

15 January 2020

**HSBC LAUNCHES FLEXINVEST FOR UNIT TRUST
PURCHASE ON MOBILE WITH JUST HKD100***A Simple, Flexible and Affordable Channel to Manage Wealth*

HSBC has launched FlexInvest for customers to invest in unit trusts with as little as HKD100 and enjoy low platform fees and zero transaction costs.

The service is now available to customers with a Personal Integrated Account¹, exclusively through the HSBC HK Mobile Banking App. Customers can either set up a monthly investment plan or make a one-off investment in 10 pre-selected funds², anytime, anywhere on their mobile.

Greg Hingston, Head of Retail Banking and Wealth Management, Hong Kong, HSBC, said, “Investment plays an instrumental role in financial planning. With FlexInvest, we’ve made it cheaper and easier for our customers to invest in their future, regardless of assets size or their levels of investment expertise. The new service offers a simple, flexible and affordable investment solution, demonstrating our continuous commitment to fulfilling customers’ needs and enhancing their digital banking experience.”

“FlexInvest is designed to encourage our increasingly digital-savvy customers to build their wealth. We’ve lowered the entry barrier by setting the minimum subscription at just HKD100, providing an avenue for customers to channel savings into investment through a regular monthly plan,” he added.

It has a simple and transparent charging mechanism. It does not charge any subscription fees, redemption fees or switching fees, enabling customers to move flexibly in and out of funds, or top-up their portfolio whenever they prefer.

To reduce costs for small investors, the platform fee will be waived for customers with an average monthly holding balance below HKD10,000. The fee will rise to a flat rate of HKD 28 a month for portfolios of between HKD10,000 and HKD200,000, followed by a standard rate of 0.8 per cent per annum for portfolios exceeding HKD200,000³.

There are initially 10 pre-selected funds, including seven funds managed by HSBC Global Asset Management, within the FlexInvest channel. Additional fund options will be included gradually to meet market demand. The funds, a mix of money market fund and index funds, aim to match the benchmark return of equity and fixed income markets and each offers distinct options in terms of geographic coverage and asset class to suit different customers’ needs.

Sami Abouzahr, Head of Customer Wealth, Retail Banking and Wealth Management, Hong Kong, HSBC, said, “FlexInvest enables customers to access the most important markets and asset classes in a simple, flexible and affordable way. We have handpicked a number of index tracking funds that form the building blocks of a diversified portfolio and placed them at our customers’ fingertips.”

With a few simple steps on their mobile devices, FlexInvest encourages investors to economically build their investment portfolio through a monthly plan, a first but decisive step to shape their financial future. This service aligns with HSBC’s strategic focus to promote wealth planning as an important aspect of financial education. It also complements other investment options including stock trading, IPO, foreign exchange and time deposits currently available on HSBC HK Mobile Banking app.

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Note to editors:

1. Customers will need to complete/update the risk profile questionnaire to find out their risk tolerance before investing through FlexInvest. Integrated account is not applicable to customers aged under 18.

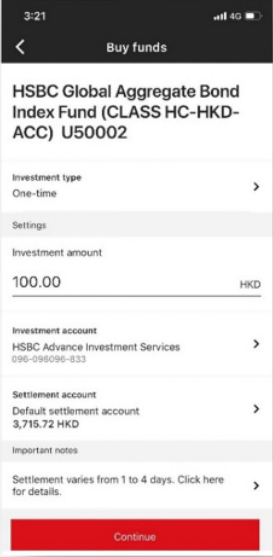
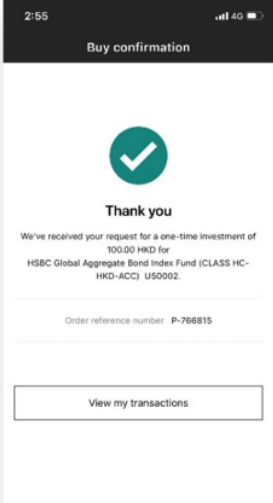
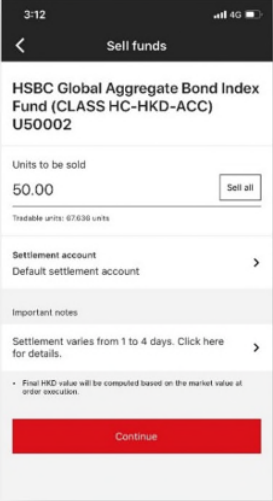
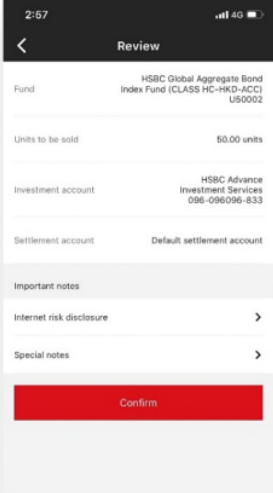
2. Ten pre-selected funds available on FlexInvest

	Fund Provider	Fund Name	Asset Class	Product Risk Rating
1	HSBC	HSBC Global Money Funds	Money market instruments	1
2	HSBC	HSBC Global Aggregate Bond Index Fund	Bond – Global (government and corporate)	1
3	HSBC	HSBC Global Corporate Bond Index Fund	Bond – Global (corporate)	1
4	HSBC	HSBC Global Emerging Market Government Bond Index Fund	Bond – Emerging Market	2
5	HSBC	HSBC China Government Local Bond Index Fund	Bond – China	3
6	HSBC	HSBC Global Equity Index Fund	Equity – Global	4
7	State Street Global Advisors	State Street Pacific ex-Japan Index Equity Fund	Equity – Pacific	4
8	HSBC	HSBC US Equity Index Fund	Equity – US	4
9	Hang Seng Bank	Hang Seng Index Fund	Equity – HK	5
10	Hang Seng Bank	Hang Seng China Enterprise Index Fund	Equity – China	5

3. All HSBC personal customers who have successfully placed any order in FlexInvest and settle the order before 29 February 2020 will enjoy zero platform fees in the first half of 2020, charges will be reimbursed in the second half of 2020.

Steps to buy/sell in FlexInvest

<p>1. Logon to HSBC Mobile Banking App, navigate to “Investment” and select “FlexInvest”.</p>	<p>2. Tap “Explore funds”.</p>
<p>3. The page will show the pre-selected funds based on fund type: money market fund, bond index tracking funds and equity index tracking funds. Tap into each fund for details.</p>	<p>4. Index historical performance, asset allocation, fees & charges, fund offering documents and FAQ will be shown. Tap “Invest now” if appropriate.</p>

	
<p>5. After that, choose between “monthly” and “one-time” investment, enter the investment amount and other details.</p>	<p>6. Transaction is completed upon accepting the disclaimer and confirm the details.</p>
	
<p>7. To redeem, select the fund and input the units to be sold.</p>	<p>8. Review the details on the order screen and this can be done upon confirmation.</p>

The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group, which serves our customers through four global businesses: Retail Banking and Wealth Management, Commercial Banking, Global Banking and Markets, and Global Private Banking. HSBC serves customers worldwide from offices in 65 countries and territories in our geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of USD2,728bn at 30 September 2019, HSBC is one of the world’s largest banking and financial services organisations.

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