



October 2009 ASEAN BANKER

To achieve higher growth through cooperation amongst ASEAN banks



39th ASEAN Banking Council Meeting

19th – 20th November 2009, InterContinental Hotel, Phnom Penh

Welcome Message from Chairman of ASEAN Bankers Association, Mr Apisak Tantivorawong



Mr Apisak Tantivorawong

Dear Fellow Bankers

This year, the 39th Asean Banking Council Meeting will be held in Phnom Penh, Cambodia from 19th to 20th November 2009. On behalf of the ASEAN Bankers Association (ABA), I would like to welcome all our dear colleagues and friends in the banking industry to attend this meeting. This is the first time the Association of Banks in Cambodia (ABC) is hosting the Council Meeting.

I am sure the Association of Banks in Cambodia has given a lot of thought and careful planning to prepare for this historic event. I would encourage all of us to give our full support to the Association of Banks in Cambodia to make this yet another fruitful meeting in the history of the ABA.

I believe all members of the ABA will continue to participate actively in the scheduled meetings of the different Permanent Committees, and provide your valuable feedback or comments.

The ABC has already arranged some interesting programmes during the Council Meeting for you and your accompanying guests. There will be a golf tournament and a tour of historic sites. I do hope that all of you will find these programmes thoroughly enjoyable.

I look forward to seeing you at this important event of the year.

Welcome Message from Chairman of Association of Banks in Cambodia, Mr Pung Kheav Se



Mr Pung Kheav Se

It gives me great pleasure to extend a very warm welcome to all the delegates to the 39th ASEAN Banking Council Meeting to be held in Phnom Penh, Cambodia, from 19th to 20th November 2009.

This is the first time that the ASEAN Bankers Association (ABA) is holding its annual Council Meeting in Cambodia and the Association of Banks in Cambodia is honoured to be the host for the 39th Annual ASEAN Banking Council Meeting.

Since becoming a member of ABA, the Association of Banks in Cambodia had hosted and co-organized with ABA several workshops and seminars on banking and investment related subjects both in Phnom Penh and Siem Reap. Our Association also had the honour of co-organizing the First Project Investments and Finance Opportunities in CLMV Conference with ABA to promote investments into CLMV. The Conference had attracted more than 150 participants from the banking and investment communities in ASEAN.

Cambodia has enjoyed political stability and rapid economic growth for the past decade and is now on the investment map of many businessmen. The country has many favourable factors for foreign investors, including large fertile land for agricultural investments, and is home to two UNESCO World Heritage sites, beautiful beaches and rich rain forest reserves for further development of the tourism industry.

Angkor Wat temple in Siem Reap is easily accessible and just forty minutes flight from Phnom Penh. We strongly encourage you to set aside some time to visit Angkor Wat.

We hope that you will also take this opportunity to learn more about Cambodia's developmental potential. We welcome and encourage you and your clients to come and invest in our country.

Lastly, we wish you a fruitful meeting and an enjoyable time during your stay in Phnom Penh, Cambodia.



39th ASEAN Banking Council Meeting 19th – 20th November 2009, InterContinental Hotel, Phnom Penh

PROGRAMME

18TH NOVEMBER 2009 (WEDNESDAY)

Arrival and Check-in

12.00 pm – 08.30 pm Registration, Business Centre (2nd floor)

19TH NOVEMBER 2009 (THURSDAY)

08.00 am – 08.30 am Registration, Grand Ballroom (Lobby level)

08.45 am – 11.00 am Simultaneous Meetings of Permanent Committees:

- Permanent Committee on Co-operation in Finance, Investment & Trade (COFIT)
- Permanent Committee on Education
- Permanent Committee on ASEAN Inter-Regional Relations

11.30 am – 12.30 pm Lunch at Imperial 1

12.30 pm – 05.00 pm Tour of Historical Sites (for Non-Golfers)

Golf Tournament at Royal Phnom Penh Golf Club

07.15 pm onwards Buffet Dinner at Himawari Hotel (Dress code: Smart Casual)

20TH NOVEMBER 2009 (FRIDAY)

39TH ASEAN BANKING COUNCIL MEETING

08.00 am Registration, Grand Ballroom (Lobby level)

08.30 am – 08.40 am Welcome remarks by

Mr Pung Kheav Se, Chairman, Association of Banks in Cambodia

08.40 am – 08.50 am Opening remarks by

Mr Apisak Tantivorawong, Chairman, ASEAN Bankers Association

08.50 am – 09.15 am Keynote address by Guest of Honour

H.E. Dr CHEA Chanto, Governor, National Bank of Cambodia

09.15 am – 09.45 am Photo taking [Heads of Delegation & Guest of Honour] / Coffee break

10.00 am – 11.45 am ASEAN Banking Council Meeting

- Report of the Permanent Committee on Co-operation in Finance, Investment & Trade (COFIT)
- Report of the Permanent Committee on Education
- Report of the Permanent Committee on ASEAN Inter-Regional Relations
- Appointment of new ABA Chairman

12.00 pm – 2.00 pm Lunch at Imperial 1

FROM THE DESK OF THE SECRETARY GENERAL



Mrs Teh-Kwok Chui Lian

The dates for the 39th ASEAN Banking Council Meeting will be 19th to 20th November 2009. The meeting will be held at The InterContinental Hotel, Phnom Penh.

This is the first time the ASEAN Bankers Association (ABA) is holding its meeting in Cambodia and The Association of Banks in Cambodia (ABC) will be hosting the event. We hope to see more support from member banks and expect a big turn-out at the meeting. In current difficult times, it is important to continue to uphold the ASEAN Unity Spirit and make the meeting a successful one.

Going back a little into the history of ABA, ABC joined ABA in May 1999 as its eighth member. Mr Khov Boun Chhay, President of The Cambodia Mekong Bank was instrumental in bringing ABC into the folds of ABA.

ABC was formed in 1994 and currently has nineteen commercial banks, six specialized banks and the Cambodia Microfinance Association (CMA) as its members. Members of ABC have since been actively participating in all ABA's meetings and events. The current Chairman of ABC is Mr Pung Kheav Se, President & CEO of Canadia Bank Plc.

Preparations for this coming meeting are well underway. I am sure all the overseas delegates are looking forward to this meeting as well as catching up with each other in Phnom Penh.

For those who have not been to Cambodia, the country is certainly worth a visit. Cambodia has a wealth of traditional and international festivals. Phnom Penh is a vibrant capital, a bustling city nestling majestically on the banks at the confluence of the two mighty rivers, Mekong and the Tonle Sap. Phnom Penh is a veritable oasis compared to the modernity of other Asian capitals. Also, remember to spend a day or two in Siem Reap where you can truly discover Cambodia's World Wonder, the famous Angkor Wat ruins.

With the banking environment being so affected by the current global liquidity crunch and tight credit markets, the Council through its three permanent committees will hopefully be able to present more ideas for deliberation to further the objectives of this Association.

Hence, I would encourage attendance of member banks and look forward to your support in working together to further the development of the ASEAN finance industry.

See you in Phnom Penh!

CALENDAR OF EVENTS

PROGRAMMES	DATE	VENUE	HOST
Banking Services in Import & Export Activities	28 & 29 Oct 2009	HCMC	Vietnam Banks Association
Operational Risks in Trade Finance & Forfaiting	9 & 10 Nov 2009	Hanoi	Vietnam Banks Association
Professional Human Resource Management	13 – 15 Nov 2009	Vientiane	The Thai Institute of Banking and Finance Association and Lao Bankers' Association
39th ASEAN Banking Council Meeting	19 & 20 Nov 2009	Phnom Penh	The Association of Banks in Cambodia
Liquidity Risk Management	17 & 18 Dec 2009	Phnom Penh	The Association of Banks in Cambodia

Contributions from The Bankers Association of the Philippines

BAP New Board Of Directors

The Bankers Association of the Philippines (BAP) elected a new Board of Directors during its Annual General Membership meeting held on 30 March, 2009. Mr. Aurelio R. Montinola III and Mr. Jesus A. Jacinto, Jr were re-elected President and First Vice-President, respectively. Mr. Montinola is serving his second term as President and Mr. Jacinto is serving his fourth term as Vice President. Other BAP Directors who were elected to officer posts are Mr. Mark P. Watkinson as Vice President, Mr. Justo A. Ortiz as Secretary and Mr. Antonio C. Moncupa, Jr as Treasurer.

The composition of the 15-man BAP Board for the 2009-2010 term is as follows:

1. **ANTONIO S. ABACAN, JR**, *Chairman* - Metropolitan Bank & Trust Company
2. **RICARDO A. BALBIDO, JR**, *President & CEO*, Philippine Veterans Bank
3. **ABRAHAM T. CO**, *President*, Asia United Bank
4. **REYNALDO G. DAVID**, *President & CEO* - Development Bank of the Philippines
5. **CONSUELO D. GARCIA**, *Country Manager/ Managing Director* - ING Bank, N.V.
6. **JESUS A. JACINTO, JR**, *Vice Chairman* - Banco De Oro
7. **MASAKAZU MIZUTANI**, *General Manager* - The Bank of Tokyo-Mitsubishi UFJ, Ltd.
8. **ANTONIO C. MONCUPA, JR**, *President & CEO* - East West Banking Corporation
9. **AURELIO R. MONTINOLA III**, *President & CEO* - Bank of the Philippine Islands
10. **JUSTO A. ORTIZ**, *Chairman and CEO* - Union Bank of the Philippines
11. **ANTONIO H. OZAETA**, *President* - Philippine Trust Company
12. **LORENZO V. TAN**, *President & CEO* - Rizal Commercial Banking Corporation
13. **ALBERTO S. VILLAROSA**, *President & CEO* - Security Bank Corporation
14. **SANJIV VOHRA**, *Country Officer* - Citi
15. **MARK P. WATKINSON**, *President & CEO* - The Hong Kong and Shanghai Bank Corporation

BAP Education Chairman



Mr. Alberto S. Villarosa

Mr. Alberto S. Villarosa has been re-appointed Chairman of the BAP Education Committee. This is his second term as Chairman of the ASEAN Banking Council Permanent Committee on Education. Mr. Villarosa had also served as the ABC Education Committee Chairman in 2004 and 2005.

BAP-PICPA Memorandum of Agreement (MOA)

The Bankers Association of the Philippines (BAP) and the Philippine Institute of Certified Public Accountants (PICPA) signed on Wednesday, 22 April 2009 at the BAP Headquarters the Memorandum of Agreement (MOA) to highlight the collaboration of the two institutions in promoting the use of auditors or accounting professionals who are duly certified by the Bangko Sentral Ng Pilipinas (BSP) and the Securities & Exchange Commission (SEC) to audit the Financial Statements of corporate borrowers of banks.

The Accord is premised on Circular 439 as amended, issued by the BSP which require that in rating corporate borrowers with total assets of more than P15Million, only audited financial statements prepared by auditors accredited by the SEC, or BSP, or Insurance Commission shall be acceptable. The MOA likewise, underscores the need for the Audited Financial Statements to be a very credible basis for credit extension, amongst other requirements. To attain this objective, PICPA will ensure that all accounting professionals within its membership are suitably trained in global accounting standards and procedures.



Signing the MOA are (seated from left to right) Mr. Francisco Gonzalez, PICPA Executive Director; Mr. Francisco Tacandong, PICPA President; Mr. Omar Byron Mier, BAP Risk Management Committee Chairman; and Mr. Alexander Patricio, Credit Risk Subcommittee Chairman

CAMBODIA

MAYBANK OPENED ITS 4TH BRANCH IN CAMBODIA

Maybank opened its fourth branch in Siem Reap, Cambodia, adding to its international network of over 400 offices in 13 countries. In addition, it has 384 branches in Malaysia as well as associates in Pakistan (the MCB Bank) and Vietnam (AN Binh Bank).

Maybank's Head of International, Mr Abdul Farid Alias, commented that the opening of the branch in Siem Reap is part of the Bank's strategy to tap the growth potential of the region as well as to support the development of the business and tourism sectors there. The Siem Reap branch will offer full banking facilities and services including deposits, mortgage financing, remittance services as well as foreign services.

MALAYSIA

ABM NEW CHAIRMAN



Dato' Sri Abdul Wahid Omar

ABM is pleased to announce that Dato' Sri Abdul Wahid Omar, President and CEO of Malayan Banking Berhad has been appointed as Chairman of The Association of Banks in Malaysia for the term 2009-2010 with effect from 27 May 2009.

MYANMAR

MYANMAR INSTITUTE OF BANKING HOLDS GRADUATION CEREMONY

Myanmar Institute of Banking (MIB) has been conducting joint training programmes with the Yangon Institute of Economics to award diplomas in Banking since 2007. The first graduation ceremony for forty five diploma holders took place on 8 March 2009 at the eighty seven years old Yangon University (YU) convocation hall, the oldest convocation hall in Myanmar.

The second batch of fifty eight students from Yangon as well as the first batch of thirty eight students from Mandalay just completed their diploma in Banking on 25 September 2009.

The third and second batch of students in Yangon and Mandalay respectively will commence their diploma course on 12 October 2009.



SINGAPORE

NEW CHAIRMAN OF ABS FOR 2009- 2010



Mr Wee Ee Cheong

At The Association of Banks in Singapore Annual Council Meeting on 26 June 2009, UOB Bank was elected the new Chairman Bank of the Association, represented by Mr Wee Ee Cheong, Deputy Chairman and Chief Executive Officer, UOB Bank. The Vice Chairman Banks and Council Members are as follows :

Chairman	United Overseas Bank Ltd
Vice Chairman	OCBC Bank
Vice-Chairman	Standard Chartered Bank
Council Members	ABN AMRO Bank NV
	Australia & New Zealand Banking Group Ltd
	Bank of America NA
	BNP Paribas
	Barclays Bank Plc
	Citibank Singapore Ltd
	Credit Suisse
	DBS Bank Ltd
	Deutsche Bank AG
	HSBC
	Maybank
	State Bank of India
	The Bank of Tokyo-Mitsubishi UFJ Ltd, S'pore Branch
	VTB Capital Plc, S'pore Branch

NEW CEO OF DBS

After a five month search, DBS Bank has named Mr Piyush Gupta as its new Chief Executive Officer. A former Citibanker, Mr Piyush Gupta will join DBS in November 2009, subject to regulatory approval.



Letters of Credit & Risks @ HCMC



Mr Charles Martin Brough

Mr Charles Martin Brough was invited back to HCMC on 29 & 30 June 2009 to conduct a repeat Trade Finance course on "Letters of Credit & Risks". The first course was conducted in Hanoi on 27 & 28 April 2009.

The course attracted 160 participants comprising branch managers and officers from fifty one banks and finance companies as well as the Economics University. His popularity amongst the participants has prompted VNBA to invite him back again to conduct courses for other related topics. His next course on Operational Risks in Trade Finance & Forfaiting will be in Hanoi.

VNBA and ABA are indeed grateful to Mr Brough for taking time and effort to share his knowledge and experience towards building the professional skills of our members.



Lending Against Cash Flow @ HCMC & Hanoi

The workshop on Lending Against Cash Flow was organized jointly by ABA and VNBA and held over two days in HCMC on 27 & 28 May 2009. The instructor was Mr Tay Kah Chye, Honorary Advisor of ABA.

About 200 bank officers attended the workshop. VNBA regretted that they had to turn away many participants as the limited capacity of the training hall could not accommodate all the interested participants. In view of the overwhelming response from participants, VNBA will schedule a repeat of the course in Ho Chih Minh City.

Mr Tay also conducted a similar course in Hanoi on 29 & 30 June 2009. It attracted 121 participants from banks comprising managers and officers who are working in credit related fields.

The participants commented that the exercises prepared by Mr Tay for the workshop were very useful in reinforcing the concepts taught.

VNBA and ABA would like to record their appreciation to Mr Tay for his valuable contribution.



Mr Tay Kah Chye



Liquidity Risk Management @ Hanoi



Mr Harjinder Singh

On 27 & 28 August 2009, Mr Harjinder Singh, Head of Asset Liability Management, Market Risk Management of Malayan Banking Bhd, Kuala Lumpur (Maybank) conducted a course on Liquidity Risk Management. Mr Singh comes with the recommendation of the Association of Banks in Malaysia (ABM). With a strong background of more than fifteen years experience in Risk Management, Mr Singh is a frequent speaker for Risk Awareness Programs in Malaysia. The course was attended by fifty participants comprising Directors and Deputy Directors from more than twenty banks in Hanoi.

The topics covered were:

- Regulatory Requirements & Guidelines
- Identification & Measurement
- Governance, Control & Reporting
- Risk Oversight
- Stress Testing
- Contingency Funding Plan
- Practical Insights from the Recent Global Liquidity Crisis

The topics were very relevant to the current market condition and participants rated the course very favourably.

VNBA and ABA would like to record their appreciation to ABM for sourcing the speaker and coordinating the training arrangements. We are also grateful to Maybank, Kuala Lumpur for releasing Mr Singh officially to conduct the training, and to Mr Singh for imparting his skills and valuable knowledge.

Credit Appraisal Evaluation & Analysis @ Phnom Penh



Ms Magdeline Chia

In view of the very positive response to the Credit Appraisal Evaluation & Analysis Seminar conducted by Ms Magdeline Chia, ABA had once again invited Ms Chia to conduct a similar course in Phnom Penh on 28 & 29 September 2009. Ms Chia is a regular contributor towards the continuing education of our members. She had previously conducted similar seminars in Hanoi and HCMC. This seminar is the second one that she has conducted in Phnom Penh this year. All the seminars were very well attended by participants from various banks, and the attendees had given very positive feedback on the training.

The seminar covered two main areas:

1) Credit Appraisal

- (i) Credit risk
- (ii) Market risk
- (iii) Price risk
- (iv) Product risk
- (v) Documentation risk

2) Financial Statement Analysis

- (i) Qualitative analysis
- (ii) Quantitative analysis

Ms Chia's concise delivery of the concepts, coupled with the written exercises, helped to reinforce the participants' understanding of this very important topic on credit appraisal and analysis.

The Association of Banks in Cambodia and ABA would like to record their appreciation to Ms Magdeline Chia for generously setting aside time and effort to impart her knowledge.

EDITORIAL TEAM

ABA SECRETARIAT

Mrs Teh-Kwok Chui Lian, Secretary General
Ms Jane Lee, Executive Officer
Mrs Wong Wai Fong, Executive Officer

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The Association of Banks in Cambodia

Mr Pung Kheav Se, Chairman
Mr Phan Ying Tong, Vice Chairman

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Mr Bramono Dwiedjanto, Director Executive

Lao Bankers' Association

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Mr Sounthone Sinthapaseuth, Secretary General

The Association of Banks in Malaysia

Dato' Sri Abdul Wahid Omar, Chairman
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Vietnam Banks Association

Mr Pham Huy Hung, Chairman
Ms Duong Thu Huong, Secretary General

LETTERS TO THE EDITOR

As part of our aim to promote regional exchange of ideas and information, ASEAN Banker hopes to open a dialogue on issues of importance to our readers. We invite your comments on the stories presented in these pages and welcome articles of relevance to ASEAN Banking. All letters must be signed and include an address with contact telephone or fax number. Letters may be addressed to Mrs Teh-Kwok Chui Lian, Secretary General of ABA.

For Advertisement bookings and correspondence, please contact

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ABOUT ASEAN BANKERS ASSOCIATION

The ASEAN BANKERS ASSOCIATION was founded in 1976. From the original five members, namely Indonesia, Malaysia, Philippines, Singapore and Thailand, it became six when Negara Brunei Darussalam joined as a member in 1984. In 1995, Vietnam was admitted into ASEAN as the seventh member and in May 1999, Cambodia was admitted as the eighth member. In July 2001, Myanmar was admitted as the ninth member. In 2004, Lao Bankers' Association was admitted as the tenth member thus making the constituent membership of the Association complete.

TODAY THE MEMBERS ARE:

The Brunei Association of Banks
The Association of Banks in Cambodia
PERBANAS
Lao Bankers' Association
The Association of Banks in Malaysia
Myanmar Banks Association
Bankers Association of the Philippines
The Association of Banks in Singapore
The Thai Bankers' Association
Vietnam Banks Association

OBJECTIVES OF THE ASSOCIATION ARE:

- to accelerate economic growth of the ASEAN countries through collaboration among its member banks;
- to promote the development of the banking and financial systems and profession in ASEAN countries;
- to foster friendship and cooperation among bankers in the ASEAN countries;
- to activate collaboration of its institutions and to provide assistance to one another when necessary; and
- to identify growth opportunities for ASEAN banks and to promote their common interest.

THE ASSOCIATION COMPRISES TWO PRINCIPAL ORGANS

ASEAN BANKING CONFERENCE. The Conference meets biennially to draw out ideas to attain the objectives of the Association and to present the desirable ones to the Council for more detailed deliberation and subsequent implementation.

ASEAN BANKING COUNCIL (ABC). The Council, being the executive arm of the Association, meets annually to formulate policies and coordinate activities of the Association which are carried out and implemented through the various Committees.

THE THREE PERMANENT COMMITTEES

which discuss ideas and make recommendations to the Council are:

- Permanent Committee on Cooperation in Finance, Investment and Trade (COFIT) chaired by The Association of Banks in Singapore.
- Permanent Committee on Education chaired by the Bankers Association of the Philippines.
- Permanent Committee on ASEAN Inter-Regional Relations chaired by The Association of Banks in Malaysia.

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