



THE ASSET TRIPLE A TRANSACTION BANKING AWARDS 2013

Treasury, Trade and Risk Management Awards

Best Solutions



Australia

BNP Paribas Securities



Provider: **BNP Paribas**

Award: **E-Banking Implementation**

Industry: **Financial**

Host-to-host solution that converts local clearing format of transactions to SWIFT and back, eliminating the need to alter legacy systems



China

Philips Electronics



Provider: **Bank of America Merrill Lynch**

Award: **Cash Management**

Industry: **Telecommunications & Technology**

Payment-on-behalf-of structure (POBO) with offshore RMB account in Hong Kong

Sumitomo Mitsui Finance and Leasing



Provider: **DBS**

Award: **Cash Management**

Industry: **Financial**

Connectivity solution to automate payment and collection with countrywide interbank capability

Heilongjiang United Oil



Provider: **DBS**

Award: **Trade Finance - RMB Trade Settlement**

Industry: **Oil and gas**

High volume RMB-denominated L/Cs with swift turnaround between issuance and disbursement of funds

Hüttenes Albertus Foundry



Provider: **Deutsche Bank**

Award: **Trade Finance - RMB Trade Settlement**

Industry: **Industrial**

First import trade payment through Shanghai's simplified RMB cross-border payment pilot scheme

Lens Technology

Provider: **Bank of China**

Award: **Structured Trade Finance**

Industry: **Telecommunications & Technology**

Large-size two-factor factoring that provided client funding support, management of receivables, risk control

Shanxi Datuhe International Trade

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Mining**

Structured supply transaction whereby bank acts as intermediary between supplier and buyer



Cameron

Provider: **J.P. Morgan**

Award: **Liquidity Management**

Industry: **Oil and gas**

Scalable multilevel cash pool structure across nine entities to reduce business tax and stamp duties



Carlsberg

Provider: **BNP Paribas**

Award: **Liquidity Management**

Industry: **Food & Beverage**

Two-level cash pool structure with tax-compliant interest rate solution and multibank capability



Fortune Motor

Provider: **DBS**

Award: **Liquidity Management**

Industry: **Retail**

B2C entrustment loans in order to provide instalment payment terms to end customers, cash pooling



General Administration of Customs of the People's Republic of China

Provider: **China Merchants Bank**

Award: **Liquidity Management**

Industry: **Government**

Domestic cash pooling structure to cover transactions from 30 cities in China



China Automation Group



Provider: **DBS**

Award: **E-Banking Implementation**

Industry: **Industrial**

Host-to-host and virtual account solution



Hong Kong

Maxim's

Provider: **Standard Chartered**

Award: **Cash Management**

Industry: **Food & Beverage**

Set up of virtual account for 500 clients of the company's catering service irrespective of payment mode, combined with accounts receivable reconciliation



MGB METRO Group Buying HK Limited

Provider: **RBS**

Award: **Working Capital**

Industry: **Logistics and Trading**

Multipronged solution including cash management, liquidity management and trade finance features for large buying office



SEB Group

Provider: **BNP Paribas**

Award: **Risk Management**

Industry: **Consumer**

FX risk management for RMB payments, managed through the group's headquarters in France and executed in Hong Kong



Aviva

Provider: **DBS**

Award: **E-Banking Implementation**

Industry: **Healthcare and Insurance**

Automation of large volume of automated clearing house (ACH), remittance and payroll transactions with CEMS encryption



India

Cargill

Provider: **Deutsche Bank**

Award: **Cash Management**

Industry: **Commodities**

Virtual accounts executed with cash sweeps from partner banks, SWIFT integration and consolidating all electronic functions



METRO Cash & Carry

Provider: **RBS**

Award: **Working Capital**

Industry: **Retail**

Cash management solution for client's large retail stores, accepting multiple payments and working with partner banks



Tractors and Farm Equipment

Provider: **Standard Chartered**

Award: **Cash Management**

Industry: **Industrial**

Dynamic virtual accounts integrated with the client's document management system



Tecpro Systems

Provider: **DBS**

Award: **Trade Finance**

Industry: **Industrial**

Financing on the back of L/C and pre-shipment deals, implemented through Singapore entity



Jindal Saw

Provider: **Citi**

Award: **Structured Trade Finance**

Industry: **Industrial**

L/C confirmation for market with high country risk; structure incorporates complete risk mitigation



Sterling & Wilson Co-Gen Solutions

Provider: **DBS**

Award: **Structured Trade Finance**

Industry: **Telecommunications & Technology**

Advanced payment and performance bond solution that facilitated Indian-Nigerian project



Welspun Pipes

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Industrial**

Medium-term financing solution that involves bond issuance of US state government to facilitate tax savings



Reliance Industries

Award: **ECA-Backed Facility**

Industry: **Conglomerate**

Amount: **US\$250 million and €108 million facilities**

Arrangers/Lenders (US dollar tranche): **Bank of Tokyo-Mitsubishi UFJ, HSBC, Sumitomo Mitsui Banking Corporation**

Arrangers/Lenders (Euro tranche): **Nord LB, WestLB (now Portigon)**

ECA: **SACE**



Reliance Industries

Award: **ECA-Backed Facility**

Industry: **Conglomerate**

Amount: **US\$2 billion buyer credit facility**

Mandated lead arrangers:

Banco Santander, BHF Bank, Citibank, Commerzbank, DZ Bank, ING DiBa, KfW Ipex Bank, LBBW, Nord LB

Lenders (US dollar tranche): **BHF Bank, Citibank, Commerzbank, DZ Bank, KfW Ipex Bank,**

Lenders (Euro tranche):

Banco Santander, DZ Bank, ING DiBa, KfW Ipex Bank, LBBW, Nord LB,

ECA: **Euler-Hermes**



Preethi Kitchen Appliances

Provider: **Bank of America Merrill Lynch**

Award: **E-Banking Implementation**

Industry: **Consumer**

Solution for customs duty payments and currency delivery instructions



Gujarat Cooperative Milk Marketing Federation (Amul)

Provider: **BNP Paribas**

Award: **E-Banking Implementation**

Industry: **Food & Beverage**

Multi-channel collection solution both electronically and paper-based, including mobile payment feature; reconciliation via virtual account solution





Indonesia

Multi Bintang

Provider: **DBS**

Award: **Cash Management**

Industry: **Food & Beverage**

An e-tax application that converts paper-based tax documents into electronic submissions



PT MULTI BINTANG INDONESIA Tbk
Member of Asia Pacific Breweries

Pertamina Patra Niaga

Provider: **UOB**

Award: **Structured Trade Finance**

Industry: **Logistics & Trading**

Oil L/C with forfaiting structure and offshore funding



Kasih Industri

Provider: **DBS**

Award: **Risk Management**

Industry: **Logistics & Trading**

Pre-export financing under collateral management arrangement with local sight L/C



Japan

General Electric

Provider: **Deutsche Bank**

Award: **Cash Management**

Industry: **Conglomerate**

Consolidation of information across multiple Japanese bank accounts and multiple payment formats



Korea

Korea Smart Card

Provider: **Standard Chartered**

Award: **Cash Management**

Industry: **Telecommunications & Technology**

Real-time payment and collection that includes settlement process for accounts payable and a top-up mechanism for retail stores



Korea Smart Card Co., Ltd

E-Land World

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Retail**

Future royalty receivables backed finance, cross-border origin from China entity



Malaysia

Fomema

Provider: **CIMB**

Award: **Cash Management**

Industry: **Healthcare and Insurance**

Bulk collection and processing services with virtual account and reporting features



Mercedes-Benz Services Malaysia

Provider: **Maybank**

Mercedes-Benz Services Malaysia

Award: **Cash Management**

Industry: **Financial**

Receivables and payables management with automatic reconciliation and integrated to the ERP system

Malaysia Steel Works (Masteel)

Provider: **OCBC**

Award: **Trade Finance**

Industry: **Industrial**

L/C fronting solution

Masteel

MALAYSIA STEEL WORKS (M) BHD

Ivory Associates (IASB) and Ivory Villas (IVSB)

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Real Estate**

Structured property development loan for construction of property developments



London Biscuits

Provider: **AmBank**

Award: **Risk Management**

Industry: **Food & Beverage**

Following relaxation of FX administration by central bank, the solution offers a US dollar/ringgit cross-currency swap, accounting for different payables/receivables tenor mismatches



倫敦食品製造廠有限公司
London Biscuits Berhad

Club 21

Provider: **OCBC**

Award: **SME Solutions**

Industry: **Retail**

Integrating payables and receivables solution to match client's accounting system



Dubai

Oman Trading International

Provider: **DBS**

Award: **Risk Management**

Industry: **Oil and gas**

Risk sell-down of L/Cs issued by Pakistani banks



Pakistan

Pakistan Refinery

Provider: **Standard Chartered**

Award: **Working Capital**

Industry: **Oil and gas**

Offshore FI trade loan and onshore dollar financing



PRL

Pakistan Refinery Limited

Pakistan International Airlines

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Airline**

Offshore Islamic structured trade finance facility, reducing client's credit spread by over 400bp



PIA
Pakistan International
Come Fly With Us



Philippines

Steel Asia

Provider: **J.P. Morgan**

Award: **Cash Management**

Industry: **Industrial**

Automation of payment that encompasses MIS analytics and secures workflow management with money market placement



Seaoil Philippines

Provider: **J.P. Morgan**

Award: **Working Capital**

Industry: **Oil and gas**

Offshore trade structure incorporating usance payment at sight (UPAS) solution and L/C confirmation



New Carcar Manufacturing

Award: **ECA-Backed Facility**

Industry: **Industrial**

Amount: **US\$50 million term loan facility**

Joint mandated arrangers: **Standard Chartered, UniCredit**

Sole lender: **Standard Chartered**

ECAs: **Philippine Export-Import Bank, SACE**

Security Bank

Provider: **BAML**

Award: **Risk Management**

Industry: **Financial**

FX solution to address the increasing need for payment solutions to clients in multiple currencies



Cebu Pacific Air

Provider: **Security Bank**

Award: **E-Banking Implementation**

Industry: **Airline**

Electronic facilitation of accounts receivables, first among local banks



Saudi Arabia

Construction Products Holding

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Construction**

US\$150 million four-year Shariah-compliant receivable-backed term facility

Singapore

IATA

Provider: **RBS**

Award: **Cash Management**

Industry: **Airline**

Following the consolidation of its business in Singapore, solution allows client to manage operational banking needs under a single platform



Lobb Heng

Provider: **OCBC**

Award: **Trade Finance - RMB Trade Settlement**

Industry: **Logistics & Trading**

RMB-denominated L/Cs to be discounted in multiple currencies depending on clients' demands



ZTE

Award: **ECA-Backed Facility**

Industry: **Telecommunications and Technology**

Amount: **US\$300 million**

Sole arranger and sole lender: **DBS**

Insurer/ECA: **Sinosure**



Knowledge Universe

Provider: **DBS**

Award: **Liquidity Management**

Industry: **Education**

Consolidation of idle balances to enhance yield and reduce overdraft interest expense charges



Sri Lanka

Chevron Lubricants

Provider: **Deutsche Bank**

Award: **Cash Management**

Industry: **Oil and gas**

Automated accounts receivables reducing operational risks and improve cost savings



Dialog Axiata

Provider: **Deutsche Bank**

Award: **Cash Management**

Industry: **Telecommunications & Technology**

Cash management solution including ability to access real-time collection information and daily collection of cash and cheques with automated reconciliation



Taiwan

Lite On

Provider: **Taipei-Fubon Bank**

Award: **Cash Management**

Industry: **Telecommunications & Technology**

Customized reconciliation and integration to client's ERP system



Pegatron

Award: **Trade finance**

Industry: **Telecommunications & Technology**

Amount: **US\$900 million receivables purchase syndicated facility**

Sole coordinating arranger: **ANZ**

Mandated lead arrangers/bookrunners: **ANZ, Bank of Communications, Bank of Nova Scotia, Bank of Tokyo-Mitsubishi UFJ, Mizuho, United Overseas Bank**



Thailand

Chulalongkorn University

Provider: **Siam Commercial Bank**

Award: **Cash Management**

Industry: **Education**

Introducing a smart ID card that combines a student ID card, ATM card and debit card and allows student body to settle various dues of on-campus services



Stock Exchange of Thailand

Provider: **Citi**

Award: **Cash Management**

Industry: **Financial**

Payments and collections solution supported with domestic cash pooling, inclusive of host-to-host integration and automatic reconciliation



Vietnam

NIVL Joint Stock Company

Provider: **Standard Chartered**

Award: **Structured Trade Finance**

Industry: **Commodities**

Recapitalization and capex funding bilateral transaction, structured with offshore and onshore tranches and revolving credit facility



Dragon Capital Group

Provider: **Standard Chartered**

Award: **E-Banking Implementation**

Industry: **Financial**

Integration of securities services through automated trade initiation solution



Regional

Alere

Provider: **RBS**

Award: **Cash Management**

Industry: **Healthcare and Insurance**

Solution enables client to manage accounts of entities across ten countries centrally in Singapore, requiring a minimum of manpower on location



Johnson Controls

Provider: **Citi**

Award: **Cash Management**

Industry: **Logistics & Trading**

Commercial cards programme for over 1000 employees, enabling client to negotiate better pricing from travel and entertainment vendors; solution has become model for a client of much larger scale



Disney

Provider: **Deutsche Bank**

Award: **Cash Management**

Industry: **Entertainment**

Cash management implementation completed in nine months covering nine countries in the region, including India – where it was implemented in just three months



Kasikornbank

Provider: **J.P. Morgan**

Award: **Cash Management**

Industry: **Financial**

Cross currency automated clearing house (ACH) solution that bridges 14 different markets and national clearing systems



Atlas Copco

Provider: **J.P. Morgan**

Award: **Trade Finance**

Industry: **Industrial**

Multicurrency, multilanguage supplier finance programme across 19 entities in three countries with various ERP systems



BP Aromatics

Provider: **Standard Chartered**

Award: **Trade Finance**

Industry: **Oil and gas**

World's first automated trade finance transaction via bank payment obligations (BPO)



Electrolux

Provider: **Deutsche Bank**

Award: **Trade Finance**

Industry: **Consumer**

Supplier finance solution allowing client to negotiate extended payment terms with suppliers and achieve net operating working capital improvement



Huawei

Provider: **Deutsche Bank**

Award: **Trade Finance**

Industry: **Telecommunications & Technology**

Receivables financing deal to support client's expanding global sales' efforts



Trafigura

Provider: **Standard Chartered**

Award: **Trade Finance**

Industry: **Commodities**

Secured syndicated borrowing base trade loan facility for expansion of business; structure allows for cross collateralization of assets and relocation of headquarters



Pestech

Provider: **OCBC**

Award: **Working Capital**

Industry: **Industrial**

Contract-based financing structure enabling customer to achieve financing without placing corresponding collateral, in markets with high country risk



Toepfer International (Asia)

Provider: **RBS**

Award: **Working Capital**

Industry: **Commodities**

Solution encompasses L/C facilities, export discounting, payments processing and receivables management, allowing one of the world's leading grain traders to optimize cash cycle



Tangshan Iron & Steel

Provider: **Deutsche Bank**

Award: **Structured Trade Finance**

Industry: **Industrial**

Structured steel pre-payment finance, accelerating client's export sales while obtaining offshore US dollar funding



AirAsia

Award: **ECA-Backed Facility**

Industry: **Airline**

Amount: **US\$600 million structured loan**

Sole arranger and sole lender: **J.P. Morgan**

ECA: **UK Export Finance**



China Communication Construction

Provider: **Standard Chartered**

Award: **Liquidity Management**

Industry: **Construction**

Liquidity management solution for global treasury centre in Hong Kong including notional pooling



Huawei

Provider: **Standard Chartered**

Award: **Liquidity Management**

Industry: **Telecommunications & Technology**

Notional balance aggregation with cross-bank sweeping capability



KrisEnergy

Provider: **RBS**

Award: **Liquidity Management**

Industry: **Oil and gas**

Multicurrency and cross-border electronic liquidity management solution with multibank reporting feature



Regional

Mubadala Petroleum

Provider: **RBS**

Award: **Liquidity Management**

Industry: **Oil and gas**

Liquidity management for client in expansionary mode in Asia, complete with yield-enhancing feature



Kingston Technology

Provider: **Chinatrust**

Award: **E-Banking Implementation**

Industry: **Telecommunications & Technology**

Solution encompasses virtual accounts, cross-border fund deployment, electronic reconciliation and RMB accounts



Posco

Provider: **Bank of America Merrill Lynch**

Award: **Liquidity Management**

Industry: **Industrial**

Solution to reduce interest expenses on overdrafts provided certain regional balance is maintained with bank



Louis Dreyfus

Provider: **Standard Chartered**

Award: **E-Banking Implementation**

Industry: **Commodities**

SWIFTNet integration for payments and reporting of multibanked client



Tata Steel India

Provider: **Citi**

Award: **Liquidity Management**

Industry: **Industrial**

Multibank, multicurrency pooling solution in Singapore with cross-border sweeping capability covering 58 accounts and 12 entities



Fortescue Metals Group

Provider: **Citi**

Award: **Liquidity Management**

Industry: **Commodities**

Treasury solution that rationalized Fortescue's legacy account structure, established notional pooling structure, and introduced commercial card programme



NETS

Provider: **RBS**

Award: **Risk Management**

Industry: **Telecommunications & Technology**

FX solution enabling client to work with online merchants overseas with multicurrency pricing arrangement



Wipro India

Provider: **Citi**

Award: **Cash Management**

Industry: **Information Technology**

Implementation of shared service centre (SSC) to conduct on-behalf-of payments with global reach



BP

Provider: **Standard Chartered**

Award: **E-Banking Implementation**

Industry: **Oil and gas**

Straight-through payment processing and auto-reconciliation for multiple entities

