

# News Release

May 28, 2013

## **HSBC BANK (VIETNAM) LTD. WINS COVETED EUROMONEY AWARD**

*\*\*HSBC Bank (Vietnam) Ltd. declared Best for Overall  
Market Share for third consecutive year\*\**

HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) was named the Best for Overall Market Share in Vietnam in the Euromoney Foreign Exchange Survey 2013, an international evaluation which compiles votes from non-financial institutions and financial institutions all around the globe.

This is the third consecutive year HSBC Vietnam has won the award and the HSBC group also swept up across Asia, leading the survey in this category in Malaysia, Thailand, Philippines, HongKong and Taiwan.

“We’re thrilled to earn this distinction from such a respected publication as Euromoney,” said Mr. Pham Hong Hai – Managing Director, Head of Global Banking and Markets at HSBC Vietnam. “Winning such a prestigious prize is also a tribute to our dedicated team of professionals who continually strive to ensure HSBC is the Vietnam’s leading bank.”

“It’s worth mentioning that we were voted number one by both non-financial institutions and financial institutions,” said Hai. “we are also proud of achieving record volumes in foreign exchange despite a much less volatile period in the markets in 2012”

Overall HSBC Vietnam has been ranked No.1 in Euromoney’s annual foreign exchange survey for the third consecutive year. This award is attributed to the significant investment HSBC Vietnam made in upgrading its pricing and distribution platform as well as the continued focus on providing best in class services and innovative solutions to clients’ needs. “Our highly professional and dedicated sales team have been able to offer suitable advices and solutions for foreign exchange to our valued customers whether they are hedging structures to minimise price fluctuation or dealing strategies for a large foreign exchange deal. We are also the first 100% foreign-owned bank to offer an E-platform for the onshore foreign exchange market.” added Hai to complement the bank’s a dynamic sales team.

According to Hai, HSBC Vietnam has also benefitted greatly from foreign currency exchange specialists, who thoroughly research the market, provide regular currency forecasts. He noted that the eagerly anticipated monthly reports *Vietnam at a Glance* and *Currency Outlook* reflected the bank’s peerless levels of expertise and up-to-date analysis.

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**HSBC Bank (Vietnam) Ltd.**

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First published in 1979, Euromoney's annual foreign exchange survey is the most comprehensive quantitative and qualitative annual study available on the FX markets.

"It's always nice to finish on top, but it's even more satisfying to stay on top," said Hai. "We're delighted to have our work in 2012 acknowledged today but we would need to strive to deliver better services and solutions for the benefit of our valued customers."

HSBC Vietnam has earned a plethora of accolades from renowned organisations for its business performance in 2012. *FinanceAsia* declared HSBC Vietnam to be the Best Foreign Bank in Vietnam for the seventh year in a row. The bank also picked up awards for Best Sub-custodian Bank in Vietnam 2012 and Best Domestic Custodian Bank in Vietnam from Asset Triple A meanwhile Euromoney named HSBC Vietnam as Best Domestic Cash Management Bank in Vietnam 2012.

A stellar year was capped off by a Certificate of Merit from the State of Vietnam, awarded to HSBC by Prime Minister Nguyen Tan Dung for "Excellence in business operations and greatly contributing 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 80 countries and territories and assets of US\$2,681 billion at 31 Mar 2013, is one of the world's largest banking and financial services organisations.