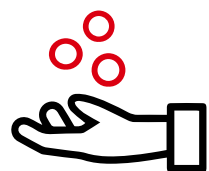


HSBC Supports Hong Kong Businesses



HSBC
滙豐

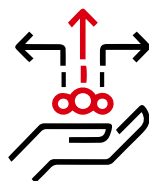
HSBC Steps Up Support for Hong Kong Businesses



Aug/Sep19

1st Bank Announces relief measures¹

- 6-month interest rebate on loans under SFGS or SGS
- Extend subsidy on guarantee fee for new application of SFGS
- 50% reduction on PayMe for Business transaction fee*
- Defer principal repayment of loans under SFGS and SGS for 6 + 6 months, subject to a maximum of 12 months



Dec19

Step-up measures

- New applicants of SFGS 90%
- Subsidy on guarantee fee - full subsidy for the first year and 50% subsidy for the second year
 - Handling fee waiver for the entire loan tenor
- New applicants of the Business Integrated Account*
- 30% rebate on e-payment transaction fee
 - 100% rebate on autoPay transaction fee
 - 0.1% rebate on the excess amount of accumulated foreign exchange transactions exceeding HK\$10,000

HK\$30bn



Feb20

HK\$30bn Immediate liquidity relief

- Cash facility up to HK\$10m for trade finance customers
- Import trade loan payment extension for 30 days
- Principal moratorium for taxi and public light bus operators
- Principal moratorium for borrowers of property-secured commercial loans
- Handling fee waiver offer and guarantee fee subsidy



Mar20

Make ready for SFGS 100%

- Proactive outreach to over 100k Hong Kong SMEs
- HSBC's proprietary SME community platform
- Zoom tutorials to guide SMEs through application process
- Multiple document collection points across HSBC branch network
- Dedicated service hotline and taskforce of over 100 operational staff

Terms and conditions apply

*Offer since expired

Note: "SFGS" stands for "SME Financing Guarantee Scheme", "SGS" stands for "SME Loan Guarantee Scheme", "SFGS 90%" stands for "90% Guarantee Product under the SME Financing Guarantee Scheme", "SFGS 100%" stands for "Special 100% Loan Guarantee under The SME Financing Guarantee Scheme"

1. Refers <https://www.scmp.com/business/banking-finance/article/3024709/hsbc-refunds-hk20000-interest-payments-small-hong-kong>

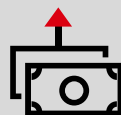
Reminder: "To borrow or not to borrow? Borrow only if you can repay!"

HSBC makes ready for Special 100% Loan Guarantee under SFGS

What is SFGS 100%?



Term loan facility up to HK\$2,000,000¹



Fixed monthly instalment amount



Repayment period up to 3 years



Interest rate 2.75% p.a.²



Optional principal moratorium for the first 6 months



No guarantee fee³

Who can apply?



Companies operating and registered in Hong Kong



Has a valid Business Registration Certificate for at least 3 months as of end of Dec19



Not a listed company, lending institution or the lender's affiliates



At least 30% decline in sales turnover since Feb20⁴

Note: "SFGS" stands for "SME Financing Guarantee Scheme", "SFGS 100%" stands for "Special 100% Loan Guarantee under The SME Financing Guarantee Scheme"

1. Term loan facility amount up to HK\$2,000,000 or total amount of employee wages and rents for six months, whichever is lower. If an enterprise has neither wages nor rental payments, the calculation can be replaced by half of the maximum monthly net income in 2019.
2. Loan is priced at HSBC Best Lending Rate -2.25% for the life of the loan.
3. Guarantee fee is waived by HKMC Insurance Limited.
4. Companies have suffered at least 30% decline in sales turnover in any month since February 2020 compared with the monthly average of any quarter in 2019.

Reminder: "To borrow or not to borrow? Borrow only if you can repay!"


HSBC makes ready for Special 100% Loan Guarantee under SFGS

How to calculate maximum loan amount?



Monthly Wages

+



Monthly Rental Expense

X **6 months***

or **HK\$2,000,000**
whichever is lower

*If an enterprise does not have employee(s) and rented office(s), proxy is made to 50% of the highest monthly net income in 2019.

Note: "SFGS" stands for "SME Financing Guarantee Scheme"

1. Refers to shareholder, sole proprietor or partner (as the case may be).

2. Companies have suffered at least 30% decline in sales turnover in any month since February 2020 compared with the monthly average of any quarter in 2019.

Reminder: "To borrow or not to borrow? Borrow only if you can repay!"

Major Documentation Requirements



Valid Business Registration Certificate for at least 3 months as of end of Dec19



Copies of identity documents of each owner¹ and director



Supporting documents for wages and rents calculation



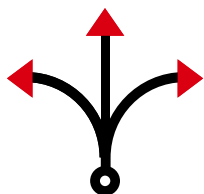
Supporting documents evidencing >30% decline in sales turnover since Feb20²



Personal Guarantees from individual(s) directly or indirectly hold(s) in aggregate >70% of the issued share capital or equity interest

HSBC makes ready for Special 100% Loan Guarantee under SFGS

We make it easier for you! Preparing you before the scheme is open for application!



Proactive outreach to customers and trade associations

Leveraging on our digital platforms, we will reach out to over 100k SMEs to gather their interest online to provide further update and supports



Establish HSBC's proprietary SME Community platform

Connecting SMEs so that they can exchange business insights and access resources such as useful tips on the SFGS 100%



Webinars and Zoom Tutorials

Series of webinars will be held in April for interested SMEs to gain further understanding of the scheme and the application process



Multiple document collection points

Giving you the convenience in submitting documents at selected collection points across HSBC's extensive branch network

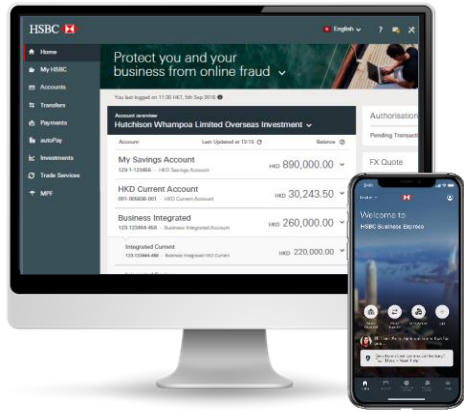


Dedicated SFGS service hotline

A dedicated service line is now available to address enquiries related to SFGS 100% - (852) 2748-8238

HSBC's Digital Solutions to keep your business running wherever you are

Continue to stay safe, while keeping your business running as usual amid the COVID situation



Business Internet Banking HSBC HK Business Express

Stay on top of your finances and receive tailored financial insights anytime, anywhere



PayMe for Business

Connect to a PayMe community of over 1.9 million people and start collecting payments instantly in the palm of your hand (SVF License: SVFB002)



Business Collect (FPS)

Real time 24x7 HKD or RMB payments to your business partners in Hong Kong using their mobile phone numbers, email addresses or FPS ID as alternatives to bank account numbers



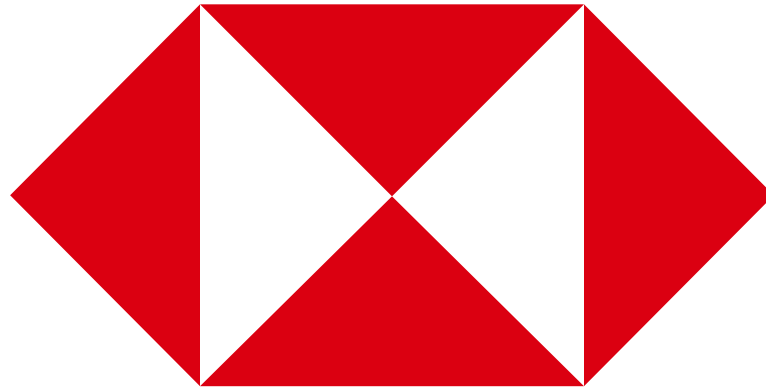
Virtual Card Web Portal

Flexible, simple and secure way to facilitate high volume B2B payments. Easy-to-implement web based platform to dynamically generate a unique, single or multiple-use Virtual Card numbers

Note: "FPS" stands for Faster Payment System"

Reminder: "To borrow or not to borrow? Borrow only if you can repay!"

PUBLIC



For any further questions, please call our dedicated service hotline – **(852) 2748 8238**

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