

Press Release

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Bank Central Asia awarded as Best FX Bank in Indonesia for 2016 in The Asian Banker Transaction Banking Awards 2016

- **Tight cross-functional integration drove market share through cross-selling**
- **Leverage on retail flows to boost liquidity and cost efficiencies**
- **Successfully tap on derivatives to drive profits**

Hanoi, Vietnam May 11th 2016—**Bank Central Asia (BCA)** was awarded **Best FX Bank in Indonesia** for 2016 in The Asian Banker Transaction Banking Awards Programme 2016. The awarding ceremony was held in conjunction with the prestigious Asian Banker Summit 2016, the foremost annual meeting for decision makers in the financial services industry in the Asia Pacific region, held at the JW Marriott, Hanoi, Vietnam on May 11th 2016.

Tight cross-functional integration drove market share through cross-selling

In 2015, BCA's FX revenue more than doubled as volumes jumped more than a third due to the regulatory enforcement on use of Indonesian rupiah for domestic transactions. However, through tight cross-functional integration, BCA was able to capture a larger market share through successful cross selling as over 90% of the growth in volumes were driven by client flows.

Leverage on retail flows to boost liquidity and cost efficiencies

With its large branch networks and leading online banking platform, BCA has established itself as one of the leading retail FX money changers. BCA further boosted its liquidity and cost efficiencies through the aggregation of these retail flows.

Successfully tap on derivatives to drive profits

With its experienced traders and execution capabilities, BCA successfully used excess liquidity to earn excess profits from derivatives such as SWAP transactions.

About 1,000 delegates attended the awarding ceremony, consisting of industry specialists, senior bankers, regulators, service providers, and decision makers from leading institutions in Asia, the United States, Europe, and Latin America, where opinions and responses of practitioners to global issues are shaped.

The Transaction Banking Awards under the Asian Banker Business Achievement Awards are widely acknowledged by the financial services industry as the highest possible accolade available to industry professionals and banks in the Asia Pacific region. The Transaction Banking Awards evaluate banks' achievements in cash management, payments, and trade finance. Recipients of these awards are determined through a combination of surveys, interviews, and field research by The Asian Banker research staff. A stringent three-month evaluation process based on a balanced and transparent audit-based approach is used to determine the awardees.

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 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

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