



BAOViet INSURANCE

04 May 2009

HSBC IN VIETNAM INTRODUCES HEALTHCARE INSURANCE FOR PERSONAL AND CORPORATE CUSTOMERS

HSBC Bank (Vietnam) Ltd. is expanding its bancassurance business by launching MedicalCare Insurance for personal customers and EmployeeCare for corporate customers.

With two comprehensive plans with a wide range of benefits for personal customers and company employees, HSBC makes it more affordable and convenient for customers to take care of their most valuable asset: their health.

Thomas Tobin, CEO of HSBC Bank (Vietnam), said: “HSBC continues to provide our customers with one-stop service and a comprehensive range of financial products. By working with our strategic insurance partner, BaoViet Insurance – a leading insurer in Vietnam – we are able to provide our customers with international standards of service while ensuring that our products are comprehensive and locally relevant. This means our customers benefit from the highest quality products and services from two of the largest organisations in Vietnam.”

MedicalCare and EmployeeCare both provide cover for surgical procedures and most in-patient services 24 hours a day, seven days a week, whether insured individuals are at work, at home or travelling. Additional benefits include a range of out-patient services, loss of income compensation, maternity, dental care and emergency evacuation. Customers have access to a 24-hour hotline and are free to visit their preferred doctors and hospitals.

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HSBC introduces health care insurance for personal and corporate customers/2

HSBC also offers customers the convenience of direct debit for annual premiums, auto-renewal and the option to extend coverage to the whole family under a single policy. Customers can also extend their cover to include other countries and territories in Asia for a nominal fee.

EmployeeCare gives corporates the convenience and flexibility of choosing the coverage that meets the specific needs of each segment of employees.

Both personal and corporate healthcare insurance customers benefit from the convenience of direct billing to the insurer upon presentation of their MedicalCare and EmployeeCare cards at Vietnam's leading hospitals within BaoViet Insurance's direct billing service network across Hanoi, Ho Chi Minh City, Can Tho and Da Nang.

The latest offering from HSBC follows a number of successful insurance products developed and launched together with HSBC's strategic partner Bao Viet, including Personal Car & House Insurance, Personal Safety Insurance and An Gia Tai Loc and Sinh Mang Ca Nhan for personal customers, and Marine Cargo, Property and Keyman Insurance for corporate customers.

Mr Nguyen Xuan Thuy, Deputy CEO of Bao Viet Insurance Corporation, added: "We all face daily risks that could impact every aspect of our lives, including our families and business. Health and accident insurance provides protection against costly medical treatment and the repercussions of long-term absence from the workplace, as well as guaranteed access to the best medical care available. We are proud to combine our expertise as the leading insurance provider in Vietnam with HSBC's trusted international brand to offer an unsurpassed scope of insurance products for HSBC customers."

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Notes for editors:

HSBC in Vietnam

HSBC has been in Vietnam for 138 years since the Bank first opened an office in Saigon (now Ho Chi Minh City) in 1870. The Hongkong and Shanghai Banking Corporation Limited 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. HSBC Insurance (Asia Pacific) Holdings Limited holds 10 per cent of the share capital of BaoViet Holdings, the leading financial insurance group in Vietnam. These investments strengthen HSBC's position as the largest foreign bank in the country in terms of investment capital, network, product range, staff and customer base. The Bank officially operated as HSBC Bank (Vietnam) Ltd on 1 January 2009 with a headquarters in HCMC.

HSBC Insurance (Asia-Pacific) Holdings Limited

HSBC Insurance (Asia-Pacific) Holdings Limited is the parent company of four underwriting companies: HSBC Insurance (Asia), HSBC Life (International), HSBC Insurance (Singapore) and HSBC Amanah Takaful (Malaysia) (49 per cent held). Its shareholdings also include 50 per cent less one share of Hana HSBC Life Insurance in Korea, 26 per cent of Canara HSBC Oriental Bank of Commerce Life Insurance in India and 10 per cent of Bao Viet Holdings in Vietnam. It has representative offices in Beijing, Shanghai and Guangzhou in mainland China where the HSBC Group holds a 16.78 per cent stake in Ping An Insurance.

BaoViet Insurance Corporation (BaoViet Insurance)

BaoViet Insurance Corporation is a member of BaoViet Holdings. With its prestigious position and profound experience in insurance gained from a long-standing operation, strong financial capability, nationwide agency network consisting of 66 member companies, and dedicated and professional staff with comprehensive understanding of customers' needs, BaoViet Insurance has long been the leading insurer in Vietnam.

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