

Press Release
Embargoed for May 12th, 2009

The Asian Banker IT Implementation Awards 2009

Bank of Communications wins the Best Risk Management Project Award 2008

- *Bank of Communications wins the Best Risk Management Implementation Award 2008 for a full suite of enterprise decision management solutions across the entire credit lifecycle*
- *The IT Implementation Awards is well known for its rigorous evaluation of both the technological implementation itself and its impact on business value*
- *The high degree of participation reflects the increasing prominence of IT as a business driver for the financial services industry*

Singapore, May 12th, 2009 – Bank of Communications and its partner FICO have been awarded for their implementation of the Best Risk Management Implementation Project in Asia Pacific in 2008 by the third Asian Banker IT Implementation Awards Programme. The companies received the award during the prestigious Asian Banker Summit 2009. The ceremony was held at the China World Hotel in Beijing on the evening of May 11th, 2009.

The awards programme, administered by The Asian Banker and refereed by prominent global bankers, consultants and academics, is the the most prestigious of its kind in the Asian Pacific region.

The winners were determined through a stringent three-month evaluation process that was based on submission materials and interviews with the candidates. The final decision was made by an independent panel of judges, who maintained the high standards of the awards programme.

Bank of Communications wins the Best Risk Management Implementation Award 2009 for a full suite of enterprise decision management solutions across the entire credit lifecycle

Bank of Communications and FICO have marked a major milestone in the retail credit card industry in China with the development of the first enterprise decision management project that involves a holistic integration of the entire credit card lifecycle. It comprises of three applications, covering different lifecycle stages: Capstone Decision Accelerator (CDA) deals with origination, TRIAD for account management and Model Builder for model and strategy development.

These applications work seamlessly with Bank of Communications' existing internal system, resulting in consistent and connected decisions. The CDA provides risk management department with a real-time, automated credit card origination function by deploying credit

scoring, policies and rules. It enables the system to respond dynamically to market situation. The versatile and interactive design of the account management platform in TRIAD enables Bank of Communications to develop and implement the entire strategic management actions for the multiple decision areas of credit card operations in great speed and accuracy. All of these benefits are further supported with the advanced set of modeling technologies that enable Bank of Communications management to predict profit-related factors including risk and customer profitability.

Bank of Communications is the first China-based bank deploying this financial solution. “The accurate process implementation has brought increased revenue, higher efficiency and effectiveness in account origination and management, improvement in overall customer relationship managements, reduction in non-performing loan and collection costs”, said Ms. Elena Torrijos, managing editor and IT Awards project leader for The Asian Banker. She added, “Given such beneficial impacts that Bank of Communications enjoys from the implemented project, it has earned the Best Risk Management Award for high standard in technology adoption to tap on China’s booming credit card industry.”

The IT Implementation Awards is well known for its rigorous evaluation of both the technological implementation and its impact on business value

The award evaluation process used a comprehensive methodology to evaluate the strength of the IT implementations, which included the comprehensive analysis of the submissions by our team of experienced researchers, and in-depth interviews of banks and partners. The candidates were assessed according to a set of standard performance indicators to guarantee the objectivity.

The programme was supervised by a panel of renowned referees, who integrated their consolidated expertise and took the final decision on the winners. The members of the panel were Alex Escucha (chairman), Nick Dean, Voranuch Dejakaisaya, Neil Katkov, Mac Kaylan and Axel Winter.

“The IT Implementation Awards Programme is well-known for its high evaluation standards, which are guaranteed through the independence of the judges and their high expectancies towards the candidates,” said Alex Escucha, Chairman of The Asian Banker IT Awards Panel of Judges for the third consecutive year. Escucha and his team have used their collective experience to consider the projects according to regional best practices and to evaluate their positive impact on the institution’s financial results.

The high degree of participation reflects the increasing prominence of IT as a business driver for the financial services industry

In its third year, the IT Implementation Awards Programme has been growing in popularity. In 2008, more than 90 submissions for 13 categories and five special categories came from institutions from 15 countries across the Asia Pacific region. This record number is almost twice as high as in the previous year and reflects the rising importance of IT to the financial services industry in Asia Pacific.

The success of the programme in previous years was met with an expansion of categories and the possibility for candidates to propose new categories. Nonetheless the programme maintained its high standard as the judges determined only 12 winners met their high expectations.

The IT Implementation Awards can support the financial services industry in order to determine examples of best practice across various categories, so banks can consider the new standards set by winning banks. Alex Escucha noted that “the IT Implementation Awards programme was instituted in 2006 on the premise that in such a highly automated business environment like financial services, innovative and groundbreaking IT projects should be recognised so that they can serve as an example of best practices for other institutions in the region.”

About The Asian Banker

The Asian Banker is the foremost provider of strategic business intelligence in the financial services industry in the Asia Pacific and Middle East regions. The organization has offices in Singapore, Kuala Lumpur, Beijing and Dubai as well as representatives in Shanghai, London and New York. With a business that revolves around publications, research services, training and forums, the organization is highly regarded in the financial services community for its incisive and independent commentaries on developments in the industry. The company’s website is www.theasianbanker.com.

For more information please contact:

Ms. Elena Torrijos
Managing Editor
Direct (Singapore): 6236 6522
Mobile (Singapore): 91737421
etorrijos@theasianbanker.com

Ms. Ananya Dutta
Executive, Business Development & Marketing
Direct (Singapore): (65) 6236 6174
Mobile (Singapore): (65) 9017 7840
dananya@theasianbanker.com

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