

RHB Investment Bank Taps Into Global Markets Via Strategic Partnership With Leading European Investment Bank

Kuala Lumpur, 22 January 2014 - RHB Investment Bank Berhad (RHBIB) today has entered into a strategic partnership with Espirito Santo Investment Bank (ESIB), a leading European investment bank, to jointly work towards the distribution of both its products into regions where the two investment banks have footprints.

Through this partnership, the two leading investment banks will leverage their combined expertise, strong knowledge of global and local markets to provide high quality expertise and services to their clients. ESIB will undertake to distribute RHBIB's ASEAN equity research and investment banking products into Europe. It will also include distribution of RHBIB's Singapore, Indonesia, Thailand and Hong Kong research into North America. RHBIB will in turn distribute ESIB's European and Indian equity research to Southeast Asian investors.



(left to right) Mr. Miguel Horta e Costa, Board Member of Espirito Santo Investment Bank, Mr. Jose Maria Ricciardi, CEO of Espirito Santo Investment Bank and Board member of Banco Espirito Santo, Mr. Kellee Kam, Group Managing Director of RHB Banking Group and Mr. Mike Chan, Managing Director of RHB Investment Bank at the signing ceremony

"We are honoured to be working together with one of Europe's leading investment banks" commented Mike Chan, the Managing Director of RHB Investment Bank. He noted that this relationship is distinctive because the product split for both banks is very complementary to each other with little cross over, hence making this collaboration ideal.

"Through this partnership, foreign investors are able to tap into the Southeast Asian stock markets through RHBIB's expertise and capabilities. For RHBIB, now that we are broadening our reach into the Europe and North America markets, this collaboration is ideal for it brings us closer to our aspiration of becoming a Leading Multinational Financial Services Group", added Mike Chan.

"We are very confident that we will be able to generate important synergies with RHBIB given the complementarity of our geographical footprints. This partnership will be particularly relevant for our operations in Europe, Africa and the Americas. We are also positive on the link up of our Indian platform to RHBIB. This strategic partnership affirms our commitment to better serve our clients in fast growing markets. It also positions us favorably amidst the increasing dynamism of the Southeast Asian economies on both inbound and outbound investments. We look forward to working together with RHBIB" added Jose` Maria Ricciardi, Chief Executive Officer of Espirito Santo Investment Bank.

This collaboration will also include cross border mergers and acquisitions as well as debt capital markets.

ESIB is the investment subsidiary of Banco Espirito Santo, one of the largest banking groups in Europe. The Group has a strong presence in Europe as well as franchises in North America, South America, India, and Africa. Banco Espirito Santo, is listed on the NYSE Euronext Lisbon, with a market cap of Eur5b.



News Room

Issued on behalf of RHB Investment Bank Berhad by the Group Corporate Communications Division. For more information, please call Lois Kam at 03-9280 5089 or email at lois.kam@rhbgroup.com

About the RHB Banking Group

The RHB Banking Group is the fourth largest fully integrated financial services group in Malaysia. The Group's core businesses are streamlined into seven Strategic Business Groups ("SBGs"): Retail Banking, Corporate & Investment Banking, Business Banking, Islamic Banking, Global Financial Banking, Group Treasury and Group Transaction Banking. These businesses are offered through its main subsidiaries - RHB Bank Berhad, RHB Investment Bank Berhad, RHB Insurance Berhad and RHB Islamic Bank Berhad, while its asset management and unit trust businesses are undertaken by RHB Asset Management Sdn. Bhd. and RHB Islamic International Asset Management Berhad. The Group's regional presence now spans eight countries including Brunei, Cambodia, Indonesia, Hong Kong, Malaysia, Singapore, Thailand and Vietnam. It is RHB Banking Group's aspiration to deliver superior customer experience and shareholder value; and to be recognised as a Leading Multinational Financial Services Group.