

PUBLIC

MOVING AT THE SPEED OF BUSINESS.

Banking on your terms, 24 hours a day, 7 days a week.

HSBC 

Search HSBC Business Banking online.





What is Fintech ?

How Fintech Can Help?

Fintech is Financial Technology - leverage new technology to create new and better financial services for both consumers and businesses.

Business owners effectively manage their financial lives as they like, when they like, and where they like. The integration of finance and technology can better help meet this need.

Customer-led | Starting point has been a holistic view of customer needs, rather than a pure banking perspective

I can open an account or get a new product more quickly with greater transparency.

I can do the banking basics quickly and easily, so I can focus on running my business



I have complete control over where, how and when I use my HSBC account. I can get the answers I need quickly.

HSBC knows my business, my interests, my preference. I can count on HSBC to provide relevant insights and advices.

Introducing Simon

Simon is GoSneaker's CEO and co-founder. After a few years as a freelance designer, Simon decided to follow his passion for collecting sneakers from around the world and started GoSneaker.

Simon has little interest in banking and finance, his focus is his product, the growth of the business, including building a bigger and more diverse network of suppliers and exploring the setup of his own sneaker brands.



In HSBC... Manual process...

Unreachable Service Support



Paper Forms

A stack of HSBC paper forms, likely for account opening or verification. The forms are filled with text and checkboxes, and the HSBC logo is visible at the top of each page.

Hard Token



In Hospital Authority... Long Queue in...

Registration counter

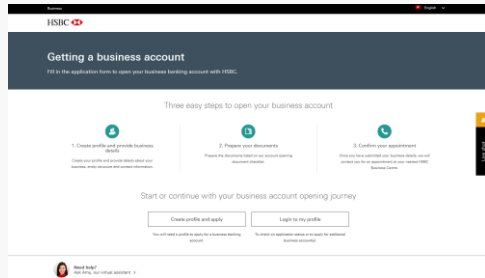


Pharmacy

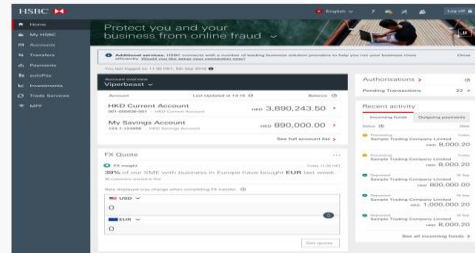


Make Life Easier | Opening Account, Making transaction

Digital Onboarding Portal



New Business Internet Banking Platform

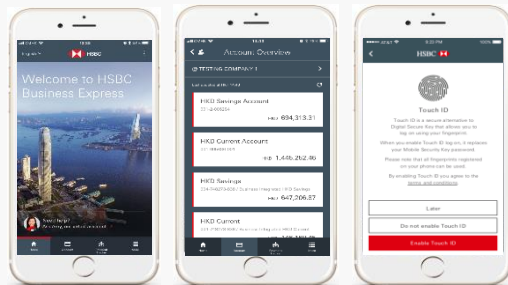


What Bank and HA share in common?

Mobile Capabilities Technology



New Mobile Banking Platform – Business Express

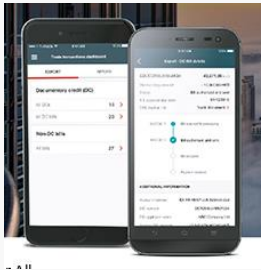


Biometrics

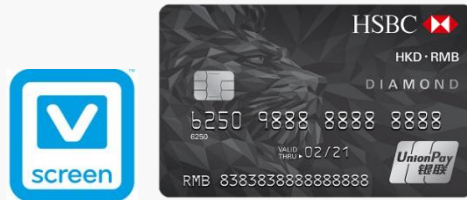


Better Control & Transparency | Trackers & Insights

Trade Tracker



HSBC LinkScreen Cards Application

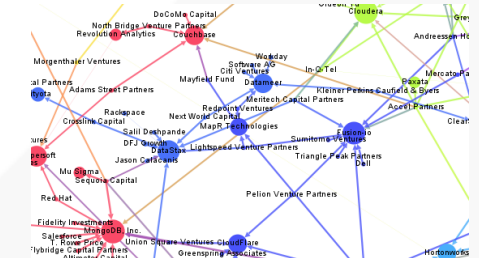


What Bank and HA share in common?

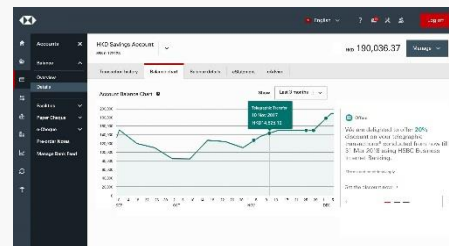
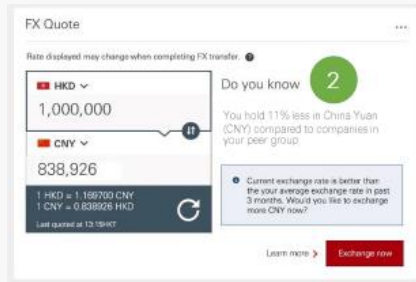
Status Update



Data & Analytics



FX & Insights

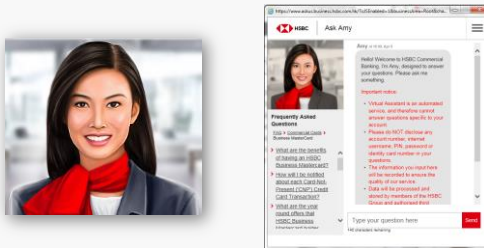


Go Green

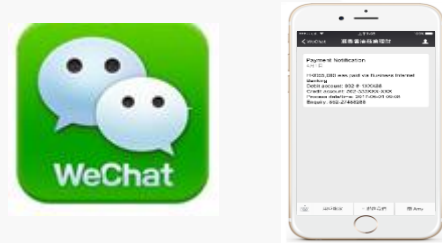


Better Integration with Customers Business Model | Partnership with other Fintech Partners

Ask Amy & Live Chat



WeChat



What Bank and HA share in common?

Conversation Support & Notification



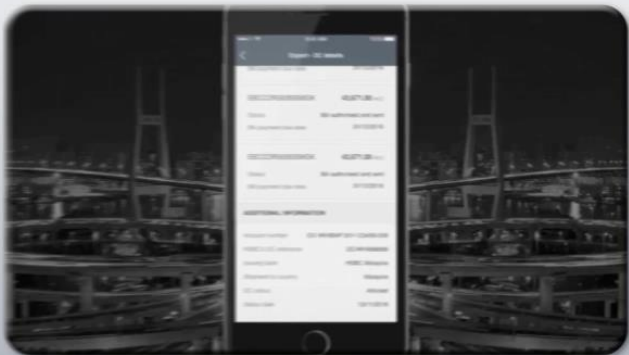
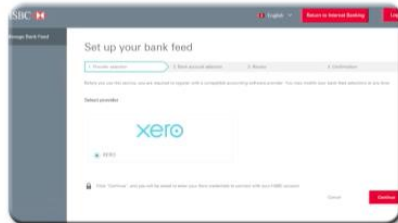
Xero Data Feed



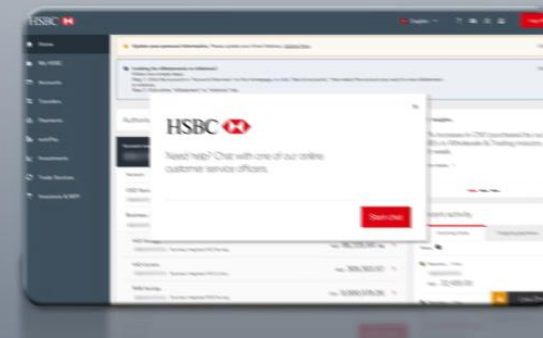
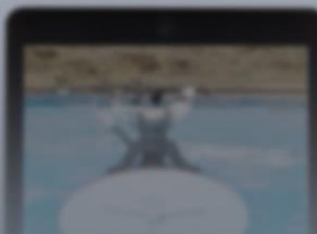
Digitized Payments



PUBLIC



DIGITAL BUSINESS BANKING



Possible Digital Solution for Hospital & Clinics

Collection through Scan of Single Common Standard QR Code



Benefit(s) to Patients

- **Improved customer experience** – streamlined check-out process with convenience to pay anywhere anytime

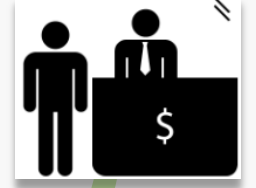
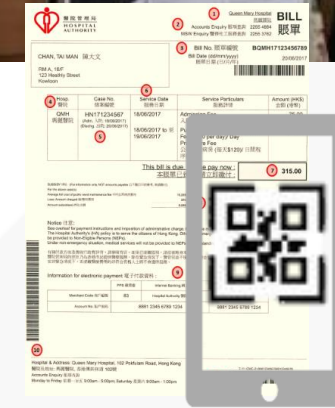


Benefit(s) to Hospitals & Clinics

- **Cost efficient collection solution** – Reduce high admin cost and transaction fees related to handling of cash/ cheques/ credit card receipts
- **Speed & Transparency** – Immediate fund availability & payment status
- **Accuracy with ease in reconciliation** – Capturing of payment reference/ bill no. from QR code



Ward



Cashier



Home

PUBLIC

Together we thrive



Disclaimer

This presentation has been delivered by The Hongkong and Shanghai Banking Corporation Limited ("HSBC"), in connection with the Hospital Authority Convention (Convention).

This presentation should only be disclosed to the recipient's directors, officers and employees involved in the Convention, is for the use of such recipients in connection with the Convention and shall not be copied or reproduced in any electronic or physical form or distributed, communicated or disclosed in whole or in part by such recipients to any other person other than in relation to the Convention nor should any person act on it.

Should the recipient wish to discuss this presentation or any information contained in it, please direct your query through the relevant HSBC contact mentioned in the presentation. Distribution of this presentation in or from certain jurisdictions may be restricted or prohibited by law. Recipients are required to inform themselves of, and comply with, all such restrictions or prohibitions and HSBC accepts no liability to any person in relation thereto.

The recipient should conduct its own investigation and analysis of the business, data and property described in this presentation (which does not purport to be comprehensive). Except in the case of fraudulent misrepresentation, no responsibility, liability or obligation (whether in tort, contract or otherwise) is accepted by HSBC or by any of its officers, employees, Group members or agents as to or in relation to this presentation (including the accuracy, completeness or sufficiency thereof) or any other written or oral information made available in connection with it or any errors contained therein or omissions therefrom.

This presentation is not intended to be an invitation or inducement by HSBC or any of its officers, employees or agents to buy, sell, subscribe for or underwrite any securities in any jurisdiction. This presentation does not purport to be comprehensive or render any form of financial or other advice.

HSBC gives no undertaking, and is under no obligation, to provide the recipient with access to any additional information or to update, revise or supplement this presentation or any additional information or to correct any inaccuracies in it which may become apparent. In receiving this presentation, the relevant recipients agree to be bound by the foregoing limitations.

Information in this presentation was prepared as of Apr 2018.

© Copyright. The Hongkong and Shanghai Banking Corporation Limited 2018 . All rights reserved. Materials on this document are protected by copyrights. No part of these materials may be modified, reproduced, transmitted, copied, distributed or used in any form or by any means, or stored in a retrieval system of any nature, for any commercial or public purposes without HSBC's prior written consent.

HSBC owns the trademarks, logos and service marks displayed on this document which may not be reproduced, copied, modified or used without the prior written permission of HSBC.