



Mauritius Global Business e-letter

▶ **HSBC Solutions** ▶ **Market Updates** ▶ **HSBC initiatives**

Dear Valued Customer,

Welcome to our latest Global Business e-letter.

This edition summarizes a host of marketing initiatives HSBC has been performing over the last quarter together with the Board of Investment, FSC and the Global Business private sector in Mauritius. The strategic themes remain focused around the development of Africa related business flows, particularly for Indian corporates looking to expand overseas and assisting the jurisdiction evolve in terms of substance by developing more products and services that will enable Global Businesses to make more value-enhancing decisions in Mauritius.

Again, we thank you for your business, for supporting us by voting for us in the Euromoney Cash Management awards and we hope you find this edition informative, in particular the case study provided.

Yours sincerely

James Boucher

Managing Director, HSBC Bank (Mauritius) Limited



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HSBC Best-in-class for Cash Management by Euromoney



HSBC is proud to be awarded 'Best Cash Management Bank' by Euromoney, attesting to our position as the leading bank in Mauritius and across Asia.

Where time, efficiency and trust in operational processes are critical, HSBC never stops listening to customers' needs. We are committed to supporting the evolving cash management needs of businesses to enhance their working capital management in a global environment. That is why we continue to develop and deliver products and services that include automated and secure transactional banking through our unique online HSBCnet platform to help companies increase productivity and manage cash flow.

This prestigious award reflects your recognition of the strength and quality of our products and services. We would like to take this opportunity to extend our heartfelt appreciation to all our customers and business partners for their support and vote of confidence in HSBC.

For more information, please contact [Shomika Luchmun](#), Head of Payments and Cash Management on (230) 403 0924.

Additional FX capabilities to support flows into Africa – KES & MZN

Two emerging African currencies, Kenyan Shilling (KES) and Mozambique Metical (MZN), have recently been added to HSBC Mauritius' current broad array of trading currencies.



As Africa grows in importance in terms of trade and investment flows for many developed and developing countries, international companies are increasingly using Mauritius as their investment and trading platform.

Currently, customers can buy and sell ZAR (South African Rand), KES, and MZN. In addition, they can hold deposit accounts in these currencies to facilitate inflows and outflows. Our qualified and experienced Global Market specialists can assist you in deepening your understanding of African currencies and to deliver 'value' over price by tracking and ensuring that your fund has reached the beneficiary bank. For any specific FX need, our team can work with you to provide a customized solution.

To find out more, please contact [Vassan Caleemootoo](#) or [Jenny Rama](#) on 403 8354 / 403 8325.

HSBCnet Mobile banking in the palm of your hand



HSBCnet online banking on your Blackberry, iPhone or Android phone is now possible following the launch of HSBCnet Mobile early November. Currently available as a complimentary value-added service, HSBCnet Mobile enables users to access a select set of on-line banking functions using a mobile device.

No application or download is required – simply log on to www.hsbcnet.com/mobile using your mobile's web browser.

Three features are available on HSBCnet Mobile in line with user entitlements:

- ▶ Checking account balances and statements
- ▶ Authorising payment instructions (Priority Payments, Inter-Account Transfers and ACH Credits / Debits)
- ▶ Receiving notification of payments requiring authorisation via My Alerts

HSBCnet Mobile will be available to HSBCnet clients in 64 countries worldwide, enabling greater flexibility, regardless of where our clients do business. The streamlined interface has been specifically designed for use on certain mobile devices. Please contact our HSBCnet team to find out details of devices and operating systems currently supported on HSBCnet Mobile.

And to know more about our e-banking solutions, please contact your relationship manager or call our HSBCnet team on (230) 403 0790 or email hsbcnetmar@hsbc.co.mu.

Case Study: Managing global trading activities from Mauritius

Background:

The client is a major trading company with different lines of business. It has established a Global Business company in Mauritius to manage its extensive trading activities in Africa and act as regional payroll centre for its group office.



HSBC Solutions & Benefits to client:

With over 140 years of trade expertise and a presence in 86 countries worldwide, HSBC is a brand name that speaks for itself. HSBC brings its extensive experience, as well as, its sophisticated banking system and provides comfort to the client by facilitating its global trade transactions.

Trade Finance

- ▶ Import and Export lines provided to client who uses HSBC*net* for opening Documentary Credits online. Client imports mainly from Europe, China, USA and exports directly to African countries.
- ▶ Fast turnaround of trade documentation thanks to HSBC's footprint in the source countries.
- ▶ Trade related training provided through 'HSBC Trade Academy' on document preparation resulting in reduced errors, delays or non-payments.

Foreign Exchange

- ▶ FX conversion effected in multiple currencies. Client receives proceeds in EUR and USD and pays its suppliers in JPY, RMB, USD and EUR.
- ▶ Client manages currency risks through FX forwards and options with HSBC Mauritius and benefits from lower transaction costs in Mauritius compared to certain African countries.
- ▶ Regular money market updates from HSBC enables client to keep track of market trends.

Payments and Cash Management

- ▶ Online banking with HSBC*net*, supporting multi-currency accounts and a variety of online transactions such as Priority Payments, Inter account Transfers, ACH Debits and ACH Credits
- ▶ Automated bulk salary processing via File Upload for staff holding accounts globally

For more info on this case study please contact [Shakil Daby](#), VP Business Development on (230) 403 8327.

Market Updates

World trade volumes will grow by 73% by 2025, predicts HSBC Trade Connections



World trade volumes will grow by 73% by 2025 predicts HSBC Trade Connections, a new quarterly global forecast released recently. The report predicts that trade will grow by 2% year-on-year until 2015, despite the current economic climate and a partner survey of international traders showing a downturn in confidence in the short term. This is a volume increase of approximately 8% with international trade activity growing, on average, by just under \$1trillion a year between now and 2015.

Companies are being urged to find the right support to capitalise on the opportunities presented by expansion in growing and developing markets, and to mitigate the short-term risks of doing business during the next five years.

The HSBC Trade Connections reports provide the first comprehensive exploration of the future opportunities for businesses operating internationally. We have brought together trade data from around the world with lead indicators of world trade and macro-economic trend information, with a snapshot of real time confidence scores from traders and suppliers.

HSBC commissioned HSBC Trade Connections to help our customers to shape future strategy based on valuable and meaningful insight. The report also outlines the 'top 10 fastest growing exporting and importing nations globally', trade trends, as well as, how businesses can capitalise on future international trends for growth.

To know more please read the HSBC Trade Connections Report online at <http://tradeconnections.corporate.hsbc.com/en.aspx>

HSBC Initiatives

Promoting Mauritius as the Gateway to Africa



HSBC Mauritius has been very active during the 4th quarter 2011 in marketing initiatives and roadshows in Europe, South Africa and India. The key focus is on promoting Mauritius IFC as the gateway for trade and investment flows in and out of Africa.

The Africa story is becoming more compelling with an expanding middle class and consumer market, an increasing infrastructure spend and its vast natural resource reserves. Projected GDP in Africa is to grow to USD2.6 trillion by 2020 from USD1.6 trillion in 2008 and consumer spending to increase by 62% to USD1.4 trillion over the same period. The main sectors perceived to have the highest growth potential over the next few years are consumer goods, construction, telecoms, financial services, mining and metals.

With the Indian government's earmarking USD5bn for investments into Africa over the next 3 years, Mauritius is strongly positioning itself to attract India outbound investment flows to Africa. As the leading Global Business bank in Mauritius, HSBC actively supports this strategy and recently participated in and sponsored investor conferences in Mumbai and Delhi organised by the Mauritius Board of Investment (BOI) in collaboration with the Confederation of Indian Industry.

In addition to the India conferences, HSBC organised roadshows to France, UK and South Africa during October and November. Promotional events, seminars and meetings, were held in London, Paris, Johannesburg and Cape Town targeting prospect investors. In London, we also attended the Private Equity in Africa 2011 conference organised by the FT Group. It is felt that Private Equity is ready to take off in Africa as the continent positions itself against heavy weights such as India and China, but the challenge is persuading LPs and GPs that the Africa proposition stands up in its own right.

HSBC Mauritius is currently assisting an increasing number of clients going into Africa thanks to our expanding network of group offices and African correspondent banks. We are witnessing a growth in Africa related business and the live case study above demonstrates our expertise and capabilities to provide value added services to clients using Mauritius as their gateway into Africa. This is especially beneficial to international investors as higher banking costs appear to prevail on the African continent.

Contact us

We are committed to provide best-in-class service. Please let us know if you want to learn more about our services and tell us how we can serve you even better.

Email us at global.business@hsbc.co.mu or give us a call at (230) 403 8333.

Disclaimer:

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