

Press Release

FOR IMMEDIATE RELEASE

## **CIMB Niaga wins the award for Best Cash Management in Indonesia for 2013**

- **CIMB Niaga achieved outstanding revenue generation in 2013**
- **The bank has improved efficiency between both buyers and sellers through Bizcard a cashless collection initiative that ensures timely payments and an automated reconciliation process**
- **CIMB Niaga has been promoting the use of electronic banking through customer education, leading to a 24% increase in electronic banking clients**

**Kuala Lumpur, Malaysia, May 22<sup>nd</sup> 2014**—CMB Niaga has been named the winner of the Best Cash Management in Indonesia Award for the year 2013 during the 15<sup>th</sup> Asian Banker Summit. The ceremony was held at Kuala Lumpur Convention Centre in Kuala Lumpur on May 21<sup>st</sup> 2014.

CIMB Niaga achieved outstanding revenue generation in 2013, over-shadowing many of its peers. This was made possible by the bank's many products, one of which was the adoption of cashless collection using BizCard. Collections made through this private label card incur no merchant or interchange fees as it operates on a closed-loop system. It has improved efficiency between both buyers and sellers as it ensures timely payments as well as an automated reconciliation process.

The bank is also actively promoting electronic banking by educating its clients and offering convenient online options such as SpeedSend, the first real time remittance service that allows physical cash transfer to accounts overseas without the need of a local account. As a result, the bank has seen a 24% increase in electronic banking clients.

About 1,000 delegates attended the event, consisting of industry specialists, senior bankers, regulators, service providers and decision makers from leading institutions in Asia, the US, Europe and Latin America, where opinions and responses of practitioners from across the region to global issues are shaped.

The Asian Banker Achievement Awards are widely acknowledged by the financial services industry as the highest possible accolade available to professionals and banks in the industry as recognised in the Asia Pacific region.

A stringent three-month evaluation process based on a balanced and transparent scorecard had been used to determine the winners.

## **Winners of the Achievement in Transaction Banking Awards:**

### **Domestic Trade Finance Awards**

1. Australia—Westpac Bank
2. China—Bank of China
3. China—China Minsheng Bank (Small Business Trade Finance)
4. Hong Kong—HSBC
5. India—State Bank of India
6. Indonesia—Bank Negara Indonesia
7. Malaysia—Maybank
8. The Philippines—Bank of the Philippine Islands
9. Singapore—OCBC Bank
10. South Korea—Kookmin Bank
11. Taiwan—CTBC Bank
12. Thailand—Bangkok Bank
13. Vietnam—Techcombank

### **Domestic Cash Management Awards**

14. Australia—Commonwealth Bank of Australia
15. China—ICBC Bank
16. Hong Kong—Bank of China (Hong Kong)
17. India—HDFC Bank
18. Indonesia—CIMB Niaga
19. Malaysia—Maybank
20. The Philippines—BDO Unibank
21. Singapore—DBS
22. South Korea—Woori Bank
23. Taiwan—Taipei Fubon Bank
24. Thailand—Kasikornbank
25. Vietnam—Bank for Investment and Development of Vietnam

### **Domestic Leading Counterparty Awards**

26. Australia—ANZ Bank
27. China (National) —ICBC
28. China (Provincial) —Industrial Bank of China
29. Hong Kong – HSBC
30. India—State Bank of India
31. Indonesia—Bank Negara Indonesia
32. Malaysia—Maybank
33. The Philippines—Bank of the Philippine Islands
34. Singapore—DBS
35. South Korea—Hana Bank
36. Taiwan—Bank of Taiwan
37. Thailand—Bangkok Bank
38. Vietnam—Techcom Bank

**International Transaction Banking Awards, Asia Pacific**

- 39. Best International Transaction Bank—Deutsche Bank
- 40. Best Transaction Banking Product—IDEAL™ 3.0, DBS
- 41. Best Cash Management Bank—Deutsche Bank
- 42. Best Trade Finance Bank—Citibank
- 43. Leading Counterparty Bank—HSBC
- 44. Most International Asian Transaction Bank—ICBC Bank
- 45. Achievement Award for US\$ Clearing—J.P. Morgan
- 46. Achievement Award for EURO Clearing—Deutsche Bank
- 47. Achievement Award for RMB Clearing—Bank of China
- 48. Achievement Award for GBP Clearing—Barclays

The following individual was awarded the Transaction Banker of the Year

The press releases for each country's winners are issued separately.

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**About The Asian Banker**

The Asian Banker is the foremost provider of strategic intelligence and data to the financial services community. The company collects and publishes data on the performance of banks in the Asia Pacific region. The Singapore-based company has offices in Malaysia, China and the Philippines as well as representatives in London and New York. The company's website is [www.theasianbanker.com](http://www.theasianbanker.com)

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## **The Asian Banker The Achievement in Transaction Banking Awards 2014**

### **About the Achievement in Transaction Banking Awards**

The Asian Banker Achievement Awards for Transaction Banking programme was instituted in 2001 to identify emerging best practices and leadership in the cash management, trade finance and payments industries amongst international and domestic financial institutions operating in the Asia Pacific and the Middle East regions. The programme is also a repository of evolving best practices from which players can benchmark their own products and processes over the long term.

### **The Board of Advisors**

The following distinguished personalities served as members of the advisory council for the selection of this year's winners. They bring to bear tremendous expertise and global perspectives to the conduct of the annual meeting.

- James Cullen, former senior vice president, Wells Fargo
- Mathew Welch, former global head of banks, Standard Chartered Bank
- Damian Glendinning, treasurer, Lenovo and president, Assoc. of Corporate Treasurers

### **The Selection Criteria**

We believe that a leading transaction bank is one that is able to be intimately involved in helping their corporate or financial institution clients take advantage of all the drivers transforming supply and value chain dynamics today by maximising their trade, cash or payments needs in a way that helps them manage their credit, liquidity and financial competitiveness in their respective marketplace.

An outstanding player in the transaction banking industry should demonstrate the following attributes:

1. Outstanding annual performance of the transaction banking unit
2. Intimately involved in helping their clients
3. Comprehensive range of services
4. Strong penetration and efficiency of innovative products
5. A high and seamless level of straight-through-processing
6. Attained a high level of satisfaction
7. Ability to compete to win new market share
8. Ability to secure new and complex deals

### **The Selection Process**

The selection process begins in November and ends in March of the following year. The initial selection is through a survey and desk research done by the research team at The Asian Banker. The identified candidates are then 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 shortlisted candidates are then submitted for a review by the board of advisors, based on a comparative evaluation done by the research team.