



Cathay Securities Corporation

## MAYBANK KIM ENG AND CATHAY SECURITIES INK ALLIANCE TO EXPAND EQUITIES FOOTPRINT

**Taipei, 3 December 2014** - Maybank Kim Eng Group and Cathay Securities Corporation signed a Memorandum of Understanding today to formalise their collaboration in equity brokerage.

The partnership will expand Maybank Kim Eng's and Cathay Securities' equity brokerage footprints and provide their clients access to new markets. Cathay Securities will be able to tap on Maybank Kim Eng's strong network across ASEAN, namely Malaysia, Singapore, Indonesia, Philippines, Thailand and Vietnam. Maybank Kim Eng, on the other hand, will be leveraging Cathay Securities' presence in Taiwan.

Speaking at the signing ceremony held in the Le Meridien Taipei, Chief Executive Officer of Maybank Kim Eng John Chong said, "We are truly honoured to be collaborating with Cathay Securities; this synergistic partnership will further strengthen Maybank Kim Eng's equity franchise by widening our reach and allowing us to offer our global clients access into key equity markets in Asia Pacific. As ASEAN's biggest equity franchise, Maybank Kim Eng is in a strong position to catalyse investment flows into ASEAN at a time when Taiwan investors are looking for ASEAN growth opportunities. Our clients, especially our ASEAN based clients, will also benefit from the good investment opportunities in the Taiwan market. "

Chairman of Cathay Securities Corporation Stanley Chu said, "We are very excited about this collaboration as it will give Cathay Securities a link to ASEAN and more importantly, to six new markets. This enables us to serve our clients better by giving them a wider and more diversified range of investment opportunities. I also expect both companies to be able to learn from each other's business experience and continue to deepen business linkages, from institutional brokerage to shares underwriting and international securities business."

The initial collaboration will include Maybank Kim Eng's sales and research team marketing TWSE-listed securities to Maybank Kim Eng's clients and vice versa, and sharing research resources on securities and futures.

John Chong added, "This partnership holds tremendous potential and opens up huge opportunities for both Maybank Kim Eng and Cathay Securities. We will be exploring more avenues to deepen and widen our collaboration with Cathay Securities."



President of Cathay Financial Holdings Chang-Ken Lee said, “The rise of ASEAN economies have created tremendous business opportunities in the Southeast Asian markets, in which Cathay Financial Holdings has strategically developed its business and branches to establish a cross-broader financial service platform connecting Greater China and Southeast Asia. We believe this partnership does not only reinforce the institutional brokerage and international securities business for both companies, it holds a greater potential which will continue to impact the companies’ outlook positively. Cathay Securities and Maybank Kim Eng have a very good fit; we share common goals and will work together towards a common interest for mutual benefits.”

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

The Maybank Kim Eng group of companies comprises an integrated investment banking and equities franchise 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 more than 40 years and provides services in corporate finance, debt markets, equity capital markets, derivatives, retail and institutional securities broking and research. Maybank Kim Eng also holds the distinction of being ASEAN’s largest brokerage franchise.

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.

Maybank Kim Eng is the fully-owned investment banking arm of Maybank; one of Asia’s leading banking groups and South East Asia’s fourth largest bank by assets. Maybank has been ranked among the World’s Top 20 Strongest Banks by Bloomberg Markets for two consecutive years - 2013 and 2014 - and has an international network of offices in 20 countries serving more than 22 million customers worldwide.

#### **About Cathay Securities Corporation**

Cathay Securities Corporation is a member of Cathay Financial Holdings, which is the biggest financial holding company in Taiwan with about USD200 billion in total assets. Cathay Securities has a paid-in-capital of US\$133 million, 502 employees and an operational network composed of a head office, nine branches, and 24 securities counters across Taiwan. Our businesses cover brokerage, underwriting, proprietary trading, and issuance of financial derivatives.



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