

press release

Standard Chartered holds second “China-Africa Trade Corridor” seminar in Guangzhou

Establishing an international platform to support SMEs in overseas ventures

(8 December 2008, Guangzhou) To actively support the Chinese government’s “Going-Out” policy and to help Chinese SMEs penetrate international markets, Standard Chartered Bank (China) Limited (“Standard Chartered China”) held its second “China-Africa Trade Corridor” seminar in Guangzhou today with the objective of establishing a business development platform for SMEs in China and Africa. An African delegation of over a hundred participants led by Standard Chartered Bank’s SME team from Africa was also in attendance.

The African delegation comprises of participants from Botswana, Zambia, Zimbabwe, Uganda, Kenya and Ghana. The two-day seminar served as a trading platform and communication channel for SMEs from both markets. Experts were invited to present their views on topics such as China-Africa trade outlook and business practices in China and Africa. Special activities such as “match-making” session and production plant visits were also part of the programme. The event attracted over a hundred Chinese SMEs from diverse industries such as construction, auto parts manufacturing, electronics, pharmaceutical, and travel services.

Louis Lim, Managing Director of SME Banking, Standard Chartered China, commented, “Standard Chartered China is committed to supporting the

development of SMEs in China. We are witnessing the phenomenon of an increasing number of local SMEs going global. With our 'Trade Corridor' and extensive network, we are well-poised to provide one-stop financial solutions to support SMEs in their overseas expansion aspirations. We strive to help local enterprises in 'Going Out' by exploring new growth engines and assist African enterprises to break into the Chinese market by pairing interested parties and identifying areas for potential cooperation.

In leading the African delegation to Guangzhou, Richard Wright, Regional Head of SMEs, Africa, Standard Chartered Bank, said, "Standard Chartered has a very unique footprint in Asia, Africa and the Middle East. We have the capability to provide tailor-made financial services and support to SMEs which are interested in venturing overseas and I am confident that this year's event will once again bring a multitude of benefits to our African SME customers in their quest to build business links in China."

Standard Chartered first launched the "China-Africa Trade Corridor" in Shenzhen in 2006, providing a "One Bank" experience to the SMEs exploring business opportunities in the two markets. A "green channel" has been set up for SMEs engaged in trade between these two markets to provide them with efficient capital transmission solutions and to reduce their cost of managing funds. Furthermore, to fully tap into the potential of the "Trade Corridor", plans have been made for Standard Chartered Bank's African SME team to second a number of Chinese-speaking African relationship managers to service a new help desk which will be set up in Guangzhou next year.

To date, Standard Chartered China has successfully established "China-Africa", "China-UAE", "China-Korea", and "China-Malaysia" trade corridors.

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Notes for the editors:

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

Standard Chartered PLC, listed on both London and Hong Kong stock exchanges, ranks among the top 25 companies in the FTSE-100 by market capitalisation. The London-headquartered Group has operated for over 150 years in some of the world's most dynamic markets, leading the way in Asia, Africa and the Middle East. Its income and profits have more than doubled over the last five years primarily as a result of organic growth and supplemented by acquisitions.

Standard Chartered aspires to be the best international bank for its customers across its markets. The Bank derives more than 90 per cent of its operating income and profits from Asia, Africa and the Middle East, generated from its Wholesale and Consumer Banking businesses. The Group has around 1,750 branches and outlets located in over 70 countries. The extraordinary growth of its markets and businesses creates exciting and challenging international career opportunities.

Leading by example to be the right partner for its stakeholders, the Group 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. It employs 75,000 people, nearly half of whom are women. The Group's employees are of 115 nationalities, of which 60 are represented among senior management.

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 – with 15 branches, 33 sub-branches and 1 representative office in China (*Approval for the Dalian representative office to upgrade to a branch has been granted and preparation is in progress*) In 2008, Standard Chartered China clinched the Asian Banker's Best Foreign Retail Bank in China Award. In 2007, Standard Chartered China won the "Top 10 Financial Institution Award" and the "Best SME Services Award" by China CFO World, together with the "China's Best Corporate Citizenship Award" by 21st Century Business Herald.

In addition, Standard Chartered Bank set up its first village bank in Hellinger, China in November 2008.

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