

14 February 2020

HSBC offers 3.20% p.a. for a two-year-fixed home loan, its lowest-ever mortgage rate in the New Zealand market

HSBC New Zealand has launched a 'special' two-year-fixed home loan rate of 3.20% per annum.

This is the lowest mortgage rate that HSBC has ever offered in the New Zealand market, below its 3.35% p.a. rate for fixed term mortgages across one through five year tenors that it launched on 2 September 2019.

"Whether you're looking to buy a new home, a home away from home, or simply refinance your existing home, our highly competitive 3.20% p.a. two-year fixed home loan rate offer could help you achieve that goal," said Martine Milicich, Head of Retail Banking and Wealth Management at HSBC New Zealand. "We are pleased to continue our consistent track record of offering very competitive mortgage rates to our customers in the New Zealand market," she added.

This special home loan rate is being offered for a limited time to new HSBC Premier customers, and existing HSBC Premier customers who borrow an additional NZD100,000 or more. HSBC Premier qualification, minimum deposit and equity criteria apply.

HSBC Premier is the bank's flagship global personal banking proposition. Every HSBC Premier customer in New Zealand has a dedicated local relationship manager. There are a range of additional benefits, including the ability via 'Global Transfers' to move money internationally between your own HSBC accounts in real time and free of charge.

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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

Notes to Editors (*All rates effective 14 February 2020*)

HSBC Premier home loan rates for fixed terms between one and five years:

Fixed term	*Special rate % p.a.	Standard rate % p.a.
1 year		3.54
18 months		3.54
2 years	3.20	3.54
3 years		3.69
4 years		3.79
5 years		3.89

*Interest rate current as at 14 February 2020 and is subject to change without notice. Terms, conditions, lending criteria and HSBC Premier qualification criteria apply. Existing HSBC Premier customers must borrow at least an additional NZD100,000. Issued by The Hongkong and Shanghai Banking Corporation Limited, incorporated in the Hong Kong SAR, acting through its New Zealand branch.

HSBC in New Zealand

HSBC was the first overseas 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.

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 serves customers worldwide from offices in 65 countries and territories in our geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of US\$2,728bn at 30 September 2019, HSBC is one of the world's largest banking and financial services organisations.

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