

14 September 2023

HSBC named the Best International Investment Bank in Vietnam by Asiamoney

This accolade comes on the back of its FinanceAsia Award accolade as the Best Investment Bank in Vietnam 2023

HSBC Vietnam have so far received 23 recognitions from prestigious international organisations in 2023

(Ho Chi Minh City) – HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) was honored as the **Best International Investment Bank in Vietnam** at Asiamoney's Best Bank Awards 2023. This accolade comes on the back of its FinanceAsia Award accolade as the **Best Investment Bank in Vietnam** for this year. The two esteemed awards presented by prominent international entities serve as a testament to HSBC Vietnam's investment banking leadership and capability to navigate through volatile markets with repeat and successful issuances.

HSBC Vietnam was once again recognised for its innovative and value-adding products to enhance the depth and sophistication of the Vietnamese capital markets to seek liquidity in the current volatility as well as a focus on sustainability and ESG. Another factor that sets HSBC apart from competition is the dedicated teams who have worked relentlessly to ideate solutions for clients.

Despite all challenges, HSBC Vietnam has been executing several landmark transactions for our Vietnamese clients, helping them raise over USD 2 billion in 2022 and building a strong deal pipeline for 2023 and beyond. Notably, it has cooperated with a number of other banks to provide Vietnam Technological and Commercial Joint Stock Bank (Techcombank), with a US\$700 million senior unsecured syndicated term loan facility and a US\$300 million greenshoe. The deal marked the largest syndicated loan by a non-state-owned bank in Vietnam and the first triple-tranche transaction by a Vietnamese financial institution. It represented Techcombank's largest syndicated term loan to date. This transaction was oversubscribed, allowing Techcombank to increase the loan size by 43%.

HSBC Vietnam also helped bring to the market's first green syndicated term loan, acting as joint green finance coordinator and mandated lead arranger and bookrunner for Vingroup. The proceeds from the transaction were in line with the 2021 Green Loan Principles and in compliance with Vingroup's Sustainable Finance Framework which HSBC supported to build in 2021. This was Vingroup's first green loan and HSBC's fifth syndicated loan transaction for the client. It also met with strong demand and was sold to 13 lenders during syndication, leading to the upsize of the deal from US\$400 million to US\$500 million.

Also in 2022, the bank acted as Joint Mandated Lead Arranger, Underwriter and Bookrunner on a landmark transaction for Masan Group Corporation (Masan) and The Sherpa Company Limited - a direct subsidiary of Masan. The loan initially set to raise US\$375 million, was 3.3 times oversubscribed and increased to US\$600 million, making it the largest and longest-dated syndicated loan that Masan has ever raised. The success of the transaction underscores HSBC's ability to provide an underwritten financing solution despite prevailing market uncertainty and macroeconomic headwinds, leveraging our leading origination and distribution platform and strong read of the market to drive a positive outcome for the client.

"We believe that receiving this recognition from Asiamoney is a testament to our strong commitment to delivering the best possible outcomes for our clients while also being a reflection of the unwavering efforts of our team members who actively endeavour to open up a world of opportunities for Vietnamese and international corporates", said **Tim Evans, CEO of HSBC Vietnam**. "The strength of the market response and the frequency of repeat large transactions from marquee names not only underscores our ability to execute and structure complex transactions but it also confirms the confidence of investors in the country's prospects and its businesses growth potential".

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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 four 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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