



24 January 2006

NEW STATE MANAGER FOR COMMERCIAL BANKING APPOINTED IN WESTERN AUSTRALIA

HSBC has appointed Mr Gene Lilly as state manager for commercial banking, responsible for continuing development of HSBC's commercial and corporate business base in Western Australia.

Mr Lilly has been a senior relationship manager with HSBC in Western Australia for four years. During that time he has successfully helped to lift HSBC's profile in the West Australian commercial business sector.

David Morton, head of commercial banking for HSBC said, "Gene's leadership will be a great asset to HSBC in Western Australia at this exciting stage of our Australian development.

"There remains a great opportunity for HSBC in the commercial sector in Western Australia and on top of strong growth, we're well positioned to leverage our global network to the advantage of West Australia's strong economy and the state's growing ties with Asia," he said.

"The introduction of our global internet banking channel *HSBCnet*, our vast international trade experience (recently ranked number one in Australia by East and Partners) and our dynamic team of relationship managers around Australia and Asia put HSBC in a unrivalled position to support local commercial and SME clients with their international and domestic business aspirations.

Mr Lilly previously worked for National Australia Bank in a variety of roles and responsibilities, from head of credit for Western Australia to area manager commercial banking SA and senior manager corporate and wholesale banking SA.

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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.

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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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