



---

ICBC DO BRASIL – BANCO MÚLTIPLO S/A

# INSTITUTIONAL PRESENTATION

Yunpeng Zhou

Nov 2017

## Industrial and Commercial Bank of China

- Through its continuous endeavor and stable development, ICBC has developed into the top large listed bank in the world, possessing an excellent customer base, a diversified business structure, strong innovation capabilities and market competitiveness.
- ICBC has its **presence in 6 continents**, and its overseas network has expanded to **44 countries** and regions.
- ICBC provides comprehensive financial products and services to **5,090 thousand corporate customers** and **465 million personal customers** by virtue of the distribution channels consisting of 17,122 domestic institutions, more than 400 overseas institutions and 2,007 correspondent banks worldwide.
- At the end of 2014, the Bank's corporate customers increased by 359,000 over the end of the previous year to 5,094,000, including **140,000 corporate customers** having loan balances with the ICBC. According to statistics from PBC, ICBC had the largest balance of both corporate loans and corporate deposits in the banking industry, with a market share of 11.17% and 11.64%, respectively.

### Selected 2015 Awards



Best Emerging  
Markets Bank



Best FX  
Provider



Best Treasury &  
Cash Management  
Bank



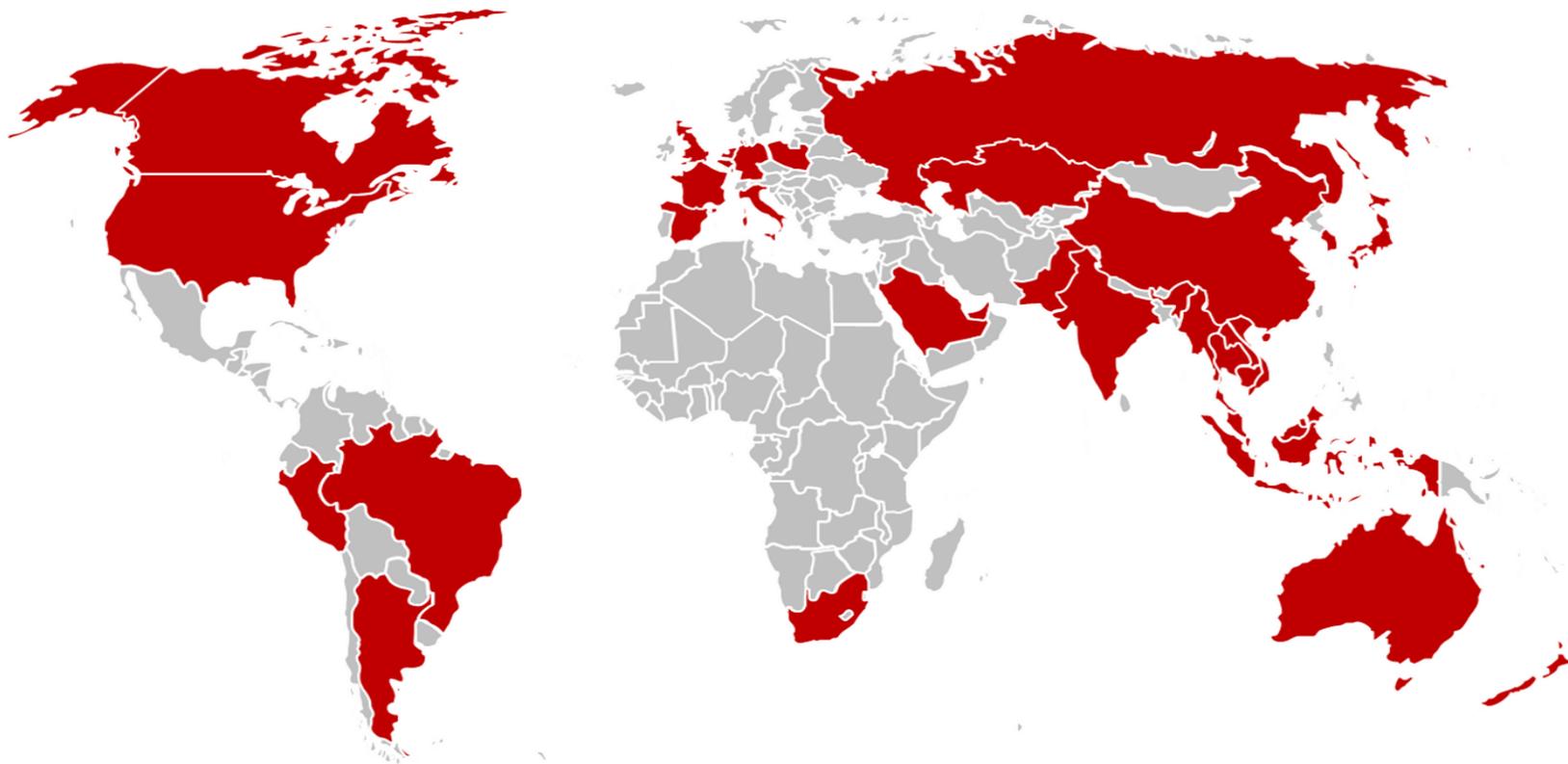
Best Corporate  
Bank in Asia

### Credit Ratings

	FY16	FY15
S&P	A	A
Moody's	A1	A1

## ICBC Global Network

**ICBC Global Network counts with offices in 44 countries and regions, servicing over 5,000 corporate customers. The network consists of over 17,000 domestic institutions, over 400 overseas institutions and over 2,000 correspondent banks. All of that, ready to serve your company**

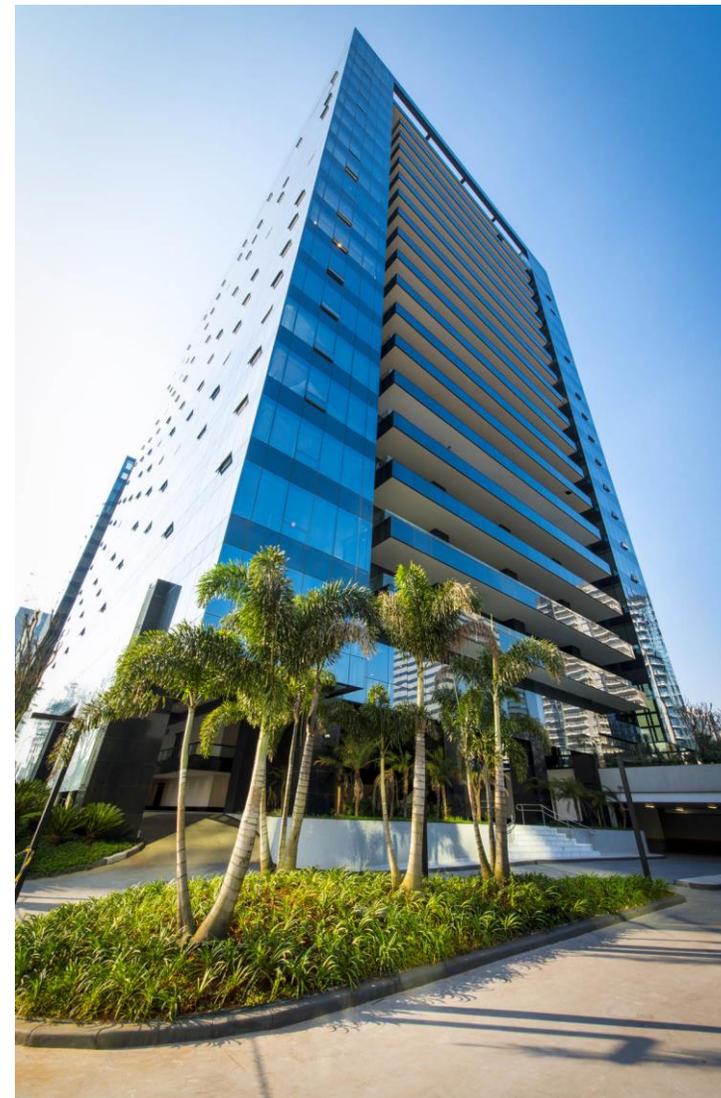


## Largest Banks, by Total Assets



## ICBC do Brasil Banco Múltiplo S/A

- ICBC do Brasil was established in late 2013, as a new bank in Brazil, in reciprocity to Banco do Brasil entrance in the Chinese market. ICBC was established as Banco Múltiplo, already aiming the growth of its operations in the country.
- The bank primary focus is on Corporate Banking and Trade & Commodity Finance, for the main sectors of Brazilian economy, including, among others, agribusiness, industry, retail, power & utilities, technology, hard commodities and automotive.
- Since its foundation, ICBC has been growing, counting now with 50 employees on the ground, prepare to assist our clients with their financial needs. Furthermore, ICBC Group put at its clients' disposal its international network, present in more than 40 countries.
- ICBC do Brasil total assets already exceeds BRL 900mln, with currently 95 clients.



**ICBC do Brasil  
Banco Múltiplo S/A**



## Products & Services

***ICBC do Brasil provides clients with tailored solutions in all stages of your business cycle, in areas including corporate finance, structured finance, commercial finance, financial markets, leasing and advisory.***



## Some of our clients in Brazil



## Selected Achievements



In the case of the world's largest IPO project, Petrobras, ICBC International Holdings Limited as the sole Chinese bank was invited to be the co-Bookrunner and completed the booking building valued US\$1.17 billion, which effectively expanded ICBC's influence in the international capital market. As important as successful financing, ICBC helped PETROBRAS build remarkable reputation in Asia market.



In Feb 2010, Vale's HDR was listed in HKEX, ICBC International was invited as the role of financial advisory for Vale.



ICBC have been taking lots of cooperation with EMBRAER on aircraft finance. By now, ICBC has financed for about 60 aircrafts made by EMBRAER.

## Aircrafts Leasing



13 aircrafts  
USD 350 million



7 aircrafts  
USD 42 million



1 aircraft  
USD 28 million



**ICBC do Brasil  
Banco Múltiplo S/A**





Obrigado !

---

## Disclaimer & Confidentiality Agreement

This presentation and its contents is intended for discussion purposes only and subject to modifications at the discretion of ICBC do Brasil Banco Múltiplo S/A (hereafter defined as “ICBC BR”). This document does not constitute, and may not be construed as constituting, a commitment or an offer to commit to any transaction and/or financing by ICBC BR.

All information presented herein are subject to the Brazilian law, its regulatory agencies and agents.

### *CONFIDENTIALITY AGREEMENT*

All the information contained herein is made available to the recipient on a confidential basis and may only be provided to the recipient’s employees and representative, who need to know such information for the purpose of evaluating any future transaction or in regards to the relationship between your company and ICBC BR, and who shall be informed of the confidential nature of the information. This document and all the information herein may not be, inter alia, copied, translated, changed or distributed to any third party without ICBC BR’s prior written consent.