



RMB refers to Renminbi, in Chinese meaning “People’s Money” as China’s currency.

CNH refers to offshore RMB.

CNY refers to onshore RMB.

PBoC refers to the People’s Bank of China and acts as the central bank of China.

SAFE refers to State Administration of Foreign Exchange, P.R.C..

HKMA refers to Hong Kong Monetary Authority and acts as the government authority in Hong Kong for maintaining monetary and banking stability.

QFII refers to Qualified Foreign Institutional Investor.

QDII refers to Qualified Domestic Institutional Investor.

RQFII refers to RMB Qualified Foreign Institutional Investor.

RQDII refers to RMB Qualified Domestic Institutional Investor.

RTGS refers to Real-Time Gross Settlement.

HIBOR refers to Hong Kong Inter-bank Offered Rate.

SHIBOR refers to Shanghai Interbank Offered Rate.

CCDC refers to China Central Depository & Clearing Co.

CSDC refers to China Securities Depository and Clearing Co.

SCH refers to Shanghai Clearing House.

CNAPS refers to China National Advanced Payment System.

UCITS refers to Undertakings for Collective Investment in Transferrable Securities.



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