

GLOBAL BANKING

AT A GLANCE

MESSAGE TO
SHAREHOLDERS

ABOUT US

GROUP STRATEGY &
ACHIEVEMENTSBUSINESS
REVIEWOUR
RESPONSIBILITYOUR
LEADERSHIPCORPORATE
GOVERNANCEOTHER
INFORMATIONAGM
INFORMATION

“As we progress into 2014, Global Banking remains committed to our corporate and institutional clients by building on existing and new relationships to support their business growth. We will continue to focus on strengthening our regional capabilities and delivery of our regional plans to ensure sustainable growth and momentum to achieve our 2015 target to become the leading ASEAN wholesale bank.”

DATUK ABDUL FARID ALIAS
Group President & Chief Executive Officer
Chief Executive Officer (CEO), Malaysia
Group Head, Global Banking (Acting)

In 2013, Global Banking continued our positive momentum halfway through our 2015 transformation journey and made significant progress in pursuing our regional expansion. We continued to deliver our strategic initiatives and accelerated the rolling out of our regional platforms across key markets in ASEAN and Greater China to better serve our corporate and institutional clients especially those who require regional platform connectivity.

We also continued to strengthen our regional business models across all our lines of business in the various countries. The improved levels of collaboration resulted in the capturing of more landmark cross-border regional deals.

Global Banking is well on track to achieve our 2015 aspiration of being the leading ASEAN wholesale bank and primary banking partner to our corporate and institutional clients across the region.

2014 OUTLOOK

Overall, the global economic outlook looks brighter in 2014 as major advanced economies in US, Europe and Japan simultaneously expand for the first time since 2011. We are expecting mixed performance across Asia ex-Japan. China's economic slowdown has stabilised, and is expected to grow by 7.5%.

In this region, the economic prospects for Malaysia (GDP growth of 5%) and Singapore (GDP growth of 4%) remain favourable while a more cautious outlook has been adopted for countries such as Indonesia, Thailand and Philippines. Our robust business model will allow us to weather through any short-term uncertainties and realise our long-term potential.

OUR PRIORITIES IN 2014

- Further strengthen our coverage model to build strong client relationships across the region.
- Aggressively pursue regionalisation of our business models and platforms.
- Focus on building Islamic capabilities.
- Invest in regional centres of excellence across selective lines of business outside of Malaysia.

2013 PERFORMANCE HIGHLIGHTS

- Global Banking's revenue increased year-on-year (y-o-y) by 4.0% to RM5.5 billion.
- Profit Before Tax (PBT) was recorded at RM3.5 billion.
- Loans expanded by 11.2% y-o-y.
- Asset quality remained resilient with net impaired loans ratio maintained at 0.52% as in the previous year.

GLOBAL BANKING

OVERVIEW

We provide a wide range of financing and investment solutions to corporate and institutional clients in 20 markets through our six lines of business: Client Coverage, Investment Banking, Global Markets, Corporate Banking, Transaction Banking and Asset Management.

Overall, the Global Banking business model emphasises our client centric approach, where the Client Coverage team acts as single point of contact to all our domestic and regional clients, supported by global banking product specialists to deliver innovative, customised end-to-end financial solutions. Combining local in-country expertise with regional capabilities, we are able to provide consistent and integrated financial solutions to our clients across the region.

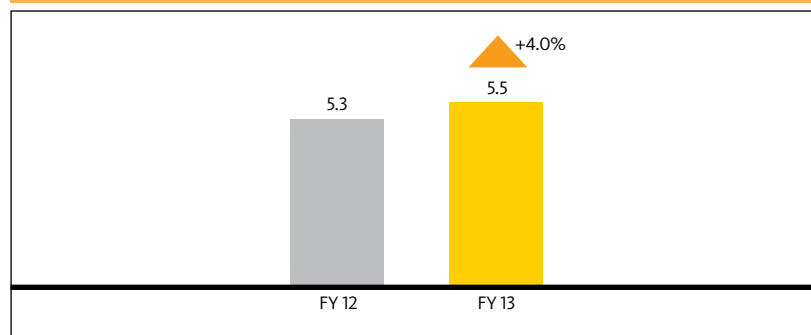
FINANCIAL PERFORMANCE

In 2013, Global Banking remained resilient against market challenges and was able to demonstrate consistency and strength through our business model. We continued to perform above industry for our loans and deposits, solidifying our domestic leadership position.

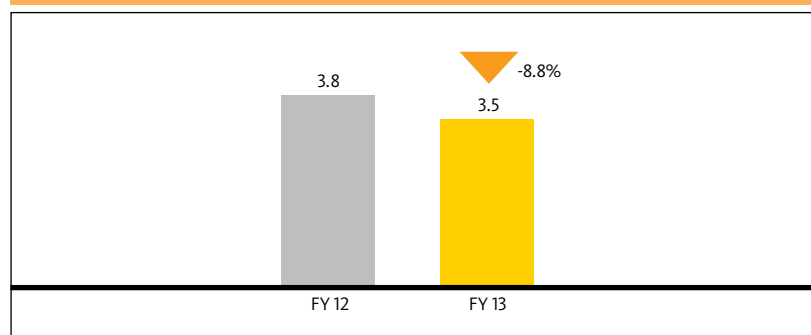
Global Banking's revenue rose by 4.0% to reach RM5.5 billion. We also recorded a PBT of RM3.5 billion in 2013 (2012: RM3.8 billion). Global Banking loans of RM71.7 billion expanded by 11.2% from the previous year.

Deposits also grew by 20% y-o-y to RM84.6 billion, boosted by our growth in current accounts of 23.0%. This is a testament to the effectiveness of our Regional Cash Management platform, which has also been launched across our key markets in ASEAN and Greater China.

Revenue (RM' billion)



Profit Before Tax (RM' billion)



AWARDS & ACCOLADES

We are especially proud to have our hard work recognised through 62 key awards for Global Banking, of which 30 of these awards are key regional awards, won from prominent regional and financial publications including Asia Money, Alpha South East Asia, The Asian Banker, Global Custodian and The Asset Triple A amongst others. Our full list of awards and accolades can be found on page 62.

STRATEGIC THRUST & INITIATIVES

2013 marks the mid-way point of our five year transformation roadmap and we continued to deliver our strategic initiatives as planned.

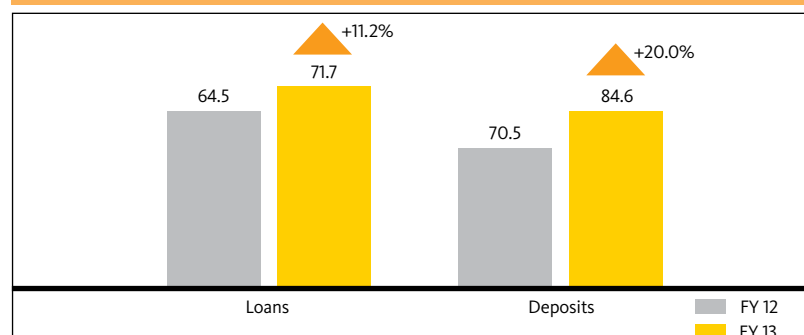
Last year, Transaction Banking promised to focus on growing our capabilities regionally particularly on launching our regional electronic platforms in the remaining key home markets. We completed the deployment of these platforms across the region, which include Cash Management (Maybank2E – Regional Cash Management Platform in Indonesia, Philippines and Greater China on top of existing platforms in Malaysia and Singapore), Trade Finance (strengthen platforms already in existence in countries where Maybank has presence) and the establishment of Supply Chain Centre of Excellence (COE in Indonesia) and Securities Services (Maybank eCustody front end platform in Indonesia).

Global Markets are now able to better manage the Bank's global risk exposure after successfully deploying straight through processing of the Global Treasury Risk Management System across some key Treasury centres.

We also completed implementation of the regional organisation for all Maybank Kim Eng businesses across 10 countries, with significant business presence in Malaysia, Singapore, Thailand, Indonesia, Vietnam and the Philippines, while growing our businesses in Hong Kong and India. Our reach also extends globally, with dedicated sales offices in the United Kingdom and the United States of America. We also have presence in the Middle East via Anfaal Capital, our associate company in Saudi Arabia which specialises in Islamic investment banking and asset management services.

Asset Management continued to expand its regional footprint with the launch of PT Maybank GMT Asset Management in Indonesia (November 2013) and strengthen its capabilities with the launch of Maybank Islamic Asset Management at the World Islamic Economic Forum in London (October 2013).

Total GB Loans and Deposits (RM' billion)



CLIENT COVERAGE

The Client Coverage team is an integral part of Global Banking’s client centric business model and the cornerstone of every key deal that we structure.

In 2013, our focus was to increase regional deals by enhancing our business model and the manner in which we manage regional and in-country accounts. The enhancements resulted in significant growth in deals originating from markets outside Malaysia, some of which we received awards and recognition from numerous financial publications across the region, including:

Singapore	• SGD1.15 billion Syndicated Term Loan for Universal Group Holdings (Pte) Ltd
	• SGD670 million Syndicated Term Loan for Pacific Light Energy Pte Ltd
	• SGD720 million project refinancing for Hyflux Group (Tuaspring Pte Ltd)
	• USD500 million Multi Currency Islamic Trust Certificate Issuance Programme for Swiber Holdings Ltd (won Best Local Bond Currency Deal in Southeast Asia, Alpha Southeast Asia)
Indonesia	• USD1.5 billion share placement for Matahari Department Store (won Best Regional Deal – Secondary Offering and Best Deal in Indonesia, The Asset Triple A)
	• USD1.27 billion Syndicated Term Loan for CT Corp group (PT Trans Retail, PT Trans Retail Indonesia and PT Trans Media Corpora)
	• USD730 million Syndicated Term Loan for Genting Group (PT Lestari Banten Energi)
Hong Kong & Greater China	• USD1.5 billion Syndicated Term Loan for Huawei Tech Investment Co Ltd
	• USD375 million Multi Currency Syndicated Term Loan for Far East Horizon Ltd
Philippines	• USD1.5 billion Syndicated Revolving Credit Loan for San Miguel Corporation
	• PHP18 billion IPO for Travellers International Hotel Group Inc
Vietnam	• USD250 million Syndicated Loan for Vingroup (won Best Vietnam Deal, FinanceAsia)



Global Banking management hosting corporate clients at various events during the year including Maybank Hari Raya Open House in 2013.

Going forward in 2014, we will be investing in a system to enable single client information views to improve our client relationship management. The system will allow us to track deals across the region and provide support to the client coverage teams. Our ultimate goal is to be the primary banker for our corporate and institutional clients.

To become the leading ASEAN wholesale bank, regaining domestic leadership and aggressively pursuing ASEAN market expansion by humanising client interactions

Re-invent the corporate relationship model around principles of ‘Humanising Financial Services’

Aggressively pursue ASEAN expansion, extending our capability in the current geographical footprint

Enhance productivity through the integration and streamlining of Global Banking businesses and instilling a high performance culture

Our three strategic thrusts to achieve the Global Banking 2015 Vision

GLOBAL BANKING

INVESTMENT BANKING

In 2013, we completed the integration and roll out of the regional organisation of Maybank Kim Eng.

We now offer our clients a comprehensive suite of investment banking and stockbroking products and services through our two business pillars, namely Investment Banking & Advisory (IB&A) and Equities, with services such as corporate finance, debt capital markets, equity capital markets, equity & commodity derivatives as well as retail and institutional securities broking (Equities).

The completion of the integration was especially timely as Maybank Investment Bank Berhad celebrated its 40th anniversary in 2013. We recognise that our continued success is very much due to the strength of our relationships with our clients, and we are proud to be their partner standing by them through bullish as well as challenging times over the years. We understand that the key standard goes beyond seamless execution and efficient delivery, it requires a shared commitment of success. This reputation is something that we value and will continue to guide us as we move forward into the region.

OUR PRIORITIES IN 2014

- Strengthen our regional coverage and distribution network to better serve our clients.
- Innovate and enhance our suite of product offerings and services across the region.
- Solidify our brand presence in ASEAN as the premier investment bank and stockbroker.

2013 PERFORMANCE HIGHLIGHTS

- In 2013, Maybank Kim Eng recorded revenue of RM1.54 billion.
- PBT increased by 33.4% y-o-y to RM462 million.
- Awarded more than 35 awards by various regional and financial publications for brokerage services and deal structures.

Investment Banking & Advisory

Maybank Kim Eng is fast becoming a regional leader in the investment banking and advisory space, and we are now ranked among the top players in the ASEAN region. Supported by Maybank's strong balance sheet and Global Banking's regional client coverage team coupled with our wide distribution network across the globe, our regional platform is equipped to provide investment banking services to our clients, be it equity and debt fund raising or advisory in mergers & acquisitions and project finance.

When advising on tailored financial solutions, our Advisory team must have an intimate understanding of both our clients' requirements and the corporate milieu. This includes knowledge and a wealth of experience stretching across various industry sectors such as resources, financial sponsors, general industries, oil & gas, financial institutions, real estate, transportation, consumer and healthcare. This division has been grouped into three areas: Mergers and Acquisitions, Transaction Execution Group and Strategic Advisory.

Our strong performance across products propelled us to the top of the investment banking Dealogic league tables for ASEAN in 2013.

One of the deals that we are particularly proud of is our advisory work for Thai Beverage Public Company Limited (ThaiBev), which was a concert party to TCC Assets in the USD11.2 billion acquisition of Singapore listed Fraser and Neave Limited. This was the largest M&A deal in Southeast Asia in 2013, illustrating the full usage of the Maybank Group's regional platform to provide advisory and financing support to ThaiBev throughout the transaction. Separately, we also advised the minority shareholders of CP All Public Company Limited on the USD6.6 billion acquisition of Siam Makro in Thailand.

In Greater China and Hong Kong, we acted as co-advisors to a private equity consortium led by Citic Capital on the USD890 million privatisation of Nasdaq listed Asiainfo-Linkage.

In Malaysia, we maintained our market leading position by advising SapuraKencana Petroleum on the USD2.9 billion acquisition of SeaDrill's tender rig business.

A unique advisory deal in project financing was Sime Darby Property Berhad's Pagoh education hub, a Public-Private Partnership (PPP) project involving the Malaysian Ministry of Higher Education and four separate higher educational institutions on a single 506 acre site, on a 23 year concession basis. The project was the first of its kind in Malaysia and Sime Darby Property's first PPP project amounting to RM895.4 million Syndicated Islamic Financing-i Facilities. We also played a role as Joint Mandated Lead Arranger.



Chairman Tan Sri Dato' Megat Zaharuddin Megat Mohd Nor, Datuk Abdul Farid Alias, Group PCEO of Maybank and John Chong, CEO, Maybank Investment Bank and Maybank Kim Eng Group during the 40th anniversary celebration.

2013 was another landmark year for our Equity Capital Market franchise despite challenging equity market conditions. We led some of the largest transactions in Malaysia including the USD750 million IPO for UMW Oil & Gas Corporation Bhd, USD628 million IPO for Westports Holdings Bhd, USD355 million IPO for AirAsia X, in addition to the placements for SapuraKencana Petroleum (USD515 million) and SP Setia (USD305 million).

We were also very active across the region, leading the two largest IPOs in the Philippines - the USD412 million IPO for Travellers International Hotel Group and the USD621 million IPO for Robinsons Retail Holdings Inc as well as the USD295 million IPO for Viva Industrial REIT in Singapore.

In Hong Kong, we successfully completed two IPOs, having received our underwriting license only in 2011. We led the USD78 million IPO for Beijing Tong Ren Tang Chinese Medicine Company Ltd, which was the best performing IPO on debut in Hong Kong in 2013 and the USD70 million IPO for China Saite Group Company Ltd.

Our Debt Markets team ranked second in Malaysia and we are among the top five banks in ASEAN in the DCM league tables for 2013.

We acted as lead arrangers for the USD1.9 billion debt financing to SapuraKencana (for the acquisition of SeaDrill's tender rig business), USD330 million debt financing for a private equity consortium led by Citic Capital (for the privatisation of Asiainfo-Linkage) and USD1 billion debt financing to Perspective Lane Bhd on its acquisition of Tradewinds (M) Bhd, Tradewinds Plantations Bhd and Padiberas Nasional.

On the regional front, we made inroads in Islamic financing to establish a USD500 million Multi-Currency Islamic Trust Certificates Issuance Programme for Swiber Holdings and USD1.5 billion Multi-Currency Sukuk Programme for Sime Darby Global Bhd, which achieved the lowest ever coupon by any corporate globally in the USD sukuk market.

We acted as Joint Mandated Lead Arranger for the group wide restructuring of CT Corp, one of the largest Indonesian conglomerates with total syndication of USD1.27 billion. In Vietnam, we acted as Joint Mandated Lead Arranger in leading real estate developer Vingroup's global syndication loan of USD150.0 million. We are proud to share the Best Vietnam Deal in the 2013 FinanceAsia Achievement Awards accolade with our client.

We acted as the Financial Advisor, Mandated Lead Arranger and Bookrunner for Tuaspring Pte Ltd's (a wholly-owned subsidiary of Hyflux Ltd) SGD720 million project financing facility and ancillary credit facilities for a project comprising Singapore's largest and second seawater reverse osmosis desalination plant and an onsite combined cycle power plant.

Equities

On the Equities side, we believe in staying ahead of market developments by maintaining a high quality of research ideas and corporate access in addition to having strong institutional equity distribution capabilities across key global financial centres. Ranked as one of the top brokerages in Southeast Asia, we are committed to growing our regional franchise and delivering the best value proposition for our clients. Our regional offices have also invested in building quality research teams that complement our experienced institutional sales teams to provide our clients with contrarian, exciting and value enhancing ideas and trading strategies.

Our growing strength and improved quality is demonstrated by our official rankings, which have improved dramatically post-merger and are underlined with awards bestowed by, amongst others, The Asset Triple A, Asiamoney and Alpha Southeast Asia.

We successfully organised Invest Malaysia for the 4th consecutive year in collaboration with Bursa Malaysia. It was a memorable session with Prime Minister Dato' Sri Mohd Najib bin Tun Haji Abdul Razak delivering the keynote address and Jim Rogers was invited to share investing insights together with institutional and retail investors. We were heartened by the tremendous response from both our clients and corporates who were showcased to the investment community through presentations, small group and one-on-one meetings. This year, we saw an increase in the number of overseas fund managers flying in for the meet. We take that as a recognition of the improvement of our regional franchise since our merger.

In an effort to highlight our regional franchise further, Maybank IB together with Bursa Malaysia jointly sponsored and organised the Invest Malaysia United States of America (IMUS) 2013. This event showcased 12 Malaysian corporates on a week-long roadshow through New York, Boston and San Francisco. Our clients in the US and other corporates provided highly positive feedback which secured some large investors for the meetings and presentations.

On the regional front, we are perceived as building on our positive domestic momentum to increase our presence and market share in the countries in which we are present. To fulfil the needs of our institutional clients, we have invested in recruiting strong institutional sales and dealing teams that are dedicated to providing our clients with the best investment ideas through both traditional and electronic strategies.

With the growing dominance of our Maybank Kim Eng franchise, our regional team has organised events and road shows across Asia, the US and Europe to meet the demands of our clients. Some of our key events hosted include the ASEAN Investment Conference in New York, Boston, San Francisco and Los Angeles and the China Baby Boom Corporate Days in Singapore and Malaysia. In addition, we have showcased numerous Asian companies in the US and Europe that has increased our recognition with both institutional clients and corporates alike.

We are also a fully-fledged retail brokerage house providing market access, financing and trading ideas across Southeast Asia. With a distribution network across the region of 2,000 sales people and 150 physical locations, 2013 was a year in which the Retail Equities team continued to build on its regional franchise. To capitalise on digital trends in mobile trading, we unveiled mobile trading platforms and research applications to enhance our clients' ease of trading across markets and we are honoured to have won awards as The Best Broker in all seven countries where we have a retail presence. Our Thailand operations hit a record 12th year consecutive ranking as the top market share player.

As part of Maybank Group's vision to humanise financial services, we launched a market-first campaign in Malaysia where we will be donating funds for charity when clients trade in Shariah-compliant shares via Islamic broking accounts. In 2014, we are exploring more ways to support wealth creation in society via micro-seeding and micro-financing funds.

GLOBAL BANKING

Our Equity and Commodity Derivatives business comprises two major markets: exchange traded and over-the-counter equity and commodity products. This is where financial engineering techniques are used to manufacture investment instruments. The team is also responsible for generating customised solutions, whether for hedging of equity and commodity risk or derivative funding structures, to assist our clients in managing their capital and operations.

In Malaysia, we are one of the leading structured warrant issuers in the market. In 2013, the team launched 76 structured warrants with MMCCORP-CP, UEMS-CT and MAS-CT. To cater to investor demand for additional trading and investment opportunities we launched our first put warrants and structured warrants on foreign shares. We also launched the Equity-Linked Investment Note (ELIN) for high-net worth clients. The ELIN programme has provided customers with another avenue to allocate their money into the equity asset class, in addition to the traditional cash equity market.

In Thailand this year, we are ranked top five among the 12 derivative warrant issuers in Thailand issuing 49 warrants, including both call and put warrants. The top three derivative warrants in terms of volume traded were CPF42CD (Charoen Pokphand Foods PCL.), BGH42CC (Bangkok Dusit Medical Services PCL.) and THAI42CD (Thai Airways International PCL.).

Our Futures and Options Services team, now present in Malaysia, Singapore, Thailand and Hong Kong provides opportunities in trading and hedging for retail, institutional and corporate clients using derivative products. We understand that it is crucial to help clients stay abreast of market movements. Hence, we offer comprehensive reports and commentaries on derivative markets which we believe will help clients in their investment strategies and risk management.

This year, aside from providing timely and proactive research materials and ideas to institutional and retail clients both locally and regionally, our Research teams have been organising thematic conferences and workshops, as well as working visits to enable institutional investors to gain a deeper understanding of the business profiles of publicly-listed companies.

Fundamental equity research is tailored for institutional clients, with bottom-up fundamental coverage of more than 350 companies across eight countries, comprising a mix of large and medium-sized market capitalised stocks. We also cover the small-sized market capitalised stocks, which are closely tracked by the specialised funds and retail clients.

Maybank Kim Eng Research has a network of astute research analysts working alongside our experienced sales and trading professionals to identify opportunities and provide the perspective to turn insights into trading ideas covering key countries in the region (including Malaysia, Singapore, Indonesia, Philippines and Thailand) and major economies such as the United States of America, Eurozone and China.

CORPORATE BANKING

Over the last year, our corporate loans book grew contributing substantially to Global Banking's y-o-y loans growth of 11.2%. This was a result of us growing responsibly coupled with strong emphasis over our asset quality. The loans growth was also largely contributed by our Malaysian corporates portfolios who are involved in the Government's Economic Transformation Programme initiatives. We also collaborated with our other product partners on several key prominent deals. In terms of deposits, we recorded a y-o-y growth of 20.0% to RM84.6 billion (2012: RM70.5 billion).

Corporate Banking contributed a revenue of RM2.3 billion (2012: RM2.3 billion) notwithstanding a challenging trend of contracting margins as well as stronger competition from other local banks.

As we move into 2014, our primary focus will be on regional asset growth. We will also continue to improve our product-suite and capabilities by enhancing our industry expertise across the region.

TRANSACTION BANKING

Transaction Banking consists of four main lines of business: Cash Management, Trade & Supply Chain Financing, Financial Institutions & Non-Bank Financial Institutions and Securities Services. Over the past few years, we have made it our priority to expand and integrate our regional platforms to enhance our product capabilities and seamless cross-border delivery. The year 2013 was no exception and we have successfully deployed a number of existing platforms across the region resulting in our regional portfolio contributing to almost half of our Transaction Banking revenue:

- Launched web-based Regional Cash Management platform (Maybank2E – Regional Cash) in Malaysia, Singapore, Indonesia, Philippines and Greater China.
- Launched web-based Regional Trade Finance front end platform (Maybank TradeConnex) across 11 markets in ASEAN, Greater China and Papua New Guinea.
- Launched web-based Custody front end platform (Maybank eCustody) in Malaysia and Indonesia.

On the domestic front, we maintained our strong leadership position in Trade Finance with a market share of 26.8% (as at November 2013), and Cash Management with market share in transaction volume and transaction value of 47% and 41% respectively (as at September 2013).

We also garnered 20 key awards for both the service we delivered and the deals we structured in Trade Finance, Cash Management and Custody solutions by numerous regional and financial publications namely Alpha SEA, The Asset, Asian Banking & Finance, Global Finance, Global Custodian, GTR Exporta, The Corporate Treasurer and The Asian Banker.

Moving forward in 2014, together with the Client Coverage team, we aim to extend our market lead by cementing our position as primary banker for top Corporate clients, both domestic and regional.



Datuk Abdul Farid Alias, Group PCEO of Maybank, John Wong, Managing Director and Group Head, Transaction Banking and Carlos Lacerda, Managing Director Microsoft Malaysia at the launch of Maybank2E - Regional Cash on Windows Phone 8 platform to compliment existing iOS and Android mobile platforms (March 2013).

GLOBAL MARKETS

Over the last three years, the regional Global Banking business model has enabled Global Markets to build a diversified revenue base strong enough to weather short-term market uncertainties and less than favourable trading environment.

In 2013, we started deploying straight through processing of our Global Treasury Risk Management System, across some of our key Treasury Centres. This has allowed us to better manage the Bank’s global risk exposure and support cross-border portfolio growth. As a result, we are able to now support several new products across the region, allowing us to compete with other top financial solution providers. Such products include Rate Linked Structured Loans & Deposits, Second Generation FX and Interest Rate Options. The ability to manage complex financial products has allowed Maybank to increase its share in base markets and widen its coverage of corporate clientele across all sectors.

In 2013, our domestic Global Markets operation contributed RM1.7 billion and RM1.4 billion in revenue and PBT respectively. Across the region, we achieved RM2.4 billion revenue and RM2.0 billion PBT respectively.

For 2014, our focus will be to continuously improve our risk models and acquire/ nurture talent for identified growth platforms in Singapore, Greater China and Indo China. This will be an opportune time for us as our expansion coincides with the push for growth in North Asia and Mekong Delta regions, where financial markets are relatively infant in terms of depth and breadth of understanding.

ASSET MANAGEMENT

Maybank Asset Management is the fund management arm of the Maybank Group, providing a diverse range of conventional and Islamic investment solutions to our retail, corporate and institutional clients. Our strength lies in our regional footprint and on-the-ground expertise in key ASEAN markets – Malaysia, Indonesia, Singapore and Thailand, supported by strong regional research capabilities.

In 2013, we are proud to have broadened our investment expertise (to cover the ASEAN region), enhanced product manufacturing capabilities and put in place a stringent compliance and risk management framework, in addition to expanding our regional footprint:

- Launched Maybank Islamic Asset Management at the World Islamic Economic Forum in London on 29 October 2013.
- Launched PT Maybank GMT Asset Management in Indonesia on 7 November 2013.
- Launched our first global unit trust fund - Maybank Global Bond Fund on 19 November 2013.
- Launched our first branch in Medan, Indonesia on 6 December 2013.

As we grow our Asset Management business in the region, we are encouraged by the initial results accomplished in 2013. We achieved a remarkable 33.0% growth in Asset Under Management, growing from RM9.4 billion as at 31 December 2012 to RM12.5 billion as at 31 December 2013.



















With the foundation built, we believe that we are moving in the right direction to realise our aspiration to be a leading asset management company in ASEAN by 2017.





















Nor' Azamin Salleh, CEO of Maybank Asset Management Group, Dato' Azian Mohd Noh, Chairman of Maybank Islamic Asset Management, Dato' Sri Mohd Najib bin Tun Haji Abdul Razak, Prime Minister of Malaysia and Datuk Mohaiyani Shamsudin, Chairman of Maybank Asset Management group at the launch of Maybank Islamic Asset Management in London (October 2013).

GLOBAL BANKING

KEY DEALS COMPLETED IN 2013



















<p>Indonesia</p>  <p>PT Trans Retail</p> <p>USD750 million</p> <p>Syndicated Term Loan</p> <p>Mandated Lead Arranger</p> <p>January 2013</p>	<p>Indonesia</p>  <p>PT Matahari Departmental Store Tbk</p> <p>IDR14.6 trillion</p> <p>Share Placement</p> <p>Co-Lead Manager</p> <p>March 2013</p>	<p>Indonesia</p>  <p>PT Lautan Luas</p> <p>IDR700 billion</p> <p>IDR Bond</p> <p>Principal Underwriter</p> <p>May 2013</p>	<p>Indonesia</p>  <p>PT. Lestari Banten Energi (A member of the Genting Group)</p> <p>USD730 million</p> <p>Syndicated Term Loan</p> <p>Joint Mandated Lead Arranger</p> <p>May 2013</p>	<p>Indonesia</p>  <p>PT Acset Indonusa</p> <p>IDR387 billion</p> <p>IPO</p> <p>Sole Lead Underwriter</p> <p>June 2013</p>	<p>Indonesia</p>  <p>PT Panorama Sentrawisata Tbk</p> <p>IDR100 billion</p> <p>IDR Bond</p> <p>Joint Lead Underwriter</p> <p>June 2013</p>
<p>Indonesia</p>  <p>PT Cipaganti Citra Graha</p> <p>IDR68 billion</p> <p>IPO</p> <p>Joint Lead Underwriter</p> <p>June 2013</p>	<p>Indonesia</p>  <p>PT Media Karya Sentosa</p> <p>USD155 million</p> <p>Syndicated Term Loan</p> <p>Mandated Lead Arranger</p> <p>June 2013</p>	<p>Indonesia</p>  <p>PT Duta Anggada Realty Tbk</p> <p>IDR1 trillion</p> <p>Bonds Programme</p> <p>Joint Lead Underwriter</p> <p>October 2013</p>	<p>Indonesia</p>  <p>PT ATPK Resources Tbk</p> <p>IDR1 trillion</p> <p>Rights Issue</p> <p>Financial Adviser</p> <p>November 2013</p>	<p>Indonesia</p>  <p>PT Charoen Pokphand Indonesia Tbk</p> <p>USD500 million</p> <p>Syndicated Term Loan</p> <p>Mandated Lead Arranger</p> <p>November 2013</p>	<p>Indonesia</p>  <p>PT Trans Retail PT Trans Retail Indonesia PT Trans Media Corpora</p> <p>USD1.27 billion</p> <p>Syndicated Term Loan</p> <p>Joint Mandated Lead Arranger</p> <p>December 2013</p>
<p>Indonesia</p>  <p>PT Astra Sedaya Finance</p> <p>IDR2 trillion</p> <p>IDR Bond</p> <p>Joint Lead Underwriter</p> <p>December 2013</p>	<p>Indonesia</p>  <p>PT Garuda Indonesia</p> <p>USD50 million</p> <p>Syndicated Term Loan</p> <p>Arranger</p> <p>December 2013</p>	<p>Hong Kong</p>  <p>Huawei Tech Investment Co Ltd.</p> <p>USD1.5 billion</p> <p>Syndicated Term Loan and Revolving Credit Facility</p> <p>Mandated Lead Arranger</p> <p>September 2013</p>	<p>Hong Kong</p>  <p>Far East Horizon Ltd</p> <p>USD375 million</p> <p>Multi Currency Syndicated Term Loan</p> <p>Mandated Lead Arranger & Bookrunner</p> <p>December 2013</p>	<p>Singapore</p>  <p>City Developments Limited</p> <p>SGD50 million</p> <p>Islamic Sukuk</p> <p>Manager</p> <p>January 2013</p>	<p>Singapore</p>  <p>Hao Yuan Development Pte Ltd</p> <p>SGD216.8 million</p> <p>Syndicated Term Loan</p> <p>Mandated Lead Arranger</p> <p>February 2013</p>

KEY DEALS COMPLETED IN 2013










Singapore 	Singapore 	Singapore 	Singapore 	Singapore 	Singapore 
Parkway Pantai Limited	Shangri-La Treasury Asia	AREIF (Singapore 1) Pte. Ltd	Oxley Gem Pte Ltd	Measat Satellite Systems Sdn Bhd	PacificLight Energy Pte Ltd
SGD750 million Club TL & RCF Mandated Lead Arranger	USD350 million Syndicated Term Loan Mandated Lead Arranger, Underwriter & Bookrunner	SGD680 million Syndicated Term Loan Original Mandated Lead Arranger & Bookrunner	SGD490 million Club Term Loan Mandated Lead Arranger	USD280 million Multi Currency Club Term Loan Original Lender (S\$ Tranche)	SGD670 million Syndicated Term Loan Mandated Lead Lender
February 2013	February 2013	March 2013	June 2013	June 2013	June 2013
Singapore 	Singapore 	Singapore 	Singapore 	Singapore 	Philippines 
Swiber Holdings Ltd	Universal Group Holdings (Pte) Ltd	W2005/Hines West Fifty-Third Realty LLC	Viva Industrial Trust	Tuaspring Pte Ltd	San Miguel Corporation
USD500 million Multicurrency Islamic Trust Certificate Issuance Programme Programme Sole Lead Arranger, Bookrunner, Global Coordinator	SGD1.15 billion Syndicated Term Loan Joint Original Mandated Lead Arranger, Underwriter & Bookrunner	USD860 million Senior Secured Loan Joint Mandated Lead Arranger	SGD463 million IPO Joint Bookrunner & Joint Underwriter	SGD720 million Term Loan & Ancillary Credit Facilities Financial Adviser, Sole Underwriter, Mandated Lead Arranger, Bookrunner & Original Hedging Bank	USD1.5 billion Syndicated Revolving Credit Loan Mandated Lead Arranger and Bookrunner
August 2013	October 2013	October 2013	November 2013	November 2013	April 2013
Philippines 	Vietnam 	Malaysia 	Malaysia 	Malaysia 	Malaysia 
Travellers International Hotel Group Inc	Vingroup	Sime Darby Global Berhad	Malakoff Power Bhd	Cerah Sama Sdn Bhd (A member of Taliworks Corporation Bhd)	Jati Cakerawala Sdn Bhd
PHP18 billion IPO Joint Global Coordinator, Joint Bookrunner & Joint Lead Manager	USD250 million Syndicated Loan Mandated Lead Arranger & Bookrunner	USD1.5 billion Multi-currency Sukuk Issuance Programme Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager, Dealer, Bursa Listing Agent & Joint Shariah Adviser	RM5.8 billion Sukuk Sole Principal Adviser, Lead Arranger, Lead Manager, Facility Agent, Shariah Adviser, Trustee & Security Agent	RM750 million Islamic Medium Term Notes Principal Adviser, Lead Arranger, Lead Manager, Facility Agent, Security Agent & Shariah Adviser	RM540 million Sukuk Murabahah Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager, Facility Agent & Joint Shariah Adviser
November 2013	October 2013	January 2013	January 2013	January 2013	January 2013

GLOBAL BANKING

KEY DEALS COMPLETED IN 2013

<p>Malaysia</p>  <p>Teknologi Tenaga Perlis Consortium Sdn Bhd</p> <p>RM835 million</p> <p>Sukuk Murabahah</p> <p>Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager & Joint Shariah Adviser</p> <p>January 2013</p>	<p>Malaysia</p>  <p>DanaInfra Nasional Berhad</p> <p>RM300 million</p> <p>Exchange Traded Sukuk</p> <p>Joint Lead Arranger</p> <p>February 2013</p>	<p>Malaysia</p>  <p>UMW Holdings Berhad</p> <p>RM2 billion</p> <p>Islamic Medium Term Notes</p> <p>Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager, Facility Agent & Shariah Adviser</p> <p>February 2013</p>	<p>Malaysia</p>  <p>Sunway Real Estate Investment Trust</p> <p>RM320 million</p> <p>Share Placement</p> <p>Joint Placement Agent</p> <p>February 2013</p>	<p>Malaysia</p>  <p>SP Setia Berhad</p> <p>RM942.9 million</p> <p>Primary Placement</p> <p>Sole Adviser & Sole Bookrunner</p> <p>February 2013</p>	<p>Malaysia</p>  <p>Boustead Naval Shipyard Sdn Bhd</p> <p>RM2.84 billion</p> <p>Syndicated Banking Facilities</p> <p>Joint Lead Arranger</p> <p>March 2013</p>
<p>Malaysia</p>  <p>Parkson Retail Group Limited</p> <p>USD500 million</p> <p>Senior Unsecured Notes</p> <p>Co-Manager</p> <p>April 2013</p>	<p>Malaysia</p>  <p>Cliq Energy</p> <p>RM363.6 million</p> <p>IPO</p> <p>Placement Agent and Underwriter</p> <p>April 2013</p>	<p>Malaysia</p>  <p>Sapura Kencana Petroleum Berhad</p> <p>USD1.85 billion</p> <p>Club Deal</p> <p>Joint Principal Adviser, Mandated Lead Arranger & Facility Agent</p> <p>April 2013</p>	<p>Malaysia</p>  <p>Sapura Kencana Petroleum Berhad</p> <p>RM1.64 billion</p> <p>Share Placement</p> <p>Joint Principal Adviser, & Joint Placement Agent</p> <p>April 2013</p>	<p>Malaysia</p>  <p>Al-Aqar Capital Sdn Bhd</p> <p>RM1 billion</p> <p>Islamic Medium Term Notes</p> <p>Principal Adviser, Lead Arranger, Facility Agent, Trustee / Security Trustee & Shariah Adviser</p> <p>May 2013</p>	<p>Malaysia</p>  <p>Batu Kawan Berhad</p> <p>Up to RM500 million</p> <p>Islamic Medium Term Notes</p> <p>Joint Principal Adviser, Joint Lead Arranger & Joint Lead Manager/Joint Bookrunner</p> <p>June 2013</p>
<p>Malaysia</p>  <p>AirAsia X Berhad</p> <p>RM1.14 billion</p> <p>IPO</p> <p>Joint Global Coordinator, Joint Bookrunner, Joint Managing Underwriter and Joint Underwriter</p> <p>July 2013</p>	<p>Malaysia</p>  <p>Tanjung Bin O&M Berhad</p> <p>RM470 million</p> <p>Sukuk Wakalah</p> <p>Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager, Facility Agent & Security Agent</p> <p>July 2013</p>	<p>Malaysia</p>  <p>Sarawak Hidro Sdn Bhd</p> <p>RM1 billion</p> <p>Guaranteed Islamic Medium Term Notes Programme</p> <p>Joint Lead Arranger, Joint Lead Manager, Joint Bookrunner</p> <p>August 2013</p>	<p>Malaysia</p>  <p>Sapura Acergy Sdn Bhd</p> <p>RM116 million per month</p> <p>Universal Enterprise Resource Planning Hub Service</p> <p>Sole Solution Provider</p> <p>September 2013</p>	<p>Malaysia</p>  <p>Malaysia Airports Holdings Berhad</p> <p>RM2.5 billion</p> <p>Senior Sukuk & Perpetual Subordinated Sukuk Programme</p> <p>Joint Principal Adviser, Joint Lead Arranger & Joint Lead Manager</p> <p>September 2013</p>	<p>Malaysia</p>  <p>Lebuhraya Kajang Seremban Sdn Bhd</p> <p>RM400 million</p> <p>Syndicated Term Loan</p> <p>Joint Lead Arranger Lender</p> <p>October 2013</p>

KEY DEALS COMPLETED IN 2013

<p>Malaysia</p>  <p>Westports Holdings Berhad</p> <p>RM2.24 billion</p> <p>IPO</p> <p>Principal Adviser, Joint Global Coordinator, Joint Bookrunner, Managing Underwriter & Joint Underwriter</p> <p>October 2013</p>	<p>Malaysia</p>  <p>LTH Property Holdings Limited</p> <p>GBP225 million</p> <p>Syndicated Islamic Term Financing</p> <p>Joint Mandated Lead Arranger</p> <p>October 2013</p>	<p>Malaysia</p>  <p>Pelaburan Hartanah Berhad</p> <p>RM500 million</p> <p>Increase in Fund Size of AHB</p> <p>Fund Manager & Distributor</p> <p>October 2013</p>	<p>Malaysia</p>  <p>Battersea Project Holding Co Ltd & Battersea Project Phase 1 Holding Co Ltd</p> <p>GBP790.2 million</p> <p>Syndicated TL/RC/BG Facilities</p> <p>Joint Mandated Lead Arranger & Lender</p> <p>October 2013</p>	<p>Malaysia</p>  <p>Sime Darby Property Selatan Group</p> <p>RM895.4 million</p> <p>Syndicated Islamic Term Financing</p> <p>Financial Adviser, Joint Mandated Lead Arranger, Facility & Security Agent</p> <p>November 2013</p>	<p>Malaysia</p> <p>Impian Ekspresi Sdn Bhd</p> <p>RM1.305 billion</p> <p>Syndicated Financing Facilities</p> <p>Coordinating Bank, Sole Principal Adviser, Sole Lead Arranger, Sole Lead Manager, Joint Mandated Lead Arranger, Lender, Facility & Security Agent</p> <p>November 2013</p>
<p>Malaysia</p>  <p>UMW Oil & Gas Corporation Berhad</p> <p>RM2.7 billion</p> <p>IPO</p> <p>Transaction Manager, Joint Principal Adviser, Joint Global Coordinator, Joint Bookrunner, Joint Managing Underwriter & Joint Underwriter</p> <p>November 2013</p>	<p>Malaysia</p>  <p>Malakoff Power Berhad</p> <p>RM5,380 million</p> <p>Sukuk Murabahah</p> <p>Joint Principal Adviser, Joint Lead Arranger & Facility Agent</p> <p>December 2013</p>	<p>Malaysia</p>  <p>Yinson Production Limited</p> <p>USD112.7 million</p> <p>Syndicated Term Loan</p> <p>Joint Mandated Lead Arranger & Lender</p> <p>December 2013</p>	<p>Malaysia</p>  <p>Telekom Malaysia Berhad</p> <p>RM3.0 billion</p> <p>Sukuk Wakalah Programmes</p> <p>Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager, Facility Agent, Trustee & Joint Shariah Adviser</p> <p>December 2013</p>	<p>Malaysia</p>  <p>Imtiaz Sukuk II Berhad</p> <p>RM9.0 billion</p> <p>Islamic Commercial Papers & Islamic Medium Term Notes Programme</p> <p>Joint Lead Arranger & Joint Lead Manager</p> <p>December 2013</p>	