

News Release

7 March 2012

HSBC OPENS NEW REPRESENTATIVE OFFICE IN VUNG TAU

On 7 March 2012, HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) further strengthens its national network by opening a representative office in Vung Tau City in the southern province of Ba Ria – Vung Tau. HSBC Vietnam's newest office will be the only representative office of a fully foreign-owned bank in this economically important locality.

HSBC's spacious new representative office is located on the 2nd floor of the Petrovietnam Tower at 8 Hoang Dieu, District 1, Vung Tau City. It will provide corporate clients with a central liaison point for their dealings with HSBC Vietnam.

The southern coastal city of Vung Tau is 100 kilometers south of Ho Chi Minh City and has excellent road and sea links to the metropolis. Vung Tau is in Ba Ria – Vung Tau province, which has been designated by the Vietnamese government as a focal economic zone. Important sectors include petroleum, petrochemicals and steel and cement production while tourism and fisheries also play a significant role in the local economy.

Sumit Dutta, CEO of HSBC Vietnam said: "HSBC Vietnam sees excellent potential for its corporate banking business in Ba Ria – Vung Tau. The province has weathered the current economic challenges very well, and is poised for even faster growth in the future. We very much look forward to promoting the development of FDI and the growth of domestic firms in the area by offering them HSBC's comprehensive range of banking products and services and connecting them to our vast international customer base all across the world."

HSBC Vietnam's representative office in Vung Tau will handle enquiries from corporate customers in the province. Staff at the office will also help promote the bank's business activities in the region through market research. Additionally, the office will implement and oversee the performance of contracts and agreements between the bank and province-based enterprises and authorities.

HSBC Vietnam has just been named Best Bank in Vietnam by The Asset Triple A Country Awards for the fourth consecutive year. The bank provides a comprehensive

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range of world-class banking products and services for retail and business customers as well as institutional clients. Last month, HSBC Vietnam opened a representative office in the northern port city of Hai Phong.

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Notes to Editors:

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.

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.