



Some Snapshots of the Chinese Banking Industry

Century Iron Ore Conference

Oct. 9, 2013

Toronto, Ontario

TOPIC Today

I. Development of the Major Chinese Banks

II. KPI and BSC

III. Life of Bankers in China

IV. Our Service in Canada

I. Development of the Major Chinese Banks



1. Market Value of Public Listed Banks in China

Bank Name	Code	Market Value (Billion RMB ¥)
Bank of China*	601988	776.04
China construction bank*	601939	1,070.04
Industrial and Commercial Bank of China*	601398	1,349.65
Agricultural Bank of China*	601288	808.75
China Merchants Bank*	600036	275.40
Bank of Communication*	601328	319.32
Shanghai Pudong Development Bank*	600000	190.98
China Minsheng Bank*	600016	268.95
Industrial Bank*	601166	213.17
Ping An Bank*	000001	97.58
Bank of Nanjing	601009	24.53
Bank of Ningbo	002142	25.40
China Citic Bank*	601998	177.80
China Everbright Bank*	601818	114.04
Bank of Beijing	601169	71.72
Hua Xia Bank*	600015	66.38

*World's Top 100 Banks by 2013 "The Banker"

Source: hexun.com

2. Leading Global Banks



(1) Bloomberg as at January 2013

Market Cap

II. KPI and BSC

2. KPI and BSC

-Yes! You can!

Sample BSC of a Branch

III. Life of Bankers in China

3. Life of Bankers in China

Facing the cut throat market competition and the monthly BSC performance evaluation, a bank manager in charge of business development in China,

-is guaranteed not to rest on Saturdays.

and

-is not guaranteed to rest on Sundays.

5+2 / white+black

IV. Our Service in Canada

4.1 Bank of China

1912

BOC started operations as central bank



1929

Established BOC London Agency; the first Chinese overseas branch



1949

The Bank served as the state-designated specialist foreign exchange and trade bank

1985

The first credit card in China



1994/1995

Issued first BOC HK dollar & Macau Pataca Notes



2004

The Bank incorporated as Bank of China Limited



2006

Successful IPO in HK and Mainland China.



2008

Sole Banking Partner of Beijing Olympics Games



2011

Identified as a Global Systemically Important Financial Institution



2012

100th anniversary

- The only Chinese bank with over a century of history
- The only Chinese bank listed in Fortune Global 500 for 24 Consecutive Years
- Named nine times as Best Chinese Bank by Euromoney
- Honored as the World's Best Foreign Exchange Providers (China) by Global Finance
- Named six times as Best Chinese Trade Finance Bank by The Asset

4.2 Bank of China (Canada)

Bank of China (Canada) - BOCC

Bank of China (Canada) BOCC is the first Chinese Bank to enter the Canadian Market.

BOCC was incorporated as a Schedule II bank in 1992. It provides full-services and carries on business under Canada's Bank Act and operates under the supervision of the Office of Superintendent of Financial Institutions (OSFI). BOCC is a member of the Canadian Bankers Association, Canadian Payments Association, as well as the Canada Deposit Insurance Corporation ("CDIC").

BOCC is in a unique position to provide services bridging the trade and investment activities between Canada and China. Our mission is to facilitate the economic and trade development of Canada and China.



4.3 Bank of China (Canada) Branch Network

■BOCC opened its first branch in Toronto's Chinatown in 1994, followed by the Vancouver branch in 1995. Branches in Scarborough, Markham and North York were opened in 2005, 2008 and 2010 respectively. With the establishment of the branches in Calgary, Richmond, Mississauga, Burnaby and Montreal from 2011 to 2013, the number of branches has reached TEN plus a VIP center in Markham.



4.4 Bank of China (Canada) Products Overview



4.5 Our Advantages

- Bank of China is the most internationalised and diversified bank in China. Bank of China provides a comprehensive range of financial services to customers across the China Mainland, Hong Kong, Macau, Taiwan and 37 overseas countries, including offering full range of corporate banking products in RMB in Canada.
- Global reach with banking capabilities in the world's leading financial centers—New York, Toronto, London, Frankfurt, Paris, Tokyo, Singapore, Hong Kong and Shanghai.
- BOCC is the only bank from China that has branches covering all the four major business hubs of Canada: Toronto, Vancouver, Calgary and Montreal.
- Our knowledgeable employees with strong work ethic and professional experiences would be a great asset for those who are willing to link their business with the second largest economy in the world.



Thank You!

Bank of China (Canada) will provide professional services to meet your needs and assist your business success **in both Canada and China.**