

7 July 2021

## **HSBC Malta supports Malta Chamber webinar on trade finance solutions**

HSBC Bank Malta and The Malta Chamber recently organised a webinar titled ‘Opening up a world of opportunity – Exploring Structured Trade Finance Solutions’, which highlights the importance of managing risk in global trade and supply chains for business growth. During the webinar HSBC also presented its structured trade finance solutions that facilitate international trade and help businesses optimise their working capital.

Global business has seen several disruptions in recent years. The coronavirus pandemic, a major disruptor in the past 16 months, has accelerated the need and willingness for innovation in the digital space, as well as environmental, social and corporate governance (ESG) practices. Additionally, potential cyberfraud, geopolitical concerns, looming inflationary and unemployment pressures are creating significant hurdles for international trade, as well as businesses locally.

Gaetano Sammut, Head of Global Trade and Receivables Finance at HSBC Malta, said: “HSBC plays a key role in international trade finance. Our global trade solutions enable clients to trade with confidence and finance their international business. HSBC is able to support companies in analysing the trade cycle, understanding working capital requirements and strengthening customer and supplier networks around the world. These aspects are crucial for safe and sustainable business growth.”

Discussing key working capital considerations in 2021, Andrew Robison, Regional Head of Sales Global Trade and Receivables Finance and Commodity Structured Trade Finance Europe at HSBC Bank plc, said: “In the still pandemic-stricken global economy, managing liquidity remains as important as ever. The pandemic has sparked challenges in the international supply chains and left an impact on cash flow, liquidity and balance sheets, which have enhanced the importance of risk management. HSBC offers solutions throughout the entire trade cycle for businesses, helping them to optimise working capital by blending operational efficiencies and financial tools that support enhancing cash flows and reducing costs.”

Addressing attendees, Nicholas Xuereb, Vice President of The Malta Chamber, said: “Trade finance is an important tool for cross-border trade and can help businesses looking to grow and scale up. Among the various benefits, trade finance solutions offer a number of financial instruments that are advantageous to companies who are seeking to broaden their horizons through their internationalisation efforts.” Mr Xuereb also noted that these solutions are particularly important during these challenging times as they allow businesses to be more flexible in the current economic setting.

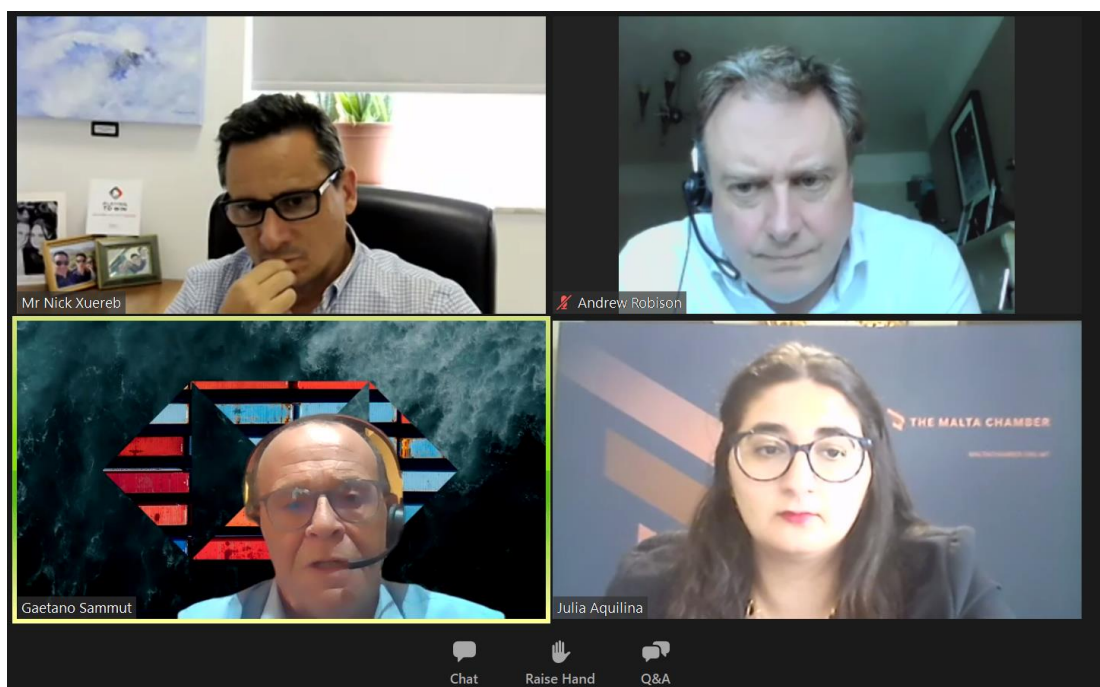
A replay of the webinar may be found on:

HSBC Malta YouTube page - <https://youtu.be/gOPJQNOokeM>

or

The Malta Chamber YouTube page – [https://youtu.be/TvwC212M\\_-Q](https://youtu.be/TvwC212M_-Q)

For more information on trade finance solutions please contact us on [trade.services.malta@hsbc.com](mailto:trade.services.malta@hsbc.com) or visit our website [www.business.hsbc.com.mt/GTRF](http://www.business.hsbc.com.mt/GTRF)



**PHOTOCAPTION: During the webinar titled ‘Opening up a world of opportunity – Exploring Structured Trade Finance Solutions’, Nicholas Xuereb, Vice President of The Malta Chamber (top left), Andrew Robison, Regional Head of Sales Global Trade and Receivables Finance and Commodity Structured Trade Finance Europe at HSBC Bank plc (top right), Gaetano Sammut, Head of Global Trade and Receivables Finance at HSBC Malta (bottom left) and Julia Aquilina Policy Executive at The Malta Chamber (bottom right)**

***HSBC Bank Malta p.l.c.***

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