

**10 September 2020**

## **HSBC supports Vietnam's healthcare development through bilateral partnership and working capital financing with AstraZeneca**

*\*\* This strategic partnership enables AstraZeneca to accelerate their existing efforts to expand and improve the quality of healthcare for Vietnamese patients\*\**

*\*\*HSBC's financing is a testament to the Bank's commitment in supporting the healthcare industry and aligns with the government's strategy to enhance the quality of healthcare for Vietnamese citizens\*\**

(Ho Chi Minh City) – HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) and AstraZeneca Vietnam Company Limited, a leading global, biopharmaceutical company, have solidified their partnership through the provision of onshore working capital financing facilities, strengthening AstraZeneca's financial capability to import world-class pharmaceutical supplies and conduct clinical trials in Vietnam, enabling AstraZeneca to expand and improve the quality of healthcare for Vietnamese patients.

This marks a paramount milestone in these two UK-based organisations' long-term corporate banking relationship whilst also underscores their respective commitment to advancing their investment in Vietnam's healthcare sector, bettering the lives of local communities.

Stephanie Betant, Head of Wholesale Banking, HSBC Vietnam, indicated "HSBC is proud to provide this financing to AstraZeneca, our long-term partner of over 25 years, and support them in fulfilling their commitment to advance the healthcare quality in Vietnam by bringing their world leading expertise to the Vietnamese people. As a leading financial institution marking our 150-year anniversary in Vietnam this year, HSBC is committed to supporting its development. We bring our global expertise and network to facilitate FDI investment, advise companies on their investments and connect them with opportunities in Vietnam, the fastest developing economy in ASEAN."

HSBC Vietnam, known for its balance sheet capabilities, relevant product suites and experienced coverage team, has been AstraZeneca's core financial partner for over a quarter of a century and will continue to be its financial partner of choice as the pharma firm cruises into this critical next stage of their Vietnamese franchise.

Nitin Kapoor, Chairman cum General Director of AstraZeneca Vietnam Company Limited, shared: "AstraZeneca Vietnam is proud to continue joining hands with HSBC - our global financial partner - to further our contributions to the Vietnamese society and healthcare sector. This milestone of our partnership will enable AstraZeneca to deliver our innovative and life-changing medicines to more patients across the country, through our new local entity and distribution model. HSBC's valuable support will help AstraZeneca comply with local financial regulations and support our investment into healthcare capacity, R&D and talent development in Vietnam over the next four years. Today's partnership

announcement is another example of our commitment to growing sustainably and building strong alliances to put patients first.”

Stephanie added “Our relationship with AstraZeneca is a reminder of what can be achieved through great collaboration between world leading organizations to enable the development of the economy and enhance the standard of healthcare in Vietnam.”

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**Note to editors:**

**[HSBC Commercial Banking](#)**

For over 150 years we have been where the growth is, connecting customers to opportunities. Today, HSBC Commercial Banking serves around 1.4 million customers across 53 markets, ranging from small enterprises focused primarily on their home markets through to corporates operating across borders. Whether it is working capital, term loans, trade finance or payments and cash management solutions, we provide the tools and expertise that businesses need to thrive. As the cornerstone of the HSBC Group, we give businesses access to a geographic network covering more than 90% of global trade and capital flows.

For more corporate information visit HSBC.com: <https://www.hsbc.com/who-we-are/our-businesses-and-customers/commercial-banking>

**HSBC Bank (Vietnam) Ltd.**

HSBC has been in Vietnam for 150 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.

**About AstraZeneca**

AstraZeneca is a global, science-led biopharmaceutical company that focuses on the discovery, development and commercialization of prescription medicines, primarily for the treatment of diseases in three therapy areas - Oncology, Cardiovascular, Renal & Metabolism and Respiratory. AstraZeneca operates in over 100 countries and its innovative medicines are used by millions of patients worldwide.

In Vietnam, the company has accompanied the development of the country’s healthcare for more than 25 years. Currently employing 470 staff members and serving millions of patients every year, AstraZeneca Vietnam always puts patients and people first. This philosophy earned the firm the Vietnam’s Top 100 Best Places to Work Award in 2018, and the Ministry of Health Award of Excellence in 2019 and 2020.

For more information, please visit [www.astrazeneca.com](http://www.astrazeneca.com) and follow us on Twitter @AstraZeneca.

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