

News Release

29 March 2012

HSBC BANK (VIETNAM) LTD. 2011 FINANCIAL RESULTS – HIGHLIGHTS

HSBC Bank (Vietnam) Ltd. reported pre-tax profit of VND 1,971 billion

Sumit Dutta - Chief Executive Officer's Statement

HSBC in Vietnam continued to experience robust growth in 2011. Despite the global economic slowdown and domestic challenges, the bank maintained its capital strength and strong liquidity. HSBC also upheld its position as the leading foreign bank in Vietnam through the expansion of its network to 16 outlets nationwide. The results of 2011 reflect the trust of Vietnamese customers in HSBC as a secure financial institution. Those achievements underlined Vietnam's position as one of the HSBC Group's strategic markets in Asia.

Strong financial performance

Profit before tax up by 40% to VND1,971 billion.

Net operating income before loan impairment charges up by 44% to VND2,163 billion.

Loan impairment charges accounted for slightly less than 1% of total customer loans as of 31 December 2011.

Total assets at 31 December 2011 up by 11% to VND53,319 billion

Capital and liquidity strength

Strong capital generation. At 31 Dec 2011, Capital Adequacy Ratio (as defined under Circular 13/2010/TT-NHNN and Circular 19/2010/TT-NHNN) was 13% (The State Bank of Vietnam's minimum requirement is 9%).

Maintained distinctive liquidity position to strengthen our sustainable business growth. Held VND39,305 billion in customer deposits at 31 December 2011.

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This information is issued by

HSBC Bank (Vietnam) Ltd.

Registered Office and Head Office:
Address: 235 Dong Khoi street, District 1, Ho Chi Minh City, Vietnam
Web: www.hsbc.com.vn



Position ourselves for growth

Continue to pursue growth in target businesses. Leverage strong global connectivity and deliver efficiency across the businesses. Key profit contributors include Commercial Banking, Global Banking & Markets, Trade and Supply Chains and Securities Services.

Build our presence in key locations which generate the major trade and capital flows, focusing on retail banking where there are opportunities to achieve scale and profitability.

A year of milestone achievements

- HSBC expanded its network to 16 outlets reaching closer to its customers in Dong Nai, Hanoi and HCMC with new branches and deposit office.
- Recognition from leading financial publications for 2011:
 - Best Foreign Bank in Vietnam by FinanceAsia for six consecutive years: 2006 to 2011
 - Best Corporate Internet Bank in Vietnam 2011 by the Global Finance
 - Best Trade Finance Bank in Vietnam 2008, 2009 and 2011 by the Asset Triple A
 - Best Overall Private Bank in Vietnam 2011 by Euromoney
 - Best Sub-custodian Bank in Vietnam by Global Finance for four consecutive years: 2008-2011
 - Best for Overall Market Share in Vietnam 2010 and 2011 by Euromoney FX Survey

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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. 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.

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