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MORE THAN \$7.6 MILLION IN MOBILE PAYMENTS MADE BY HSBC CORPORATE CUSTOMERS IN ARMENIA

******49 per cent of Armenia HSBCnet subscribers are using mobile banking******

****** More than 1,400 mobile payments worth \$7.6 million authorised in Q12015******

****** Armenia has highest HSBCnet Mobile app penetration (iOS and Android)******

Chief Financial Officers and Treasurers are increasingly willing to go mobile in their professional lives, discarding decades-old methods of transferring funds in favour of payments executed on smartphones and tablets, figures from HSBC show.

Since the launch of HSBCnet Mobile app in late 2014, Armenian corporate customers have used HSBCnet mobile to authorise more than \$12 million in payments. The figures show there is a clear and increasing demand for mobile banking from corporate customers. More than 1,400 mobile payments totalling more than \$7.6 million have been authorised in Q1 2015 alone.

Finance professionals in Armenia are embracing mobile business solutions over four times as fast as the global average; 49 per cent of HSBCnet online banking customers in Armenia use HSBCnet mobile compared with 12 per cent globally. Armenia has highest HSBCnet Mobile app penetration (iOS and Android) among all countries.

HSBCnet mobile is a mobile business platform and app designed to make it easier for corporate treasurers and senior managers to check account balances, authorise payments and receive payment alerts.

Aram Pinajyan, Head of Banking, HSBC Armenia said: “The world is on the brink of a new era in mobile payments which will revolutionise the way businesses operate. It is clear from these new figures, HSBC Armenia business customers have quickly recognised the advantages and potential benefits offered by mobile business solutions. Mobile payments mean there is instant reconciliation. Being paid faster improves a company’s liquidity and cash-flow performance by extending their ability to pay their own creditors faster.

“While the technology exists, business-to-business mobile payments have yet to be widely adopted. Some companies continue to pay and receive funds using decades-old methods such as paper invoices, banker’s drafts and cheques.

“Mobile banking is about more than just convenience. Digitising payments also enhances visibility over the workings of a business. More comprehensive, accurate payments information can be captured and retained. Finance directors can, at a glance, better gauge the financial position of their subsidiaries, trading partners and contractors, enabling them to make more informed buying or credit decisions.”

Mobile Payments Landscape

- 3.6bn: unique mobile subscriptions globally
- 2.6bn: smartphones globally
- \$29.2bn: in mobile payments made in 2014, up from \$18.0bn in 2013
- USD50bn : worth of payments made by HSBC corporate customers globally
- USD1.17bn: largest amount transacted in a single mobile session
- 54 countries: where HSBCnet Mobile is available, in 21 languages
- 26,000 : number of HSBCnet Mobile customers globally
- 12% : HSBCnet customers are currently using HSBCnet Mobile
- 49%: Armenia has highest HSBCnet Mobile app penetration (iOS and Android)

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Notes to Editors:

The HSBC Group

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from over 6,100 offices in over 73 countries and territories in Asia, Europe, North and Latin America, and the Middle East and North Africa. With assets of US\$2,634bn at 31 December 2014, HSBC is one of the world's largest banking and financial services organisations.

HSBC Commercial Banking

For 150 years we have been where the growth is, connecting customers to opportunities. Today, HSBC Commercial Banking serves businesses ranging from small enterprises to large multinationals in almost 60 developed and faster-growing markets around the world. Whether it is working capital, trade finance or payments and cash management solutions, we provide the tools and expertise that businesses need to thrive. With a network covering three quarters of global commerce, we make HSBC the world's leading international trade and business bank.

For more information see www.hsbc.com/1/2/business-and-commercial

HSBC in Armenia

HSBC Bank Armenia cjsc was established as a closed joint stock company under the name Midland Armenia Bank J.S.C. in 1996 and was renamed HSBC Bank Armenia cjsc in 1999. The bank is a joint venture between the HSBC Group, which has 70 per cent ownership, and members of overseas Armenian businesses with 30 per cent ownership. HSBC Armenia serves around 36,000 customers through 10 offices located in Yerevan and around 383 employees. The bank has assets of AMD 306,609,112,000 as of 31 December 2014 and is one of the leading banks in the foreign exchange market in Armenia.