

press release

Standard Chartered drives Masan's bond issue success

9 December 2014, Hanoi, Vietnam – Standard Chartered has successfully acted as Masan Consumer Holdings' Issuing Agent in the Vietnamese company's first 10-year, VND2,100 billion bond issue (approximately USD100 million).

"We would like to congratulate Masan and are delighted to have acted as Issuing Agent in this landmark deal. The 8 per cent fixed coupon rate for the issue is the lowest to be attributed to a 10-year deal in the Vietnamese private-sector corporate bond markets. Masan Consumer Holdings is the main vehicle for consumption-focused businesses of Masan Group, one of Vietnam's largest private sector business groups and one of Standard Chartered's key clients for the region. Our tailor-made approach in advising on corporate bond issues enabled Masan to reach all of its goal in terms of size, tenor and pricing," said Mr. Nirukt Sapru, Chief Executive Officer, Standard Chartered Vietnam.

The bonds are guaranteed by the Credit Guarantee and Investment Facility (CGIF), a trust fund of the Asian Development Bank, whose investors include the governments of the ASEAN countries and Japan, South Korea and China. Standard Chartered's role in the transaction has contributed to the success of the issue – the first of its kind in Vietnam. The transaction cements Standard Chartered's leading position in Vietnam, and it was recently named the "Best Foreign Bank Vietnam 2014" by the Global Banking and Finance Review, an independent news authority within the banking and finance industry.

This accolade was also attributable to Standard Chartered's high-profile role as sole Sovereign Credit Ratings Advisor to the Vietnamese Government. In this capacity, the Bank remains committed to enhancing the government's engagement with the rating agencies and global investors alike. Standard Chartered successfully helped the Government of Vietnam in its November 2014 offering of new USD1 billion 10-year dollar-denominated global bonds. Standard Chartered served as a Joint Bookrunner in this issue. When it comes to indirect investment, the Bank's private equity arm SCPE has started to take significant steps in the Vietnamese market with two major investments into two leading local companies in food and beverage and agriculture to help drive their growth and profits.

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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 Ho Chi Minh City).

Following the official approval from the State Bank of Vietnam, effective 1 August 2009, Standard Chartered commenced operations in its locally incorporated entity – Standard Chartered Bank (Vietnam) Limited. Local Incorporation was an important milestone in Standard Chartered's development in Vietnam.

Standard Chartered now has three branches and employs over 850 staff. The Bank provides a full of suite banking products and services for corporates, financial institutions, small and medium enterprises and individuals.

Standard Chartered brings its international expertise and experience in other growing markets to Vietnam, where it actively contributes to the development of the banking and finance sector in the country. The Bank also plays an active role in the Vietnamese community and has demonstrated this through many social and charitable activities.

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

Standard Chartered

We are a leading international banking group, with more than 90,000 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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