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HSBC VIETNAM WINS TWO ACCOLADES AT FINANCEASIA COUNTRY AWARDS

In recognition of its exceptional performance in the Vietnamese banking market, HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) has been named **Best Foreign Bank in Vietnam** at the prestigious *FinanceAsia Country Awards*. It's the 11th time in 12 years HSBC has scooped this coveted prize and the second time in three years the bank has topped the **Best Foreign Investment Bank in Vietnam** category.

Over the last year, the bank, once again, stood out for its strong financial performance overall, achieving a sharp increase in profit before tax and customer loans thanks to strong revenue growth and very low Loan Impairment Charge and careful control over cost. Against a challenging and volatile market and in spite of stiff competition from both newly arrived banks and increasingly competitive existing banks, HSBC managed to maintain strong capital and liquidity positions.

"It's a tremendous feeling to once again win both of these highly-prized awards from one of the leading publications in the financial industry, *FinanceAsia*," said HSBC Vietnam's CEO Pham Hong Hai. "This recognition underscores the success of our growth strategy in this challenging but exciting market."

Mr. Hai added that HSBC Vietnam in particular had leveraged its global network to capture business opportunities from robust FDI inflows, resilient manufacturing and a growing affluent segment.

"To be acknowledged in this way is a remarkable tribute to the headway we have made in broadening our business and bringing the full spectrum of investment banking, commercial banking and markets solutions to our clients in Vietnam. The award for Best Foreign Investment Bank is also a milestone achievement for us – one that proved HSBC can offer clients comprehensive financial solutions besides commercial banking capability.

“Business with clients from Korea, China, Hongkong and Thailand corridors has grown substantially in recent years and HSBC Vietnam has also supported several large State-owned and private companies to expand internationally.”

Leveraging HSBC's global network and on-the ground insights from local market experts, HSBC Vietnam is able to provide relevant and up-to-date market intelligence tailored to nearly every major industry sector necessary to help deliver the client's M&A ambitions, whichever direction they choose. *FinanceAsia* noted that HSBC Vietnam ranked first in the M&A league tables from 2012 to 2016 with a combined value of completed and announced deals of US\$3.8 billion by advising on landmark cross-border M&As, helping Vietnamese companies obtain foreign equity and expertise. It served as joint book-runner, arranger, billing and delivery bank on some major deals in Vietnam and also as sell-side advisor for France's Casino Group in their divestment out of the Big C retail group – the largest ever retail transaction in Vietnam's history. In the last few years, HSBC Vietnam has also advised on five out of the top 10 largest M&A deals in Vietnam, demonstrating our strength in advising on complex, cross-border transactions relating to Vietnam

On the loan financing side, HSBC also made the country's largest-ever domestic currency transaction – a US\$180 million-equivalent, 3.5 year club deal for a telecom company.

“Receiving these two awards fills us with pride and highlights the resilience we have shown in challenging times. More than anything, these accolades also further encourage us to work even harder and further raise the bar for banking and investment in Vietnam,” said Mr. Hai.

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Notes for editors

About HSBC Holdings plc

HSBC Holdings plc, the parent company of HSBC, is headquartered in London. HSBC serves customers worldwide from approximately 3,900 offices in 67 countries and territories in our geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of \$2,492bn at 30 June 2017, HSBC is one of the world's largest banking and financial services organisations.

PUBLIC

HSBC Vietnam

HSBC has been in Vietnam for more than 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 two branches and five transaction offices in Ho Chi Minh City, one branch and four transaction offices in Hanoi, and three full-service branches in Binh Duong, Can Tho, and Da Nang. HSBC is one of the largest foreign banks in the country in terms of investment capital, network, product range, staff and customer base.

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