

16 September 2009

HSBC ORGANISES SEMINARS ON GLOBAL AND VIETNAM'S ECONOMIC OUTLOOK

On the 15 and 16 September 2009, HSBC Vietnam hosts two days of seminars on Vietnam's economic outlook for corporate, institutional and banking clients in Hanoi and Ho Chi Minh City, respectively.

Keynote speakers are Robert-Prior Wandesforde, Senior Asian Economist of HSBC Singapore; Pham Hong Hai, Head of Global Markets, HSBC Vietnam; Mr Matthew Waudby, Senior Associate, Allen & Overy (Thailand) Co., Ltd.; and Mr Hadrien Wolff, Attorney-at-law, member of the Paris Bar, Audier & Partners Vietnam LLC.

HSBC has organised a number of similar seminars over the last two years to provide an overview of Vietnam's economic outlook in the context of the global economy. Information provided in the seminar is particularly useful for companies planning their budget for 2010, especially given the current uncertainty regarding financial climates worldwide.

HSBC experts also discuss foreign exchange and interest rate risk management case studies. Those case studies help corporate and institutional clients appreciate what steps they can take to manage foreign exchange and interest rate risks more effectively.

One important part of the seminar is the training session on International Swaps and Derivatives Association (ISDA), the master agreement that banks and customers will need to enter before they can transact derivative products. The training session gives insights into the implications of signing ISDA, the risks and benefits of using ISDA and why ISDA has become a standard and popular document for derivative transactions. The ISDA content has been a core component of HSBC seminars for the last two years as part of the bank's efforts to promote best practices in capital market.

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HSBC Organises Seminars on Global and Vietnam's Economic Outlook / 2

Notes for editors

1. HSBC in Vietnam

HSBC has been in Vietnam for 138 years - the Bank first opened an office in Saigon (now Ho Chi Minh City) in 1870. The Bank officially started to operate as HSBC Bank (Vietnam) Ltd. on 1 January 2009 and is headquartered in Ho Chi Minh City. Currently the Bank's network includes one branch and four transaction offices in Ho Chi Minh city, one branch and three transaction offices in Ha Noi and one branch in Binh Duong. HSBC is the largest foreign bank in Vietnam in term of investment capital, network, product range, staff and customer base.

2. Global Markets, HSBC Vietnam:

In Vietnam, HSBC's Global Markets is one of the largest and most well-established dealing rooms with dedicated staff for risk management advisory, fixed income and foreign exchange trading.

The services we offer include: spot transactions, forward exchange, foreign exchange swaps, money market instruments, structured deposits and investments, foreign exchange options, interest rate swaps and cross currency swaps.

We are proud to be the first bank in Vietnam to conduct a cross currency swap involving the local currency (VND), laying the foundation for further development of the local currency derivative markets. This is also the first VND derivative deal ever done in Vietnam. We are also the first bank in Vietnam to execute the first VND interbank interest rate swap.

Our Global Markets team is the major player in providing foreign exchange option, structured products and interest rate swap solutions to our corporate and financial institution customers to help them better manage their market risks or enhance return on their surplus cash.

3. The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding and a principal member of the HSBC Group which, with about 8,500 offices in 86 countries and territories and assets of US\$2,422 billion at 30 June 2009, is one of the world's largest banking and financial services organisations.

HSBC currently holds 20 per cent of the share capital of Vietnam Technological and Commercial Joint Stock Bank (Techcombank), one of the largest joint stock commercial banks in Vietnam, and 10 per cent of the share capital of BaoViet Holdings, the leading financial insurance group in Vietnam.

Euromoney magazine recently named HSBC as its 'Global Bank of the Year' and HSBC is widely regarded as the world's most valuable banking brand.

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