

23 April 2004

### **All thrills, no frills with HSBC's Home Value home loan**

HSBC customers can now get maximum value from their home loan without the bells and whistles, with **Home Value** - a new basic home loan for owner occupiers, offering a low ongoing variable rate of interest at 6.44% p.a. (comparison rate 6.50% p.a.).

Additionally, all owner occupiers who apply for an HSBC home loan before 30 June will have their establishment fee waived, and those that settle their loan before 31 August 2004 will receive \$200 credited to their account.

#### HSBC's Home Value home loan offers:

- One of the most competitive rates in the market, HSBC's Home Value rate starts low and stays low. This means the rate will generally stay lower than our standard variable rate.
- Flexibility to make additional repayments without penalty to save on interest, and freedom to redraw any additional prepayments (minimum \$500).
- Customers can also combine a cheap rate with flexibility by splitting their Home Value loan with HSBC's Home Smart or Fixed Rate loans. Other rates apply to these loans.
  - Fixed Rate can help with budgeting for loan repayments and minimising impact of rising interest rates
  - Home Smart offers flexibility with direct salary credit and immediate access to prepaid funds via ATM, cheque, telephone and internet banking
- Maximum term up to 30 years.
- No monthly fees
- Clear tracking of all transactions via online consolidated wealth summary and monthly statement
- Applications can be completed over the phone or in any of HSBC's branches across Australia, and are typically confirmed within 48 hours.

For further information, please call Victoria Garrod on 02 9006 5682 / 0405 342 580.

#### **Notes to editors:**

##### **1. HSBC in Australia**

In Australia, the HSBC Group offers an extensive range of financial services through a network of 35 branches and offices. These services include personal and commercial financial services, trade finance, non-advisory stockbroking, treasury and financial markets, funds management, investment advisory and securities custody.

Principal HSBC Group members operating in Australia include HSBC Bank Australia Limited, HSBC Asset Management (Australia) Limited, HSBC Precious Metals (Australia) Limited, HSBC Stockbroking (Australia) Pty Limited and HSBC Bank plc.

2. Credit provider is HSBC Bank Australia Limited ABN 48 006 434 162 (HSBC).