

Press Release

FOR IMMEDIATE RELEASE

Techcombank wins the awards for Best Trade Finance Bank and Leading Counterparty Bank in Vietnam for 2013

- **Techcombank's trade financing outstanding has grown at a three-digit percentage, backed up rising trade revenue.**
- **First local bank to provide international payment services to clients who have overseas trading**
- **Techcombank has extensively expanded the relationship with IFC and has now become the most active and largest customer of IFC in its GTFP program**

Kuala Lumpur, Malaysia, May 22nd 2014—Techcombank has been named the winner of the Best Trade Finance Bank and Leading Counterparty Bank in Vietnam Awards for the year 2013 during the 15th Asian Banker Summit. The ceremony was held at Kuala Lumpur Convention Centre in Kuala Lumpur on May 21st 2014.

Techcombank has grown significantly in the year under review as compared to its previous year. It achieved a 125% growth in trade financing outstanding as well as a double digit growth in trade revenue. It has successfully implemented Usance L/C Payable at Sight (UPAS) and Enterprise Content Management (ECM) to enhance the centralisation of processing documents.

Techcombank has extensively expanded the relationship with International Finance Corporation (IFC) and has now become the most active and largest customer of IFC in its Global Trade Finance Program (GTFP) program. It is also the first local bank to provide international payment services to clients who have overseas trading known as letters of credit outsourcing.

About 1,000 delegates attended the event, consisting of industry specialists, senior bankers, regulators, service providers and decision makers from leading institutions in Asia, the US, Europe and Latin America, where opinions and responses of practitioners from across the region to global issues are shaped.

The Asian Banker Achievement Awards are widely acknowledged by the financial services industry as the highest possible accolade available to professionals and banks in the industry as recognised in the Asia Pacific region.

A stringent three-month evaluation process based on a balanced and transparent scorecard had been used to determine the winners.

Winners of the Achievement in Transaction Banking Awards:

Domestic Trade Finance Awards

1. Australia—Westpac Bank
2. China—Bank of China
3. China—China Minsheng Bank (Small Business Trade Finance)
4. Hong Kong—HSBC
5. India—State Bank of India
6. Indonesia—Bank Negara Indonesia
7. Malaysia—Maybank
8. The Philippines—Bank of the Philippine Islands
9. Singapore—OCBC Bank
10. South Korea—Kookmin Bank
11. Taiwan—CTBC Bank
12. Thailand—Bangkok Bank
13. Vietnam—Techcombank

Domestic Cash Management Awards

14. Australia—Commonwealth Bank of Australia
15. China—ICBC Bank
16. Hong Kong—Bank of China (Hong Kong)
17. India—HDFC Bank
18. Indonesia—CIMB Niaga
19. Malaysia—Maybank
20. The Philippines—BDO Unibank
21. Singapore—DBS
22. South Korea—Woori Bank
23. Taiwan—Taipei Fubon Bank
24. Thailand—Kasikornbank
25. Vietnam—Bank for Investment and Development of Vietnam

Domestic Leading Counterparty Awards

26. Australia—ANZ Bank
27. China (National) —ICBC
28. China (Provincial) —Industrial Bank of China
29. Hong Kong – HSBC
30. India—State Bank of India
31. Indonesia—Bank Negara Indonesia
32. Malaysia—Maybank
33. The Philippines—Bank of the Philippine Islands
34. Singapore—DBS
35. South Korea—Hana Bank
36. Taiwan—Bank of Taiwan
37. Thailand—Bangkok Bank
38. Vietnam—Techcom Bank

International Transaction Banking Awards, Asia Pacific

39. Best International Transaction Bank—Deutsche Bank
40. Best Transaction Banking Product—IDEAL™ 3.0, DBS
41. Best Cash Management Bank—Deutsche Bank
42. Best Trade Finance Bank—Citibank
43. Leading Counterparty Bank—HSBC
44. Most International Asian Transaction Bank—ICBC Bank
45. Achievement Award for US\$ Clearing—J.P. Morgan
46. Achievement Award for EURO Clearing—Deutsche Bank
47. Achievement Award for RMB Clearing—Bank of China
48. Achievement Award for GBP Clearing—Barclays

The press releases for each country's winners are issued separately.

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About The Asian Banker

The Asian Banker is the foremost provider of strategic intelligence and data to the financial services community. The company collects and publishes data on the performance of banks in the Asia Pacific region. The Singapore-based company has offices in Malaysia, China and the Philippines as well as representatives in London and New York. The company's website is www.theasianbanker.com

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The Asian Banker The Achievement in Transaction Banking Awards 2014

About the Achievement in Transaction Banking Awards

The Asian Banker Achievement Awards for Transaction Banking programme was instituted in 2001 to identify emerging best practices and leadership in the cash management, trade finance and payments industries amongst international and domestic financial institutions operating in the Asia Pacific and the Middle East regions. The programme is also a repository of evolving best practices from which players can benchmark their own products and processes over the long term.

The Board of Advisors

The following distinguished personalities served as members of the advisory council for the selection of this year's winners. They bring to bear tremendous expertise and global perspectives to the conduct of the annual meeting.

- James Cullen, former senior vice president, Wells Fargo
- Mathew Welch, former global head of banks, Standard Chartered Bank
- Damian Glendinning, treasurer, Lenovo and president, Assoc. of Corporate Treasurers

The Selection Criteria

We believe that a leading transaction bank is one that is able to be intimately involved in helping their corporate or financial institution clients take advantage of all the drivers transforming supply and value chain dynamics today by maximising their trade, cash or payments needs in a way that helps them manage their credit, liquidity and financial competitiveness in their respective marketplace.

An outstanding player in the transaction banking industry should demonstrate the following attributes:

1. Outstanding annual performance of the transaction banking unit
2. Intimately involved in helping their clients
3. Comprehensive range of services
4. Strong penetration and efficiency of innovative products
5. A high and seamless level of straight-through-processing
6. Attained a high level of satisfaction
7. Ability to compete to win new market share
8. Ability to secure new and complex deals

The Selection Process

The selection process begins in November and ends in March of the following year. The initial selection is through a survey and desk research done by the research team at The Asian Banker. The identified candidates are then subject to further scrutiny through interviews with third parties, including local banking journalists and analysts who have had contact with the candidates, peers and third party reviews. The shortlisted candidates are then submitted for a review by the board of advisors, based on a comparative evaluation done by the research team.