

press release

Standard Chartered & VCCI join hands to spur SMEs' development

Ho Chi Minh City, 22 November 2016 - Standard Chartered Bank (Vietnam) Limited in cooperation with Vietnam Chamber of Commerce and Industry (VCCI) today organised the workshop "Access to Finance and Digital Solutions for Small- and Medium-sized Enterprises" in Ho Chi Minh City, bringing together over 200 businesses operating in different industries such as manufacturing, IT, trading and services.

The workshop discussed the key topics of interest for small- and medium-sized enterprises (SMEs), including the government's support for SMEs, the best international practices to improve SMEs' capabilities and the innovative financial and digital solutions that can help SMEs enhance their business competitiveness and operations. They were presented by key speakers from VCCI, Microsoft Vietnam and Standard Chartered.

Vo Tan Thanh, Vice Chair of VCCI said: "SME sector is the back-bone of Vietnam's economy; thus, growing the sector strongly and sustainably is crucial to the country's development in the long-run. We are pleased to partner with Standard Chartered, one of the most prestigious banks in the world, to organise this workshop, whereby providing SMEs with useful knowledge and experience to secure and accelerate their success. This is particularly important in the current context of Vietnam's increasing integration into the regional and global economies."

Nirukt Sapru, CEO of Standard Chartered Vietnam and ASA Cluster Markets, said: "One of our key business priorities is facilitating the expansion and development of Vietnamese SMEs. The workshop today is a reiteration of our strong commitment to strengthening their capabilities and providing them with the right support they would need to capture more business opportunities and realise their aspirations in both the local and international markets."

Rajeev Chalisgaonkar, Global Head of Business Banking, Standard Chartered, said: "Standard Chartered is deeply committed to the SME segment. We always strive to innovate while strengthening our network and distribution channels to cater to the unique needs of SME's. We believe that our full suite of innovative products and services, combined with our excellent international network and expertise, will support SMEs effectively in achieving their growth ambitions".

According to Rajeev Chalisgaonkar, Standard Chartered Business Banking solutions cover all aspects of SME operations, from working capital management, business expansion and protection, to yield enhancement and cross-border business - all designed to make banking easy for SMEs so that they can focus on the growth of their business.

Vu Minh Tri, General Director of Microsoft Vietnam, said: "Microsoft's long-term commitment is to empower every individuals, businesses and organizations to be more creative so can achieve more, thus at the same time, accelerating their support for Vietnam's economic development. During our 20 year journey with Vietnam, Microsoft and our local partners network, through the

enhancement program in digital transformation, have successfully helped many SMEs increase their competitiveness and make full use of the growth potentials that the market offers”.

The workshop is part of a series of programs that Standard Chartered has been deploying to support Vietnam’s SME sector. Most recently, the Bank launched a VND330 billion preferential credit package dedicated to facilitating the expansion and development of small- and medium-sized enterprises (SMEs) in Ho Chi Minh City. The package is to support the “Banks - Businesses Connection program in Ho Chi Minh City”, organised by Ho Chi Minh City Branch of the State Bank of Vietnam and the Ho Chi Minh City Department of Industry and Trade. Standard Chartered Vietnam is the first foreign bank to join this program.

Standard Chartered is a leading international bank in Vietnam, which has been recognised as “Best Foreign Bank in Vietnam” for three consecutive years by many prestigious organisations, including Global Banking & Finance Review in 2014 & 2015, and Global Business Outlook in 2016.

--- ENDS ---

For further information please contact:

Ms. Trinh Nhu Quynh

Head of Corporate Affairs

Standard Chartered Bank (Vietnam) Ltd.

Level 18, Building 72, Keangnam Hanoi Landmark Tower, Pham Hung Road,
Me Tri Ward, Nam Tu Liem District Hanoi Vietnam

Phone: +84 4 39368124

Mobile: +84 984396185

Email: quynh.trinh-nhu@sc.com

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 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.

For more information please visit www.sc.com. Explore our insights and comment on our blog, [BeyondBorders](#). Follow Standard Chartered on [Twitter](#), [LinkedIn](#) and [Facebook](#).