

Achieve your sustainability ambitions with HSBC

Find out how we can help your business achieve its ESG goals



HSBC

Opening up a world of opportunity

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What is sustainability?

Often, when we discuss sustainability, it is through the environmental or green lens. The reality is sustainability is more than that. At HSBC, we approach sustainability through its three core pillars – environmental, social and governance – or ESG.

3 core pillars of sustainability



Environmental

Informs how we safeguard the environment, including policies to address climate change like:

- ◆ Natural resource use
- ◆ Carbon emissions
- ◆ Energy efficiency
- ◆ Pollution waste
- ◆ Sustainability initiatives



Social

Guides how we manage relationships with employees, suppliers, customers, and the community including:

- ◆ Workforce health & safety
- ◆ Diversity/opportunity policies
- ◆ Employee training
- ◆ Privacy/data security
- ◆ Community programmes



Governance

Sets out standards on how we operate and govern our organisation covering:

- ◆ Board independence
- ◆ Board diversity
- ◆ Shareholder rights
- ◆ Management compensation
- ◆ Business ethics

Why sustainability is good for business



Consumer demand

70% of consumers are willing to pay more for products and services if they protect the environment and don't infringe on human rights¹



Brand standout

Sustainable businesses enjoy greater differentiation in their marketplace



Reduced costs

Sustainable business models tend to have lower costs and increased labour efficiencies



Innovation

The drive to sustainability fuels product innovation

¹<https://www.jwtintelligence.com/trend-reports/the-new-sustainability-regeneration>

Why sustainability is good for the planet



Climate change mitigation
(i.e. renewable energy,
decarbonisation)



Sustainable water use and
wastewater management



Circular economy and
resource-efficient model



Climate change adaptation



Natural (terrestrial and aquatic)
resource and biodiversity
conservation



Pollution prevention
and control

Making your sustainability ambitions a reality

At HSBC, we aim to be a key catalyst for sustainability.

If you are ready to act and begin the transition of your business towards specific ESG goals, or if you would like to start this transition but need further guidance on how to begin; we are the right partner for your business on this journey.



Your trusted advisor in sustainability

As your business makes the change to a greener future, our global experience in sustainable finance combined with our dedicated team of advisors are ready to collaborate with you to identify needs and co-create solutions specific to those needs.



Strong global network and local connectivity

Our global and in-market connections can provide your business with industry-based guidance and expertise to ease the transition to net zero. In Malaysia, for example, we are partnered with Climate Governance Malaysia and Bursa Malaysia to provide guidance to businesses looking to move towards greener operations.



The right solutions and tools

The step towards net zero is a big one and we are poised to support this step with our suite of sustainable solutions that are customisable to your business needs and ESG goals.



We walk the talk

Our commitment to enabling business transitions to net zero is part of our plan to build a greener future for the communities we serve.

How financing can support your sustainability journey

The goal

Building sustainable business practices and ambition



Achieving green operational objectives



Driving supply chain sustainability



Driving business growth



Use case examples

- ◆ Bridging the knowing-doing gap within the organisation through engagement and education to reinforce the importance of sustainability and execution of transition strategies
- ◆ Creating a formal commitment/objective on sustainability to align business strategy with sustainability efforts

- ◆ Reducing climate impact of the company's operational activities
- ◆ Investing in renewable energy, R&D, and efficiency improvement

- ◆ Encouraging your supply chain to adopt sustainable business practices
- ◆ Providing access to financing for suppliers' sustainable investments

- ◆ Integrating sustainability into business strategy, products and services
- ◆ Potential growth through investments, joint ventures, and M&A by attracting a more diversified investor base

Financing solutions

- ◆ Sustainability KPI-linked loans/financing

- ◆ Green bond/sukuk
- ◆ Green loans/financing

- ◆ Sustainable supply chain financing
- ◆ Supplier term financing
- ◆ Green trade loans/financing

- ◆ Green loans/financing
- ◆ Green bond/sukuk
- ◆ Green trade loans/financing

HSBC's Sustainable Finance solutions

As a global leader in sustainable financing, HSBC has the expertise to tailor sustainable finance solutions to suit any organisation committed to delivering improved environmental and social outcomes while positioning your business for a net zero future.



Green and Sustainability-Linked Loans/Financing

Green and sustainability-linked loans/financing can be used to finance a wide variety of business and sustainability objectives and projects.

1. Green Loans/Financing

Green Loans² reference loans/financing that have characteristics aligned with the four pillars of the Green Loan Principles³. The key pillar is that loans/financing are made available to fully or partially finance/re-finance new or existing eligible Green Projects:



Renewable energy,
including storage
& smart grids



Energy efficiency



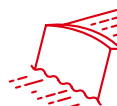
Green buildings



Terrestrial
& aquatic
biodiversity
conservation



Pollution
prevention &
control, including
reduction of air
emissions &
greenhouse gas
control



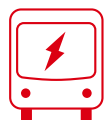
Climate change
adaptation



Eco-efficient
and/or circular
economy
adapted products;
production
technologies
& processes



Waste prevention,
reduction,
recycling; waste
to energy;
products from
waste



Clean
transportation



Sustainable water
& wastewater
management



Sustainable
management of
living & natural
resources and
land use



Sustainable
animal husbandry;
climate smart
farm inputs (e.g.
crop protection)

²GLP launched by APLMA, LMA and LSTA : <https://www.lsta.org/content/green-loan-principles/>

³GLP guidance document by the APLMA, LMA and LSTA: <https://www.lsta.org/content/green-loan-principles/>

1. Green Loans/Financing (cont'd)

Green Loans/Financing benefits include, but are not limited to:

- ◆ Positive impact on the environment and/or positive mitigation to climate change
- ◆ Strengthen positive impact on reputation and credibility
- ◆ Build stronger, value-based relationships with stakeholders
- ◆ Gain access to new markets, build greater resilience to market disruption caused by climate change and decrease risk across portfolios
- ◆ Gain access to wider/more diverse pool of investors, particularly investors seeking opportunities with ESG focus
- ◆ Meet regulatory and policy targets/commitments
- ◆ Increase ability to attract and retain staff

2. Sustainability-Linked Loans/Financing

Sustainability Linked Loans/Financing (SLL) aim to facilitate and support environmentally and socially sustainable economic activity and growth by linking a borrower's/customer's cost of capital to ESG/sustainability metrics. The Sustainability Linked Loan Principles⁴ are voluntary recommended guidelines for SLLs issued by the global loan market associations in 2019, with new guidance launched on 19 July 2021.

Sustainability-Linked Loans/Financing benefits include, but are not limited to:

- ◆ Build stronger, value-based relationships with stakeholders
- ◆ Incorporate ESG performance in lender's credit assessment
- ◆ Reduce loan/financing interest/profit margin by meeting pre-defined sustainability performance and economic impact targets
- ◆ Promote sustainable long-term growth and profitability
- ◆ Meet regulatory and policy targets/commitments
- ◆ Increase ability to attract and retain staff

⁴SLLP launched by APLMA, LMA and LSTA : https://www.lma.eu.com/application/files/5115/8866/8901/Sustainability_Linked_Loan_Principles_V032.pdf

Case Study

Green Loan for Kerjaya Property Sdn Bhd (KPSB)

The company

- ◆ KPSB is a subsidiary of Bursa-listed Kerjaya Prospek Property Bhd (KPP), a Malaysian-based property developer.
- ◆ With more than 30 years of experience in both the construction and real estate industry, the group has a unique advantage when it comes to aligning their ESG goals with both the upstream and downstream activities of their developments.
- ◆ In-line with the circular economy, KPP Group aims to achieve greater business value and positive societal impact, benefitting the Group's triple bottom line – People, Planet and Profit.
- ◆ KPP Group outlines their sustainability reporting based on guidelines under Bursa Malaysia's Sustainability Reporting Guide.

The deal

- ◆ RM30m Revolving Credit Facility under Green Loan Principles to part-finance the equity portion of the company's Bloomsvale development, an integrated development project consisting of service apartments, a retail mall, hotel and offices on a 4.47-acre freehold land, located on Old Klang Road, Kuala Lumpur.
- ◆ The project was awarded Platinum Provisional Certification by GreenRE under the Residential Building and Landed Home category in March 2019, pending final certification by 2023. The commercial component of the project is expected to obtain a Gold rating.

HSBC's Roles and Achievements

Green Loan Financier



"We are glad to partner with HSBC Malaysia as they understood our needs and requirements and were able to structure our first green loan for us."

Datin Toh Siew Chuon
Executive Chairperson,
Kerjaya Prospek Property
Berhad

Case Study

Sustainability-Linked Financing for glove manufacturer

The company

- ◆ A global manufacturer of nitrile gloves widely used in highly diverse industries such as pharmaceutical, medical healthcare providers and non-medical users such as general cleaners, food handlers, F&B manufacturers and veterinarians.
- ◆ The company aims to reduce overall consumption of energy (gas and electricity) for every piece of glove that it produces hence HSBC helped them structure the Sustainability Key Performance Indicators in such a manner.

The deal

- ◆ A Syndicated Commodity Murabahah Term Financing-i, which consists of three initial tranches of financing with an accordion feature for additional financing.
- ◆ The financing consisted of a syndicated financing split between several banks for the refinancing of existing term loans, and part-finance of the construction of a new factory, purchase and installation of plant and machineries for new production lines and new worker accommodations.

HSBC's Roles and Achievements

- ◆ Joint Mandated Lead Arranger and Financier.
- ◆ Negotiated the terms and structured most of the sustainability-linked financing terms covering provision of Sustainable Finance capabilities from HSBC's Legal, Sustainable Finance (SF) and Structured Banking teams.

Sustainable Bonds/Sukuk

HSBC is the market leader in the bonds/sukuk space, issuing more Green, Social and Sustainable (GSS) Bonds/Sukuk than any other bank globally. Within the region, GSS Bonds/Sukuk can be issued in adherence to the ASEAN Green Bonds Standards, Social Bond Standards or Sustainability Bond Standards as published by ACMF.

ASEAN Green Bonds

Proceeds can be used to finance green projects that provide environmental benefits. Common categories include:

- ◆ Renewable energy
- ◆ Energy efficiency
- ◆ Pollution prevention and control
- ◆ Natural resource management
- ◆ Clean transportation
- ◆ Sustainable water and wastewater management

Prohibited project(s): Fossil fuel power generation

ASEAN Sustainability Bonds

Proceeds can be used to finance projects that provide social benefits. Common categories include:

- ◆ Affordable basic infrastructure (clean drinking water, sewers, sanitation, transport)
- ◆ Access to essential services (health, education and vocational training, healthcare, financing and financial services)
- ◆ Affordable housing

Prohibited project(s): Alcohol, gambling, tobacco, weaponry

ASEAN Social Bonds

Proceeds can be used to finance projects that provide both environmental and social benefits. Examples include:

- ◆ Energy efficient buildings for social housing
- ◆ Renewable energy projects for SMEs
- ◆ Clean public transport with a sustainable mobility objective

A sustainability bond/sukuk can also refer to a bond/sukuk financing several discrete social and environmental projects

Advantages of a sustainable bonds/sukuk over an ordinary bond/sukuk issuance:

- ◆ Demonstrate leadership in sustainability and leverage the opportunity to market to stakeholders who are increasingly sustainable-focused
- ◆ Increase investor diversification and attract a broader investor base
- ◆ Increase potential for outperformance with better pricing and less volatile GSS bonds/sukuk
- ◆ Enjoy reputational benefits from media and awards recognition

Case Study

ASEAN Green Sukuk for Leader Energy Sdn Bhd (LESB)

The company

LESB is an investment holding company wholly-owned by HNG Capital Sdn Bhd (HNGC). The group has extensive experience in the power sector, mainly through developing and operating power plants in Cambodia and Vietnam.

The deal

- ◆ Islamic medium-term note "ASEAN Green SRI Sukuk Wakalah" issuance of up to MYR260m in nominal value under the ASEAN Green Bond Standards.
- ◆ Use of proceeds were to pre-fund the Finance Service Reserve Account ("FSRA") to meet the FSRA Minimum Required Balance, to pay all fees and expenses in relation to the ASEAN Green SRI Sukuk Wakalah and to part-finance and/or part reimburse the total development cost of two solar power plants. "Gold" Impact Assessment assigned by MARC.
- ◆ Despite the challenging market and economic backdrop due to the COVID-19 pandemic, movement restrictions and global economic slowdown in 2020, the transaction drew strong demand from investors with an oversubscription rate of 2.84x at final pricing.

HSBC's Roles and Achievements

Sole Principal Adviser, Sole Lead Arranger, Sole Shariah Adviser and Sole Lead Manager Represents HSBC's support for the Government of Malaysia's Renewable Energy targets



This was a landmark transaction:

- ◆ 1st non-recourse project finance sukuk issuance for HNG Group
- ◆ Lowest ever profit rate for AA3/AA solar project financing sukuk issuance
- ◆ Lowest ever weighted average cost of financing amongst the AA3/AA solar power project financing sukuk issuances

"HSBC Malaysia has been supporting HNG Capital Group for the past 40 years and it has been it is one of the principal banks which continues to support the Group's business expansion in the ASEAN region. HNG Capital is aggressively pursuing power generation projects throughout the ASEAN region, and we are proud to partner and work with HSBC because as the bank that has a strong track record in developing sustainable solutions and embraces values that which echo our goal of paving who also echoes our goal to help pave the path towards a sustainable and renewable future."

"Our first project financing sukuk issuance for HNG Capital Group was a success and we look forward to working closely with HSBC Malaysia as we chart our course towards a greener future and continue to expand our footprint in renewable energy projects across our core markets in the ASEAN region."

Sean H'ng

Group Chief Executive Officer,
HNG Capital Sdn Bhd

Green Trade Loans/Finance

Green Trade Loans/Finance is a proposition where a trade finance facility is made available to exclusively fund environmentally sustainable trade activities adhering to the Green Loan Principles.

When you can leverage Green Trade Loans/Finance

Trade finance for

- ◆ Sourcing eco-friendly raw materials
- ◆ Procuring eco-friendly machinery/goods/services
- ◆ Manufacturing eco-friendly products
- ◆ Trading eco-friendly commodities
- ◆ Services/expenditures to and for green projects

Accelerated cashflow from

- ◆ Receivables from sales of eco-friendly products or services
- ◆ Receivables from products or services delivered to green projects

Key considerations

Green Trade Loans/Finance may be appropriate for you, if

- ◆ You need financing for environmentally sustainable trade transactions
- ◆ Proceeds will be used exclusively for trade of green underlying goods/services
- ◆ You can demonstrate green evaluation/accreditation for the underlying goods/services
- ◆ You can report annually on facility allocation and achieved environmental impacts

Green Trade Loans/Finance advantages

- ◆ An opportunity to differentiate your brand, products and services versus your competitors
- ◆ Build your profile in the green finance market to enhance your attractiveness to investors
- ◆ Safeguard against reputational risks and demonstrate integrity by adhering to sustainability principles

Sustainable Supply Chain Loan/Financing

Through Sustainable Supply Chain Loan/Financing, HSBC can make early payments to your suppliers on terms that take into account your suppliers' sustainability performance. It aims to service your needs of ensuring sustainable sourcing and reducing the carbon footprint within your supply chain.

The benefits of Sustainable Supply Chain Financing

	For your business	For your suppliers
Sustainability/business goal	<ul style="list-style-type: none"> ◆ Implement sustainable procurement standard to encourage change ◆ Strengthen your supply chain sustainability and reduce footprint ◆ Enhance sustainability strategy and credentials 	<ul style="list-style-type: none"> ◆ Access to alternative working capital ◆ Economic benefits from adopting a sustainable strategy aligned with buyers
Sustainability benefits	<ul style="list-style-type: none"> ◆ Accelerate the achievement of supply chain sustainability targets ◆ Mitigate reputational risks 	<ul style="list-style-type: none"> ◆ Achieve sustainable operational improvements ◆ Ability to meet buyer's sustainability requirements
Procurement benefits	<ul style="list-style-type: none"> ◆ Improve supply chain resilience and reduce supplier risk ◆ Enhance overall relationship with supplier ◆ Improve responsible procurement practice ◆ Maintain consistency across the supply chain 	<ul style="list-style-type: none"> ◆ Maintain relationship with the buyer ◆ Increase attractiveness to wider buyer group by demonstrating future-proof business model
Financial benefits	<ul style="list-style-type: none"> ◆ Optimise working capital ◆ Improve cost savings/cost management 	<ul style="list-style-type: none"> ◆ Enable potential investment in sustainability through access to working capital ◆ Improve cost efficiency and profitability

Sustainable Trade Instrument framework

Product types

All unfunded trade products where there is an underlying facility including:

- ◆ Guarantee
- ◆ Letter of Credit
- ◆ Standby Letter of Credit

Product offering

- ◆ Green and sustainable labelling
- ◆ No product change or financial incentives to GTRF product offerings
- ◆ Credit will be assessed as per standard process
- ◆ Choice of solutions will have no adverse impact to pricing for customers

How Sustainable Trade Instrument framework works



Purpose of trade instrument

The underlying activities supported by the facility must demonstrate clear environmental and/or social benefits



Evaluation of underlying activity

Acceptable criteria and/or accreditation on the green/social/sustainable credentials of the underlying activities



Management of issuance

Individual instrument issued under a designated facility based on eligibility of the intended trade



Reporting

Impact reporting to the Bank on pre-agreed indicators on an annual basis and on the occurrence of any material development

Case Study

Green Trade Finance for Guan Chong Cocoa Manufacturer Sdn Bhd

The company

- ◆ Guan Chong Cocoa Manufacturer is a subsidiary of public-listed Guan Chong Berhad. The company is involved in the manufacturing and distribution of cocoa-derived food ingredients, cocoa-related products and confectionaries, cocoa powder, cocoa butter, cocoa cake, cocoa mass and cocoa beans.
- ◆ Their goal is to achieve 100% traceable and sustainable cocoa by 2030 from the Group's direct cocoa bean sourcing network, with a long-term vision of building a sustainable business that will positively impact the world's largest cocoa-producing countries, such as Cote d'Ivoire and Ghana, to end cocoa-related deforestation and to promote forest restoration.
- ◆ They have been procuring certified cocoa beans using sustainable sources whereby cocoa suppliers' source from a supply chain which is sustainability compliant using accepted third-party certification bodies namely UTZ, Rainforest Alliance (RFA) and Fairtrade.

The deal

- ◆ Post-Shipment Buyer Financing to finance the procurement of cocoa beans using sustainable sources. This Green Trade Finance structure innovatively blended various post-shipment solutions that could be clearly assessed, quantified, measured and reported

HSBC's Roles and Achievements

Implemented the first green trade financing facility for sustainable cocoa sourcing in Malaysia.



"It is our vision to move towards sustainable and traceable practices that benefit both our customers and our business, and we are pleased that HSBC Malaysia is helping us to achieve this."

Elsa Tay

Commercial Director,
GCB

Social Loan/Financing

Social Loan/Financing has the same definition and core components as green financing, except that the proceeds must fund eligible social projects rather than green projects. These are areas where Social Loan/Financing may be applied.

Category	SDG
Healthcare – Access to essential services	<div>3 GOOD HEALTH AND WELL BEING</div>
Education – Access to essential services	<div>4 QUALITY EDUCATION</div>
Affordable housing	<div>11 SUSTAINABLE CITIES AND COMMUNITIES</div>

Category	SDG
Employment generation – Including through the potential effect of SME loan/financing and microloan/microfinance	<div>1 NO POVERTY</div> <div>8 DECENT WORK AND ECONOMIC GROWTH</div> <div>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</div>
Socioeconomic advancement and empowerment	<div>5 GENDER EQUALITY</div> <div>10 REDUCED INEQUALITIES</div>
Affordable basic infrastructure	<div>6 CLEAN WATER AND SANITATION</div> <div>7 AFFORDABLE AND CLEAN ENERGY</div> <div>11 SUSTAINABLE CITIES AND COMMUNITIES</div>

Case Study

Social Financing for Jayyid Land Sdn Bhd

The company

Jayyid Land Sdn Bhd is a JV property development company between Platinum Victory Group and Jakel Group that is involved in the development of well-built and competitively priced homes across the Klang Valley.

The deal

USD32 million Term Financing-i and Bank Guarantee-i under Social Loans Principles to finance the construction of affordable housing for low- and middle-income households under the "Residensi Wilayah Keluarga Malaysia" project in Setapak, Kuala Lumpur.

HSBC's Roles and Achievements

Social Financing Financier



"As an international bank with strong credentials in sustainability, HSBC understood our direction to increase our focus on environmental, social and governance (ESG) and was able to collaborate and structure this SLP based financing for us. This is a remarkable milestone for Malaysia's property sector that will create a positive impact for the community."

Tan Sri Datuk Seri Gan Yu Chai

Managing Director,
Platinum Victory Group

Why partner with HSBC

We know sustainability and we have the credentials to back our expertise.



Best Bank – Euromoney Awards

Asia's Best Bank for
Sustainable Finance
2018 to 2022



Research – Extel 2021 Winners

HSBC Rated No. 1 for
Climate Change Research



Bonds Market – Dealogic

No. 1 for Global Sustainable
Finance and Global
Green Bond Volume by
Bookrunner H1 2020

Sustainability Firsts in Malaysia

Beyond our global credentials, HSBC has also been leading the way in sustainable financing locally.



World's 1st Sovereign
Sustainability Sukuk
with the Government of Malaysia



World's 1st UN
Sustainable Development
Goals (SDG) Sukuk



1st Sustainability-Linked
Financing in Malaysia
for leading energy solutions
provider



1st ever Green Trade
Financing facility
for sustainable cocoa sourcing
in Malaysia

Ready to start a conversation on sustainability?

At HSBC, we can utilise our industry expertise and strong relationships with our global client network to provide bespoke sustainability solutions for your organisation.



Thought leadership

Access award-winning research and critical data



Guidance and assistance

Learn more about sustainable finance



Access to funding

Tailored sustainable financing solutions

Our industry experts can provide you with advice on sustainability strategies and tailor customised solutions for your business.

Let's have a chat

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