



The Banker

Investment Banking Awards 2019

MOST INNOVATIVE INVESTMENT BANK FOR EMERGING MARKETS

HSBC

HSBBC is one of the few truly global universal banks and its extensive footprint in numerous emerging markets, particularly in the Asia region, gives it unparalleled local expertise and capabilities. It comes as no surprise that HSBC has scooped the award for the most innovative investment bank for emerging markets, as it continues to help its clients navigate the complexities unique to these economies.

The bank has firmly established itself as a leader in high-growth market segments in Asia, including sustainable financing, international access to China's onshore markets and complex corporate risk solutions. It has stood out during a choppy period for Asian capital markets against a backdrop of macro uncertainty.

"Over the past 12 months, we have seen strong growth in our emerging markets franchise, most notably around Asia and into the Association of South-east Asian Nations," says Greg Guyett, head of global banking at HSBC. "We expect this trend to continue with the continued opening of capital markets in China and the ongoing shift to a more consumption-led economy in the region."

The bank has pulled out all the stops on the innovation side and stands at the forefront of emerging market developments and sustainable finance, clocking up several firsts in the past year. For example, it was joint global coordinator on Hong Kong-based Link's issuance of the world's first green convertible bond in the real estate sector.

In addition, HSBC was joint bookrunner on the first multi-tranche green bond for protected agriculture in both Mexico and globally, illustrating its strength in developing sustainable finance solutions outside the Asia region.

Other highlights include the roll out of its most advanced foreign exchange (FX) platform,



OVER THE PAST 12 MONTHS, WE HAVE SEEN STRONG GROWTH IN OUR EMERGING MARKETS FRANCHISE, MOST NOTABLY AROUND ASIA AND INTO ASEAN *Greg Guyett*

HSBC Evolve, in the United Arab Emirates, Qatar, Oman and Kuwait in 2018. HSBC Evolve allows businesses to access FX liquidity in onshore and offshore markets with one click, including more than 1500 currency pairs, real-time pricing and execution.

Across Asia, the Middle East and Latin America, HSBC has proven its value as a trusted partner on some of the biggest deals, including Engie's sale of its 69.1% stake in Glow Energy to GPSC, Public Investment Fund's sale of its 70% stake in Sabic to Saudi Aramco and the local debt issuance of Mexico's Fondo Nacional de Infraestructura.

Meet the judges

JEROME BOOTH

Chairman of New Sparta Asset Management and author of Emerging Markets in an Upside Down World.

RICHARD BROWN

Corporate finance partner at Baker Botts in London.

LEE CONEY

Partner at Clifford Chance and a specialist on strategic M&A, capital raising and regulatory issues.

ROBERT GRAY

Member of the international committee at the Chartered Institute for Securities and Investment and a director at the Arab-British Chamber of Commerce.

ANDREW KELLY

High-yield specialist and a partner at Clifford Chance in London.

BRIAN LAWSON

Senior consultant for IHS Markit and a former head of fixed income for ABN Amro.

NOEL LOURDES

Former executive director at Islamic finance boutique Amanie Advisors and has previously served in an advisory role to the Central Bank of Ireland.