

## Press Release

Embargoed for 9th June 2017

### **Metrobank awarded Best Trade Finance in the Philippines for 2017 in The Asian Banker Transaction Banking Awards 2017**

- **Metrobank performed positively, despite the challenging environment**
- **The bank continues to innovate its business to provide top-notch services**
- **The bank further strengthened its client relations**

**Singapore June 9<sup>th</sup> 2017- Metrobank** received the award for **Best Trade Finance in the Philippines** 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.

#### **Metrobank performed positively, despite the challenging environment**

The slowdown in regional trade did not hinder Metrobank from growing its trade finance business. By the end of 2016, the bank was able to grow its outstanding balance by 11%, and in the process, increased its market share to 12% from 8% the previous year. The bank employed a series of straight-through processing functions to process transactions at a faster rate compared to peers.

#### **The bank continues to innovate its business to provide top-notch services**

The bank took advantage of the strength of its extensive offshore branch network to capture trade flows. Having full banking license in markets such as China, the US and Japan, Metrobank was the first local bank to issue letters of credit overseas. In addition, the bank is revamping its trade finance and supply chain finance platform to support online onboarding, availment and payment processing of dealer finance, supplier finance and receivables factoring.

#### **The bank further strengthened its client relations**

In 2016, the bank successfully onboarded 12 deals and fostered client relations as supported by its complex financing structures. Moreover, in catering to large wholesale distributor of agricultural products, Metrobank introduced a dealer finance programme for the principal supplier's 150 distributors nationwide.

#### **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

TAB International Pte Ltd  
10, Hoe Chiang Road, #14-06 Keppel Tower, Singapore 089315  
Tel: (65) 6236 6520 Fax: (65) 6236 6530 [www.theasianbanker.com](http://www.theasianbanker.com)

**EMBARGOED**

The information in this letter is STRICTLY  
embargoed from any form of media coverage  
until 9 June 2017

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](http://www.theasianbanker.com)

**For further information on the collaterals for winning banks, please contact:**

Ms Chen Soong Fee

The Asian Banker

Tel: +65 6236 6532 | Fax: +65 6236 6530 | [Email:sfchen@theasianbanker.com](mailto:sfchen@theasianbanker.com)