

Press Release

Metrobank awarded Best Foreign Exchange Bank in the Philippines at The Asian Banker Transaction Awards Programme 2018

- **Metrobank posted outstanding foreign exchange performance in 2017**
- **The bank hedged its exposure to market risks more effectively**
- **The bank has captured a strong demand for personalised solution**

Beijing, May 24th, 2018— **Metrobank** was awarded the **Best Foreign Exchange Bank in the Philippines** for 2018 at The Asian Banker Transaction Awards Programme 2018. The awards ceremony was held in conjunction with The Future of Finance Summit 2018, an annual gathering for decision makers in the financial services industry, held at the China World Hotel in Beijing, China.



Standing from left: Siddharth Chandani, Research Analyst, The Asian Banker, Christian Paul Philippe D. Orlino, FVP-Institutional Transaction Banking, Metrobank, Bill Chua, International Resource Director, The Asian Banker, Angelica S. Reyes, Head, Markets Sales Group, Metrobank, Mathew Welch, International Resource Director, The Asian Banker

Metrobank posted outstanding foreign exchange performance in 2017

Healthy foreign exchange transactions largely around inward remittances in Philippines drove Metrobank's business growth in 2017. Total foreign exchange volumes rose by 43% in 2017, after slowing to 7% in the previous year. This resulted in a higher trade revenue, which increased by 32%.

The bank hedged its exposure to market risks more effectively

Metrobank has improved its capacity to clear USD/PHP cross currency swaps for multi-nationals, representing real estate and telecom, to remove market and interest rate risk exposures and achieve lower cost than a regular loan denominated in PHP. This strategic action allowed Metrobank to create sizeable structured investments that offset its risk, and help achieve the specific objectives of its high net worth investor base.

The bank has captured a strong demand for personalised solution

The bank focused on customising solutions for customers within the framework of the new foreign exchange regulations. This included the education of its sales force and branch personnel as well as its customers. Because of its structured organisation and market coverage, the bank achieved a good balance of flows across different customer segments, giving it pricing and execution advantages over other banks and resulting in a stronger demand for personalised solutions.

The Asian Banker Transaction Awards Programme, refereed by prominent global bankers, IT consultants and academics, is the most prestigious of its kind in Asia Pacific. Recipients of these awards are honoured in a gala event that recognises their efforts in bringing superior products and services to their customers. A stringent and comprehensive evaluation process determines the awardees. For specific details relating to description of the awards, evaluation criteria and process, kindly visit <http://www.asianbankerawards.com/transactionawards/index.php>.

About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The company is headquartered in Singapore, with offices in Manila, Malaysia, 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.

For all Business Achievement Awards 2018 photos, please visit https://www.facebook.com/pg/TheAsianBanker/photos/?tab=album&album_id=10156342028179804

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