

Tony: Hello, I'm Tony Shale, Director at Asian Private Banker in Hong Kong. I'm here today to talk to Jackie Mau, who is Head of Global Private Banking China at HSBC. Jackie, HSBC has now won Asian Private Bankers Best International Bank in China Award for two years in a row. What would you say? are the major attainments, achievements, attributes that are behind? what is now an enduring track record of success?

Tony: 大家好，我是 Tony Shale，《亚洲私人银行家》的 Director。我今天有幸采访汇丰中国环球私人银行总监 Jackie Mau。Jackie，汇丰已连续两年荣获《亚洲私人银行家》的内地最佳国际私人银行奖。你能不能分享一下连续取得成功的秘诀？

Jackie: Well, first of all, thanks for having me, Tony. We're very happy about the recognition and it really shows that our commitment, our strong commitment to the wealth and vision that we have in mainland China, it's also because of our deep roots in China, our global connectivity, which are really helping clients in terms of their international needs. And more importantly, since our business launched in 2022, I'm very grateful to have a very high energy team with entrepreneurial spirit to bring to the success that we have today.

Jackie: 首先，谢谢你邀请我，Tony。我们为获得业界认可而感到非常高兴，这彰显了我们持续在内地投入的承诺。我们在中国的深厚根基，我们的全球网络覆盖，都可以帮助客户满足他们国际金融的需求。更重要的是，自从 2022 年我们在内地启动私行业务以来，我们打造了一支具有企业家精神的精力充沛的团队，一起实现我们今天的成功。

Tony: Well, congratulations.

Tony: 再次恭喜你。

Jackie: Thank you.

Jackie: 谢谢。

Tony: How are you positioned in China to be the go-to private bank for international minded Chinese clients?

Tony: 您在中国的定位是什么？如何成为具有国际视野的中国客户首选的私人银行？

Jackie: Well, our mission is very clear. We want to serve the internationally minded Chinese clients domestically and internationally. We have a wealth ambition to become the number one wealth manager in Asia. And China being such a large market in Asia is pivotal to our success here. In mainland China, a couple of distinctive competitive advantage for HSBC Private Bank. One is our network. We're now in six cities across China. We do have local teams very committed and with very good of knowledge, local knowledge plus the global connectivity to bring clients as their international needs involved. Second is our ecosystem. For wealth management, we do need insurance, wealth products, platform and a lot more. In China, we have a full-blown investment bank. We have a very established commercial banking franchise and we have a whole network of retail branches.

Jackie: 我们的目标很明确。我们希望为具有国际视野的中国客户提供国内和国际金融服务。我们的愿景是成为亚洲第一的财富管理机构。中国是如此庞大的市场，对我们的成功至关重要。在中国内地，汇丰环

球私人银行有几个独特的竞争优势。第一个是我们的网络。我们现在在内地的六个城市设立了服务团队。我们的团队拥有丰富的专业知识以及全球网络优势，可以满足客户的国际化需求。第二是我们的业务生态系统。对于财富管理，我们需要保险、理财产品、平台等等。在中国，汇丰集团旗下有投资银行，非常成熟的对公业务以及拥有完善的财富管理服务网络。

Tony: How are you positioned to support your Chinese clients through the significant wave of wealth transfer that's now taking place in the PRC?

Tony: 您如何在内地正发生的财富传承浪潮中为他们提供支持？

Jackie: That's a very good question because China has experienced a massive growth of wealth creation over the past few decades. And a lot of the entrepreneurs are now at the stage of passing their wealth from the first to second generation. So HSBC, right, we have over 150 years of private banking experience, over 75 years of wealth planning experience, and we are there to help them. So we are the first foreign private bank to offer family trust advisory services in mainland China. Another way is we also provide a lot of the thought leadership. So last year we partnered with Tsinghua University to do a full report on helping entrepreneurs and what kind of tools they can use in terms of succession planning.

Jackie: 这是一个非常好的问题，因为中国在过去几十年里经历了财富创造快速增长。许多企业家现在正处于将财富从第一代传给第二代的阶段。汇丰集团有超过 150 年的私人银行经验，超过 35 年的传承规划经验，我们可以有力支持他们的传承。我们是第一家在中国内地提供家族信托咨询服务的外资私人银行。我们也提供了很多的思维洞见。去年我们和清华大学合作，做了一个完整的报告，关于如何协助企业家，选择恰当的传承工具和方式

Tony: Thank you very much, Jackie. It's been a pleasure talking to you. Congratulations again on winning the APB Award for two years in a row. And we wish you the best of luck for the remainder of 2024.

Tony: 非常感谢 Jackie，很高兴和你谈话。再次祝贺汇丰连续两年获得 APB 奖。祝你在剩下的 2024 年里好运。

Jackie: Thanks for having me, Tony. Thank you.

Jackie: 谢谢你邀请我，Tony。谢谢。