

press release

Standard Chartered China and China Unicom sign strategic cooperation agreement

--- Immediate supply of the iPhone 4 and further 3G network cooperation

October 12, 2010, Shanghai, China: China Unicom Limited Shanghai Branch and Standard Chartered Bank (China) Co., Ltd (Standard Chartered China) have signed a strategic cooperation agreement covering the provision of iPhone 4 and further collaboration on 3G networks.

Signing ceremony held in Unicom's Shanghai headquarters. Standard Chartered's Chief Information Officer (CIO) David Lynch and Vice President of China Unicom Shanghai Branch Mr. Zhang Chengbo were present to sign the agreement, outlining plans for immediate supply of the iPhone 4 and further 3G mobile network cooperation. Wei Xin, general manager of Shanghai Pudong Branch of China Unicom; Jiao Haijun, deputy general manager of Shanghai Pudong Branch of China Unicom; and Standard Chartered China's other senior executives were present for the official signing ceremony.

Standard Chartered has worked closely with China Netcom since 2008, for fixed-line business, internet services, network services, and data services which connect the branches of Standard Chartered China nationwide. According to the agreement, Standard Chartered China will give priority to China Unicom as its long-term provider of mobile and related technology. In return, the leading international bank will also receive priority supply for nearly one thousand units of the iPhone 4, recently launched by Unicom in the China market and which sold out in its first few days of release. With the explosive growth in smartphone adoption within China, both Unicom and Standard Chartered expect to realise significant long-term benefits under the cooperation by combining their respective strengths.

Zhang Chengbo, Vice President of China Unicom Shanghai Branch, said: "Through this cooperation, China Unicom Shanghai Branch will uphold the 'open, cooperative, innovative, win-win spirit' and establish a new cooperation model that will bring significant value to both parties. We expect to jointly carry out research in various fields related to communication technology and application promotion, tapping on Standard Chartered's unprecedented experience in this regard. More importantly, we will continue to develop new business applications based on the quality of 3G network and are committed to providing the highest-quality mobile services to Standard Chartered Bank."

"Partnering with China Unicom is very exciting for us and our customers in the long run," said David Lynch, Chief Information Officer of Standard Chartered China. "As the exclusive provider of the iPhone in China and with extensive 3G network coverage, they are key to helping us fulfil our goal of supporting our workforce with the most capable, advanced and innovative mobile platform."

Background information:

Standard Chartered Bank has led the industry in its strategic move to the iPhone

Standard Chartered Bank adopted the iPhone as its smartphone of choice in May this year, making it one of the first and biggest corporate entities worldwide to standardise on the platform. It is currently rolling out the iPhone to more than 8,000 employees, with the number expected to almost double to 15,000 by year-end. Staff spread across in 70 countries are expected to benefit from the blended work-life capabilities of the iPhone, powered with the Bank's customised apps.

"We are always moving forward," said Jan Verplancke, Group CIO and Head of Technology and Operations for Standard Chartered Bank. "We believe that providing employees with complete mobile access to the systems they need to do their job will greatly improve efficiency and employee satisfaction."

Standard Chartered staff can look forward to applications that allow them to collaborate and organise work online. In the near future, the Bank is planning to introduce a wide range of customised internal apps around CRM, Business Intelligence, telephony, etc. David explained: "Time is considered a commodity in our business. We need to be able to connect to the office whenever and wherever in order to remain responsive to our customers."

Investing for business growth

Standard Chartered's continuous expansion of its application portfolio is in line with its mobile banking plans.

In May 2010, the Bank launched Breeze, an innovative mobile banking app that is easy to use yet allows for serious functionality, through the iPhone. More recently, an online version was made available. Since its launch, the application has garnered more than 20,000 Standard Chartered customers in Singapore who have collectively accessed the application more than 200,000 times. Breeze is currently available in Singapore and Malaysia and is expected to launch in at least two other markets by end of year – and potentially in China in 2011.

Breeze is an extension of its strong service proposition with a commitment to service delivery. It is also a good example of how Standard Chartered listened to its customers and leveraged existing capability to enhance customer experience through technology.

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Note to Editors:

Standard Chartered – leading the way in Asia, Africa and the Middle East

Standard Chartered PLC is a leading international bank, listed on the London, Hong Kong and Mumbai stock exchanges. It has operated for over 150 years in some of the world's most dynamic markets and earns around 90 per cent of its income and profits in Asia, Africa and the Middle East. This geographic focus and commitment to developing deep relationships with clients and customers has driven the Bank's growth in recent years.

With 1,700 offices in 70 markets, Standard Chartered offers exciting and challenging international career opportunities for its 80,000 staff. It is committed to building a sustainable business over the long term and is trusted worldwide for upholding high standards of corporate governance, social responsibility, environmental protection and employee diversity. The Bank's heritage and values are expressed in its brand promise, 'Here for good'.

In China, the Bank set up its first branch in Shanghai in 1858 and has remained in operation throughout the past 150 years. Standard Chartered Bank (China) Limited is one of the first foreign banks to locally incorporate in China in April 2007. This demonstrates the Bank's commitment to the China market, and its leading position as a foreign bank in the banking industry.

Standard Chartered has one of the largest foreign bank networks in China – with 17 branches, 42 sub-branches and 1 Village Bank. Approval for the setting up of the Wuhan branch has been granted and preparation is in progress.

In 2009, Standard Chartered China is named by the *Economic Observer* as the "Best Trade Finance Bank in China". It also clinched the *Economic Observer's* "Best Innovation in Cash Management" award, *Global Finance's* "Best SME Lending Bank" and the *China Business News'* "Outstanding Corporate Award of 2008 Corporate Social Responsibility Ranking in China".

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