

22 April 2025

HSBC HONG KONG AND HUATAI SECURITIES SIGN MOU TO FORGE STRATEGIC PARTNERSHIP

The Hongkong and Shanghai Banking Corporation Limited (“HSBC Hong Kong”) and Huatai Securities Co., Ltd (“Huatai Securities”) have signed a memorandum of understanding (“MoU”) to explore strategic partnership aimed at enhancing services for their respective customers*. This partnership will focus on wealth management, cross-border solutions, international financial services, and technology-driven transformation.

Maggie Ng, Head of Wealth and Personal Banking, Hong Kong, HSBC, said, “HSBC is a leading bank in Hong Kong, leveraging our global network and strong market presence to excel in cross-border finance, wealth management, and enterprise services. On the other hand, Huatai Securities is a top-tier brokerage firm in Mainland China, recognised for its digital transformation and innovative wealth solutions in the capital markets. Together, we are well-positioned to explore strategic collaborations that will create greater value and synergy for our clients, capitalising on the growing financial integration between Hong Kong and Mainland China.”

The MoU, signed recently in Nanjing, outlines potential cooperation between the two firms in the following areas:

Wealth Management

HSBC Hong Kong and Huatai Securities will collaborate to enhance wealth management services, providing integrated, cross-border solutions for customers and exploring synergies in customer resources and business development.

Cross-Border and International Business

The two firms will work together to identify cross-border and international business opportunities, exploring “one-stop” financial services tailored to customer needs.

Technology and Digital Transformation

HSBC Hong Kong and Huatai Securities will share knowledge and expertise in digital transformation and platform development, jointly crafting strategies for sustainable growth in the digital landscape.

In addition to these areas, HSBC Hong Kong and Huatai Securities will seek further collaboration opportunities, with any future partnership contingent upon legal and regulatory compliance, as well as satisfactory due diligence of each organisation’s operations.

This partnership promises to enhance value for customers and drive innovation in the financial services sector in both Mainland China and Hong Kong.

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Note to editors:

* The final cooperation is subject to applicable laws and regulations, and relevant regulatory approval(s).

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 58 countries and territories. With assets of US\$3,017bn at 31 December 2024, HSBC is one of the world's largest banking and financial services organisations.

Huatai Securities Co., Ltd

Incorporated in April 1991, Huatai Securities is a leading technology-driven securities group in China, with a highly collaborative business model, a cutting-edge digital platform and an extensive and engaging customer base. It provides comprehensive financial services to individual and institutional clients, including wealth management, investment banking, sales and trading, investment management, among others, with a substantial international presence.

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