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2019 HSBC RBWM Recruitment Programme

North Region

Oct 2018



We value your courage. Because we're just as courageous.

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Are you...

Curious?

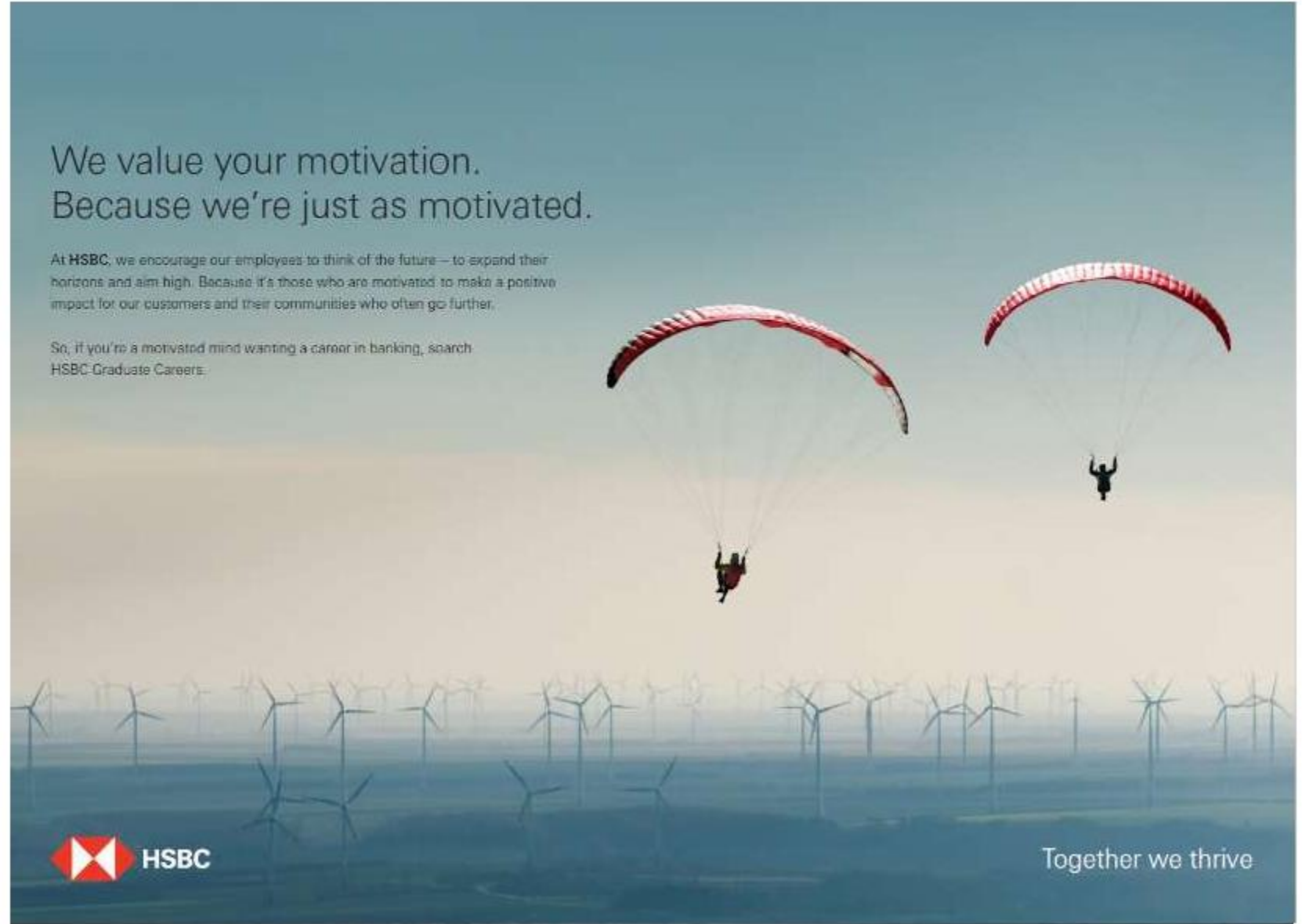
Dedicated?

Courageous?

Collaborative?

Motivated?


Then HSBC could be the place for you!



We value your motivation.
Because we're just as motivated.

At HSBC, we encourage our employees to think of the future—to expand their horizons and aim high. Because it's those who are motivated to make a positive impact for our customers and their communities who often go further.

So, if you're a motivated mind wanting a career in banking, search HSBC Graduate Careers.



Together we thrive

Table of contents

- HSBC Overview
- Graduate & Summer Internship Programme
- Staff Benefits
- Selection Process
- Q&A



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HSBC Overview



We value your dedication. Because we're just as dedicated.

About HSBC

We're proud to have a 153 year heritage of enabling customers to thrive. Today we're one of the largest global banks with an international network which covers 90 per cent of world trade.

We aim to be where the growth is, connecting customers to opportunities, enabling businesses to thrive and economies to prosper, and ultimately helping people to fulfil their hopes and realize their ambitions.



Located in **67**
countries and territories



We employ **229,000***
people globally



38m

customers across four major
lines of business —
Commercial Banking, Global
Banking & Markets, Retail
Banking & Wealth
Management and Global
Private Banking



3,900

offices world-wide



US\$191bn

in market capitalization
as of March 2018

* Full time equivalent, February 2018

What we do

We serve our customers through four integrated, global businesses and a Corporate Center.

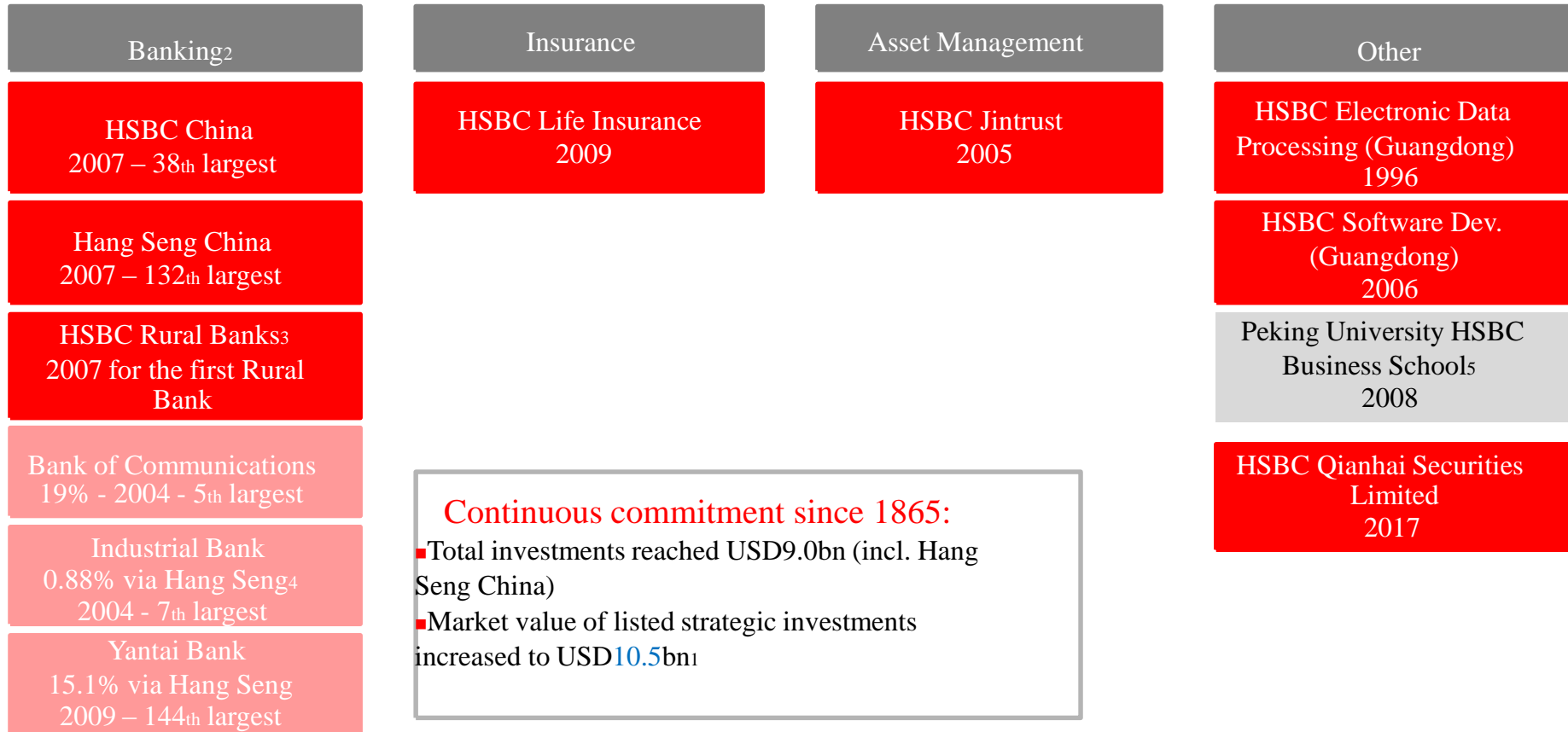


Our global businesses are supported by 11 global functions

Global Functions

- Communications
- Company secretary
- Corporate sustainability
- Finance
- Human resources
- Internal audit
- Legal
- Marketing
- Operations, Services and Technology
- Risk and Compliance
- Strategy and planning

Overview of HSBC Group in China



HSBC China - The leading foreign bank in China

◆ **Local Incorporation:**

HSBC completed locally incorporation in China with HSBC Bank (China) Company Limited (HBCN) becoming a “local” bank in April 2007

◆ **Registered Capital:**

RMB15.4 billion, the largest among foreign banks in China

◆ **Employees:**

7,890 employees with 99% recruited locally (as of Jul 2018)

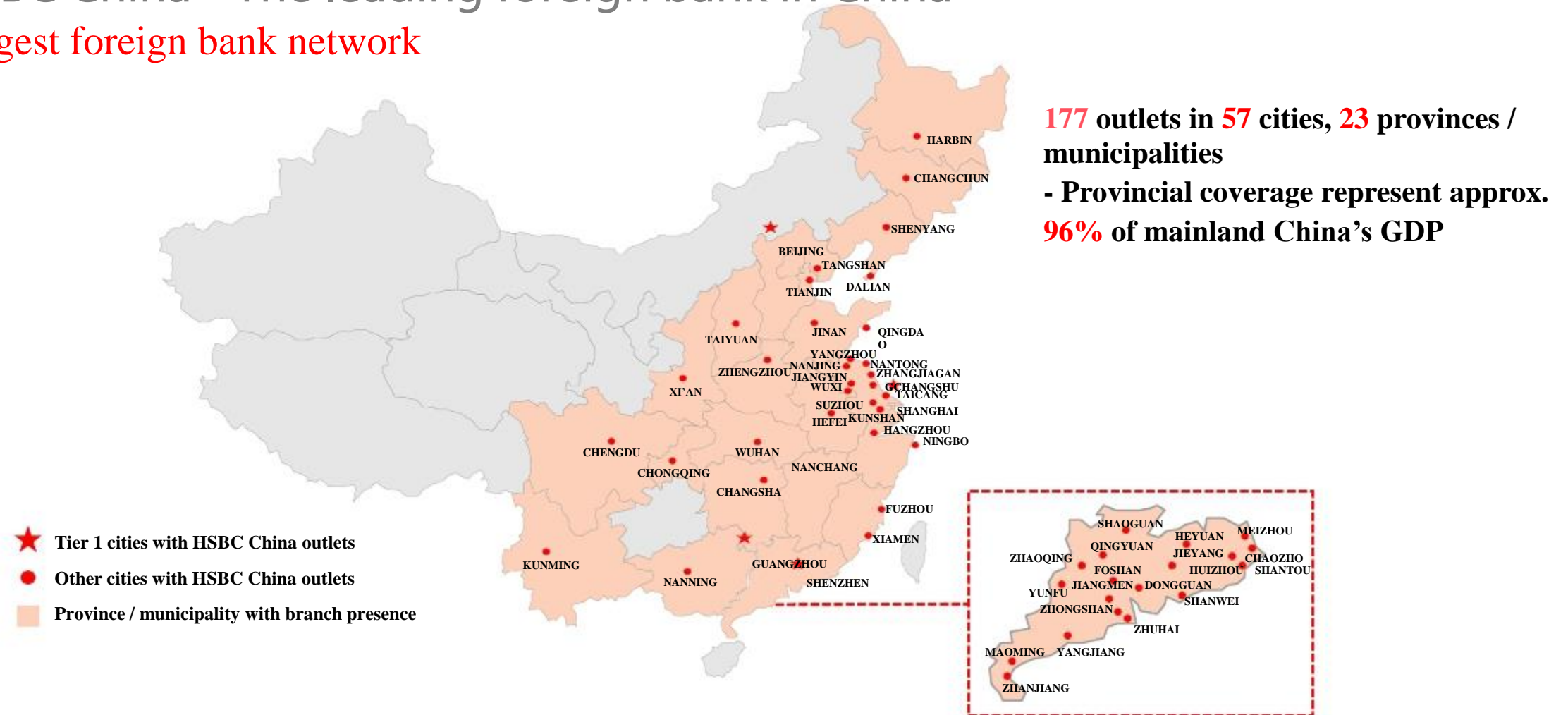
◆ **Leader in products and services:**

Stayed in the forefront in market development and obtained new licenses constantly among the first approved batch of foreign banks



HSBC China - The leading foreign bank in China

Largest foreign bank network



Outlet numbers at 01AUG18; excludes HSBC Rural Bank and Hang Seng China outlets

HSBC China Priorities

1 Capture growth from domestic retail	<ul style="list-style-type: none">◆ Invest in enhancing products and capabilities◆ Drive customer growth
2 Support tomorrow's winners (corporates)	<ul style="list-style-type: none">◆ Capture sustainable growth from higher value-added sectors
3 China outbound / Belt & Road Initiative ("BRI")	<ul style="list-style-type: none">◆ Optimise strategic client coverage and China Desk infrastructure to drive opportunities to Group
4 Capitalise opportunities from rise of capital markets	<ul style="list-style-type: none">◆ HSBC Qianhai Securities – the first foreign majority-owned securities firm
5 Commercialise Pearl River Delta ("PRD") investments	<ul style="list-style-type: none">◆ Commercialise investments◆ Replicate success / drive growth in the rest of China and beyond
6 Act as anchor to Group's RMB Internationalisation ("RMBI") proposition	<ul style="list-style-type: none">◆ Sustain market leadership◆ Enhance supporting system and resource◆ Maintain thought leadership within market and government ecosystems

Bank Awards & Employer Awards

- ***“Best Foreign Bank in China”***
 - awarded by Finance Asia (the 15th time)
- ***“Best International Bank in China”***
 - awarded by The Asiamoney
- ***“Best Sub-Custodian in China”***
 - awarded by The Assets
- ***“Best Charitable Contribution Award”***
 - awarded by the China Banking Association
- ***“Top Graduate Employer”***
 - awarded by 51Job
- ***“China Best Foreign Bank Employer”***
 - awarded by Randstad
- ***“Ranked 2nd most attractive employer among foreign banks in China ”***
 - awarded by Universum
- ***“China Best Employer Top 30”***
 - awarded by Dajie.com

Sustainability at HSBC

At HSBC it is important to us that we help our clients achieve prosperity in a way that is responsible.

Our strategy includes:

- ◆ **Strategic Nonprofit giving** focused on issues like employability, financial literacy, entrepreneurs, sustainable businesses and supply chains, as well as local needs.
- ◆ **Sustainable Finance & Operations**
HSBC aims to be a leader in helping our clients transition to the low-carbon economy and to minimize our own footprint.
- ◆ **Employee Volunteerism** in order to share the time and expertise of our people



HSBC China CS Highlights

- ◆ During 1991-2017, HSBC donated more than **RMB 800m** focusing on Education, Environment and Community.
- ◆ In 2017, we funded **20** new philanthropic projects in Mainland China, donating a total of **RMB 42 million**, supporting financial education, employability, environmental conservation, and assisting vulnerable groups.
- ◆ In 2017, over **4,300** HSBC China employees were involved in philanthropy activities, providing more than **30,000** hours of volunteering services.



HSBC and you – Our Values

Join us and be driven by our unique spirit of courageous integrity and our core values:

- ◆ **Dependable** and do the right thing
- ◆ **Open** to different ideas and cultures
- ◆ **Connected** to customers, communities, regulators and each other

Working with courageous integrity every day



Our Programmes



The Global Graduate and Intern Learning Journey



Graduates

- An Induction
- Business Rotations
- Business Insights
- Professional Development
- Ongoing Support

Interns

- 8 week programmes
- induction training & at-desk doing real work
- A great introduction to HSBC
- Ongoing networking and development opportunities throughout the summer
- Structured performance review process
- Designated buddy and line manager
- Main access route to the full-time Graduate Analyst Programme

Retail Banking & Wealth Management



We provide customer-facing and digital banking services to our customers; and offer solutions for customers' financial needs and life aspirations.

INTERNSHIP

- Penultimate year students
- HSBC Discovery & Induction
- 8 week job attachment to one of the business areas:
 - Customer facing role
 - Specialist head office team



GLOBAL GRADUATE PROGRAMME

- Final year students and recent graduates
- 24 months
- Four six-month placements involving:
 - Customer-facing role
 - Risk management role
 - People management and leadership
 - Strategic Project Team

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Future Trusted Advisor - Retail Banking and Wealth Management

Location: Shanghai/Beijing/Guangzhou/Shenzhen/
Foshan/Zhuhai/Zhongshan

Duration: 18 months

Intake: 50

Who can Apply?

- ▶ Newly graduate from the university or have less than 2 year working experience
- ▶ Open-minded and willing to embrace sales challenges
- ▶ Highly driven and self-motivated
- ▶ Good interpersonal and communication skills

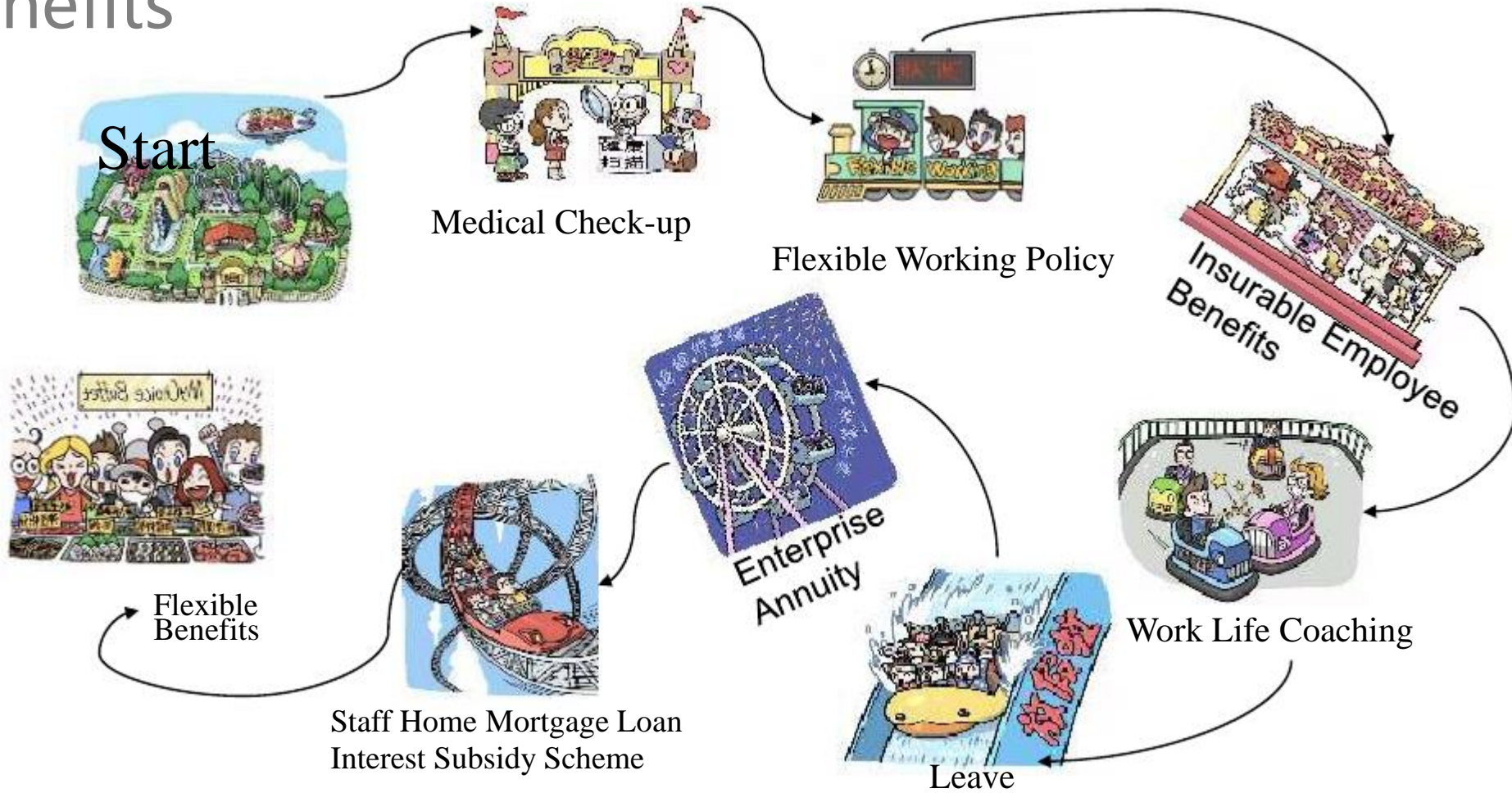
Visit: <http://hsbcfta.zhaopin.com/>



We value your curiosity.
Because we're just as curious.

Staff Benefits & Selection Process

Staff Benefits



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Work-Life Balance



HSBC Singing Contest



Annual Dinner



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HSBC China Cup Football League

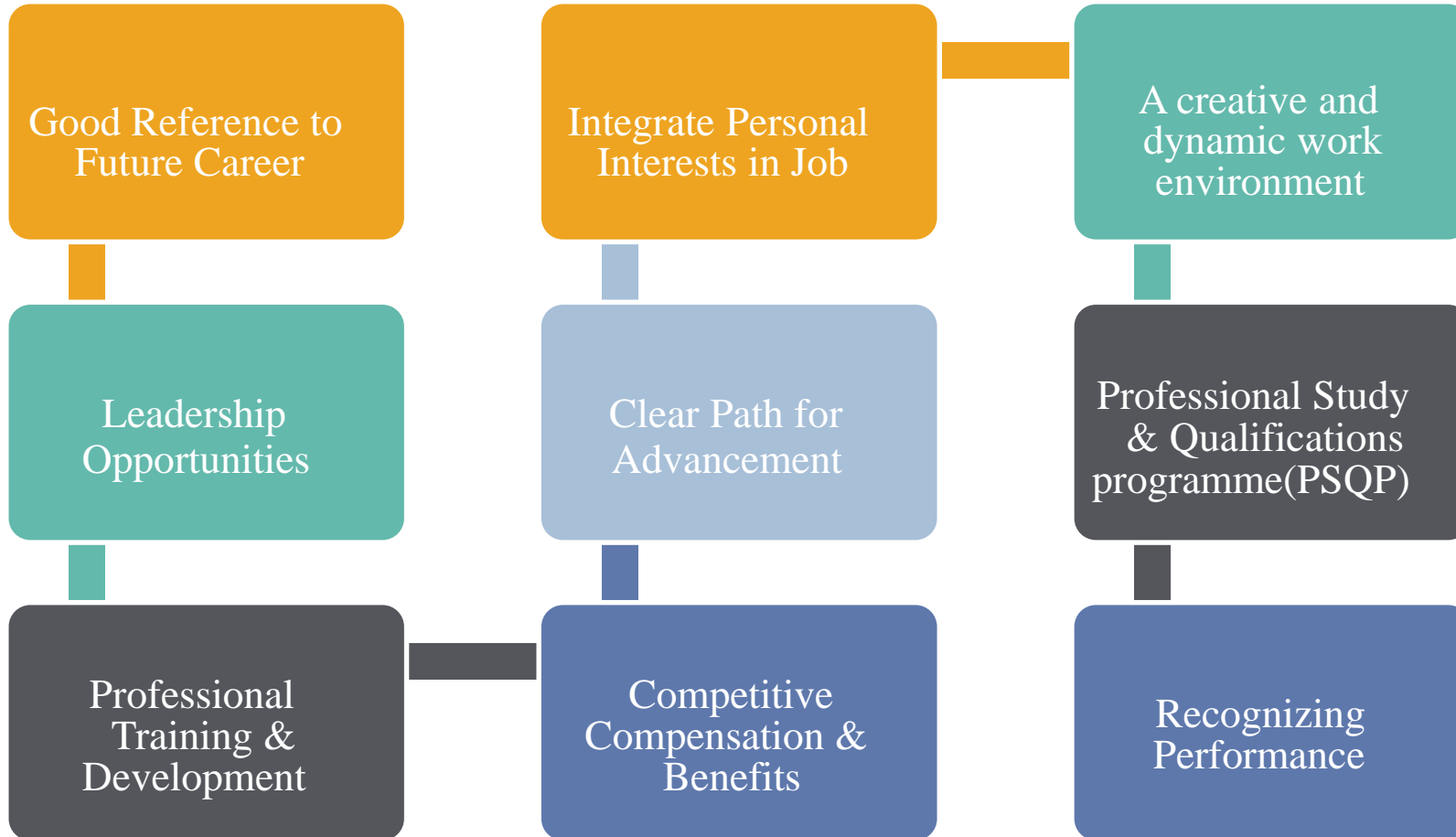


HBCN Cooking Contest



Tai Ji

HSBC will offer you



What happens next?

Visit: <http://campus.51job.com/hsbc/>



Key dates

Programme	Application Close Date	Programme Start Date
Global Graduate Programme	31 Oct 2018	July 2019
Summer Internship Programme	28 February 2019	July 2019

汇丰银行-北京交通大学
2018年10月31日 14:30 思源东楼308

宣讲会联系人: weizhao@hsbc.com.cn



<http://campus.51job.com/hsbc/>



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即刻掌握校园招聘相关动态