

29<sup>th</sup> April, 2013

## Press Release

### **HSBC wins Leading Counterparty Bank in Asia Pacific, Best Trade Finance Bank and Leading Counterparty Bank in Hong Kong Awards for 2012**

*J.P. Morgan, Citibank also amongst the international banks picked out for the assessment of the transaction banking services and capabilities in Asia Pacific.*

- This bank has been venturing into the Southeast Asia market in the year under review.
- Extensive range of trade finance and receivables finance services in Hong Kong
- First bank to conduct Rmb-denominated trade settlements in Hong Kong, Macau and ASEAN

Jakarta, Indonesia, April 24<sup>th</sup> 2013 –HSBC has been named as winner of the Leading Counterparty Bank in Asia Pacific, Best Trade Finance Bank and Leading Counterparty Bank in Hong Kong Awards for the year 2012 during the 14th Asian Banker Summit. The ceremony was held at Ritz Carlton Kuningan in Jakarta on April 24<sup>th</sup> 2013.

As the first bank to conduct renminbi-denominated trade settlements in Hong Kong, Macau and ASEAN, HSBC has Rmb capabilities in 58 markets globally and has completed cross-border Rmb trade transactions in 34 markets.

Often regarded as one of the strongest banks in the world, HSBC continues to dominate Hong Kong's trade finance sector. HSBC's extensive range of trade and receivables finance services coupled with online trading solutions makes it undisputedly the best trade finance bank in Hong Kong.

About 1000 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.

#### **The full list of winners of the Achievement in Transaction Banking Awards include:**

International Transaction Banking Awards in Asia Pacific

1. The Best International Transaction Bank in Asia Pacific - Citibank
2. The Best Transaction Banking Product in Asia Pacific - Autobahn, Deutsche Bank

3. The Best Asian International Transaction Bank - DBS Bank
4. The Leading Counterparty Bank in Asia Pacific - HSBC

Cash Management, Payments and Trade Finance Awards in Asia Pacific

5. The Best Cash Management Bank in the Asia Pacific - Deutsche Bank
6. The Best Trade Finance Bank in the Asia Pacific - J.P. Morgan

Currency Clearing Awards in Asia Pacific

7. The US\$ Clearing Bank in Asia Pacific - J.P. Morgan
8. The EURO Clearing Bank in Asia Pacific - Deutsche Bank
9. The RMB Clearing Bank in Asia Pacific - Bank of China
10. The STG Clearing Bank in Asia Pacific - Barclays

The following individual was awarded the Transaction Banker of the Year

1. Lisa Robins, Head of Global Transaction Banking, Asia Pacific

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

Photographs of the awards presentation are attached with this press release.

### **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 2013**

### **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 region and the Middle East. 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
- Damian Glendinning, treasurer, Lenovo and president, Assoc. of Corporate Treasurers
- Charles Legrand, former South Asia regional head, SWIFT

### **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 complete 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.

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