

# HSBC Mid-Market Accelerator Programme

HSBC Mid-Market Accelerator is an exclusive programme designed to help accelerate your business growth through prioritised coverage, tailored solutions and expertise to expedite growth, locally or internationally.



## HSBC Malaysia

Best International Bank, Malaysia – Asiamoney Best Bank Awards 2020

Digital Bank of the Year – The Asset Triple A Digital Awards 2021

Market Leader for Trade Finance in Malaysia – Euromoney Trade Finance Survey 2021

Best Bond Adviser (Global) – The Asset Country Awards 2020



Together we thrive

# Taking your business to the next level

## Digital Innovation



- ◆ **Customised solutions** for real-time payment and collection
- ◆ Supported by the largest cash management team for a foreign bank
- ◆ Trilingual account & client service managers locally and globally

## Sustainable Financing



- ◆ Dedicated support and access to **sustainable financing** solutions, key trends and insights
- ◆ End-to-end support and guidance

## Prioritised Coverage



- ◆ Dedicated service by designated Corporate Bankers, sector specialists and coverage by **HSBC senior banking executives**
- ◆ Access to exclusive events & programmes

## Manage Liquidity and Working Capital



- ◆ Consultation on debt financing, debt capital markets, equity capital markets, private equity, M&A opportunities and regulations
- ◆ **Optimising working capital** with advanced solutions in cash management and trade.

## Leverage Our Global Network



- ◆ **Global support** on new relationships, trading partners and markets
- ◆ End-to-end support and guidance

# Solutions tailor-made for your business needs



## Liquidity Management

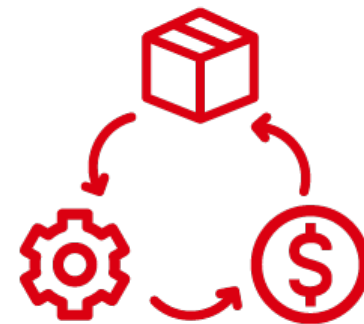
Ensure your cash is always working efficiently across your business, while automating key processes.

### Our Solutions

- ◆ HSBC Omni Collect, a one-stop solution that seamlessly collects funds through multiple payment channels including e-wallets, credit card and DuitNow QR
- ◆ Virtual account helps you to consolidate multiple accounts into a single platform across multiple entity structures
- ◆ Facilitate your international payment needs with an array of payment solutions such as JomPay and Direct Debit

### Benefits

- ◆ Maximise control over cash flows
- ◆ Go cashless easily with a single platform
- ◆ Shorten your cash conversion cycle



## Working Capital Optimisation/Trade

We can help you find the right balance in your supply chain for financial and strategic benefits.

### Our Solutions

- ◆ HSBCnet Internet Trade Service (ITS)
- ◆ HSBC Receivables Financing (RF) solution
- ◆ Supply chain platform
- ◆ Green Trade Financing solutions

### Benefits

- ◆ Improve business productivity
- ◆ Optimise working capital for expansion
- ◆ Be agile and efficient in your supply chain
- ◆ Manage trade transactions for your global offices from wherever you are

# Solutions tailor-made for your business needs



## Foreign Exchange

Tapping into our global liquidity network, you can better manage your FX risks.

### Our Solutions

- ◆ A dedicated FX specialist will work with you to solve issues related to currency risk management
- ◆ HSBC GetRate allows you to view and confirm FX rates instantly with a few clicks
- ◆ Gain access to Spot, Forwards and FX Options in all major currencies for your FX hedging needs

### Benefits

- ◆ Access to more than 460 currency pairs
- ◆ Less hassle with real-time FX rates
- ◆ Gain stronger control of your FX exposure



## Debt Capital Market

From arranging, underwriting, distributing to trading Malaysian short term and long term debt issues, we help government entities, financial institutions and corporates to raise funds with debt financing solutions.

### Our Solutions

- ◆ Corporate bond/ Sukuk
- ◆ Sustainable / Social bond/ Sukuk
- ◆ Syndicated loans
- ◆ Rating advisory services

### Benefits

- ◆ Gain access to the international markets with a wide range of debt capital market solutions



## Eligibility for HSBC Mid-Market Accelerator Programme

- ◆ Non-listed companies incorporated in Malaysia;
- ◆ Annual turnover between RM200 million and RM500 million; and
- ◆ Aspire to grow their businesses within and outside of Malaysia

## Get started now

Contact us at [business.hsbc.com.my/en-gb/corporate-banking-contact-us](https://business.hsbc.com.my/en-gb/corporate-banking-contact-us) or speak to your relationship manager for further information.



Scan here to find out more.

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