

Press Release

Singapore's DBS wins award for Talent and Leadership Development, while three of its bankers win 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 DBS' Lui Su Kian, Stefano Ridwan and Melvin Teo, all under 40, is recognised as being among the best in the region; DBS 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 DBS' Melvin Teo and Stefano Ridwan, both under 40, is recognised as being among the top in the region. DBS wins award.**

Singapore's DBS has three winners among the Promising Young Banker awards. The first is Melvin Teo Tzai Win, CEO, DBS China. As head of DBS China from February 2010, Teo is credited with leading DBS's landmark agreement with RBS to transfer its retail and commercial banking customer base, business portfolios and related employees in Shanghai,

Beijing and Shenzhen to DBS China. DBS CEO Piyush Gupta has credited Teo with “displaying great maturity in the negotiation of the RBS transaction, earning the respect of everyone who worked with him.” Under his management, DBS China saw profits rise 32%, loans 29%, and deposits 92%. Teo, a member of the Group Management Committee, was also instrumental in helping DBS establish the Islamic Bank of China, and has previously worked as the head of the bank’s private equity business.

Also winning the award is Lui Su Kian, Head of Deposits and Secured Lending in the consumer banking group in Singapore. Lui has been with the bank since 1998 and now manages the bank’s mortgage lending, auto loan and deposit portfolios, which contribute more than half of the consumer group’s total 2010 income. With assets that increased 20% to \$23.6 billion from \$19 billion, Lui has been the embodiment of CEO Piyush Gupta’s plan to lend more and recover lost market share in mortgages, which swelled to 24.1% in 2010 from 23.5% one year earlier, and to sell more at branches, which increased to 14% in September 2010 from 8% in January 2010.

The third winner is Steffano Ridwan, Consumer Banking Head, DBS, Indonesia. With the bank since March 2008, when he was head of consumer finance, Ridwan launched DBS’ new consumer finance business in Indonesia, helping the bank focus on the general consumer market and build a portfolio of \$21.8 million and more than 20,000 customers. In mid-2010 he became the head of the consumer banking group, where he led the business to increase business revenue 11% year on year, while keeping costs flat.

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

• 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 is comprising 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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