



China Construction Bank Match Plus

Smart Matchmaking Platform

April 2021

CCB  **中国建设银行** (马来西亚)
China Construction Bank (Malaysia)

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01 | Why, How and What

WHY?

HOW!

What → CCB Match Plus

Why China and Malaysia are Important to each other

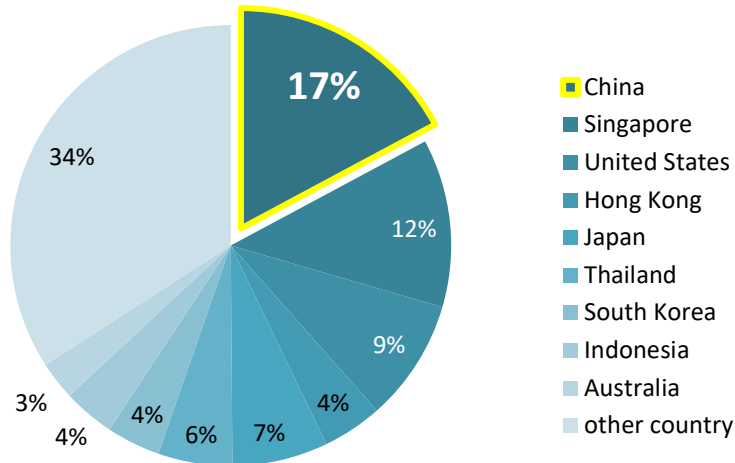
1. China is Malaysia Top Trade Partner

(Total Trade – 2019)

Source : Bank Negara Malaysia

❖ #1 Import + Export Partner : **China**

(MYR 315 billion, 17.0% of total)

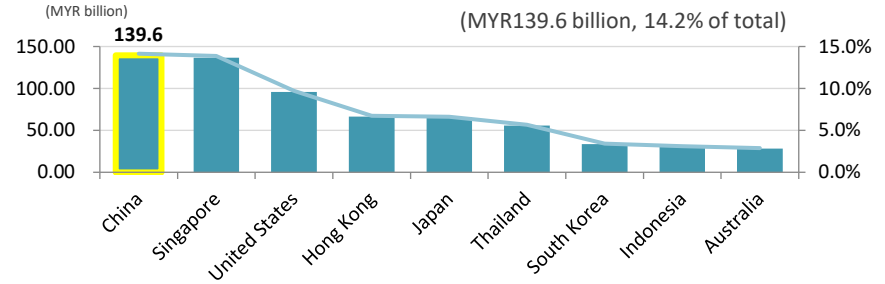


2. Malaysia Top Export Partners

(Net Export – 2019)

Source : Bank Negara Malaysia

❖ #1st Export Partner : **China**



Malaysia		2017	2018	2019
	% share		RM million	
Total FDI	100.0	115,337	103,383	101,485
of which:				
China incl. HK	17.4	22,146	16,183	17,624

Affordable Housing
住房租赁



Three Major Strategies
三大战略

Inclusive Finance
普惠金融

Fintech
金融科技



02 |

CCB Match Plus

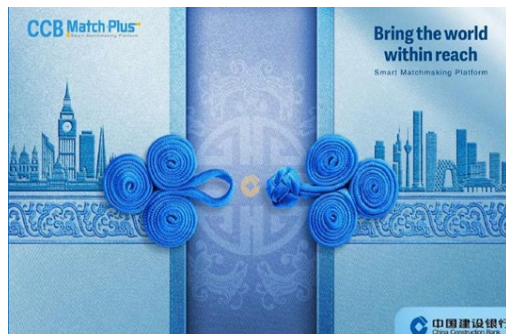
— *the Smart Matchmaking Platform*

CCB Match Plus: Cross-border Matchmaking Platform

The Platform provides smart matchmaking solutions for parties with cross-border needs.



- ✓ Online & Offline Coverage
- ✓ Quality Client Base



Offline Matchmaking Events

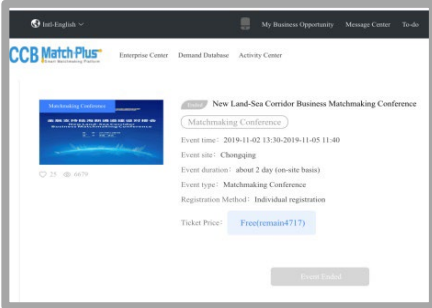
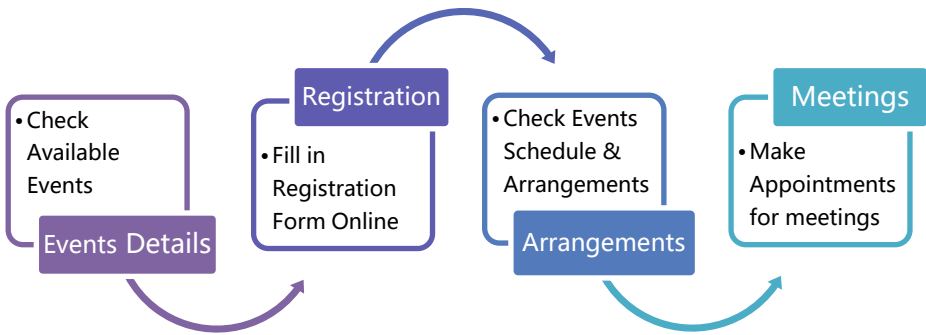
Leveraging on CCB's overseas network, to assist enterprises, financial institutions and other market players to reduce transaction costs and to have better resource allocation.

Online Smart Matchmaking

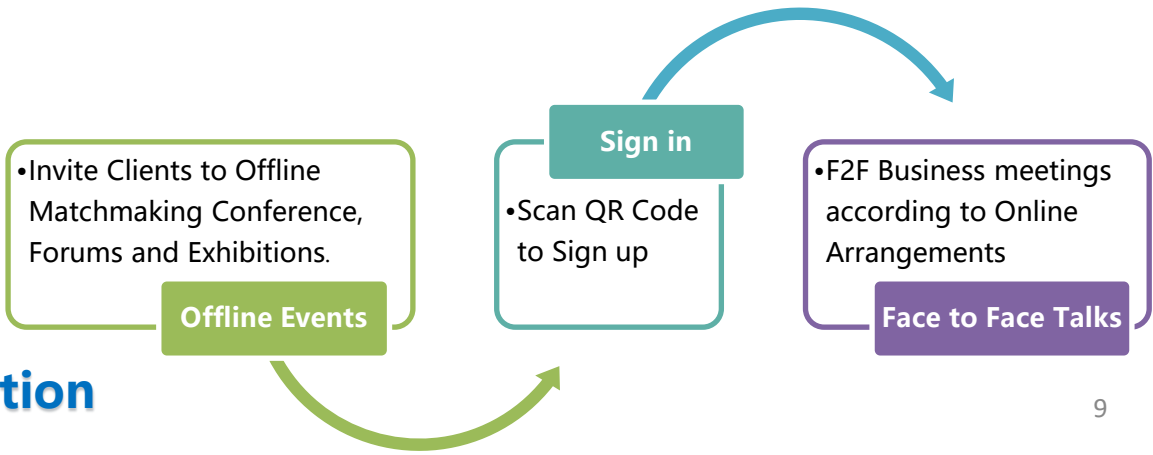
Establishing a Smart Matchmaking Platform, which integrates domestic and overseas markets and multi-dimensional data, to facilitate more accurate matching.



Engagements with Global Partners

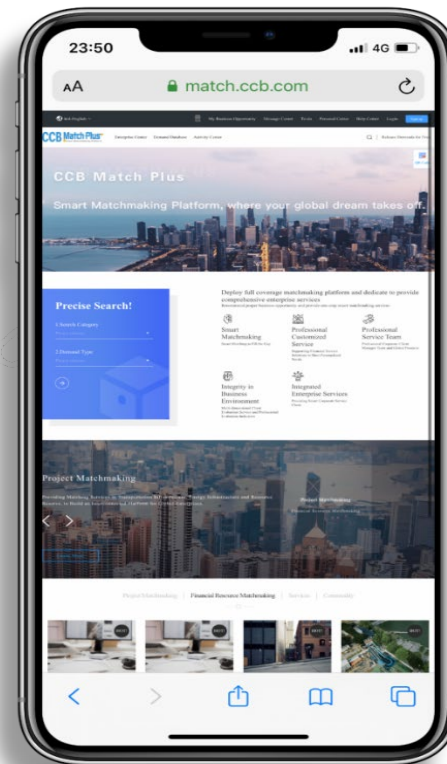


Online Events Management



Offline Events Participation

CCB Match Plus: Accessible Smart Eco-system



Available in Smartphone Apps

Overview of CCB Match Plus



Authenticated User

568,500+

Successful Matchmakings

52,900+

Information Released

899,500+

Sign-up Industrial Parks

26



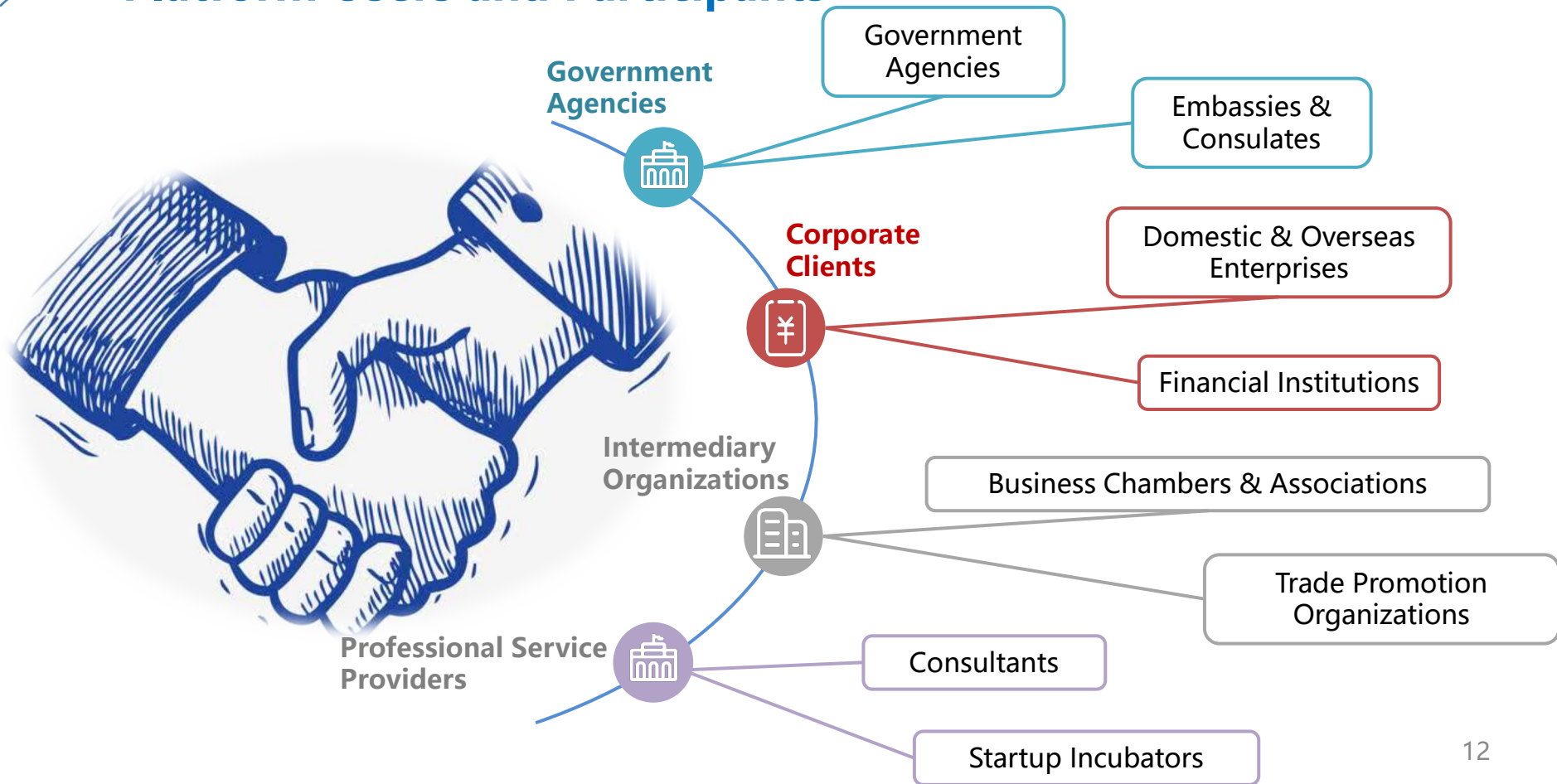
Authenticated User

70+

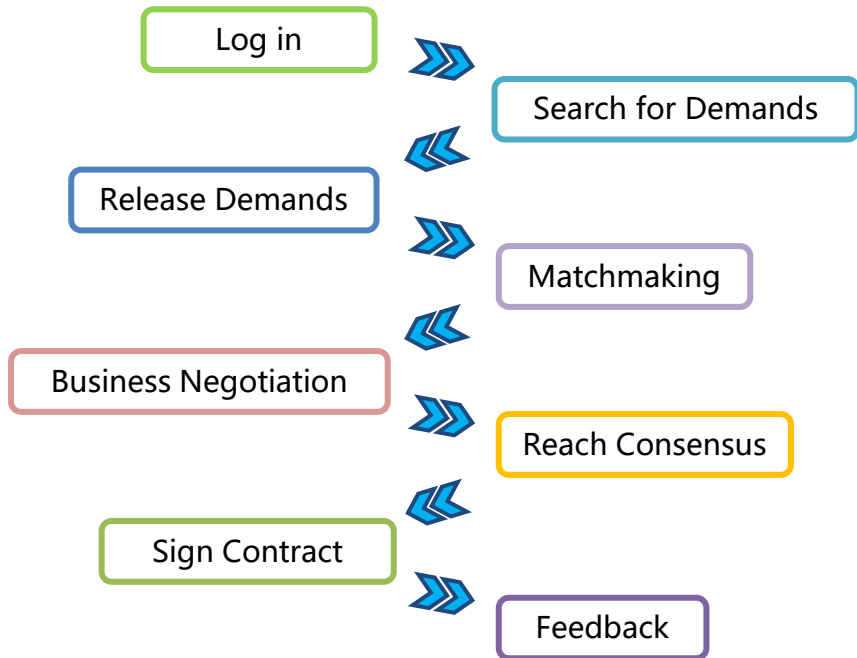
Successful Matchmakings

33

Platform Users and Participants



CCB Match Plus: Bring the World within Reach



Cross-border Matchmaking - Steps

User Registration

01

Track Business Opportunity

08

3-Step Authentication

02

Submission of Business Intention

07

Information Maintenance

03

Matchmaking

06

Demand Search

04

Demand Release

05





03 | CCB Group Strength



Strong Group Strength

- ✓ Ranked 2nd among the world's top 1,000 banks in Tier 1 capital in 2019
- ✓ Listed on Shanghai and Hong Kong Stock Exchanges, Market Cap at USD430 billion



Pillar in China's Economy

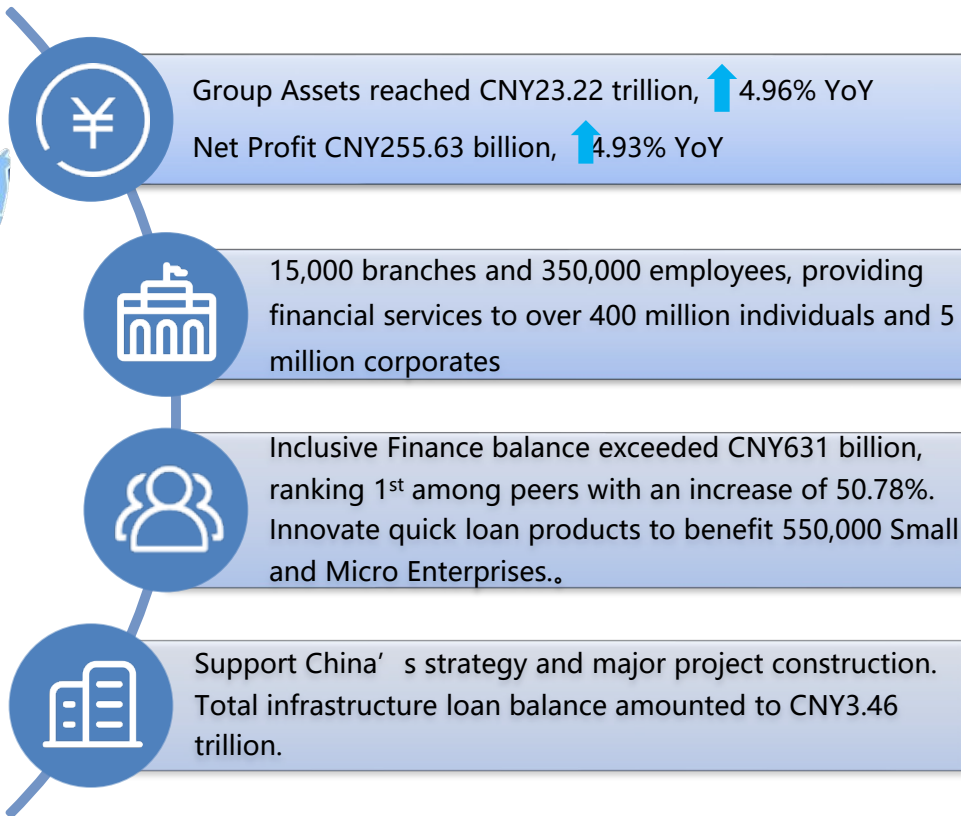
- ✓ Fully-pledged financial services, including: commercial banking, asset management, financial leasing, trusts, life insurance, investment banking, futures and pensions.
- ✓ Actively participate in major national strategic projects, green finance and inclusive finance.



Global Financial Service

- ✓ Cover major cities in Asia, Europe, America, Oceania and Africa.
- ✓ More than 1,400 global correspondent banks, covering 140 countries and regions.
- ✓ Providing clearing services for nearly 30 currencies including RMB, USD, EUR, GBP, etc.

Solid Domestic Foundation



Extensive Global Coverage



- More than 200 overseas entities covering 6 Continents, 33 countries & regions
- Two (2) institutions in Malaysia (CCB Malaysia & CCB Labuan Branch)
- Provide 14 minor currencies clearing services along "Belt & Road"

CCB Fintech Strategy



Tech Empower

- Synergized Smart Finance internally
- Open & Sharing Ecosystem externally
- Facilitate national governance modernization



Technology Application

- AI
- Internet
- Blockchain
- IoT (Internet of Things)
- Cloud Computing
- Big Data



Data Mining

- Improve data governance
- Enhance data value creation



Innovate & Iterate

- Improve task segmentation & integration
- Apply continuous integration & automated testing
- Swiftly replicate, promote, iterate & update



04 | CCB Cross-border Matchmaking Team

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THANK YOU!