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## **HSBC Vietnam helps diversify retail customers' investment channels by referring VinaCapital's mutual funds**

*\*HSBC Premier customers will be introduced to four mutual funds managed by VinaCapital\**

(Ho Chi Minh City) - HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) has confirmed its strategic cooperation with VinaCapital Fund Management (VCFM), one of Vietnam's leading investment management companies, to connect retail investors with VinaCapital's mutual funds. The cooperation, initially supporting HSBC Premier customers, opens up more opportunities to investment products for HSBC customers.

HSBC Premier customers who are looking for investment products will be introduced to four open-ended funds managed by VinaCapital. They include:

- VinaWealth Enhanced Fixed Income Fund (VFF), which invests in fixed income securities such as government bonds, corporate bonds, and term deposits.
- VinaCapital Insights Balanced Fund (VIBF), which invests equally in bonds and equities.
- VinaWealth Equity Opportunity Fund (VEOF), a domestic fund that invests in the stocks of companies with large market capitalizations and leading sector positions.
- Vietnam Equity Special Access Fund (VESAF), which invests in the stocks of companies with small and medium market caps.

According to the information released by State Securities Commission of Vietnam (SSC), year to date all of these funds have outperformed their benchmarks and are among the top performing funds in their respective asset classes.

HSBC Premier Relationship Managers will assist customers to assess their personal investment needs, current financial status and financial plans, and their risk tolerance, to help them make informed investment decisions that will enable them to achieve their financial goals. HSBC customers who would like to invest in fund certificates will be introduced to VinaCapital's customer services team who will guide the customers through the subscription process.

"This is the great time for HSBC Vietnam to facilitate wealth products as there is growing demand from affluent customers" – shared Pramothe Rajendran, Head of Wealth and Personal Banking, HSBC Vietnam – "Through this strategic cooperation with our long term partner VinaCapital, we aim to introduce to our customers another investment channel, advancing their prosperity by growing their wealth for a life full of life. It is in line with our

strategy to opening up more opportunities for our customers, as well as support Vietnam's market sophistication.”

A survey conducted by Fusion for VinaCapital in late 2020 revealed that only 21% of respondents have so far invested in mutual fund certificates, but it appears that this is about to change. The mutual fund industry's total assets under management (AUM) stands at about VND50,000 billion, just VND500,000 per person. This is a fraction of the average holdings of people in other countries ([2017 figures] Thailand VND43 million, Taiwan VND75 million, Korea VND211 million). With the country's middle class expected to exceed 56 million people by the end of the decade and many of those people needing to diversify their savings, the industry clearly has huge potential going forward.

Mr. Brook Taylor, CEO of VCFM, said “We are extremely pleased to be partnering with HSBC to help their clients grow their wealth and diversify their investments. There is an urgent need increase the availability of high quality wealth management services to support the growing interest of Vietnamese people wanting to invest in mutual fund products. As a leading global bank, HSBC can bring its considerable wealth management experience to Vietnam and in doing so help to grow the industry sustainably and professionally.”

For more information, please visit: <https://www.hsbc.com.vn/en-vn/investments/products/mutual-funds/>

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**Notes to Editors:**

**HSBC Bank (Vietnam) Ltd.**

HSBC has been in Vietnam for over 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.

*ends/all*