



PRESS RELEASE

DATE: 10 JULY 2014

**CHINA MERCHANTS BANK
EXPANDS OVERSEAS BRANCH NETWORK
ENHANCES CROSS-BORDER FINANCIAL SERVICES
WING LUNG BANK OPENS SAN FRANCISCO BRANCH**

(Hong Kong, 10 July, 2014) – China Merchants Bank’s (“CMB”, Stock Code: 600036.SH & 3968.HK) subsidiary, **Wing Lung Bank** (the “Bank” or “WLB”) officially opened its San Francisco Branch on 8 July 2014 to provide comprehensive banking services to corporate and individual customers in San Francisco of the United States. The opening ceremony was officiated by Dr. Ma Weihua, Chairman of Wing Lung Bank and Mr. Zhu Qi, Executive Vice President of China Merchants Bank and Executive Director and Chief Executive Officer of Wing Lung Bank.

The opening of San Francisco Branch is another new breakthrough of WLB to enter the West Coast market of the United States. At the same time, it is also a critical milestone of CMB’s internationalization process, signifying a further extension of CMB Group’s business development in the East and West Coast of the United States. With the support of the local market, WLB San Francisco Branch will team up with WLB Los Angeles Branch and complements CMB New York Branch to provide first-class financial services that facilitate the continuous growth of Sino-US economic and trade ties and contribute to the mutual development and prosperity of the economies of both China and the United States.

Dr. Ma Weihua, Chairman of Wing Lung Bank said at the opening ceremony, “Wing Lung Bank has gone through a lot of ups and downs at its history of 81 years. During the financial crisis in 2008, in view of WLB’s solid foundation and strong brand value, as well as its potential for future development, CMB has made a decisive move to acquire WLB. This decision not only speeded up CMB’s internationalization process which is a critical part in its strategic transformation initiative, but also opened a new leaf of development for WLB. After an integration of 6 years, with the committed efforts of all the staff and the full support from CMB, WLB has entered a brand new development with significant improvement in its business and management capability.”

“As the window of CMB and WLB in the US, San Francisco Branch will inherit CMB’s motto of “We are here just for you” to serve our customers wholeheartedly. Bridging the financial service gap of the Sino-US investment cooperation, San Francisco Branch is



committed to helping the customers in China and the US to understand each other's market and provide financial and trade investment solutions. With a well-established service network and high-quality customer base, WLB and CMB are the partners of both Chinese and the US enterprises entering the US and China markets." Mr. Ma continued.

Mr. Yuan Nansheng, Consul General of the People's Republic of China in San Francisco attended the opening ceremony and expresses his congratulation to the Bank. He said, "The strategic decision of Wing Lung Bank choosing to open its branch at San Francisco is correct and important. I believe the Bank will have a prosperous development here."

Mr. Zhu Qi, Executive Vice President of China Merchants Bank and Executive Director and Chief Executive Officer of Wing Lung Bank said: "The Bank values the importance of overseas business development and has set up our Los Angeles Branch since 1984. Over the past 30 years, Los Angeles Branch has established a steady business growth and gained profound banking operation experience with the support of the customers and industry peers. Leveraging on the strong foundation of Los Angeles Branch, the opening of San Francisco Branch is the business extension of WLB and CMB in the West Coast of the United States."

"In recent years, more and more corporations in San Francisco have a much closer relationship with the Mainland market. Capturing the coordinated strength of CMB and WLB, our San Francisco Branch aims to provide all-round banking services to corporate and individual customers to fulfill their needs in wealth management, financing and treasury aspects," added Mr. Zhu.

Wing Lung Bank San Francisco Branch offers a range of deposits, financing and loans services including corporate deposits and loans, inter-bank deposits and loans, trade finance, inter-bank international settlement and personal banking services, etc to fulfill the cross-border financial needs of customers. Since the Bank became a member of the CMB Group in 2008, WLB strived to realize synergy effects through integration and collaboration with CMB. Leveraging on the extensive network of CMB with its over 1,000 outlets in Mainland China and WLB's strong business network in Hong Kong, Mainland China and overseas, the opening of Wing Lung Bank San Francisco Branch further tightens the connection of the two banks in its business expansion in the Mainland China, Hong Kong and US markets, facilitating an efficient financial exchange among the above markets.



San Francisco Branch is located at Steuart Tower, One Market Plaza, Suite 1200, San Francisco, CA 94105. For more information, please contact the Branch by phone: 1-415-400-8700 or by fax: 1-415-400-8739. Business hour: 8:30 am to 5:30 pm, Monday to Friday.

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About Wing Lung Bank:

Wing Lung Bank, founded in 1933, is among the oldest local Chinese banks in Hong Kong. Following its motto of “Progress with prudence, service with sincerity”, the Bank provides comprehensive banking services, including deposits, loans, wealth management, securities, credit cards, NET Banking, syndicated loans, corporate financing, bills, hire-purchase and leasing, foreign exchange, insurance agency, Mandatory Provident Fund, etc. Wing Lung Bank also provides futures broking, insurance broking and general insurance underwriting, property management and trustee as well as nominee services through its wholly-owned subsidiaries. At present the Bank has 51 banking business outlets in Hong Kong, Mainland China, Macau and overseas, and a staff force of more than 1,700 people. As at 31 December 2013, its consolidated total assets stood at HK\$217.2 billion. Wing Lung Bank became a member of China Merchants Bank Group in 2008 and subsequently a wholly-owned subsidiary of the Group in 2009. China Merchants Bank, the 6th largest commercial bank by total assets in China, is currently among the top 100 banks in the world.

For more information about Wing Lung Bank, please visit the Bank’s website at www.winglungbank.com.

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