

CCB to help build Offshore RMB market in Toronto

China Construction Bank Toronto Branch



中国建设银行

China Construction Bank

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Toronto Branch

Agenda

- * Who we are
- * The Offshore RMB markets
- * The Benefits to Canada
- * How we can help

China Construction Bank

Financial Data (shown as of September 2014)

- * CCB Toronto– 1st Chinese branch in Canada
- * 2nd largest commercial bank in China
 - * Asset: USD\$ 2.74 Trillion
 - * Net Profit: USD\$ 31.2 Billion
 - * ROA: 1.58%
 - * ROE:22.14%
- * Overseas networks: 21 (in 18 countries)

China Construction Bank

How the world sees us in 2014

2nd by Tier 1 Capital
“Top 1000 World Banks”

The Banker
GLOBAL FINANCIAL INTELLIGENCE SINCE 1926

2nd by asset
“Forbes Global 2000
Leading Companies”

Forbes

38th by gross revenue
“Fortune Global 500”

FORTUNE

Offshore RMB Markets in Canadian Markets (as at Nov 8, 2014)

Canada and China have agreed to a set of measures to support the increased use of renminbi (RMB) in trade, commerce and investment between the two countries.

1. 200 Billion Chinese Yuan (30 Billion Canadian dollars) bilateral currency swap agreement
2. 50 Billion Yuan of RMB Qualified Foreign Institutional Investor (RQFII) investment quota.

Offshore RMB Markets through Bilateral Currency Swap Agreement

- * First Agreement – PBOC & BOK RMB 180Bn in 2008
- * Total agreements with central banks to-date: 33
- * Renewal of the agreements: 11
- * Total amount: RMB 2.95 Trillion (as of Oct 2014)

Offshore RMB Markets

through RMB Qualified Foreign Institutional Investors

- * First RQFII – 9 HK institutions in 2011
- * Total RQFII institutions to-date: 117
- * Countries/regions: France, Hong Kong, South Korea, Singapore, UK

Offshore RMB Markets through RMB Clearing

- * First Offshore RMB Clearing: Hong Kong in 2011
- * Total Clearing Center: 11

Offshore RMB Markets

bring consistent Growth

RMB Payment (Volume in billion USD)

Countries/ Regions	2013 2H			2012 2H			Growth	Agreement Since
	Rank	Volumes	% of Total	Rank	Volumes	% of Total		
Hong Kong	1	20,592	78.6%	1	8,244	85.1%	150%	1/20/2009
UK	2	1,473	5.6%	3	370	3.8%	298%	6/23/2013
Singapore	3	1,038	4.0%	2	379	3.9%	174%	7/23/2010
Australia	7	287	1.1%	11	37	0.4%	676%	3/22/2012
Total		26,201	100.0%		9,682	100.0%	171%	

Note: SWIFT recorded both sides of an transaction. To adjust the value to equate to the same reporting convention used by BIS, the total value should be divided by two.

Benefits to Canada

1. Reduce the currency exchange costs
2. Promote diversification of Canadian capital markets
3. Enhance the competitiveness of Canadian financial markets

CCB Toronto Branch can help

Our Products

- * Strong RMB capital, products, networks, expertise from CCB Groups in the following areas:
 1. Asset Management
 2. Liability Management
 3. Clearing and Settlement
 4. Treasury Management
- * Best practical experience from CCB London Offshore RMB Center

CCB Toronto Branch can help

Our strength in cross-boarder RMB service

In 2014, the results from promoting the cross-border RMB services:

1. 2nd in RMB clearing service by Volume in the industry
2. Volume of the year: 1.867 Trillion *
3. Awarded Offshore RMB clearing Bank in London ,UK
4. Products innovations within China Free Trade Zone

* Volume since cross-border RMB service pilot program in 2009: 6.8 Trillion Yuan (YoY growth 200%+)

CCB Toronto Branch can help Issuance of Dim Sum Bonds

Announcement Date	Securities	Terms	Issued Amount	Markets
3/6/2014	CCB 3.25 3/13/2016	2YR	4,000 MM	Hong Kong
5/19/2014	CCB 3.38 3/28/2016	2YR	1,500 MM	Frankfurt
5/12/2014	CCB 3.25 5/20/2016	2YR	500 MM	Australia
6/19/2014	CCB 3.45 6/27/2017	3YR	1,250 MM	Switzerland

CCB Toronto Branch

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