

**OCBC NAMED MALAYSIA'S BEST TRADE FINANCE BANK**

Kuala Lumpur, 16 March 2007 – OCBC Bank (Malaysia) Berhad was named Malaysia's Best Trade Finance Bank by The Asset Magazine at their 2007 Triple A Transaction Banking Awards ceremony held in Hong Kong on Wednesday (14 March).

According to Mr Daniel Yu, Editor-in-Chief of The Asset Magazine, its Triple A Best Trade Finance Bank Country Award is awarded to a domestic institution in a particular country that has demonstrated excellence in all aspects of trade finance, by providing efficient trade documentation and highly creative financing and risk management services.

"The institution must also have strong back office capabilities and adequate delivery systems, and be a forerunner when it comes to introducing innovative trade finance products. In Malaysia, OCBC Bank has played a key role in trade finance and trade services, and we are pleased to accord to them this recognition of the leadership role they have established," he said.

OCBC Bank offers a full suite of conventional as well as Islamic trade financing products for its business banking customers.

According to OCBC Bank (Malaysia) Berhad Head of Global Trade Finance, Ms Chuang Boon Kheng, the overarching strategy the Bank employs in global trade financing centres on offering solutions, rather than simply providing an array of products and services.

"To deliver customized solutions, fundamentally, we need to understand our customers, their needs and their business well – both SMEs and large corporations. This ensures we deliver scalable tailor-made solutions based on the needs of our growing customer base.

“So, this award is an affirmation of both our customer-centricity and our ongoing quest to make quality and effectiveness our differentiator,” she said.

Mr Daniel Yu added: “Historically, the Bank’s trade portfolio has concentrated on domestic trade financing. However, in keeping pace with the changes in the country’s economy, it is fast becoming more outward-looking and is now more focused on international trade activities.”

According to Ms Chuang the Trade Finance team is very much in touch with the happenings in the local, regional and international scene – so they are able to respond quickly to market changes or even take proactive actions prior to market changes.

“To support customers effectively, our Trade Finance team actively promotes innovative technology via our award-winning corporate internet banking channel, Velocity@ocbc which offers customers the convenience of checking the status of their trade transactions and the capability to submit online trade and telegraphic transactions.

“Velocity@ocbc is available 24 hours a day, 7 days a week, offering real-time online trade status checking facilities. It remains one of the few internet banking services around that provides the option of trade functionality for online trade transaction submissions,” Ms Chuang said.

The Bank holds regular trade workshops, training programmes and appreciation events for its corporate customers, and also conducts industry-focused market research to value add to its Trade Finance offerings.

This year marks the 8th anniversary of The Asset Magazine Triple A Transaction Banking Awards which are conducted to identify excellence in the financial services industry. The Asset Magazine is a monthly financial business magazine written for users and providers of financial services in Asia.

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## **About OCBC Bank**

Singapore's longest established local bank, OCBC Bank, currently has assets of S\$151 billion and a network of over 370 branches and representative offices in 15 countries and territories including Singapore, Malaysia, Indonesia, Vietnam, China, Hong Kong SAR, Brunei, Japan, Australia, UK and USA. This network includes more than 250 branches and offices in Indonesia operated by OCBC Bank's subsidiary, PT Bank NISP. OCBC Bank and its banking subsidiaries offer a wide range of specialist financial services, from consumer, corporate, investment, private and transaction banking to global treasury and stockbroking services to meet the needs of its customers across communities.

OCBC Bank's insurance subsidiary, Great Eastern Holdings, is the largest insurance group in Singapore and Malaysia, in terms of assets and market share, and its asset management subsidiary, Lion Capital Management, is one of the largest asset management companies in Southeast Asia. Additional information may be found at [www.ocbc.com](http://www.ocbc.com).

For media queries, please contact :

Julius Evanson  
Tel : 03-2783 3661  
Fax : 03-2693 5694

Fong Siew Keng  
Tel : 03-2783 3642  
Fax : 03-2693 5694