

News Release

15 December 2016

HSBC RANKED #1 FOR COMBINED ASIAN RESEARCH AND SALES IN ASIAMONEY'S BROKERS POLL

HSBC has been ranked #1 for combined Asian research and sales (ex-Australia, China A&B shares and Japan) in Asiamoney's Brokers Poll 2016. The Bank also earned the top ranking for overall regional research and placed second place for overall regional sales. All three rankings are evidence of the strength of HSBC's proposition to global clients and growing market share in Asian equity sales and research.

Rakesh Patel, Head of Equities, Asia-Pacific, HSBC, commented: "We are very proud to have reached #1 in the Asiamoney poll, up from number two last year. This endorsement from our clients reflects our commitment to bringing them exciting opportunities in Asia's equity markets."

"We are delighted to be named the top overall research house in Asia," said William Bratton, Head of Equity Research, Asia-Pacific, HSBC. "This result reflects our continued efforts to strengthen the breadth and depth of our coverage across Asian equities and ensuring we offer our clients the very best investment insights and research product."

As well as the overall award for best regional research house, HSBC also secured excellent results across sector research, both in the teams and individual analyst categories:

Best analyst

- Best analyst for banks - *Michael Chu*
- Best analyst for consumer discretionary - *Charlene Liu*
- Best analyst for diversified financials - *York Pun*
- Best analyst for energy - *Thomas Hilboldt*
- Best analyst for materials - *Wei Sim*
- Best analyst for semiconductors & semiconductor equipment - *Steven Pelayo*
- Best analyst for telecommunication services - *Neale Anderson*
- Best analyst for utilities - *Evan Li*

Best Sector coverage

Hong Kong; banks; consumer discretionary; consumer staples; industrials; diversified financials; energy; insurance; materials; real estate; semiconductors and semi-conductor equipment; software and internet services; technology hardware and equipment; telecom services; utilities.

This information is issued by

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Registered Office and Head Office:
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Incorporated in the Hong Kong SAR with limited liability



Asiamoney's Brokers Poll invites senior institutional investors at fund management houses, hedge fund and private equity firms, insurance companies and wealth management houses from around the world to assess their sell-side banks and brokerage firms for Asian investment. Detailed results and rankings will be available from December onwards.

This year's poll generated a total of 6,081 valid individual responses. These valid responses came from 2,789 different buy-side institutions from around the world.

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Note to editors:

The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group, which serves around 46 million customers through four global businesses: Retail Banking and Wealth Management, Commercial Banking, Global Banking and Markets, and Global Private Banking. The Group serves customers worldwide from over 4,400 offices in 71 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa. With assets of US\$2,557bn at 30 September 2016, HSBC is one of the world's largest banking and financial services organisations.