



## WHO Is ICBC?

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ICBC refers to Industrial and Commercial Bank of China Limited. In 2014, ICBC retained its first place position in the global banking industry, in terms of major indicators like tier-1 capital, profitability, operating income, and customer deposits; It is the first Asian bank that won the award “World’s Best Bank” by Banker; It ranked 1st among the world’s biggest public companies by Forbes Global 2000; And it stood No.1 in the sub-list of global commercial banks by Fortune Global 500.

## WHY Choose ICBC?

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For one thing, as the largest listed bank in the world, ICBC has developed into a recognized global brand. ICBC provides comprehensive financial products and services to 5,090 thousand corporate customers and 465 million personal customers worldwide. By the end of 2014, the Bank has had its presence in six continents, and its overseas network has expanded to 41 countries and regions, with 338 overseas institutions and more than 1,800 correspondent banks, making it the most globalized Chinese finance corporation. ICBC’s network covers 95% of the countries and regions which have trading relations with China, and 100% of GDP top 20 countries. Under the backgrounds of RMB internationalization and China’s “One Belt, One Road” proposal, ICBC is upgrading its globalization from version 1.0 to 2.0, which is deeper, more delicate and competitive.

For another, ICBC is devoting significant efforts in localizing its operations in the US region. ICBC has a total of four entities in the US region, namely ICBC New York Branch, ICBC Financial Services, ICBC USA, and ICBC Standard New York. They provide a full suite of financial services to consumers, businesses, and financial institution customers.

ICBC launched the New York Branch in 2008, its first presence in the USA. Under the supervision of the Federal Reserve Bank and the New York State Department of Financial Services, the Branch engages in wholesale banking business including corporate deposit, corporate credit facilities, trade finance, clearing, and treasury business.

Founded in 2010, ICBC Financial Services, holding the broker and dealer license, provides primarily fixed-income securities clearing and financing services to institutional clients.

In 2012 ICBC acquired an 80% interest in the Bank of East Asia (USA) and changed its name to ICBC USA. ICBC USA is a national bank chartered by the Office of the Comptroller of the Currency. It operates a total of thirteen branches in America, with three in New York City, five in San Francisco Bay Area in Northern California, and five in Greater Los Angeles Area in Southern California.

In 2015 ICBC purchased 60% controlling interest in Standard Bank Plc and renamed its New York subsidiary to ICBC Standard New York, which provides trading service of securities, commodities, and foreign exchange.

## WHAT Does ICBC Offer?

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While the Bank continues supporting Chinese companies’ expansion in North America, ICBC Institutions in the US Region are becoming more rooted in the local markets.

First, ICBC’s Project Finance and Public Finance Teams provide financial services for the developments of infrastructure, energy and natural resources, helping to leverage the US economy. For instance, New York Branch’s Project Finance Team designs and offers financing to projects based on their local risks. All projects thus far are focusing on the US market. Meanwhile, the Public Finance team have been collaborating with state and local governments. The Team offers high-quality financial products to boost local infrastructure and societal developments. In addition, ICBC is more than happy to recommend reliable Chinese partners to local clients, allowing the United States and China have complementary advantages in these specific fields.

Second, ICBC’s Corporate Finance, M&A Advisory, and Syndicated Loan Teams offer customized financial services to American companies, accelerating the growth of the enterprise and local employment. According to the Rhodium Group, over 80 thousand jobs have been added as a result of Chinese companies’ investment in the United States between 2000 and 2004. One of the Bank’s strengths is its tremendous network of Chinese investors in various industries all over the world, who may bring direct investments to different states in the USA.

Moreover, the Branch’s Trade Finance Team helps the leading American corporations in expanding their global footprints by ICBC’s abundant capitals and strong global networks. These professional services range from traditional supply chain finance and factoring to value-added advisory on investment to China. Particularly, the aforementioned team has expertise in US-China trading and cross-border RMB clearing.

Last but not least, retail business is one of the most important sections for ICBC Institutions in the US Region. ICBC USA is dedicated to satisfying individuals’ all-level financial needs, such as deposit, lending and transfer. After all, following the Community Reinvestment Act, ICBC USA supports local community development by offering credits, education and donations to households, organizations, and local retail businesses.

# ICBC: Your Global Partner

# Your Reliable Bank