

10 February 2021

HSBC offers a sub-2% p.a. mortgage rate

HSBC New Zealand has launched a 'special' 1.99% p.a. mortgage rate for 12 and 18-month fixed home loans, the lowest mortgage rate that HSBC has ever offered in the New Zealand market.

It is also currently the lowest rate in the local market for both tenors, continuing HSBC's consistent track record of offering very competitive mortgage rates to customers in the New Zealand market.

"Whether you're looking to buy a new home or simply to refinance your existing home loan, our market-leading mortgage rate of 1.99% p.a. could help you achieve that goal," said Martine Milicich, Head of Wealth and Personal Banking at HSBC New Zealand. "We have also expanded our HSBC Premier eligibility criteria so that significantly more people will be able to take advantage of this opportunity," she added.

In December last year, HSBC New Zealand expanded its local HSBC Premier eligibility to include income as a qualifying criteria.

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.

Interested parties should apply via the bank's digital application system on <https://www.hsbc.co.nz/>, after which a relationship manager will be in touch to assist throughout the application process, as required.

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.

ends/more

Media enquiries to:

Jonathan Williams, HSBC Communications

Tel: 09 368 8752, Mob: 021 916 870
jonathanwilliams@hsbc.co.nz

This news release is issued by

**The Hongkong and Shanghai Banking
Corporation Limited**

HSBC House, Level 9, One Queen Street, Auckland 1010
www.hsbc.co.nz

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

Notes to Editors (*All rates effective 10 February 2021*)

HSBC Premier home loan rates for fixed terms between 6 months and five years:

Fixed term	*Special rate % p.a.	Standard rate % p.a.
6 months		2.79
1 year	1.99	2.25
18 months	1.99	2.25
2 years		2.35
3 years		2.65
4 years		2.79
5 years		2.89

*Interest rate current as at 10 February 2021 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 Premier qualification criteria

You can qualify to be an HSBC Premier customer if you meet one of the following criteria:

- Individual or joint annual income of at least NZD125,000
- A minimum value of NZD500,000 in home loans with HSBC New Zealand
- Maintain a Total Relationship Balance (TRB) of NZD100,000 or more with HSBC New Zealand.

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: Commercial Banking, Wealth and Personal 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. HSBC serves customers worldwide from offices in 64 countries and territories in its geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of USD2,956bn at 30 September 2020, HSBC is one of the world's largest banking and financial services organisations.

ends/all