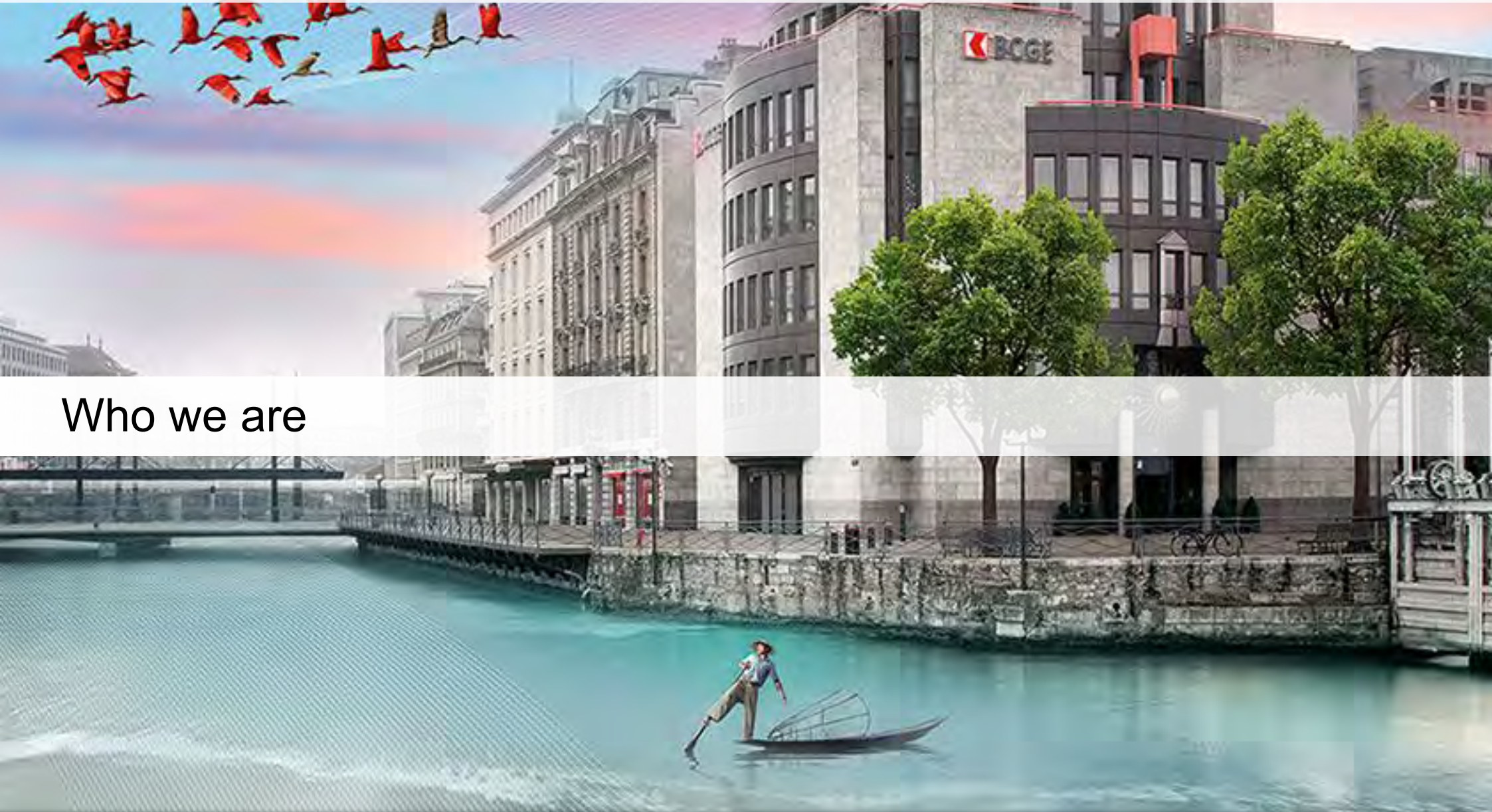




Sino-Swiss Trade Finance

Banque Cantonale de Genève

The Swiss Bank of Geneva



Who we are

Geneva's universal Bank

The Swiss Bank of Geneva

Strong franchise in our region

Publicly listed SIX Swiss Exchange

Rating S&P A+/A-1/Stable

Decision-making centre in Geneva

Since 1816

Strong capitalisation

Financier for Geneva's economy

Key figures of Banque Cantonale de Genève

CHF 13.7bn

Financial commitment to the Genevan economy

CHF 20.8bn

Assets under management and custody

CHF 1.2bn

Shareholders' equity

CHF 20.2bn

Total assets

Number **768** world ranking &
27 Swiss ranking¹

¹ The Bankers' Almanac - USD balance sheet size – 30.06.2015

A diversified body of shareholders

Share capital of 360 million

More than 12,000 shareholding customers **27.4%**



Public shareholding* **72.6%**

* **Distribution of shares:** Canton of Geneva: **44.3%** City of Geneva: **20.9%** 44 Genevan municipalities: **7.4%**
Distribution of votes: Canton of Geneva: **49.8%** City of Geneva: **23.7%** 44 Genevan municipalities: **9.2%**

A neighbourhood bank

1 Genevan resident **out of 2** is a customer

68 specialist functions

146 ATMs

22 branches

710 staff*

13,000 business customers



*Equal 100%

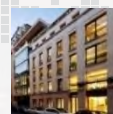
A network to support Geneva as an international canton



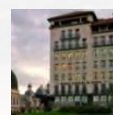
BCGE
Geneva | 1816



Banque Cantonale
de Genève (France) SA



Paris | 2010



Lyon | 1993



Annecy | 1993



BCGE

Private Banking



Zurich | 1997

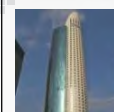


Lausanne | 1997



BCGE

The Swiss Bank of Geneva



Dubai | 2010



Hong Kong | 2011



CAPITAL TRANSMISSION
AUTHENTIC SWISS
PRIVATE EQUITY



DIMENSION
ÉVALUATION ET TRANSMISSION DE VOTRE ENTREPRISE

Geneva | 2008

Lausanne | 2015

Foreigners in Geneva: 41%¹
Proportion of Geneva's employment in multinationals: 28%²
Proportion of Geneva's added value generated by multinationals 38.4%³
31% of BCGE revenues are in USD or EUR

¹ 2014, OCSTAT

² & ³ 2013, Fondation pour Genève



BCGE

The Swiss Bank of Geneva

Partner in a powerful banking network

24 cantonal banks



Kantonalbank
Banque Cantonale
Cantonal Bank

Switzerland's number 1 banking force
29% of the Swiss banking market



N⁰¹ for SME* financing
36% of SME financing

17,200 members of staff

A professional offer for all economic players

INDIVIDUALS



BUSINESSES



INSTITUTIONALS



CENTRES OF COMPETENCE



A very comprehensive range of services

INDIVIDUALS

The bank for all Geneva's residents

Retail banking services

226'000 customers

Savings & pension planning

CHF 4.9bn total savings

Private banking
CHF 12.2bn total private AUM

Private finance
CHF 3.7bn mortgage financing

"I know my banker"

Quality support for businesses and business leaders

BUSINESSES

From the micro-enterprise to multinationals

Construction & property
CHF 3.1bn

Corporate banking
1 company **over 2** in Geneva region

Global commodity finance
CHF 1.5bn

Public finance
CHF 2.8bn

*"Support for your business at the right time
with precise and powerful action"*

A niche player

INSTITUTIONALS

From pension funds to family offices

Asset management in Switzerland

CHF 8bn (mandates)

Investment funds
51 with 1.3bn

Banking and insurance

600 customer banks
500 of which operate internationally

"Focus on fundamental value"















International Trade Finance



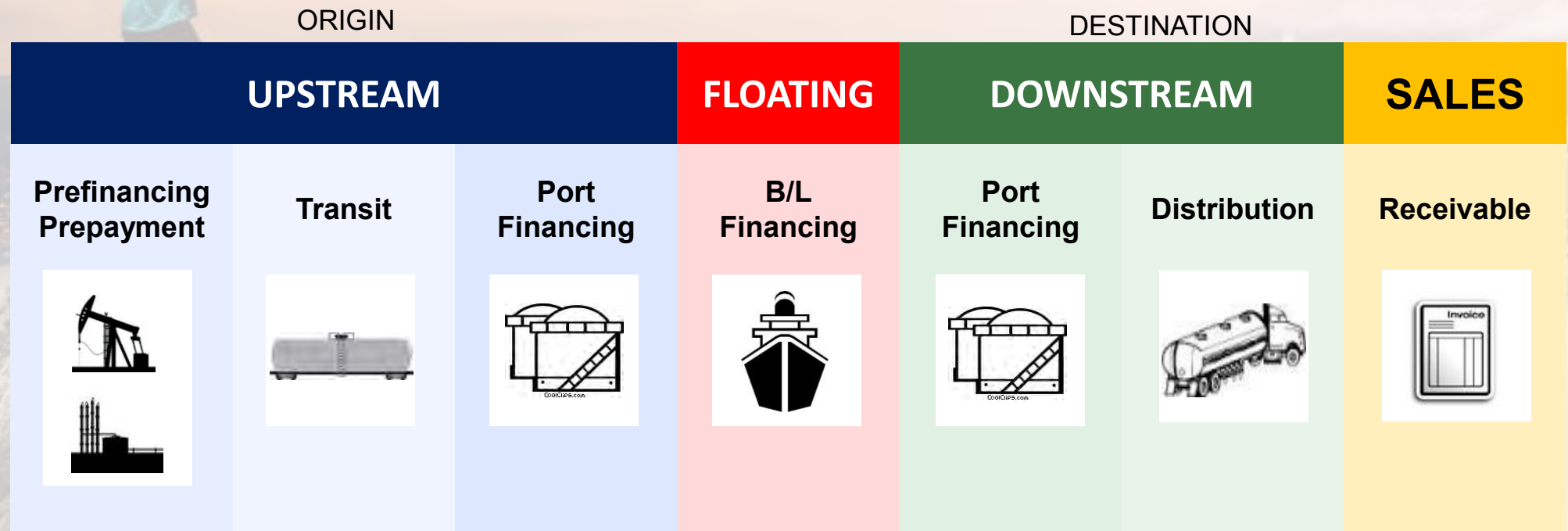
International Trade Finance

■ BCGE is a recognized Trade Finance bank

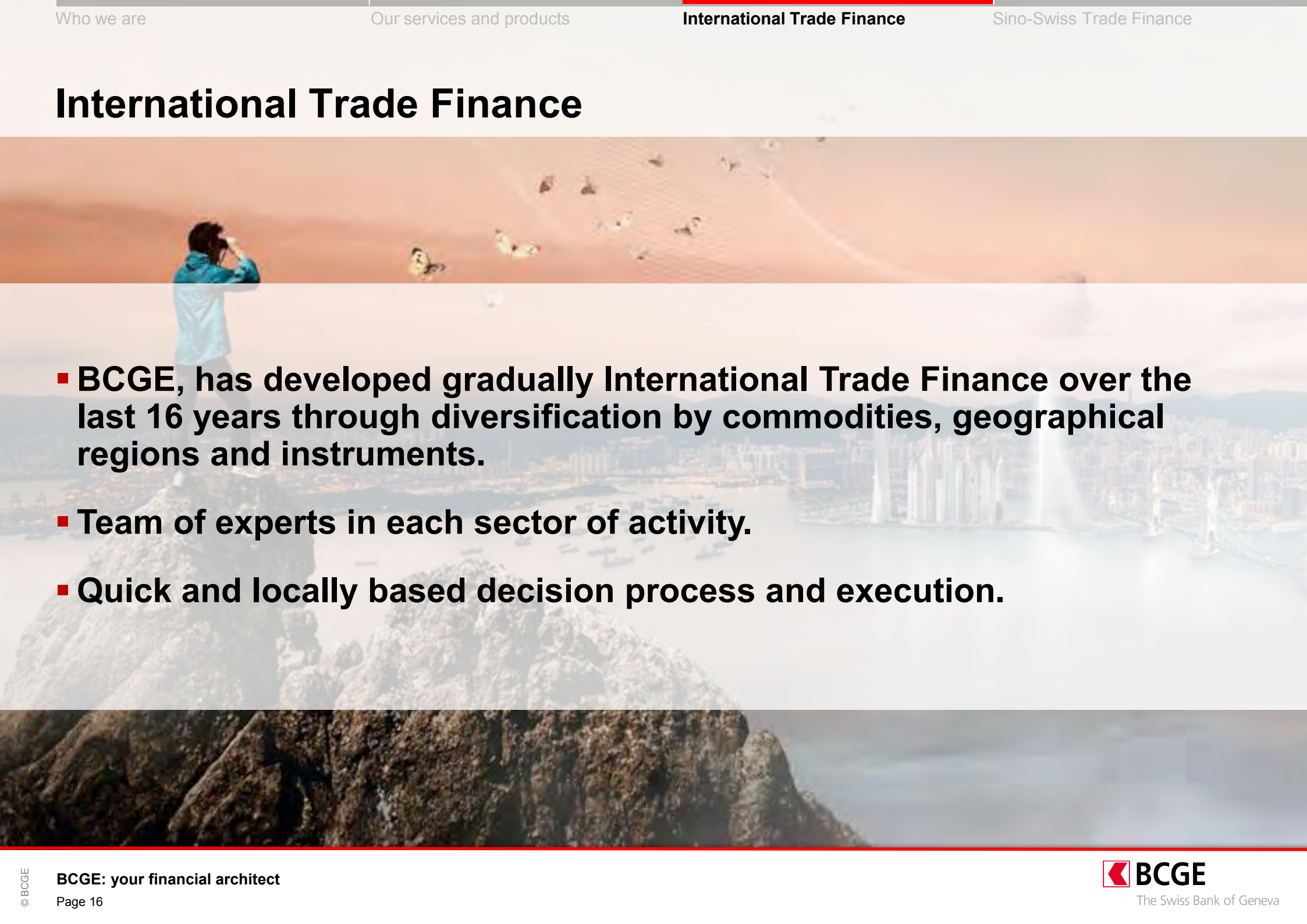
Our services	Our fields of expertise	Our financings
 <p>Commodities and trade finance</p>	 <p>Energy, including crude oil and petroleum products, natural gas, LPG, coal, ethanol, biodiesel</p>	 <p>Prepayment, prefinancing, pre-export finance</p>
 <p>Structured trade finance</p>	 <p>Steel and steel-related commodities, non-ferrous metal</p>	 <p>Inland financing (silos, refineries), transit financing</p>
 <p>Foreign exchange</p>	 <p>Soft commodities, including cereals</p>	 <p>Port financing, tolling, crushing, processing, bill of lading financing</p>
 <p>Hedging (futures, swaps)</p>	 <p>Tropical products (sugar, wood, soja)</p>	 <p>Downstream financing, storage at destination, receivable financing</p>

International Trade Finance

- Financing commodity flows from producers' countries to consumers' countries



International Trade Finance

- 
- **BCGE, has developed gradually International Trade Finance over the last 16 years through diversification by commodities, geographical regions and instruments.**
 - **Team of experts in each sector of activity.**
 - **Quick and locally based decision process and execution.**

Sino-Swiss Trade Finance



Sino-Swiss Trade Finance

■ ***Business***

- BCGE has more than 12 years of experience in Sino-Swiss Trade Finance.
- Mainly linked to commodity transactions.
- Business volume is growing steadily.
- Among top 3 countries in terms of business volume.

■ ***Products and services***

- Letter of credit confirmation
- Discounting / Financing in foreign currencies and RMB

Sino-Swiss Trade Finance

BCGE's infrastructure to serve Trade Finance customers

- ***Global Commodity Finance***
 - Commodity Traders
 - Sales to China
 - Products : metals, steel, refined oil products, soft commodities
- ***Banks & International Institutions***
 - Established business relationships with more than 20 local banks and foreign owned banks in China
 - Credit facilities to enable Trade business
 - RMB Nostro account in Hong Kong
- ***Hong Kong Representative Office***
 - Close to the market
 - Supports the head office



Thank you for your attention



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