

**HSBC Premier Welcome Rewards - Promotional Terms and Conditions****General Terms and Conditions**

1. The promotional period is from 4 July 2017 to 30 September 2017, both dates inclusive (the "Promotional Period"), unless otherwise specified in the Specific Terms and Conditions below.
2. The offers under this promotion (collectively the "Offers") are exclusive to customers of The Hongkong and Shanghai Banking Corporation Limited in the Hong Kong Special Administrative Region ("Hong Kong") (and its successors and assigns) (the "Bank" or "HSBC") who fulfil all the following requirements ("Eligible Customers"):
  - (a) be aged 18 or above on 4 July 2017; AND
  - (b) not a citizen of the United States of America ("U.S."), a U.S. resident, and/or U.S. tax payer resident; AND
  - (c) successfully open (or, where applicable, convert an account to) an Integrated Account - HSBC Premier (the "Premier Account") with the Bank as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period, and maintain the Premier Account for at least 12 months after the account opening or conversion.
3. The Offers are not applicable to customers who are holding or have previously held a Premier Account (including sole accountholders and all joint accountholders) between 4 October 2016 and 3 July 2017, both dates inclusive.
4. For a joint account, only the principal accountholder is entitled to the Offers and qualifies as Eligible Customer.
5. Eligible Customers who terminate or convert their Premier Accounts to other types of accounts before receiving the Offers will be disqualified for the Offers.
6. If customers terminate or convert their Premier Accounts to other types of accounts within 12 months after the Premier Account opening or conversion, the Offers awarded will be cancelled and the Bank reserves the right to debit the amount equivalent to the value of the Offers from any of their accounts without further notice.
7. Eligible Customers who are entitled to any offer under this promotion and other offers under any concurrent promotions of the same nature run by the Bank in respect of opening (or, where applicable, converting an existing account to) a Premier Account, will only be entitled to receive ONE offer under one promotion that is of the highest value at the Bank's discretion.
8. The dates and amounts appearing in the Bank's records will be conclusive as to the date on which the Premier Account was opened, terminated or converted and the amount of balances/the number of transactions carried out.
9. Total Relationship Balance ("TRB") includes:
  - Hong Kong dollar/Renminbi/foreign currency deposits
  - Market value of the following investments: Local and Overseas Securities, Unit Trusts, Bonds, Certificates of Deposit, Equity-linked Investments, Structured Notes, Monthly Investment Plan (Stocks/Unit Trusts) and Wayfoong Statement Gold
  - Deposit amounts of Deposit Plus and Structured Investment Deposits
  - Utilised lending facilities (excluding mortgages and amounts outstanding on credit cards)
  - Life insurance with savings or investment component\*
  - HSBC MPF balances and HSBC ORSO Defined Contribution Scheme balances which are administered by HSBC Life (International) Limited ("HSBC Life")

\* For life insurance with savings or investment component:

- Investment-linked life insurance policies include the total cash value of the policies;
- Other life insurance policies include the total cash value of the policies OR total premium paid less any annuity payments received (if applicable), whichever is higher.

To determine the overall TRB of an Eligible Customer, the applicable TRB of all personal sole account(s) and joint account(s) (where the same Eligible Customer is the principal accountholder) under the same name and identity document number of the Eligible Customer will be included in the calculation. There may be a time lag before the value of certain investment transactions (i.e. Initial Public Offering subscriptions for Securities,

Bonds, Open-end Funds and Certificates of Deposits) and life insurance policies will be included in the TRB due to the processing time required and therefore may affect the TRB in the Bank's record.

10. For the purpose of this promotion, "Average Daily Total Relationship Balance" ("Average Daily TRB") refers to average daily TRB in a full calendar month; "New Fund" refers to the net growth in the Eligible Customer's Average Daily TRB, by comparing the Eligible Customer's Average Daily TRB in the calendar month before the opening of (or, where applicable, conversion from an existing account to) a Premier account against his/her Average Daily TRB in the first/second/third calendar month (as the case may be) after the month of account opening/conversion, according to the Bank's record.
11. Customers who are opening a new Integrated Account as a Premier Account are required to understand and agree that the Bank may use and disclose all personal data about them that the Bank currently or subsequently holds for the purposes as set out in the Notice relating to the Personal Data (Privacy) Ordinance and that they will be subject to the Integrated Account Terms and Conditions upon joining Premier. Existing HSBC customers who are converting their existing Integrated Account to a Premier Account are required to understand and agree that the Bank may use and disclose all personal data about them that the Bank currently or subsequently holds for the purposes as set out in the Notice relating to the Personal Data (Privacy) Ordinance, and that they will continue to be subject to the Integrated Account Terms and Conditions upon upgrading to Premier. For details of Notice relating to the Personal Data (Privacy) Ordinance, please visit HSBC website [Select "Banking" -> "Important Notices" -> "Privacy and Security"]; for the Integrated Account Terms and Conditions, please refer to HSBC website – HSBC Premier – Your Personal Economy for details.
12. Unless otherwise specified below, Eligible Customers will receive Sogo Shopping Coupon(s) (the "Shopping Coupons") as the relevant reward(s) under this promotion. The Shopping Coupons will be mailed on or before 31 March 2018 to the Eligible Customer's correspondence address maintained in the Bank's record at the time of offer fulfillment. Shopping Coupons are not replaceable in the event of any loss or damage, including without limitation in any lost in transit after being mailed out by the Bank. For any inquiries about Shopping Coupon(s) entitlement and fulfillment, customers may contact the Bank on or before 30 September 2018.
13. The Shopping Coupons are available while stock lasts. Use of the Shopping Coupons is subject to the terms and conditions stipulated by the supplying merchants. The Bank reserves the right to replace the Shopping Coupons with alternative gifts without prior notice. The Shopping Coupons (or any alternative gifts) offered under this promotion cannot be converted to cash. The Bank is not responsible for and shall have no liability in respect of the quality of products and services provided by the supplying merchants of the Shopping Coupons (or any alternative gifts).
14. Employees of the Bank are not eligible for the Offers.
15. The Offers are provided subject to the prevailing legal and regulatory requirements.
16. In the event of dispute arising of this promotion, the decision of the Bank shall be final and conclusive.
17. The Bank reserves the right to change these Promotional Terms and Conditions and to withdraw and/or terminate the Offers at any time at its discretion without prior notice. The Bank accepts no liability for any change, withdrawn and/or termination.
18. If there is any discrepancy between the promotional materials and these Promotional Terms and Conditions, these Promotional Terms and Conditions shall apply and prevail.
19. 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.
20. If there is any discrepancy between the Chinese and English versions of these Promotional Terms and Conditions, the English version shall apply and prevail.
21. These Promotional Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
22. Each of the Bank and the Eligible Customer submits to the non-exclusive jurisdiction of the courts of Hong Kong but these Promotional Terms and Conditions may be enforced in the courts of any competent jurisdiction.

## Specific Terms and Conditions

### (A) Specific Terms and Conditions for New Fund Offer and TRB Offer

1. The New Fund Offer and the TRB Offer is applicable to both new HSBC customers and existing HSBC customers.
2. Eligible Customer must fulfill all the requirements of (i) to (iii) below (as shown in Illustration Ia below) in order to enjoy the New Fund Offer and each Eligible Customer can only enjoy the New Fund Offer once under this promotion:
  - (i) successfully opens/converts an account to a Premier Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
  - (ii) places New fund (as defined in Clause 10 of the General Terms and Conditions above) of a specific amount as shown in the table below in such Premier Account on or before the last day of the first calendar month after the month of account opening/conversion and maintains the New Fund for the second and the third calendar months after the month of account opening/conversion. If the specified New Funds attained for the second and the third calendar months after the month of account opening/conversion are different, the New Fund Offer will be determined based on the lower amount of New Fund attained; and

Specified amount of New Fund (in HKD or the equivalent in foreign currency)	Shopping Coupons entitled
HKD1,000,000 or above but less than HKD3,000,000	HKD1,000
HKD3,000,000 or above but less than HKD5,000,000	HKD2,000
HKD5,000,000 or above but less than HKD8,000,000	HKD3,000
HKD8,000,000 or above	HKD10,000

- (iii) has successfully opened and maintains a valid Premier investment account or has successfully registered for and maintains HSBC Personal Internet Banking as at the last day of the first calendar month after the month of account opening / conversion and has successfully logged in Personal Internet Banking at least once on or before such date.

Illustration Ia

Date of opening/convert to Premier Account	During 4-31 July 2017	During 1-31 August 2017	During 1-30 September 2017
Time at which the specified New Fund must be placed	Not later than 31 August 2017	Not later than 30 September 2017	Not later than 31 October 2017
Months on which the specified New Fund must be maintained	September & October 2017	October & November 2017	November & December 2017
Having successfully opened and maintains a valid Premier investment account or having successfully registered for, maintains and logged in HSBC Personal Internet Banking	As at 31 August 2017	As at 30 September 2017	As at 31 October 2017

3. Customers who cannot meet the New Fund Offer requirements mentioned in Clauses 2 (ii) and (iii) of this Part (A) of these Promotional Terms and Conditions above but can fulfill the requirement mentioned in Clause 2 (i) of this Part (A) of these Promotional Terms and Conditions above and can maintain an Average Daily TRB of at least HKD1 million for the second and third calendar months after the month of account opening/conversion (as shown in Illustration Ib below) will receive the Shopping Coupons worth of HKD300 (the “TRB Offer”). Each Eligible Customer can only enjoy the TRB Offer once under this promotion. The TRB Offer cannot be enjoyed together with the New Fund Offer.

Illustration Ib

Date of opening/convert to Premier Account	During 4-31 July 2017	During 1-31 August 2017	During 1-30 September 2017
Months on which the Average Daily TRB of at least HKD1 million must be maintained	September & October 2017	October & November 2017	November & December 2017

(B) Specific Terms and Conditions for Wealth Management Product Take-up Offer (the “Take-Up Offer”):

1. The Take-up Offer is applicable to both new HSBC customers and existing HSBC customers.
2. Eligible Customer must fulfill all the requirements of (i) to (iii) below (as shown in Illustration II below) in order to enjoy the Take-Up Offer:
  - (i) successfully opens/converts an account to a Premier Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
  - (ii) successfully takes up any eligible wealth management product(s) under any of the below product categories of (a) to (e) (including transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account) with an accumulated amount as specified in the table below via a Premier investment account; and
  - (iii) eligible take-ups must be completed during the period from the date of account opening/conversion to the last day of the calendar month following the month of account opening/conversion (both dates inclusive)

(“Take-up Period”). For the transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account, the transfer-in period can be extended to the last day of the second calendar month following the month of account opening/conversion (both dates inclusive) (“Transfer-in Period”).

Accumulated take-up amount of eligible wealth management products  (in HKD or the equivalent in foreign currency)	Shopping Coupons entitled
HKD500,000 or above but less than HKD1,000,000	HKD300
HKD1,000,000 or above	HKD500

Eligible wealth management product categories:

- (a) Lump sum subscription of Unit Trusts including transfer-in or deposit into Premier investment account from a non-HSBC account (excluding Unit Trusts Monthly Investment Plans and switching of Unit Trusts);
- (b) Purchase of Bonds/Certificates of Deposit (excluding bonds in respect of initial public offering);
- (c) Subscription of Structured Investment Products;
- (d) Placement of Renminbi / foreign currency time deposit with New Fund†; and
- (e) Purchases of securities (all types of stocks).

† Please refer to Clause 10 of the General Terms and Conditions for the definition of "New Fund" .

3. Renewal and placement of time deposit with existing funds do not qualify for the Take-up Offer. Existing funds refer to funds (whichever currency they are in) that the customer currently maintains with the Bank.
4. Each Eligible Customer is only entitled to receive the Take-Up Offer once under this promotion.

#### Illustration II

Date of opening/converting to Premier Account	During 4-31 July 2017	During 1-31 August 2017	During 1-30 September 2017
Take-up / Transfer-in Period (from date of opening/converting to Premier Account)	Up to 31 August 2017 (up to 30 September 2017 for the transfer-in or deposit of Unit Trusts)	Up to 30 September 2017 (up to 31 October 2017 for the transfer-in or deposit of Unit Trusts)	Up to 31 October 2017 (up to 30 November 2017 for the transfer-in or deposit of Unit Trusts)

(C) Specific Terms and Conditions for Wealth Management Product Take-Up Bonus Offer - HKD10,000 worth of Shopping Coupons (the “WEM Bonus Offer”):

1. The WEM Bonus Offer is applicable to both new HSBC customers and existing HSBC customers.
2. Eligible Customer must fulfill all the requirements of (i) to (iii) below in order to enjoy the WEM Bonus Offer:
  - (i) successfully open/convert an account to a Premier Account as the sole accountholder or as the principal

accountholder (if a joint account) during the Promotional Period, and

(ii) successfully take up at least 3 products of different product categories under items (a) to (e) (including transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account) (as set out in Part (B) of these Promotional Terms and Conditions above) through a Premier investment account with a single transaction amount of at least HKD3,000,000 for each product category.

(iii) eligible take-ups must be completed during the period from the date of account opening/conversion to the last day of the calendar month following the month of account opening/conversion (“Take-up Period”) (as shown in Illustration II above). For the transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account, the Transfer-in Period can be extended to the last day of the second calendar month following the month of the account opening/conversion (both dates inclusive).

3. Each Eligible Customer is only entitled to receive the WEM Bonus Offer once under this promotion.

(D) Specific Terms and Conditions for First 6-month Below Balance Fee Waiver (the “Fee Waiver Offer”)

1. The Fee Waiver Offer is applicable to both new HSBC customers and existing HSBC customers Eligible Customers can enjoy the Fee Waiver Offer for the first 6 months after the month of opening (or, where applicable, converting an account to) a Premier Account with the Bank as the sole accountholder or as the principal accountholder (if a joint account) within the Promotional Period as illustrated in the example below:

Example

First 6-month Below Balance Fee Waiver	
Month of opening/converting to Premier Account	July 2017
Period of the Fee Waiver Offer	August 2017 - January 2018

2. Eligible Customers are subject to a monthly below balance fee of HKD380 after the period of the Fee Waiver Offer ends if the average TRB for 3 consecutive months falls below HKD1 million as illustrated in the example below:

Example

Monthly below balance fee of HKD380	
Month of opening/converting to Premier Account	July 2017
Below balance fee will be charged for the month	February 2018 (if average TRB for 3 consecutive months from December 2017 to February 2018 falls below HKD1 million)

The information contained in this material and the content have not been reviewed by the Securities and Futures Commission of Hong Kong or any regulatory authority in Hong Kong.

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 circumstances.

The information in this material does not constitute a solicitation for making any deposit or an offer for the purchase or sale or investment in any products.

The remuneration for sales staff is determined based on the staff's overall performance with reference to a wide range of factors, and is subject to review from time to time, for the purpose of encouraging the building of deep, long-lasting and mutually valuable relationships with customers. It is not determined solely on financial performance.

Issued by The Hongkong and Shanghai Banking Corporation Limited