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HSBC strengthens entrepreneurial wealth proposition for clients in Asia

HSBC strives to bolster dedicated support for entrepreneurs across different stages of their wealth and business journey with an enhanced entrepreneurial wealth proposition in Asia, starting with Hong Kong.

With 83 per cent of entrepreneurs globally stated that family and legacy are the purpose of their wealth¹, HSBC has seen significant uptake in demand for its one-bank solutions encompassing personal and business needs especially for entrepreneur clients whose needs are often diverse and interconnected.

Hong Kong's business owners are highly mobile and approximately 80 per cent live for part of the year in more than one location, compared to a global average of 53 per cent. But Hong Kong remains their key business market and eight out of ten (81 per cent) operate domestically.¹ This increasingly international lifestyle of entrepreneurs and their families has led to growing demand for cross-border financial solutions.

As part of the latest offering for early-stage entrepreneurs, HSBC has launched the Private Wealth Entrepreneur Incubation programme for existing corporate clients which aims to nurture and accelerate high-potential business owners, who are yet to onboard with the private bank, early on their growth journey with tailored wealth planning, investment events and access to a global network of industry experts, supported by the bank's experienced relationship managers.

HSBC has also launched the Innovation Exchange programme in Hong Kong and the UK to connect private banking clients with innovative businesses for sharing of industry insights in the innovation and technology industry. This includes the "All-in on Innovation" thought leadership programme, offering ultra high net worth clients in Asia passionate about the technology sector an inspiring journey to the US to meet with successful tech venture capitalists and start-ups.

Lok Yim, Regional Head, Global Private Banking, Asia Pacific, HSBC, said: "Entrepreneurs have always been an integral part of our business. Today, two-thirds of our Global Private Banking clients in Hong Kong are entrepreneurs. With growing wealth in Asia, we are pleased to launch a more focused proposition to further build on our strong connectivity across Global Private Banking, Commercial Banking and Corporate and Institutional Banking to bridge entrepreneurs' business success with tailored investment strategies and long-term wealth planning."

Frank Fang, Head of Commercial Banking, Hong Kong and Macau, HSBC, said: "Entrepreneurs need to balance their personal goals with business aspirations, making a

holistic approach to wealth management essential. For 160 years, we've been helping them thrive by managing their commercial and personal wealth – because when one succeeds, the other grows too. Our tailored strategies help entrepreneurs align their goals, grow sustainably, and create success that works for every part of their life."

Building on its strength as a leading international financial centre, Hong Kong is on track to become the world's largest cross-boundary wealth management centre by 2028. With abundant opportunities for businesses looking to expand in the region and tap into the Greater Bay Area, the city ranks top for business owners with multi-residency².

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Photo caption



Photo 1: Lok Yim, Regional Head, Global Private Banking, Asia Pacific (seventh from right) and Frank Fang, Head of Commercial Banking, Hong Kong and Macau (eighth from right), joined senior executives to announce a strengthened wealth proposition for clients in Asia.

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Notes to editors

1. [HSBC Global Entrepreneurial Wealth 2024 Report](#)
2. [HSBC Global Wealth Hubs: Drivers of Diversification 2025 Report](#)

About HSBC Global Private Banking

HSBC Global Private Banking helps clients manage, grow and preserve their wealth for generations to come. Its network of global experts helps clients access investment opportunities around the world, plan for the future with wealth and succession planning, manage their portfolio with tailored solutions, and find the right support for their philanthropy. www.privatebanking.hsbc.com

About HSBC Holdings plc

HSBC Holdings plc, the parent company of HSBC, is headquartered in London. HSBC serves customers worldwide from offices in 58 countries and territories. With assets of US\$3,054bn at 31 March 2025, HSBC is one of the world's largest banking and financial services organisations.

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