

20 May 2004

HSBC offers Pre-Paid 6.99% Fixed Rate Margin Loans

Pre-pay your interest on HSBC's Margin Loans and generate a tax deduction this year.

- HSBC is offering margin lending customers the opportunity to pre-pay their interest in advance at a highly competitive **fixed rate of 6.99 per cent** on all loans over \$30,000 (minimum interest paid \$2,097) until 28 June 2004.
- By pre-paying the 12 months interest in full at HSBC's low rate of 6.99 per cent, customers will be eligible to claim the pre-paid interest as a tax deduction for this financial year.
- Customers can split their loan between variable and fixed rate (minimum amount for fixed portion is \$30,000).

Margin lending customers that use HSBC Stockbroking can qualify for additional loyalty program benefits, including access to free Dynamic Data (including live ASX updates), discounted brokerage rates, free independent equities research, analyst's stock recommendations and a gateway to 14 international equity markets.

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.