



## Media Release

For release: 27 September 2011

### **ANZ commits VND 3.2 trillion (USD 160 million) in new lending to exporters**

ANZ announced today that it has committed VND 3.2 trillion (USD 160 million) in new lending to Vietnam's export sector over the next 12 months.

The funds will be available at competitive rates using normal lending criteria and will provide exporters with working capital and trade finance to support their growth and investment.

The lending package is part of ANZ's commercial banking initiatives to support local exporters. Exports contributed more than 70% to Vietnam's total GDP last year, and have helped Vietnam become one of the world's fastest growing economies since 2004.

ANZ Head of Commercial Banking in Vietnam, Mr. Calvin Nguyen, said: "Exporters are the lifeblood of Vietnam's growth but have been under pressure from the current high interest rate environment.

"ANZ's export lending package is a sign of our commitment to exporters and to supporting the growth of the Vietnam economy. We are particularly focused on the seafood, coffee, rice, furniture and textile and garment sectors," said Mr Nguyen.

ANZ began offering commercial banking services in Vietnam in 2008. Services include cash and payment solutions, trade and supply chain, relationship lending and global markets, supported by dedicated relationship managers who take the time to understand their customers' businesses and industry sectors, and provide financial solutions that match their business plans.

ANZ was among the first international banks to operate in Vietnam after establishing its first office in 1993. ANZ has ten branches in Vietnam and offers a full range of international banking services across institutional and corporate banking, financial markets, trade finance, commercial banking and retail and wealth banking. ANZ also offers customers the convenience of ATMs and mobile bankers. In September 2010, ANZ introduced Signature Priority Banking to provide a personalised banking service to affluent customers.

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