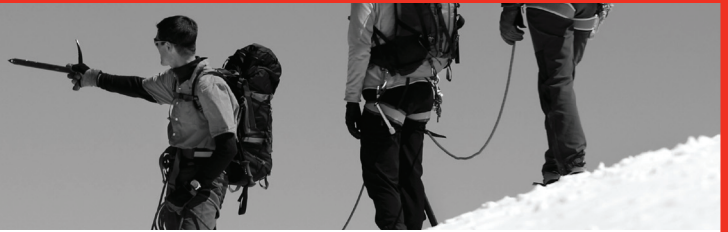


Fixed Income Service Specialist Services



At a Glance

- ▶ Actively managed portfolios
- ▶ Aim to preserve capital over the long term whilst generating dependable interest income
- ▶ Aim to achieve steady returns and diversification through optimal exposure to selected sectors and issuers
- ▶ Regular portfolio reviews to adjust and adapt the portfolio strategy to your needs

Overview

The Fixed Income specialist service is a considered approach to investing, where portfolios are designed to genuinely meet your specific investment needs.

We offer a range of fixed income services which are managed against standard industry benchmarks:

- ▶ Short maturity (Sterling/Euro/Dollar)
- ▶ Ultra short maturity (Sterling)
- ▶ Government only (Sterling/Euro/Dollar)

Through understanding your individual investment needs, tolerance to risk and your investment time horizon, we are committed to providing a bond portfolio that is consistent with your return objectives.

Our short maturity portfolios are created from investment grade bonds, denoted as AAA to BBB- as provided by independent rating agency, S&P. Ratings provide a useful indication of the potential risk of default for corporate bonds, municipal bonds or government bonds. Every portfolio comprises a careful selection of corporate and/or government bonds of varying maturities.

The Fixed Income Service is offered to customers with investments of more than £1,000,000 (or equivalent) for short maturity and ultra short maturity services or more than £500,000 (or equivalent) for Government only services.

Highlights

Leading edge investment techniques – We bring you sophisticated investment techniques to get the very best out of your investments. Our Fixed Income Service aims to provide steady returns and effectively manage risk.

Global strength, local expertise – Our world-class global view is complemented by local expertise, area specific knowledge and the ability to react and adapt on a day-to-day basis. This ensures we provide you with the best possible service.

Security selection – We strive to construct an ideal mix of bonds. For example, fixed, floating rate notes or index linked and different issuer types such as government or corporate securities. This enables us to deliver steady returns.

Matching your requirements – In harmony with your risk return profile, we continuously monitor and review the credit ratings of securities within your portfolio.

Active management - We actively adjust the interest rate sensitivity based on the changing economic environment. This allows for deviation from the benchmark parameters where necessary, to achieve your investment objectives.

Investment Process

Our investment process includes a monthly fixed income strategy meeting at which our fixed income experts analyse and discuss prevailing market conditions. We believe high quality research and a mix of many perspectives is of great importance and is a key factor in giving us our competitive edge.

In constructing your portfolio, we use the output from these meetings to employ active portfolio management techniques. We are dedicated to reviewing your investments on a regular basis and making necessary adjustments in accordance with the changing economic environment. You have the reassurance of a disciplined investment process with in-depth monitoring and controls.

Contact Us

To learn more, speak to your HSBC Relationship Manager or contact us at:

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