

Press Release  
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## **Bank of Beijing awarded the Best City Commercial Retail Bank in China for 2017**

- **Bank of Beijing achieved significant growth in its wealth management business**
- **The bank implemented an integrated online and offline channel strategy to provide customers with cost-efficient and convenient services**
- **The widened its reach to serve more customers in the country**

**Tokyo, Japan, March 17th 2017— Bank of Beijing** awarded the **Best City Commercial Retail Bank in China** for 2017 at The Asian Banker's International Excellence in Retail Financial Services Awards Programme 2017. The awards ceremony was held in conjunction with the region's most prestigious retail banking event, the Excellence in Retail Financial Services Convention, held at Conrad Tokyo on March 17, 2017.

### **Bank of Beijing achieved significant growth in its wealth management business**

Bank of Beijing launched "Fortune Finance" wealth management services to cater to the banking and financial needs of its clients, including small and medium enterprises (SMEs). Through "Fortune Finance", the bank's asset under management (AUM) grew 32.5% in 2016.

### **The bank implemented an integrated online and offline channel strategy to provide customers with cost-efficient and convenient services**

Bank of Beijing launched its "Jingcai Jingdong" mobile app, which enables cardholders to make digital payments for goods and services offered in Jingdong Malls. Moreover, the bank also supports faster toll payments through its electronic toll collection credit cards, as well as more convenient transport payments using Jing Quick Pass. These initiatives helped the bank grow its retail banking customer base, which rose to more than 15 million in 2016.

### **Bank of Beijing widened its reach to serve more customers in the country**

To serve more customers, Bank of Beijing offered core financial products like wealth management, business financing and payments to farmers in some parts of China. The bank also built a total of 35 service centres and 8,000 POS machines in Beijing, Tianjin and the province of Hebei in September last year. Because of these initiatives, the bank's retail asset grew 34.7% to more than \$35 billion (RMB 250 billion) in 2016.

About 200 senior bankers from award-winning banks in 25 countries in Asia Pacific, Middle East and Africa attended the Excellence in Retail Financial Services Convention, which recognises banks' efforts in bringing superior products and services to their customers. The awards programme, administered by The Asian Banker and refereed by prominent global bankers, consultants, and academics, is the most prestigious of its kind.

A stringent evaluation process across three months based on a balanced and transparent scorecard determines the winners of The Asian Banker International Excellence in Retail Financial Services Awards, and the positions of various retail banks in the region.

### **About The Asian Banker**

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The company is headquartered in Singapore, with offices in Manila, Malaysia, Hong Kong, Beijing, and Dubai, as well as representatives in London, New York, and San Francisco. It has a business model that revolves around three core business lines: publications, research services, and forums.

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