

# press release

FOR IMMEDIATE RELEASE

## **Standard Chartered Named Commodity/ Energy Derivatives House of the Year**

*Industry awards recognition for Bank's unrivalled  
progress within two years of inception*

17 November 2008, Shanghai – Standard Chartered Bank's remarkable progress since entering the commodities business two years ago has been recognised by Asia Risk magazine which recently named the Bank - Commodity/Energy Derivatives House of the year.

Standard Chartered out-performed more established competition in Asia to take the top honours by demonstrating a strong and growing onshore presence in Asia. Leveraging off its widespread Asian corporate client base and strong brand name in the region to provide education, in terms of best-practice risk management techniques, proved vital in the Bank's win.

Chris Jeffery, Editor of Asia Risk magazine said, "Standard Chartered has much improved its commodity derivatives pricing and structuring capabilities, particularly on the crude oil and refined products side. All this while some established rivals pulled back."

Standard Chartered was a clear winner in markets such as Sri Lanka, Pakistan and Bangladesh. The Bank's role as the counterparty in the first crude oil derivatives hedge in Sri Lanka, first oil commodity swap done in Pakistan and Bangladesh's first commodity derivatives deal reinforced the Bank's experience and expertise in its footprint. The Bank's onshore presence in China and Thailand was also acknowledged as major benefit to its clients.

Commenting on the win, Lenny Feder, Group Head of Financial Markets, Standard Chartered Bank said, "We are honoured with this recognition as it draws attention to our capabilities in building an award-winning business within a relatively short period. This is a true indication of our leadership position and longstanding relationship with our clients in our key markets. The award also pays tribute to our people who have stayed resilient and seized the opportunities to ensure we emerge even stronger against the current backdrop of uncertainty."

Vincent Van Pelt, Global Head of Equity Derivatives and Commodities said, "We are extremely pleased with this win and what it means for the future of the commodities business at Standard Chartered. Our commitment as well as the passion and promise that our teams bring to clients as the right partner have not gone unnoticed.

We will stay disciplined in sticking to our client-led strategy. Our momentum will be underpinned by our strategic focus on Asia, Africa and the Middle East.”

Asia Risk is a publication dedicated to the business of financial risk management and the derivatives markets in the Asia-Pacific region. It was launched in 1995, and has since become a risk management information resource for finance professionals who operate or have an active interest in the Asia-Pacific region ([www.asiarisk.com.hk](http://www.asiarisk.com.hk)).

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**Note to editors:**

**Standard Chartered – Leading the way in Asia, Africa and the Middle East**

Standard Chartered PLC, listed on both London and Hong Kong stock exchanges, ranks among the top 25 companies in the FTSE-100 by market capitalisation. The London-headquartered Group has operated for over 150 years in some of the world’s most dynamic markets, leading the way in Asia, Africa and the Middle East. Its income and profits have more than doubled over the last five years primarily as a result of organic growth and supplemented by acquisitions.

Standard Chartered aspires to be the best international bank for its customers across its markets. The Bank derives more than 90 per cent of its operating income and profits from Asia, Africa and the Middle East, generated from its Wholesale and Consumer Banking businesses. The Group has around 1,750 branches and outlets located in over 70 countries. The extraordinary growth of its markets and businesses creates exciting and challenging international career opportunities.

Leading by example to be the right partner for its stakeholders, the Group is committed to building a sustainable business over the long term and is trusted worldwide for upholding high standards of corporate governance, social responsibility, environmental protection and employee diversity. It employs 75,000 people, nearly half of whom are women. The Group’s employees are of 115 nationalities, of which 60 are represented among senior management.

In China, the Bank set up its first branch in Shanghai in 1858, and has remained in operation throughout the past 150 years. Standard Chartered Bank (China) Limited is one of the first foreign banks to locally incorporate in China in April 2007. This demonstrates the Bank’s commitment to the China market, and its leading position as a foreign bank in the banking industry.

Standard Chartered China has one of the largest foreign bank networks – with 15 branches, 33 sub-branches and 1 representative office in China (*Approval for the Dalian representative office to upgrade to a branch has been granted and preparation is in progress*). In 2008, Standard Chartered China clinched the Asian Banker’s Best Foreign Retail Bank in China Award. In 2007, Standard

Chartered China won the “Top 10 Financial Institution Award” and the “Best SME Services Award” by China CFO World, together with the “China’s Best Corporate Citizenship Award” by 21st Century Business Herald.

For more information on Standard Chartered, please log on [www.standardchartered.com](http://www.standardchartered.com)

### **About Financial Markets**

Financial Markets at Standard Chartered is a globally integrated business spanning Asia, Africa, the Middle East, the UK and US. Financial Markets includes trading functions such as equities, commodities, fixed income trading (rates, foreign exchange and credit) an integrated sales platform, our capital markets business and structured products. Our capital markets business, comprising Fixed Income, Asset Securitisation and Loan Syndications, consistently dominates league tables and rankings in markets core to our footprint. We are the market leader in local currency bond issues and rank third in loan syndications in Asia-ex Japan (source: IFR and Thomson Financial league tables). We have a particular competitive advantage in Islamic financing and cross border issuance capabilities. We are first in currency derivatives and third in interest rate derivatives (source: Asia Risk End User Survey 2008). We are a major participant in the global rates and FX markets, actively trading in over 100 onshore and offshore currencies. We are a market leader in the provision of emerging markets liquidity and have pioneered the development of new FX Options markets and products.