

26 June 2009

HSBC TRADE SUPPLY CHAIN HOLDS UCP 600 SEMINAR FOR CORPORATE CUSTOMERS IN HANOI

On 26 June, HSBC will host a seminar to explore UCP 600 - the latest revision of the Uniform Customs and Practice that governs the operation of letters of credit – with Hanoi-based customers involved in daily international trade activities.

HSBC will share its extensive experience in global banking and trade with an anticipated 120 attendees, looking at real-life practices and frequent issues to help customers develop a thorough understanding of UCP 600. Nguyen Linh Chau, Head of Middle Office, Trade Supply Chain HSBC (Vietnam), will be a key speaker on the day, addressing every element of UCP 600, from bank undertakings to insurance documentation. The presentation will be followed by a Q&A session in which customers can pose detailed questions to HSBC experts.

The aim of the one-day seminar, held at the Melia Hotel, is to assist customers manage their business better, prevent common pitfalls in international trade and trade more effectively in the current challenging economic climate.

“Passing on HSBC’s extensive expertise and best practices in TSC business worldwide to aid Vietnamese companies fully understand and employ UCP 600 is a tangible example of the bank’s strong commitment to supporting trade and supply chain businesses in Vietnam and to the development of a strong economy,” said Nguyen Thanh Ha, Head of Trade Supply Chain of HSBC in Vietnam “Despite the economic downturn, HSBC believes that the worst is behind us and Vietnam generally is well positioned for further economic growth.”

The seminar is the last in a series of three held across the country. Previous seminars on international trade and cash management held in Can Tho on 17 April and Ho Chi Minh City on 27 May attracted around 300 representatives from HSBC's Commercial and Global Banking groups. Over 96 per cent of the customers that attended affirmed the seminar was well-executed and provided useful, practical information that they would apply in the day-to-day running of their business.

“Our UCP 600 seminar received lots of positive feedback from customers in Can Tho and HCMC, and we believe that the forthcoming event in Hanoi will be just as successful,”

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HSBC Trade Supply Chain holds UCP 600 seminar for Corporate customers in Hanoi

continued Ha “Events like this not only enhance our banking relationships with existing customers, but also consolidate HSBC’s reputation as Vietnam’s leading foreign bank, and “the best place to bank’ for both retail and commercial customers. As recognised subject matter experts, we at HSBC always strive to assist our customers to be at the forefront of trade and supply chain management issues.”

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Notes for editors

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. The Bank’s network includes one branch and three transactions offices in Ho Chi Minh City, one branch and three transaction offices in Ha Noi, one branch in Binh Duong and a representative office in Can Tho. HSBC is the largest foreign bank in the country in terms of investment capital, network, product range, staff and customer base.

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 9,500 offices in 86 countries and territories and assets of US\$2,527 billion at 31 December 2008, is one of the world’s largest banking and financial services organisations.

The Hongkong and Shanghai Banking Corporation 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.

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