



5 March 2021

## **HSBC Malaysia's Corporate: Highlights on 2020 Achievements and 2021 Aspirations**

HSBC continues to open up a world of opportunity for businesses in Malaysia through various initiatives and collaborative partnerships.

### **HSBC Malaysia's Corporate: Highlights on 2020 Milestones and Achievements**

- HSBC Malaysia's Corporate supported customers through:-
  - Digital transformation;
  - Completion of successful debt capital transactions through collaborative partnership;
  - Strategic partnership with agencies, bodies and business chambers to organise various collaborative initiatives to help customers navigate the challenges of COVID-19 pandemic;
  - HSBC Malaysia was the first bank in Malaysia to offer non-compounded interest/profit for conventional loans/Islamic financing following Bank Negara Malaysia's announcement of deferment on loans for SMEs and retail customers due to COVID-19.
- Some landmark transactions by HSBC Malaysia's Corporate in 2020 as we continued to see a strong deal flow supporting key areas including digital innovation, sustainability, and growth within ASEAN:-
  - *Digital*
    - HSBC partnered with Payments Network Malaysia (PayNet) to support KPJ Healthcare Berhad by delivering DuitNow QR contactless payments at KPJ hospitals – with the first being deployed at KPJ's Drive-Thru COVID-19 Test facility;
    - HSBC supported Proton and its suppliers, mainly local SMEs, via HSBC Malaysia's digital Supply Chain Finance Programme.
  - *Sustainability*
    - HSBC Malaysia supported Kelington Group's maiden venture into the manufacturing of liquefied carbon dioxide (LCO<sub>2</sub>) via a sustainable financing deal;
    - HSBC Amanah was the lead arranger for HSBC Group's first ASEAN Green Sustainable and Responsible Investment (SRI) Sukuk for Leader Energy.
  - *ASEAN regional and international growth*
    - HSBC Malaysia supported Serba Dinamik's ASEAN growth journey;
    - HSBC supported Valiram in strengthening its e-commerce presence.

### **HSBC Malaysia's Corporate: Highlights on 2021 Focus and Aspirations**

- Continuous focus on digital transformation for our customers;
- Focus on sustainability, in line with HSBC's net zero ambition;
- Continue to build and foster relationships with businesses as their Trusted Advisor by offering a combination of sector specific expertise, access to HSBC's global network, and a deep understanding of macro trends from impact of digitisation to the need for a shift to a sustainable growth model.

#### **HSBC Bank Malaysia Berhad**

(Company No. 127776-V)

Registered Office and Head Office: 2 Leboh Ampang, 50100 Kuala Lumpur, Malaysia. Web: [www.hsbc.com.my](http://www.hsbc.com.my)

**Andrew Sill, Country Head of Commercial Banking, HSBC Malaysia** said: “Digital innovation and sustainability are important to Malaysian businesses. According to the recent HSBC Navigator survey, 56% (more than the global average of 48%) make it their priority to focus on digital technology and 94% (vs. 91% across all markets) agree on the need to review operations to rebuild business on firmer environmental foundations. With our strong local expertise and extensive global presence, HSBC is in a position to offer Malaysian businesses a competitive advantage in digital innovation and support in their quest to become more sustainable.”

**Karel Avni Doshi, Country Head of Corporate, Commercial Banking, HSBC Malaysia** said: “Throughout 2020, HSBC Malaysia’s Corporate successfully partnered with businesses in Malaysia and delivered support in the completion of landmark transactions focusing on digitisation, sustainability, ASEAN and international growth, and more. This year and beyond, HSBC Malaysia’s Corporate continues to build and foster relationships with businesses as their Trusted Advisor; supporting Large Corporates with a focus on Middle Market Enterprises to further embed their digital transformation and sustainability visions.”

ends/more

**Media enquiries to:**

Marlene Kaur	+603 2075 3351	<a href="mailto:marlenekaur@hsbc.com.my">marlenekaur@hsbc.com.my</a>
Lili Lajman	+603 2182 5161	<a href="mailto:liliyati.lajman@hsbc.com.my">liliyati.lajman@hsbc.com.my</a>
Joanne Wong	+603 2075 6169	<a href="mailto:joanne.p.m.wong@hsbc.com.my">joanne.p.m.wong@hsbc.com.my</a>

**Note to editors:**

**HSBC Bank Malaysia Berhad**

HSBC's presence in Malaysia dates back to 1884 when the Hongkong and Shanghai Banking Corporation Limited established its first office in the country on the island of Penang, with the 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, founding member of the HSBC Group. In 2007, HSBC Bank Malaysia was the first foreign bank to be awarded an Islamic banking subsidiary licence in Malaysia, namely HSBC Amanah Malaysia Berhad. Today, HSBC Malaysia has a network of 67 branches nationwide, of which 26 are HSBC Amanah Malaysia Berhad branches. HSBC Malaysia offers a comprehensive range of banking and financial services including Islamic financial solutions. HSBC Malaysia 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 on supported mobile phones.

**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 64 countries and territories in its geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of US\$2,984bn at 31 December 2020, HSBC is one of the world's largest banking and financial services organisations.

ends/all