

News Release

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HSBC VIETNAM NAMED BEST DOMESTIC CASH MANAGEMENT BANK IN EUROMONEY POLL FOR THIRD STRAIGHT YEAR

****HSBC sweeps awards across Asia
as Best Domestic Cash Management Bank***
***Poll evidences HSBC's commitment
to clients in Vietnam and across the region****

HSBC Bank (Vietnam) Ltd. has been declared the Best Domestic Cash Management Bank in Vietnam 2012 by this year's Euromoney Poll—the most comprehensive survey of the global cash management sector. This is the third year running HSBC has been honoured with the award, testament to the peerless quality of the bank's client-oriented services.

The good news went far and wide as HSBC also led the global poll for best domestic cash management bank as voted by both non-financial institutes and financial institutes. Furthermore, the bank swept up right across Asia by leading the survey in Bangladesh, Brunei, Hong Kong, India, Indonesia, Japan, Malaysia, Mauritius, the Philippines, Singapore, Sri Lanka, Taiwan, Thailand and Vietnam.

"This is a fantastic achievement not just on the domestic front but on a global level," said Nguyen Thi My Hanh, Head of Global Payments and Cash Management for HSBC Vietnam. "Once again, HSBC has raised the bar for cash management services here in Vietnam and all over the world."

Now in its 12th year, the Euromoney poll recognises leadership in cash management by polling banks' corporate and institutional clients. Cash managers, treasurers and financial officers worldwide are asked to indicate which international banks they currently use for their cash management services and rate services across various

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categories, such as, effectiveness of cash management solutions, quality of service and support, sophistication of banking technology and systems security.

This year Euromoney received 31,608 replies in total. Of these, 20,762 valid responses went into the results after data verification and validation – an increase of 33 per cent on 2011.

“To lead the most comprehensive survey of the cash management sector in the market is a rewarding achievement for HSBC Vietnam,” added Nguyen Thi My Hanh. “This is what we strive for day in and day out – to ensure HSBC Vietnam is the market leader in cash management solutions and services.”

“Such an accolade is a tribute to our dedicated team of professionals who place our clients at the centre of all product innovation, finance solutions and service delivery,” added Nguyen Thi My Hanh

"We would like to thank our clients wholeheartedly for participating in the poll and for voting HSBC as the leaders in Cash Management in Vietnam, Asia and across the globe. I believe that our clients' endorsement reflects our strong commitment to bringing effective cash management products, services and solutions to our valued customers."

The award has made a stellar year for HSBC Vietnam even better with the bank also scooping prizes including Best Foreign Bank in Vietnam (*FinanceAsia*), Best Sub-custodian Bank and Best Domestic Custodian Bank in Vietnam (*Asset Triple A*) and Best for Overall Market Share in Vietnam (*Euromoney FX Survey*).

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Notes for editor

1. HSBC Vietnam Global Payments and Cash Management

HSBC's Global Payments and Cash Management services are designed to help our customers manage their payments and receivables efficiently, profitably and with comprehensive technology support. We offer a wide range of services including account services, receivable management solutions, liquidity and delivery

management services, covering all cash management and payment needs. The cash-based nature of Vietnam's financial market requires banks to have extensive and innovative capabilities to handle cash payment and collection for corporate customers. We have established electronic links and agreements with major local banks and Vietnam Post Corporation in Vietnam to utilise their branch networks giving our customers an extensive network for the collection and distribution of cash funds throughout the country.

2. HSBC Vietnam

HSBC has been in Vietnam for 140 years – the bank first opened an office in Saigon (now Ho Chi Minh City) in 1870. HSBC was the first foreign bank to launch its locally incorporated entity on 1 January 2009 as HSBC Bank (Vietnam) Ltd. The bank's current network includes one transaction centre, one branch and five transaction offices in Ho Chi Minh City, one branch, three transaction offices and one deposit office in Hanoi, and four full-service branches in Binh Duong, Can Tho, Da Nang and Dong Nai provinces and one representative office in Hai Phong and one representative office in Vung Tau. HSBC is one of the largest foreign banks in the country in terms of investment capital, network, product range, staff and customer base.

3. The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding and a principal member of the HSBC Group which, with 6,900 offices in 80 countries and territories and assets of US\$2,721 billion at 30 September 2012, is one of the world's largest banking and financial services organisations.