

Important Risk Warning

1. Some of the investment products are structured products which may involve derivatives. The investment decision is yours but you should not invest unless the intermediary who sells it to you has explained to you that the product is suitable for you having regard to your financial situation, investment experience and investment objectives.

2. Unit Trusts, Bonds, Certificates of Deposit (CDs), structured products (including Equity Linked Investments, Structured Notes, Deposit Plus, Structured Investment Deposits and Capital Protected Investment Deposits) are NOT equivalent to time deposits. Unit Trusts are investment products and some may involve derivatives.

3. The price of securities may move up or down and may become valueless. Losses may be incurred as well as profits made as a result of buying and selling securities.

4. In the worst case scenario, the value of the funds may be worth substantially less than the original amount you invested (and in an extreme case could be worth nothing).

5. Issuer's Risk – Bonds, CDs and structured products are subject to both the actual and perceived measures of credit worthiness of the issuer. There is no assurance of protection against a default by the issuer in respect of the repayment obligations. In the worst case scenario (e.g. insolvency of the issuer), you might not be able to recover the principal and interest / coupon, if applicable, and the potential maximum loss could be 100% of invested amount and no interest / coupon received.

6. Investors should not make investment decisions based on this material alone.

7. Investment involves risks. Past performance of investment products is no guide to future performance. For details of the investment product, the related fees and charges and risk factors, please refer to the individual product materials and/or offering materials.

8. Currency conversion risk – the value of your foreign currency and RMB deposit will be subject to the risk of exchange rate fluctuation. If you choose to convert your foreign currency and RMB deposit to other currencies at an exchange rate that is less favourable than that exchange rate in which you made your original conversion to foreign currency and RMB, you may suffer loss in principal.

9. RMB denominated products are subject to liquidity risk as there may be no regular trading and active secondary market for RMB Income Instruments. The bid and offer spread of the price of RMB Income Instruments may be large, so investors may incur significant trading and realisation costs and may suffer losses accordingly.

10. Additional risks are disclosed in the "Risk Disclosure" section. Please refer to "Risk Disclosure" section for details.

Structured Investment Deposits, Deposit Plus, Capital Protected Investment Deposits and CDs are not protected deposits and are not protected by the Deposit Protection Scheme in Hong Kong. Deposit Plus is NOT principal protected.

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The information in this document does not constitute a solicitation for making any deposit or investment in any products referred to herein. 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. This material has not been reviewed by the Securities and Futures Commission of Hong Kong.

Promotional Terms and Conditions

General Terms and Conditions:

1. The promotional period of this programme (the "Programme") is from **1 October 2017 to 31 December 2017**, both dates inclusive (the "Promotional Period"), unless otherwise specified in the Specific Terms and Conditions below.
2. The various offers under this Programme (collectively, the "Offers") are exclusive to personal customers who are the sole or principal accountholders (if a joint account) of an Integrated Account – HSBC Advance (the "Advance Account") 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") as of 31 December 2017 and fulfil all the following requirements (the "Eligible Customers"):
 - a. be aged 18 or above on 1 October 2017; AND
 - b. not a citizen/resident/tax payer resident of the United States of America (U.S.); AND
 - c. successfully open or convert an existing account to an Advance Account with the Bank as sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period.
3. For joint Accounts, only the principal accountholder is entitled to the Offers and qualifies as Eligible Customer.
4. Eligible Customers who have previously held an Integrated Account – HSBC Premier and / or Integrated Account - HSBC Advance (whether as sole accountholders or joint accountholders) at any time during the period between 1 January 2017 and 30 September 2017, both dates inclusive, will not be eligible for the Offers.
5. Eligible Customers who terminate the Advance Account through which the designated transaction was conducted or convert such Advance Account to other types of Integrated Account before the time of offer fulfilment will be disqualified for the Offers.
6. The dates and amounts appearing in the Bank's record will be conclusive as to the date on which an account was opened, terminated or converted and amount of balances/number of transactions carried out.
7. 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*

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– 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.

8. For the purpose of this promotion, “Average Daily Total Relationship Balance” (“Average Daily TRB”) refers to average daily TRB in a full calendar month;
9. “New HSBC Customer” is an Eligible Customer who must not be a holder of any one of the following account/products at any time during the period from 1 September 2017 to the date when he/she opens an Advance Account:
 - a. sole or joint name account with the Bank (excluding holder of any personal primary or additional credit card issued by the Bank, MPF accounts and safe deposit lease accounts); or
 - b. any insurance plans applied through the Bank (except Single Trip TravelSurance).For the avoidance of doubt, any person who is only a holder of any personal primary or additional credit card issued by the Bank, MPF accounts of the Bank, safe deposit lease accounts of the Bank or insurance plan of Single Trip TravelSurance applied through the Bank will not be deemed as an existing HSBC customer for the purpose of this promotion.
10. New HSBC Customers who are opening a new Integrated Account as an Advance 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 Advance. Existing HSBC customers who are converting their existing Personal Integrated Account to an Advance 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 Advance. Existing HSBC customers who are opening a new Integrated Account as an Advance 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 Advance. 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 Advance Overview for details.
11. Eligible Customers will receive **Wellcome supermarket coupons (the “Shopping Coupons”) as the Offers under this Programme. The Shopping Coupons will be mailed on or before 30 June 2018 to the Eligible Customer’s correspondence address according to the Bank’s record at the time of offer fulfilment.** Shopping Coupons are not

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replaceable in the event of any loss or damage, including without limitation in any lost in transit after being mailed out by the Bank.

12. The Shopping Coupons are available while stock lasts. Use of the Shopping Coupons is subject to the terms and conditions stipulated by the supplying merchant. The Bank reserves the right to replace the Shopping Coupons with any alternative gifts without prior notice. The Shopping Coupons (or any alternative gifts) offered under the Programme 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 supplier of the Shopping Coupons (or any alternative gifts) in this Programme.
13. In the event that an Eligible Customer is also entitled to other prevailing promotional offers for or relating to the same product/service, the Bank reserves the right to provide only the offer of the highest value to the customer.
14. Employees of the Bank are not eligible for the Offers.
15. The Programme and the Offers are provided subject to the prevailing legal and regulatory requirements.
16. No person other than the customer who enjoys any Offer in the Programme 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.
17. In the event of a dispute arising out of the Programme, the decision of the Bank shall be final and conclusive.
18. The Bank reserves the right to change these Promotional Terms and Conditions at any time and the Programme and the Offers may be terminated by the Bank at its discretion at any time without prior notice. The Bank accepts no liability for any such change or termination.
19. If there is any discrepancy between the promotional materials and these Promotional Terms and Conditions, these Promotional Terms and Conditions shall apply and prevail.
20. These Promotional Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
21. If there is any discrepancy 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 the Total Relationship Balance Offer – HKD400 worth of Shopping Coupons (the “TRB Offer”)

1. The TRB Offer is applicable to New HSBC Customers only (as defined in Clause 9 under the General Terms and Conditions above).
2. Eligible Customer must fulfil all the requirements of (i) and (ii) below in order to enjoy the TRB Offer and each Eligible Customer can only enjoy the TRB Offer once under this promotion:
 - (i) successfully opens an Advance Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and

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- (ii) maintains an Average Daily TRB of at least HKD200,000 for the second and third calendar months after the month of account opening (as shown in Illustration I below).

Illustration I

Date of opening Advance Account	During 1-31 October 2017	During 1-30 November 2017	During 1-31 December 2017
Months on which the Average Daily TRB of at least HKD200,000 must be maintained	December 2017 & January 2018	January & February 2018	February & March 2018

(B) Specific Terms and Conditions for Banking Products/Services Offer – up to HKD600 worth of Shopping Coupons (the “Take-up Offer”)

1. The Take-up Offer is applicable to New HSBC Customers only (as defined in Clause 9 under the General Terms and Conditions above).
2. Eligible Customer must fulfil all the requirements from (i) to (iii) below in order to enjoy the Take-Up Offer:
 - (i) successfully opens an Advance Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
 - (ii) takes up any designated product(s)/services(s) (the “Eligible Product(s)/Service(s)”) under the Eligible Product/Service categories from (a) to (f) in Table (1) below (each a “Category” and collectively the “Categories”) at a designated transaction size (if applicable) (the “Eligible Transaction(s)”); and
 - (iii) the above eligible take-ups must be completed during the period from the date of account opening to the last day of the calendar month following the month of the account opening (both dates inclusive) (the “Take-up Period”) as shown in Illustration II below:

Illustration II

Date of opening Advance Account	During 1-31 October 2017	During 1-30 November 2017	During 1-31 December 2017
Take-up Period (from date of opening Advance Account)	No later than 30 November 2017	No later than 31 December 2017	No later than 31 January 2018

The Table (1) below sets out the Categories and the requirement(s) for each Eligible Transaction:

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Table (1)

Item	Category	Detailed requirement(s) for each Eligible Transaction
a	Securities Trading /Stocks Monthly Investment Plan (SMIP) [‡]	<ul style="list-style-type: none"> • Successfully buy or sell HK/US Stocks or China A shares with a minimum <u>single</u> transaction amount of HKD20,000 (or equivalent in foreign currency) (excluding transactions made in respect of Initial Public Offerings (IPO) of stocks); OR • Successfully set up a SMIP with a minimum regular monthly contribution of HKD4,000 for 3 consecutive months
b	Foreign Exchange (FX) [†] or Renminbi (RMB) / FX Time Deposit	<ul style="list-style-type: none"> • Successful placement of Renminbi/foreign currency time deposit with a minimum <u>single</u> transaction amount of HKD20,000 (or equivalent in other currencies) <p style="text-align: center;">OR</p> <p><u>For Renminbi (RMB)</u></p> <ul style="list-style-type: none"> • Successfully buy or sell RMB with a minimum <u>single</u> transaction amount of HKD20,000 (or equivalent in RMB) using any of the following services via any HSBC branch, HSBC Internet Banking or HSBC Mobile Banking: <ul style="list-style-type: none"> a. 24-Hour Currency Exchange Service** b. set up new instructions using the Renminbi Switching Service and successfully execute RMB exchange transaction with required amount <p style="text-align: center;">OR</p> <p><u>For any other foreign currencies (except RMB)</u></p> <ul style="list-style-type: none"> • Successfully buy or sell foreign currency (excluding RMB) with a minimum <u>single</u> transaction amount of HKD20,000 (or equivalent in other currencies) using any of the following services via any HSBC branch, HSBC Internet Banking or HSBC Mobile Banking: <ul style="list-style-type: none"> a. 24-Hour Currency Exchange Service** b. set up new instructions using the ForEx Switching Service/FX Order Watch Trading Services^{††} and successfully execute a foreign currency exchange transaction with required amount

c	HKD Time Deposit	<ul style="list-style-type: none"> • Successful placement of HKD time deposit with a minimum <u>single</u> transaction amount of HKD30,000 and a minimum tenor of 3 months
d	Credit Card ^{††}	<ul style="list-style-type: none"> • Apply for any one of the following primary HSBC Credit Cards with successful approval and accumulated a minimum of HKD2,000 card spending on or before 31 March 2018^{†††}: <ul style="list-style-type: none"> a. HSBC Advance Visa Platinum Card b. HSBC Visa Signature Card c. HSBC Visa Platinum Card d. HSBC UnionPay Dual Currency Diamond Credit Card e. HSBC UnionPay Dual Currency Credit Card f. HSBC Visa Gold Card
e	Loans/Credit Card Cash Instalment Plan/Spending Instalment Plan	<ul style="list-style-type: none"> • Apply with successful drawdown for one of the following loan products: <ul style="list-style-type: none"> a. HSBC's Personal Instalment Loan with minimum HKD60,000 approved loan amount OR b. HSBC's Revolving Credit Facility with minimum HKD60,000 approved loan amount OR c. HSBC's Personal Tax Loan with minimum HKD60,000 approved loan amount OR • Successfully apply for HSBC's Credit Card Cash Instalment Plan or Spending Instalment Plan with minimum HKD60,000 approved amount.
f	HSBC Internet Banking / Mobile Banking	<ul style="list-style-type: none"> • Register for HSBC Internet Banking / Mobile Banking successfully^{***} AND conduct any one of the eligible banking transactions^{†††}

‡ Applicable to sole and principal account holders of any HSBC investment account with account suffix 380, 381 or 388.

†† Currency exchange rate refers to the prevailing rate quoted by the Bank at the time of exchange.

** The service (exclude USD/CombiNation Passbook Savings account) operates from Monday 5am to Saturday 4:59am and Saturday 8am to 4:30pm. For USD/ComiNation Passbook Savings accounts, the service operates from Monday to Friday 8am to 7pm and Saturday 8am to 4:30pm. Above service hours are not applicable on 1 January, 25 December, 12 midnight to 7:59am on 26 December and 2 January and when a Black Rainstorm Warning Signal or Typhoon No. 8 signal or above is hoisted.

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†† FX Order Watch Trading Services are exclusively provided to HSBC Premier and HSBC Advance customers only. The services are only applicable for integrated accounts, HKD/FCY Statement Savings Accounts and HKD Current Account, except Multiple Currencies Savings accounts or HK Dollar Passbook Savings accounts. Please note the weekly Foreign Exchange Offer is not applicable to exchange transactions done via the FX Order Watch Trading Services.

‡‡ Customers who have cancelled any primary HSBC Credit Card issued by the Bank on or after 1 April 2017 are not eligible for the Take-up Offer relating to Credit Card take-up.

††† Customer has to successfully apply for any of the HSBC Credit Cards (excluding additional cards and private label cards) (“Eligible Credit Card”) as the primary cardholder during the Take-up Period and spend at least HKD2,000 with the newly issued Eligible Credit Card (“Eligible Credit Card Transactions”) on or before 31 March 2018. Eligible Credit Card Transactions are calculated on a primary card level and include all types of valid posted sales transactions effected with the Eligible Credit Card (including but without limitation, HSBC Mobile Payments, cash advances, bill payments, online purchases, mail and telephone orders, insurance payments, Octopus Automatic Add Value service or posted instalment payments of an instalment plan). Non-sales transactions (including but without limitation, finance charges, cash advance charges, late charges, annual fee charges, online tax payment or the withdrawal amount of cash instalment plan) are not included. Unposted, cancelled or refunded transactions and transactions of additional card(s) are also excluded from the calculation.

*** Customer must not be a registered user for HSBC Internet Banking and HSBC Mobile Banking as of 30 September 2017; AND must be a registered user for HSBC Internet Banking / Mobile Banking at the time of offer fulfilment.

†††† The Table (2) below sets out the requirements for the eligible online / mobile banking transactions:

Table (2)

Item	Product/Service	Detailed requirement(s) for each eligible online / mobile banking transaction
1	Fund Transfer	Transfer successfully to: a. HSBC third party account(s); OR b. Non-HSBC account(s) (Note: e-cheque service is not included)
2	Bill payment	Settle any bill successfully
3	Securities Trading/Stocks Monthly Investment Plan	<ul style="list-style-type: none"> • Buy or sell HK Stocks, China A Shares or US Stocks; OR • Successfully set up Stocks Monthly Investment Plan to purchase stocks; OR • Apply for Initial Public Offering (IPO) of stocks with successful allotment

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4	Foreign Exchange	Buy or sell foreign currency/Renminbi using 24-Hour Currency Exchange Service **, ForEx Switching Service, RMB Switching Service or FX Order Watch Trading Services** with a minimum transaction amount of HKD5,000 or equivalent in other currencies ¹
5	Unit Trusts/Unit Trust Monthly Investment Plan	<ul style="list-style-type: none"> • Subscribe Lump-sum Unit Trusts, excluding redemption and switching of Unit Trusts; OR • Successfully set up Unit Trust Monthly Investment Plan
6	Bonds/Certificates of Deposits	<ul style="list-style-type: none"> • Buy or sell Bonds/CDs; OR • Apply for Initial Public Offering (IPO) for bonds with successful allotment
7	Deposit Plus	<ul style="list-style-type: none"> • Place a Deposit Plus order
8	Credit Cards	Apply with successful approval for any one of the following primary HSBC Credit Cards ^{***} : <ul style="list-style-type: none"> a. HSBC Advance Visa Platinum Card b. HSBC Visa Signature Card c. HSBC Visa Platinum Card d. HSBC UnionPay Dual Currency Diamond Credit Card e. HSBC UnionPay Dual Currency Credit Card f. HSBC Visa Gold Card
9	Loans/Credit Card Cash Instalment Plan/Spending Instalment Plan	<ul style="list-style-type: none"> • Apply with successful drawdown for one of the following products: <ul style="list-style-type: none"> a. HSBC's Personal Instalment Loan^{***} OR b. HSBC's Revolving Credit Facility^{***} OR c. HSBC's Personal Tax Loan^{***} OR • Successfully redraw the repaid principal of HSBC's Personal Instalment Loan; OR • Apply with successful approval of Credit Card Cash Instalment Plan or Spending Instalment Plan^{***}

^{***} Only completed application(s) submitted via HSBC Internet Banking or HSBC Mobile Banking will be eligible. Application form(s) printed from HSBC Internet Banking or HSBC Website, application(s) completed or submitted via HSBC phone banking or other channels or application(s) with only supporting document(s) submitted through HSBC Internet Banking or HSBC Mobile Banking are not eligible.

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3. Each Eligible Customer is entitled to HKD100 worth of Shopping Coupons for each Eligible Transaction of the Eligible Product(s)/Service(s). Each Eligible Customer can only receive one Take-up Offer (i.e. HKD100 worth of Shopping Coupons) for each Category set out in Table (1) above.
4. Each Eligible Customer is only entitled to receive up to a maximum of HKD600 worth of Shopping Coupons under the Take-up Offer.

(C) Specific Terms and Conditions for Auto Payroll Offer – up to HKD800 worth of Shopping Coupons (the “Payroll Offer”)

1. The Payroll Offer is applicable to both New HSBC Customers (as defined in Clause 9 under the General Terms and Conditions above) and existing HSBC customers.
2. Eligible Customer must fulfil all the requirements of (i) to (iii) below in order to enjoy the Payroll Offer and each Eligible Customer can only enjoy the Payroll Offer once under this promotion:
 - (i) successfully opens/converts an account to an Advance Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
 - (ii) have his/her monthly auto payroll service with the monthly deposit amount of at least HKD10,000 successfully set up and the first monthly amount automatically deposited in the newly opened/converted Advance Account on or before the last day of the second calendar month after the month of account opening/conversion; and
 - (iii) maintain the monthly auto payroll service with the monthly deposit amount of at least HKD10,000 for the third and the fourth calendar month after the month of account opening/conversion (as shown in Illustration III below).

Illustration III

Date of opening/ converting to Advance Account	During 1-31 October 2017	During 1-30 November 2017	During 1-31 December 2017
Time at which the monthly auto payroll service with the monthly deposit amount of at least HKD10,000 must be successfully set up and the first monthly amount must be automatically deposited in the Advance Account (from date of	Not later than 31 December 2017	Not later than 31 January 2018	Not later than 28 February 2018

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opening / converting to Advance Account)			
Months on which the monthly auto payroll service with the monthly deposit amount of at least HKD10,000 must be maintained	January & February 2018	February & March 2018	March & April 2018

3. An Eligible Customer will not be eligible for the Payroll Offer if he/she has auto payroll records with the Bank during the previous 6 months prior to the first deposit made and received by the Bank.
4. Provided that the conditions in Clause 2 of this Part (C) of these Promotional Terms and Conditions above are satisfied, an Eligible Customer is entitled to receive: (i) HKD800 worth of Shopping Coupons if his/her monthly auto payroll amount is HKD50,000 or above; or (ii) HKD500 worth of Shopping Coupons if his/her monthly auto payroll amount is HKD20,000 or above but below HKD50,000; or (iii) HKD200 worth of Shopping Coupons if his/her monthly auto payroll amount is HKD10,000 or above but below HKD20,000. If the monthly auto payroll amount varies, the total face value of Shopping Coupons an Eligible Customer is entitled to will be determined based on the lowest monthly auto payroll amount transferred to his/her account for the duration as stipulated in Clause 2 of this Part (C) of these Promotional Terms and Conditions according to records maintained by the Bank. In case of dispute, the monthly auto payroll amount appearing in the Bank's records will be final and conclusive.
5. An Eligible Customer must notify and arrange with his/her employer to have his/her monthly payroll amount automatically credited into his/her newly opened/converted Advance Account for a duration as stipulated in Clause 2 of this Part (C) of these Promotional Terms and Conditions above. Deposit of monthly payroll through remittance, local CHATS, standing instruction, cheque and cash will not be considered as "auto payroll" and will not be eligible for this Payroll Offer. The Bank reserves the final right to define the term "auto payroll".

(D) Specific Terms and Conditions for Bonus Offer– HKD1,800 worth of Shopping Coupons (the "Bonus Offer")

1. The Bonus Offer is applicable to New HSBC Customers only (as defined in Clause 9 under the General Terms and Conditions above).
2. Eligible Customer must fulfil all the requirements from (i) to (iii) below in order to enjoy the Bonus Offer and each Eligible Customer can only enjoy the Bonus Offer once under this promotion:
 - (i) successfully opens an Advance Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and

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- (ii) maintains an Average Daily TRB of at least HKD200,000 for the second and third calendar months after the month of account opening (as shown in Illustration IV below); and

Illustration IV

Date of opening Advance Account	During 1-31 October 2017	During 1-30 November 2017	During 1-31 December 2017
Months on which the Average Daily TRB of at least HKD200,000 must be maintained	December 2017 & January 2018	January & February 2018	February & March 2018

- (iii) (a) successfully conducts Eligible Transactions by taking up at least 3 Eligible Products/Services from different Categories under the Take-up Offer (as set out in Table (1) under Part (B) of these Promotional Terms and Conditions above) and fulfils all applicable requirements under the Take-up Offer (as set out under Part (B) of these Promotional Terms and Conditions above); **or**
 (b) successfully conducts Eligible Transactions by taking up at least 2 Eligible Products/Services from different Categories under the Take-up Offer **and** set up the monthly auto payroll service under the Payroll Offer, and fulfils all applicable requirements under the Take-up Offer and the Payroll Offer (as set out under Parts (B) and (C) of these Promotional Terms and Conditions respectively).
3. For the avoidance of doubt, the Bonus Offer can be enjoyed together with the TRB Offer, the Take-up Offer and the Payroll Offer as set out under Parts (A), (B) and (C) of these Promotional Terms and Conditions respectively.

(E) Specific Terms and Conditions for below balance fee waiver (the “Fee Waiver Offer”)

1. New HSBC Customers can enjoy a waiver of the below balance fee for the first 6 months after successfully opening an Advance Account. Existing HSBC Customers can enjoy a waiver of the below balance fee for the first 3 months after successfully opening / converting to an Advance Account. Afterwards, if an Eligible Customer’s average TRB of the Advance Account for the past consecutive 3 months is below HKD200,000 (or the equivalent in foreign currency), a below balance fee of HKD120 per month will be levied on the Advance Account. The monthly below balance fee applies to each Advance Account.

Risk Disclosure

Unit Trusts

1. Funds which are invested in certain markets and companies (e.g. emerging, commodity markets and smaller companies etc) may also involve a higher degree of risk and are usually more sensitive to price movements.
2. Credit Risk/Interest Rate Risk – a fund that invests in fixed income securities may fall in value if interest rates change, and is subject to the credit risk that issuers may not make

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payments on such securities. Price of the fund may have a high volatility due to investment in financial derivative instruments and may involve a greater degree of risk than in the case with conventional securities.

3. Counterparty Risk – a fund will be exposed to credit risk on the counterparties with which it trades in relation to financial derivative instrument contracts that are not traded on a recognized exchange. Such instruments are not afforded the same protections as may apply to participants trading financial derivative instruments on organized exchanges, such as the performance guarantee of an exchange clearing house. A fund will be subject to the possibility of insolvency, bankruptcy or default of a counterparty with which a fund trades such instruments, which could result in substantial loss to a fund.

Bonds and Certificates of Deposit (“CDs”)

1. Bonds/CDs are mainly medium to long term fixed income products, not for short term speculation. You should be prepared to hold your funds in bonds/CD for the full tenor. You could lose part or all of your principal if you choose to sell your bonds/CDs prior to maturity.
2. The Bank provides indicative prices of bonds/CDs and the bonds/CDs prices may and/or do fluctuate when market changes. Factors affecting market price of bonds/CDs include, and are not limited to, fluctuations in interest rates, credit spreads, and liquidity premiums. The fluctuation in yield generally has a greater effect on prices of longer tenor bonds/CDs. There is an inherent risk that losses may be incurred rather than profit made as a result of buying and selling bonds/CDs.
3. It is the issuer to pay interest and repay principal of bonds/CDs. If the issuer defaults, the holder of bonds/CDs may not be able to receive back the interest and principal. The holder of bonds/CDs bears the credit risk of the issuer and has no recourse to the Bank unless the Bank is the issuer itself.
4. If you wish to sell the bonds/CDs purchased through the Bank, the Bank may repurchase them based on the prevailing market price under normal market circumstances, but the buying price may differ from the original selling price due to changes in market conditions.
5. There may be exchange rate risks if you choose to convert payments made on the bond/CDs to your home currency.
6. The secondary market for bonds/CDs may not provide significant liquidity or may trade at prices based on the prevailing market conditions and may not be in line with the expectations of holders of bonds/CDs.
7. If bonds/CDs are early redeemed, you may not be able to enjoy the same rates of return when you use the funds to purchase other products.

Deposit Plus

1. Credit risk of the Bank - Deposit Plus is not secured by any collateral. When you invest in this product, you will be relying on the Bank's creditworthiness. If the Bank becomes insolvent or defaults on its obligations under this product, you can only claim as an unsecured creditor of the Bank. In the worst case, you could suffer a total loss of your deposit amount.
2. DPS is not principal protected. The net return in relation to Deposit Plus will depend upon market conditions prevailing at the deposit fixing time on the deposit fixing date. You must be prepared to incur loss as a result of depreciation in the value of the currency paid. Such loss may offset the interest earned on the deposit and may even result in losses in the principal amount of the deposit.

Renminbi (“RMB”) Related Products

1. There may be exchange rate risks if you choose to convert payments made on RMB related products to your home currency.
2. RMB related 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.
3. 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.

Securities Trading

1. The prices of securities fluctuate, sometimes dramatically. The price of a security may move up or down, and may become valueless. It is as likely that losses will be incurred rather than profit made as a result of buying and selling securities.

China A Shares

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