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

Conventional debt

We take care of the administrative and operational responsibilities involved in debt issuance, helping ensure that the process and execution runs smoothly from inception until maturity

Escrow

We act as an independent party to hold cash and assets in custody or certain documents in safekeeping to ensure transactions are completed as quickly and efficiently as possible

Third party loan agency*

We support clients to capture debt fund opportunities, in particular private debt. We service the client's position as administrative agent both in syndicated loans and loans in other facilities that clients may be purchasing in their individual capacity through assignment



Structured debt

We provide trustee, agency and account bank services across multiple asset classes, e.g. ABS, RMBS, CLO, Covered Bonds

Repackaged notes

We provide support in the complex documentation, operational issues and cash flows involved in repackaged notes, whether they are vanilla, bespoke or complex transactions

Syndicated loans

We offer comprehensive operational and administrative solutions in every step of the loan lifecycle, from origination, arrangement, underwriting and syndication of buyouts and corporate acquisitions

Project and export finance

We support transactions through their entire lifecycle by administering debt and cash flow activities —from construction, to close of deal, and through the operating phase until the maturity of the financing

^{*}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-theshelf 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



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