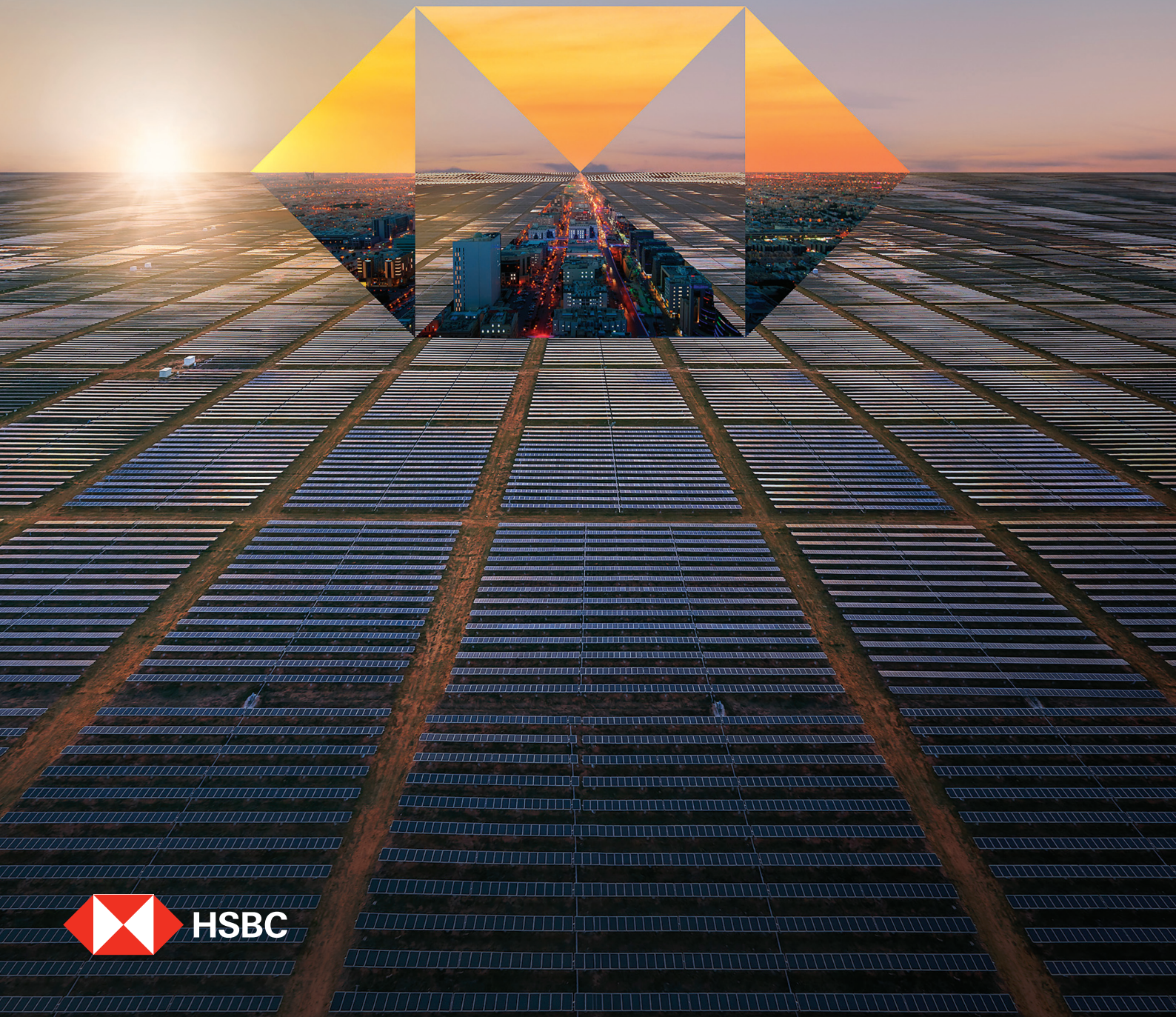


# HSBC Issuer Services

Helping you build a solid foundation for your project

Project & Export Finance | Infrastructure | Sustainability





# Your partner of choice

Project & Export Finance (PEF) and Infrastructure transactions tend to have a multi-decade tenor. Partnering with HSBC, a robust, global institution with more than 150 years of history, is a gauge of long-term commitment and expertise.

HSBC's Issuer Services team is highly experienced in dealing with the complexity of these related transactions. Partner with our dedicated team to access our comprehensive range of onshore & offshore agency and trustee services to support your transaction, regardless of its size.



## Benefit from a long standing expertise

- ◆ **Dedicated team:** When partnering with us you are assigned a dedicated Transaction Manager and Client Service Manager. Our team of skilled experts will help you administer your debt and cash flow activities throughout the life of your project.
- ◆ **Market experience:** We have decades of experience providing both bond and loan agency services to the project and export finance sector, at a global level.



## Access our global capabilities

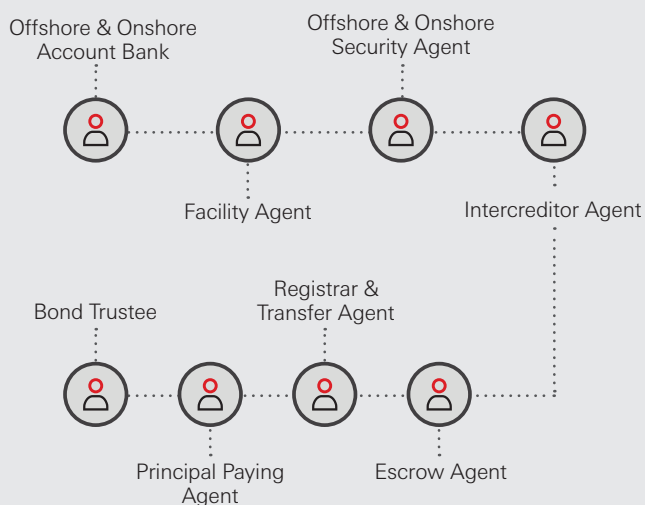
- ◆ **Reach:** Our clients often request us to provide on shore support throughout the transaction. Spread across over 15 locations, our global team provides administrative services to project finance, acquisition, corporate and other financing across the infrastructure and energy markets.
- ◆ **Technology:** HSBCnet, our client portal, gives you a clear picture of all your global banking operations in one place.



## Rely on an independent, committed partner

- ◆ **Long-term commitment:** Our specialist team takes the time to get to know your project to support your transaction through its entire lifecycle—from construction, to close of deal, and through its operating phase until the maturity of the financing.
- ◆ **Independent:** We enter each transaction acting independently or with HSBC's advisory and origination teams. Regardless of the type of financing or the financing parties, we can provide support both to the lender and to the borrower.

## Our roles\*



\*Please note that some of the products presented in this document may not be available in your country. Please contact your Relationship Manager for more information.

**Did you know?**

HSBC has enjoyed a high credit rating score from each of the main rating agencies for over a decade. Our long-standing and continuous strong credit rating is a competitive advantage to our offering, and can add value to the economics of your project through mitigating counterparty risk.

**Did you know?**

By partnering with HSBC as your Issuer Services provider, not only can you access our platform and services for your project but you can also tap into our wide range of banking services that may be required in the life of the project such as cash management, lending, custody and more.



# Fuelling your ambitious projects

Whether it is fuelled by the growing need to replace ageing infrastructure, upgrade transportation or improve energy efficiency, the demand for private financing through the debt markets is increasing.

As larger projects with complex finance structures require an experienced partner to navigate the associated processes and requirements, we have put together a dedicated team providing you direct support at all stages of your project.

1

## Tailoring solutions for your projects

Regardless the size of your transaction or the contracting lending parties, we support you on a variety of projects, from the most standard to the most niche sectors. A selection of examples:

- ◆ **Project & Development Finance:** Our team enjoys a solid market reputation for its deep experience of working efficiently with Development Finance/MLA lenders.
- ◆ **Hybrid structures:** Our integrated business is designed to service transactions which have both a loan, a bond and/or an escrow element.
- ◆ **Sustainability:** Increasingly, lenders have to pay attention to environmental factors when contemplating financing a project. Our teams have successfully supported a number of transactions meeting this criteria, including in the renewable sector.

2

## Mastering the complexity of the sector

Our agency roles are designed to bring simplicity to some of the most complex aspects of your transaction.

- ◆ **As a trustee and/or agent:** We monitor the terms of financing agreements, hold and safe-keep collateral for the benefit of secured creditors, monitor transaction reporting and covenant compliance requirements, communicate with investors and administer cash flows.
- ◆ **As an intercreditor agent:** We act as a conduit by obtaining information from various parties (the borrower, technical advisors, constructors etc.) and send it onto the group to enable them to make decisions regarding the lending facilities. We also arrange and administer any voting required.



HSBC was awarded *World's Best Bank for Sustainable Finance* and *World's Best Bank for Transaction Services 2020* by Euromoney\*.

Our team works closely with HSBC's Green Bonds origination team to provide end-to-end support on transactions.



### Did you know?

Our most seasoned specialists have been in the industry for decades and have an in-depth understanding of the lending value chain, including working with a number of partners e.g. multi-lateral, development finance and commercial banks.



### Did you know?

As an Intercreditor Agent, HSBC can play a strategic role in complex financing transactions involving different types of lenders, syndicates of banks, ECA and/or multi-lateral institutions.

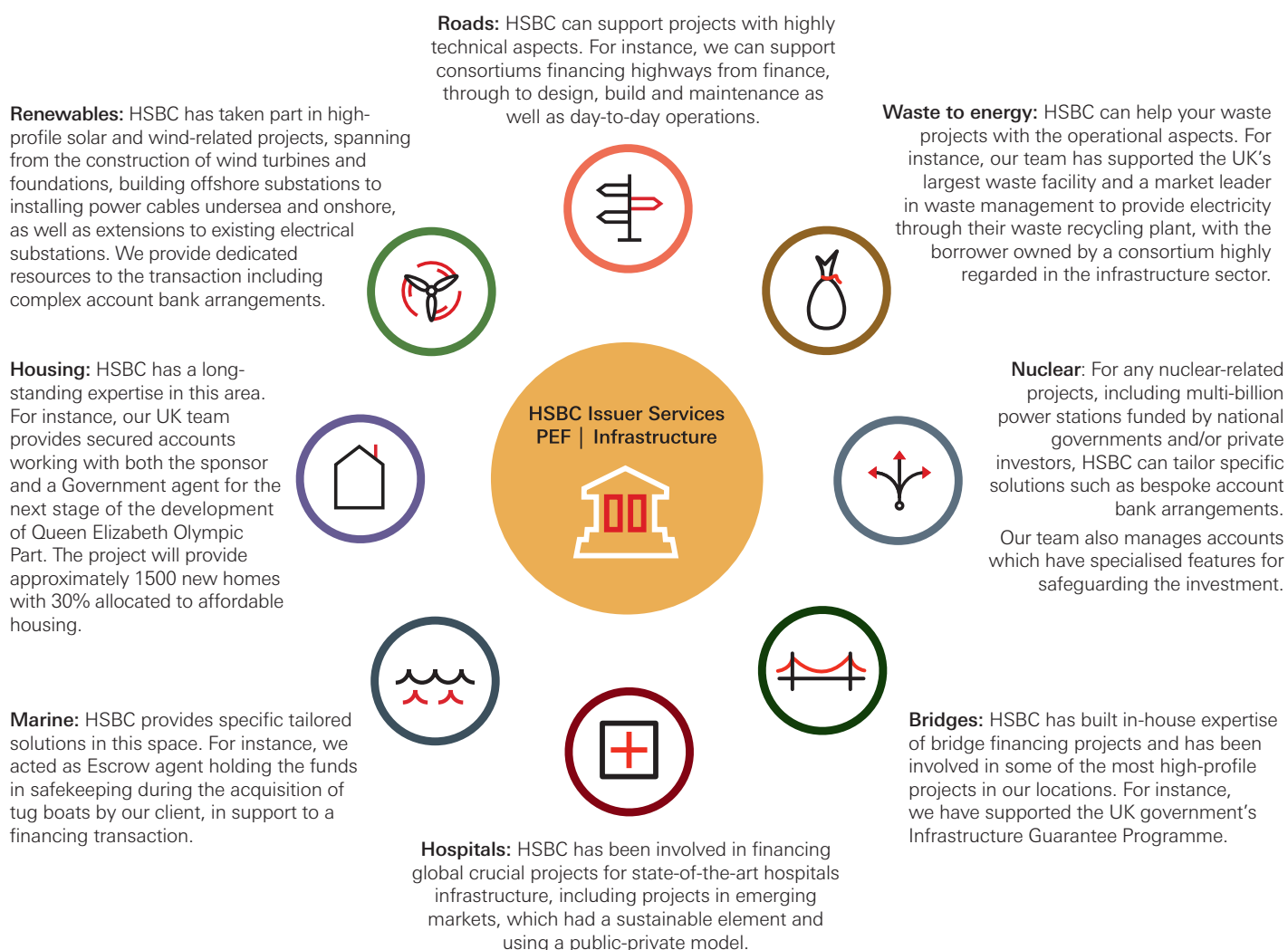
In this context, HSBC is selected by the lenders to act on behalf of all parties in the lending arrangements as their agent.



# Our offshore & onshore capabilities

As the market evolves, the demand for trustee and agency services increases across the sector. As a result, the range of asset classes, structures and creditors active in the infrastructure and energy finance space has grown over time.

Our team has been involved in a multitude of award-winning transactions over the years, across asset classes, sectors and geographies, supporting the key operational and administrative aspects of complex transactions.



## With you every step of the way

A Transaction Manager and a Client Service Manager, part of a wider PEF project team, will be allocated to your transaction and will manage its key aspects throughout its lifecycle, from documentation review to more operational tasks, working as a dedicated project team on each transaction.



# The value of our network

Partner with our experienced global teams and leverage our extensive network, local knowledge and client-focused services to access our solutions in multiple locations.

HSBC's unique offshore and onshore capabilities positions it as a strategic partner for large, global Project & Export Finance transactions.

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

Source: HSBC Group, August 2019

Canada

U.S.

United Kingdom

France

Saudi Arabia

Egypt

Kuwait

Bahrain

UAE

Oman

India

China

Hong Kong SAR

Singapore

Indonesia

Australia

Chile

## Project highlight: Green and Social Bond programme

Our Issuer Services team was involved in the first greenfield infrastructure project in Turkey, comprising the design, build, finance and maintenance of an integrated health campus. This initiative is part of the government's large scale hospital-building programme under a public-private model, certified as a "green and social bond".

We provided a holistic agency solution, acting as Principal Paying Agent, Common Depositary, Offshore Account Bank, Custodian, Bond & Security Trustee, Subrogation & On-loan Agent.

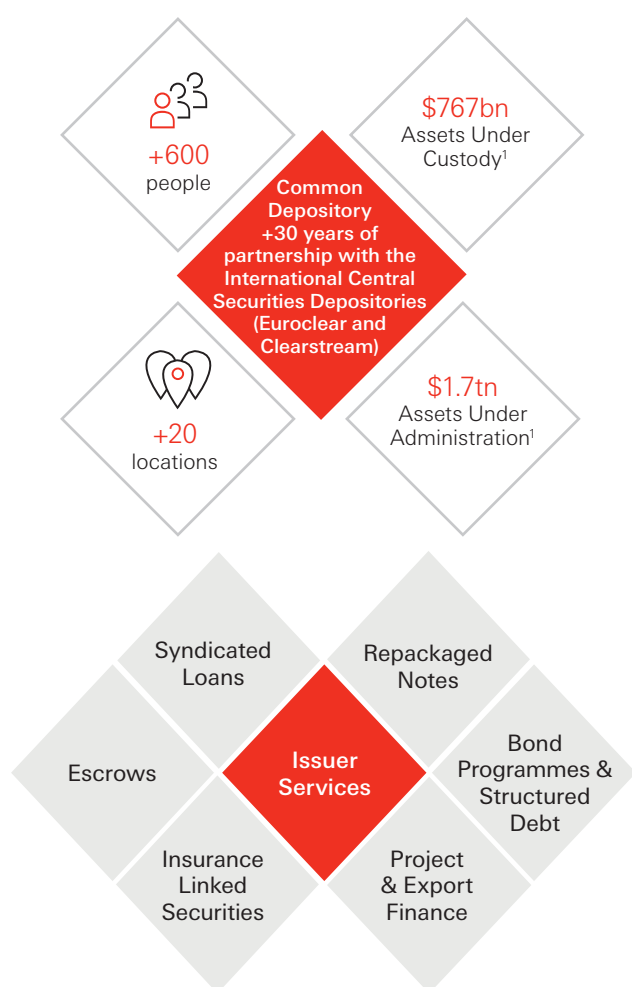
## Project highlight: Supporting governmental programmes

Amongst our notable achievements, our team has been involved in supporting the UK government's infrastructure programme. Our appointment to civil infrastructure, innovative green energy and transportation transactions underpins our objective of becoming the market leading trustee and agency provider in PEF transactions for governmental projects.



# About Issuer Services

HSBC Issuer Services provides operational and administrative services for **conventional and structured debt, project and export finance, escrow, repackaged notes and syndicated loans** to enable clients to pursue international capital market activities. Our vast network, local knowledge and client-focused services enable us to provide tailored trustee and agency solutions.



## Credit rating.

Our strong credit rating and robust balance sheet help you reduce counterparty risk, an essential element for effectively managing your portfolio.



## Global network.

Issuer Services operates in +20 countries through key major hubs: London, Hong Kong, Dubai and New York. Our international network, including in the Middle East and Asia Pacific, enables us to offer customised cross-border services.



## Relationship-driven.

Our experienced team provides hands-on assistance with onboarding and documentation review. Dedicated client service managers offer ongoing support, while specialised transaction managers take care of documentation.



## HSBCnet & HSBC Investor Reporting

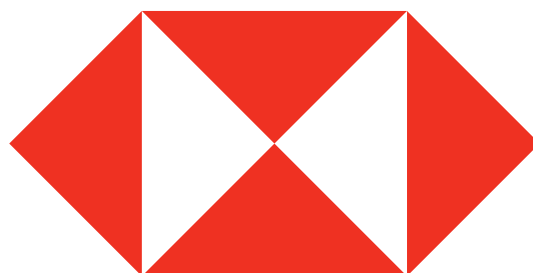
HSBCnet, our client portal, gives you a clear picture of all your global banking operations in one place. Our mobile-friendly Investor Reporting allows debt issuers and investors to access their portfolio data in real-time.

For more information, please visit: [www.gbm.hsbc.com/issuer-services](http://www.gbm.hsbc.com/issuer-services) or contact us:

- ◆ Europe: [issuer.services.europe@hsbc.com](mailto:issuer.services.europe@hsbc.com)
- ◆ APAC: [isvhkbd@hsbc.com.hk](mailto:isvhkbd@hsbc.com.hk)
- ◆ Americas: [isvusbd@us.hsbc.com](mailto:isvusbd@us.hsbc.com)
- ◆ MENAT: [isvmenatbd@hsbc.com](mailto:isvmenatbd@hsbc.com)

 Follow us on LinkedIn on the **HSBC Global Banking and Markets** page to access our latest content.





Published: September 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