

Media Release

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ANZ and Thang Long Securities Company complete bank bond transaction in Vietnam -signals the re-opening of the VND bond market for domestic banks-

ANZ and Thang Long Securities Company have closed a VND1 trillion two-year fixed rate bond issue for Vietnam's Military Commercial Joint-Stock Bank (MB).

The bond carries a coupon of 10 per cent per annum. ANZ acted as sole lead manager and sole bookrunner on this landmark transaction. Thang Long Securities Company, a local securities firm and the investment banking arm of MB, was co-manager as well as registrar and paying agent for the bonds.

This transaction marks MB's inaugural entry into the VND bond market and has set another reference pricing point in the Vietnamese capital markets for domestic banks.

The success of the MB bond deal marks the first bond issue from a Vietnamese financial institution since September 2007 and, more importantly, signals the re-opening of the VND bond market as a viable funding market for other domestic banks in Vietnam.

ANZ Chief Executive Officer Vietnam, Ms Thuy Dam, said: "With the completion of this transaction, ANZ has continued to demonstrate our capabilities and commitment to the development of the Vietnam capital market. This VND bond deal follows the recent success of a VND3.5 trillion corporate bond transaction for Vietnam Electricity and again highlights ANZ's strong Asian bond origination, execution and distribution capabilities."

"ANZ delivered diversified distribution for this transaction with placement of the bonds with local banks, finance companies and asset managers. The broad investor distribution strategy has enabled MB to raise its profile amongst capital market investors and access an alternative pool of liquidity away from traditional loan markets," Ms Dam said.

The transaction was rapidly executed in four weeks from mandate to pricing with an accelerated two-day bookbuild process targeted at investors.

For media enquiries contact:

Ms Nguyen Thi Thu Huyen
Marketing & PR Manager, Hanoi
Tel: +84 4 3938 6901 (ext. 2720)
Mob: 091 302 3933
Email: nguyenh11@anz.com

Ms Tran Thi Thuy Kieu
PR & Communications Manager, HCMC
Tel: +84 8 3829 9319 (ext 1277)
Mob: 098 373 1322
Email: trank2@anz.com