

## News Release

### **Maybank Sees Opportunities in Thailand As Gateway To The Greater Mekong Subregion**

June 15, Bangkok - Maybank, ASEAN's fourth largest bank by assets, said at the Invest ASEAN Thailand conference today, that it views Thailand as a bright spot for investment as it stands to benefit substantially from further growth in the Greater Mekong Subregion (GMS).

John Chong, CEO of the Maybank Kim Eng Group said in his opening speech that recent developments in the GMS including improved cross-border trade, investment and labour mobility have helped boost economic activity. He said, "GMS is growing rapidly. As the frontrunner, Thailand is already seeing its investments bear fruit and this will continue to drive the country's growth."

In 2014, Thailand's combined exports to Cambodia, Laos, Myanmar and Vietnam (CLMV) hit US\$21 billion, translating to a 13.7% annual growth since 2010. Thailand has also been increasing its investment in the region. In 2014, net Thai Foreign Direct Investment (or FDI) into CLMV reached US\$7 billion, an average annual growth of 33% since 2007. And the trend is expected to accelerate. China, India and other countries in the region are also starting to look at the GMS as the next destination for trade and investments. The level of interest has intensified after the opening of Myanmar's economy.

To further unleash the GMS' untold potential, last year, leaders of the economies endorsed another five-year plan worth US\$30 billion to develop the subregion. The bulk of this investment is to improve connectivity and facilitate movement of goods and services. One major project in the subregion is a US\$13 billion railway project to give intra-regional trade a boost by linking economic hubs in ASEAN and the GMS, including Thailand, China, Singapore and Malaysia. This project will bring tangible benefits to Thailand by linking internal hubs within the country and improving gateways to cross-border trade.

John Chong added, "Many Thai companies including some showcased in Invest ASEAN Thailand today, have been in CLMV for some time. The growth in the subregion as well as the population's rising income will augur well for these companies. For ASEAN companies that wish to explore these opportunities, Thailand can serve as a springboard to invest into the GMS."

To uncover investment opportunities in ASEAN, Maybank is holding a series of Invest ASEAN conferences across the region this year. The series kicked off with the Cap 10: ASEAN CEO Summit in Kuala Lumpur in February, followed by Singapore in March, Vietnam in May and today in Thailand.

Invest ASEAN Thailand, themed “Thailand: The Gateway to GMS” was held at the Anantara Siam Hotel in Bangkok. The event attracted about 400 attendees with representatives from 8 countries. A total of 30 corporates from the region (21 from Thailand, 4 from Malaysia, 2 from the Philippines, 1 from Singapore and 2 from Vietnam) with total market capitalisation of US\$108 billion and 50 funds across Asia totaling US\$4.2 trillion in Assets Under Management participated in the conference.

The next Invest ASEAN conferences will be held in the Philippines, Malaysia, and finally in Indonesia. All the conferences will focus on ASEAN opportunities, while tailoring specific investment themes to each country.

### Maybank Kim Eng’s leadership position in Thailand

Maybank Kim Eng, Maybank’s investment banking arm, has been the top stock broking firm in Thailand for the past 13 consecutive years. It has the largest network with 56 branches and over 1,100 staff.

While maintaining its leadership in retail stock broking, Maybank Kim Eng is also tapping its strong relationship with global investors, to build up its institutional equities business. The business is supported by its award-winning research team, which provides comprehensive research for both retail and institutional clients. Collectively, the research team covers stocks from 21 industries in the Stock Exchange of Thailand, and about 80% of the total market capitalisation.

Maybank Kim Eng is also making headway in the derivatives market. Among 46 Thailand Futures Exchange member brokers, it ranked no.6 by derivatives trading volume in 1Q2015 with about 5.5% market share. Maybank Kim Eng targets to improve its ranking to no.3 in the next two years.

On the Investment Banking & Advisory front, Maybank Kim Eng is also fast gaining traction. In 2014, it ranked top in the Dealogic Thailand ECM league table and completed several notable transactions including Thailand’s first ever REIT listing, the US\$488 million IPO of Impact Growth REIT and Kaset Thai International Sugar Corp PCL’s US\$297 million IPO, the third largest Thailand IPO in 2014. This year, it has completed two major transactions thus far; Maybank Kim Eng was the Sole Bookrunner for the Platinum Group’s US\$159 million IPO and co-lead manager of Global Power Synergy Plc’s US\$301 million IPO.

John Chong added, “As a regional investment bank with footprint across ASEAN and key global markets, we are able to provide our clients with both local and regional insights as well as expertise across industries and borders. The values that we bring to Thai corporates are our access to global and regional investors and ability to serve as a multi-way bridge between companies in Thailand, the GMS, ASEAN and beyond.”

Year 2014 was a year of achievement for Maybank Kim Eng as it came up top in the 2014 Dealogic ASEAN League Table for Equity Capital Markets Bookrunners, 2nd in Bloomberg's ASEAN Domestic Bonds league table, 3rd in Bloomberg's ASEAN Loans Bookrunner league table and retained its top 3 position in the Global Sukuk Market. Maybank Kim Eng also maintained its position as ASEAN's largest equities franchise for the second successive year in terms of value traded. In 2015, Maybank Kim Eng was awarded 'Best Broker of Thailand' by Finance Asia, 'Best Retail Broker of Thailand 2015', Best Broker in Southeast Asia and 'Best Equity House of Thailand 2015' by Alpha Southeast Asia.

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#### About Maybank

Maybank is among Asia's leading banking groups and South East Asia's fourth largest bank by assets. It has been ranked among the World's Top 20 Strongest Banks by Bloomberg Markets for two consecutive years - 2013 and 2014. The Maybank Group has an international network of 2,400 offices in 20 countries namely Malaysia, Singapore, Indonesia, Philippines, Brunei Darussalam, Vietnam, Cambodia, Thailand, Papua New Guinea, Hong Kong SAR & People's Republic of China, Bahrain, Uzbekistan, Myanmar, Laos, Pakistan, India, Saudi Arabia, Great Britain and the United States of America. The Group offers an extensive range of products and services, which includes consumer and corporate banking, investment banking, Islamic banking, stock broking, insurance and takaful and asset management. It has over 47,000 employees serving more than 22 million customers worldwide. ([www.maybank.com](http://www.maybank.com))

#### 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 more than 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.

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.

For more information, please contact:  
Saruta Sukonsakun : +66-81-722-8870  
Ann Lim : +603 2059 1526  
E-mail: [corpcomms@maybank-ke.com](mailto:corpcomms@maybank-ke.com)