



## ***Joint Press Release***

Kuala Lumpur – Jakarta: November 28<sup>th</sup>, 2016

### **Signing of Business Alliance between PT Bahana Securities and Affin Hwang Investment Bank Berhad**

PT Bahana Securities ("Bahana"), a wholly-owned securities subsidiary of PT Bahana Pembinaan Usaha Indonesia ("BPUI"), and Affin Hwang Investment Bank Bhd ("Affin Hwang Capital"), a subsidiary of Affin Holdings Bhd have today entered into a strategic business alliance.

Bahana and Affin Hwang Capital are always looking at opportunities to expand its respective businesses beyond domestic markets. This strategic partnership, the first of its kind between the Indonesian and Malaysian capital markets, paves the way for collaboration between both parties in the area of institutional equities trading and research. With today's signing ceremony, Affin Hwang Capital and Bahana will have the opportunity to jointly facilitate institutional investors from Malaysia who are interested to invest in the Indonesian capital markets.

The agreement was signed by YBhg. Datuk Maimoonah Hussain, Group Managing Director of Affin Hwang Capital, and Bapak Feb Sumandar, President Director of PT Bahana Securities. The ceremony was witnessed by YB Dato' Othman Aziz, Deputy Minister of Finance I, Ministry of Finance Malaysia; H.E. Herman Prayitno, Ambassador Extraordinary and Plenipotentiary of the Republic of Indonesia to Malaysia; Gen. Tan Sri Yaacob Mohd Zain (R), Chairman of Affin Hwang Capital; and Ibu Dwina Septiani Wijaya, President Director of PT Bahana Pembinaan Usaha Indonesia.

This collaborative tie-up between the two leading Malaysian and Indonesian investment banking houses marks a significant milestone by strengthening Affin Hwang Capital's ability to offer regional equity trading capabilities to its Malaysian clients, whilst also giving Bahana the opportunity to attract trade flows from Malaysian clients.

It is hoped that the alliance represents a step towards closer ties between Malaysia and Indonesia in terms of capital market cross-border investment and integration.

### **Overview of the alliance**

1. The business alliance entails the execution of a Joint Distribution and Marketing Agreement (“JDMA”) by both parties.
2. In essence, the JDMA provides Affin Hwang Capital with the exclusive right to distribute Bahana’s research reports covering companies listed on the Indonesian Stock Exchange (“IDX”) to Malaysian institutional investors, on a co-branded basis.
3. In return, Affin Hwang Capital will channel its institutional clients’ trade orders for shares quoted on the IDX via Bahana.
4. The JDMA also covers corporate access and analyst marketing activities.

**===The End===**

For further information please contact:

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### **About Affin Hwang Investment Bank Berhad**

Company Name	Affin Hwang Investment Bank Berhad
Head Office	27th Floor, Menara Boustead, 69 Jalan Raja Chulan, 50200 Kuala Lumpur, Malaysia
Representative	Datuk Maimoonah Hussain - Group Managing Director
Issued and Fully Paid Share capital	RM 780 million
Business	Securities business including Brokerage, Investment Banking, and Asset Management under the umbrella of its subsidiaries.
Web Address	<a href="http://www.affinhwang.com/">http://www.affinhwang.com/</a>
Equity market share	<p>Bursa Malaysia Trading Value and Volume Ranked 1st by Market share in 2014 and 2015</p> <p>Bursa Malaysia Broker Awards</p> <ul style="list-style-type: none"> <li>– 2014 and 2015 Best Equities Investment Bank</li> <li>– 2014 and 2015 Best Institutional Equities Investment Bank</li> <li>– 2015 Best REIT Participating Organisation</li> <li>– 2015 Best Shariah Equities Participating Organisation, 1<sup>st</sup> Runner Up</li> </ul>

### **About PT Bahana Securities**

Company Name	PT Bahana Securities
Head Office	Graha CIMB Niaga, Graha Niaga, Lt. 19 & 21, Jl. Jendral Sudirman Kav. 58, Senayan, Kebayoran Baru, Daerah Khusus Ibukota Jakarta 12190, Indonesia
Representative	Bapak Feb Sumandar – President Director, PT Bahana Securities
Issued and Fully Paid Share capital	IDR 250 Billion
Business	Securities Business including Brokerage and Investment Banking
Web Address	<a href="http://www.bahanasecurities.id/">http://www.bahanasecurities.id/</a> <a href="http://bahana.co.id/">http://bahana.co.id/</a>
Equity market share	<p>2015 Market share 2,74% 2016 YTD Market Share 2,5%</p> <p>The Alpha South East Asia Deal Award</p> <ul style="list-style-type: none"> <li>• 2016 Best Equity House in Indonesia (2007-2016)</li> <li>• 2015 Best Local Currency Bond Deal of the Year in Southeast Asia &amp; Best Local High Yield Bond Deal of the Year in Southeast Asia</li> <li>• 2015 Best Secondary Deal of the Year in Southeast Asia</li> <li>• 2014 Best IPO Deal Of the Year</li> <li>• 2014 Best Cross Border M&amp;A Deal Of the Year;</li> <li>• 2014 Best IPO Deal Of the Year For Retail Investors di South East Asia</li> <li>• 2014 Best Research Call di ASEAN</li> </ul>