

Press Release

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Metrobank awarded Best Trade Finance and FX Bank in the Philippines for 2016

- **Strong growth despite slowing regional trade flows**
- **Successful shift towards supply-chain-centric business model**
- **Leading FX business partner**

Hanoi, Vietnam May 11th 2016—Metrobank received the award for **Best Trade Finance and FX Bank in the Philippines** for 2016. The awards 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.

Strong growth despite slowing regional trade flows

Despite slowing regional trade flows, Metrobank was able to grow in the double digits by focusing on deepening its relationship with its existing client base. To this end, the coverage and sales support teams were trained to identify more up-sell and cross-sell opportunities as trade demand predominately came from passive flows.

Successful shift towards supply-chain-centric business model

The bank successfully shifted towards providing end-to-end trade solutions for its clients. One key thrust was the push towards supply chain and open account solutions. These holistic solutions, coupled with superior execution of trade services, resulted in Metrobank winning several mandates over from its international peers.

Leading FX business partner

Clients are further supported by the bank's leading foreign exchange franchise in the Philippines. Revenue grew more than 10% in 2015 as it was able to support complex customer FX needs with its strong balance sheet that could support huge volumes and complex structures. Metrobank's experienced traders are able to ensure superior execution with better speed and pricing for its 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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