



25 October 2006

HSBC APPOINTS NEW HEAD OF TRADE FINANCE IN AUSTRALIA

HSBC has appointed Andrew Skinner as head of trade services in Australia.

As head of trade services, Skinner will be responsible for driving the development and delivery of trade services and complex trade finance solutions for HSBC Australia, covering structured trade and commodity finance for the bank's commercial and corporate clients.

David Morton, head of commercial banking at HSBC said, "As more and more Australian companies look to increase their business offshore, HSBC continues to see demand for trade and supply chain finance grow.

"East & Partners' recent Australian Commercial Transaction Banking Markets report* ranked HSBC the best performer in terms of overall customer satisfaction in trade finance for the fourth year running. We intend to maintain that strong momentum and continue to grow market share in Australia.

"Andrew's appointment further demonstrates our commitment to serve the needs of the clients better in Australia and the Asia-Pacific region through the continuous enhancement of our trade finance proposition.

"We now have more local trade processing offices in Australia than the local majors. This is a strong point of differentiation for HSBC and improves our service offering to commercial customers here," he said.

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Andrew Skinner joined HSBC in July 2002 as a corporate relationship manager and has over 17 years' experience in the banking industry. Before joining HSBC, Skinner worked in corporate banking at Westpac Banking Corporation, St George Bank, along with State Street Bank and Trust Co in Sydney (whose trade banking business was acquired by HSBC).

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**Media enquiries to Kate Epworth on +61 2 9006 5682 or +61 418 700 172
or email kateepworth@hsbc.com.au**

Notes to editors

Footnotes

* August 2006

HSBC in Australia

In Australia, the HSBC Group offers an extensive range of financial services through a network of 32 branches and offices. These services include personal and commercial financial services, trade finance, treasury and financial markets, financial planning and securities custody.

Principal HSBC Group members operating in Australia include HSBC Bank Australia Limited (ABN 48 006 434 162), HSBC Precious Metals (Australia) Limited (ABN 98 001 930 392) and HSBC Bank plc (ABN 98 067 329 015). HSBC is marketed worldwide as 'the world's local bank'.

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