



# Expand and tap into ASEAN-Greater China Flows from Singapore

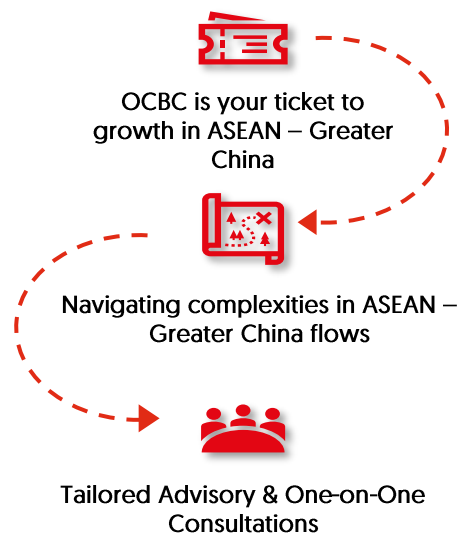
OCBC | Enterprise Banking International

# Expand and tap into ASEAN-Greater China Flows from Singapore with OCBC

## What you will get from this workshop

Become equipped with strategies to enter ASEAN markets efficiently, manage cross-border trade and financing, and leverage OCBC's network for strategic partnerships. Gain practical insights from real success stories and receive tailored one-on-one consultations to accelerate your growth.

### Programme Outline



#### 1. Introduction: Why OCBC

- About OCBC – our history, ecosystem, people, and global network
- How OCBC connects businesses to desired partners in ASEAN – Greater China

#### 2. Navigating ASEAN – Greater China Flows

- How to enter ASEAN – Greater China markets quickly and efficiently
- Practical solutions for cross-border trade and financing
- Overview of our regional solutions

#### 3. Success Stories & Beyond Banking

- Real success stories from businesses like yours
- Access to Beyond Banking services to land right in ASEAN – Greater China
- Strategic connections to partners, agencies, and investors

#### 4. Tailored Advisory & One-on-One Consultations

- Pick up a conversation with relationship managers who specialise in your industry
- One-on-one dialogues with industry specialists who speak your language and provide bespoke advice and solutions

## Why choose OCBC

### Regional Expertise & Network

100+ years in ASEAN and Greater China, multilingual teams, and deep industry knowledge to navigate complexities.

### Seamless Digital & Banking Solutions

Streamlined account opening, multi-currency capabilities, and unified digital platform for effortless regional operations.

### Beyond Banking Value

Strategic connections, partner matching, and market entry support to accelerate growth beyond traditional banking.

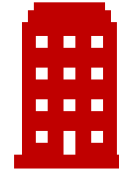


# Why choose Singapore as your launchpad



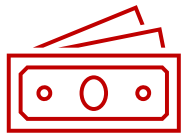
## A Top Global Financial Hub

- Ranked **4th globally** in the Global Financial Centres Index 2025
- **3rd largest FX center worldwide**, handling \$1.1 trillion in daily foreign exchange trading.



## Attractive Tax and Regulatory Framework

- **2nd in Asia-Pacific** for REIT property trust scale with a **comprehensive tax framework**
- Stable regulations and tax incentives for regional headquarters



## Leader in Wealth Management and Fintech

- Recognized as a **Leading Private Wealth Management Center**
- A hub for **Global Collaborative Fintech Innovation**
- Home to major global investment institutions, including sovereign wealth funds, hedge funds, and private equity firms



## Strong Connectivity and Talent

- Access to **capital, talent, and innovation ecosystems**
- Strategic location with strong connectivity across Asia and beyond



# OCBC is ready for your business needs

## Wealth Management

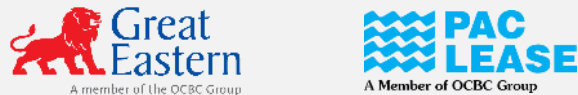


One Group

## Banking



## Insurance & Leasing



**636.6 Bn S\$**

Total Assets (Dec 2025)

**7.42 Bn S\$**

Net Profit (FY2025)

**85.08 Bn S\$**

Market Capitalization  
(Dec 2025)

**1<sup>st</sup>**

SEA bank to set up a branch in China

**1<sup>st</sup>**

Local bank in Singapore

**2<sup>nd</sup>**

Largest financial services group in SEA

## ASEAN-Greater China coverage



**101 Years**  
In China

**94 Years**  
In Singapore

**94 Years**  
In Malaysia

**85 Years**  
In Indonesia

**Aa1**

MOODY'S

**AA-**

S&P Global Ratings

**AA-**

FitchRatings

# Get local expertise Global perspective



## Industry Experts

with deep specialisations in industries such as Trade, Logistics, Manufacturing, Tech, F&B, etc



## Multilingual teams

across all regional branches to support your business in Mandarin, English, Bahasa Indonesia, and more.



## Multicultural teams

that understands both yours and the local culture to help you seamlessly adapt locally



Tailored corporate solutions that meets your unique business needs



# Your Business, Powered by OCBC's Digital Banking

## Seamless Banking



- Enjoy seamless banking throughout the region
- Get personal expert guidance

## Digital Banking



Manage multi-market operations effortlessly with our unified digital business platform

## Multicurrency Transactions

**60+** Operate globally with ease using multi-currency currencies accounts and online Forex access

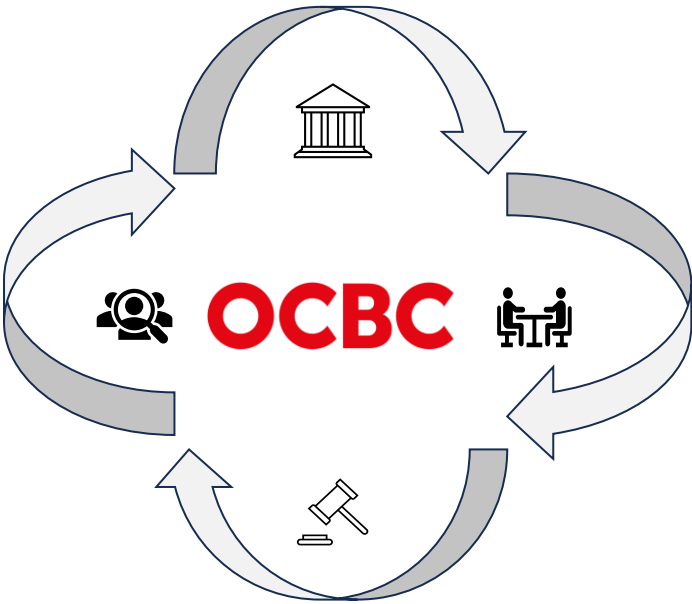
## Digital Services



Available on:   

# Beyond Banking

Leverage our strategic advantage



## Connections that matter:

Access to partners, agencies, and supply chain opportunities

## Confidence in market entry:

Navigate regulations and set up operations quickly

## Growth acceleration:

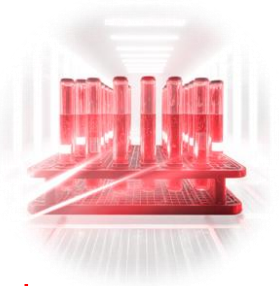
Unlock new customers and strategic collaborations



# Success Stories

Enterprises from diverse sectors have successfully leveraged Singapore as a springboard with our industry-focused guidance and international expertise.

Here's how we have helped and what we can do for you:



## Meditech: Breaking into ASEAN Markets

**Industry:**  
Medical Technology

**Business Need:**  
Expand into Malaysia and Indonesia through acquisitions and partnerships.

- Our Support:**
- Provided M&A advisory for acquisitions in Malaysia and regional planning across ASEAN.
  - Connected the company with Indonesian partners via OCBC One Connect networking event.
  - Facilitated a joint venture to establish a manufacturing arm in Indonesia.

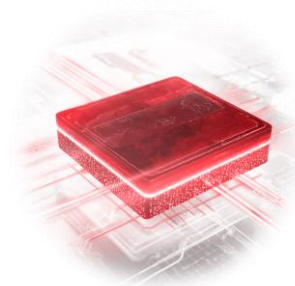


## Mobile Gaming: Driving ASEAN Expansion

**Industry:**  
Mobile Game Developer

**Business Need:**  
Establish a regional headquarters in Singapore to manage regional collection and vendor payments efficiently.

- Our support:**
- Integrated Apple, Google, and One Store collections into the ERP system via API for seamless operations.
  - Provided multi-currency accounts with FX solutions and full digital banking capabilities.
  - Delivered a customized working capital solution aligned with receivable patterns in the mobile gaming industry.



## Start-up Expansion: Navigating Regional Growth

**Industry:**  
Technology Start-up

**Business Need:**  
Set up a sales center in Singapore and ensure founders and team can stay locally despite regulatory challenges.

- Our Support:**
- Guided founders and team through foreigner pass regulations for smooth relocation.
  - Enabled quick account opening in Singapore to receive investor funding.
  - Connected the start-up to partners in Indonesia, Vietnam, and Malaysia for regional expansion.



## Freight Forwarding: Enhancing Global Visibility

**Industry:**  
Freight Forwarding

**Business Need:**  
Increase visibility and operational efficiency across multiple locations while supporting rapid expansion.

- Our Support:**
- Implemented single sign-on for internet banking and regional cash pooling to simplify payments.
  - Enabled API connectivity for direct integration with customer systems.
  - Seamless banking in Indonesia and China to support expansion.
  - Connected the company with partners through OCBC's regional network for growth acceleration.



Ready to Expand?  
Partner with OCBC to expand and tap into  
ASEAN-Greater China Flows from Singapore

Sign up for our EDB workshop to start your  
growth journey today.

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