

## **Espírito Santo Investment Bank launches Pan Asian equities coverage through a strategic partnership with RHB Investment Bank**

Espirito Santo Investment Bank (ESIB) has entered into a strategic partnership with RHB Investment Bank (RHBIB), a leading investment bank in Asia. This partnership enables ESIB to further expand its research, trading, distribution, capital markets and M&A capabilities across Asia.

ESIB already has a significant presence in India and will extend its coverage of the Asian markets by leveraging RHBIB's local knowledge and expertise. RHBIB will distribute ESIB's European and Indian equity research throughout Southeast Asia; ESIB's global client base now has significant access across this prospering region. This collaboration includes cross border mergers and acquisitions as well as debt capital markets.

In return, ESIB will distribute RHBIB's ASEAN equity research, with over 70 analysts covering in excess of 500 companies, as well as investment banking products into Europe. It will also include the distribution of RHBIB's Singapore, Indonesia, Thailand and Hong Kong research into North America.

The Asian economies have been particularly attractive to international investors, with MSCI EM Asia delivering an 11.4% annualised return since 2000, and Asia consistently representing 60% of the emerging market index, and despite recent challenges related to tapering this focus is set to continue in 2014 as developing Asia growth recovers to 6.7%.

**Luís Luna Vaz, CEO UK of Espírito Santo Investment Bank**, comments "The globalisation of the economy is fuelling an intensification of trade flows between Asia, and other continents, namely Europe and Africa. This applies both to the financial markets and to the real economy."

**Jose Maria Ricciardi, CEO of Espírito Santo Investment Bank**, comments "This strategic partnership confirms our commitment to our growth strategy and expands our banking capabilities across Asia. Leveraging RHBIB's local expertise and knowledge will allow us to better serve our international institutional clients as we continue to grow and prosper. RHBIB has a strong franchise and a team of respected and experienced professionals with international ambitions. We look forward to working together."

**Mike Chan, Managing Director/Chief Executive Officer of RHBIB**, comments "We are honoured to be working together with a leading investment bank in Portugal. Through this partnership, international investors are able to tap into the Southeast Asian markets using RHBIB's expertise and capabilities. RHBIB can now broaden its reach into the European and North American markets, which makes this collaboration ideal for us to help us move towards our aspiration of becoming a leading multinational financial services group."



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Espírito Santo Investment Bank**

Espírito Santo Investment Bank (“Espírito Santo”) is the investment banking subsidiary of Banco Espírito Santo Group. Over the past 10 years, Espírito Santo has invested in international expansion and acquired a controlling stake in Execution Noble.

The business is founded on two cornerstones: financial markets expertise, and a proven international distribution platform. With particular strength in its home markets of Iberia and the UK, Espírito Santo also has a long-established presence in some of the key emerging economies - Brazil, India, Poland and Africa.

Espírito Santo offers a full range of products including: Pan Euro Equities, UK Mid Cap Equities, Indian Mid Cap Equities, Brazilian Equities; Project and Acquisition Finance; Corporate Finance; M&A; Equity Capital Markets; Debt Capital Markets; Corporate Broking; Fixed Income and Private Equity.

The business has a combined headcount of close to 1,000 professionals with offices in Lisbon, London, Madrid, Edinburgh, Dublin, New York, Mumbai, Hong Kong, Sao Paulo, Warsaw, Luanda and Mexico City.

For further information, please see [www.espiritosantoib.co.uk](http://www.espiritosantoib.co.uk)

#### **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.