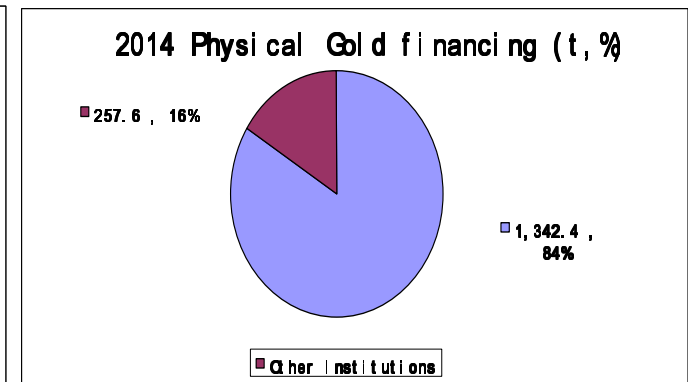
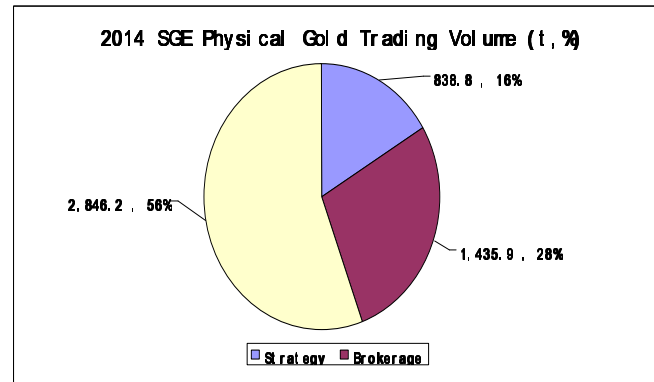
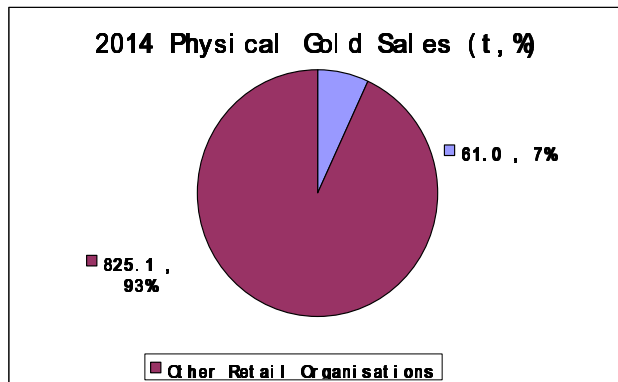


Important Role of Commercial Banks in China Gold Market

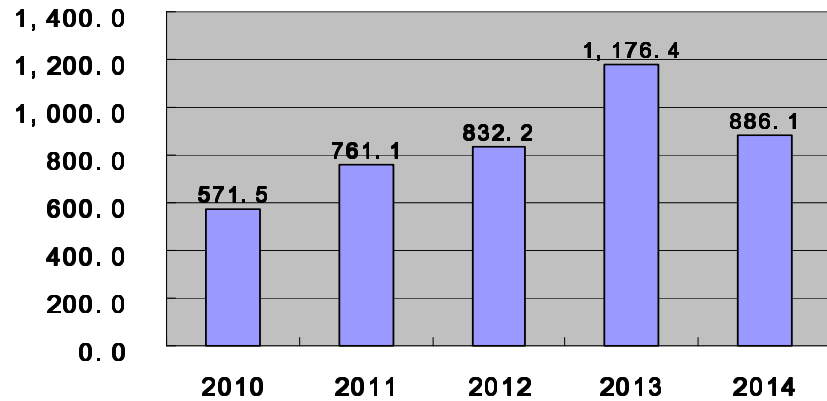
April 2015, Dubai

- ◆ China gold market has been developing very quickly and still has largest potential opportunity.
- ◆ There are 3 Sub-Markets in China gold market. They are Physical Products Sales (Jewellery, Investment & Collection), Trading (Strategy, Brokerage, OTC), Financing (Lease, Inter-Bank Lending).
- ◆ Percentage of the Four Biggest Commercial Banks in above 3 Sub-Markets.

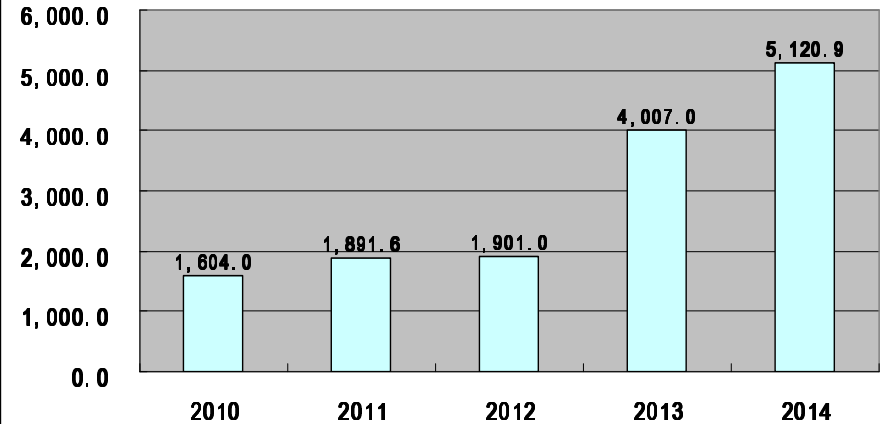


2010~14 China Gold Market Development

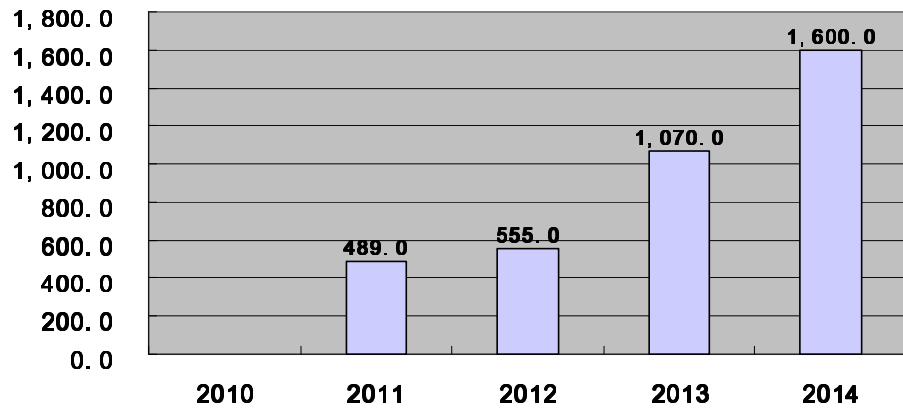
China Physical Gold Sales (t)



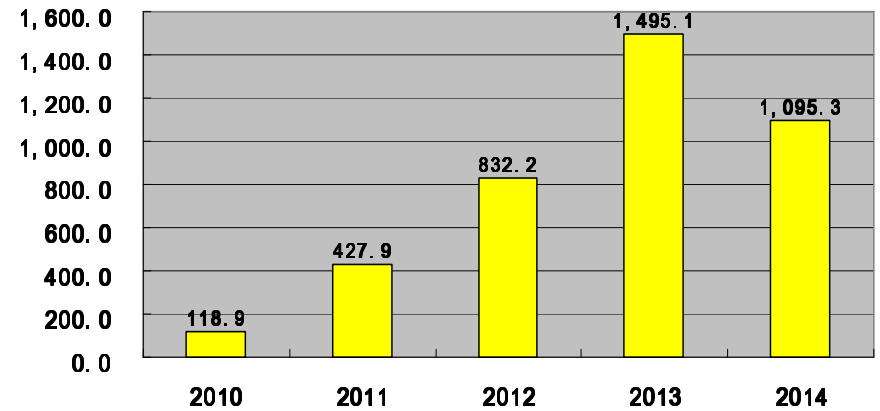
SGE Physical Gold Trading Volume (t)



Physical Gold Lending (t)



HK Customs Import Statistics (t)



Chinese Commercial Bank's Gold Products and Service

Physical Products Sales

- ▲ Investment bars, no face value coins (round shape products), cultural collections and etc.
- ▲ Pre-Sale Certificates (Vouchers)
- ▲ Gold Accumulation Plan (GAP)

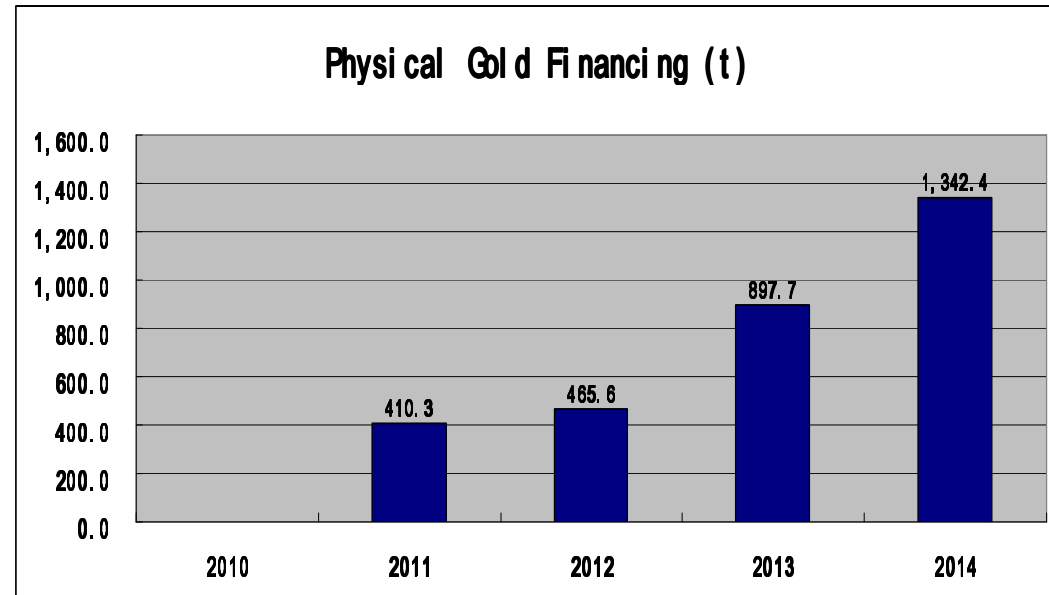
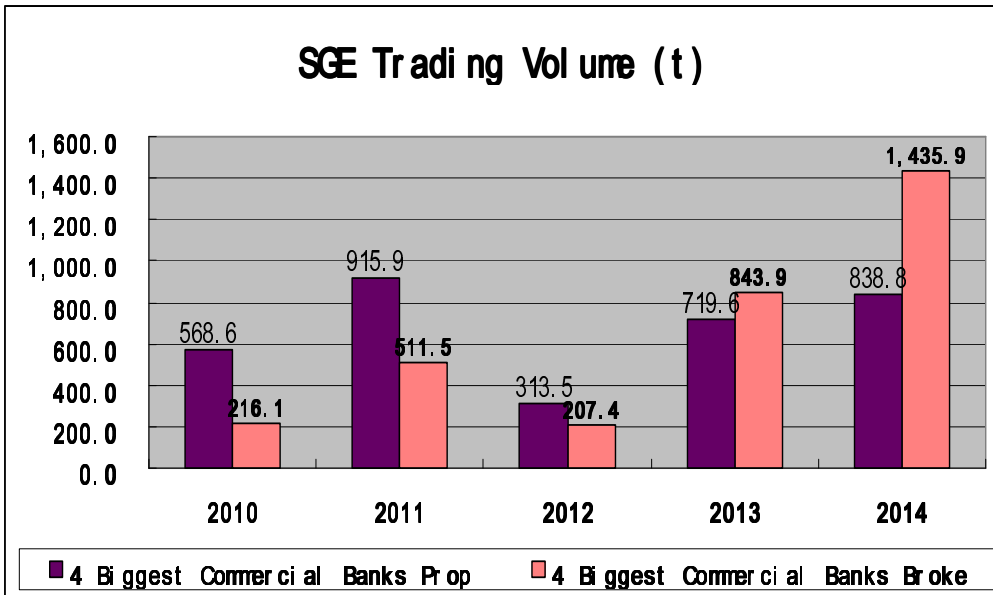
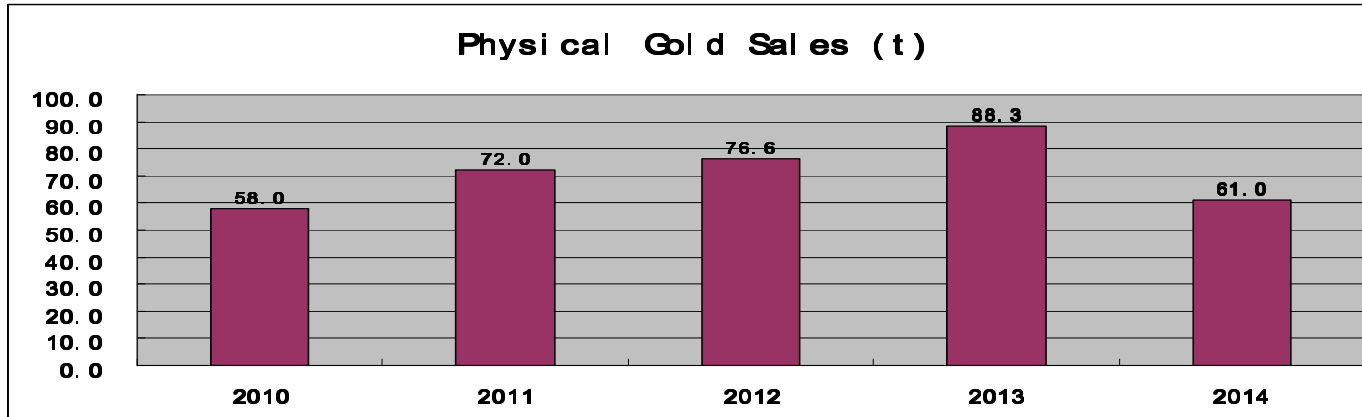
Trading Products and Services

- ▲ Strategy trading: directly into domestic and overseas exchange like SHFE, COMEX and etc.
- ▲ Brokerage: through e-banking into SGE
- ▲ Market Making: paper-precious-metals-tradable-accounts in OTC market (similar to GI)

Financing Products and Services

- ▲ Gold leasing: to manufacture companies
- ▲ Gold lending: to financial institutions

2010~14 Four Biggest Chinese Commercial Bank's Gold Business Development



ICBC Standard Bank's Precious Metals Business

Capabilities

- ▲ Trades all major precious metals, including Gold, Silver, Platinum, Palladium, Rhodium, Ruthenium and Iridium.
- ▲ Working on a 24 hour basis via trading desks in London, New York and Singapore; additionally sales teams in Shanghai, Tokyo and Dubai
- ▲ LBMA, New York Mercantile Exchange (COMEX), TOCOM and DGCX. Chairman of Singapore Bullion Market Association.

Products and Services

- ▲ All standardized products offered, including Forwards, European and Asian Options, Swaps, Margin Trading Facilities (MTFs) and Lease Rate Swaps.
- ▲ Financing products: Loans (leases), Overdrafts & Consignments, PGM Leasing.
- ▲ Arbitrage capabilities across locations, centred around COMEX and TOCOM.
- ▲ Capable of producing tailored solutions for clients, including finance-linked solutions and long-dated price protection programs.
- ▲ E-commerce: Online spot trading platform.

Competitive Position

- ▲ Market leading position in PGM markets. Leading physical presence in China silver exports and China platinum imports.
- ▲ Dominant player in the Middle East facilitating the Jewellery Industry via leasing and consignments with approximately 40% market share of physical in that region.

THANK YOU