



31 March 2009

## HSBC OFFERS LOWEST VARIABLE RATE SINCE THE 1950s 12-MONTH INTRODUCTORY RATE OF 3.99%

HSBC Bank in Australia has introduced a market-leading 12-month introductory rate of 3.99% p.a. (comparison rate 5.02% p.a.\*) for new PowerVantage and Premier home loans – the lowest variable rate seen in Australia since the 1950s<sup>†</sup>.

As well as this 1.85% discount<sup>^</sup> offer on the variable rate, HSBC is also offering a discount of 0.30% off 3–5 year fixed rates<sup>^^</sup>. Premier customers will also benefit from a Premier discount of 0.75% off the standard variable rate once the introductory period is over.

John Lane, head of mortgages for HSBC in Australia, said “Significant cuts by the Reserve Bank in the last few months and movements in the cost of funds has allowed HSBC to offer a combination of an historically low introductory variable rate and significantly discounted fixed rates.”

“Eligible customers can now sign up with HSBC and choose a home loan at 3.99% variable 12-month introductory rate or, depending on their choice, a 4.99% fixed rate for the next three years.

Alternatively, they can split their home loan between fixed and variable and get the best of both worlds.”

“It’s an incredible combination of certainty and value in these uncertain times.”

The 3.99% (comparison rate 5.02% p.a.\*) 12-month introductory variable discount offer and 0.30% discount on fixed rates offer run until 8th May 2009.

*ends/more*

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### **Notes to editors**

#### **Footnotes**

\*Comparison interest rate calculations for Home Loans are based on designated amount of \$150,000 and a term of 25 years. Our comparison interest rate schedules are available at our branches and at [www.hsbc.com.au](http://www.hsbc.com.au). WARNING: This comparison interest rate applies only to the example or examples given. Different amounts and terms will result in different comparison interest rates. Costs such as redraw fees or early repayment fees, and cost savings such as fee waivers, are not included in the comparison interest rate but may influence the cost of the loan. Rate current as at 11/03/09 and subject to change.

<sup>†</sup> Based on RBA statistics as at 23/03/09. Offer available for new applications as part of the PowerVantage or HSBC Premier package completed until 08/05/09. Excludes refinancing of existing loans with HSBC and Lo Doc Home Loans. Not compatible with any other offer. Loans must settle by 08/08/09. Minimum loan size \$250,000. Terms, conditions, fees, charges and credit criteria apply and are available on request.

This news release is issued by

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News Release

## **HSBC offers lowest variable rate since the 1950s/2**

^ Discount depends on size of loan and package type. Package eligibility criteria applies. Credited provided by HSBC Bank Australia Limited ABN 48 006 434 162 AFSL 232595

^^ HSBC fixed rates as at 27 March 2009: 3 year 5.29%, 4 year 5.80%, 5 year 6.00%

### **HSBC Bank 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, financial planning, trade finance, treasury and financial markets, payments and cash management and securities custody. Principal HSBC Group members operating in Australia include HSBC Bank Australia Limited (ABN 48 006 434 162) and The Hongkong and Shanghai Banking Corporation (ABN 65 117 925 970). HSBC is marketed worldwide as 'the world's local bank'.

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