

# News Release

10 April 2013

## **HSBC BANK (VIETNAM) LTD. 2012 FINANCIAL RESULTS – HIGHLIGHTS**

*\*\*HSBC Bank (Vietnam) Ltd. reports pre-tax profit of VND 1,878 billion\*\**

### **Sumit Dutta - Chief Executive Officer's Statement**

HSBC in Vietnam continued to experience robust growth in 2012, posting a 40% increase in customer loan balances. Despite the challenging financial market and banking industry conditions in Vietnam, the Bank maintained its capital strength and strong liquidity, reflecting the trust of Vietnamese customers in HSBC as a secure financial institution. The Bank received The Certificate of Merit granted by the Prime Minister to HSBC for "Excellence in business operation and great contribution to the development of Vietnam" which confirmed our long term commitment to Vietnam. These achievements underlined Vietnam's position as one of HSBC Group's priority growth markets in Asia.

### **Capital and liquidity strength**

Strong capital generation. At 31 December 2012, the Capital Adequacy Ratio (as defined under Circular 13/2010/TT-NHNN and Circular 19/2010/TT-NHNN) was 12% (The State Bank of Vietnam's minimum requirement is 9%).

Continue to generate funding for sustainable growth and maintain a strong liquidity position. During 2012, customer deposits increased by VND5,307bn to VND44,613bn and customer loans increased by VND9,200bn to VND32,043bn.

### **Sustainable financial performance**

Profit before tax was VND1,878bn.

Total operating income before loan impairment charges was VND4,022bn.

Total operating expenses were VND1,793bn, a reduction of VND74bn or 4% (2011: VND1,867bn).

Loan impairment charges were 1.09% of total customer loans as of 31 December 2012.

Total assets at 31 December 2012 were VND65,877 bn.

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**HSBC Bank (Vietnam) Ltd.**

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## **A year of recognitions from renowned organisations:**

- Best Foreign Bank in Vietnam 2012 by FinanceAsia (seven consecutive years)
- Best Sub-custodian Bank in Vietnam 2012 by the Asset Triple A and Global Finance
- Best Domestic Custodian Bank in Vietnam 2012 by the Asset Triple A
- Best for Overall Market Share in Vietnam 2012 by Euromoney FX Survey
- Best Domestic Cash Management Bank in Vietnam 2012 by Euromoney
- Certificate of Merit by the Prime Minister for “Excellence in business operation and great contribution to the development of Vietnam”

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### **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 one of the first foreign banks 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 two representative offices in Hai Phong and 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.

### **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 6,600 offices in 81 countries and territories and assets of US\$2,692 billion at 31 Dec 2012, is one of the world's largest banking and financial services organisations.