

## **MAYBANK INVESTMENT BANK CELEBRATES 40 YEARS OF SUCCESS WITH NEW BRANCH AND PRODUCT LAUNCHES**

- Officially opened its new branch at Mutiara Damansara, Selangor.
- Powerbroking and M2U mobile apps now available on Android.

Kuala Lumpur, 26 August 2013 - Maybank Investment Bank Berhad (“Maybank Investment Bank”) has launched a series of new initiatives today in conjunction with its 40th anniversary celebrations this year.

Maybank Investment Bank was incorporated on 28 September 1973. In 2011, the strategic acquisition of Kim Eng Holdings Limited (“Kim Eng”) by Maybank IB Holdings Sdn Bhd, a wholly-owned subsidiary of Maybank, accelerated the growth of Maybank’s investment banking and equities platform in the region. Maybank Investment Bank’s regional presence is known today as Maybank Kim Eng, with offices in Singapore, Hong Kong, Thailand, Indonesia, Philippines, India, Vietnam, Great Britain, the United States of America and also in the Middle East through its investment in Anfaal Capital.

Tengku Dato’ Zafrul, Chief Executive Officer of Maybank Investment Bank, said: “Turning 40 is monumental and what makes this special occasion extra meaningful is that it also coincides with the successful completion of the integration as one of our significant milestones. I’m proud to say we have built a solid foundation and are well on track to achieve our vision of becoming a regional financial powerhouse by 2015. We will continue to build on our success so as to achieve even more over the next 40 years. Moving forward, our strategic focus will still be on Asia as I believe the region will continue to lead the world in its future economic growth. After all, we have our roots in Asia and we remain firmly committed to this region.”

Maybank Investment Bank has come a long way, growing from its original base in Malaysia with only 12 employees to a global presence spanning 11 countries worldwide with staff strength of nearly 4,000 today. An affirmation of its strong commitment to innovation and value creation, the company has received many international and local awards and accolades for its achievements, notably over the past two years:

- Coming in first and second on the Malaysia Bloomberg Mergers & Acquisitions (M&A) and Equity & Rights Offerings league tables respectively.
- Ranked among the top six in terms of market share in equities business in Malaysia, Singapore, Indonesia, Vietnam and the Philippines. In Thailand, it came out tops for the past 11 years.
- Received the Industry Recognition Award 2012 from Rating Agency Malaysia for its instrumental contribution to the development of the Malaysian debt capital market.
- Its offices in the region were named Best Retail Broker in the Philippines, Thailand and Vietnam and the Best Institutional Broker in the Philippines and Thailand in 2013 by Alpha Southeast Asia.
- Awarded “Best Islamic Equity” for its role as joint bookrunner for the IHH Healthcare US\$2.2billion IPO, “Best Local Currency Sukuk” for its role as one of the joint lead arrangers, joint lead managers and joint bookrunners for the Danainfra Nasional RM2.4 billion sukuk and “Highly Commended - Best Islamic Equity” for the Felda Global Ventures US\$3.3 billion IPO where Maybank Investment Bank was among the joint principal advisers, joint global coordinators and joint bookrunners by The Asset Magazine in 2013.

The rising affluence in the fast growing Asian economies has led to an expanding middle class with increased disposable income for investment. In recognising this, Maybank Investment Bank, as the stockbroker with the largest regional footprint, has been tapping into these growth drivers by expanding its customer touchpoints and developing innovative trading solutions for retail investors across the region.

## Opening of New Branch at Mutiara Damansara

To commemorate its 40-year milestone, Maybank Investment Bank today officially opened its new branch at Mutiara Damansara, Selangor. This latest addition will expand its branch distribution network to a total of five across Malaysia, with the other four branches situated in Kuala Lumpur, Ipoh, Klang and Seremban and another branch targeted to be launched by the end of the year in Penang. Maybank Investment Bank now has a total customer touchpoints of 76 across Malaysia, comprising five investment banking branches, 11 equities investment centres and 60 kiosk-style touchpoints at Maybank branch premises.

Strategically located at Level 1 of Wisma Bentley at 3 Jalan PJU 7/2, the new 22,000 square-foot branch is easily accessible via major highways and its proximity to the Curve shopping mall provides customers with the added convenience. It will deliver a holistic suite of stockbroking products and services including securities broking, margin financing, Islamic equities, exchange traded funds, structured warrants and many others. Maybank Investment Bank will also be hosting investor education workshops and market outlook seminars at this new branch to empower new and existing clients with the knowledge to trade and invest. It has been conducting regular investor education sessions across the country from East to West Malaysia to provide retail investors with the opportunity to hear and gain insights from its product specialists, retail research analysts and investment mentors. More are in the pipeline as Maybank Investment Bank plans to ramp it up to over 30 sessions per month across Malaysia.

Speaking at the branch opening, Tengku Dato' Zafrul said: "The opening of this new branch is a demonstration of our commitment to deepen our presence and grow our market share in Malaysia. We have chosen to locate it right at the heart of Mutiara Damansara to cater to our fast growing retail business in the area and to accommodate our clients' busy lifestyles by bringing our services closer to those who live, work and play around the vicinity. Host to a broad mix of residential and commercial spaces, there is also a population build-up that we can tap on here."

## **Powerbroking and M2U Mobile Apps Now Available on Android**

As part of ongoing efforts to strengthen and deliver on its value proposition of enabling customers to trade on the move, the company also announced today the release of its Powerbroking and M2U mobile apps for Android-based devices.

Building upon the success of its Powerbroking and M2U mobile apps for iPhone and iPad, which has seen a healthy increase in downloads since its launch in 2012, the new apps for Android were designed in recognising the growing popularity of Android applications in the local smartphone market, shared Tengku Dato' Zafrul.

As with the iPhone and iPad version, users of the new Android apps will similarly be able to enjoy the full benefits of Powerbroking and M2U such as accessing real time market data, analysing stock price trends via historical charting feature, managing their open or pending orders, viewing outstanding positions of their accounts and many more. The Powerbroking and M2U mobile apps for Android are available for download, free of charge, from the Google Play Store.

## **Giving Back to the Community**

In celebration of its 40th anniversary, Maybank Investment Bank also launched a first-in-market "Trade and Waqf" promotion to present clients with the opportunity to raise funds for charity while trading in Shariah-compliant shares via their H.O.T broking accounts. From now until 31 October 2013, Maybank Investment Bank will contribute 5% from its gross brokerage income from clients who meet the minimum threshold of RM75 during the campaign period. The donations will be channelled to Perbadanan Wakaf Selangor in the form of cash Waqf to support charitable causes such as social welfare, education, healthcare, public amenities and shelter/lodging. Eligible clients will also enjoy tax exemptions on their donations made through Maybank Investment Bank.

Tengku Dato' Zafrul added: "I would like to take this opportunity to thank our clients for their continuing support without which we would not enjoy the success we have today. We will continue in our drive to expand our range of product offerings, to bring to our clients more innovative and value-added services that

will help them in taking advantage of market opportunities. We also owe our success to the communities where we operate and that is why we want to mark this important milestone by giving back to the broader society.”

The anniversary celebrations will culminate with a gala dinner on Tuesday, 8 Oct 2013 at the Mandarin Oriental, Kuala Lumpur with key clients and business partners of Maybank Kim Eng Group.

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## About Maybank

- Over 2,200 offices in 20 countries
- 47,000 employees serving over 22 million customers
- Market capitalisation of RM 77 billion
- Total assets of RM495 billion
- Net Profit of RM5.74 billion for FY2012

Maybank is Southeast Asia's fourth largest bank by assets. It is listed and headquartered in Kuala Lumpur and is Malaysia's largest company by market capitalisation.

The Maybank Group has a global network of over 2,200 offices in 20 countries including in all 10 ASEAN countries. The Group commenced commercial banking operations in Malaysia in 1960 and today operates from its key home markets of Malaysia, Singapore and Indonesia as well as across the Asia-Pacific region and major international financial centres. These include the Philippines, Brunei Darussalam, Cambodia, Vietnam, Laos, Thailand, Myanmar, China, Hong Kong, Papua New Guinea, Pakistan, India, Uzbekistan, Saudi Arabia, Bahrain, United Kingdom and United States of America.

Having over 50 years of experience and an early presence in global banking markets, the Maybank Group offers businesses and investors the ability to tap into its resources and network to meet their financial needs. Its range of services includes corporate and consumer banking, investment banking, insurance & takaful, asset management, Islamic banking, offshore banking, stock broking, venture capital financing and much more.

Over the years, Maybank has consistently leveraged on technology for innovation in products and services, as well as to enhance efficiency and build a competitive edge in the region. A host of awards from various regional and international organizations bear testimony to the Group's commitment to excellence. Today, Maybank is not only Malaysia's Most Valuable Brand but is also ranked first among Malaysian banks and among the top 200 global banks by The Banker magazine of UK, and is also the leading Malaysian company in the FORBES Global 2000 List.

Maybank's founding fathers envisioned that the Bank would be a prime catalyst for economic and social development wherever it served. That basic philosophy has never changed and lives on today in its mission to humanise financial services across Asia. This is demonstrated through the Group's commitment to providing the people with access to financial services at fair terms and pricing, advising them based on their needs and always being at the heart of the community.

Through the Maybank Foundation - its vehicle for regional corporate responsibility initiatives - Maybank is today also playing an active role in shaping the future for many of Asia's needy communities. With support from its 47,000 employees who contribute through an active volunteerism programme, the impact is helping society's efforts to create a sustainable and better tomorrow for all.

[www.maybank.com](http://www.maybank.com)

#### **About Maybank Investment Bank Berhad**

Maybank Investment Bank Berhad (“Maybank IB”), incorporated under the name of Asian & Euro-American Merchant Bankers Malaysia in 1973, was formed to undertake the full range of investment banking services. Maybank IB has one of the most extensive dealing networks in the country, supported by one of the best research houses. It has vast experience in undertaking large Initial Public Offerings of both domestic and international firms, executing primary/private placements and share buybacks, and advising on mergers & acquisitions. On the debt financing front, Maybank IB has a proven track record in advising and arranging both Islamic and conventional bond issuance. It also offers financial advisory services, specialising in energy, infrastructure and utilities sectors, as well as policy and strategy advisory services for both public and private sectors. Building up its capability in both equity and commodity solutions, Maybank IB also offers over-the-counter structured products and investment products on exchanges, and futures broking for institutional, corporate and retail investors. It has won numerous prestigious awards such as The Asset Triple A's Best M&A House in Malaysia 2012 and Best Brokerage House Malaysia 2012, and has emerged in top two positions on the Malaysia Bloomberg Mergers & Acquisitions (M&A), Debt Market - Malaysia Domestic Bonds and Equity & Rights Offerings league tables.

#### **About Maybank Kim Eng**

The Maybank Kim Eng group of companies comprises 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 40 years and provides services in corporate finance, debt markets, equity capital markets, derivatives, retail and institutional securities broking and research. A leader in many of the Asian markets that it operates in, Maybank Kim Eng has won numerous prestigious awards in the markets that it serves.

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