

News Release

Maybank Kim Eng Fortifies Institutional Equities Unit

- Appoints new Head of Sales, USA and Co-Head of Sales, HK

June 28, 2012

Maybank Kim Eng has appointed Mr. Francis Seow as Head of Sales for its Asia Equities business in the United States and Mr. Paul Cheung as Co-Head of Sales for Institutional Equities in Hong Kong to further build and enhance its institutional business.

Tengku Dato' Zafrul, Group Chief Executive of Maybank Kim Eng said: "There has been growing interest from US and European investors for Asian investment portfolios. Our regional teams are working together to capitalise on the global move towards Asia as an investment choice as well as to strengthen Maybank Kim Eng's position as a leading financial services provider."

Maybank Kim Eng has expressed ambitions to grow its operations across the globe by building up its institutional broking business.

"Francis' working experience in the US coupled with his intimate knowledge of Asian markets, as well as Paul's mix of market and industry knowledge, make them valuable additions to Maybank Kim Eng. Their appointments will help to ensure we are on track to develop our business in the US and HK and deliver on our aspirations," said Tengku Dato' Zafrul.

Francis was most recently at Keefe, Bruyette & Woods (KBW), where he spent the past two-and-a-half years building the Asia Equities business in the US from ground-up. Prior to KBW, Francis spent 14 years in senior sales roles at JP Morgan, CLSA and Deutsche Bank in New York and Singapore. Francis graduated from the University of British Columbia and is a CFA charterholder.

Paul started his career as a research analyst at UBS (formerly known as S.G. Warburg), covering Regional Equity Strategy, Non-Bank Financials and Conglomerates. He was ranked by Asiamoney as the 3rd Best Analyst for his coverage of Regional Non-Bank Financials, and was rated by Institutional Investor as Runner-up in covering Asian Conglomerates. Paul transitioned to Equity Sales when he joined Deutsche Bank on the Hedge Fund Sales desk, and moved to Samsung Securities Asia as Co-Head of Sales to help build up Samsung's HK/China equity franchise from scratch.

Mr. Seow is based in New York and reports to Mr. Goh Keat Jin, Regional Head, Institutional Equities based in Singapore.

Mr. Cheung reports to Mr. Goh and Ms. Angela Yau, Chief Executive Officer of Maybank Kim Eng's Hong Kong operations.

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About Maybank

The Maybank Group is Malaysia's regional financial services leader with an international network of over 2,200 offices in 18 countries namely Malaysia, Singapore, Indonesia, Philippines, Brunei Darussalam, Vietnam, Cambodia, Thailand, Myanmar, Papua New Guinea, Hong Kong SAR, People's Republic of China, Bahrain, Uzbekistan, Pakistan, India, Saudi Arabia, Great Britain and the United States of America. The Group offers an extensive range of products and services, which includes commercial banking, investment banking, Islamic banking, stock broking, insurance and takaful and asset management. It has over 45,000 employees serving more than 22 million customers worldwide.

About Maybank Kim Eng

The Maybank Kim Eng group of companies comprises securities and investment banking businesses stretching around the globe with offices in Malaysia, Singapore, Hong Kong, Thailand, Indonesia, Philippines, India, Vietnam, Saudi Arabia, Great Britain and the United States of America. Maybank Kim Eng has been in Asia for 39 years and provides services in corporate finance, investment banking, debt markets, equity capital markets, derivatives, retail and institutional securities broking and research.

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