

BOCHK Management Trainee (MT) Programme

Our 24-month MT Programme aims to nurture high-calibre individuals to become future leaders of the Bank. We provide you with business-segment specific training to equip you with essential skills to succeed in the future. We encourage you to take an active role in indicating your career preference (among our Front / Middle / Back Office) so that individualised training plan can be tailored to meet both your interest and the Bank's business needs. To assist you with making an informed decision, please refer to the details below.

FRONT OFFICE

Personal Banking Segment

Being one of the largest banking groups with the most extensive branch network in Hong Kong, we endeavor to provide tailored personal banking products and services to our customers at various segmentations through various convenient channels, including e-banking and phone banking. You will not only have the opportunity to provide one-stop quality banking services to our customers, but also the valuable chance to participate in the management work of customer segmentations, products, and channels. Through professional and detailed analysis, you will help enhance our banking services.

Nature Business Unit Client Segment	Product Management, customer segmentation	Relationship Management, Distribution and Servicing Channel Management
Mass market Personal Clients	<u>Personal Banking and Product Management</u>	<u>Channel Management</u>
Smaller-scale Corporate Clients		
High-end Personal Clients	<u>Private Banking</u>	

Corporate Banking Segment

With our leading position in RMB business and close cooperation with our parent bank, Bank of China, we are committed to providing our customers with professional, innovative and comprehensive cross-border financial services. Through familiarising yourself with different customers' needs, including large corporates, SMEs, financial institutions, and grasping the product features of syndicated loans, trade finances, custody and cash management, you will grow as a young professional with sound knowledge in cross border banking environment, compliance requirements, and customers' needs.

Nature Business Unit Client Segment	Relationship, Product and Channel Management	Strategic Planning, Business Analysis and Administration	Credit Management
	Corporate Clients	<u>Corporate Banking, Financial Institutions and Product Management</u>	
Commercial Clients			
SME Clients			
Financial Institutions			

Financial Markets Segment

As a leading market player in the offshore RMB treasury business in Hong Kong, we endeavor to provide a wide variety of financial instruments and products to the market and our customers, through blending various products' features. We continue to take a proactive yet prudent approach in managing our banking book investments, and monitoring closely the market changes and adjusting our investment portfolio to enhance return while staying vigilant of risks. You will take part in challenging tasks such as conducting financial market analysis, developing and managing treasury products, arranging marketing road-shows, underwriting debt capitals, as well as performing different services on our trading floors.

Nature Business Unit Major Business / Service	Trading	Product Management	Sales
	FX, Structured Deposit, Precious Metals, Bonds, CD, Options	<u>Global Markets</u>	
Banking book investments	<u>Investment Management</u>	--	
Cash Management, Custodian	--	<u>Global Transaction Banking</u>	

MIDDLE & BACK OFFICE

Other than the three front office business segments, we also offer Management Trainee positions in middle and back office segments, such as “Risk Management Department”, “Bank-wide Operation Department” and “Financial Management Department”, etc.