

Press Release

FOR IMMEDIATE RELEASE

Bangkok Bank wins the awards for Best Trade Finance Bank and Leading Counterparty Bank in Thailand for 2013

- **Bangkok Bank accounts for 25% of market share based on Letters of Credit outstanding across 64 trade centres**
- **The bank offers a milestone service known as BualuangiTrade that executes Letters of Credit transactions in real time**
- **Bangkok Bank is one of the few banks that has an active Bank Payment Obligation product**

Kuala Lumpur, Malaysia, May 22nd 2014—Bangkok Bank has been named the winner of the Best Trade Finance Bank and Leading Counterparty Bank in Thailand 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.

Bangkok Bank has invested heavily in its technological infrastructure. Its processes for domestic operations are completely centralised and it has achieved straight-through processing on its internet-based portals. The bank has introduced BualuangiTrade, a web-based service that executes Letters of Credit transactions in real time.

As one of the few local banks that operates an active Bank Payment Obligation product, Bangkok Bank is able to provide flexibility and convenience to its international trading customers. The bank has an extensive trade service network that includes 62 trade service centres nationwide, 26 international branches and around 2,000 banking partners overseas.

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. Hong Kong—HSBC
4. India—State Bank of India
5. Indonesia—Bank Negara Indonesia
6. Malaysia—Maybank
7. The Philippines—Bank of the Philippine Islands
8. Singapore—OCBC Bank
9. South Korea—Kookmin Bank
10. Taiwan—CTBC Bank
11. Thailand—Bangkok Bank
12. Vietnam—Techcombank

Domestic Cash Management Awards

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

Domestic Leading Counterparty Awards

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

International Transaction Banking Awards, Asia Pacific

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

The following individual was awarded the Transaction Banker of the Year

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.