

Press Release

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Wells Fargo awarded as Best International Trade Finance Bank in Asia Pacific for 2016 in The Asian Banker Transaction Banking Awards 2016

- **Largest white labelled trade services market share in Asia Pacific**
- **Unparalleled efficiency and speed through laser focus on the basics**
- **Superior governance structure and service quality**

Hanoi, Vietnam May 11th 2016—Wells Fargo was awarded **Best Asian International Trade Finance Bank in Asia Pacific** 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.

Largest white labelled trade services market share in Asia Pacific

With a market share of over 30% in the small and medium financial institution space, Wells Fargo is the undisputed leader in white labelled trade processing services. This gave it the scale required to drive down cost through the set-up of massive trade operation centres across the region.

Unparalleled efficiency and speed through laser focus on the basics

By having this laser focus on perfecting the basics, Wells Fargo is able to deliver unparalleled efficiency and speed for its services. This focus also translated into accelerated operational speed for its clients especially through its customised Trade Accelerate programme.

Superior governance structure and service quality

With the increasing regulatory scrutiny, Wells Fargo has demonstrated that superior governance structure and service quality are key in winning over new clients.

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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For more information please contact:

Mr. MobasherZeinKazmi
Head of Research
Tel: (+65) 6236 6520
mkazmi@theasianbanker.com

Ms. Gladys Tan
Marketing Manager
Tel: +65 6236 6174
gtan@theasianbanker.com