The Rise of the RMB
RMB Internationalisation Survey 2017*

70% of current RMB users see the Belt and Road Initiative having a positive impact on RMB usage.

63% of businesses expect RMB exchange rate volatility to increase, however... 4 in 5 businesses state that current market sentiment has no impact on their long term outlook on business opportunities in China.

86% of businesses currently using RMB are forecasting an increase in their RMB usage over the coming 12 months.

2016 24%
2017 32%
RMB usage in non-China markets continues to increase.

2015 17%
2016 24%
2017 32%

The Belt and Road Initiative is a strategy and framework, introduced by the Chinese president that focuses on connectivity and cooperation with over 65 markets in Asia, Middle East, Africa, and Europe. The vision is to create and improve the physical, financial and policy conditions that will facilitate greater trade and investment.

The number of businesses who currently do not use RMB, but are intending to in the future, has increased.

63% of businesses expect RMB exchange rate volatility to increase, however... 4 in 5 businesses state that current market sentiment has no impact on their long term outlook on business opportunities in China.

2016 7%
2017 20%

2017 42%
2016 25%

The number of businesses acting upon tangible BRI related initiatives has increased.

BRI awareness has increased year on year.

2016 41%
2017 54%

* A survey commissioned by HSBC, conducted with over 2,500 businesses across 19 countries.
Why HSBC?

One of the world’s largest financial services organisations with a vast global network

Over 3,900 offices

Across 67 Countries & Territories

Dedicated to supporting Chinese businesses with their global outbound ambitions

90% coverage of global trade and capital flows

Why HSBC?

One of the world’s largest financial services organisations with a vast global network

One of the largest global RMB networks with established RMB capabilities (in terms of trade settlement and payments) across 50 markets

Ranked 1st in the offshore RMB bond underwriting league table since 2011¹

Leading ROFII custodian bank, with over 53% market share; ranked 1st in all active ROFII markets (Dec 17)²

At the forefront of developments in China’s FTZs – 1st batch of banks to complete an RMB cross-border settlement transaction for individuals in the Shanghai FTZ

Awards:

– Asia’s Best Bank
– World’s Best Bank

– Currency Derivatives House of the Year
– Inflation Derivatives House of the Year

– Best Bank in Hong Kong
– Best Foreign Bank in China

– Best SSA Bond Bank for Sales Expertise
– FIG Bond House of the Year
– Best Corporate Bond Bank for Creative and Useful Funding Ideas

– Best Trade Bank in Asia
– Best Trade Bank for SMEs
– Best Trade Bank in the World
– Best Trade Bank for Innovation

Best overall RMB products/services

Best for:

• Overall offshore RMB products/services
• Offshore RMB fund investment
• Offshore RMB liquidity management
• RMB clearance, transaction banking and settlement
• Offshore RMB bond origination
• Offshore RMB research
• Offshore RMB foreign exchange
• Advice/information on offshore RMB
• Offshore RMB fund services
• Offshore RMB derivatives
• Offshore RMB wealth management

HSBC has won Best Overall International Bank for Belt and Road Initiative (BRI) in the inaugural Asiamoney New Silk Road Finance Awards, as well as:

Best for:

• BRI-Related Infrastructure Finance in Southeast Asia
• BRI-Related Infrastructure Finance in South Asia
• BRI-Related Finance in Central & Eastern Europe
• International Bank for BRI in the Middle East & Africa

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

¹ Source: Bloomberg ² Source: China Securities Regulatory Commission website in terms of number of QFII/RQFII approved. State Administration of Foreign Exchange website in terms of QFII/RQFII quota approved. Data as of DEC17