

6 June 2018

## **HSBC warms up winter with a 3.85% p.a. 18-month 'special' fixed rate home loan offer**

### ***Owner occupiers and investors: why wait for spring?***

HSBC is offering an unrivalled 3.85% p.a. 'special' rate for an 18-month fixed home loan for both owner occupiers and investors, its fifth sub-4% p.a. home loan since February 2016 and the only sub-4% p.a. mortgage currently being offered in the New Zealand market.

This rate is even lower than the 3.95% p.a. rate for the same tenor that the Bank launched in February 2016, which at the time was the lowest residential mortgage rate in the New Zealand market for over 50 years.

"Why wait for the spring mortgage campaigns if you're wanting to buy a residential property, move house, or refinance an existing mortgage? Why not take advantage of our latest unrivalled 18-month-fixed home loan rate of 3.85% p.a. during winter, while there's generally less competition in the housing market," said Glen Tonks, Head of Retail Banking and Wealth Management at HSBC in New Zealand.

HSBC's standard fixed-term home loan mortgage rates for 1-year, 18-month and 2-year tenors are also currently market-leading.

This 3.85% p.a. 'special' home loan rate is being offered for a limited time to new HSBC Premier customers, and existing HSBC Premier customers who borrow at least an additional NZD100,000. Minimum deposit and equity criteria also apply.

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.

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This news release is issued by

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

**Note to editors:**

**HSBC Premier fixed-term home loan rates (All rates effective 6 June 2018):**

<b>Term</b>	<b>Special rate % p.a.</b>	<b>Standard rates % p.a.</b>
6 month fixed		4.85
1 year fixed		4.19
18 month fixed	<b>3.85</b>	4.19
2 year fixed		4.29
3 year fixed		4.89
4 year fixed		5.29
5 year fixed		5.59
Floating Rate		5.89
Revolving Credit		6.09

This offer is available from 6 June 2018 to new HSBC Premier customers and existing HSBC Premier customers who borrow at least an additional NZD100,000. Minimum equity and deposit criteria apply. HSBC's normal lending criteria applies. Interest rates are current as at 6 June 2018 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 Hongkong and Shanghai Banking Corporation Limited, incorporated in the Hong Kong SAR, acting through its New Zealand branch ("HSBC").

**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. Headquartered in Auckland, HSBC also has an office in Wellington 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. HSBC's QFE disclosure statement is published on [www.hsbc.co.nz](http://www.hsbc.co.nz).

**The Hongkong and Shanghai Banking Corporation Limited**

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group, which serves our customers through four global businesses: Retail Banking and Wealth Management, Commercial Banking, Global Banking and Markets, and Global Private Banking. HSBC Group serves customers worldwide from approximately 3,900 offices in 67 countries and territories in our geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of US\$2,652bn at 31 March 2018, HSBC is one of the world's largest banking and financial services organisations.

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