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**NEW STATE MANAGERS
COMPLETE NEW COMMERCIAL BANKING TEAM**

HSBC this week announced the appointment of new state managers for commercial banking in Victoria and Queensland as part of the bank's commercial and corporate banking strategy for growth.

"Our new team consists of some of the industry's most dynamic specialists, showing great promise for the future growth of HSBC's commercial banking business," said David Morton, head of commercial banking for HSBC.

HSBC has appointed David Richards as state manager for commercial banking in Victoria and Sean Birchley as state manager for commercial banking in Queensland. Each will be responsible for continuing development of HSBC's large corporate and commercial business base in their respective states.

David Richards joins HSBC from the National Australia Bank's corporate and institutional banking, where he was director of industrials. During his five years with the bank, he also headed up resources and materials as well as the resources and energy sector.

"David is a wonderful acquisition for our business. His enthusiasm and drive will ensure that our current rapid growth rate is maintained," Morton said.

Sean Birchley joins HSBC from the National Australia Bank where he was head of corporate and institutional banking Queensland. Previous to that, he was assistant general manager business development for Erste Bank in Hong Kong.

"Sean has a great reputation for delivery in the local market. He will reinvigorate our Queensland office," said Morton.

New state managers complete new commercial banking team/2

Sean Birchley and David Richards join a team including James O'Loughlin, state manager for SA; Lewis Williams, senior manager for large corporates; Noel McNamara, senior manager for middle market and trade; Mark Evans, senior manager – trade services; and David Katiforis, senior manager – payments and cash management.

In addition, Adrian Lane, also from National Australia Bank, joins the team as a senior relationship manager in Queensland.

“The recent introduction of our global internet banking channel *HSBCnet*, our new suite of debtor finance products and our experienced team of relationship managers around Australia and Asia combine to put HSBC in a unrivalled position to support our local clients with both their domestic and their international business aspirations,” said Morton.

“Our new commercial banking management team will reinforce that advantage.”

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Note to editors: HSBC in Australia

In Australia, the HSBC Group offers an extensive range of financial services through a network of 35 branches and offices. These services include personal and commercial financial services, trade finance, non-advisory stockbroking, treasury and financial markets, funds management, investment advisory and securities custody.

Principal HSBC Group members operating in Australia include HSBC Bank Australia Limited, HSBC Asset Management (Australia) Limited, HSBC Precious Metals (Australia) Limited, HSBC Stockbroking (Australia) Pty Ltd and HSBC Bank plc.

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