

## Press Release

### **Metrobank awarded the Best Trade Finance Bank in Philippines at The Asian Banker Transaction Awards Programme 2018**

- **Metrobank has recorded steady growth in recent years**
- **It established an online platform specifically designed for trade finance**
- **The bank has successfully created a personalised trade finance solutions for key players in the industry**

Beijing, May 24<sup>th</sup>, 2018— **Metrobank** was awarded the **Best Trade Finance Bank in 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 on May 24<sup>th</sup> 2018.



*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*

### **Metro Bank has steady growth in financial results in the recent years**

Metrobank has consistently grown its trade service market share from 8% in 2015 to 12% in 2016, and 14% in 2017. The bank's revenue from trade franchisee also recorded a 10% jump on the back of 30% acceleration in its trade finance outstanding growth.

### **It established an online platform specifically designed for trade finance**

Metrobank has become one of the first local banks to process supplier finance and dealer finance through online banking. Since its major trade finance clients are mostly multinational and large corporates, the bank focused on utilising available technologies to serve its clients more efficiently and effectively. It also developed an online platform that is available for trade services, such as Letters of Credit (L/C) and guarantees.

### **The bank has successfully created a personalised trade finance solutions for key players in the industry**

Metrobank struck notable supply chain deals for its supplier financing programme with a volume equivalent to \$21 million, as well as its dealer financing programme, with a volume equivalent to \$29 million per month. The bank designed a trade finance solution for a major Japanese Manufacturer and Assembler of precision electric equipment company, which was in need to finance its invoices from various suppliers. The supplier finance solution helped it to undertake efficient processing of invoices since it extended its payment cycles while the suppliers were able to receive their dues earlier.

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**

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