



ACLEDA BANK SIGNS CORPORATION SERVICE AGREEMENT WITH SMBC

September 12, 2013

Phnom Penh — September 12, 2013 — ACLEDA Bank Plc, the bank you can trust, the bank for the people, a leading commercial bank for all sectors, today announced that it signs a Corporation Service Agreement with Sumitomo Mitsui Banking Corporation (SMBC). Under this agreement, the parties intent is to establish a Foreign Corporate Desk in [ACLEDA Bank's office](#).

Under the agreement, SMBC will provide their skill and expertise on the Foreign Corporate Desk (FCD) to assist and support ACLEDA Bank to expand its commercial bank products and services to meet international clients' need, especially Foreign Corporate Desk services.

The actual start of operation of the Foreign Corporate Desk will be announced nearer the date of actual commencement of business.

"We are thrilled that ACLEDA Bank, has chosen SMBC to provide their skill and expertise on the Foreign Corporate Desk," said Mr. Masayuki Shimura, Managing Director and Head of Asia Pacific Division of SMBC. "SMBC will expand its ability to provide clinical trials solutions beyond its current high quality, useful information and service to ACLEDA Bank such as (1) share best practices of relevant compliance matters in relation to the Foreign Corporation Business, (2) share best practices in areas of risk monitoring and risk techniques to ensure that the Foreign Corporate Desk's relationship strategy is in line with the portfolio and/or industry quality, (3) develop and execute strategies and plans (such as customer accounting plans, product sales plans, operating platforms and resource plans) for optimizing revenue/income across a full range of products aimed at Foreign Corporate customers, (4) contribute to the team's business plans for the expansion of business opportunities in



Mr. Masayuki Shimura, Managing Director and Head of Asia Pacific Division of SMBC, and Dr. IN Channy, President & Group CEO of ACLEDA Bank Plc., are signing the agreement

Colour of ACLEDA Bank's logo are **White, Gold, and Blue**.

- **White:** Ethics (transparency, honesty and integrity)
- **Gold:** Value and quality
- **Blue:** Unity, stability and wellbeing

The combine of the three colours presents seeds and resources with sustainable growth and development in financial sector.

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Any comment or inquiry?

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strategic target areas, (5) develop specialist finance areas/sectors expertise according to changing in industry and sectoral needs and assist in an advisory capacity to deliver revenue & economic profit for the Foreign Corporations Business as per budget, and (6) foster teamwork amongst team members to implement Foreign Corporation Desk in general."



Signing Ceremony on Corporation Service Agreement between ACLEDA Bank Plc. and SMBC

"Through this agreement with SMBC, ACLEDA Bank can combine the best expertise in handle the best service quality to serve its corporate customers," said Dr. IN Channy, President & Group CEO of ACLEDA Bank Plc. Furthermore, "SMBC will act as one of the channels of communication between SMBC and ACLEDA Bank for information on Foreign Corporations investing in or expanding into Cambodia, subject to customers' consent to maintain relationships with existing Foreign Corporate customers sourced or originated from SMBC and to support transactions from Foreign

Corporations. It is an appropriate place to support marketing efforts to potential Foreign Corporate customers and to provide advice on the planning and execution of customer calling programme to generate new business and enhance profile in target business segment."

ABOUT ACLEDA BANK PLC.

ACLEDA Bank, the bank you can trust, the bank for the people, is the Cambodia's leading commercial bank for all sectors and have provided best financial products and services such as [loans](#), [deposits](#), [funds transfers](#), [cash management](#), [trade finance](#), securities service, and [electronic banking service](#), to meet the needs of our smart customers in all segments of the community for more than 21 years. ACLEDA Bank has [238 branches and offices](#) throughout Cambodia, [34 branches and offices](#) in Laos, and [one office](#) in Myanmar, with the total assets of over US\$2 billion by the end of August 2013. It also has four subsidiaries which are [ACLEDA Bank Lao Ltd.](#), [ACLEDA Securities Plc.](#), [ACLEDA Training Center](#), and [ACLEDA MFI Myanmar Co., Ltd.](#) and strategically ACLEDA Bank is going to expand its operation in the ASEAN region and all potential countries along the Mekong River.

ABOUT SMBC

SMBC, the headquarters and branches including overseas branches, engage in deposit taking, lending, securities brokering and trading, securities investment, money transfer, foreign currency exchange, corporate bond trustee services and custody services, financial futures underwriting, investment trust sales and other commercial banking activities. For more information, please visit the bank's website at www.smbc.co.jp.

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