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## **HSBC VIETNAM RINGS IN NEW YEAR AFTER WINNING MULTIPLE PRESTIGIOUS PRIZES**

- *HSBC is recognised in the five regional and country awards from FinanceAsia and The Asset*
- *The awards underscore HSBC Vietnam's capability to facilitate major financial transactions*

HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) has just landed a series of honours from FinanceAsia and The Asset, two of influential publishing authorities in the world of corporate finance and investment banking. The Bank was recognised in the five awards: Best IPO and Best Vietnam Deal by FinanceAsia; Best IPO in Vietnam, Best syndicated loan in Vietnam and Best loan adviser in Vietnam by The Asset Triple A Awards.

In particular, HSBC earned plaudits for its sterling efforts with the IPO of Vinhomes JSC, the residential property development unit of Vingroup. The record-breaking initial equity offering raised US\$1.35 billion in 2018.

For its work as the joint book-runner in the debut, the bank shared the honours for 'Best Vietnam Deal' and 'Best IPO of the Year' at FinanceAsia's Achievement Awards, and 'Best IPO in Vietnam' at the Asset Triple A awards.

The transaction is the largest initial public offering to date in Vietnam's history. It was also the largest deal in Southeast Asia in 2018 and largest Southeast Asian real estate deal since 2013.

FinanceAsia recognised the Vinhomes IPO as 'the most impressive' across a range of categories. The deal also enabled Vietnam to leapfrog the Philippines and Malaysia for the overall issuance volumes in 2018, according to the financial market analytical platform Dealogic.

At the Asset Triple A Awards, where the organisation selects which are the best banks and advisers in the regions and what deals stand out, HSBC Vietnam also scooped award for 'Best Syndicated Loan' in Vietnam for supplying VinFast Trading and Production Limited Liability Company (VinFast) with a USD400 million syndicated term loan facility and was named 'Best Loan Adviser'. The awards further underscore the bank's reputation as a leading facilitator for major and far-reaching financial transactions in Vietnam.

Pham Hong Hai, CEO of HSBC Vietnam said, "We are honoured to scoop these honourable awards by leading publishing organisations and be part of landmark deals of the country. These accolades reflect HSBC Vietnam's capability to utilise the strength of our global network and execute world class financing transactions to help corporates achieve their business ambition. We vow to keep up the hard work through 2019 and continue to contribute to the country's sustainable economic development."

In 2018, HSBC also acted as a Joint Mandated Lead Arrangers and Bookrunners (MLABs) of an up to a 12-year USD950 million credit facility for VinFast to finance for the first "made in Vietnam" automobile and motorcycle manufacturing plant. This is the first ECA-

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supported facility extended to a private sector company in the country. By leveraging our global reach in more than 60 countries with comprehensive suite of banking services and sharing our in-depth knowledge of markets, HSBC is best positioned to accompany the businesses in their journey to thrive.

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**HSBC Holdings plc**

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from around 3,800 offices in 66 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa. With assets of US\$2,603bn at 30 September 2018, HSBC is one of the world's largest banking and financial services organisations.

**HSBC Bank (Vietnam) Ltd.**

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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