

**24<sup>th</sup> ABA General Meeting and Seminar**  
**Asian Banks: Ten Years After the Asian Financial Crisis and Beyond**  
**“What is happening in the Asian banking market”**

**Leading** ▶  
**the way**  
in Asia, Africa and  
the Middle East

**Nicholas Sallnow-Smith**  
**Regional Chief Executive, NEA**

**2 November 2007**

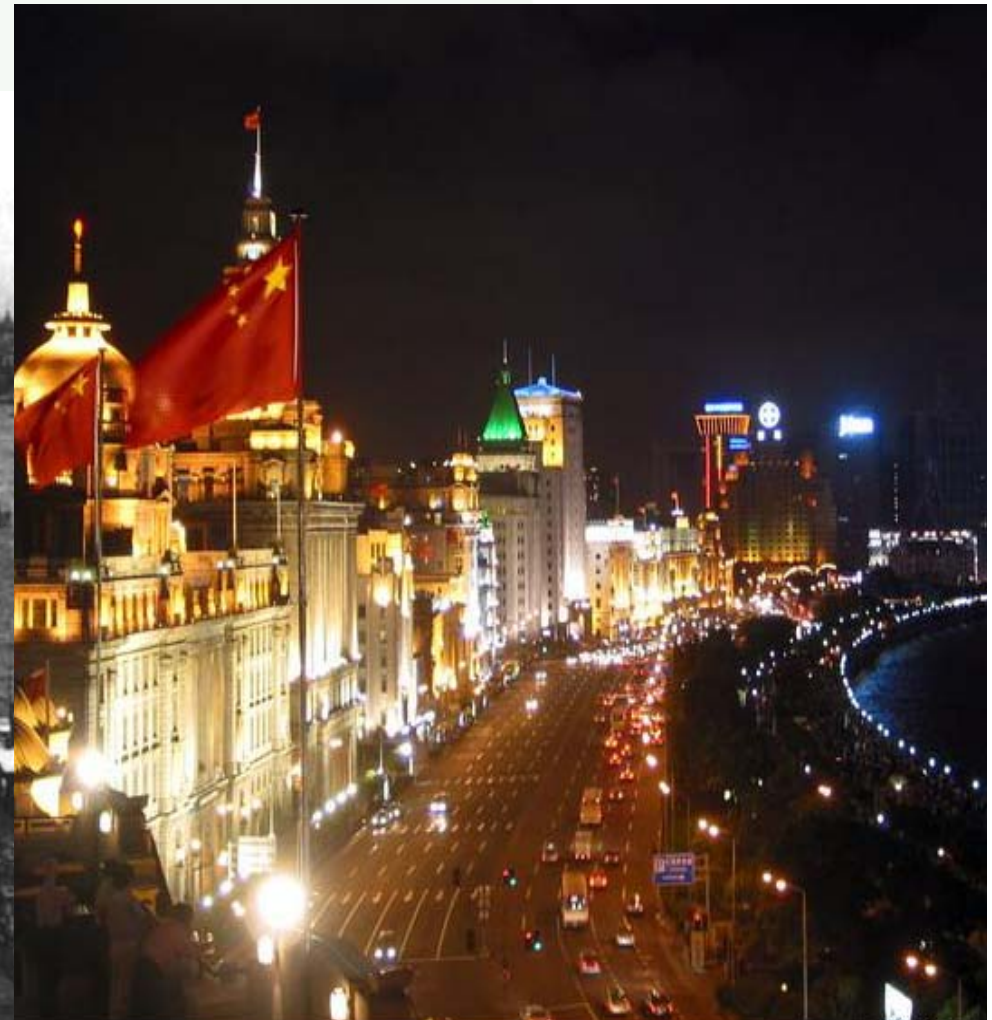


**Standard  
Chartered** 





# Asia the new and the old





- Market capitalisation: US\$45bn
- Total assets US\$297bn
- Over 50 countries
- Over 1400 branches
- Over 60,000 employees
- Credit ratings A+ / A2 / A+  
(S&P / Moody's / Fitch respectively)
- Dual-primary listed London & Hong Kong
- Regulated by the UK  
Financial Services Authority



*Kolkata, 1858*



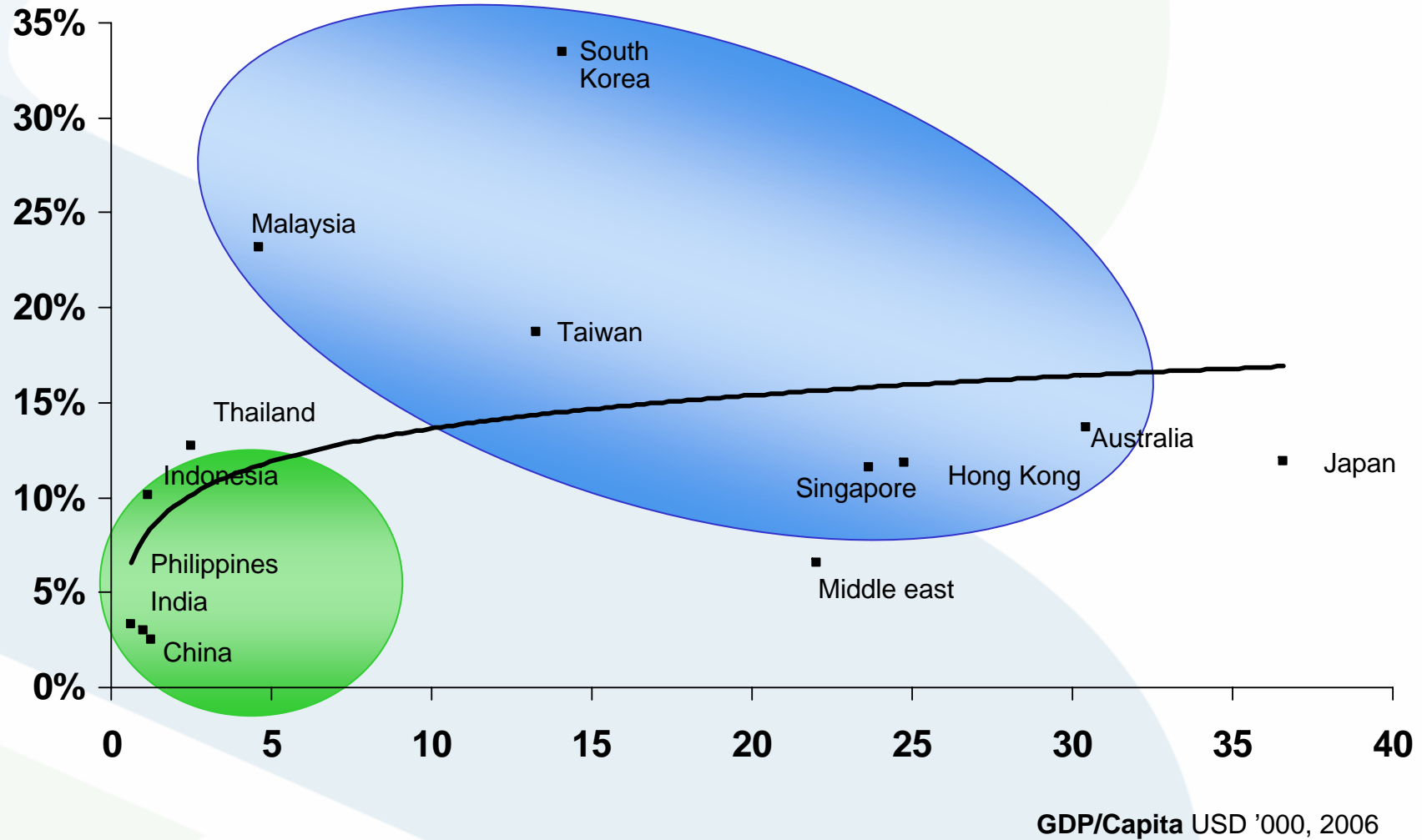
*Shanghai, 1858*





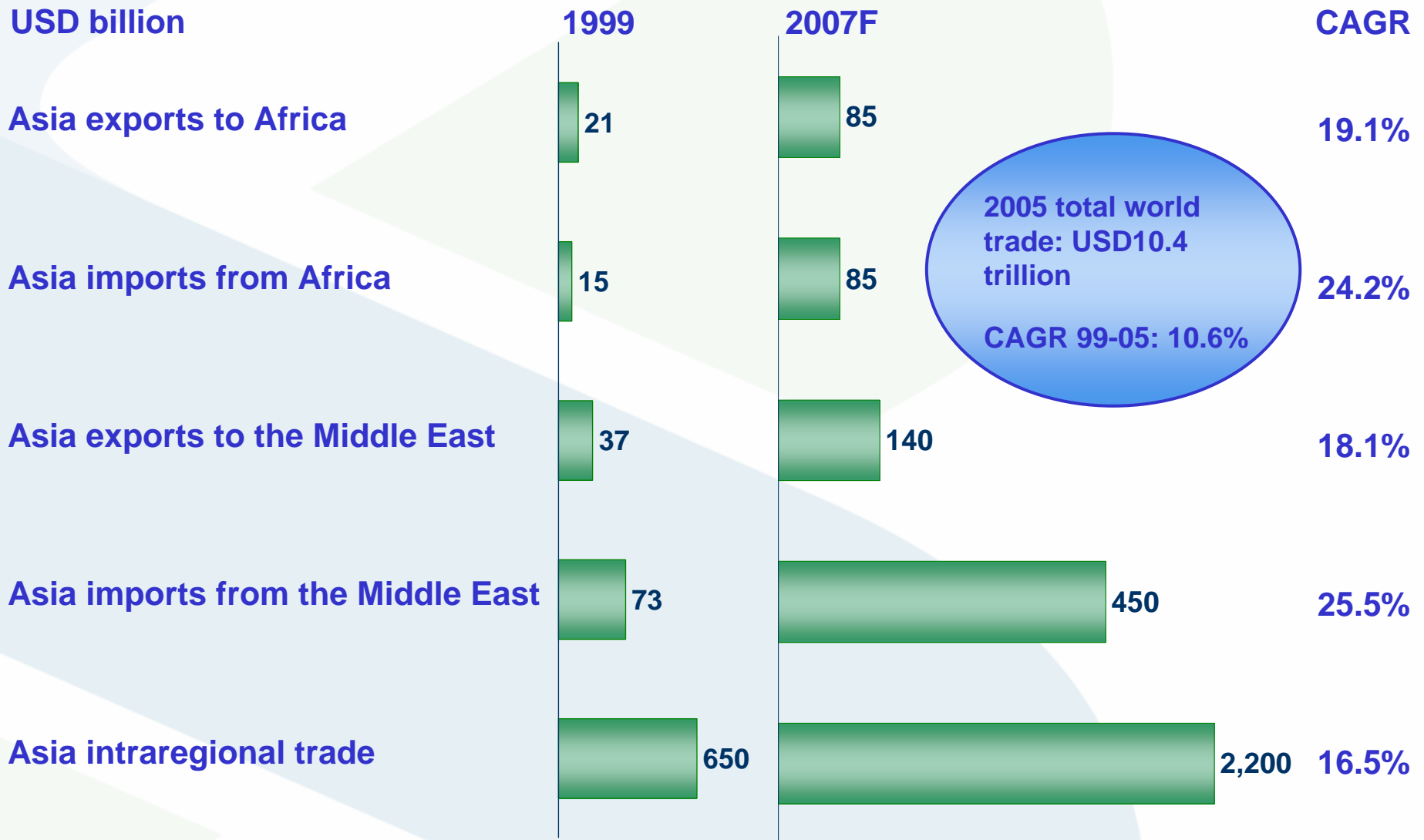
# Banking market in Asia

## Non-mortgage consumer debt/GDP





# Booming trade corridors



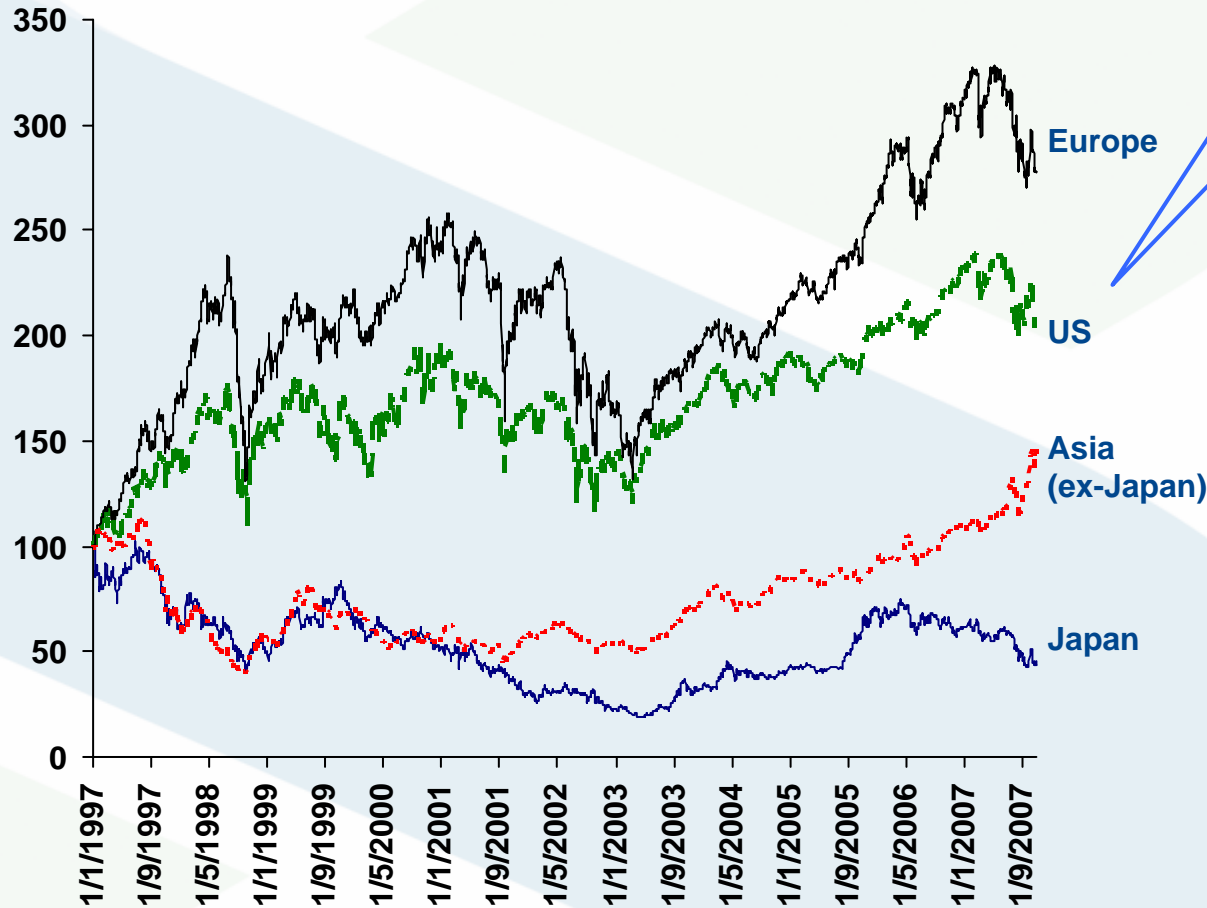
Source : WTO



# Asian banks surging in value

## Recent surge of Asian banks in market value

Banking indices, Market Value indexed at 100, 1 January 1997



## 5 banks in global top 10

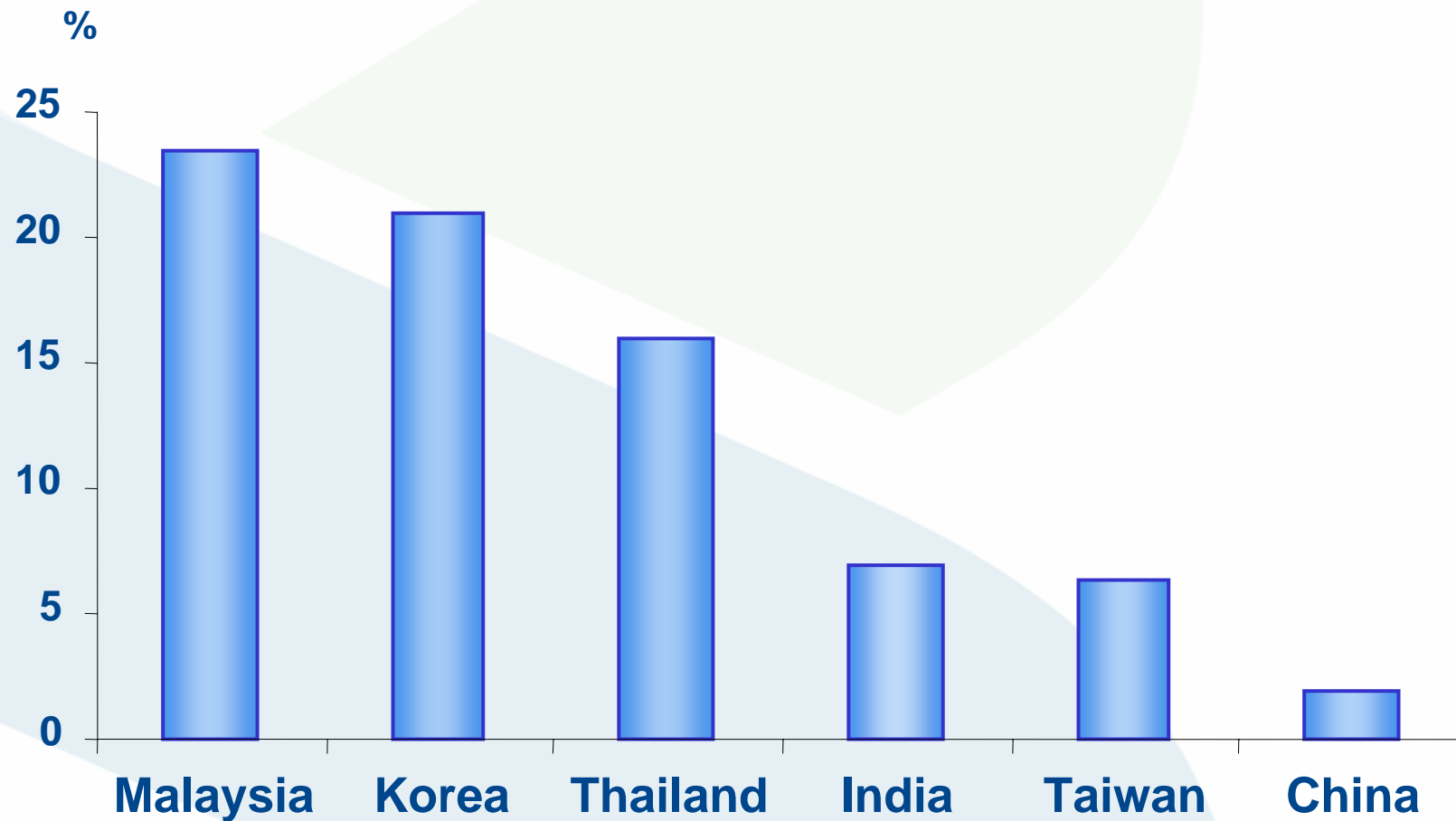
2007 (Oct 26) market value of global top 10 banks, USDb \$ bn

ICBC	332.9
China Construction Bank	237.4
HSBC	220.6
Citi Group	212.1
Bank of China	203.9
JP Morgan Chase	158.9
RBS	104
Mitsubishi UFJ	103.4
Goldman Sachs	100.4
Bank of Comm	93.9



# Potential for foreign banks

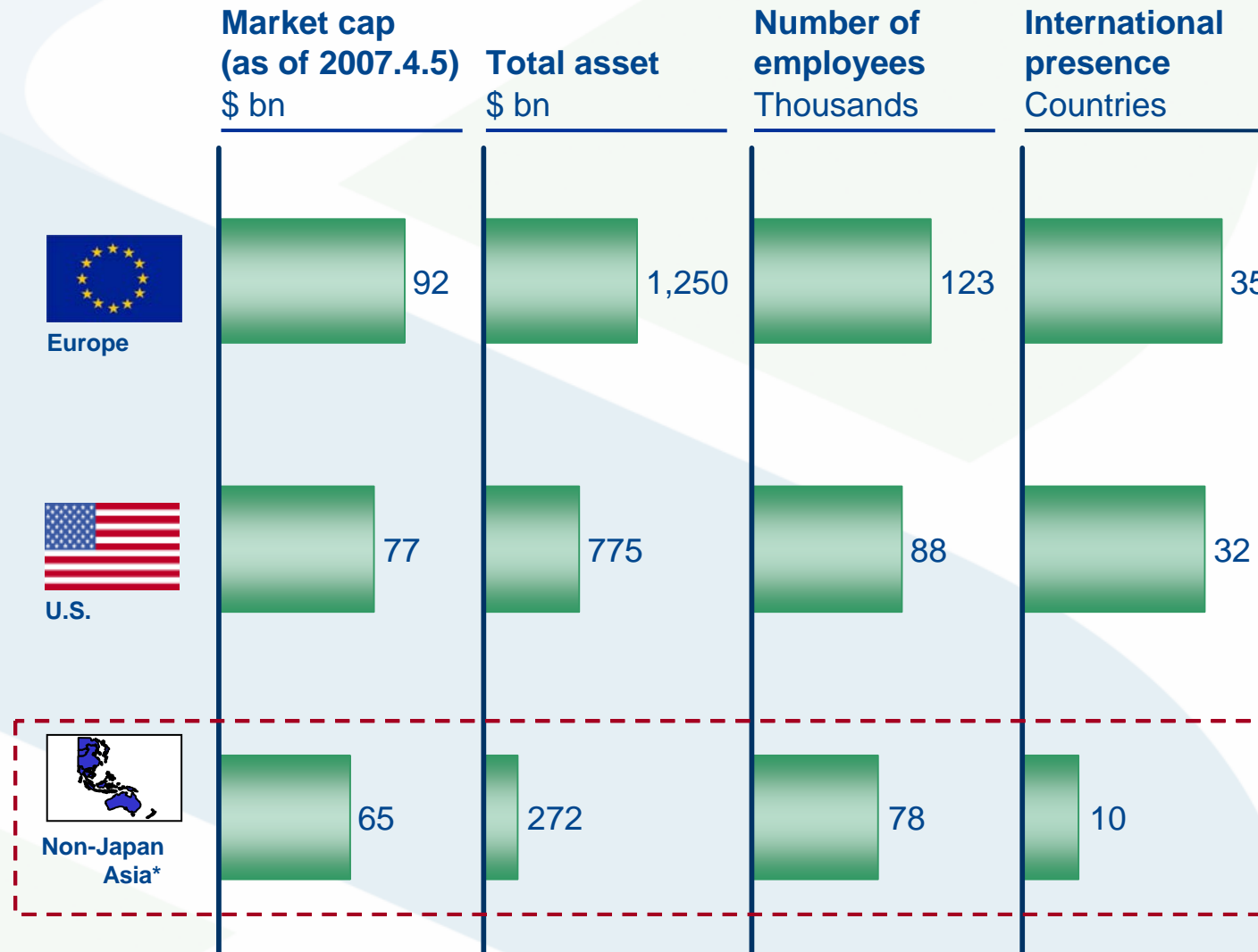
Foreign bank asset as % of total assets





# Market room to further consolidate

## Average of top 15 banks in each region (as of 2006)



■ Europe and U.S. becoming consolidated

■ Top 5 banks control less than 15% of assets in Asia

\*4 banks in China, 4 in South Korea, 3 on Hong Kong, 3 in Singapore, 1 in India

Source: McKinsey





# Our recent acquisitions

## Distribution

**Union Bank** 

PermataBank 



Hsinchu International Bank

## Capability

Harrison Lovegrove + co

**AMERICAN EXPRESS**  
AMERICAN EXPRESS BANK

**PEMBROKE**  
Aircraft Leasing, Financing and Management Services

**UTI Securities**  
we make investing easier



**THANK YOU**

