



General Promotional Terms and Conditions

1. **Promotion Period:** 1 October – 31 December 2023 (both dates inclusive)
2. **Who can enjoy the Promotion:** This promotion (the “**Promotion**”) is available for customers of the Bank who have fulfilled all the following requirements (each an “**Eligible Customer**”):
 - a. be aged 18 or above when conducting the Eligible Transactions;
 - b. not be a citizen/resident/tax payer resident of the United States of America (U.S.);
 - c. be a sole or principal account holder (if a joint account) of any personal account with the Bank (“**Eligible Account**”). For the avoidance of doubt, FundMax Account is not eligible;
 - d. fulfill the criteria listed in each or all of the Offers below
3. The Hongkong and Shanghai Banking Corporation Limited, Hong Kong (and its successors and assigns) (the “**Bank**” or “**HSBC**”) reserves the right to change these Promotional Terms and Conditions at any time and the offer may be withdrawn or terminated by the Bank at its discretion without prior notice. The Bank accepts no liability for any such change, withdrawal and / or termination
4. No person other than the Eligible Customer (as defined in these Promotional Terms and Conditions) 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 terms and conditions.
5. In the event of any dispute arising out of this promotion, the decision of the Bank shall be final and conclusive.
6. Where there is any discrepancy or inconsistency between the Chinese and English versions of these terms and conditions, the English version shall apply and prevail.
7. The offer under this promotion is provided subject to the prevailing regulatory requirements.
8. These terms and conditions are governed by and construed in accordance with the laws of the Hong Kong Special Administrative Region.

Offer: Terms and Conditions for 2023 Q4 Unit Trusts New-to-UT subscription offer

1. This offer is only available to Eligible Customers who are either
 - (a) a new to HSBC Jade or HSBC Premier customer who successfully opens a new Integrated Account for HSBC Premier or a new Integrated Account for HSBC Premier with Jade status, or successfully upgrades to HSBC Premier during the Promotion Period
 - (b) an existing HSBC Jade or HSBC Premier customer without any UT holdings and transactions for the past 12 months (for the avoidance of doubt, from 1 October 2022 to 30 September 2023)
2. **What is the offer:** The offer is applicable to the subscription order(s) of open-end funds made by Eligible Customer with Eligible Account. Preferential initial charge of 0.88% is applied to the subscription(s) of open-end funds made within the Promotional Period (Lump-sum/Monthly Investment Plan). E.g. For monthly investment plan placed in October 2023, the preferential initial charge of 0.88% is applied to the subscription(s) of open-end funds for the recurring monthly subscriptions during the Promotion Period i.e. from October–December 2023.
3. All other fees/charges applicable to the relevant fund (including switching fees, redemption fees, management fees and other fees) will continue to apply.

Important Risk Warning

1. Unit Trusts are investment products and some may involve derivatives. The investment decision is yours but you should not invest in the Unit Trusts 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 are NOT equivalent to time deposits.
3. Investors should not only base on this marketing material alone to make investment decisions.
4. Investment involves risk. Past performance is no guide to the future performance. For details of the investment products, their related fees and charges and risk factors, please refer to the individual product materials.
5. In the worst case scenario with Investment Financing, it could expose you to significant losses; you may incur losses in excess of your own initial funds and your investments, and you may be required to repay the Investment Loans in full.

Risk Disclosure – Unit Trusts

1. 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).
2. 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.
3. 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.
4. 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 with which a fund trades such instruments, which could result in substantial loss to a fund.

Risk Disclosure – Investment Financing (if applicable)

1. General risk of Unit Trusts trading
The prices of Unit Trusts vary, sometimes dramatically. The price of a security may move up or down, and may become valueless. It is as likely that you will incur losses rather than making profit when buying or selling Unit Trusts.
2. Risks associated with margin requirements
You must provide us with initial cash amount before subscribing for your investment. The required amount of initial cash is determined by us and can be varied by us from time to time, in our absolute discretion. Any cash and Unit Trusts deposited with us will be charged, pledged and/or assigned to us. If the Portfolio Margin Ratio for your investment exceeds a certain level (e.g. because of a decrease of value of your investment), we may request you to provide additional cash on short notice or sell Unit Trusts to repay all or part of the Investment Loan ("margin call"). The amount of additional cash that we may request you to provide us may be substantial and exceed the amount of initial cash deposited with us. While any

Investment Loan provided by us to you remains outstanding, you may be restricted from selling or otherwise dealing with any cash or investments deposited with us.

If you do not act promptly upon receiving of a margin call notice and do not take the required actions (such as selling Unit Trusts and/or repaying the Investment Loans) within the prescribed time, we may have various rights, including the right to sell part or all of your investments, as well as to exercise set-off in relation to any cash that you have deposited with us in connection with your investments ("forced sale"), even in adverse market conditions. You will bear all losses and may remain liable to repay us any resulting deficit in your account (including interests) and any other amounts due from you to us.

Financing your investment with an Investment Loan could expose you to significant losses. As a result of adverse market movements, you may incur losses in excess of your own initial funds and your investments, and you may be required to repay the Investment Loans in full.

We may have the right to sell, at our absolute discretion, part or all of any of your investments and/or appropriate and/or dispose of part or all of the cash or other assets deposited with us and take any other legal action, without notice or demand. For example, we may have such right when due to adverse market conditions the market value of your investments drops significantly and/or your investments cease to be eligible for Investment Financing and/or we need to cover any shortfall and/or reduce your potential exposure to unacceptable risks or heavy losses and/or where you have not complied with your obligations in relation to Investment Financing.

3. Risk of using leverage

The high degree of leverage in connection with Investment Financing transactions can lead to large losses (e.g. in the event we have to force sell your investment) as well as gains. The higher your leverage is, the bigger your losses can be in adverse market conditions.

4. Interest rate risk

Interest rate fluctuations may have an adverse impact on the value of your investments. In addition, where the interest rates by reference to which interests on your Investment Loan are calculated fluctuate, this may adversely affect the return on your investments. In particular, the cost of borrowing may be equal to or exceed the actual return on your investments.

5. Liquidity risk

Investing in certain products may present liquidity risk as under certain market conditions you may have difficulties to sell your investments. In the event we have to force sell your investments, the price at which such sale is concluded may also be affected where there is no or little liquidity in the market for your investments and/or collateral.

6. Commissions, Fees and Charges

You should familiarize yourself with commissions, fees and charges for which you will be liable under Investment Financing transactions as they may affect your net profit (if any) or increase your loss.

This document does not constitute an offer for the purchase or sale of any investment products. 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 contents of this document have not been reviewed by the Securities and Futures Commission.

Issued by The Hongkong and Shanghai Banking Corporation Limited