

Press Release

Metrobank recognised for offering clients with end-to-end product solutions as it wins Best Foreign Exchange, Trade Finance and Transaction Bank in the Philippines at The Asian Banker Transaction Awards Programme 2019

- **Healthy growth in trade business and margins drove robust performance for Metrobank's transaction business**
- **Key mandates implemented across two-wheeler auto and fertilizer industry, which were captive of four international banks**
- **Technological advancements through APIs and FX Online Platform**

Bangkok, May 30th, 2019— **Metrobank** received the award for **Best Foreign Exchange, Trade Finance and Transaction Bank in the Philippines** at The Asian Banker Transaction Awards 2019. The award ceremony was held in conjunction with the prestigious Future of Finance Summit 2019, the foremost annual meeting for decision makers in the financial services industry in the Asia Pacific region, held at the Shangri-La Hotel, Bangkok, Thailand.



In the picture: Mathew Welch and Bill Chua; International Resource Directors, Siddharth Chandani; Researcher; The Asian Banker with Mr. Rommel Enrico C. Dionisio; First Vice President; Metrobank

Healthy growth in trade business and margins drove robust performance for Metrobank's transaction business

Running a deeply integrated cash management, trade and FX business helps Metrobank deliver solutions which capture better synergy of transaction flows. A comprehensive understanding of corporates business models and cash-conversion cycles helped the bank deliver targeted solutions, whilst growing business revenue by 20%, profit by more than 50% and margins for overall transaction business by more than 25%. A drill-down of trade business reflects a similar growth story. Leveraging its trade online platform linked to clients' ERP systems via API, overall trade business grew 18% while revenue grew by more than 50%. Astute cost management and efficiency of trade operations helped the bank in clocking trade margins of greater than 90%. Overall, the bank has consistently grown its trade market share in the period under review.

Key mandates implemented across two-wheeler auto and fertilizer industry, which were captive of four international banks

Linking clients' ERP system to its core system via API, the bank was able to provide straight-through-processing of trade transactions. The bank demonstrated the ability to secure mandates with two large organizations captive of top 4 international banks, across two-wheeler and fertiliser industry. To exemplify, Metrobank wrestled major business for the two-wheeler auto manufacturer as it deeply linked financial supply chain ecosystem of the client to that of its own. Installing settlement facilities for hedging solutions in supporting trade transactions, the bank made a breakthrough open account deal with the client. 45% of client's trade transaction wallet has been captured while credit support has increased significantly by 80%. Similar story has been replicated across the client from fertiliser industry where Metrobank overtook all competitor banks to become the client's major bank for trade services in 2018.

Technological advancements through APIs and FX Online Platform

In the period under review, the Bank rolled out API services that enables clients straight-through processing of trade transactions from their respective ERPs. The same has resulted in optimal efficiency for both client and bank by minimizing practical errors that arise from manual intervention. On the FX side, Metrobank's closed several sizeable USDPHP CCS transactions in 2018 to help client, a hedging solution provider of an insurance company's multi-tranche product offering, hedge against interest rate and foreign exchange exposures while achieving a lower borrowing cost in local currency.

The Asian Banker Transaction Awards Programme, refereed by prominent global bankers, IT consultants and academics, is the most prestigious of its kind in Asia Pacific. Recipients of these awards are honoured in a gala event that recognises their efforts in bringing superior products and services to their customers. A stringent and comprehensive evaluation process determines

the awardees. For specific details relating to description of the awards, evaluation criteria and process, kindly visit <http://www.asianbankerawards.com/transactionawards/index.php>

About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The company is headquartered in Singapore, with offices in Manila, Malaysia, 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.

You may view all Business Achievement and Bankers' Choice Awards 2019 photos at <https://bit.ly/2WcifTO>

For further information on the collaterals for winning banks, please contact:

Mr. Alfred Labicassi
The Asian Banker
Email: alabicassi@theasianbanker.com