Important Risk Warning

- 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 and Bonds and some of the Structured Products are investment products and some Unit Trusts and Structured Products 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.
- The price of securities / structured products 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/ structured products.
- In the worst case scenario, the value of the products may be worth substantially less than the original amount you invested (and in an extreme case could be worth nothing).
- 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, you might not be able to recover the principal and interest/coupon if the issuer defaults on the Bonds, CDs and Structured Products.
- Investors should not make investment decisions based on this material alone.
- Investment involves risks. Past performance of the products is no guide to future performance. For details of the products, the related fees and charges and risk factors, please refer to the individual product materials and/or offering materials.
- 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.
- 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.
- Warrants and CBBCs are non-collateralised products. The price of the Warrants/ CBBCs may fall in value as rapidly as it may rise and investors may sustain a total loss of their investment. Prospective investors should ensure that they understand the nature and risks and seek for professional advice where applicable.

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 and Certificates of Deposit are NOT principal protected.

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

HSBC Premier Upgrade Rewards - Promotional Terms and Conditions
General Terms and Conditions:

1. **Promotional Period**: 13 October 2021 to 23 December 2021 (both dates inclusive).
2. **Who can enjoy the Promotion**: The offers under this promotion (collectively the '**Offers**') are exclusive to new and existing 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) being aged 18 or above on 13 October 2021; and
   (b) not being a citizen of the United States of America ('**U.S.**'), a U.S. resident, and / or U.S. tax payer resident; and
   (c) being able to see the Promotion via HSBC Internet Banking or having received from the Bank a promotional mail, email or SMS containing the Promotion; and
   (d) having successfully opened (or, where applicable, converted 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) through any branch of the Bank in Hong Kong, customer services hotline, Personal Internet Banking, or

HSBC HK Mobile Banking app during the Promotional Period and maintain the Premier Account for not less than 12 months; and

(e) having fulfilled the additional requirements stated in the Specific Terms and Conditions for the respective Offers.

3. **Who cannot enjoy the Promotion**:

(a) HSBC Customers who have previously held a Premier Account (including sole accountholders and all joint accountholders) in the past 9 months prior to the new Premier Account opening / conversion month as shown in illustration A below, both dates inclusive;

Illustration A:

Date of opening / converting to Premier Account	13 to 31 October 2021	1 to 30 November 2021	1 to 23 December 2021
Holding HSBC Premier Account in the past 9 months prior to the new Premier Account opening / conversion month	1 January 2021 to 12 October 2021	1 February 2021 to 31 October 2021	1 March 2021 to 30 November 2021

(b) Eligible Customers who terminate or convert their Premier Accounts to other types of accounts before receiving the benefits of the Offers; and

(c) Eligible Customers who close or convert their Premier Accounts to other types of accounts within 12 months after the Premier Account opening or conversion. In such cases, the Offers will be cancelled and the Bank will have a right to debit the amount equivalent to the value of the Offers from any of their accounts without further notice.

4. **Other Promotions**: Eligible Customers who are eligible for any offer(s) under this promotion and other offers under any other promotions of the same nature in respect of opening (or, where applicable, converting an existing account to) a Premier Account, will only be entitled to receive offer(s) under ONE promotion that is of the highest value at the Bank's discretion.

5. **Bank's Records**: The dates and amounts appearing in the Bank's records will be conclusive as to the date on which an account was opened, terminated or converted and the amount of balances / the number of transactions carried out.

6. **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 The Hongkong and Shanghai Banking Corporation Limited

* 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 total 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 considered. 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.

7. **Definitions**: in this promotion,

'**Average Daily TRB**' refers to average daily TRB in a full calendar month from the first day to the last day of the calendar month (both days inclusive);

'**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 and fourth calendar month (as the case may be) after the month of account opening / conversion, according to the Bank's records.

8. **Personal Data**: HSBC 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.
9. **Cash Reward**: Unless otherwise specified below, Eligible Customers will receive cash reward (the '**Cash Reward**') as the relevant reward(s) under this promotion subject to these Promotional Terms and Conditions (including the General Terms and Conditions and the Specific Terms and Conditions below). The Cash Reward will be credited to the Eligible Customer's Premier sole account or the joint account for which the Eligible Customer is the principal accountholder on or before 30 June 2022 if the terms of the Offers are met (except for and Selected Insurance Product Take-Up Offer, please refer to Part H below for details). For any enquiries about Cash Reward entitlement, customers should contact the Bank on or before 31 December 2022.
10. The Offers are provided subject to legal and regulatory requirements.
11. In the event of a dispute, the decision of the Bank shall be final.
12. The Bank may change these Promotional Terms and Conditions and / or cancel any Offer at any time. The latest details of the Offers and the revised terms and conditions will be made available on our website and/or communicated to customers by other means as soon as practicable.
13. 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.
14. If there is any discrepancy between the Chinese and English versions of these Promotional Terms and Conditions, the English version shall prevail.
15. These Promotional Terms and Conditions are governed by and construed in accordance with Hong Kong law.
16. 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, TRB Offer and TRB / New Fund with Designated Product Take-Up Offer

1. **New Fund Offer - up to HKD4,000 Cash Reward**

Each Eligible Customer must fulfil all the requirements of (a) and (b) below to be entitled to the Cash Reward for New Fund (the 'New Fund Offer'). Each Eligible Customer can only enjoy the New Fund Offer once under this promotion:

(a) having placed New Fund (see General Terms and Conditions Clause 7 above) of a specified amount 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, the third and the fourth calendar months after the month of account opening / conversion. If the amount of New Fund for the second, the third and the forth calendar months after the month of account opening / conversion are different, the Cash Reward will be determined based on the lower amount; and

Specified Amount of New Fund (in HKD or the equivalent in foreign currency)	Cash Reward entitled
HKD1,000,000 or above but less than HKD3,000,000	HKD1,500
HKD3,000,000 or above	HKD4,000

(b) having successfully:
   i. opened a Premier investment account by the last day of the first calendar month after the month of Premier Account opening / conversion; and
   ii. registered for and maintained HSBC Personal Internet Banking or mobile banking (via HSBC HK Mobile Banking app) as at the last day of the first calendar month after the month of Premier Account opening / conversion; and
   iii. logged in to Personal Internet Banking or HSBC HK Mobile Banking app at least once on or before the last day

of the first calendar month after the month of Premier Account opening / conversion.

Illustration B: New Fund Offer

Date of opening / converting to Premier Account	13 to 31 October 2021	1 to 30 November 2021	1 to 23 December 2021
When the specified New Fund must be placed	Not later than 30 November 2021	Not later than 31 December 2021	Not later than 31 January 2022
Months for which the specified amount of New Fund must be maintained	December 2021, January & February 2022	January, February & March 2022	February, March & April 2022
Having successfully opened and maintained a Premier investment account, and having successfully registered for, maintained and logged in to HSBC Personal Internet Banking or mobile banking (via HSBC HK Mobile Banking app)	As at 30 November 2021	As at 31 December 2021	As at 31 January 2022

2. TRB Offer - HKD500 Cash Reward

(a) Eligible Customers who cannot meet the above New Fund Offer requirements in Clause 1(a) of this Part (A) but can meet Clause 1(b) and can maintain an Average Daily TRB (see General Terms and Conditions Clause 6 and 7 above) of at least HKD1,000,000 for the second, third and fourth calendar months after the month of Premier Account opening / conversion, and can maintain a positive deposit balance in the Premier Account until receiving the TRB Offer will receive HKD500 Cash Reward (the 'TRB Offer'). Each Eligible Customer can only enjoy the TRB Offer once under this promotion.

(b) The TRB Offer cannot be enjoyed together with the New Fund Offer.

Illustration C: TRB Offer

Date of opening / converting to Premier Account	13 to 31 October 2021	1 to 30 November 2021	1 to 23 December 2021
Months for which the Average Daily TRB of at least HKD1,000,000 must be maintained	December 2021, January & February 2022	January, February & March 2022	February, March & April 2022
Having successfully opened and maintained a Premier investment account, and having successfully registered for, maintained and logged in to HSBC Personal Internet Banking or mobile banking (via HSBC HK Mobile Banking app) (see Clause 1(b) above for details)	As at 30 November 2021	As at 31December 2021	As at 31 January 2022

(B) Specific Terms and Conditions for Wealth Management Products / Time Deposit Take-Up Offer – up to HKD2,000 Cash Reward (the 'Take-Up Offer')

1. Each Eligible Customer must fulfil all the requirements of (a) and (b) below to be entitled to the Cash Reward:

(a) having successfully taken up any Eligible Product(s) (see Clause 2 of this Part (B) (including transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account) with an accumulated amount of HKD300,000 or above (or the equivalent in foreign currency) via a Premier Account / investment account; and

Specified amount of taken up any wealth management products (in HKD or the equivalent in foreign currency)	Cash Reward entitled
HKD300,000 or above but less than HKD1,000,000	HKD300
HKD1,000,000 or above	HKD2,000

(b) such take-ups having been completed on or by the last day of the calendar month following the month of the

Premier Account opening / conversion ('**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 Premier Account opening / conversion ('**Transfer-in Period**').

2. Eligible Products are:
   (a) Unit Trusts (only lump sum subscription) 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) Bonds / Certificates of Deposit (excluding bonds in respect of initial public offering);
   (c) Structured Investment Products;
   (d) HKD / USD / RMB New Fund Time Deposit with Eligible New Fund; and
   (e) Securities (all types of stocks).
3. 'Eligible New Fund' is the net increase between your total account balances (across all of your deposit accounts) 7 days ago and your total account balance today. This amount is calculated in HKD. If you've placed a time deposit with new funds in the past 7 calendar days, that amount will not be included as part of your current new funds.
4. 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.
5. Each Eligible Customer is only entitled to receive the Take-Up Offer once under this promotion.
6. The 'Take-Up Offer' cannot be enjoyed together with the TRB / New Fund with Designated Product Take-Up Offer (see Clause 3 of Part (A) above).
7. This 'Take-up Offer' applies to Eligible Customers who enjoyed New-to-Unit Trusts subscription offer (see Part (C) below), however the total eligible investment amount that entitled for Unit Trusts New-to-UT subscription offer will be excluded in 'Take-up Offer'.

Illustration D: Take-Up Offer

Date of opening / converting to Premier Account	13 to 31 October 2021	1 to 30 November 2021	1 to 23 December 2021
Take-up or Transfer-in Period*	Up to 30 November 2021 (or 31 December 2021*)	Up to 31 December 2021 (or 31 January 2022*)	Up to 31 January 2022 (or 28 February 2022*)

*This applies for the transfer-in or deposit of Unit Trusts

(C) Specific Terms and Conditions for New-to-Unit Trusts subscription offer – 0% Unit Trusts initial subscription charge (up to HKD3,000 Cash Rebate) (the 'New-to-UT Offer')

1. An Eligible Customer must fulfil the below requirements during the New-to-UT Offer Promotional Period between 14 September – 15 December 2021 to be entitled to the 0% Unit Trusts initial subscription charge (on a reward basis) for the Eligible Transaction under which the eligible investment amount is capped at HKD300,000. For the avoidance of doubt, prevailing Bank subscription rates will apply to investment amounts over and above the eligible investment amounts. Each Eligible Customer can only enjoy the 0% Unit Trusts initial subscription charge offer once under this promotion:
   (a) have a valid correspondence address in Hong Kong in the Bank's record;
   (b) be a sole or principal account holder (if a joint account) of an HSBC Investment Services Account (**'Eligible Account'**). For the avoidance of doubt, FundMax Account is not eligible;
   (c) successfully upgrades to HSBC Premier during the Promotion Period;
   (d) Subject to Clause 2 below, the first Unit Trusts lump sum subscription placed during the Promotional Period, excluding Unit Trusts Monthly Investment Plan, must be placed through an Eligible Account via HSBC Mobile Banking app, HSBC Internet Banking or Branches during the Promotional Period (an **'Eligible Transaction'**).
2. Any Eligible Customer who no longer fulfils any of the conditions in Clause 1 above or cancels the Eligible Transaction or terminates his/her Eligible Account (through which the Eligible Transaction was conducted), before the Bank deposits the cash rebate (within one to three months of the Eligible Transaction) to the customer's investment settlement account.
3. Eligible Customers for the Promotion are required to fully settle the actual initial charge (prior to discount) of the Eligible Transaction at the time of subscription. The "offer amount" (which is the difference between the actual initial charge amount and the 0% Unit Trusts initial subscription charge amount according to investment amount capped at HKD300,000) will be credited to such customer's investment settlement account within three months of the Eligible Transaction being made.

4. If there is more than one prevailing promotional offer with respect to the same product or service, an Eligible Customer will only be entitled to the promotional offer with the highest value (as determined in the sole discretion of the Bank).
5. For offer detailed terms and conditions, please refer to https://cdn.hsbc.com.hk/content/dam/hsbc/hk/docs/premier/offers/60days-offers-terms-and-conditions.pdf

(D) Specific Terms and Conditions for Stock Transfer-in/Deposit Offer – up to HKD5,000 Cash Reward (the 'Stock Transfer-in / Deposit Offer')

1. The Offer is effective from 1 January 2021 to 31 December 2021, both dates inclusive (the "Promotional Period").
2. The Offer is only applicable to HSBC customers who are the sole or principal account holders of any HSBC Investment Services Accounts (the "Eligible Accounts") (the "Eligible Customers"). Eligible Customers must not terminate or downgrade these accounts before the reimbursement date stated in Clause 4 of these Specific Terms and Conditions below.
3. The Offer is a cash reward equivalent to 0.2% of the market value of any Hong Kong Stocks, China A Shares or U.S. stocks transferred-in or deposited into any HSBC's Eligible Investment Account from a non-HSBC account outside the Bank during the Promotional Period. The Offer is not applicable to any transfer between any HSBC investment accounts. The market value of the transferred-in/deposited stocks is determined by the market closing price at the stock settlement date multiplying the number of shares of transferred-in/deposited stocks. Each Eligible Customer (with the same identity document and regardless of the number of Eligible Investment Accounts he/she opens during the Promotional Period) is only entitled to receive the cash reward for a maximum of (a) HK$10,000 for each existing member of Jade by HSBC Premier; or (b) HKD5,000 for each HSBC Premier Eligible Customer; or (c) HKD3,500 for each HSBC One / Personal Integrated Account* Eligible Customer under this promotion, whichever is the highest.
4. The cash reward will be credited to the settlement account of the Eligible Investment Account on or before 31 March 2022.
5. Other transaction fees / charges / levy still apply. These include, without limitation, brokerage fee, 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, 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), U.S. Securities and Exchange Commission (SEC) fee (for sell transaction only) and American Depository Receipt (ADR) fee. For details, please visit http://www.hsbc.com.hk/investments/fees
6. If an Eligible Customer is eligible for more than one concurrently running Hong Kong Stocks, China A Shares or U.S. stocks promotional offer, the Eligible 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 customer 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.

(E) Specific Terms and Conditions for First 6-month Below Balance Fee Waiver (the 'Fee Waiver Offer')

1. 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. See an example below:
   Example

First 6-month Below Balance Fee Waiver	
Month of opening / converting to Premier Account	October 2021
Period of the Fee Waiver Offer	November 2021 to April 2022

2. Eligible Customers are subject to a monthly below balance fee of HKD380 after the Fee Waiver Offer period ends if the Average Daily TRB (see General Terms and Conditions Clauses 6 and 7 above) over the last 3 months falls below HKD1 million. See an example below:
   Example

Monthly below balance fee of HKD380	
Month of opening / converting to Premier Account	October 2021
Below balance fee will be charged for the month	May 2022 (if Average Daily TRB for 3 consecutive months from March to May 2022 falls below HKD1 million)

3. The monthly below balance fee applies to each Premier Account. Customers who have previously held an HSBC Premier Account (whether as sole accountholders or joint accountholders) in the past 9 months prior to the new Premier Account opening / conversion month, will not be eligible for this offer.

(F) Specific Terms and Conditions for Online Upgrade Offer – HKD200 Cash Reward (the 'Online Upgrade Offer')

1. Customers must successfully opened / converted an existing Integrated Account to a Premier Account through HSBC Personal Internet Banking (not applicable to joint account) during the Promotional Period.
2. Each Eligible Customer is only entitled to receive the Online Upgrade Offer once under this promotion.

(G) Specific Terms and Conditions for Mobile Account Opening Offer – HKD200 Cash Reward (the 'Mobile Account Opening Offer')

1. The offer is only applicable to customer who successfully opened an HSBC Premier account / converted to HSBC Premier via the HSBC HK Mobile Banking app (HSBC HK App) within promotional period, conduct 3 times of any designated mobile banking transactions within specific period and fulfils the criteria below:
   （i） must be a permanent resident of Hong Kong SAR (unless you are currently holding any HSBC banking or investment accounts); and
   （ii） aged 18–64, residing in Hong Kong; and
   (iii) must NOT be a holder of any HSBC credit cards (including supplementary credit card) (unless you are currently holding any HSBC banking or investment accounts).

2. Each Eligible Customer is only entitled to receive the Mobile Account Opening Offer once under this promotion.

(H) Specific Terms and Conditions for Risk Profiling Questionnaire (the "RPQ") Offer– HKD100 Cash Reward (the 'RPQ Offer')

1. Eligible Customers must successfully complete the RPQ by the last day of the first calendar month after the month of Premier Account opening / conversion through any available channels (visiting a branch, phone call, video conferencing in Hong Kong, Personal Internet Banking or HSBC HK Mobile Banking app).
2. Eligible Customers who have completed RPQ in the last 24 months prior to the month of Premier Account opening / conversion will not be eligible for the RPQ Offer.
3. Each Eligible Customer is only entitled to receive the RPQ Offer once under this promotion.

Risk Disclosure

Stocks 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 stocks may move up or down. Losses may be incurred as well as profits made as a result of buying and selling stocks.

Unit Trusts Risk Disclosure

- 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.
- 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 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.
- 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 recognised exchange. Such instruments are not afforded the same protections as may apply to participants trading financial derivative instruments on organised 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 counter party.

Bonds and Certificates of Deposit ('CDs') Risk Disclosure

- 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/CDs for the full tenure; you could lose part or all of your principal if you choose to sell bonds/CDs prior to maturity.
- 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 HSBC unless HSBC is the issuer itself.
- Indicative prices of bonds/CDs are available and bonds/CDs prices do fluctuate with market changes. Factors affecting the 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 tenure 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.
- If you wish to sell bonds/CDs, HSBC 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.
- There may be exchange rate risks if you choose to convert payments made on the bond/CDs to your home currency.
- 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.
- If bonds/CDs are redeemed early, you may not be able to enjoy the same rates of return when you use the funds to purchase other products.

Deposit Plus (DPS) Risk Disclosure

- Not a time deposit - Deposit Plus is NOT equivalent to, nor should it be treated as a substitute for, time deposit. It is NOT a protected deposit and is NOT protected by the Deposit Protection Scheme in Hong Kong.
- Derivatives risk - Deposit Plus is embedded with FX option(s). Option transactions involve risks, especially when selling an option. Although the premium received from selling an option is fixed, you may sustain a loss well in excess of such premium amount, and your loss could be substantial.
- Limited potential gain - The maximum potential gain is limited to the interest on the deposit.
- Maximum potential loss – Deposit Plus is not principal protected. You must be prepared to incur loss as a result of depreciation in the value of the currency paid (if the deposit is converted to the linked currency at maturity). Such loss may offset the interest earned on the deposit and may even result in losses in the principal amount of the deposit.
- Not the same as buying the linked currency - Investing in Deposit Plus is not the same as buying the linked currency directly.
- Market risk – The net return of Deposit Plus will depend upon the exchange rate of deposit currency against the linked currency prevailing at the deposit fixing time on the fixing date. Movements in exchange rates can be unpredictable, sudden and drastic, and affected by complex political and economic factors.
- Liquidity risk - Deposit Plus is designed to be held until maturity. You do not have the right to request early termination of this product before maturity. Under special circumstances, the Bank has the right to accept your early redemption request at its sole discretion and on a case by case basis. The Bank will provide an indication of the redemption price upon such request. Your return upon such early redemption will likely be lower than that if the deposit were held until maturity and may be negative.
- 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.
- Currency risk - If the deposit currency and/or linked currency is not your home currency, and you choose to convert it back to your home currency upon maturity, you may make a gain or loss due to exchange rate fluctuations.
- Risks relating to RMB – You should note that the value of RMB against other foreign currencies fluctuates and will be affected by, amongst other things, the PRC government's control (for example, the PRC government regulates conversion between RMB and foreign currencies), which may adversely affect your return under this product. In case you receive RMB as Linked Currency at maturity and you choose to convert your maturity proceed to other currencies, you may suffer loss in principal. This product will be denominated (if Deposit Currency being RMB) and settled (when receive RMB at maturity) in RMB deliverable in Hong Kong, which is different from that of RMB deliverable in Mainland China.

Capital Protected Investment Deposit (CPI) Risk Disclosure

- Not a time deposit – Capital Protected Investment Deposit is NOT equivalent to, nor should it be treated as a substitute for, time deposit. It is NOT a protected deposit and is NOT protected by the Deposit Protection Scheme in Hong Kong.
- Derivatives risk – Capital Protected Investment Deposit is embedded with FX option(s). Option transactions involve risks. If the exchange rate of the currency pair performs against expectation at the fixing time on the fixing date, you can only earn the minimum payout of the structure.
- Limited potential gain - The maximum potential gain is limited to higher payout on the deposit less the principal amount, when exchange rate of currency pair at fixing moves in line with your anticipated direction.
- Not the same as buying the linked currency - Investing in Capital Protected Investment Deposit is not the same as buying the linked currency directly.
- Market risk - The return of Capital Protected Investment Deposit will depend upon the exchange rates of currency pair against trigger rate at the fixing time on the fixing date. Movements in exchange rates can be unpredictable, sudden and drastic, and affected by complex political and economic factors. You must be prepared to take the risk of earning the lower payout/no return (if exchange rate performs against expectation) on the money invested.
- Liquidity risk – Capital Protected Investment Deposit is designed to be held until maturity. You do not have a right to request early termination of this product before maturity. Under special circumstances, the Bank has the right to accept your early redemption request at its sole discretion and on a case by case basis. The Bank will provide an indication of the redemption price upon such request. Your return upon such early redemption will likely be lower than that if the deposit were held until maturity and may be negative.
- Credit risk of the Bank – Capital Protected Investment Deposit 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.
- Currency risk - If the deposit currency is not your home currency, and you choose to convert it back to your home currency upon maturity, you may make a gain or loss due to exchange rate fluctuations.
- Risk of early termination by the Bank - The Bank shall have the discretion to uplift a Deposit or any part thereof prior to the Maturity Date (subject to the deduction of such break costs or the addition of such proportion of the return or redemption amount, which may result in a figure less than the original principal amount of the Deposit) if it determines, in its sole discretion, that this is necessary or appropriate to protect any right of the Bank to combine accounts or set-off, or any security interest, or to protect the Customer's interests.
- Risks relating to RMB - You should note that the value of RMB against other foreign currencies fluctuates and will be affected by, amongst other things, the PRC government's control (for example, the PRC government regulates conversion between RMB and foreign currencies), which may adversely affect your return under this product when you convert RMB into your home currency. The value of your RMB deposit will be subject to the risk of exchange rate fluctuation. If you choose to convert your RMB deposit to other currencies at an exchange rate that is less favourable than that in which you made your original conversion to RMB, you may suffer loss in principal. This product (if denominated in RMB) will be denominated and settled in RMB deliverable in Hong Kong, which is different from that of RMB deliverable in Mainland China.

Equity Linked Investments ('ELIs') Risk Disclosure

The following risks should be read together with the other risks contained in the 'Risk Warnings' section in the relevant offering documents of the ELIs

- You should note that the information contained in this material does NOT form part of the offering documents of our ELIs. You should read all the offering documents of our ELIs (including the programme memorandum, the financial disclosure document, the relevant product booklet and the indicative term sheet and any addendum to any of such documents) before deciding whether to invest in our ELIs. If you have doubt on the content of this material, you should seek independent professional advice.
- Not a time deposit - ELI is NOT equivalent to, nor should it be treated as a substitute for, time deposit. It is NOT a protected deposit and is NOT protected by the Deposit Protection Scheme in Hong Kong.
- Not principal protected – ELIs are not principal protected: you could lose all of your investment.
- Limited potential gain – you may not receive any potential cash dividend amount - The maximum potential gain under this product is capped at an amount equal to the sum of the difference between the issue price and the nominal amount of the ELIs (if any) (less any cash settlement expenses) and the maximum periodic potential cash dividend amount(s) payable during the scheduled tenor (i.e the period from (and including) the issue date to (and including) the

settlement date) of the ELIs. It is possible that you may not receive any potential cash dividend amount for the entire scheduled tenor of the ELIs.

- Re-investment risk - If our ELIs are early terminated, we will pay you the nominal amount of the ELIs (less any cash settlement expenses) and any accrued potential cash dividend amount calculated up to (and including) that call date. No further potential cash dividend amount will be payable following such early termination. Market conditions may have changed and you may not be able to enjoy the same rate of return if you re-invest these proceeds in other investments with similar risk parameters.
- No collateral – ELIs are not secured on any of our assets or any collateral.
- Limited market making arrangements are available and you may suffer a loss if you sell your ELIs before expiry - Our ELIs are designed to be held to their settlement date. Limited market making arrangements are available on a bi-weekly basis for all our ELIs. If you try to sell your ELIs before expiry, the amount you receive for each ELI may be substantially less than the issue price you paid for each ELI.
- Not the same as investing in the reference asset – Investing in our ELIs is not the same as investing in the reference asset. Changes in the market price of the reference asset may not lead to a corresponding change in the market value of, or your potential payout under, the ELIs.
- Not covered by Investor Compensation Fund – Our ELIs are not listed on any stock exchange and are not covered by the Investor Compensation Fund. There may not be any active or liquid secondary market.
- Maximum loss upon HSBC's default or insolvency – Our ELIs constitute general, unsecured and unsubordinated contractual obligations of HSBC as issuer and of no other person (including the ultimate holding company of our group, HSBC Holdings plc). When you buy our ELIs, you will be relying on HSBC's creditworthiness. If HSBC becomes insolvent or defaults on its obligations under the ELIs, in the worst case scenario, you could lose all of your investment.
- Risks relating to RMB - You should note that the value of RMB against other foreign currencies fluctuates and will be affected by, amongst other things, the PRC government's control (for example, the PRC government regulates conversion between RMB and foreign currencies), which may adversely affect your return under this product when you convert RMB into your home currency. The value of your RMB-denominated ELIs will be subject to the risk of exchange rate fluctuation. If you choose to convert your RMB deposit to other currencies at an exchange rate that is less favourable than that in which you made your original conversion to RMB, you may suffer loss in principal. This product (if denominated in RMB) will be denominated and settled in RMB deliverable in Hong Kong, which is different from that of RMB deliverable in Mainland China.
- You may, at settlement, receive physical delivery of reference asset(s).
- Our ELIs may be terminated early by us according to the terms as set out in offering documents of our ELIs.
- Our ELIs are structured investment products which are embedded with derivatives.
- Investment returns (if any) not denominated in home currency are exposed to exchange rate fluctuations. Rates of exchange may cause the value of investments to go up or down.
- The Hongkong and Shanghai Banking Corporation Limited is the issuer and product arranger of our ELIs.

Renminbi ('RMB') Related Products Risk Disclosure

- There may be exchange rate risks if you choose to convert RMB payments made on the bonds to your home currency.
- RMB debt instruments are subject to interest rate fluctuations, which may adversely affect the return and performance of the RMB products.
- 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.
- You could lose part or all of your principal if you choose to sell your RMB bonds prior to maturity.

China A Shares Risk Disclosure

- Investment in China A Shares through Shanghai-Hong Kong and Shenzhen-Hong Kong Stock Connect involves risks. 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 and profits may be made as a result of buying and selling securities.
- For further information, you should refer to the risk disclosures and other terms set out in the China Connect / Shanghai-Hong Kong and Shenzhen-Hong Kong Stock Connect Terms and Conditions.

Currency Conversion Risk Disclosure

- 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 the exchange rate in which you made your original conversion to that foreign currency and RMB, you may suffer loss in principal.

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.

Making available to you any advertisements, marketing or promotional materials, market information or other information relating to a product or service shall not, by itself, constitute solicitation of the sale or recommendation of any product or service. If you wish to receive solicitation or recommendation from us, please contact us and, where relevant, go through our suitability assessment before transacting.

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.

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