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## **HSBC Vietnam deploys HSBC Supply Chain Finance platform**

***\*\*The first supply chain finance by web-based platform provided by HSBC Vietnam\*\****  
***\*\*The next step in HSBC Vietnam's strategy to digitise banking products and services \*\****

(Ho Chi Minh City) – HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) has successfully deployed the supply chain finance on web-based platform for a company in Vietnam. This is the first time such a solution has been introduced by HSBC in Vietnam, following its successful implementation in France, Canada, Australia, the United Arab Emirates, Singapore, Thailand, South Korea and Malaysia.

HSBC Supply Chain Finance (HSCF) is the web-based interface that ensures buyers' efficient, swift, convenient and secure payment to their suppliers. The platform currently supports over 20 languages such as English, French, Japanese, Chinese, Italian, German, etc. especially Vietnamese for the local market. Upon receiving goods and commercial documents (invoices) from suppliers, buyers easily upload the invoice file onto HSCF platform, then approve those invoices in the system. Subsequently, the buyers' bank (HSBC) will effect early payments to suppliers. The supply chain finance helps optimise working capital, reduce supply chain costs and enhance the buyer/supplier relationship. The e-solution will help save time, enhance transparency, reduce manual errors and provide quick and timely updates for all parties.

For buyers, the supply chain finance supports them in optimising payment terms negotiated and agreed with sellers, increasing liquidity and boosting payment efficiency, resulting in supply chain cost reduction. By injecting liquidity into the supply chain, they can extend supplier network and enhance strategic supplier relationships. Furthermore, HSCF's user-friendly interface allows buyers to upload unlimited number of invoices with a single click. It can also provide accurate forecasts on future cash flow by extracting and analysing data in various formats, supporting the business's reporting process.

The suppliers that buyers choose to join HSCF will receive early payments based on buyers' credit ratings, resulting in competitive capital cost benefit. With this programme, suppliers may effectively decrease Days Sales Outstanding (DSO) and enjoy additional increase working capital without leveraging bank credit lines. It also minimises collection, cash management and insurance costs. By HSCF, they can request early payment for invoices based on business cycle demand, from there optimising cash flow management. Payment risks from suppliers' accounts receivables are minimised as suppliers receive early payments when joining the programme. Suppliers do not need to be HSBC's customers or maintain accounts with HSBC.

Suppliers and buyers will receive the continuous and professional technical and transactional support from HSBC's dedicated client service team.

According to Ajay Sharma, Head of Global Trade and Receivables Finance, HSBC Asia Pacific: “The launch of HSBC Supply Chain Finance on an e-platform testifies to our commitment to transform trade for our clients in Vietnam as well as the rest of Asia. This is the latest innovation we have rolled out to enhance customer experience and provide them with easy access to working capital. As a world-leading trade bank, we have both the opportunity and the responsibility to help reduce trade friction, make trade more accessible, and further drive growth in the exchange of goods and services.”

HSCF platform is the next step of HSBC Vietnam’s trade digitalisation strategy. Since 2018, the bank has rolled out various solutions such as Trade Tracker (digital application to support customers in real-time tracking of trade transactions) and executed the first live pilot blockchain Letter-of-Credit transaction.

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**Media enquiries to:**

**Giang Cao**

028 35203232

giangcao@hsbc.com.vn

**Note to Editors:**

**HSBC Holdings plc**

HSBC Holdings plc, the parent company of HSBC, is headquartered in London. HSBC serves customers worldwide from offices in 66 countries and territories in our geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of \$2,659 billion at 31 March 2019, 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.