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HSBC STRENGTHENS ITS FINANCIAL SPONSORS AND LEVERAGED & ACQUISITION FINANCE COVERAGE IN EUROPE

- Alexander Glawe appointed Managing Director, Head of Northern Europe Financial Sponsors
- Jürgen Stein appointed Head of Leveraged & Acquisition Financing, Germany

HSBC has strengthened its financial sponsors coverage with the appointment of Alexander Glawe as Managing Director, Head of Northern Europe Financial Sponsors. Alexander will join in December 2018 with responsibility for advising private equity clients in Germany, Austria and the Nordics. Alexander will also be responsible for the coverage of selected sponsors on a pan-European basis.

Alexander joins from Credit Suisse where he was most recently Managing Director, Head of Financial Sponsors Germany and Austria. He brings more than 15 years of investment banking experience, along with deep financial sponsor relationships and extensive expertise in advising and financing clients.

Alexander started his career at Sal Oppenheim as an M&A practitioner before joining Credit Suisse in 2005 in its Frankfurt office. At Credit Suisse, Alexander worked in the German Investment Banking team, as well as the Corporate Finance Team in Singapore and Mergers & Acquisitions team in London.

Throughout his career, Alexander has advised and financed private equity clients on a number of landmark transactions across numerous industries. These include advising Advent on the take private of Douglas and subsequent disposal to CVC, Permira on the acquisition of P&I and KKR on the acquisition of WMF, as well as financing the acquisitions of Techem by Partners Group/CDPQ/OTTP.

Alexander will be based in Frankfurt, reporting to Borja Azpilicueta, Global Head of Financial Sponsors Group, and to Nicolo Salsano, Head of Corporate and Institutional Banking, who joins HSBC Germany in October 2018.

Additionally, HSBC has appointed Jürgen Stein as Head of Leveraged & Acquisition Financing, Germany, with immediate effect.

Jürgen joins HSBC from UBS where he was most recently Co-Head of EMEA Leveraged Finance Origination. Jürgen has over 20 years of leveraged finance experience with a focus on sponsor and event driven corporate transactions across Europe. Jürgen brings with him deep relationships with sponsor and corporate clients and will be a senior member of the

European Leveraged & Acquisition Finance team. Before joining UBS Jürgen worked for Goldman Sachs in New York and London in leveraged finance and started his career at Deutsche Bank in London.

Jürgen will be based in Düsseldorf reporting to Rachel Watson, Head of Financing & Advisory Products, and Paul Cahalan, Head of Leveraged & Acquisition Finance, EMEA.

Alexander Glawe and Jürgen Stein's appointments build on the significant investment we have made in our European platform year to date, which includes the appointment of Nicolo Salsano as Head of Corporate and Institutional Banking in Germany and Hubert Preschez as Co-Head of Global Banking in France.

Borja Azpilicueta, Global Head of Financial Sponsors Group, commented:

"I am delighted that Alexander Glawe is joining us as we continue to strengthen our coverage of financial sponsors globally. Alexander is a highly experienced professional who will help us to drive our financial sponsors business in Europe."

Paul Cahalan, Head of Leveraged & Acquisition Finance, EMEA, added:

"Jürgen Stein is a great addition to our Leveraged & Acquisition Finance team in Europe. Jürgen's deep expertise and connectivity will be of great value to our clients and to our business."

Media enquiries:

Karen Le Cannu
Tel: +44 (0)20 3268 5584
Email: karen.lecannu@hsbc.com

Notes to Editors

HSBC Global Banking & Markets

HSBC Global Banking & Markets is an international wholesale business serving major corporate, institutional and government clients. It has a broad international network with offices in more than 60 countries and territories, with strong expertise across developed and emerging economies. Global Banking & Markets has deep knowledge across a wide range of products and services including: financing; debt and equity capital markets; acquisition, project and export advisory and financing; foreign exchange, fixed income and equities; payments and cash management and securities services.



HSBC Germany

HSBC Germany is part of the HSBC Group, one of the world's leading commercial banks. It is the leading international bank and has a network in 67 countries worldwide which account for more than 90% of global economic output. HSBC Germany's clients are companies, institutional clients, the public sector and high net worth private clients.

The Bank stands for internationality, comprehensive advisory expertise, major placement power, first-class infrastructure and capital strength. The "AA-" (stable) rating is the best Fitch rating of a private commercial bank in Germany. HSBC Germany, which operates as HSBC Trinkaus & Burkhardt AG, was founded in 1785 and has more than 2,800 employees in Düsseldorf and at a further eleven locations.

HSBC Holdings plc

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from around 3,900 offices in 67 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa.

With assets of US\$2,522bn at 31 December 2017, HSBC is one of the world's largest banking and financial services organisations.