

News Release

5 April 2012

HSBC VIETNAM WINS VISA LEADERSHIP IN PAYMENT VOLUME AWARD

HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) has been honoured with the prestigious Visa Leadership in Payment Volume award, a prize it has now taken two years in a row.

The bank beat 35 other institutions to win the award for the greatest total payment volume both locally and overseas through Visa's credit card processing.

"We are very pleased to receive this Visa Bank Award for leadership in payment volume as it clearly demonstrates that our customers appreciate the flexibility, security and global recognition that come with using HSBC credit cards," said Godfrey Swain, Head of Retail Banking and Wealth Management of HSBC Vietnam.

HSBC is one of the largest banking and financial services organizations in the world. The Bank's international network comprises around 7,200 offices in 85 countries and territories in Europe, Asia Pacific, the Americas, and Middle East and Africa. Through HSBC's international network, its cardholders receive worldwide recognition and enjoy discounts and privileges at over 19,000 outlets, including hotels, luxury stores, restaurants, fashion brands, renowned retailers, etc in more than 160 countries and territories as well as near 1,000 local merchants privileges in Vietnam.

Launched in 2008, HSBC Visa credit cards have become more and more popular with the customers in Vietnam and the Bank's card business has also shown remarkable growth over the last few years. Total cardholders spending on credit cards had an annual compound growth rate of more than 100% over the last three years.

The Visa Bank Awards are an annual event organized by Visa to recognize its top banking partners for promoting the development of the credit card business in Vietnam through innovative products that truly reflect customer needs

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



“Visa would like to congratulate HSBC on its success at the Visa Leadership Awards. Once again this Award highlights HSBC’s outstanding performance and its continued commitment to excellence and to its customers. The Visa Leadership Awards recognize outstanding achievement, and HSBC’s victory highlights that the Bank is truly a leader in driving electronic payments in Vietnam and to expanding its partnership with Visa”.said Lorijon Bacchi, Visa country manager, Vietnam, Cambodia, Laos

The Visa Leadership in Payment Volume award is the latest accolade for HSBC Vietnam in a very successful 2011 for the bank. Other plaudits included the Asset Triple A award for the Best Bank in Vietnam, the FinanceAsia award for the Best Foreign Bank in Vietnam and the Euromoney award for Best Overall Private Bank in Vietnam 2011.

ends/more

Media enquiries to:

Ha Lam Tu Quynh

+84 8 3520 4128

quynhltha@hsbc.com.vn

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.