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## HSBC PRIVATE BANKING MARKS RECORD ALTERNATIVE INVESTMENTS INFLOWS

HSBC Global Private Banking (GPB) has concluded another record year in Alternative Investments by raising circa USD3.2 billion<sup>1</sup> in private client commitments globally in 2021, an increase from the USD2.3 billion raised in 2020. This included c.USD1.9 billion from Asia, while EMEA recorded c.USD1.3 billion.

The uptick was driven by a continued momentum in hedge funds, coupled with a strong performance across private markets, where, in addition to clients in Asia more than doubling their 2020 aggregate commitments, GPB increased the accessibility of its product offering across its European markets.

Clients looking to safeguard their investment portfolios from market volatility and inflationary concerns are using alternatives to diversify their portfolios. "This year we aim to broaden our alternative investments offering to also meet the long-term investment demands of our personal banking and Premier customers, while improving solutions for top tier UHNW clients through the introduction of new bespoke and dedicated services", said **Lavanya Chari, Global Head of Investments & Wealth Solutions, HSBC**.

Partnering with HSBC Alternatives, HSBC Asset Management's (HSBC AM) alternatives team, GPB has been offering alternative investments globally for over 30 years, including hedge funds, private markets and real estate. HSBC Alternatives has USD54 billion<sup>2</sup> of assets under management and advice.

Through close collaboration with HSBC AM, GPB supplements its well-established hedge funds offering with an annual pipeline of investments across private markets. This provides clients with diversification across transaction type (primary, secondary, co-investment), sector, geography, as well as diversification across the capital structure.

In line with its outlook for 2022, HSBC will continue to offer innovative high quality, high conviction exposures to support key themes while remaining diversified across manager styles and sectors in the alternatives space.

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<sup>1</sup> Total funds raised for alternative investments from 1 January to 7 December 2021

<sup>2</sup> As of 30 September 2021

### **Media enquiries:**

Arundathi Abyshekar

+852 91464807

[arundathi.abyshekar@hsbc.com.hk](mailto:arundathi.abyshekar@hsbc.com.hk)

### **HSBC Holdings plc**

HSBC Holdings plc, the parent company of HSBC, is headquartered in London. HSBC serves customers worldwide from offices in 64 countries and territories in its geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of \$2,969bn at 30 September 2021, HSBC is one of the world's largest banking and financial services organisations.