



The poll of polls

The big three

Asia Risk's annual end-user polls have been a battle between giants Citigroup, Deutsche Bank and HSBC over the past six years, with Citigroup sweeping the top prize in four out of the six surveys and HSBC twice coming in at number one. By **Kevin Tan**

Citigroup, HSBC and Deutsche Bank have been the top favourites of derivatives users in Asia over the past five years. Citigroup has virtually swept the top spot in all the past end-user polls by *Asia Risk*, except for the first in 2000, when it came third behind HSBC and Deutsche Bank, and in 2004 when it came second behind HSBC.

The battle between the two giants has seen Citigroup win the fight four times out of six, and HSBC beating its rival twice to clinch the trophy in 2000 and 2004. Deutsche Bank has achieved mostly a third position in the past six surveys, although it twice came in second (2000 and 2002), while Standard Chartered, JP Morgan, DBS and UBS have also held on to their rankings within the top 10 over the past five years.

Citigroup has led the Australian dollar and Japanese yen derivatives markets over the past four years¹, and it also won the top share of the business in Korean won, Malaysian ringgit, Indian rupee and the Taiwan dollar over the period. HSBC, meanwhile, has swept the top spots for Hong Kong dollar derivatives in the past four years.

The bank also ranked consistently among the top



Rodrigo Zorrilla,
Citigroup

five across the interest rates, currency and equity categories – testimony to the bank's diverse branch network and presence in local derivatives markets in Asia. The bank also made the quantum leap into the credit derivatives space in the June 2005 poll – a reflection of the opening up of local derivatives markets and the increasing sophistication of the region's end-users².

Offshore and domestic investors, including hedge funds and high net-worth individuals, are beginning to buy into Asian derivatives in a meaningful way, according to Justin Kennedy, head of equity derivatives at Citigroup. "Until recently, our business has been one in which we were either exporting Asia to the world or selling the world to Asia. What we are beginning to see is rapid growth in business in which we sell Asia to Asian investors," he says.

Rodrigo Zorrilla, Citigroup's head of corporate sales and restructuring for Asia-Pacific, adds: "The rising interest rate environment coupled with greater volatility in the financial markets is proving to be a boon for boosting greater interest in the derivatives markets. Corporations are increasing their hedging activities through interest rates, foreign exchange and commodities derivatives as a result."

Tarun Kataria, HSBC's head of sales, points to huge interest for Asian G3 and local currency fixed-income products, and reckons there's plenty of room for derivative flows to expand as "most investors play the cash markets before they enter the derivatives market".

Given the very low interest rates in the early 2000s and steep US yield curve, derivatives were mostly about structured rate products because investors need to enhance the return on their excess liquidity. "With the yield curve now flat, structured credit and structured equity products are the investment of choice. Our structured credit business has seen dramatic growth over the last three years," Kataria notes.

¹ The breakdown by individual products is available only for 2002-2005.

² Results for the credit sub-groups have been available only since June 2003, when new categories were created for credit default swaps, credit-linked notes, basket products and synthetic CDOs.

NB: 1st, 2nd, 3rd, 4th and 5th in tables refer to number of first positions won, and so on

Top 10 rankings (2000 - 2005)

Position 2005	Position 2000/05	Bank	1st	2nd	3rd	Points ¹
1	1	Citigroup	105	48	31	442
2	2	HSBC	80	60	10	370
4	3	Deutsche Bank	18	42	36	174
5	4	Standard Chartered	2	16	45	83
7	5	DBS	6	5	11	39
10	6	JP Morgan	5	3	11	32
6	7	UBS	4	5	5	27
	8	Mitsubishi Securities	1	10	1	24
	9	ABN Amro	2	4	7	21
	10	ANZ	7	5	19	
3	11	Barclays Capital	1	16	18	
8	12	Merrill Lynch	4	4	12	
	13	National Australia Bank	2	1	3	11
	14	Sumitomo Mitsui Banking Corp	4	1	9	
	15=	Commonwealth Bank of Australia	1	2	1	8
9	15=	Société Générale	1	2	1	8
	15=	Macquarie Bank	2	1	1	8
	18=	BNP Paribas	2	1	7	
	18=	Mizuho	2	3	7	
	18=	Goldman Sachs	2	3	7	
	21	Morgan Stanley	1	4	6	

¹ 3 points for first.



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He adds: "The way we differentiate ourselves is not only as the leader of the pack in the G3 space, but also in terms of what we can do in regional currencies. The build-out has been very much focused on the regional space."

Deutsche Bank has retained its lead in credit derivatives over the years, with top positions held in credit default swaps in Australia and Asia ex-Japan, credit-linked notes in Australia and Japan, and synthetic collateralised debt obligations (CDOs) in Australia. ABN Amro has also been a top performer in the Australian credit derivatives market, coming in second in the credit-linked notes and synthetic CDOs categories for 2002-2005.

In terms of complex products such as CDOs, a handful of global banks are still seen as having the advantage, with Deutsche Bank and JP Morgan dominating the synthetic CDOs market in Asia ex-Japan.

China opening up

Standard Chartered Bank's consistent performance in interest rate and currency products in Asia ex-Japan helped to propel it to the fourth position in the overall ranking.

The bank has been particularly active in Asia ex-Japan interest rate and forex swaps and options, and also ranked among the top five for Taiwan dollar and Chinese renminbi (RMB) non-deliverable forwards (NDFs).

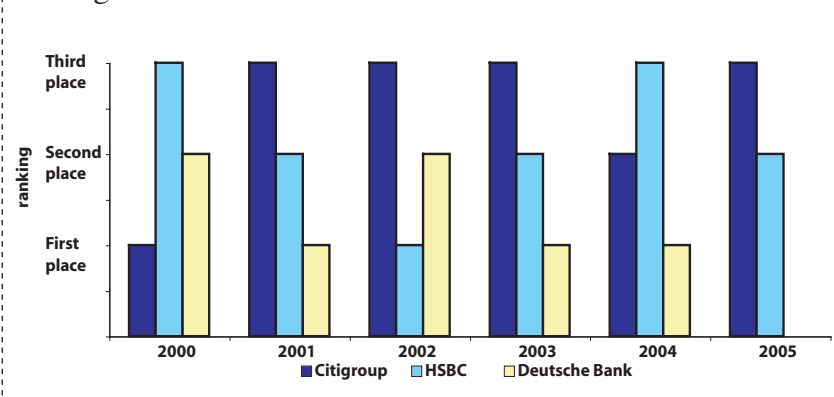
During 2002-2005, Standard Chartered consistently ranked among the top five in interest rate swaps in the Hong Kong dollar, Indonesia rupiah, Malaysian ringgit, Singapore dollar, Taiwan dollar, Indian rupee and the Philippine peso. The bank is now looking to conquer the RMB interest rates market.

Gregory Clinton, global head of interest rate derivatives at Standard Chartered Bank in Singapore, reckons that the bank is well positioned to deliver RMB products through its large network in China as the local derivatives market opens up. The bank was among the first batch of commercial banks to get a non-RMB derivatives license, and also one of the first foreign banks to obtain a forex forward dealing license in China.

Clinton adds: "We are now the most active foreign bank in the interbank bond market. And we are the only foreign bank to get the approval of bond forwards, which helps us to develop our yield curve model. The forward market and the bond market are both very important to the development of the RMB derivatives market."

Development of the onshore RMB-denominated derivatives market has accelerated recently with the People's Bank of China (PBOC) allowing domestic and foreign banks to conduct RMB forward transactions for the first time. The PBOC has also started

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to allow RMB interest rate swaps on a deal-by-deal basis.

The bank's strength in interest rate derivatives will no doubt give it an advantage in the China market. Standard Chartered is already active in the forex forwards, repo and bond markets in China. "We are very active in these markets already in China. The choice of a floating index is not always simple, and often has to be tailored to the clients needs. We would favour the seven-day repo rate, as this is a relatively liquid market, or seven-day Chibor," says Clinton.

He adds: "As the forex forward market develops, it may be possible to derive an implied rate, as is common in other Asian markets. And of course the early stages are not without risks, as we will most certainly not have the perfect hedge for the risk we take on from our clients, so it is important that we build internal risk tolerance levels that are suitable to the market."

Poll Methodology

Asia Risk has been conducting its annual end-user poll for the past six years, with the latest survey published in the June 2005 issue. The online voting forms are sent out to treasurers, asset managers, corporates and other non-bank derivatives users. Voters were asked to rank their three best banks in the past 12 months for specific products across four categories – interest rate, credit, currency and equity. The number of votes cast varies from category to category, depending on the number of participants active in each market.

The ratings work on a points system. Banks receive three points for each first place they achieve, two points for a second place and one point for a third. The total number of points is then added to determine the top houses. The ratings are not weighted, meaning that a first place in one of the currency exposure categories, for example, is worth the same three points as a first place in equity.

The poll's format has undergone a few revisions over the years to reflect changes in the market. For example, results for the credit sub-groups have been available only since June 2003, when new categories were created for credit default swaps, credit-linked notes, basket products and synthetic collateralised debt obligations (CDOs). The regional breakdown of these has been available only since 2004.

Going local

DBS has given international rivals a run for their money, retaining a lead placing in Singapore dollar-denominated products and a fifth spot for currency products as a whole – the only Asian bank to rank among the top five in the currency category. Other domestic banks that achieved respectable overall top five rankings in the local currency categories include Macquarie Bank, OCBC, CIMB and National Australia Bank.

The placing of DBS Bank, ANZ and Mitsubishi Securities in the overall top rankings underscores the increasingly stiff competition that international banks have faced from their domestic rivals, especially in the currency products categories.

Banks reckon this reflects the emphasis that domestic banks have placed on growing their derivatives business due to a surge in demand from corporate treasurers to hedge their exchange rate risks in the year following the 1997-98 Asian financial crisis.

Asian markets became highly regulated in the years after the crisis – regulators not only implemented strict controls on currencies, but also on the kind of investments that local investors could make and the kind of hedging instruments that local corporations could use.

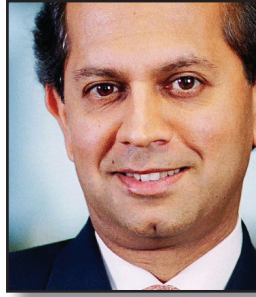
“For starters, then there were some cowboy derivative deals,” says HSBC’s Kataria. “A lot of blow-ups were probably because customers weren’t fully educated about the products they were buying. In some instances, customers understood them, but simply walked away from the negative mark-to-market values. But it’s unlikely that we’ll see a repeat of these blow-ups in today’s environment.”

However, Asia’s economic resurgence in the past two years has reversed the need for tight regulations, and deregulation is now the biggest trend in the region. Mahesh Bulchandani, managing director and head of structuring and solution, Asia ex-Japan at JP Morgan, points to the opening up of markets amid growing regional economic confidence, and says Asian corporations should have access to sophisticated hedging tools to compete with their foreign rivals.

Companies and financial institutions in the region have become fairly sophisticated in their use of derivatives products, with many of the region’s corporates actively raising money in one currency and swapping it into another in order to minimise their cost of funding.

“Such sophisticated approaches are very positive for the growth of derivatives and structured investments,” adds Bulchandani.

JP Morgan has been increasing its share of the local currency business both in Asia and Japan, as seen



Tarun Kataria, HSBC

in its ranking within the top five in the interest rate swaps business in the Hong Kong dollar, Indonesian rupiah, Japanese yen and Philippine peso over the past two years.

New products

Asian derivatives markets have become more sophisticated, and grown much larger in terms of breadth and depth from early 2000. As the market continues to expand, the range of derivatives products will continue to grow, say bankers.

Commodity derivatives have become a hit in Asia, even with non-institutional investors. “Attracting these non-institutional investors to the derivatives markets is the boom in commodities, caused in part by rising commodity prices as the rapidly developing economies of China and India compete for resourc-

“We are now the most active foreign bank in the interbank bond market”

Gregory Clinton,
Standard Chartered

es such as oil, minerals and metals,” says Christopher Willcox, head of global rates and currencies at Citigroup.

JP Morgan’s Bulchandani adds: “The growth is expected to be widespread, led by China and India. The increasing demand from the region, coupled with volatility in the commodities market, has created the platform for applications of commodity derivatives.”

The growth of the region’s derivatives markets requires a correspondingly larger and more product-savvy salesforce. Banks have been expanding their sales teams, and working to equip them with a knowledge of products that straddle different asset classes, such as equity default swaps or CDOs of asset-backed securities.

Barclays Capital, for example, has significantly boosted the number of people in its Asia ex-Japan sales team since 2000, and the bank set up an onshore branch and a securities house in Seoul in 2001. Barclays Capital also has its sights on China, and this focus on local markets has enabled it to shoot from a relatively low position in previous end-user polls to third place in 2005.

Peter Hu, Barclays Capital’s head of investor solutions for Asia, says: “The traditional sales team, the institutional sales team, is also being ‘derivatised’. There has been a focus on deepening the knowledge base,

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while the introduction of electronic platforms, such as Barx, has allowed the salesforce to devote more time to addressing clients' needs for structured products and derivatives."

Hu adds that investment interest has also extended beyond hedgers, who seek to mitigate their risk, to retail and private bank investors, who desire higher yields through exposure to various derivatives asset classes. He adds that the bank was the first to develop a product called the collateralised commodity obligations (CCO), which has a similar risk profile to CDOs. The advantage of a CCO is that it allows investors to tranche their risk and select a return that is within their risk appetite for the commodity's asset class.

Changes in client practices

More than 10 years after the collapse of Barings Bank and a year after China Aviation Oil's commodity derivatives scandal, are the region's investors now sophisticated enough to manage risks in the derivatives markets?

Bankers say their clients have become more knowledgeable in appreciating the functions of derivatives products as their need for them expands, which in turn has resulted in a wider range of hedging instruments. And where once derivatives instruments were usually mentioned only in the footnotes of companies' accounting books, they have since become part of a primary range of income-generating activities.

But banks need to be at the forefront of developing new ideas and also educating clients about the use of derivatives. As HSBC's Kataria puts it: "Executing derivatives in the old days was a lot easier because from an accounting standpoint, all derivatives were recorded as footnotes. That has changed over time. From the footnotes, they went into the balance sheet. Now of course, they have gone into the income statement, so the accounting implications have become a lot more difficult to manage."

In equity derivatives, for example, investors are selecting products that generate the highest potential dividends with greater volatility in a bid to enhance yield. Variance swaps have become very popular with hedge funds over the past 18 months, and banks such as UBS, Deutsche Bank, BNP Paribas and SG have been able to capitalise on their strength in equity derivatives to grow the flow derivatives business.

Deutsche Bank, for one, is all set to take on the competition. David Arnold, Deutsche Bank's head of institutional client group, notes: "Having more competition in the markets will help broaden and deepen the market. Having more sophisticated players is a benefit to everyone. It's not a matter of anyone's market share shrinking, but the market as a whole increasing in size."



**David Arnold,
Deutsche Bank**

Overall rankings

By region (2002-2005)

Asia ex-Japan categories

	1st	2nd	3rd	4th	5th	points
Citigroup	8	1	3		1	54
Deutsche Bank	2	4	4			38
HSBC	2	4	3	1		37
UBS	2	4		1		28
JP Morgan	2	1	1	2	1	22

Australia categories

	1st	2nd	3rd	4th	5th	points
Deutsche Bank	3	6	4	1		53
Citigroup	8		2	1		48
HSBC	1	4	1	1		26
UBS	1	1	2	1		17
Macquarie	2	1			1	15
Goldman Sachs		1	1	1	1	10

Japan categories

	1st	2nd	3rd	4th	5th	points
Citigroup	11		2			61
Deutsche Bank	2	2	3	1	1	30
HSBC		5	1			23
JP Morgan	1		2	5		21
Barclays Capital		1	3	1		15
Morgan Stanley		1	2	1		12

By currency

Australian dollar

	1st	2nd	3rd	4th	5th	points
Citigroup	11	4	3			80
Deutsche Bank	3	7	2	5		59
ANZ		6	5	2	2	45
HSBC	5	2		1		35
National Australia Bank	2	1	3	1	1	32

Hong Kong dollar

	1st	2nd	3rd	4th	5th	points
HSBC	22					110
Citigroup		14	4	1		70
Standard Chartered		6	11	1	2	61
Barclays Capital	6	3				15
Deutsche Bank		1		3	1	11

Indonesian rupiah

	1st	2nd	3rd	4th	5th	points
HSBC	3	1				19
Citigroup	2			1	1	13
JP Morgan			2		2	8
Deutsche Bank	1			1		7
Standard Chartered			2		1	7

Indian rupee

	1st	2nd	3rd	4th	5th	points
Citigroup	4	6	1			47
HSBC	5	4			1	42
Standard Chartered	1	2	6	2		35
Deutsche Bank	1	1	1	5	1	23
ABN Amro			3		2	11

Japanese yen

	1st	2nd	3rd	4th	5th	points
Citigroup	19					95
Deutsche Bank	2	5	7	1	1	54
Mitsubishi Securities		6	1	1	2	31
JP Morgan	1		3	2		18
HSBC		4			1	17

Korean won

	1st	2nd	3rd	4th	5th	points
Citigroup	9	3	2			63
HSBC	5	9				61
Deutsche Bank		5	4	3		38
Barclays Capital			5			15
ABN Amro			1	1	1	6

Malaysian ringgit

	1st	2nd	3rd	4th	5th	points
Citigroup	3	1				19
HSBC	2	2				18
Standard Chartered			2	1		8
Deutsche Bank			1	2		7
Maybank			1	1		5

Philippine peso

	1st	2nd	3rd	4th	5th	points
HSBC	2	2				18
Citigroup	1	1	1	1		14
Standard Chartered	1		2	1		13
Deutsche Bank		1	2	1		12
JP Morgan					2	2

Singapore dollar

	1st	2nd	3rd	4th	5th	points
HSBC	16	1	3			93
DBS	6	5	11	1		85
Citigroup	5	9	4		1	74
Standard Chartered		5	6	5	3	51
OCBC		1	1	2	2	13

Thai baht

	1st	2nd	3rd	4th	5th	points
HSBC	7	1				39
Citigroup		5	2	1		28
Deutsche Bank	1	2	1	4		24
Standard Chartered			6	1	1	21
ABN Amro					3	3
Bangkok Bank				1	1	3

Taiwan dollar

	1st	2nd	3rd	4th	5th	points
Citigroup	11		3			64
HSBC	1	11			1	50
ABN Amro	1	3	3	4	1	35
Deutsche Bank	2	2	2		1	25
Standard Chartered			2	2		10

By product**Interest rate products**

	1st	2nd	3rd	4th	5th	points
Citigroup	40	21	13	1	1	326
HSBC	35	25	4	1	2	291
Deutsche Bank	9	15	17	13	2	184
Standard Chartered	1	7	21	5	6	112
JP Morgan	2	1	4	4	2	36

Currency products

	1st	2nd	3rd	4th	5th	points
Citigroup	45	27	15	4	1	387
HSBC	44	27	1	0	1	332
Deutsche Bank	5	18	13	18	3	175
Standard Chartered	1	9	24	11	3	138
DBS	4	2	6	2	1	51

Credit products

	1st	2nd	3rd	4th	5th	points
Deutsche Bank	4	7	5	1	1	66
Citigroup	8		2			46
JP Morgan	3	2	4	2	1	40
HSBC	1	6	1	1		34
ABN Amro	1	1	0	1	1	12

Equity products

	1st	2nd	3rd	4th	5th	points
Citigroup	12		1	1	1	66
UBS	3	5	2	2		45
Merrill Lynch		4	3	1		27
HSBC		2	4	1		22
SG	1	2	1	1		18

5 points for 1st, 4 points for second, 3 points for third, 2 points for fourth and 1 point for fifth

Interest rate derivatives

Results**Interest rate swaps****Australian dollar**

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup		3				15
1=	3	Deutsche Bank	1	1	2			15
3	2	HSBC			1	1		6
4	4	National Australia Bank			1	1		6
5		ANZ		2		1		7

Hong Kong dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC		4				20
2	2	Citigroup			3		1	14
3	3	Standard Chartered			1	2		10
4	4	JP Morgan	1		1			8
5	5	Barclays Capital					2	2

Indonesian rupiah

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	HSBC	1	1				9
2	4	Deutsche Bank	1			1		7
3	1	Citigroup	1				1	6
4	5	JP Morgan			1		1	4
5=	3	Barclays Capital					1	3
5=		Standard Chartered				1		3

Japanese yen

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup		3				15
2	4	Mitsubishi Securities			2		1	10
3=		Deutsche Bank				2		6
3=		JP Morgan				2		6
5	2	HSBC			1		1	5

Malaysian ringgit

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	2	Citigroup	1	1				9
1=	1	HSBC	1	1				9
3	4=	Maybank			1	1		5
4	4=	Deutsche Bank				2		4
5	3	Standard Chartered				1		3

Singapore dollar

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC		3		1		18
2	2	Citigroup		2	1	1		17
3	3	DBS		1	1	2		15
4	4	Standard Chartered			1	2		8
5	5	Deutsche Bank			1		1	5

Taiwan dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup		3				15
2	5	HSBC			2		1	9
3=	4	ABN Amro			1	2		8
3=	2	Deutsche Bank			2			8
5	3	Standard Chartered				1		3

US dollar

2000/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup		6				30
2	2	HSBC			4	2		22
3	4	Deutsche Bank			2	2		12
4	5	Standard Chartered				3	1	10
5	3	Barclays Capital				1		3

Indian rupee

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup		1	2			13
2	3	Deutsche Bank	1		1	1		10
3	2	HSBC	1	1				9
4	4	Standard Chartered				2	1	8
5		ABN Amro				1		3

Philippine peso

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup		1	1			8
1=	2	HSBC			2			8
3	4	Standard Chartered	1			1		7
4	3	Deutsche Bank			2			6
5		JP Morgan					1	1

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European currencies

2000/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3	1	2			25
2	2	HSBC	3	2				23
3=	3	Deutsche Bank	1	1	2		15	
3=	5=	Standard Chartered	2	2			1	15
5	4	Barclays Capital				1		2

Interest rate options

Australian dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	4	Deutsche Bank	2	1	1			16
2=	1	Citigroup	1		1			8
2=		National Australia Bank	1		1			8
4=	2	HSBC			1			4
4=		C'wealth Bank of Australia	1					4
4=		JP Morgan		1				4

Japanese yen

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1		Deutsche Bank	1	1	1			12
2	1	Citigroup	2					10
3	5	Mizuho		1	1	1	1	8
4		JP Morgan	1			1		7
5		Sumitomo Mitsui Banking Corp	1				1	5

Hong Kong dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	4					20
2	5	Standard Chartered			2	1	1	9
3	2	Citigroup		2				8
4		Deutsche Bank	1			1		6
5		Royal Bank of Scotland	1					4

Korean won

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	HSBC	2	1				14
2	1	Citigroup	1	2				13
3	4	Deutsche Bank		1	1	1		9
4		ABN Amro			1		1	4
5	3	Barclays Capital			1			3

Singapore dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	3	1				18
2	3=	DBS	1	3				14
3	3=	Standard Chartered	2	1		1		12
4	2	Citigroup	2					8
5		OCBC				1		2

European currencies

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	HSBC	3	1				19
2	1	Citigroup	1	1	2			15
3	3	Deutsche Bank	2	1	1			13
4=	5	BNP Paribas				1	1	3
4=		Standard Chartered			1			3

US dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3	1				19
2	2	HSBC	1	3				17
3	3	Deutsche Bank			1	1		5
4	5	Standard Chartered			1		1	4
5		Bank of America			1			3

Forward rate agreements

Australian dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2	2	Citigroup	1	1				9
3		ANZ		2				8
4	5	National Australia Bank			2		1	7
5=	3	Barclays Capital			1			3
5=		Westpac			1			3

Hong Kong dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Citigroup	2	1				11
2=	1	HSBC	2					10
2=	3	Standard Chartered	1	2				10
4=	4	Barclays Capital			1	1		3
4=	5	Deutsche Bank			1	1		3

Japanese yen

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3					15
2	5	Mitsubishi Securities		2			1	9
3	2	HSBC		1				4
4=	3	Barclays Capital				1		3
4=		Deutsche Bank				1		3
4=		Sumitomo Mitsui Banking Corp				1		3

Singapore dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Citigroup	1	1	1			12
2=	1	HSBC	2					10
2=	4	DBS		2		1		10
4		OCBC		1	1			6
5	3	Standard Chartered				1	1	4

Thai baht

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2	2	Citigroup		1	1			7
3	4=	Deutsche Bank			1	1		6
4	3	Standard Chartered				1		3
5=	4=	BNP Paribas					1	2
5=		Bangkok Bank					1	2

Exotic interest rate products

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup	1		1			8
1=	3	Deutsche Bank	1		1			8
3=	2	HSBC			1			4
3=		Goldman Sachs			1			4
5		Merrill Lynch				1		3

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	HSBC	1	1				9
2	1	Citigroup	1		1			8
3	3	Deutsche Bank		1	1			7
4=	4	Barclays Capital				1		2
4=		Goldman Sachs					1	2
4=		JP Morgan				1		2

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup	1		1			8
1=		Deutsche Bank	1		1			8
3=	2	HSBC			1			4
3=		Mitsubishi Securities			1			4
3=	4	JP Morgan				2		4

Forex derivatives

Results

Cross-currency swaps

Australian dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Citigroup	2	1				14
2	4	Deutsche Bank		2		2		12
3	5	ANZ Bank		1	2		1	11
4=	1	HSBC		1				5
4=		C'wealth Bank of Australia		1				5

Hong Kong dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	4					20
2	2	Citigroup		3				12
3	3	Standard Chartered		1	2			10
4	4	Barclays Capital				2		4
5=		JP Morgan			1			3
5=		Bank of America			1			3

Indonesian rupiah

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1=	HSBC	2					10
2	1=	Citigroup	1			1		7
3=	3	Standard Chartered			1		1	4
3=	5	JP Morgan			1		1	4
5		Bank of America			1			3

Indian rupee

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	3					15
2	2	Citigroup		3				12
3	3	Standard Chartered	1	2				10
4	4	Deutsche Bank			2			4
5=	5	Barclays Capital					1	1
5=		ABN Amro					1	1

Japanese yen

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3					15
2		Deutsche Bank	1	2				13
3	3=	Mitsubishi Securities	1	1				7
4=		Mizuho			1		1	4
4=	2	HSBC			1			4
4=		Sumitomo Mitsui Banking Corp	1					4

Korean won

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup	2	1				13
1=	2	HSBC	1	2				13
3		Deutsche Bank	1	1				7
4	3	Barclays Capital			1			3
5=	4=	ABN Amro				1		2
5=	4=	UBS				1		2
5=		Kookmin Bank				1		2
5=		CSFB				1		2

Malaysian ringgit

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1=	Citigroup	2					10
2	1=	HSBC	1	1				9
3	3	Standard Chartered			1	1		5
4		Deutsche Bank			1			3
5	4	Barclays Capital				1		2

Philippine peso

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2=	2	Citigroup		1		1		6
2=	3	Standard Chartered			2			6
2=	4	Deutsche Bank		1		1		6
5=	5	ABN Amro					1	1
5=		JP Morgan					1	1

Singapore dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	3		1			18
2	2	Citigroup	1	2	1			16
3	3	DBS	1	1	2			15
4	4	Standard Chartered			1	2		7
5=	5	UOB					1	1
5=		OCBC					1	1

Thai baht

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2=	2	Citigroup		1		1		6
2=	3	Standard Chartered			2			6
2=	4	Deutsche Bank		1		1		6
5=	5	ABN Amro					1	1
5=		Bangkok Bank					1	1

Taiwan dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3					15
2	2	HSBC	1	2				13
3	4	ABN Amro			1	1	1	6
4=	3	Standard Chartered			1			3
4=		Deutsche Bank			1			3
4=		UBS			1			3

Currency options**Australian dollar**

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Citigroup	1	1	2			15
2	4	Deutsche Bank		2		1		10
3=	5	UBS		1			1	6
3=		ANZ		1		1		6
5=	1	HSBC		1				5
5=		National Australia Bank		1				5

Hong Kong dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	4					20
2	2	Citigroup		2	2			14
3	5	Standard Chartered	1	1			1	8
4		Bank of America		1				4
5=	4	Barclays Capital					1	2
5=		Deutsche Bank					1	2

Indian rupee

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	2					10
2	4	Standard Chartered		1		1		6
3=	2	HSBC		1			1	5
3=	5	Deutsche Bank		1			1	5
5	3	Barclays Capital				1		3

Japanese yen

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	4					20
2	4	Deutsche Bank		1	1	1	1	10
3		Sumitomo Mitsui Banking Corp		2				8
4		JP Morgan			1	1		5
5		Mitsubishi Securities	1					5

Korean won

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3					15
2	2	HSBC		3				12
3	4	Deutsche Bank			2	1		8
4	3	Barclays Capital			1			3
5		Bank of America				1		2

Singapore dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	HSBC	3					15
1=	3	DBS	1	1	2			15
3	5	Standard Chartered			2		1	9
4	2	Citigroup		1	1		1	8
5	4	Deutsche Bank				2		4

Thai baht

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	1	1				9
2=	2	Citigroup		1	1			7
2=	4	Deutsche Bank	1			1		7
4	3	Standard Chartered			2			6
5=	5	Barclays Capital					1	1
5=		Siam Commercial Bank					1	1

Taiwan dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	2		1			13
2	2	HSBC		3				12
3	3	ABN Amro	1		1	1		10
4		Deutsche Bank				1		3
5	4	DBS				1		2

Currency forwards**Australian dollar**

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Citigroup	3	1				19
2	4	ANZ		2	1	1		13
3		Deutsche Bank		1		1		6
4	1	HSBC		1				5
5=	3	Barclays Capital			1			3
5=		C'wealth Bank of Australia			1			3
5=		Westpac			1			3

Hong Kong dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	4					20
2	3	Standard Chartered		2	2			14
3	2	Citigroup		2	1			11
4	4	Barclays Capital				2		4
5		DBS				1		2

Indian rupee

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	1	2				13
2	2	Citigroup	1	1	1			12
3	3	Standard Chartered	1	2				11
4		ABN Amro			2		1	7
5	4=	Deutsche Bank				2		4

The poll of polls

Japanese yen

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	4					20
2	5	Mitsubishi Securities		3			1	13
3		Deutsche Bank		1	2			10
4	2	HSBC	1					4

Korean won

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	3					15
2	2	HSBC		3				12
3		Deutsche Bank		2				8
4	4	Standard Chartered				2		4
5	3	Barclays Capital			1			3

Singapore dollar

2002/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	3	DBS	2	2				16
2	1	HSBC	2	1				14
3	2	Citigroup	1	2				13
4	4	Standard Chartered			3	1		11
5		OCBC			1		1	4

Thai baht

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2	2	Citigroup		2				8
3=	3	Deutsche Bank			1	1		5
3=	4	Standard Chartered			1	1		5
5	5=	ABN Amro					2	2

Taiwanese dollar

2003/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	2	1				13
2	3	ABN Amro		2	1			11
3	2	HSBC		2				8
4	5	Deutsche Bank	1			1		6
5=	4	Standard Chartered				1	2	2
5=		Taishin Bank				1		2

Exotic currency products

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1=	Citigroup	2					10
2	3	Deutsche Bank		1	1			7
3=		ANZ		1				4
3=	1=	HSBC		1				4
5=		Merrill Lynch					1	2
5=	4	Barclays Capital				1		2

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup	1	1				9
1=	2	HSBC	1	1				9
3	3	Deutsche Bank		1	1			7
4=	4	Barclays Capital				1		2
4=		ABN Amro				1	2	2
4=		Standard Chartered				1		2

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	1	1				8
2		Deutsche Bank	1	1				5
3		Mitsubishi Securities		1				4
4	3	Barclays Capital			1			3
5=	4	ABN Amro				1		2
5=		JP Morgan				1		2

Non-deliverable forwards

Korean won

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2	2	Citigroup		1	1			7
3	4	Deutsche Bank		1		1		6
4	3	Barclays Capital			1			3
5		JP Morgan				1		2

Taiwan dollar

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	2	HSBC		2				8
1=	1	Citigroup	1	1				8
3		Deutsche Bank	1					5
4	3	Barclays Capital			1			3
5		Standard Chartered				1		2

Chinese renminbi

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	HSBC	2					10
2	3=	Standard Chartered		1	1			7
3	3=	Citigroup		1		1		6
4		Deutsche Bank				1		3
5	4	Barclays Capital				1		2

Credit derivatives

Results

Default swaps

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Deutsche Bank	1	1				9
2	3	JP Morgan		1	1			7
3	1	Citigroup	1					5
4		Morgan Stanley				1		3
5=	4	HSBC					1	2
5=		UBS				1		2

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Deutsche Bank	1	1				9
2	3=	JP Morgan	1	1				8
3	1	Citigroup	1					5
4=		Morgan Stanley				1		3
4=	3=	HSBC			1			3

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	3=	JP Morgan	1	1				8
2	3=	Deutsche Bank		1	1			7
3	1	Citigroup	1					5
4=	5=	UBS			1		1	4
4=	2	HSBC		1				4

Credit-linked notes

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Deutsche Bank	1	2				8
2	5	ABN Amro	1				1	6
3	1	HSBC	1					5
4		Cwealth Bank of Australia		1				4
5=	3=	Citigroup				1		3
5=	3=	Barclays Capital				1		3

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	1	Citigroup	1	1				8
1=	3	Deutsche Bank	1	1				8
3	5	JP Morgan		1			1	5
4	2	HSBC		1				4
5	4	Barclays Capital				1		2

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	4=	Deutsche Bank		1		1		6
2=	4=	JP Morgan			1	1		5
2=		BNP Paribas		1				5
2=	1	Citigroup		1				5
5	2	HSBC		1				4

Synthetic CDOs

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	3	Deutsche Bank	1	1				8
2	4	ABN Amro		1		1		6
3	1	Citigroup	1					5
4	2	HSBC		1				4
5		UBS			1			3

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	4	JP Morgan	1			1		7
1=	3	Deutsche Bank		1	1			7

3	1	Citigroup	1	5
4	2	HSBC	1	4
5		Goldman Sachs	1	3

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=		BNP Paribas	1					5
1=	1	Citigroup	1					5
3=	5	Deutsche Bank			1		1	4
3=		Mizuho Securities			1			4
3=	2	HSBC		1				4

Equity derivatives

Results

Equity index swaps

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	3	UBS		1	1			7
2=	1	Citigroup	1					5
2=		Macquarie	1					5
4	2	HSBC			1			4
5		BNP Paribas				1		3

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	UBS	1	2				13
2	1	Citigroup	1		1			8
3		Merrill Lynch			1			4
4	3	HSBC			1			3
5=	4	SG					1	2
5=		CSFB					1	2

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	2					10
2	3	Merrill Lynch		1	1			7
3	2	HSBC			1			4
4		Mizuho Securities			1			3
5=		JP Morgan				1		2
5=	4	Barclays Capital					1	2
5=	4	UBS				1		2

Equity index options

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	Deutsche Bank	2					8
2	5	Macquarie Bank	1				1	6
3	1	Citigroup	1					5
4=	3=	HSBC			1			3
4=	3=	Merrill Lynch			1			3
4=		Goldman Sachs				1		3

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	2	SG		2				8
2	4=	UBS	1			1		7
3	1	Citigroup	1				1	6
4=	3	HSBC			1			3
4=		Merrill Lynch				1		3

Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	2					10
2	4=	Morgan Stanley			1	1		5
3=	2	Barclays Capital			1			4
3=		Merrill Lynch			1			4
5	3	Goldman Sachs				1		3

Single-stock options

Australia

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	1			1		7
2=	4	Deutsche Bank			1	1		5
2=		UBS		1				5
4	5=	Goldman Sachs				1	1	3
5=	2	Merrill Lynch			1			4
5=		Macquarie			1			4

Asia ex-Japan

2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1=	2	UBS		2				8
1=	3	SG	1		1			8
3	1	Citigroup	1					5
4		CSFB			1			3
5=		Merrill Lynch				1		2
5=	4	HSBC				1		2

Japan

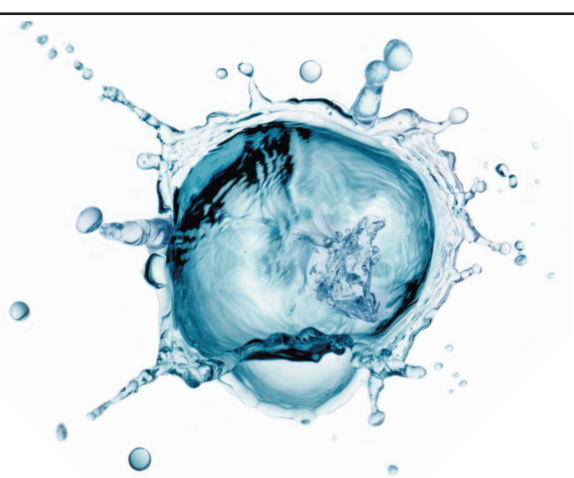
2004/05	2005	Bank	1st	2nd	3rd	4th	5th	Total
1	1	Citigroup	2					10
2=		Morgan Stanley			1			4
2=	2	Goldman Sachs			1			4
4=		UBS			1			3
4=	3	HSBC				1		3

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