

## News Release

### **Maybank Investment Bank Opens Branch In Penang And Launches New Stockbroking Offering**

*Maybank Investment Bank continues to expand and innovate*

Georgetown, Penang, 8 May 2014 - Maybank Investment Bank (Maybank IB) today held a grand opening of its new branch in Penang; its first in the northern region and concurrently launched a new stockbroking offering called Market Insight.

The expansion of distribution network and product suite is in line with Maybank Kim Eng Group's continuous effort to grow its brokerage franchise in ASEAN.

The branch in Penang, which is strategically located in Menara KWSP on Jalan Sultan Ahmad Shah, will cater to the Penang, Kedah and Perlis markets. With branches already in place in Kuala Lumpur, Ipoh, Klang, Selangor and Seremban, this latest addition, the sixth in Malaysia, will expand Maybank IB's business and further widen the retail equities trading touchpoints to 95 in Malaysia. Globally, Maybank Kim Eng Group has presence in 10 countries, with a total of 179 touchpoints and combined sales force of 2108.

"We see great potential in the northern market; Penang has the 2<sup>nd</sup> highest GDP per capita in Peninsular Malaysia. Maybank IB will be able to leverage Maybank group's established presence in this region to grow its market share," said Ami Moris, Regional Head of Equities for Maybank Kim Eng.

The opening of the Penang branch will connect Maybank IB's clients in the northern region to its extensive regional financial network and product suite. The branch offers stockbroking products and services for both the domestic and regional markets.

"Our clients in the northern region will be able to trade regionally beyond the 10 countries which we have a presence in, including Hong Kong, Singapore, Canada, Australia, UK and US," added Ami Moris.

During the grand opening, Maybank IB also unveiled its latest stockbroking offering - Market Insight, the newest feature on its Powerbroking trading app. This latest innovation greatly enhances the trading app by providing access to professional insights, trading ideas, data and real-time market intelligence for Hong Kong, Singapore and Malaysia markets.

Market Insight was designed specifically for retail investors. Among the notable features are the consensus data on a particular stock (where Maybank IB clients can compare Maybank's research recommendations against the consensus view) and the segmentation of stock selections into portfolios to cater for different investor risk profiles. Coupled with real-time market intelligence, Maybank IB offers its clients a holistic view of what markets are doing, in one convenient platform. Market Insight is currently available to Android users and the iOS version is targeted for launch by third quarter of 2014.

“Maybank IB believes in innovation and we will continue to invest in this space so that our clients can access market information with speed and reliability. With Market Insight, we are empowering our retail clients so that they can make informed investment decisions.” said Ami Moris.

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## 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, which is the Malaysian investment banking operation of the Maybank Kim Eng Group, 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, wholly owned by Maybank Group, 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 over 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. In 2013, it was awarded the Best Brokerage House award for Malaysia, Singapore, Thailand and Indonesia from The Asset, and also Alpha Southeast Asia's best Institutional Broker for Philippines and Thailand, and best Retail Broker for Philippines, Thailand and Vietnam. It was also ranked 1<sup>st</sup> in the Dealogic tables for Deal Value in IB&A and ranked 1<sup>st</sup> in M&A in ASEAN.

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