



**ANZ Vietnam**

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# Media Release

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## **ANZ sponsors Infrastructure Export Finance Conference in Hanoi**

ANZ held its annual Global Export Finance Conference in Vietnam this week at the Hilton Hotel in Hanoi.

Senior ANZ executives attended the conference from Europe, Asia and Australia.

**During the Conference, ANZ sponsored a seminar for major Vietnamese companies and government departments involved in developing infrastructure projects in Vietnam.**

Chris Mitman, ANZ's Global Head of Export Finance said "Vietnam is our number one priority market. We are working on finance for projects valued at more than USD 2 billion and we're delighted to be partnering with Vietnamese companies and the government to develop projects which are building for the future of the country".

**The seminar delegates discussed the recent trends in infrastructure finance globally and in Vietnam, examining the sources of domestic and international finance which can be tapped to assist development of infrastructure projects in Vietnam.**

The seminar was attended by representatives from major Vietnamese companies such as PetroVietnam, Vinacomin Group, Vietnam Steel Corporation, Vietnam National Cement Corporation, Lilama Corporation, LICOGI, Vietnam Paper Corporation, etc. and government departments such as Ministry of Finance, Ministry of Industry who are involved in infrastructure development in the country. The Asian Development Bank, with whom ANZ has partnered to develop and implement many projects in Asia - also attended.

Thuy Dam, ANZ's General Manager for for Vietnam said "Choosing Hanoi as the location for this conference is evidence of ANZ's long standing commitment to investment in Vietnam. We are leading the market in tailoring finance solutions for infrastructure development here, through both the local and international debt capital markets, so it makes sense to bring together global and local stakeholders to continue discussions about the successful development of Vietnam's infrastructure."

## General Information on ANZ Vietnam

- Established in 1993 with two branches in Hanoi and HCMC and one representative office in Can Tho.
- ANZ Vietnam has continued to expand its capital base, customer set and number of employees and offices such that it is now the largest foreign full service bank in Vietnam
- **ANZ Việt nam offer a wide range of products including:**
  - **Personal Financial Services**
  - **Electronic Banking Services**
  - **Foreign Exchange and Commodities, and**
  - **Corporate and Structured Financial Services**
- **These products are supported by the Asian branch network, regional office in Singapore and permit further offerings to its domestic customer set, including:**
  - **Debt Capital Markets**
  - **Interest Rate Hedging**
- In August 2005, ANZ Vietnam purchased 10% of the shares of Sai Gon Thuong Tin Commercial Bank (“Sacombank”) and became a strategic partner of Sacombank
- This investment demonstrates ANZ continued commitment to Vietnam and provides a platform for ANZ to continue to improve its reach into Vietnamese marketplace which translates into:
  - **Only foreign bank to issue global Debit Card**
  - **Only bank having 24-hour support with toll-free service**
  - **Rapidly increasing corporate lending at 30% p.a. growth**
  - **Strong appetite to provide long-term structured debt solutions for projects in Vietnam**
- **Only foreign bank with leasing subsidiary**

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