

press release

Standard Chartered Vietnam wins The Asset Triple A Awards for best sovereign debt and corporate finance services

25 January 2016, Hanoi, Vietnam – Standard Chartered Bank Vietnam has won the **Best Bond Deal, Best Corporate Bond, Best Bond House** and **Deal of the Year** awards by The Asset Triple A Country Awards 2015. The awards recognise the Bank's active and leading role in providing strategic and robust advisory services to both government and clients on debt raising and financing structures.

The **Best Bond Deal** award recognises the Bank's prominent role in helping the Vietnamese Government in its issuance of the 10-year dollar-denominated global bonds in late 2014. With Standard Chartered Bank serving as a lead arranger in this issue, the Government of Vietnam successfully returned to the international capital markets. It was one of the largest orderbooks ever amassed for a single-tranche Asian sovereign issuance, and is a testament to Vietnam's high potential for economic growth and robust investor appetite for the nation's credit given its strong fundamentals, positive economic outlook, and resilience to external factors.

The **Best Corporate Bond** is awarded for the Bank's issuing agent role in Masan Consumer Holdings' first 10-year bond issuance. It was the first bond deal in Vietnam guaranteed by Asian Development Bank trust fund CGIF, whose goal is to facilitate the growth of local capital markets in the ASEAN+3 (China, Japan, South Korea) region. At an issue size of VND 2,100 billion (approximately USD100 million), this marked the largest-ever syndicated bond deal done by a Vietnamese company. The 8% fixed rate coupon was also the lowest coupon to be attributed to a 10-year deal in the VND bond markets.

The **Deal of the Year** award recognises the Bank's financial advisory role to Kinh Do Corporation in the acquisition of their snack business by Mondelez International. This was one of the most significant transactions of the FMCG sector in Asia and the largest transaction in Vietnam's food and beverage sector. The transaction heralded a new era for Kinh Do's home-grown Vietnamese brands as they became part of the global portfolio of Mondelez International, one of the world's largest and most respected snack companies. The deal also highlighted Vietnam as a key destination for significant foreign investments.

Winning the **Best Bond House** award is a recognition of the Bank's ability to bring deals into the market amid difficult conditions, as it was able to tap pockets of liquidity across different investor bases, and had executed several significant transactions.

Nirukt Sapru, Chief Executive Officer of Standard Chartered Bank Vietnam, said, "We are honoured to receive these awards which are a significant recognition of our ability to deliver effective solutions and high quality services for both the public sector and private sector in Vietnam. We would like to thank the Government of Vietnam and our regulators for their valuable support and for providing us the opportunity to help the country to develop its capital markets. We also would like to thank our clients for their trust in us and for partnering with us. We are committed to providing comprehensive and tailor made solutions to help businesses in Vietnam achieve their business aspirations."

The Asset Triple A Awards are industry excellence awards given out every year to institutions that outperform in providing best-in-class treasury, risk management and working capital solutions to their customers.

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Notes to Editors

Standard Chartered Bank (Vietnam) Limited

In Vietnam, Standard Chartered's history can be traced back to 1904 when the Bank opened its first branch in Saigon (now is Ho Chi Minh City). We believe in the long term prospect of Vietnam and are fully committed to the Vietnamese market and our clients and customers since coming back to the country in 1990.

On August 1, 2009, we commenced operations in our locally incorporated entity – Standard Chartered Bank (Vietnam) Limited, an important milestone of Standard Chartered's development in Vietnam. The bank currently has more than 850 employees and three branches (two in Hanoi and one in HCMC). The Head Office is based in Hanoi.

We bring our international expertise and experience in Asia, Africa and the Middle East to Vietnam, building a broad business that helps to develop the Vietnamese financial service sector as well as helping clients to develop their businesses. Standard Chartered has acted as the sole Sovereign Credit Ratings Advisor to the Vietnamese Government since March 2012.

The Bank provides a full suite of banking products and services for corporates, financial institutions as well as small and medium enterprises and individuals. We also play an active role in building the communities through many programs that promote social and economic development focusing on health, youth and financial education.

For more information, please visit: www.sc.com/vn and www.facebook.com/standardcharteredVN

Standard Chartered

We are a leading international banking group, with around 86,000 employees and a 150-year history in some of the world's most dynamic markets. We bank the people and companies driving investment, trade and the creation of wealth across Asia, Africa and the Middle East, where we earn around 90 per cent of our income and profits. Our heritage and values are expressed in our brand promise, Here for good.

Standard Chartered PLC is listed on the London and Hong Kong Stock Exchanges as well as the Bombay and National Stock Exchanges in India.

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