

FOR IMMEDIATE RELEASE

## **China Minsheng Bank wins Best Small Business Trade Finance Bank in China award for 2015**

- **Fee based trade finance income grew at annual composite rate of more than 60% in last nine years, accounting for 16% of total non-interest income of bank.**
- **Continuously upgraded its cross-border RMB structured trade solutions and increased its risk management and risk participation capability**
- **Offers a complete range of customised and diversified trade solutions**

**Hong Kong, April 14<sup>th</sup> 2015**—China Minsheng Bank won the **Best Small Business Trade Finance Bank in China** award for 2015 during the 16<sup>th</sup> Asian Banker Summit. The ceremony was held at the Four Seasons on April 14<sup>th</sup> 2015.

China Minsheng Bank's fee-based trade finance income grew at an annual composite rate of more than 60% in the past nine years. The net non-interest income of trade finance business contributed 16% of total non-interest income of the whole bank on 2014.

It has been consistently upgrading its RMB products, including cross-border RMB factoring, structured solution of trade finance performance guarantee, forfeiting and risk participation. It also offers a diversified range of product solutions combining settlement transaction, foreign exchange transaction, financing and derivative financial tools.

It initiated the Strategic Business Unit (SBU) reform in Chinese banking sector in 2007. After the SBU reform, CMBC Trade Finance has built up a strong team of product managers and an efficient marketing system, established independent trade finance risk-evaluation and asset-monitoring systems, and set up an efficient operating process with hi-tech platform.

By integrating account receivable assignment under payment guarantee, bond beneficial right pledge, Asset Management Trade's (AMTs) series products with cross-border RMB business, it offers a diversified range of product solutions.

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 Transaction Banking Awards under the Asian Banker Business 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.

The Transaction Banking Awards evaluate banks' achievements in cash management, payments, and trade finance. The winners for these awards are determined through a combination of surveys, interviews and field research by The Asian Banker's research staff. A stringent three-month evaluation process based on a balanced and transparent scorecard had been used to determine the winners.

**About The Asian Banker**

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Hong Kong, Beijing and Dubai as well as representatives in London, New York and San Francisco. It has a business model that revolves around three core business lines: publications, research services and forums. The company's website is [www.theasianbanker.com](http://www.theasianbanker.com)

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