



**22 July 2010**

**HSBC INTERNATIONAL BUSINESS SURVEY RESULTS: MID-SIZE CORPORATES 'GOING INTERNATIONAL'**

A survey commissioned by HSBC, covering over 3,600 mid-size companies worldwide, revealed the vast majority of mid-size companies conducting international business are thriving because of it and plan to expand internationally in the next two years.

The HSBC International Business Survey is the first-of-its-kind, capturing the views of 3,631 mid-size companies across 10 markets, including Brazil, Canada, France, Hong Kong SAR, India, mainland China, Mexico, UAE, UK and US. The survey was conducted in April and May 2010 for HSBC Commercial Banking.

**Key Global Highlights:**

76% of mid-size companies globally do international business

74% of international corporates plan to expand internationally in the next two years

90% of these said revenue from their international business grew in past 12 months

65% globally said international business grew faster than or the same as domestic

Almost 1 in 5 mid-size domestics globally expect to 'go international' in next 2 years

The survey also revealed that globally, mid-size corporates cited the complexities of conducting business with international markets as the main barrier to doing international business. Local regulations, taxes, foreign currency controls and legal complexities were all key hurdles

John Coverdale, HSBC's Global Co-Head of Commercial Banking, said "This survey reveals the interesting international dynamics of companies operating in today's world. The findings support our strategy to focus on helping our customers expand overseas and guide them through the complexities of conducting business internationally. Our strength lies in our local knowledge, our large geographic network and our comprehensive capability."