

News Release

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HSBC ACTED AS JOINT BOOKRUNNER AND LEAD MANAGER FOR VIETINBANK'S US\$250m SENIOR UNSECURED NOTE ISSUANCE

HSBC has acted as a Joint Bookrunner and Lead Manager for Vietnam Joint Stock Commercial Bank for Industry and Trade ("VietinBank")'s US\$250m 8.00% Notes due 2017 (the "Notes").

The Notes represent the first international bond offering ever by a Vietnamese financial institution. This transaction will contribute to establishing an important benchmark for the Vietnam's developing capital markets.

The Notes will be denominated in US dollars, and will bear a fixed interest rate of 8.00% per annum, with interest payable semi-annually in arrears. VietinBank will apply the net proceeds primarily for loans to customers and for general corporate purposes in accordance with applicable law and the State bank of Vietnam and other applicable approvals obtained in connection with the offering of the Notes.

Dr. Pham Huy Hung, Chairman of VietinBank, commented, "We are pleased to receive a warm welcome from investors on our debut international bond market transaction. The swiftness of the execution process was impressive and ensured a strong momentum to our transaction. The lead managers have provided us with the right pricing and timing strategy to help us achieve our targets for this fund raising exercise".

Mr Sumit Dutta, CEO of HSBC Vietnam, said: "We are very happy to support Vietinbank in this landmark transaction. In spite of volatile conditions in global markets, the success of the transaction reflects the trust that international investors have put in Vietinbank and will potentially open up opportunities for other corporations in Vietnam to follow."

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1. 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.

2. 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 7,200 offices in 85 countries and territories and assets of US\$2,556 billion at 31 December 2011, is one of the world's largest banking and financial services organisations.

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