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## **HSBC LAUNCHES INNOVATIVE DIGITAL TRADE FINANCE SOLUTION FOR ONLINE MERCHANTS**

### **USES CAINIAO NETWORK'S REAL-TIME LOGISTICS INFORMATION FOR LOAN APPROVAL**

*\* Available to TMall Global merchants \**

*\* Simplified process with no collateral or financial documents required \**

*\* Discount of 1 per cent interest rate per annum until end of June \**

HSBC has joined forces with Cainiao Network Technology Co., Ltd. ("Cainiao Network"), Alibaba Group's smart logistics platform, to offer an innovative digital trade finance solution for online merchants. The new scheme will use real-time logistics information for credit assessment, making loans more accessible and matching the fast-changing needs of new economy enterprises.

The innovative solution is available to Hong Kong merchants selling on the TMall Global e-marketplace. With the borrower's authorisation, HSBC will access Cainiao Network Supply Chain Finance's integrated information about the merchant, including business background, primary brands, Cainiao Network ratings, real-time inventory information and operation status, to conduct a credit assessment.

Merchants are not required to provide collateral or financial documents. It can take as little as seven working days from account application to approval for loans of up to USD500,000. From now until the end of June 2020, successful applicants can enjoy a discount of 1 per cent interest rate per annum.

**Jeanny Ip, Head of Global Trade and Receivables Finance, Hong Kong and Macau, HSBC**, said: "We see big data and other emerging technologies as a huge opportunity to offer innovative solutions that make financing easier for our customers. We are pleased to partner with Cainiao Network to support new economy enterprises by pioneering the use of digital data to simplify the trade finance approval process and support business transformation. There is a clear need to match the rapid evolution of the market with new solutions, and we believe the new scheme will provide adequate support to online merchants."

**Zhao Wei, General Manager of Cainiao Network Supply Chain Finance**, said: "It is our responsibility to provide diversified support for platform

merchants' business development. As merchants go through a challenging period due to the Covid-19 outbreak, Cainiao Network is dedicated to driving the recovery of retail business and assisting businesses to resume normal operations by using our expertise in smart supply chain. Through this digital financing solution, more merchants can easily obtain rapid loans. We will continue to deepen our cooperation with HSBC to help our merchants and consumers through this difficult time."

HSBC is committed to promoting the development of the new economy. Since the launch of the "GBA+" Technology Fund last year, it has provided dedicated lending facility to high-growth, early stage companies in the Guangdong-Hong Kong-Macao Greater Bay Area. The latest cooperation with Cainiao Network provides further support to e-commerce companies.

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