

9 March 2018**63% OF VIETNAM FIRMS EXPECT POSITIVE IMPACT FROM NEW TRANS-PACIFIC TRADE DEAL**

The majority of 63 per cent of businesses in Vietnam believe the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) trade agreement signed today will have a positive impact on their business, according to the new data from HSBC's comprehensive survey of global businesses.

Of 1,150 firms based in CPTPP member countries surveyed by HSBC, almost half (46 per cent) expect to see positive benefits.

Out of 11 countries¹ signing the CPTPP agreement today, six are covered in the survey: Australia, Canada, Malaysia, Mexico, Singapore and Vietnam.

	Global	CPTPP	Vietnam	Malaysia	Singapore	Australia	Canada	Mexico
Relevance of trade agreement to your business (%)	36	45	50	60	50	43	40	35
Positive impact on my business in the next 2 years (%)	36	46	63	63	50	44	39	33
No impact (%)	55	48	35	29	41	52	55	59
Negative impact (%)	9	7	2	8	9	5	6	8

Winfield Wong, Country Head of Wholesale Banking, HSBC Vietnam, said:

"CPTPP could contribute to future growth, jobs and living standards in Vietnam. Now is the time for both firms and government to focus on implementing today's agreement to achieve its full potential. It's encouraging that many businesses are already expecting to see benefits."

Across the 11 economies involved, [recent estimates](#) from the Peterson Institute for International Economics (PIIE) suggest trade flows will be boosted by 6 per cent to 2030, with members enjoying total real income gains of US\$157 billion every year.

¹ Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam

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Note to editors:

Kantar TNS carried out a global survey of key decision makers in eligible companies on behalf of HSBC.

Global sample size 6033; of which close to a thousand (997) firms within CPTPP markets; and 200 firms within Vietnam.

A total of 26 markets were surveyed in December 2017 – January 2018:

- Asia Pacific: Australia, Bangladesh, China, Hong Kong, India, Indonesia, Malaysia, Singapore, South Korea, Thailand, Vietnam
- North America: USA, Canada, Mexico
- Europe: France, Germany, Ireland, Netherlands, Poland, UK, Czech Republic
- MENA: Egypt, Saudi Arabia, UAE, Turkey
- South America: Argentina

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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 two full-service branches in Binh Duong and Da Nang. HSBC is one of the largest foreign banks in the country in terms of investment capital, product range, and customer base.

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