

UOB (China) to support Chongqing-based companies' expansion into ASEAN

The Bank signs a Memorandum of Understanding with the China Chongqing International Economic and Technical Cooperation Group Corp. Ltd

Chongqing, China, 5 September 2017 – As part of its ongoing commitment to strengthening the connectivity between Chongqing and Singapore, United Overseas Bank (China) (UOB (China)) today signed a Memorandum of Understanding (MOU) with the China Chongqing International Economic and Technical Cooperation Group Corp. Ltd (CICET) to support its business expansion into ASEAN.

This comes on the back of the support UOB has provided to CICET to establish its subsidiary in Singapore. CICET was the first state-owned enterprise from Chongqing to set up a business entity in Singapore following the launch of the Chongqing Connectivity Initiative (CCI) in 2015.

Mr Peter Foo, President and Chief Executive Officer of UOB (China), said, “The CCI establishes a direct connection between China’s western region and Singapore. It helps to facilitate meaningful partnerships and, according to reports¹, has enabled more than 100 projects between Chongqing and Singapore amounting to US\$20 billion. The partnership between CICET and UOB (China) exemplifies the growing cross-border trade activities and closer collaboration under the CCI.”

Under the MOU, UOB and CICET will explore different forms of collaboration in areas including cash management, cross-border trade and investment activities. Both parties have also agreed to help each other’s business partners understand market entry strategies and the local business environment and to host high-level events and delegation visits. CICET’s business partners will also benefit from the MOU as they will gain access to UOB’s extensive regional network, resources and value-added advisory services.

Mr Zhao Xiaoping, Chairman of CICET said, “We are delighted to advance our partnership with UOB. We look forward to opening a new chapter of this partnership with UOB (China) which will continue to support us as expand and realise our business ambitions in the region.”

¹ People’s Daily Online (<http://cq.people.com.cn/n2/2017/0718/c365401-30492657.html>)

CICET is among the many Chongqing companies that are using Singapore as their launchpad into ASEAN. As more companies in western China capitalise on the opportunities arising from the CCI, this positive momentum is likely to continue. UOB research² shows that Singapore is a preferred expansion destination in Asia for companies based in western China. More than one in three of business leaders who participated in the research said that they intend to expand into Singapore in the next three to five years.

Mr Foo said, “Singapore is a leading international financial centre, offshore RMB centre and an important gateway to ASEAN. More Chinese companies in western China are viewing Singapore as the first step to building their regional presence. We will continue to tap our cross-border capabilities and business network to lend the support they need to grow their businesses.”

According to the *UOB Asian Enterprise Survey 2016*, access to financing is one of the main challenges companies in western China face when planning their overseas expansion. Other challenges include managing operating costs (57 per cent) and cash flow constraints (42 per cent).

To help Chinese companies manage costs, maximise capital and mitigate foreign exchange risks, UOB (China) offers a wide range of cross-border solutions in cash management, onshore and offshore financing, foreign exchange, investment and hedging.

Other companies in Chongqing that have accessed UOB’s cross-border financial solutions include China West Air Co. Ltd. and China Import and Export Bank Chongqing Branch.

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About United Overseas Bank (China)

United Overseas Bank (China) Limited (UOB (China)) is a wholly-owned subsidiary of the United Overseas Bank Limited (UOB), a leading bank in Asia. Headquartered in Shanghai, UOB (China) was incorporated in the People’s Republic of China on 18 December 2007 and commenced operations on 2 January 2008.

With a stable and far-sighted approach, UOB (China) has grown its network to 16 branches and sub-branches in the major cities across China. As UOB (China) continues to grow its business, it is also committed to its people and the community. Since 2012,

² Source: *United Overseas Bank (UOB) Asian Enterprise Survey 2016*. This survey was conducted by UOB in 2016 among 2,500 Asian enterprises across China, Hong Kong, Indonesia, Malaysia, Singapore and Thailand. The objective was to explore how Asian enterprises are capitalising on business opportunities amid global and regional economic trends and trade flows.



UOB (China) has participated in the annual UOB Heartbeat Run/Walk to raise funds for underprivileged children and to support various education initiatives in China.

For more information about UOB (China), please visit www.UOBChina.com.cn

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