



## **Press Release**

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**27 July 2007**

### **HSBC Financial Services Cayman Positions for Growth**

HSBC Financial Service Cayman Limited announced today its future expansion plans within the Cayman market. The announcement comes as the Cayman Islands Monetary Authority agreed on 19 March 2007 to lift certain restrictions placed on HSBC's class A banking license. With a local presence on the Island for more than 20 years, focusing on captive insurance management and trust management, HSBC Financial Services Cayman is now positioning for growth in the retail banking market.

HSBC is one of the largest financial services companies worldwide with a presence in over 80 countries. In the last decade the HSBC Group has expanded in many countries in the American continent and more recently in Central America with the acquisition of Grupo Banistmo. The decision to expand its presence in the Cayman Islands is aligned with this global strategy and the commitment to be the World's local Bank.

Chief Executive Officer of HSBC Cayman, Gonzalo Jalles noted, "Having been successful in the captive insurance management and trust management space within Cayman, we see potential growth in the retail banking market. However, we anticipate that our growth in the Cayman economy will take place in stages and that we will start offering our services to those niches with the best opportunity for success."

In order to achieve these expansion goals, HSBC Financial Services Cayman is actively recruiting in the local market and intends to continue its endeavors to hire locally with currently some 70% of its employees being Caymanian, significantly above the country's average of 49%.

Subsequently a major training initiative will be launched to ensure that staff are ready to deliver a first class service to clients. Construction is currently taking place to build a purpose built office on West Bay Road, in which to house all banking operations. Moreover, HSBC Financial Services Cayman intends to undertake and implement a major systems migration to Group standard systems. While this undertaking will take a number of months to complete, this upgrade is vital in order to allow HSBC Cayman to seamlessly connect with other HSBC offices around the world and thus provide clients with unrivalled international reach and capabilities.

Customers can expect to see the roll out of additional services in the second quarter of 2008. Gonzalo Jalles added, “We look forward to an expanded presence within the economy, offering a full range of banking services to customers, and becoming a major player in the island’s banking industry.”

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**Notes to Editors:**

**HSBC Financial Services (Cayman) Limited**

HSBC Financial Services (Cayman) Limited is a class A licensed bank which carries out fund administration, captive insurance management, corporate trust and private trust services.

**HSBC Holdings plc**

HSBC Holdings plc serves over 125 million customers worldwide through some 10,000 offices in 82 countries and territories in Europe, the Asia-Pacific region, the Americas, the Middle East and Africa. With assets of US\$1,861 billion at 31 December 2006, HSBC is one of the world’s largest banking and financial services organisations. HSBC is marketed worldwide as ‘the world’s local bank’.