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HSBC Malaysia reaffirms focus on multinationals segment in the country

*Bank hosts annual 'Multinationals & Subsidiaries Night' for international clients in
Malaysia*

HSBC Malaysia hosted its annual 'Multinationals & Subsidiaries Night' in Kuala Lumpur. The event brought together senior representatives of more than 130 multinational clients of the organisation along with HSBC employees.

The event, which was graced by key government agencies such as MIDA, InvestKL and MDEC and business chambers in the country, was pivotal to reinforcing HSBC's continued focus on the development and expansion of multinational organisations in Malaysia. The initiative also provided attendees with an opportunity to connect, engage and network both within and across varied industries including the consumer, electronics, retail, motor, finance and real-estate sectors.

"Increased global economic uncertainty is encouraging multinationals to look to countries such as Malaysia to expand their operations and find new avenues for growth. Choosing the right financial partner to facilitate this type of expansion is an important part of this process. At HSBC, we facilitate investments, provide end-to-end local banking requirements, assist to find a local Joint Venture partner where appropriate and enable international clients to discover opportunities that allow them to effectively invest in the Malaysian market", said Omar Mahmoud, Head of Global Banking, HSBC Malaysia.

"Today, we have relationships with 2,600 multinational entities in Malaysia, from 47 countries around the world. We use our global expertise and local knowledge to connect multinational clients to products and services that meet their financial needs. With our strong positioning in Malaysia as the leading international bank and unparalleled global network, HSBC is ideally positioned to boost the success of multinational corporates in the country", said Shreyas Krishna, Head of Multinationals, Global Banking, HSBC Malaysia.

"Running a global business has become increasingly challenging, with organisations maintaining multiple accounts across the world, financing options being managed based on local performance, the prevalence of inefficiencies in levels of capital and liquidity and frequent barriers to entry in new markets. At HSBC, we are focused on delivering compelling benefits to both parent companies and their subsidiaries, helping facilitate their global growth and expansion", said Vishal Karanwal, Head of International Subsidiary Business, Commercial Banking, HSBC Malaysia.

As part of Malaysia's 2020 budget, incentives have been provided to attract multinational companies. Specific areas of focus include offering tax incentives and grants to encourage increased foreign investments, particularly from China, advancing the digital economy, and enhancing infrastructure.

HSBC's Multinationals (MNC) & International Subsidiaries (ISB) departments in the country support international corporates with their operations in the Malaysian market by

HSBC Bank Malaysia Berhad

(Company No. 127776-V)

understanding their needs and supporting their growth. The team is focused on connecting clients to our global network while leveraging our comprehensive suite of products covering treasury and liquidity management, working capital, supply chain finance and other investment banking products.

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Note to editors:

HSBC Malaysia

HSBC's presence in Malaysia dates back to 1884 when the Hongkong and Shanghai Banking Corporation Limited (a company under the HSBC Group) established its first office in the country, on the island of Penang, with permission to issue currency notes. HSBC Bank Malaysia Berhad was locally incorporated in 1984 and is a wholly-owned subsidiary of The Hongkong and Shanghai Banking Corporation Limited. In 2007, HSBC Bank Malaysia Berhad was the first locally incorporated foreign bank to be awarded an Islamic banking subsidiary licence in Malaysia, HSBC Amanah Malaysia Berhad. Today, HSBC in Malaysia has a network of 68 branches nationwide, of which 26 are HSBC Amanah Malaysia Berhad branches. HSBC Malaysia offers a comprehensive range of banking and financial services including Retail Banking and Wealth Management, Commercial Banking, Global Banking and Markets, and Islamic financial solutions. HSBC Bank Malaysia Berhad has also led innovation in Malaysia by introducing Malaysia's first ATM and Electronic Touch Banking in the early 1980s. Today, HSBC Malaysia has launched innovative solutions such as HSBCnet for secure banking for businesses, Trade Transaction Tracker, and Facial Recognition.

HSBC Holdings plc

HSBC Holdings plc, the parent company of HSBC, is headquartered in London. HSBC serves customers worldwide from offices in 65 countries and territories in our geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of \$2,728bn at 30 September 2019, HSBC is one of the world's largest banking and financial services organisations.

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