

Press Release

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Bank Mandiri awarded Best Trade Finance, Cash Management and Transaction Bank in Indonesia for 2017 in The Asian Banker Transaction Banking Awards 2017

- **The bank improved its revenue by focusing on delivering embedded and tailored solutions to its clients**
- **The bank dominated transaction banking with its customer-centric and diversified products**
- **The bank's innovative strategies helped customers manage trade flows efficiently**

Singapore June 9th 2017- Bank Mandiri received the award for **Best Trade Finance, Cash Management and Transaction Bank in Indonesia** for 2017 in The Asian Banker Transaction Banking Awards Programme 2017. The awards ceremony was held in conjunction with the prestigious Asian Banker Summit 2017, the foremost annual meeting for decision makers in the financial services industry in the Asia Pacific region, held at the MAX Atria@Singapore EXPO, Singapore.

The bank improved its revenue by focusing on delivering embedded and tailored solutions to its clients

The bank's transaction volume rose by 26.2% in 2016. Its revenue and fee income grew by 4.3% and 32.9%, respectively. The bank has a complete range of cash management solutions from collection, to liquidity, and to payment. The bank offers 23 products in total with more than 100 features. On average, the bank delivers four new features and enhancement every two weeks.

The bank dominated transaction banking with its customer-centric and diversified products

The bank focuses on wholesale segments (corporate & commercial) and more specifically on giving solutions to its anchor clients and its value chain, which contribute 70% of our corporate revenue. The bank also develops sector-specific solutions in healthcare, port, oil & gas, education, telecommunication, and construction. The bank has 11 regional transaction banking offices in Indonesia to accelerate the sales and implementation to clients in each area.

The bank's innovative strategies helped customers manage trade flows efficiently

In 2016, Bank Mandiri created a breakthrough in its product offering to the customers by launching a new product called “Dealer Financing”. Dealer Financing helps the dealers lengthen their account payables, without jeopardizing relationship with their principals. Using the new supply chain management system, which is accessible from customers' offices, the bank is able to provide customers with the information needed. Within two months after implementation, the invoices passed through this channel has amounted to \$573.77 million.

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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