

2017 Stock Trading Service Preferential Offers

Promotional Terms and Conditions

General Terms and Conditions

1. The Hongkong and Shanghai Banking Corporation Limited, Hong Kong (and its successors and assigns) (the “Bank” or “HSBC”) reserves the right to change these Promotional Terms and Conditions at any time and the offers may be withdrawn or terminated by the Bank at its discretion without prior notice. The Bank accepts no liability for any such change, withdrawal and / or termination.
2. No person other than the eligible customer 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 Promotional Terms and Conditions.
3. In the event of any dispute arising out of this promotion, the decision of the Bank shall be final and conclusive.
4. All remarks and footnotes stated in the promotional materials are intended to serve as part of these Promotional Terms and Conditions. If there is any discrepancy between the remarks and footnotes and these Promotional Terms and Conditions, these Promotional Terms and Conditions shall apply and prevail.
5. The offers under this promotion are provided subject to the prevailing regulatory requirements.
6. These Promotional Terms and Conditions are governed by and construed in accordance with the laws of the Hong Kong Special Administrative Region.
7. The waived brokerage fees will be converted and paid in Hong Kong dollars at a prevailing exchange rate designated by the Bank from time to time.
8. Where there is any discrepancy or inconsistency between the Chinese and English versions of these Promotional Terms and Conditions, the English version shall apply and prevail.

(A) Specific Terms and Conditions for Hong Kong Stocks Offer

\$0 brokerage fee offer for Hong Kong Stocks purchases (the “Hong Kong Stocks Offer”)

1. The Hong Kong Stocks Offer is effective from **1 January 2017 to 31 December 2017**, both dates inclusive (the “Hong Kong Stocks Offer Promotional Period”).
2. The Hong Kong Stocks Offer is applicable to customers who successfully open (a) a new **HSBC Premier** Investment Services Account / HSBC Premier Securities Margin Trading Service Account; or (b) a new **HSBC Advance** Investment Services Account / HSBC Advance Securities Margin Trading Service Account; or (c) a new **Personal Integrated Account***- Investment Services Account/**Personal Integrated Account*** -Securities Margin Trading Services Account; or (d) a new **Personal Investment Account**, as **the sole or principal** account holder during the Hong Kong Stocks Offer Promotional Period (the “Eligible Customers for Hong Kong Stocks Offer”) (each an “Eligible Investment Account for Hong Kong Stocks Offer”). Eligible Customers for Hong Kong Stocks Offer must **not** terminate or downgrade these accounts before the reimbursement date stated in Clause 6 of Section (A) below.
3. Any Eligible Customer for Hong Kong Stocks Offer who is currently holding or has terminated any HSBC investment account with account suffix 380, 381, 388 or 391-394 within six months prior to the specific dates listed in the below table will **not** be eligible for the Hong Kong Stocks Offer:

<u>Opening date of Eligible Investment Account for Hong Kong Stocks Offer</u>	<u>Six months prior to below specific dates</u>
1 January 2017 – 31 March 2017	1 January 2017
1 April 2017 – 30 June 2017	1 April 2017
1 July 2017 – 30 September 2017	1 July 2017
1 October 2017 – 31 December 2017	1 October 2017

4. The Hong Kong Stocks Offer is applicable to **buy transactions of Hong Kong Stocks** (excluding transactions made in respect of initial public offerings and Stocks Monthly Investment Plans) of Eligible

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Customers for Hong Kong Stocks Offer which are effected via **HSBC Personal Internet Banking** (www.ebanking.hsbc.com.hk), **HSBC Stock Express** (www.hsbc.com.hk/stockexpress) or **HSBC Mobile Banking** through the Eligible Investment Account for Hong Kong Stocks Offer (a) **within 12 months** for existing members of Jade by HSBC Premier or (b) **within 3 months** for HSBC Premier / HSBC Advance / Personal Integrated Account / Personal Investment Account from the opening date of Eligible Investment Account for Hong Kong Stocks Offer (each as the “Eligible Period for Hong Kong Stocks Offer”) (the “Eligible Transactions for Hong Kong Stocks Offer”). Sell transactions of Hong Kong Stocks are not eligible for the Hong Kong Stocks Offer. The Hong Kong Stocks Offer is not applicable to transactions executed via **HSBC Manned Phonebanking Service** or **HSBC branches**.

- Each Eligible Customer for Hong Kong Stocks Offer (with the same identity document and regardless of the number of Eligible Investment Accounts for Hong Kong Stocks Offer he/she opens during the Hong Kong Stocks Offer Promotional Period) will only enjoy the Hong Kong Stocks Offer for all Eligible Transactions for Hong Kong Stocks Offer until the total cumulative standard brokerage fee reaches (a) **HK\$100,000** for each existing member of Jade by HSBC Premier, or (b) **HK\$5,000** for HSBC Premier, or (c) **HK\$2,500** for HSBC Advance / Personal Integrated Account / Personal Investment Account, whichever is the highest. All subsequent transactions will be subject to standard brokerage fees.

Example (HSBC Premier Eligible Customer for Hong Kong Stocks Offer):

An Eligible Customer for Hong Kong Stocks Offer who opens a new Integrated Account - HSBC Premier with an Eligible Investment Account for Hong Kong Stocks Offer on 3 October 2017 and conducts the following transactions:

Trading Date	Stock	(a) Transaction Type and amount	Eligible Transaction for Hong Kong Stocks Offer	Standard brokerage fee: = (a) x 0.25% (minimum HK\$100)	Brokerage fee waived (maximum HK\$5,000 per HSBC Premier Eligible Customer for Hong Kong Stocks Offer)
11 October 2017	Stock A	Buy HK\$1,000,000	Yes	HK\$2,500	HK\$2,500
14 November 2017	Stock B	Sell HK\$50,000	No	HK\$125	n/a (not Eligible Transaction for Hong Kong Stocks Offer)
1 December 2017	Stock C	Buy HK\$1,100,000	Yes	HK\$2,750	HK\$2,500 (subject to maximum cap of HK\$5,000)
9 January 2018	Stock D	Buy HK\$60,000	No	HK\$150	n/a (not within Eligible Period for Hong Kong Stocks Offer)
Total				HK\$5,525	HK\$5,000

- The standard brokerage fees will be deducted upfront and the portion of waived brokerage fees will be reimbursed to the settlement account of Eligible Investment Account for Hong Kong Stocks Offer within 12 months after the Eligible Period for Hong Kong Stocks Offer.
- Other transaction fees / charges / levy still apply. These include, without limitation, deposit transaction charges (for purchase orders only), Securities and Futures Commission of Hong Kong transaction levy, investor compensation levy, Hong Kong Exchange and Clearing Limited trading fee and stamp duty.
- If an Eligible Customer for Hong Kong Stocks Offer is eligible for more than one concurrently running Hong Kong Stocks promotional offer, the customer will be entitled to one of the offers only, and the Bank reserves the right to award **only** the offer deemed to be of higher value to the Eligible Customers for Hong Kong Stocks Offer at the Bank’s discretion.

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(B) Specific Terms and Conditions for China A Shares Offer

\$0 brokerage fee offer for China A shares purchases (the “China A Shares Offer”)

1. The China A Shares Offer is effective from **1 January 2017 to 31 December 2017**, both dates inclusive (the “China A Shares Offer Promotional Period”).
2. The China A Shares Offer is only applicable to customers who successfully open (a) **HSBC Premier** Investment Services Account; or (b) **HSBC Advance** Investment Services Account; or (c) **Personal Integrated Account*** - Investment Services Account, with account suffix 380 as the **sole or principal** account holder during the China A Shares Offer Promotional Period (the “Eligible Customers for China A Shares Offer”) (the “Eligible Investment Account for China A Shares Offer”). Eligible Customers for China A Shares Offer must **not** terminate or downgrade these accounts before the reimbursement date stated in Clause 6 of Section (B) below.
3. Any Eligible Customer for China A Shares Offer who is currently holding or has terminated any HSBC Integrated Investment Services with account suffix 380 within six months prior to the specific dates listed in the below table will **not** be eligible for the China A Shares Offer:

<u>Opening date of Eligible Investment Account for China A Shares Offer</u>	<u>Six months prior to below specific dates</u>
1 January 2017 – 31 March 2017	1 January 2017
1 April 2017 – 30 June 2017	1 April 2017
1 July 2017 – 30 September 2017	1 July 2017
1 October 2017 – 31 December 2017	1 October 2017

4. The China A Shares Offer is applicable to **buy transactions** of China A Shares of Eligible Customers for China A Shares Offer which are successfully effected via **HSBC Stock Express** (www.hsbc.com.hk/stockexpress), **HSBC Mobile Banking** or **HSBC Manned Phonebanking Service** (for HSBC Premier and HSBC Advance customers only) through the Eligible Investment Account for China A Shares Offer (a) **within 12 months** for existing members of Jade by HSBC Premier or (b) **within 3 months** for HSBC Premier / HSBC Advance / Personal Integrated Account from the opening date of Eligible Investment Account for China A Shares Offer (each as the “Eligible Period for China A Shares Offer”) (the “Eligible Transactions for China A Shares Offer”). Sell transactions of China A Shares are not eligible for the China A Shares Offer.
5. Each Eligible Customer for China A Shares Offer (with the same identity document and regardless of the number of Eligible Investment Accounts for China A Shares Offer he/she opens during the China A Shares Offer Promotional Period) will only enjoy the China A Shares Offer for all Eligible Transactions for China A Shares Offer until the total cumulative standard brokerage fee reaches (a) **HK\$100,000** for each existing member of Jade by HSBC Premier, or (b) **HK\$5,000** for HSBC Premier, or (c) **HK\$2,500** for HSBC Advance / Personal Integrated Account, whichever is the highest. All subsequent transactions will be subject to standard brokerage fees.

Example (HSBC Premier Eligible Customer for China A Shares Offer):

An Eligible Customer for China A Shares Offer who opens a new Integrated Account - HSBC Premier with an Eligible Investment Account for China A Shares Offer on 3 October 2017 and conducts the following transactions:

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Trading Date	Stock	(a) Transaction Type and amount	Eligible Transaction for China A Shares Offer	Standard brokerage fee: = (a) x 0.25% (minimum RMB100)	Brokerage fee waived (maximum HK\$5,000 per HSBC Premier Eligible Customer for China A Shares Offer)
11 October 2017	Stock A	Buy RMB1,000,000	Yes	RMB2,500 x 1.15 = HK\$2,875	HK\$2,875
14 November 2017	Stock B	Sell RMB50,000	No	RMB125 x 1.15 = HK\$143.75	n/a (not Eligible Transaction for China A Shares Offer)
1 December 2017	Stock C	Buy RMB1,100,000	Yes	RMB2,750 x 1.15 = HK\$3,162.5	HK\$2,125 (subject to maximum cap of HK\$5,000)
9 January 2018	Stock D	Buy RMB60,000	No	RMB150 x 1.15 = HK\$172.5	n/a (not within Eligible Period for China A Shares Offer)
Total				HK\$6,353.75	HK\$5,000

Exchange rate of 1.15 is used for illustration purpose only. Please refer to Clause 6 of General Terms and Conditions for the exchange rate calculation.

- The standard brokerage fees will be deducted upfront and the portion of waived brokerage fees will be reimbursed to the settlement account of Eligible Investment Account for China A Shares Offer within 12 months after the Eligible Period for China A Shares Offer.
- Other transaction fees / charges / levy still apply. These include, without limitation, deposit transaction charges (for purchase orders only), stamp duty (collected for State of Administration of Taxation), handling fee (collected for Shanghai Stock Exchange/Shenzhen Stock Exchange), securities management fee (collected for China Securities Regulatory Commission) and transfer fee (collected for China Securities Depository and Clearing Corporation Limited).
- If an Eligible Customer for China A Shares Offer is eligible for more than one concurrently running China A Shares promotional offer, the Bank reserves the right to award only the offer deemed to be of higher value to the Eligible Customer for China A Shares Offer at the Bank's discretion.

(C) Specific Terms and Conditions for U.S. Stocks Offer

\$0 brokerage fee offer for U.S. stocks purchases (the "U.S. Stocks Offer")

- The U.S. Stocks Offer is effective from **1 January 2017 to 31 December 2017**, both dates inclusive (the "U.S. Stocks Offer Promotional Period").
- The U.S. Stocks Offer is only applicable to the **sole or principal** account holders of (a) **HSBC Premier** Investment Services Account; or (b) **HSBC Advance** Investment Services Account; or (c) **Personal Integrated Account*** - Investment Services Account, with account suffix 380 who successfully activated the U.S. stock trading service during the U.S. Stocks Offer Promotional Period (the "Eligible Customers for U.S. Stocks Offer") (the "Eligible Investment Account for U.S. Stocks Offer"). Eligible Customers for U.S. Stocks Offer must **not** terminate or downgrade these accounts before the reimbursement date stated in Clause 6 of Section (C) below.
- Any Eligible Customer for U.S. Stocks Offer who is currently holding or has terminated any HSBC Integrated Investment Services Account activated with the U.S. stock trading service within six months prior to the specific dates listed in the below table will **not** be eligible for the U.S. Stocks Offer:

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<u>U.S. stock trading service activation date of Eligible Investment Account for U.S. Stocks Offer</u>	<u>Six months prior to below specific dates</u>
1 January 2017 – 31 March 2017	1 January 2017
1 April 2017 – 30 June 2017	1 April 2017
1 July 2017 – 30 September 2017	1 July 2017
1 October 2017 – 31 December 2017	1 October 2017

4. The U.S. Stocks Offer is applicable to **buy transactions of U.S. stocks** which are successfully effected via **HSBC Stock Express** (www.hsbc.com.hk/stockexpress), **HSBC Mobile Banking** or **HSBC Manned Phonebanking Service** (for HSBC Premier and HSBC Advance customers only) through the Eligible Investment Account for U.S. Stocks Offer (a) **within 12 months** for existing members of Jade by HSBC Premier or (b) **within 3 months** for HSBC Premier / HSBC Advance / Personal Integrated Account from its U.S. stock trading service activation date (each as the “Eligible Period for U.S. Stocks Offer”) (the “Eligible Transactions for U.S. Stocks Offer”). Sell transactions of U.S. stocks are not eligible for the U.S. Stocks Offer. The U.S. stock trading service activation date refers to either the creation date of W-8BEN Form or the creation date of NYSE Market Data Agreement, whichever is later, according to the Bank’s record.
5. Each Eligible Customer for U.S. Stocks Offer (with the same identity document and regardless of the number of the eligible accounts in which he/she activates the U.S. stock trading service during the U.S. Stocks Offer Promotional Period) will only enjoy the U.S. Stocks Offer for all Eligible Transactions for U.S. Stocks Offer until the total cumulative standard brokerage fee reaches (a) **HK\$100,000** for each existing member of Jade by HSBC Premier (b) **HK\$5,000** for HSBC Premier, or (c) **HK\$2,500** for HSBC Advance / Personal Integrated Account, whichever is the highest. All subsequent transactions will be subject to standard brokerage fees.

Example (HSBC Premier Eligible Customer for U.S. Stocks Offer):

The Eligible Customer for U.S. Stocks Offer has successfully activated the U.S. stock trading service of an Eligible Investment Account for U.S. Stocks Offer on 3 October 2017 and conducts the following transactions:

Trading date	Transaction Channel	Transaction Type and no. of shares	Eligible Transaction for U.S. Stocks Offer	Standard brokerage fee	Brokerage fee waived (maximum HK\$5,000 per HSBC Premier Eligible Customer for U.S. Stocks Offer)
11 October 2017	Stock Express	Buy 30,000 shares	Yes	Stock Express / Mobile Banking: USD18 for first 1,000 shares, and USD0.015 per additional share Manned Phonebanking: USD38 for first 1,000 shares, and USD0.015 per additional share US\$453 x 7.8 = HK\$3,533.4	HK\$3,533.4
14 November 2017	Manned Phonebanking	Buy 20,000 shares	Yes	US\$323 x 7.8 = HK\$2,519.4	HK\$1,466.6 (subject to maximum cap of HK\$5,000)
1 December 2017	Stock Express	Sell 500 shares	No	US\$18 x 7.8 = HK\$140.4	n/a (not Eligible Transaction for U.S. Stocks Offer)
9 January 2018	Mobile Banking	Buy 800 shares	No	US\$38 x 7.8 = HK\$296.4	n/a (not within Eligible Period for U.S. Stocks Offer)
Total				HK\$6,489.6	HK\$5,000

Exchange rate of 7.8 is used for illustration purpose only. Please refer to Clause 6 of General Terms and Conditions for the exchange rate calculation.

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6. The standard brokerage fees will be deducted upfront and the portion of waived brokerage fees will be reimbursed to the settlement account of Eligible Investment Account for U.S. Stocks Offer within 12 months after the Eligible Period for U.S. Stocks Offer.
7. Other transaction fees / charges / levy still apply. These include, without limitation, U.S. Securities and Exchange Commission (SEC) fee (for sell transactions only) and American Depository Receipt (ADR) fee.
8. If an Eligible Customer for U.S. Stocks Offer is eligible for more than one concurrently running U.S. stock promotional offer, the Bank reserves the right to award only the offer deemed to be of higher value to the Eligible Customer for U.S. Stocks Offer at the Bank's discretion.

* "Personal Integrated Account" is also named as "SmartVantage"; Personal Integrated Account and SmartVantage are used interchangeably in customer communications including account statement, bank forms / advices, internet banking platform etc.

Risk disclosure:

Investment involves risk. You should carefully consider whether any investment products or services mentioned herein are appropriate for you in view of your investment experience, objectives, financial resources and relevant circumstances. The price of securities may move up or down. Losses may be incurred as well as profits made as a result of buying and selling securities. This document does not constitute an offer for the purchase or sale of any investment products.

For Renminbi (RMB) products:

- There may be exchange rate risks if you choose to convert RMB payments made on the securities to your home currency.
- RMB products may suffer significant losses in liquidating the underlying investments if such investments do not have an active secondary market and their prices have large bid/ offer spreads.
- In general, RMB equity products are exposed to the usual kind of default risks that might be associated with equity products denominated in other currencies.

For China A shares trading, please refer to the China Connect: Shanghai-Hong Kong and Shenzhen-Hong Kong Terms and Conditions for respective risk disclosure. These Terms and Conditions can also be found in in HSBC website.

The contents of this document have not been reviewed by the Securities and Futures Commission.

Issued by The Hongkong and Shanghai Banking Corporation Limited