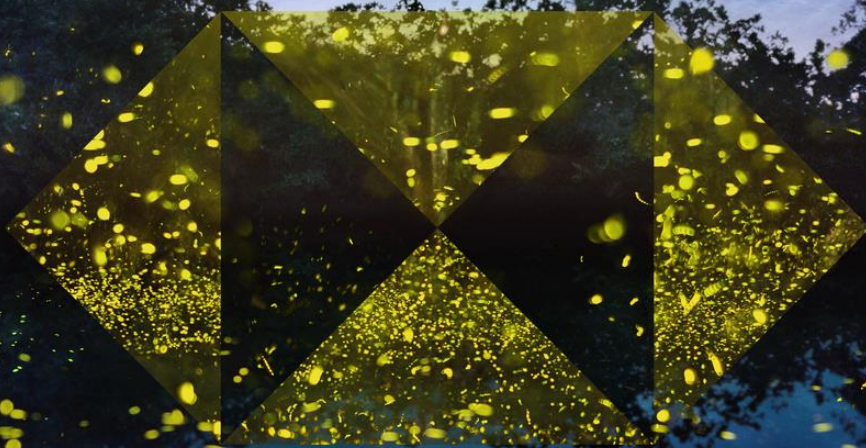


HSBC Issuer Services

Partnering with Law Firms

Conventional Debt | Escrow | Loans | Project & Export Finance
Repackaged Notes | Structured Finance | Insurance Linked Securities



Our ambition is to deliver the full extent of our comprehensive, multi-product offering to our clients, to help them maximise opportunities with HSBC.

We continue to achieve our ambition by partnering with well positioned, strategically important Law Firms who are capable of connecting our international offering to potential clients in need of Issuer Services solutions.



About HSBC Issuer Services

Entrust the services of a solid partner



Our strong credit rating.

- Our Group's strong credit rating and robust balance sheet help clients reduce counterparty risk, an essential element for effectively managing their portfolio.



Our comprehensive product suite.

- Bonds & Debt Programmes including Repacks, Structured Finance and Sukuk
- Escrows
- Insurance Linked Securities
- Loans including Syndicated Loans, Third-Party Loans (US)
- Project & Export Finance



Our forward-looking vision.

- A 5-year growth strategy – including market expansion – a secured expenditure investments plan.
- A long-term digitalisation programme including APIs and cutting-edge client self-service platforms.



Our global network.

- Our clients can access international capital markets from 20+ locations in Europe, the Middle East, Asia and the Americas.



Some of the products mentioned in this document may not be available in certain locations. Please contact us to find out more.

\$1,7tn

Assets Under Administration¹

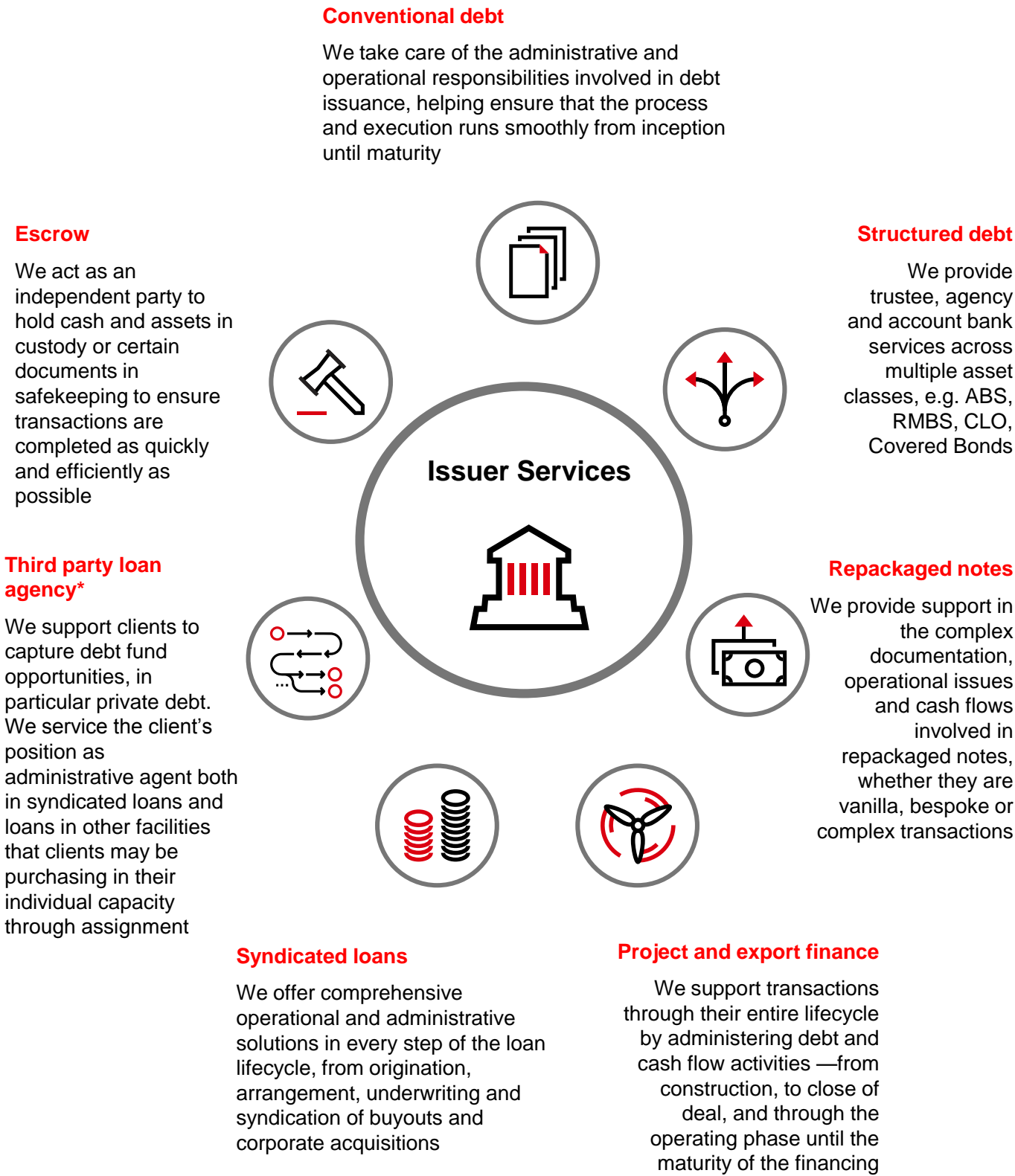
\$768bn

Assets Under Custody¹

Our local presence and global footprint give us access to **90%** of world trade flows

¹ Data as at January 2020

Our Product Range



**Available in certain locations only, please reach out to your Issuer Services contact to find out more.*

The Power of Partnerships



Partnering

We unlock opportunities

- **Overview:** Deepen strategic partnerships with selected global law firms.
- **Objectives:**
 - Identify and map HSBC/Law Firm key connections at a regional and country level.
 - Strategically align product capabilities and areas of common interest globally.
 - Agree standard document templates, for efficient off-the-shelf use, e.g. our new and streamlined Escrow Agreement.
 - Combined thought leadership and panel speaking opportunities.
 - Formalise processes of introduction including documentation, roles & responsibilities and target operating model of the partnership.



Get in Touch

Your key contacts



Kate Toland

Global Head of Transaction Management
+ 44 20 7005 8593
kate.toland@hsbc.com

Simon Field

Global Head of Escrow
+ 65 6658 6759
simon.field@hsbc.com.sg

Regional contacts



Karen Lomax

Head of Issuer Services, Europe
+44 20 3268 3510
karen.lomax@hsbc.com



Pankaj Kaul

Head of Issuer Services, MENAT
+ 971 0 4423 6123
pankaj.kaul@hsbc.com



Jamie Pratt

Head of Issuer Services, Americas
+ 1 212 525 6039
jamie.pratt@us.hsbc.com



Suvir Loomba

Head of Issuer Services, APAC
+852 2822 4442
suvir.loomba@hsbc.com

Stay in touch

We publish regular content intended for our colleagues and clients. To access it:

- ◆ Visit our website: www.gbm.hsbc.com/issuer-services.
- ◆ Follow us on LinkedIn (HSBC Global banking and Markets page).
- ◆ Follow and type [#HSBCescrow](#) to access our latest content on escrows.





Published: April 2020

For Professional clients and Eligible Counterparties only. All information is subject to local regulations. Issued by HSBC Bank plc. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Registered in England No 14259. Registered Office: 8 Canada Square London E14 5HQ United Kingdom. Member HSBC Group.

PUBLIC