
OPPORTUNITIES IN CHINA

WHAT ARE YOUR
AMBITIONS FOR CHINA?

BMO  Capital Markets®
Your ambition achieved.®

OUR KNOWLEDGE YOUR ADVANTAGE

As China continues its explosive growth, companies that establish strong footholds today will be well-positioned to profit from the changes ahead. BMO Capital Markets has the people, products and tools in place to bring your China strategy to life.



NORTH AMERICAN COMPANIES BENEFIT FROM A BROAD RANGE OF FINANCIAL SERVICES.

China's rapid growth presents unprecedented business opportunities. Shifting demographic trends, growing consumer purchasing power and increasing technology literacy are creating tremendous demand for North American goods and services.

With growth comes opportunity for companies with the vision to invest in China's tremendous potential.

As an established, respected financial institution in the People's Republic of China, we leverage our extensive relationships with Chinese government, financial institutions and corporations to provide our clients insights into local market dynamics, investment opportunities, local regulations, trade programs and current economic conditions.



We have the local relationships and on-the-ground experience to help you penetrate this burgeoning market.

Our pioneering experience and extensive network of contacts in China position us well to advise clients investing in China. Our insights into China's financial, legal and cultural systems give you a realistic picture of your opportunities and risks. We can help you identify acquisition targets, build and maintain business relationships and understand differences between trade regions.

A HISTORY OF FIRSTS

BMO Capital Markets is an especially valuable advisor for companies that have business in China. We have been doing business in modern China since 1982, and have developed a strong network of relationships with Chinese government, regulators and financial institutions since that time. Our experience and reputation pay dividends to our clients. Here are just a few of our accomplishments in China:

- First Canadian bank authorized to offer derivative instruments in China.
- First foreign bank permitted to invest in a Chinese mutual fund company.
- The only foreign bank to invest in China's first and second ABS offerings.
- Co-lead manager of Bank of China's US\$11.2 billion IPO.
- The only Canadian bank chosen as a market maker for FX trading in China four years in a row.
- First Canadian Bank to incorporate in China.

LOCAL SUPPORT COMPREHENSIVE SERVICES

With offices in China's major centers, we have the local expertise and broad network of contacts to help you find new opportunities, navigate local market conditions and give you comprehensive financial support.



**WE'LL HELP YOU EXECUTE
A SOUND FINANCIAL STRATEGY.**

INVESTMENT BANKING SERVICES

As part of BMO Financial Group, BMO Capital Markets is uniquely positioned to help you execute your China strategy. BMO Financial Group is one of very few financial services companies with branches in Beijing, Guangzhou, Shanghai and Hong Kong, and a representative office in Taipei. We have the local expertise and bank support network to support all your business activities. BMO is the only Canadian Bank to incorporate in China.

Opportunities to make acquisitions or forge joint partnerships are growing as the Chinese government liberalizes foreign ownership rules and accelerates the privatization of state-owned enterprises.

OUR STRENGTHS

- **Advisory services.** We bring to China advisory services in M&A and private placements.
- **Sector Expertise.** We lever our North American sector expertise in areas such as mining, oil & gas, forestry/pulp & paper, the food industry and financial services to facilitate partnerships between Chinese and North American companies.



CORPORATE BANKING SERVICES

North American companies trading or investing in China have direct and local access to our long-established corporate banking products and services, including corporate lending and syndication, traditional and structured trade finance solutions, depository and account services as well as foreign exchange, money market, derivatives and treasury services.

Our trade finance specialists in China deliver financial solutions for exporters and banks of all sizes. We provide import and export letter of credit products to help finance sales to and from China.

Our powerful Tradevenue® Direct solution helps you monitor and manage your financial activity in China from a secure computer connection, wherever you have Internet access. Clients have access to their current letter of credit portfolio and immediate notification of any trade-related activity.

We are one of China's leading overseas banks in foreign exchange transactions and a government-appointed market maker for key international currencies against the Renminbi, China's local currency.

Foreign and local companies in China benefit from our ability to offer RMB loans and deposits. Our RMB lending allows companies operating in China to match the currency of their assets and liabilities, and is often considered an attractive alternative to contributing additional capital.

We offer the following products and services in China:

- Account opening & operating services
- Equity and debt capital markets advice
- Derivatives
- Foreign exchange
- Lending & syndication
- Mergers & acquisitions
- Money markets
- Trade finance

OUR EXPERTISE YOUR ASPIRATIONS

A committed, experienced team is critical to any business expanding into China. As your financial partner, we offer you the on-the-ground support of a seasoned team of experts.

WE HAVE THE PEOPLE TO SUPPORT YOUR BUSINESS IN CHINA

Our team combines local knowledge with years of experience creating and implementing financial and trade solutions, both in China and around the globe.

Senior representatives in every city in which we operate have an average of 30 years experience in financial services.

Our China professionals are backed by a team in North America with extensive experience supporting clients with business in China.

We are committed to supporting your business aspirations in China and dedicated to helping you succeed.



ABOUT BMO CAPITAL MARKETS

BMO Capital Markets is a leading, full-service North American financial services provider offering equity and debt underwriting, corporate lending and project financing, merger and acquisitions advisory services, merchant banking, securitization, treasury management, market risk management, debt and equity research and institutional sales and trading. BMO Capital Markets has over 2,000 employees operating in 26 locations around the world, including 14 in North America.

BMO Capital Markets is a member of BMO Financial Group (NYSE, TSX: BMO), one of the largest diversified financial services providers in North America with US\$413 billion total assets and 38,000 employees as at January 31, 2011.

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RP/MAR/11