



ICBC DO BRASIL – BANCO MÚLTIPLO S/A

INSTITUTIONAL PRESENTATION

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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

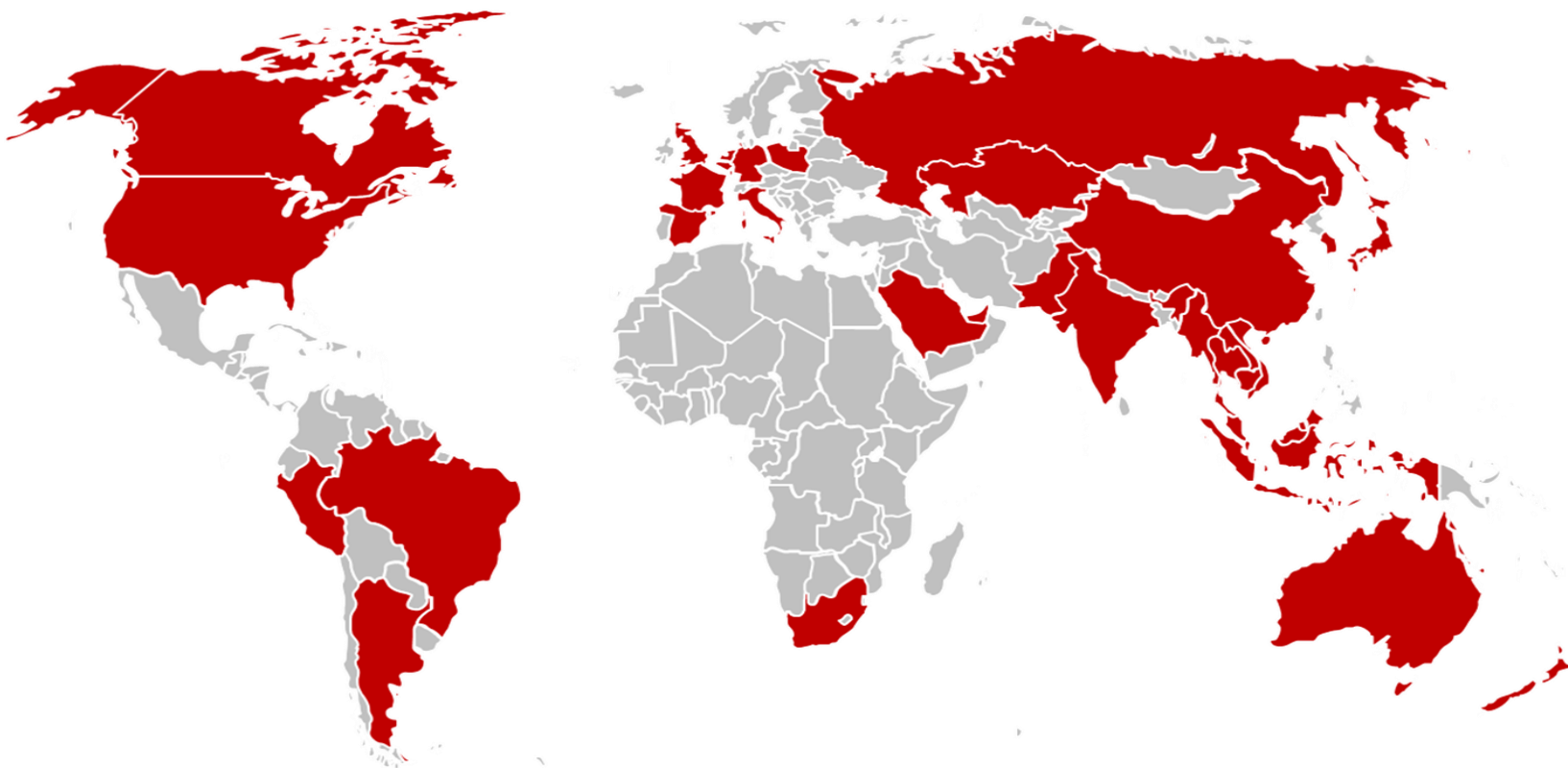


Best Corporate
Bank in Asia

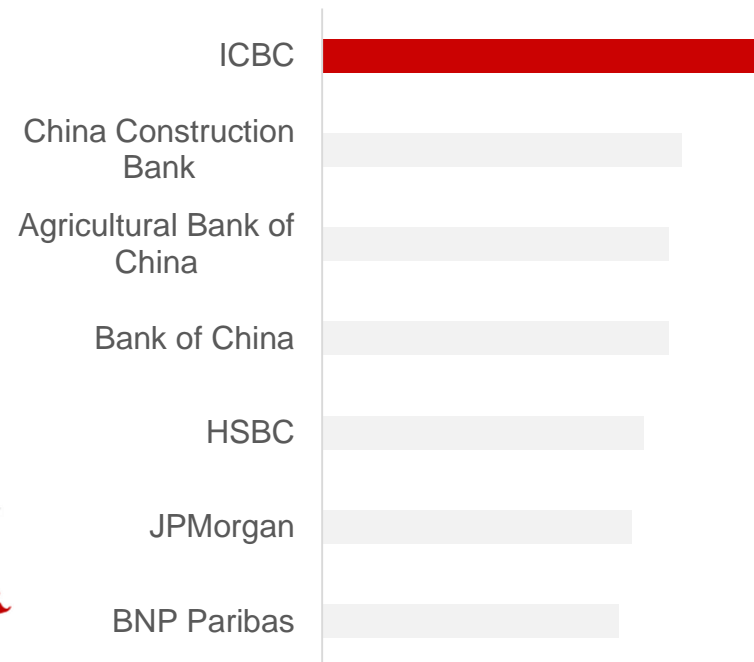
Credit Ratings

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

ICBC Global Network counts with offices in 44 countries and regions, servicing over 5,000 corporate customers. The network consists of over 17,000 domestic insitutions, 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.

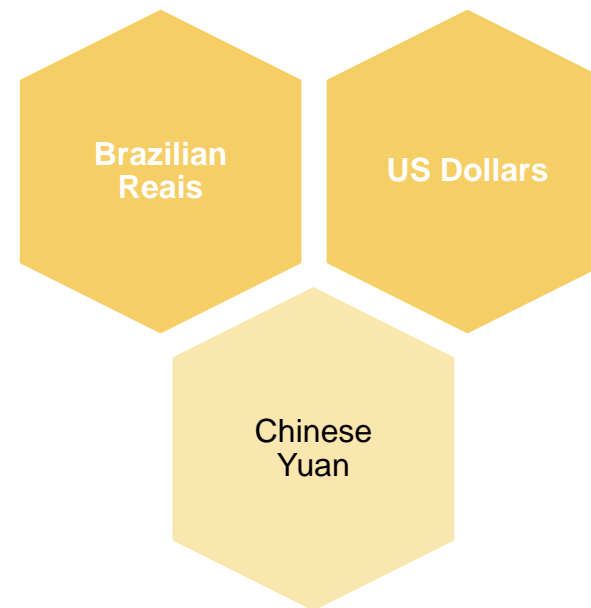


**ICBC do Brasil
Banco Múltiplo S/A**



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 !

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