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PRESS RELEASE - FOR IMMEDIATE RELEASE

HSBC Hong Kong wins Best Wealth Management Award for 2011

- *HSBC Hong Kong unit trust market shares increased by 25%.*
- *Structured product sales grew by over 130%.*
- *25% YOY revenue growth in FX.*

Singapore, March 23rd 2012—HSBC Hong Kong has been named as winner of the Best Wealth Management Award for the year 2011 during the 11th International Excellence in Retail Financial Services Awards Programme. The bank received the awards at The International Excellence in Retail Financial Services 2012 Awards ceremony, held in conjunction with the region's most prestigious retail banking event, the Excellence in Retail Financial Services Convention. The ceremony was held at the Marina Bay Sands in Singapore on March 23rd 2012.

Business figures will speak volumes on the achievements of a company, and HSBC Hong Kong has definitely made its mark in wealth management. Its unit trust market share increased by 25% for net sales; structured product sales grew by over 130%; the bank achieved over 25% YOY revenue growth in FX; and all this for a bank that is one of the largest in their market. Most importantly, this bank was at the centre of the landmark event for the market with its renminbi bond IPO.

About 150 senior bankers from award-winning banks in 29 countries across the Asia Pacific, the Middle East, Central Asia and Africa attended the glittering event that recognises their efforts in bringing superior products and services to their customers.

The awards programme, administered by The Asian Banker and refereed by prominent global bankers, consultants and academics, is the most prestigious of its kind.

A stringent three-month evaluation process based on a balanced and transparent scorecard used to determine the winners and the positions of various retail banks in the region is attached.

About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Hong Kong and Shanghai as well as representatives in London, New York and San Francisco. It has a business model that revolves

around three core business lines: publications, research services and forums. The company's website is www.theasianbanker.com

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