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HSBC CONNECTS CUSTOMERS TO INTERNATIONAL TRADE OPPORTUNITIES THROUGH GLOBAL TRADE SOLUTIONS

HSBC's global trade journey reaches next stage to meet fast-evolving trade demand

HSBC has today announced the launch of Global Trade Solutions (GTS), a new identity for the bank's long-standing Global Trade and Receivables Finance (GTRF) business, to reflect its focus on supporting businesses for the future in navigating the constantly evolving landscape of global trade.

As part of the new identity of Global Trade Solutions, HSBC will use its unique strengths as a global connector, innovative problem solver and strategic partner to help businesses succeed. The Bank will help customers where, how and with whom they want to trade by providing a safer and smoother trade experience, structured working capital solutions, and insights and ideas in business growth and protection.

Today, HSBC's trade operations give clients access to 90 per cent of global trade flows¹, making it the world's leading trade bank by revenues². Clients can benefit from the bank's unparalleled network of 1.3 million businesses and long-standing relationships with both suppliers and buyers. With presence in 19 markets in Asia, HSBC is also the region's largest trade bank by revenue, generating 2.8 times more revenue than the average of its three nearest competitors³.

Aditya Gahlaut, Co-Head of Global Trade Solutions, Asia Pacific at HSBC, said: "Hong Kong remains a top 10 exporting economy, accounting for over USD600 billion of global exports annually⁴. As a leading trade finance bank in Hong Kong with about one-fifth of the market share, HSBC is well-positioned to support the city's strategic mission of strengthening its status as an international trade centre. Our longstanding presence and expertise in Hong Kong and other key trade hubs including mainland China and ASEAN countries will support our customers to steer through the changing trade landscape and drive long term growth."

HSBC Global Trade Solutions is revolutionising trade in Hong Kong with a suite of innovative products and services and strategic partnerships. HSBC TradePay, an industry first, straight-through trade finance solution, enables customers to instantly drawdown trade loans and concurrently pay suppliers with a single payment file upload. The solution streamlines the multi-step process – which used to take 24 to 48 hours – to under a minute.

Additionally, HSBC has launched data-led trade finance solutions in partnership with eCommerce platforms to enhance eCommerce merchants' access to funding. By collaborating with Dowsure, one of Amazon's Seller Lending Programme partners in mainland China, a streamlined credit assessment process leveraging transaction data, such as inventory, sales and refund records, are tailored for Amazon's merchants in applying for HSBC's trade finance.

1. Source: GTRF network analysis, ITC calculations based on UN COMTRADE and ITC statistics, 2022
2. Source: Coalition Greenwich Competitor Analytics – FY23. Based on HSBC's internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CA-CIB, CITI, DBS, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm
3. Source: Coalition Greenwich
4. Source: HSBC Global Research "Rethinking Hong Kong: Harnessing opportunities, rebuilding strength"

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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. HSBC serves customers worldwide from offices in 62 countries and territories. With assets of US\$3,001bn at 31 March 2024, HSBC is one of the world's largest banking and financial services organisations.

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