



中國工商銀行(亞洲)

ICBC (Asia)

2003 EVENTS HIGHLIGHTS

January

- Launched USD current account so that customer can manage his own finance like making payments in USD more conveniently and efficiently.
- Signed a business agreement with HSBC Asset Management (Hong Kong) Limited.
- Appointed as Facility Agent for a syndicated Satellite Finance facility arranged for APT Satellite Company Limited in relation to the construction of three satellites. This marks the Bank's first involvement in such specialized assets, which have traditionally been a domain of selected premium international banks only.

February

- To cope with Hong Kong Mortgage Corporation Limited, a special program of "One-stop 90% Mortgage Service" by waiving the insurance premium and solicitor expense is launched.
- Took part in distribution of Minibond Series 3, which was arranged by Lehman Brothers. The coupon rate was 4.3% p.a. and the investment tenor was 5 years. This minibond was very attractive under the low interest rate environment.

March

- To cope with the launch of USD Current Account, the service of USD Cashier's Order was implemented.
- Appointed as a dealer of the Exchange Fund Bills and Notes which were issued by Hong Kong Monetary Authority and denominated in Hong Kong Dollar. Customer can also make use of our secondary trading service since March.
- Acted as the placing bank in the issuance of Hong Kong Airport Authority's of retail bonds.
- ICBC Credit Card was launched. We act as agent and all branches were devoted to various promotion campaigns and about 4,000 applications were received from branch network in 3 months.

April

- ICBC (Asia) Ltd issued HKD150 million 1-year HKD Puttable Certificate of Deposits.
- Appointed as a Financial Advisor of Top Glory International Holdings Limited in its privatization and a provider of funds relating to the transaction. The shift of our focus in Corporate Finance activities to Restructuring and Mergers and Acquisitions related financial advisory services since 2002 has proved to be beneficial to the Bank in terms of advisory fees and interest income.

May

- Took part in distribution of the new and innovative product, which was arranged by Lehman Brothers – 3-Year Pyxis Equity Linked Notes.
- Product Development and Promotion Department was spin-off from Branches Sales & Services Department to further rationalize the division of labors and scope of business.

June

- One more tier of interest rate is implemented in 349 Super (HKD Savings Sub-Account), to attract more deposit between HK\$50,000 to HK\$150,000.
- Distributed the Series 5 of Minibond Credit-Linked to Hutchison Whampoa series.
- Personal Loans Department was spin-off from Branches Sales & Services Department to further rationalize the division of labors and scope of business.

July

- Issued US\$120 million Perpetual Floating Rate Subordinated Note and was fully subscribed by ICBC.
- Joined the distribution of the Pyxis ELN 2 which was arranged by Lehman Brothers. It was a bull equity linked note with a maximum maturity of 4 years.
- Expanded and relocated Wealth Management Centre to the larger office in Tsimshatsui for business expansion.

August

- Entered into a non-legally binding memorandum of understanding on 21 August 2003 with Fortis n.v. – s.a. in connection with a proposed merger of Fortis Bank Asia HK's ("FBAHK") retail and commercial banking operations into the Bank through the Bank acquiring all the issued share capital of FBAHK, following a carve-out of certain of FBAHK's European and corporate banking clients.
- Launched a 5-year Hong Kong Dollar Callable Retail Certificate of Deposit. The HK\$100 million issuance amount was fully subscribed within 4 days. Another tranche of HK\$50 million Callable Retail Certificate of Deposit with the same terms was issued in respond to the overwhelming demand from customers.
- Launched "USD Principal Guaranteed Structure Deposit with Maximum Total Return of 8.5%". It is a structured product with principal guarantee, which targeted at corporate and high net worth customers.
- Arranged a US\$700 million syndicated loan facility for International Lease Finance Corporation, one of the World's largest aircraft leasing companies. This maiden international syndicated loan of the renowned USA Company laid down a milestone for our expansion into the international Corporate Banking market.

September

- Signed a distribution agreement with Franklin Templeton Investment (Asia) Co. Ltd. It became one of our business partners in our Unit Trusts Investment Service. Since then, the number of funds we offer increased to over 150.
- Issued US\$10 million Callable Retail Certificate of Deposit.
- Acted as the Co-Lead Manager as well as the Distributor of the new retail bond which issued by Ford Motor Credit Company. This issue was the first retail bond issued in Hong Kong by a foreign issuer.
- Arranged US\$700 million syndicated loan facility for China Unicom Limited, the first

syndicated loan for this renowned PRC telecom giant. The strong backing of the Bank's parent company, ICBC, has been instrumental to this and similar prominent transactions.

October

- Took part in Cheung Kong's first retail bond issuance. There were 5 years HKD Callable Fixed Rate Notes and 3 years AUD Fixed Rate Notes.
- Launched IPO Subscription Loan Service to broaden our spectrum of wealth management products in order to provide our customers with one-stop financial services.

November

- Sale of Bank's premises located at Tsimshatsui.
- Launched the 2003 tax loan program to retain high quality customers with attractive interest rate and cash rebates.
- Equity-Linked Deposit was authorized by SFC and the minimum denomination was lowered to HK\$500,000.
- Joined as the placing bank and market maker of the Hong Kong Mortgage Corporation 5th retail bond.
- Launched the first Syndicated Certificate of Deposit of HK\$800 million to institutions due 2005, which was underwritten by HSBC.

December

- Sale of Bank's premises located at Bonham Strand East.
- Entered into a sale and purchase agreement ("SPA") with Generale Belgian Holding B.V. ("GBH") and Fortis Bank on 31 December 2003, pursuant to which GBH has agreed to sell and the Bank has agreed to purchase the entire issued share capital of FBAHK, following a carve-out of certain assets, subject to the conditions and on the terms of the SPA.
- Launch Joint Promotion Program with ICBC Guangdong Provincial Branch, Shenzhen Branch and Macau Branch to promote the Remittance Express during the period of festivals including Christmas, New Year and Lunar New Year to address the seasonal customer needs.
- Appointed as a Financial Advisor of Asia Netcom Corporation Limited, a subsidiary of the PRC telecom giant - China Network Communications Group Corporation, in relation to its acquisition of certain Asian submarine cable assets of Asia Global Crossing, signifying the increasing role of the Bank in Mergers and Acquisitions activities of PRC based sponsors.
- In 2003, ICBC (Asia) led arranged 30 syndicated deals amounting to HK\$76.9 billion. According to a renowned Asian debt market newsletter, the Bank/ICBC is ranked 3rd in its Hong Kong/China syndication Top-tier Arranger league table and 5th in its Asian syndicated Top-tier Arranger league table.
- According to MCM Market Watch, ICBC (Asia) ranked 15th in the HKD primary issues.