

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

## **Press Release**

### **Westpac wins Best Cash Management Bank in New Zealand for 2012**

*Singapore's DBS, China's ICBC also amongst the domestic banks picked out for the assessment of the transaction banking services and capabilities of Asian banks.*

- Transactional banking is a major part of Westpac's business. Services are centered in Australia, New Zealand and the Pacific Islands
- Westpac is the pre-eminent provider of value-added services to corporate clients in New Zealand, as evidenced by product development such as SWIFT for Corporates
- In the year under review, Westpac's Global Transactional Banking business had a success rate of 78% (by value) in all deals bid for.

Jakarta, Indonesia, April 24<sup>th</sup> 2013 – Westpac has been named as winner of the Best Cash Management Bank in New Zealand Award for 2012 during the 14th Asian Banker Summit. The ceremony was held at Ritz Carlton Kuningan in Jakarta on April 24<sup>th</sup> 2013.

Westpac is the market leader in cash management in New Zealand. Across all customer segments, this bank boasts specialised cash management staff. Through a specialised sales force and the bank's system capabilities, it is able to offer a full suite of solutions to customers, both domestically and abroad.

A prominent product of Westpac is the Westpac Corporate Evergreen Account (CEA) that provides organisations with a choice of notice periods to suit their liquidity needs. Investing in the infrastructure and processes in the areas of liquidity management, visibility and control of cash flow and risk avoidance, with increased STP to reduce costs, Westpac continues to show us why they are still the number one cash management bank.

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:**

**Domestic Trade Finance Awards**

1. Australia - ANZ
2. China - China Minsheng Bank
3. Hong Kong - HSBC
4. India - ICICI Bank
5. Indonesia - Bank Negara Indonesia
6. Malaysia - Maybank
7. New Zealand - ANZ
8. Philippines - Bank of the Philippine Islands
9. Singapore - OCBC Bank
10. South Korea - Kookmin Bank
11. Taiwan - Chinatrust Commercial Bank
12. Thailand - Bangkok Bank
13. Vietnam - Techcombank

**Domestic Cash Management Awards**

14. Australia - Commonwealth Bank of Australia
15. China - ICBC
16. Hong Kong - Bank of China (Hong Kong)
17. India - HDFC Bank
18. Indonesia - Bank Mandiri
19. Malaysia - CIMB Bank
20. New Zealand - Westpac New Zealand
21. Philippines - Rizal Commercial Banking Corporation
22. Singapore – DBS Bank
23. South Korea - Woori Bank
24. Taiwan - Chinatrust Commercial Bank
25. Thailand - Kasikornbank
26. Vietnam - Vietcombank

**Domestic Leading Counterparty Awards**

27. Australia - ANZ
28. China (National) - ICBC
29. China (Provincial) - Industrial Bank of China
30. Hong Kong - HSBC
31. India - State Bank of India
32. Indonesia - Bank Mandiri
33. Malaysia - Maybank
34. New Zealand - ANZ
35. Philippines - BDO Unibank
36. Singapore – DBS Bank
37. South Korea - Woori Bank
38. Taiwan - Bank of Taiwan
39. Thailand -Bangkok Bank
40. Vietnam - Vietcombank

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)

For more information please contact:

Ms. Janice Chua

Tel: (65) 6236 6532

Fax: (65) 6236 6530

[jchua@theasianbanker.com](mailto:jchua@theasianbanker.com)

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

## **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.

For more information please contact:

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