



VTB BANK SHANGHAI BRANCH

Your Russian Bank in China



Unique Bank from Russia and CIS in China with full banking license and operational office

Offices:

- Shanghai – Branch, operational office, conducting banking business
- Beijing – Representative office
- Hong Kong – Investment office of VTB Capital

VTB Bank Shanghai Branch has started business in China from:

- March 2008

Branch's Team:

- 41 employee with experience in International and Chinese banks

VTB Bank Shanghai Branch:

- Main supplier of RUB liquidity in China for local Chinese banks and Corporate clients
- Largest market-maker for RUB/CNY in Chinese market
- Provides wide range of GTB, FX TEF products

Lead International Financial Group from Russia

- High credit rating of international agencies:
Moody's: **Ba1** (Positive), S&P: **BBB** (Stable)



PAYMENT SERVICES

- Account opening
- Settlement services



○ For PRC residents and non-residents

○ Currencies:

- CNY
- USD
- EUR
- RUB
- KZT
- JPY
- AUD
- AED
- HKD
- GBP
- SGD
- CHF

○ Unicity in China:

- the Branch of VTB Bank (PJSC) according to Russian legislation and Bank itself according to Chinese legislation
- authorized Bank for the purposes of Russian currency control

ADVANTAGES



Safety of funds due to accounts opened with **systematically important bank in Russian Federation**



Individual approach for each customer. We work in Russian, Chinese and English.



Individual proposals for each customer with Bank's capabilities and clients' needs



Special FX rates

THE MAIN CONDITIONS FOR PAYMENTS:

VTB Shanghai has full banking license and could conduct local and international payments in different currencies for clients

○ Payment instructions could be provided to the Bank:

- via RBS (internet banking)
- on paper

○ Operational time for outgoing payments:

	Operational time (Moscow/ Shanghai)	Execution
Payments in CNY	till 11:30/16:30	Same day
Payments in other currencies	till 11:00/16:00	Same day

ADVANTAGES



VTB is the first and unique Russian Bank with direct participation of Chinese clearing system CNAPS ([China National Advanced Payment System](#)) for the settlements in CNY



[Secured and fast payments](#) within VTB Group, using direct correspondent relationships and internal channels for electronic communication



[Fast cross border payments](#)



Safety of funds due to usage of [VTB Group infrastructure](#)



Modern ways of communication with the Bank via [Remote Banking Services \(internet banking\)](#)

DIGITAL CAPABILITIES

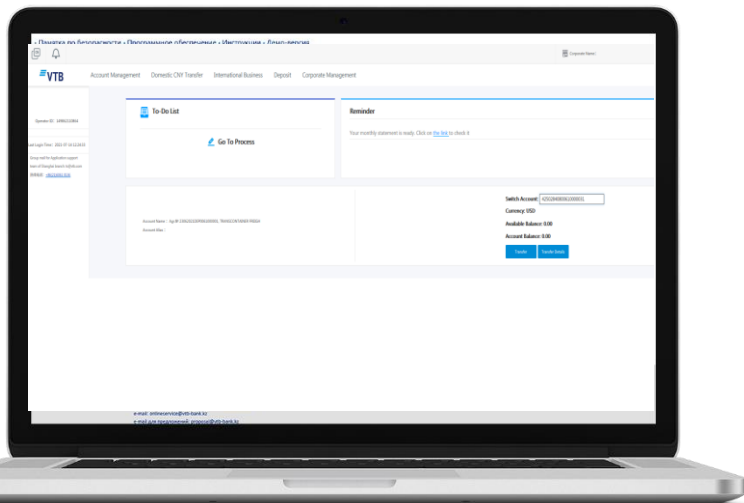
- Remote banking service



WIDE RANGE OF BANKING TRANSACTIONS AVAILABLE REMOTELY

Internet Banking:

Using the accounts from any computer with access to Internet, keeping all information on Bank's server



ADVANTAGES



Broad set of services, adaptation to Chinese market and China-Russian settlements



Manage online



Up-to-date information on accounts and payments



Simply and comfort connection



English and Chinese



Support of popular browsers

₽\$€
FX

- **Click and Trade:** online rates for deal execution: you could confirm the rate within one click
- For large deals special individual rate could be provided online
- Convenience for currency control: you could upload the documents to the deal and receive notification about successful currency control

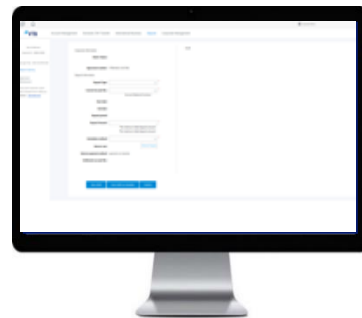
USD/CNY

13 567 400.56	CNY	Apply
Bid CNY 75.8976	Ask CNY 75.9025	



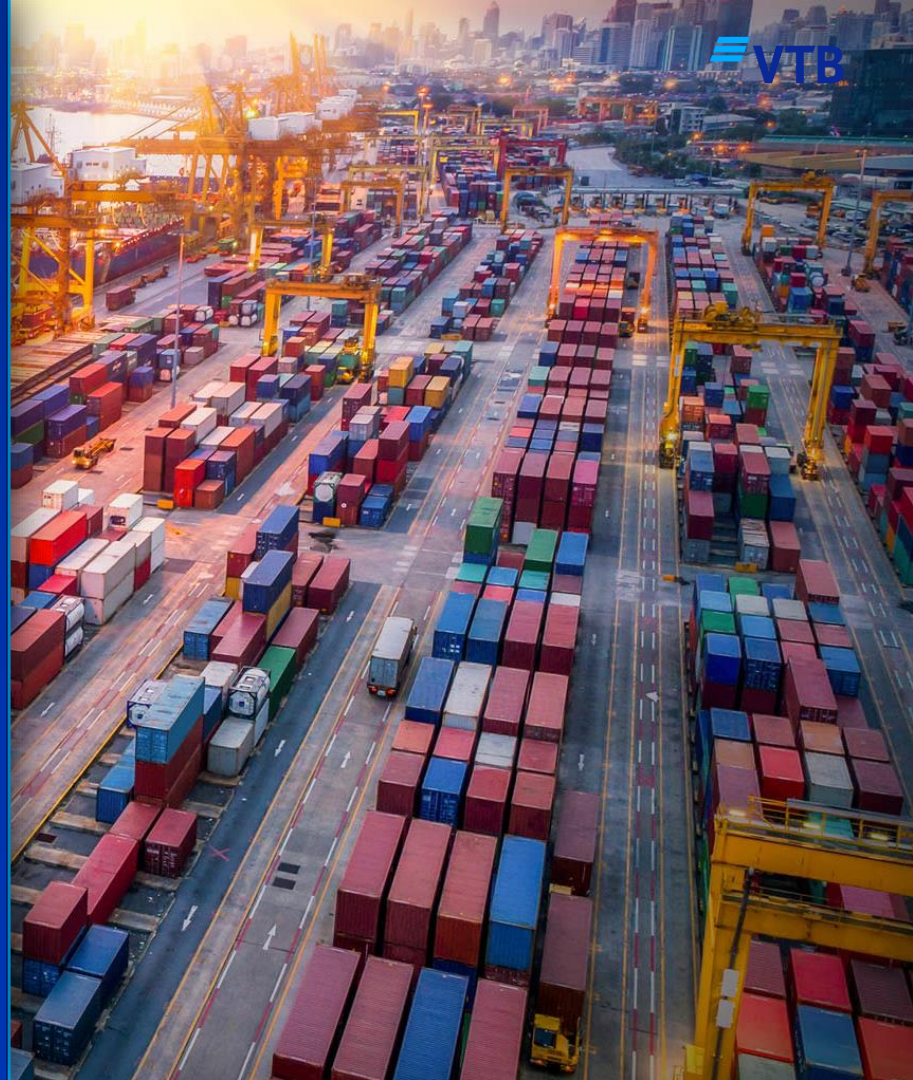
Deposits

- **Click and Deposit:** rate provision and deposit placement online
- Overnight deposit (for foreign currencies)



DOCUMENTARY PRODUCTS

- Letters of credit
- Guarantees



LETTER OF CREDIT is the way of cashless settlement between seller and buyer, when issuing bank (bank of buyer) takes the obligation to pay to beneficiary upon receiving the documents according to conditions of letter of credit and confirming the shipment of goods or provision of services

Letter of credit:

- Performs settlement and guarantee functions
- Defends importer's and exporter's interests
- Minimizes commercial risk
- Effective for transactions in foreign trade

ADVANTAGES



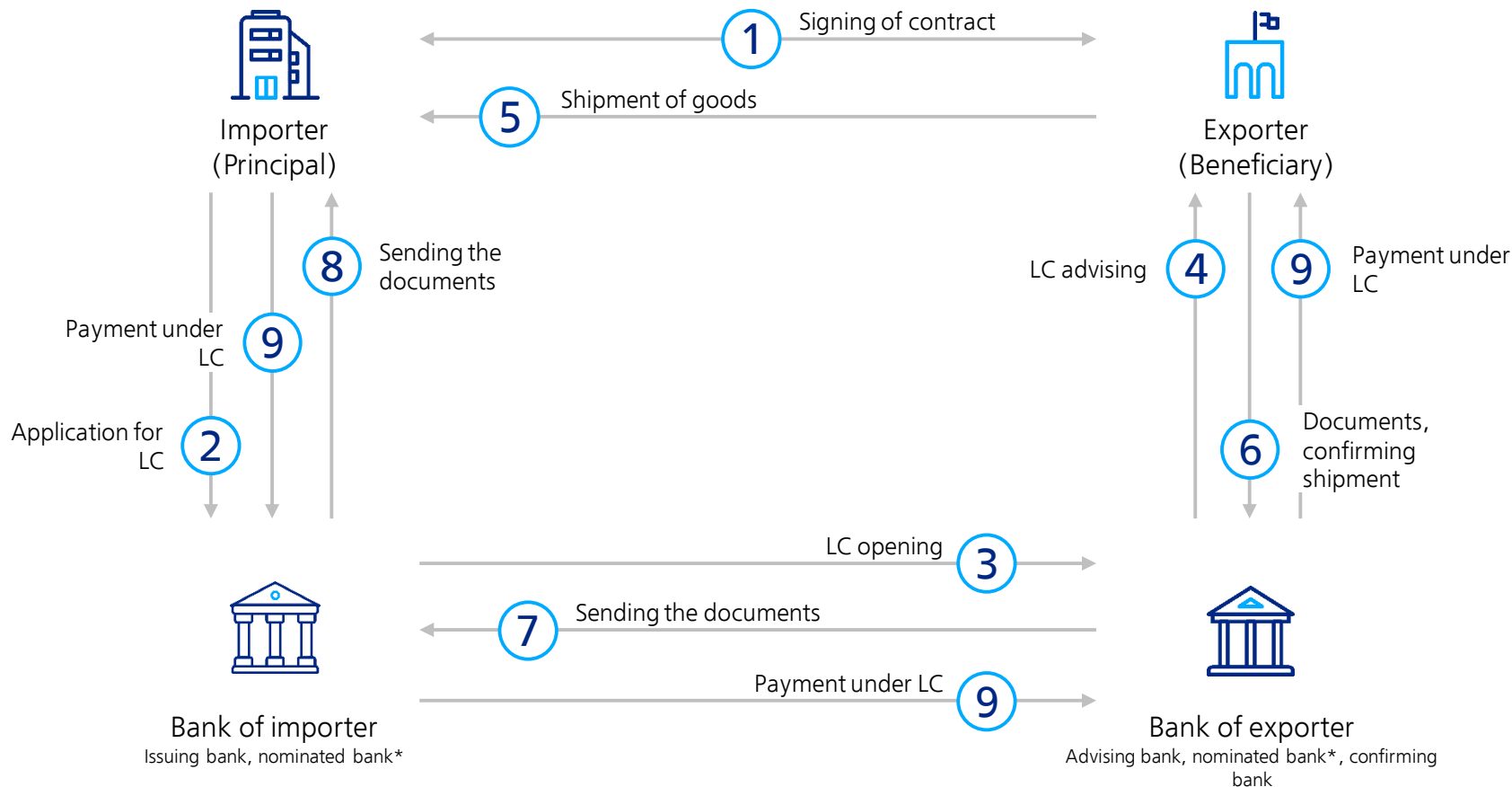
Alternative of advance payment



Guarantee of receiving the goods (works, services) in scheduled dates with ability to control the payments



Control of correctness and timing of provision the commercial documents for exporter by buyer



GUARANTEE is issued by the bank (guarantor) by request of other entity (principal) irrevocable obligation to pay to the third party (beneficiary) amount in accordance with the conditions of the guarantee

Guarantee:

- Defends the beneficiary's interest
- Minimize commercial risk
- Effective for transactions in foreign trade

ADVANTAGES



Confirmation of financial stability of principle



Opportunity to receive facility



Opportunity to receiving advance payment

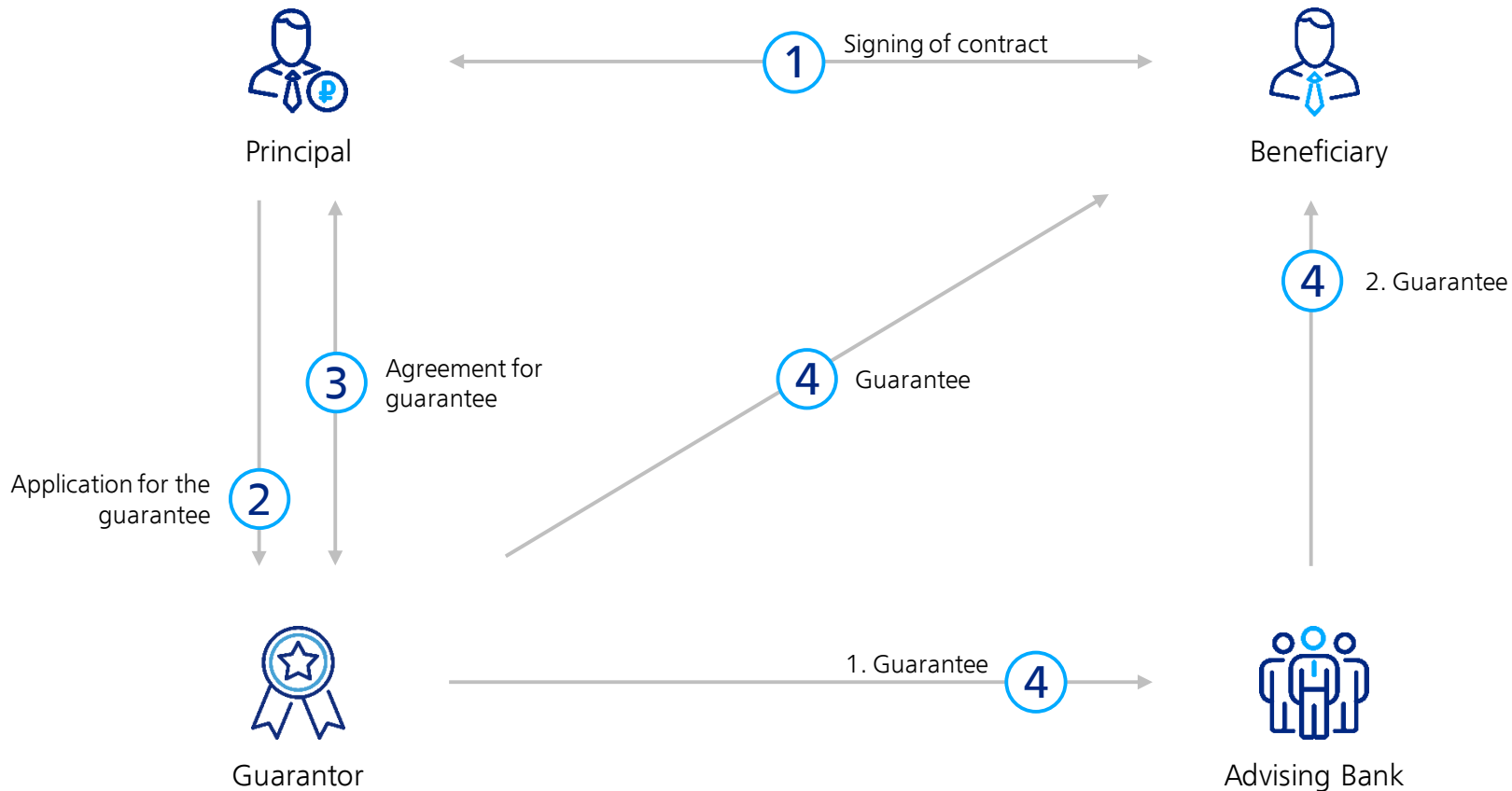


Opportunity to receive final payment before fulfilment of obligations under the contract



Alternative of deposit

Direct guarantee is issued in favor of Beneficiary — the counterparty of Principal

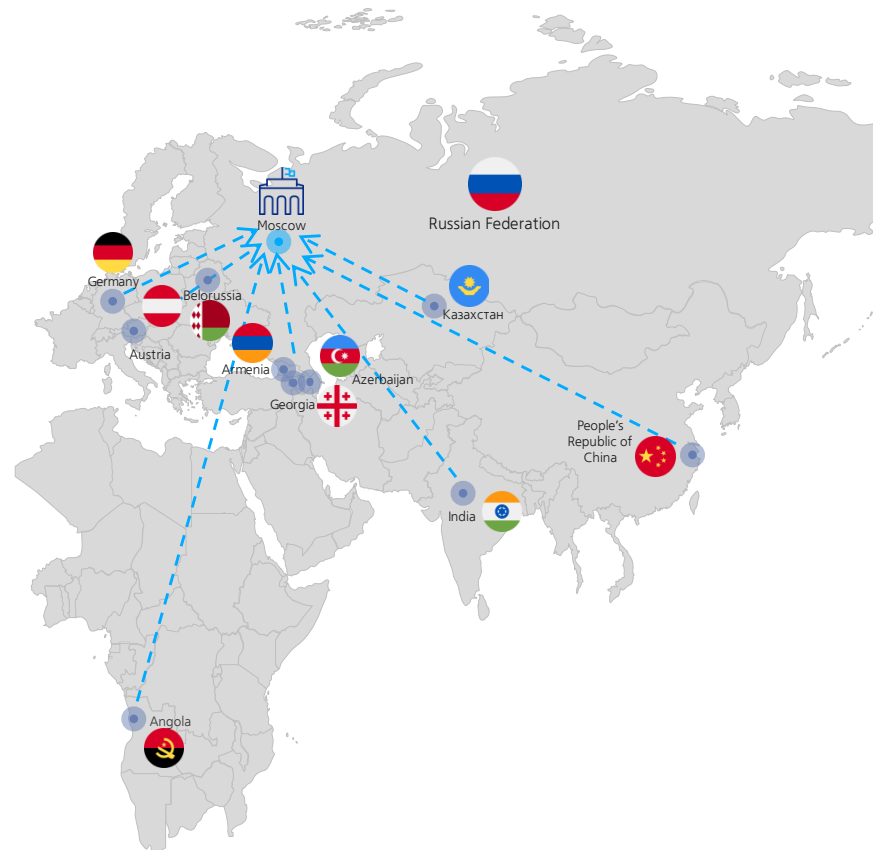


VTB Group capabilities

- Head office of the company could have the accesses to information of all foreign subsidiaries and affiliates
- Treasury pulling: Bank provides the service to send the funds to European/ Chinese subsidiaries or affiliates bases on the register/ payment calendar
- Opportunity to place the funds on the accounts (USD, EUR, RUB) on arm's length terms
- Opportunity to proceed with FX deals in "one window" regime for Group of clients in individual terms
- Closed channel of electronic communication within VTB Group

Advantages for the client

- Opportunity of centralized management by client's head office and liquidity of Group of clients, including overlay
- Financing of European subsidiaries and affiliates from head office in case cash flow gap
- Opportunity for more better FX rates from head office, including intergroup clearing
- Competitive account balance rates in USD, RUB and other currencies
- Fast speed in settlements, using VTB infrastructure
- Security of funds in VTB Group



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