

## GEOGRAPHICAL ANALYSIS OF DEPOSITS AND LOANS

The following table sets forth the customer deposits and loans of the branches in the BCC Group in the following regions.

	DEPOSITS				LOANS			
	1987		1986		1987		1986	
	\$m	% of Total	\$m	% of Total	\$m	% of Total	\$m	% of Total
Middle East	3,498.6	22.7	3,300.7	23.9	2,513.0	25.8	2,228.3	27.8
Europe	4,842.7	31.4	3,787.6	27.5	2,047.3	20.9	1,362.9	17.0
North America and Caribbean	3,087.4	20.0	2,726.3	19.8	2,321.6	23.7	1,712.6	21.4
South America	206.8	1.3	226.5	1.6	189.6	1.9	173.0	2.2
Far East & South Asia	2,148.7	13.9	1,914.8	13.9	1,655.2	16.9	1,576.5	19.7
Africa	1,655.0	10.7	1,829.5	13.3	1,060.1	10.8	955.7	11.9
	<u>15,439.2</u>	<u>100.0</u>	<u>13,785.4</u>	<u>100.0</u>	<u>9,786.8</u>	<u>100.0</u>	<u>8,009.0</u>	<u>100.0</u>

## SCOPE OF ACTIVITIES

The BCC Group of banks provides a full range of retail, commercial and wholesale banking and financial services. Some of the principal services are described below:

### Commercial Banking

Although the BCC Group of banks, subsidiaries and affiliates handle a large volume of wholesale business, the bulk of the Group's activities consists of retail, commercial banking operations, both domestic and international in the countries in which its branch network is located.

Managers of branches have long experience of retail and commercial banking and have a thorough understanding of the retail and commercial trade. A particular strength is in the financing of overseas trade by means of both bills of exchange and documentary credits.

The Documentary Credits Department offers a full service to exporters and importers including usance, revolving and back-to-back credit facilities. Bills for collection, inward and outward, both clean and documentary, are handled at most branches. Similarly, bills of exchange in most international currencies including prominent Middle Eastern currencies are purchased by the Bank with recourse to the exporter.

BCC has been instrumental in issuing bid-bonds, performance bonds, advance payment and retention money guarantees on behalf of civil engineering and other project contractors in a large competitive market.

All retail branches provide checking account and savings account facilities. These in fact form a substantial source of low cost funding for the branches. Branches are computerised to provide modern and efficient services to account holders, and provide management information for effective supervision and control of operations. In many countries the Bank has been authorised by the Government to accept payments from customers for electricity, gas, telephone, etc. on behalf of the Government Departments.

Another important activity is the providing of commercial intelligence to exporters and contractors, particularly relating to business and project opportunities in the developing countries in the Middle East and Africa etc.

Following is a general list of commercial banking services provided by BCC Group banks:

Checking Accounts	Commercial Loans
Savings Accounts	Corporate Financing
All other types of Deposit Accounts	Real Estate Development Financing
Cash Management	Financing of International Trade
Payroll Management	Pre-Export Financing
Standing Instructions & Payment Orders	Leasing
Money Transfers	Bonds and Guarantees
Safe Deposit Facilities	Documentary Letters of Credit
Collections	Foreign Exchange Trading
Personal Loans	

### **Merchant Banking**

The BCC Group has wholly-owned merchant banking operations in Hong Kong and Grand Cayman and in Kuwait through affiliates. The Merchant Banking Division in London, provides central professional expertise to clients of the Group, institutions as well as individuals, from all parts of the world. Some of the services provided by the Merchant Banking Group are as under:

Investment & Portfolio Management	Project Financing
Trust Services	Financial Packages
Loan Syndication	
Guarantees Syndication	Feasibility Studies

Each of the regional Merchant Banking centres has evolved its own broad range of services in keeping with prevailing banking laws and market requirements. The Merchant Banking Division in London emphasises investment advisory services that cover portfolio investments, corporate acquisitions and real estate investments. A broad range of other financial advisory activities include the management of client funds in keeping with the clients' priorities regarding safety, yield and liquidity and on a small scale the participation in project finance syndications on a world wide basis.

### **BCC Travellers Cheques**

The sale of BCC Travellers Cheques commenced on December 1, 1981. The cheques are issued under the charter of Visa and therefore their acceptability is ensured in 165 countries by the 12,000 financial institutions which comprise the Visa memberships, supported by the 4,000,000 merchant outlets which already recognise and have contracted to accept the Visa Card.

### **Foreign Exchange Dealing**

BCC has a network of foreign exchange dealing rooms throughout Europe, the Middle East, the Americas and the Far East. Dealers are principally based in:

Abu Dhabi	Bahrain	Cairo	Tokyo
Dubai	Frankfurt	Hong Kong	Sydney
London	Luxembourg	Miami	New York
Toronto	Paris	Zurich	

Dealing rooms at these centres give corporate clients an efficient service for all their foreign exchange requirements. The dealing rooms have the latest technological equipment for communications and computerised accounting. BCC is also able to give the most up to date advice and guidance on any Middle East currency.

### **Wholesale Banking**

Although emphasis in the Group is on retail banking, the bank does handle a substantial amount of whole-sale banking. This is in the shape of varied services provided by the Group to multinational corporations and Governments and central banks of various countries.