

# News Release

17 August 2016

## **HSBC offers owner occupiers its lowest-ever NZ home loan rate of 3.79% p.a.**

HSBC is offering another market-leading residential mortgage rate, only available for owner occupiers.

This 3.79% p.a. 'special' interest rate for 2-year-fixed tenor is its lowest-ever residential mortgage rate in the New Zealand market, trumping the 3.95% p.a. for the 18-month-fixed tenor the Bank launched on 17 February 2016, which at the time was the lowest residential mortgage rate in the New Zealand market for over 50 years.

This special home loan rate is being offered to new HSBC Premier customers, and existing HSBC Premier customers who borrow at least an additional NZD100,000. To qualify, these customers must provide an owner occupied property as all or part of the security. Minimum deposit and equity criteria also apply.

"This market-leading 3.79% p.a. 2-year-fixed home loan rate provides owner occupiers with a great opportunity to refinance their mortgage with HSBC. Our consistent track record of offering attractive home loan rates in New Zealand should also reassure them about refinancing with us," said Glen Tonks, Head of Retail Banking and Wealth Management at HSBC in New Zealand.

HSBC has today also reduced its Premier floating home loan rate by 16 bps to a new rate of 5.59% p.a., and its Premier revolving credit home loan rate by 10 bps to a new rate of 5.79% p.a.

HSBC Premier is HSBC's global personal banking proposition operating in more than 30 countries. In New Zealand, every HSBC Premier customer has a dedicated local relationship manager. Additional benefits include no fees at ATMs of any bank in New Zealand, commission-free foreign currency exchange at any HSBC branch worldwide, and the ability to transfer money internationally between your own HSBC accounts free of charge in as little as 30 seconds.

An individual can qualify to become an HSBC Premier customer either via a minimum combined home loan of NZD500,000 or NZD100,000 in savings and investments with HSBC.

*ends/more*

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This information is issued by

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Incorporated in the Hong Kong SAR acting through its New Zealand branch



## Notes to Editors

### HSBC Premier fixed-term home loan rates (*All rates effective 17 August 2016*):

Term	Special rate % p.a.	New rate % p.a.	Previous rate% p.a.
Floating Rate		<b>5.59</b>	5.75
Revolving Credit		<b>5.79</b>	5.89
6 month fixed		4.85	4.85
1 year fixed		4.19	4.19
18 month fixed		4.19	4.19
2 year fixed	<b>3.79</b>	4.19	4.19
3 year fixed		4.49	4.49
4 year fixed		4.79	4.79
5 year fixed		4.99	4.99

1. This offer is available from 17 August 2016 to new HSBC Premier customers, and existing HSBC Premier customers who borrow at least an additional NZD100,000. To qualify for this offer, customers must provide an owner occupied property as part of the security. Minimum equity and deposit criteria apply. Interest rates are current as at 17 August 2016 and are subject to change or withdrawal without notice. HSBC Premier qualification criteria applies (e.g. combined lending of NZD500,000 or more or NZD100,000 of savings and investments with HSBC). Early repayment fees may apply to fixed rate loans. HSBC Retail Banking and Wealth Management Terms and Conditions apply. Issued by The Hong Kong and Shanghai Banking Corporation Limited, incorporated in the Hong Kong SAR, acting through its New Zealand branch ("HSBC").

#### 2. HSBC in New Zealand

HSBC was the first foreign bank to be granted a banking licence in New Zealand, in 1987, following deregulation of the country's financial markets in the same year. HSBC initially opened its head office in New Zealand in Wellington, but moved it to Auckland in 1989. The bank also has offices in Wellington and Christchurch and provides a wide range of banking services in New Zealand via three global businesses: Retail Banking and Wealth Management, Commercial Banking, and Global Banking and Markets.

HSBC operates in New Zealand as a branch of The Hongkong and Shanghai Banking Corporation Limited, incorporated in Hong Kong SAR.

#### 3. The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group, which serves around 52 million customers through four global businesses: Retail Banking and Wealth Management, Commercial Banking, Global Banking and Markets, and Global Private Banking. The Group serves customers worldwide from over 6,200 offices in over 74 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa. With assets of US\$2,754bn at 30 June 2014, HSBC is one of the world's largest banking and financial services organisations.

*ends/all*