



For Immediate Release

BEA and DZ BANK Sign Business Cooperation Agreement

Hong Kong, 16th August, 2005 – The Bank of East Asia (“BEA”) and DZ BANK AG Deutsche Zentral-Genossenschaftsbank, Frankfurt am Main, (“DZ BANK”) have today signed a comprehensive business cooperation agreement that calls for the two banks to develop their joint business activities in Greater China and Europe.

The focus of the cooperation is on corporate banking, asset management, fixed income, and settlement. Besides brokering individual financial products such as liquid bonds or credit notes, the two banks will also explore cooperation in treasury, trading securities, and custodian account services. Under the terms of the agreement, the banks will provide reciprocal customer referrals, and customers will be entitled to enjoy the banking products and services of the partner bank.

BEA’s Chairman and Chief Executive, Dr. David K.P. Li, said: “Our agreement with DZ BANK is in line with our focus on establishing business ties with strategic banking partners around the world. With DZ BANK, BEA’s customers will gain access to an extensive network of cooperative banks in Germany and their client support desks in Europe.”

The business cooperation agreement also has clear benefits for DZ BANK’s corporate customers who want to explore opportunities in Greater China through the support of BEA. “This cooperation gives the corporate clients of the cooperative banks (Volksbanken and Raiffeisenbanken) and the clients of DZ BANK direct access to the extensive BEA network in the Chinese growth market,” said Dr. Ulrich Brixner, Chairman of the Board of Managing Directors of DZ BANK. “Our cooperation with BEA will strengthen the competitive position of the cooperative financial system in the major financial centres of East Asia.” In addition to being the largest independent local bank in Hong Kong, BEA has one of the most extensive networks among foreign banks operating on the Mainland.

Within the cooperative financial services network of the local cooperative banks, DZ BANK AG acts as central bank for some 1,100 cooperative banks with their 12,000 bank offices. Furthermore, as Germany’s fifth largest credit institution, DZ BANK is an internationally focused corporate bank that provides services primarily to German SMEs as well as to multinational companies.

The companies of the DZ BANK Group make up the cornerstones of the Allfinanz offering within the cooperative financial services network. This network encompasses some 1,300 local cooperative banks and, with a balance sheet total of approximately EUR 850 billion and 30 million clients, is one of Germany’s largest financial services

provider governed by private law. With its significant shareholdings in specialist institutions such as VR-Immobilien AG, DZ BANK has a group platform that enables the cooperative service providers in the Allfinanz business to cooperate intensively and productively, in particular in asset management and private banking. DZ BANK also provides cross-sector transaction settlement services in the securities business via dwpbank, Deutsche WertpapierService Bank AG. To learn more about DZ BANK, please visit www.dzbank.de.

BEA has gained an international reputation over the years as a professionally managed and prudent financial institution that understands customers' needs. The Bank offers a full range of wholesale and retail banking services covering corporate banking, personal banking, investment banking, wealth management, China services, and international services. The BEA Group also provides comprehensive business, corporate, and investor services through Tricor Group, and offers a wide array of insurance services to corporate clients and individuals through its subsidiary, Blue Cross (Asia-Pacific) Insurance Limited. For more information on BEA, please visit the Bank's website at www.hkbea.com.

With the signing of this cooperation agreement, BEA and DZ BANK look forward to exploring additional areas of cooperation of mutual interest and benefit to both banks.

- End -

For press enquiries, please contact:

The Bank of East Asia
Mr. Peter Yuen
Head of Financial Institutions Department

Tel: (852) 3608 0228

DZ BANK
Mr. Reinhard Fröhlick
Head of Corporate Communication

Tel: (49) 69 7447 2382

Dr. Armin Schuster
International Business Development

Tel: (49) 69 7447 3613

About The Bank of East Asia

Since its incorporation in 1918, BEA has dedicated itself to serving the people of Hong Kong, as well as providing business and personal banking services to customers in China and overseas. BEA is the largest independent local bank in Hong Kong, with total assets of HKD212 billion (USD27.3 billion) as of 30th June, 2005. BEA is listed on the Stock Exchange of Hong Kong and is one of the constituent stocks of the Hang Seng Index.

Currently, BEA operates more than 160 outlets worldwide, including nearly 120 branches and SupremeGold Centres in Hong Kong, 23 outlets in Greater China, and an extensive international network covering the United States, Canada, the United Kingdom, the British Virgin Islands, and Southeast Asia.

About DZ BANK

Within the cooperative financial services network of the local cooperative banks, DZ BANK AG acts as central bank for some 1,100 cooperative banks with their 12,000 bank offices. Furthermore, as Germany's fifth largest credit institution, DZ BANK is an internationally focused corporate bank that provides services primarily to German SMEs as well as to multinational companies.

The companies of the DZ BANK Group make up the cornerstones of the Allfinanz offer of the cooperative financial services network. This network encompasses some 1,300 local cooperative banks and, with a balance sheet total of approximately EUR 850bn and 30 million clients, is one of Germany's largest financial services provider governed by private law. With its significant shareholdings in specialist institutions – including VR-Immobilien AG – with Bausparkasse Schwäbisch Hall and Deutsche Genossenschafts-Hypothekenbank – as well as R + V Versicherung, Union Asset Management Holding and norisbank – DZ BANK has a group platform that enables the cooperative service providers in the Allfinanz business to cooperate intensively and productively, in particular in asset management and private banking.

Furthermore, DZ BANK provides cross-sector transaction settlement services in the securities business via dwpbank Deutsche WertpapierService Bank AG. As central bank and clearinghouse for the payment transactions of the cooperative banks, DZ BANK has created a cross-sector market leader in the form of Transaction Institution for Payments Services (TAI) for German payment transactions.