

Press Release

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BDO Unibank awarded as Best Transaction and Cash Management Bank in the Philippines for 2016 in The Asian Banker Transaction Banking Awards 2016

- **Strong growth by leveraging on its large network**
- **Use of analytics to grow cross-sell opportunities**
- **Reaching the unbanked through product innovation**

Hanoi, Vietnam May 11th 2016—**Banco de Oro Unibank (BDO)** was awarded **Best Transaction and Cash Management Bank in the Philippines** for 2016 in The Asian Banker Transaction Banking Awards Programme 2016. The awarding ceremony was held in conjunction with the prestigious Asian Banker Summit 2016, the foremost annual meeting for decision makers in the financial services industry in the Asia Pacific region, held at the JW Marriott, Hanoi, Vietnam on May 11th 2016.

Strong growth by leveraging on its large network

BDO achieved high double-digit growth by leveraging on its branch network, which is the largest in the country. This is complemented by its large international network, which allows it to have a firm foothold in the remittance business.

Use of analytics to grow cross-sell opportunities

By tapping on its advanced analytics capabilities, BDO increased its cross-selling opportunities. BDO is looking to further these capabilities via partnership with fintechs and nonfinancial institutions such as telecommunication companies.

Reaching the unbanked through product innovation

To reach the underserved 60% population in the country, BDO deployed its advanced point of sales facilities to provide cash and payment services through the largest pawnshop network in the country. It will further this objective via the acquisition of the largest rural bank in Philippines, One Network Bank.

About 1,000 delegates attended the awarding ceremony, consisting of industry specialists, senior bankers, regulators, service providers, and decision makers from leading institutions in Asia, the United States, Europe, and Latin America, where opinions and responses of practitioners 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 industry professionals and banks in the Asia Pacific region. The Transaction Banking Awards evaluate banks' achievements in cash management, payments, and trade finance. Recipients of these awards are determined through a combination of surveys, interviews, and field research by The Asian Banker research staff. A stringent three-month evaluation process based on a balanced and transparent audit-based approach is used to determine the awardees.

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, Manila, 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

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