

Dear Executive,

The Asian Banker Transaction Finance Awards 2022

- *Invitation for submissions*

- *Please note the refreshed categories and revamped scoring methodology in the submission questionnaires.*

This is to invite your institution to make a submission for The Asian Banker Transaction Finance Awards 2022, first, by completing the survey attached. The survey is best responded to by heads of transactional services, cash, payments and/or trade finance. Second, we will conduct interviews with shortlisted institutions. The submission deadline is on **11 March 2022**.

As you may know the Asian Banker Transaction Awards is one of the most rigorous, prestigious and transparent awards programmes for transaction services in the world. We assess organisations from across the Asia Pacific, the Middle East and Africa regions, participating on international and country levels, as well as product and business levels. Previously, we have assessed banks based on criteria and scorecards which we believed the transaction banking proposition should be. However, in line with the rapid transformation the industry is experiencing today, we have also revamped our awards programme.

For 2022, please note the introduction of new categories and associated elements which have been modified to capture industry developments and quantitative achievements in order for us to benchmark your institution more efficiently. We will be scoring you on the basis of the quality and completeness of your data submission, and greatly appreciate that you provide us with complete and accurate information through our submission questionnaires.

We would also like to draw your attention to our Transaction Finance Awards website. The advisory council and previous list of winners are available on this page to subscribers. We invite you to visit this service on our website

<http://www.asianbankerawards.com/transactionawards/index.php>.

Should you have any queries, please do not hesitate to contact me or Mr. Siddharth Chandani at schandani@theasianbanker.com. For a direct line, reach out to us at (65) 6236 6528. Kindly forward your completed awards applications at transactionawards@theasianbanker.com.

Yours sincerely,



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Transaction Finance Awards 2021

Cash, Payments, Trade & Supply Chain Finance, FX and Sustainability

2022 Submission Kit
Application Deadline: 11 March 2022

Table of Contents

I. About Transaction Finance Awards 2022.....	4
II. The Awards.....	5
III. Description of Awards	6
IV. Making the Submission	8
V. International Advisory Council	9
VI. Evaluation Timeframe	10
VII. The Transaction Finance Working Group	11
VIII. Contact Details.....	11

I. About Transaction Awards 2022

Every year, The Asian Banker recognises achievements in the key business and operational areas of the financial services industry. The purpose of these awards is to recognise annual achievements and winners in the competition for market share, product and operational excellence.

The Transaction Finance Awards, previously called The Transaction Banking Awards, evaluate financial institution's achievements in cash management, payments, trade & supply chain finance, foreign exchange (FX). We are also introducing Sustainability in Transaction Banking as a new category for both international and domestic financial institutions as stakeholders critically monitor and focus impact of their supply chains. We take on an audit-based approach in the building of evaluation process. We have also redefined categories and opened the programme to financial technology (fintech) platforms to compete alongside traditional banks. This involves submissions in a comprehensive data sheet where we need to have your basic quantitative figures, which will be collated and compared with your peers in the industry. Some of the figures will be used to build a comprehensive understanding of involving best practices and benchmarks that the industry can use on a generic base without compromising the confidentiality and competitive data.

The winners for these awards are determined through a combination of surveys, interviews and field research by The Asian Banker's research staff. The research findings are published in a neutral manner, with a scorecard outlining how the different domestic and global players feature in them.

The goals of this programme

These awards are designed with the following goals:

1. To track the changing competitive landscape in the industry, by identifying the winners and losers
2. To identify the critical success factors required for success 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 transaction services industry.

1. International Transaction Awards, Asia Pacific

- Best International Transaction Bank or Platform in Asia Pacific
- Best Asian International Transaction Bank or Platform in Asia Pacific
- Best Cash Management Bank or Platform in Asia Pacific
- Best Trade Finance and or/Supply Chain Finance Bank or Platform in Asia Pacific
- Best FX Bank or Platform in Asia Pacific
- Most Sustainable International Transaction Bank in Asia Pacific – *The scorecard and questionnaire can be accessed from the International Transaction Finance file.*

2. Payments and Currency Clearing Awards, Asia Pacific

- Best Global (multi-currency) Clearing Bank or Platform
- Best Dollar Clearing Bank or Platform
- Best EURO Clearing Bank or Platform
- Best RMB Clearing Bank or Platform

3. Domestic Transaction Awards (Country-level)

- Best Cash Management Bank or Platform by Country
- Best Trade Finance/and or Supply Chain Finance Bank or Platform by Country
- Best Payments Bank or Platform by Country
- Best FX Bank or Platform by Country

4. Frictionless Transaction Awards, Asia Pacific

- Best Corporate Mobile/Business Digital Banking Initiative, Application or Programm
- Best Business Ecosystem/ Platform Initiative, Application or Programme
- Most Sustainable Trade and Supply Chain Finance Initiative, Application or Programme
- Best Productivity, Efficiency and Automation Initiative, Application or Programme
- Best Blockchain in Trade and Supply Chain Finance Initiative, Application or Programme
- Best Blockchain in Payments Initiative, Application or Programme
- Best Treasury Management Solution, Initiative, Application or Programme
- Best Digital KYC/Onboarding Initiative, Application or Programme
- Best API Initiative, Application or Programme
- Best Regulatory Compliance Initiative, Application or Programme
- Best Payments Initiative, Application or Programme
- Best Financial Supply Chain Initiative, Application or Programme
- Best Virtual Account Management/centralisation Initiative, Application or Programme
- Best Digital Trade Finance Platform Initiative, Application or Programme

- Best Payment Clearing and Settlement Solution, Initiative, Application or Programme
- Best ERP Integration Solution, Initiative, Application or Programme

5. Leadership in Transaction Finance Awards

- Leadership in Transaction Award, Asia Pacific

III. Description of Awards

The Cash, Payments, Trade & Supply Chain Finance and FX services are considered together as Transaction Finance Awards.

1. International Transaction Awards, Asia Pacific

This award is based on a survey of domestic financial institutions on the clearing service providers they use on the national and international fronts. We also take into account white labelled products and services used by the domestic financial institutions from these providers. This award takes into account changes in market share of the different competitors in the region and the range and unique features of products and services provided. The detailed evaluation scorecard can be found at

<http://www.asianbankerawards.com/transactionawards/index.php>.

2. Payments and Currency Clearing Awards, Asia Pacific

This award is based on a survey of domestic financial institutions on the clearing service providers they use on the national and international fronts. We also take into account white labelled products and services used by the domestic financial institutions from these providers. This award takes into account changes in market share of the different competitors in the region and the range and unique features of products and services provided. The detailed evaluation scorecard can be found at

<http://www.asianbankerawards.com/transactionawards/index.php>.

3. Domestic Transaction Awards (Country level)

The primary assessment for the domestic awards is based on the evaluation of the strength of the submitting institution's domestic transaction business (comprising of trade finance, cash management and payments) as well as an in-depth interview with its senior management staff. The Domestic Transaction Awards are given to the institution(s) that excel in the full range of transaction services in the respective countries under evaluation. The detailed evaluation scorecard can be found at

<http://www.asianbankerawards.com/transactionawards/index.php>.

4. Frictionless Transaction Awards, Asia Pacific

From payments to supply chain, transaction services are facing increasingly fierce competition from both traditional and non-traditional players. The corporate-bank relationship is being tested as customers move away from the concentration of services in one institution, towards provider-agnostic solutions. The Frictionless Transaction Awards recognise both traditional and non-traditional players providing outstanding customer-centric solutions, connections and

access channels to users of transaction services that are creatively designed to give better user experience, efficiency, speed, flexibility and cost effectiveness. The detailed evaluation scorecard can be found at <http://www.asianbankerawards.com/transactionawards/index.php>.

5. Leadership in Transaction Award

The industry is made up of a long list of individuals who demonstrate considerable skills and perseverance in leading their institutions to outstanding achievements and shaping the future of the industry in the region. As such, making the choice of one individual for this personal award for each region is difficult indeed. The overall purpose of this award is to set high standards in personal conduct and professional standards. The award is given to individuals who stand out heads and shoulders above amongst their peers. The detailed evaluation scorecard can be found at <http://www.asianbankerawards.com/transactionawards/index.php>.

IV. Making the submission

Who is eligible?

Institutions, banks and non-banks, 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.

Will institutions that do not make a submission be considered?

The Asian Banker may decide, at its own discretion and on a strictly case-by-case basis, to consider transaction institutions that do not make a submission. However, transaction institutions that do not make a submission may have a ranking that is not up to their expectations due to unavoidable difficulties in gathering full and accurate information when a submission has not been made.

Completing the questionnaire

Submissions should be made on separate Excel spreadsheets that are attached to the submission kit if your institution applies for “International Transaction Finance Awards, Asia Pacific”, “Payments and Currency Clearing Awards, Asia Pacific” and “Domestic Transaction Finance Awards, Asia Pacific”. You are free to supplement the information here with an additional presentation or data packs. **Always provide key financials in US Dollar (thousand/million/billion) and your answers in the context of the location/region for your submission, unless otherwise prompted.** For applying to Frictionless Transaction Awards, please make a submission with no more than 10 pages in length and answer the questions in “The Asian Banker - Transaction Finance Awards 2022 for Asia Pacific- Frictionless Transaction Awards”.

Is the information submitted made available to the public?

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

Commitment to Integrity Statement

The Asian Banker is committed to the highest level of integrity in the conduct of all its awards programmes. At no time, would we conduct ourselves in a manner that can give the industry any reasons to doubt the impartiality of the decision-making process involved. We make a clear distinction between the commercial aspects of running an awards programme which go towards underwriting the costs of the researchers and the time involved, and the neutrality with which our researchers make their decisions. We wish that the industry takes the awards presented by The Asian Banker as representing the most prestigious recognition of their work as well as professional careers.

When to submit?

Please complete the questionnaire and email it to transactionawards@theasianbanker.com no later than **11 March 2022**.

Contact information

For more information on Transaction Awards, please visit our website at <http://www.asianbankerawards.com/transactionawards/index.php> or address any questions to Mr. Siddharth Chandani at schandani@theasianbanker.com.

V. 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.

VI. 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.

VII. Transaction Finance Working Group

The Transaction Working Group is our online service that provides a rich repository of industry data, research reports, commentaries, interviews with industry leaders, as well as proceedings reports and presentation materials from our conferences and tele-consultation sessions.

The Transaction Working Group also has links to supplementary information about the Transaction Awards programme, such as the evaluation criteria for each category as well as the usual questions we ask during our in-depth interviews with shortlisted candidates.

Membership to the Transaction Working Group programme is not a precondition to participate in the Transaction Finance Awards, nor does it in any way affect the outcome of the evaluation.

For all additional information or to subscribe today, you may get in touch with Jerome Ong via jong@theasianbanker.com or call (65) 6236 6175.

VIII. Contact Details

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