

Press Release

ANZ wins award for Talent and Leadership Development, while four of its bankers take Promising Young Banker awards at The Asian Banker Leadership Achievement Awards gala in Hong Kong.

- **The strong leadership in the financial services industry provided by ANZ's Hans-Peter Borgh, David Leong, Amanda Liu and Reuben Tucker, all under 40, is recognised as being among the top in the region; ANZ wins Talent and Leadership Development award.**
- **Rigorous selection process chaired by David Eldon, Chairman, Board of Directors, Dubai International Financial Centre Authority and former Chairman of HSBC AP.**
- **International programme uses comprehensive selection criteria.**

Hong Kong, April 6th, 2011— The Asian Banker Promising Young Banker awards were announced today in a ceremony in Hong Kong. An exclusive audience of top global industry leaders witnessed the award ceremony for 15 of the top professionals under the age of 40 in the Asia Pacific and Gulf region, as well as their institutions, who received The Asian Banker Talent and Leadership Development Award. The Promising Young Banker award acknowledges bankers under the age of 40 who have shown leadership within their organisations and communities, recognising individuals who manage staff of significant size and run profitable businesses. The gala was attended by 200 guests from 20 banks, who took home 25 awards.

“With our Promising Young Banker awards programme we are identifying the next generation of leaders of Asia Pacific financial institutions,” says Peter Hoflich, Managing Editor of *The Asian Banker*. “People are banks’ key assets, and we believe that recognising the bankers that are making their mark, as well as the banks that make talent development a key prerogative by attracting and training the best managers, is an important step in establishing which institutions have true long-term vision.”

The award ceremony was held in conjunction with The Asian Banker Summit, the largest gathering of financial services professionals in the Asia-Pacific region. The Summit is held annually in different Asian cities, and this year’s was held in Hong Kong with the full support of the Hong Kong Association of Banks.

- **The strong leadership in the financial services industry provided by ANZ's Hans-Peter Borgh, David Leong, Amande Liu and Reuben Tucker, all under 40, is recognised as being among the top in the region; ANZ wins Talent and Leadership Development award.**

ANZ has won four Promising Young Banker awards. The first is Hans-Peter Borgh, Head, Affluent Banking, Asia Pacific, who has helped integrate the original ANZ business in Asia

Pacific with RBS', launching the proposition in six Asian markets. Projects launched include a regional sales and service model for the segment, the development of a sales performance and incentive programme for staff, and a cross border customer referrals process.

David Leong, head of supply chain solutions, Northeast Asia, is credited with building a key client model that helped the corporate and institutional banking team in Shanghai achieve a 50% revenue growth in 2010, while helping to generate a 50% increase in deposits to help ANZ meet regulatory requirements.

Amanda Liu, head of large corporates, corporate and institutional banking, Asia Pacific, is one of the key contributors to ANZ's institutional business in Asia. Liu's portfolio has expanded 1,600% over three years; it now represents 35% of ANZ Hong Kong's annual revenue base for institutional banking.

Reuben Tucker, global head of bond origination and head of capital markets Asia Pacific, has built and heads a team of 42 people across 14 countries. The business has grown its global debt capital markets business from 16th in Asia Pacific in 2007 to 6th in 2010, and now manages \$14.5 billion in bonds.

For its outstanding support of these four exemplary young bankers, and for providing them with the training and support to actualise their potential, ANZ has been awarded The Asian Banker Talent and Leadership Development Award. ANZ has taken a calculated risk by entrusting its young staff with significant responsibilities that has paid off for the bank as well as its team.

• Rigorous selection process chaired by David Eldon, Chairman, Board of Directors, Dubai International Financial Centre Authority, former Chairman of HSBC Asia Pacific.

The independent panel of judges comprises five notable international personalities:

Chairman:

Mr David Eldon

Chairman, Board of Directors, Dubai International Financial Centre Authority and former Chairman of the Hongkong and Shanghai Banking Corporation. Mr. Eldon is known for his commitment to building the HSBC brand in Asia over nearly 40 years that saw several key acquisitions around the world.

Members:

Mr Cesar Virata

Corporate Vice-Chairman, Rizal Commercial Banking Corporation and former Prime Minister of the Philippines

Mr Ian Johnston

Chief Executive, Asia Pacific, SWIFT

Mr Malcolm Knight

Vice-Chairman, Deutsche Bank and former Managing Director, Bank for International Settlements

Mr Paul Chow

Former CEO, Hong Kong Exchanges and Clearing

• **International jury uses comprehensive selection criteria**

The Asian Banker Promising Young Banker Awards programme assesses the achievements of leaders in contributing to strong and sustainable financial institutions in the region. The award is part of The Asian Banker's commitment to promote the importance of leadership in the development of a sound and sustainable financial services industry.

1. Candidates must be under 40 years of age and currently working in a financial institution or a regulatory agency in any capacity.
2. Candidates can be recommended for these awards strictly only by their chairmen, CEOs or board members in the form of a letter of recommendation to The Asian Banker.
3. All institutions can submit recommendations for more than one candidate. It is also possible for more than one candidate to win this award from any institution.
4. Serving CEOs who are under the age of 40 can also be considered for this award.
5. The letter of recommendation and/or its supporting documents must provide very specific statements on the following three areas:
 - a. The candidate's performance in recent roles or projects given to them, with a clear statement of how the candidate made a tangible contribution to the bottom line of the business or operation.
 - b. The management's assessment of the candidate's (i) all-round skills; (ii) instincts to building sustainable businesses; (iii) vision; (iv) perception of peers; and (v) other roles and factors in his or her career that qualifies the candidate for leadership positions in the future.
 - c. The candidate's likely or logical specific career trajectory as seen by the board or the person making the recommendation.

The Selection Process

The selection process began in early 2011 with calls for submissions sent to the CEOs, Chairmen and Presidents of all of the leading banks in the region. The nominated candidates were 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 short-listed candidates were then submitted for a review by the board of advisors, based on a comparative evaluation done by the research team.

About The Asian Banker

The Asian Banker is the foremost provider of strategic business intelligence in the financial services industry in the Asia Pacific and Middle East regions. The organisation has offices in Singapore, Kuala Lumpur, Beijing and Dubai as well as representatives in Shanghai, London and New York. With a business that revolves around publications, research services, training and forums, the organisation is highly regarded in the financial services community for its incisive and independent commentaries on developments in the industry. The company's website is www.theasianbanker.com.

For further information

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