

Bankers' Choice Awards 2022

2022 Submission Kit

Submission Deadline: 11 March 2022

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I. About Bankers' Choice Awards 2022

Every year, The Asian Banker recognises achievements in leadership as well as in the key business and operational areas of the banking and financial services industry. We have also expanded our evaluation into the corporate supply chain function as we believe that a deeper understanding of the supply chain requirements and issues that corporate clients have will lead to better banking and financial solutions. The purpose of these awards is to recognise annual achievements and winners in the competition for market share, product and operational excellence.

Bankers' Choice Awards recognise corporations that have strong financials and demonstrate the ability to use the financial supply chain to add value to their partners in the upstream and downstream activities of their businesses. We hope that through the development of this award category, banks will learn from their corporate clients and improve the quality of banking solutions as a result of their partnership with them.

The goals of this programme

These awards are designed with the following goals:

1. To track the changing competitive landscape in the industry
2. To identify the critical success factors required in the different businesses tracked in this programme
3. To develop a repository of benchmarks and best practices that industry players, as a whole, can use and improve upon

The regions covered

The programme is intended to be global, and we hold all of the nominees for the awards against global benchmarks and best practices. By building experience and nurturing relationships, we have been gradually extending our main coverage from the Asia Pacific region to the Middle East and Africa. We also recognise global leaders outside the region whose unique capabilities are truly second to none, applying concise industry skills to vast, incredibly complex institutions that span continents.

II. The Awards

The following are the current awards categories. These categories are adjusted periodically to reflect the changes taking place in the industries.

1. Financial Supply Chain Awards
 - Best Supplier Relationship Management
 - Best Inventory Management
 - Best Financial Supply Chain Management
 - Best Balance Sheet Management
 - Best Payments Portal
2. Bank-Client Partnership Awards
 - Best Corporate Trade Finance Deal
 - Best Cash Management Project
 - Best Corporate Payments Project
 - Best Transactional FX Deal
 - Best Shared Service Centre/Outsourcing Management

III. Evaluation Scorecard

Evaluation scorecard for Bankers' Choice Awards

Dimension	Dimension weightage	Max score out of 10	Dimension explanation
Project Scope	20%	2.0	<i>Project description, overview and technical features</i>
Solution functionalities	25%	2.5	<i>Challenges, solution implementation and COVID-19 impact mitigation</i>
Business strategy	20%	2.0	<i>Competition, business case cited and innovation</i>
Business impact	25%	2.5	<i>Measuring success, quantitatively and qualitatively</i>
Risk mitigation	10%	1.0	<i>Risk management</i>

Source: TABInsights, Notes: Max score for each dimension out of 10 multiplied by the respective weights

IV. Description of Awards

1. Financial Supply Chain Awards

This award category benchmarks and recognises best practices in supply chain management that industry players can use and improve upon. The primary assessment is based on the evaluation of the strength of the submissions as well as an in-depth interview with senior management staff of the nominated organisations. The Financial Supply Chain Awards are given to the bank/s and organisation/s that excel in their respective functions in the countries under evaluation. Further information can be found at <http://www.asianbankerawards.com/bankers-choice/>.

2. Bank-Client Partnership Awards

This award category recognises outstanding achievements and best practices in project implementations through which other banks and organisations can learn from. It measures both implementation and sustainable business impact. It identifies the best examples of cooperation between banks and their corporate clients and exemplifies industry-leading innovations. Further information can be found at <http://www.asianbankerawards.com/bankers-choice/>.

V. Making the submission

Who is eligible?

Banks and their corporate clients with operations in Asia Pacific: Australia, Cambodia, China, Bangladesh, Brunei, Hong Kong, India, Indonesia, Japan, Laos, Malaysia, Myanmar, New Zealand, Pakistan, the Philippines, Russia, Singapore, South Korea, Sri Lanka, Taiwan, Thailand and Vietnam, etc. Should you wish to participate in the awards for more than one country, please complete and send in a separate set of submission kit for each country.

What documents do I need to submit?

You need to complete Part 1 and Parts 2 to 4 (depending on the award categories) of the questionnaires and provide all relevant details. We believe that all relevant information for parts 2 to 4 can be documented in 10 pages or less.

If you would like to apply for more than one category, please submit the questionnaires separately for each of the award categories applied for.

How will the interview process work?

Once we have received the completed submission, our team of researchers will review each submission and shortlist based on the qualification criteria. ***Based on the assessment from the submission testimonial from your corporate customer, we will determine the key winners.*** We think it is also essential to hear from their (corporates) side about their financial and non-financial goals being met by their partner corporate bank. To keep the process smooth and transparent, we will keep the bank in loop whilst reaching out to the partner corporate.

What makes a good submission?

Submissions that contain the necessary documentation of the organisation's business strategy, operations, including measurable business impact and implementation/execution abilities. You must also provide the team of researchers and panel of advisors with a clear picture of the organisation.

A clear alignment of solution functionalities implemented vis-à-vis the business goals of the institution are also desirable. Evidence of innovation is sought, such as new concepts, new technologies where appropriate, or creative thinking, that distinguishes the project and sets it apart from other projects.

Submissions will also be evaluated in terms of their implementation process based on the belief that successfully implemented initiatives/projects start with a clear business case, balance the risks involved, consider a variety of alternative approaches and deliver the project within time and budget. ***Owing to high number of submissions we receive, it is advised that each category comprises of only one corporate for whom the project was implemented.***

Is the information submitted made available to the public?

All information you provide will be kept in strictest confidence. The final report will collate the findings and publishes generic information that discusses trends and emerging best practices from the programme, but does not discuss any specific submission under any circumstances whatsoever.

Where to submit?

For banks and corporations in Asia Pacific, please fill out the questionnaire and email it to Mr. Siddharth Chandani at schandani@theasianbanker.com by 11 March 2022. You may also send in your application at transactionawards@theasianbanker.com.

VI. Questionnaire

Part 1

1. We may wish to contact shortlisted banks and their corporate clients for more detailed interviews. Please provide the contact details of senior executives.

2.

	Bank	Corporate Client
Incorporated Name of Organisation:		
Name/position of contact person		
Contact telephone number:		
Contact email address:		

3. Please provide the following information about the corporation for the period under review (in local/reporting currency).

	2021	2020	2019
Name of organisation			
Description of primary business			
Industry sector			
Location of headquarters			
Number of overseas offices			
Number of employees			
Total assets			
Total capital			
Total operating revenue			
Gross operating profit			
Return on equity			
Current ratio (current assets/current liabilities)			

Quick ratio (current assets – current inventory/current liabilities)			
Value of average monthly payments			
Value of average monthly receivables			
Number of direct supplier relationships			
Number of direct customer relationships			

Part 2: The Asian Banker Leadership Achievement Awards by selected industry sectors

1. Please provide an overview of the organisation's stated vision and major achievements in the period from 1 January 2020 to 31 December 2020.
2. Please provide examples of what would be considered successful responses to major challenges/adversities that the organisation encountered and overcome during the period under review.
3. Please provide us with an idea of the business lines/segments that the organisation is dominant with in your market and the respective performances during the period under review.

Part 3: Choose one/or more from below

Financial Supply Chain Awards

Please indicate award for submission

- ☐ Best Supplier Relationship Management
☐ Best Inventory Management
☐ Best Financial Supply Chain Management
☐ Best Balance Sheet Management
☐ Best Payments Portal
☐ Others, please indicate _____

Bank-Client Partnership Awards

Please indicate award for submission

- ☐ Best Corporate Trade Finance Deal
☐ Best Cash Management Project
☐ Best Corporate Payments Project
☐ Best Transactional FX Deal
☐ Best Shared Service Centre/Outsourcing Management
☐ Others, please indicate _____

Each submission should be no more than 10 pages in length, structured to answer each of the following eleven (11) questions.

We strongly recommend that you consider all the evaluation criteria as you answer the generic questions below and address them in relation to your answers. The purpose of the criteria is to set a consistent standard to objectively compare the submissions. However, these criteria are not in any way limiting. Respondents are free to share their feedback on any facet or other criteria which they feel is relevant to their initiative/project and which may set it apart and above other submissions.

Our panel of analysts and advisors reserves the right to ask further questions should the need arise.

Questions:

Project Scope

1. Please give the initiative/project a name and give a brief description.
2. Give an overview of the initiative/project objectives.
3. Provide us with an outline and features of the project's technical design.

Solution functionalities

4. Provide details of challenges that your client faced prior to mandate implementation
5. Provide a chart containing the solution functionalities listed against the business issues they are designed to solve.
6. Discuss if the corporate in question was impacted by COVID-19 and what was your role as a financial service provider to mitigate that impact.

Business strategy and competition

7. Describe the business case cited for investment in this initiative/project and explain how it contributes to the strategic and long-term growth story of the business line and the institution as a whole?
8. What set you apart from your competitor while winning this mandate?
9. Explain the distinguishing features of this implementation, which you feel makes it worthy for the award. For example you could refer to unique approaches in project management, measurable business impacts and/or evidence of innovation such as new concepts, new technologies where appropriate, or creative thinking, that distinguish the project and sets it apart from other projects.

Business impact

10. Explain how the initiative/project has improved the performance of the organisation in specific and general functions as a result of the implementation. Provide a comparison table of key quantifiable performance indicators prior and after the implementation.

Risk mitigation

11. Discuss how the risks that could have impeded the implementation were assessed and when/if they did occur, how they were effectively managed.

In summary, describe the deal/project that you designed for your client in 2021 that you would like us to consider for this award. You must include information on how your services added value to the customer's trade finance, cash management or shared service function and the most compelling reason why it should be the deal of the year, relative to other entries we receive, either in your own market or in the region as a whole.

VII. The International Advisory Council

Bill Chua

Bill Chua was the former managing director and head of Global Financial Institution of UOB. He has held various roles in the director level, independent positions at various organisations, and currently serves as an independent director at Sunseap Group, Singapore's largest clean energy provider. In his 34 years of experience in the financial services industry, he has covered institutional wholesale and consumer banking in the front, middle and back offices. Prior to joining UOB in 2000, Chua was with Citibank for 20 years. He serves as a director for several UOB-owned companies and/or joint ventures, and is also an active member of the financial and education communities in Singapore.

James Cullen

James Cullen is a career banker with over 30 years of regional and international experience in the financial services industry. His banking career began and concluded with Wells Fargo, and in between included two decades of holding executive positions with Bank of America and US Bancorporation's international banking division from 1995 to 1999. James is the co-founder of JD Cullen & Co, a corporate advisory consulting company and he also chairs the audit committee of CD Stimson, a REIT company.

Mathew Welch

Mathew Welch has over 25 years of senior executive experience in financial markets in Asia, with a strong track record in building and leading various financial services businesses throughout the region. He is currently a board member at XacBank, a community development bank in Mongolia. Prior to starting his own firm, Mathew was the managing director and head of banks for Asia (ex-Japan) at Daiwa Securities Capital Markets. He was also a former managing director and head of financial institutions in Asia at ING Investment Banking, as well as being a managing director for investments at Temasek Holdings and global head of banks at Standard Chartered. He has an MBA degree from Harvard Business School.

VIII. Evaluation Timeframe

Award Application Deadline:
11 March 2022

Complete submissions must reach us no later than the close of business in Singapore on
11 March 2022.

Stage I: Shortlisting of submissions
April

Each complete submission is reviewed and scored by a team of analysts. We will seek additional information as necessary by inviting shortlisted organizations to be interviewed by telephone.

Stage II: Preliminary/final interviews
April- May 2022

Based on an independent review our team of researchers will conduct interviews from end of April to May with relevant executives in short-listed organizations across the respective categories.

Stage III: Recommendation preparation and selection of winners
By end of June

Based on submissions and interviews our international panel of advisors will select the winners for each category by end of June. Winners will be notified in advance and must be present to receive their awards.

Stage IV: Heads of Transaction Finance Virtual Dialogue
27 July 2022

The most rigorous, prestigious and transparent transaction award of its kind in Asia Pacific, the ceremony the ceremony will be held virtually in conjunction with the Transaction Finance virtual discussion, a major forum for top transaction service providers to share effective and innovative practices across markets and to generate leadership and focused ideas that facilitate the shaping of the future of transaction finance in the region.

IX. Contact Details

For enquiries related to Awards please contact:

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As such the criteria are:

- i. A discernible product distinguished by a name and supported by a set of functionalities that customers are able to use. A platform is useful (as in an app) but not a requirement. A good product might well be platform independent
- ii. A strong set of core functionalities with data on volume and frequency of usage by customers
- iii. Stated process and cost benefits in delivering service to customers
- iv. A strong level of ubiquity which enables a customer to use the product "anytime anywhere"
- v. A review of the organisation of the institution itself – that it is organised around the ability to support the product – with clear support staff, sales staff with personal KPIs to ensure the success of the product
- vi. Demonstrable testimonies and case studies of “solving actual business problems for clients” – clients actually benefiting from the product