

## **2021 New-To-Bank Promotion 1 April 2021 – 31 December 2021**

An Eligible Customer (as defined below) can enjoy the 2021 New-To-Bank Promotion (the "Promotion") for its first Business Integrated Account (the "Account") opened with The Hongkong and Shanghai Banking Corporation Limited in Hong Kong (the "Bank") during 1 April 2021 and 31 December 2021, both dates inclusive (the "Promotional Period") subject to these terms and conditions.

The Promotion is a combination of five offers:

1. Account Application Fee Offer
  - 1.1 An Eligible Customer, as set out in clause 1.2, can enjoy a 15% discount on the account application fee (the "Discount") for its first Account online opening request made with the Bank. For the avoidance of doubt, the Discount applies only to the basic account application fee. Any additional fees charged on account application, e.g. service fee on special company account opening will not be subject to the Discount.
  - 1.2 An Eligible Customer is a commercial customer who fulfils any one of the following requirements:
    - (a) Successfully submitted the Account opening request online during the Promotional Period; or
    - (b) Applied online to make an appointment for Account opening and successfully submitted the Account opening request at an account opening appointment at any of the Bank's branches during the Promotional Period.
2. HSBC Business Mastercard RewardCash Offer
  - 2.1 This offer only applies to an Eligible Customer who has (i) successfully opened its first Account during the Promotional Period and (ii) also applied for an Eligible Business Mastercard (as defined in clause 2.2 below) under the same Account and which Eligible Business Mastercard is successfully issued within 3 months from the first Account opening date.
  - 2.2 For the avoidance of doubt, Eligible Business Mastercard(s) are any Business Mastercard(s) which exclude any personal credit card, RMB Business Card, Visa Business Card, Corporate Card, and Purchasing Card, issued by the Bank.
  - 2.3 Each cardholder ("Eligible Cardholder(s)") who has its Eligible Business Mastercard(s) successfully issued within 3 months from the first Account opening date will be entitled to an extra \$100 RewardCash ("RewardCash Offer"). The card issuance date and Account opening date are determined by the records held with the Bank.
  - 2.4 When the Eligible Business Mastercard is approved and confirmed as qualified for the RewardCash Offer by the Bank, the applicable RewardCash will be automatically credited to the relevant Eligible Business Mastercard account according to the following schedule:

For Eligible Business Mastercard with Account opened between 1 April 2021 and 30 June 2021 (both dates inclusive), the applicable RewardCash will be credited on or before 31 December 2021.

For Eligible Business Mastercard with Account opened between 1 July 2021 and 30 September 2021 (both dates inclusive), the applicable RewardCash will be credited on or before 31 March 2022.

For Eligible Business Mastercard with Account opened between 1 October 2021 and 31 December 2021 (both dates inclusive), the applicable RewardCash will be credited on or before 30 June 2022.
  - 2.5 The RewardCash cannot be converted into cash, other products, promotional offers or discounts and is not transferable.
  - 2.6 Only Eligible Cardholders and Eligible Customers whose Eligible Business Mastercard accounts are valid and in good standing from the date of issuance of the relevant Eligible Business Mastercard(s) until the date the Bank credits the RewardCash under the RewardCash Offer to such accounts will be eligible for the RewardCash Offer.
  - 2.7 Any fraud and/or abuse of the RewardCash Offer will result in forfeiture of the Eligible Customer and the Eligible Cardholder's entitlement to the RewardCash Offer. The Bank reserves the right to deduct the relevant amount of the RewardCash Offer awarded directly from the Eligible Business Mastercard account.
  - 2.8 In addition to the terms and conditions for the Promotion, the terms and conditions in (i) the HSBC Business Card Programme Agreement and (ii) the HSBC Business Card Rewards Programme will continue to apply.
3. AutoPay Payment Code Setup Charge Offer
  - 3.1 This offer is exclusive to Eligible Customers who have (i) successfully opened their first Account with the Bank during the Promotional Period and (ii) applied for autoPay service under the same Account.
  - 3.2 Only additional autoPay payment code setup requests on the Account that fulfill all of the following criteria ("Eligible autoPay Payment Codes") will be eligible for the offer:
    - Setup completed within the period commencing from the Account opening date to the end of the second calendar month following the Account opening ("autoPay Payment Code Offer Applicable Period"); and
    - Charged with service fee at the Bank's standard rate prescribed in the "Commercial Tariffs" issued by the Bank
  - 3.3 Offer Details:
    - Each Eligible Customer is entitled to enjoy full rebate on the autoPay-in and autoPay-out payment code setup charges for Eligible autoPay Payment Codes ("autoPay Payment Code Rebate"), up to a maximum of 4 additional autoPay-in payment codes and a maximum of 4 additional autoPay-out payment codes set up during the autoPay Payment Code Offer Applicable Period.
    - The autoPay Payment Code Rebate will be settled in Hong Kong dollars. If a relevant fee is charged by the Bank to the Eligible Customer in a foreign currency, the autoPay Payment Code Rebate will be converted from the foreign currency to Hong Kong dollars according to the prevailing conversion rate, as determined by the Bank on the date of crediting.
    - An Eligible Customer is not entitled to the autoPay Payment Code Rebate if it closes the Account on or before the date of crediting.
    - For Account opened between 1 April 2021 and 30 June 2021 (both dates inclusive), the autoPay Payment Code Rebate will be credited to the Account on or before 31 October 2021.

For Account opened between 1 July 2021 and 30 September 2021 (both dates inclusive), the autoPay Payment Code Rebate will be credited to the Account on or before 31 January 2022.

For Account opened between 1 October 2021 and 31 December 2021 (both dates inclusive), the autoPay Payment Code Rebate will be credited to the Account on or before 30 April 2022.
    - For the avoidance of doubt, additional autoPay-in or autoPay-out payment codes mean those set up on top of the first 4 free autoPay-in or the first 4 free autoPay-out payment codes.
4. Transaction Fee Rebate Offer
  - 4.1 This offer is exclusive to Eligible Customers who have successfully opened their first Account with the Bank during the Promotional Period.
  - 4.2 In the two-month period commencing from the first day of the next calendar month after the Account is successfully opened (the "Transaction Fee Rebate Applicable Period"), an Eligible Customer is entitled to (1) 100% rebate on transaction fee of Eligible autoPay Transactions, and (2) 30% rebate on the transaction fee of Eligible e-Payment Transactions, as defined and set out in clauses 4.3 to 4.6 below (collectively, the "Transaction Fee Rebate").

For Account opened between 1 April 2021 and 30 June 2021 (both dates inclusive), the Transaction Fee Rebate will be credited to the Account on or before 31 October 2021.

For Account opened between 1 July 2021 and 30 September 2021 (both dates inclusive), the Transaction Fee Rebate will be credited to the Account on or before 31 January 2022.

For Account opened between 1 October 2021 and 31 December 2021 (both dates inclusive), the Transaction Fee Rebate will be credited to the Account on or before 30 April 2022.

To illustrate by examples:

Account Opening Date	Transaction Fee Rebate Applicable Period (i.e. 2 months commencing from the first day of the next calendar month after Account opening)	Date of crediting the Transaction Fee Rebate
16 April 2021	1 May 2021 to 30 June 2021	On or before 31 October 2021
21 June 2021	1 July 2021 to 31 August 2021	On or before 31 October 2021
8 November 2021	1 December 2021 to 31 January 2022	On or before 30 April 2022

4.3 The Transaction Fee Rebate will be settled in Hong Kong dollars. If a relevant fee is charged by the Bank to the Eligible Customer in a foreign currency, the Transaction Fee Rebate will be converted from the foreign currency to Hong Kong dollars according to the prevailing conversion rate, as determined by the Bank on the date of crediting.

4.4 An Eligible Customer is not entitled to the Transaction Fee Rebate if it closes the Account on or before the date of crediting.

4.5 100% rebate on autoPay transaction fee

4.5.1 Eligibility - Only autoPay transactions that fulfill all of the following criteria ("Eligible autoPay Transactions") will be eligible for the Transaction Fee Rebate:

- Placed and successfully processed via HSBC Business Internet Banking or HSBCnet of the Account during the Transaction Fee Rebate Applicable Period; and
- Processed and charged with upfront transaction fee at the Bank's standard rate prescribed in the "Commercial Tariffs" issued by the Bank.

4.5.2 Offer Details:

- Each Eligible Customer is entitled to enjoy a full rebate on the transaction fee for Eligible autoPay Transactions.

4.6 30% rebate on e-Payment transaction fee

4.6.1 Eligibility - Only (i) outward telegraphic transfers (TT), (ii) outward payments through Real Time Gross Settlement (RTGS), or (iii) outward payments through Faster Payment System (FPS); and transactions that fulfil all of the following criteria ("Eligible e-Payment Transactions") will be eligible for the Transaction Fee Rebate:

- Placed and successfully processed via HSBC Business Internet Banking or HSBCnet of the Account during the Transaction Fee Rebate Applicable Period; and
- Processed and charged with upfront transaction fee at the Bank's standard rate prescribed in the "Commercial Tariffs" issued by the Bank.

4.6.2 Offer Details:

- Each Eligible Customer is entitled to enjoy 30% rebate on the transaction fee for Eligible ePayment Transactions, up to a maximum of 30 outward telegraphic transfers (TT), 30 outward payments through Real Time Gross Settlement (RTGS) and 30 outward payments through Faster Payment System (FPS) respectively (i.e. in aggregate 90 Eligible e-Payment Transactions) processed per calendar month during the Transaction Fee Rebate Applicable Period.
- For the avoidance of doubt, the Transaction Fee Rebate for Eligible e-Payment Transactions applies only to the basic fees of such Eligible e-Payment Transactions. Any additional fees charged on an Eligible e-Payment Transaction, e.g. "OUR" Charge Option, where remitter bears all charges, and additional fee for handling instructions, will not be subject to the Transaction Fee Rebate.

5. Preferential Foreign Exchange Rate Offer

5.1 This offer is exclusive to Eligible Customers who have successfully opened their first Account with the Bank during the Promotional Period.

5.2 The applicable period (the "Preferential FX Rate Applicable Period") for the preferential foreign exchange rate (the "Preferential FX Rate") will be 90 days commencing from the date on which the Preferential FX Rate is live. The Preferential FX Rate can take up to 10 business days to become live. A confirmation message will be shown on HSBC Business Internet Banking when the Preferential FX Rate is live.

5.3 The Preferential FX Rate is applicable to foreign exchange transactions of selected currencies conducted by an Eligible Customer that fulfil all of the following criteria ("Eligible Foreign Exchange Transactions"):

- Placed via HSBC Business Internet Banking, and
- Successfully processed via any of the Eligible Customer's savings or current account(s) with the Bank during the Preferential FX Rate Applicable Period.

5.4 The Preferential FX Rate will be applied to the Eligible Foreign Exchange Transactions placed via one or more of the Eligible Customer's accounts as determined by the Bank.

5.5 An Eligible Customer is not entitled to the Preferential FX Rate if it closes all savings and current account(s) with the Bank during the Preferential FX Rate Applicable Period.

**General Terms & Conditions**

6 The Bank reserves the right to determine at its sole discretion the eligibility of an Eligible Customer who can enjoy the Promotion.

7 The Bank reserves the right to amend these terms and conditions and to terminate the Promotion at any time without prior notice. The Bank accepts no liability for any such changes and/or termination.

8 In case of any dispute arising out of or in connection with the Promotion, the decision of the Bank shall be final and conclusive.

9 No person other than the Eligible Customer, the Eligible Cardholder(s) and the Bank will have any right under the Contracts (Rights of Third Parties) Ordinance to enforce or enjoy the benefit of any of the provisions of these terms and conditions.

10 Employees of the Bank are not eligible to participate in the Promotion.

11 These terms and conditions shall be governed by and construed in accordance with the laws of the Hong Kong Special Administrative Region ("Hong Kong"), and the Bank and each Eligible Customer agrees to submit to the non-exclusive jurisdiction of the courts of Hong Kong.

12 In the event of any discrepancy or inconsistency between the English and Chinese versions of these terms and conditions, the English version shall apply and prevail.

**Reminder: "To borrow or not to borrow? Borrow only if you can repay!"**