

Hang Seng Commercial Banking x Hong Kong Trade Development Council Exclusive Privileges for InnoClub members



Exclusively for InnoClub members

As an ardent supporter of technology development and innovation companies in Hong Kong, Hang Seng Commercial Banking brings you a host of privileged offers for InnoClub members, empowering you to take control of your business growth for now and the future.

InnoClub

InnoClub, co-created by the Hong Kong Trade Development Council (HKTDC) and Hang Seng Bank, is a one-stop platform that puts start-ups and small and medium-sized enterprises (SMEs) in a stronger position to digitalise their operations, adopt innovative business solutions and seize business opportunities in Hong Kong and the Guangdong-Hong Kong-Macao Greater Bay Area (GBA).

Account Opening and Loan services



Open an IBS Account and Enjoy Waivers for the Account Opening Administrative Fee (HKD1,200)!



A dedicated support team to follow up on the account opening procedure



Account opening procedure can be completed as soon as 5 days after the required documents are submitted successfully



Enjoy Waivers of (HKD1,000) in administration fee when opening a new trade account. Open your way to a broader market as well as bring down operating costs and risks!

IBS Account is suitable for businesses that

- are SMEs and Well-established Corporates
- who require a full range of banking services to meet your sophisticated business needs



SME Financing Guarantee Scheme ("SFGS")

Guaranteed coverage of 80%, 90% and 100% of the credit facilities provided by the HKMC Insurance Limited

	Special 100% Loan Guarantee	90% Guarantee Product	80% Guarantee Product
Maximum Facility Amount	HKD6,000,000	HKD8,000,000	HKD18,000,000
Maximum Guarantee Period	8 years	5 years	7 years

For more details, please visit the website of Hang Seng Commercial Banking

Remarks:

The SME Financing Guarantee Scheme is provided by the HKMC Insurance Limited ("HKMCI"), a wholly-owned subsidiary of the Hong Kong Mortgage Corporation Limited ("HKMC"). A guarantee fee will be applied and is subject to the credit facility amount, bank interest rate and the guarantee coverage as determined by the HKMCI from time to time. Application of Special 100% Loan Guarantee are entitled to HKMCI's full guarantee fee waiver. For details, please visit the website of the HKMC.

Cash Management



Successfully apply for Commercial World Mastercard and UnionPay RMB Diamond Commercial Card to enjoy the first 2 years' Annual Fee Waiver and up to \$400 Cash Dollars and HKD400 Mannings Cash Vouchers

For details, please visit the website of Hang Seng Commercial Banking





Accelerate the cash flow and simplify your business with free "FPS"

- Use Faster Payment System ("FPS") via Hang Seng Commercial Banking to enjoy the powerful convenience of instantly local interbank fund transfer receiving payments from customers, making payments to suppliers or payroll to employees whatever the time of day and collecting customer payment with a QR code.
- Simply bind your mobile phone number, email address or FPS ID to your Hang Seng Business Account and set as FPS default account to centrally manage all your payments and secure your transfers. A transaction amount of up to HKD/RMB 1,000,000 is acceptable.
- Successfully open an IBS Account during the promotion period will be entitled zero handling fee for all payments processed via FPS for the first 6 months.

Transfers via FPS within Promotion Period	Service Charge (per count)	Service Charge within "Payment Offer Validity Period" (per count)
Outward payments		Waived
HKD100,000 or below	HKD5	
HKD100,000 above - HKD1,000,000	HKD10	
CNY100,000 or below	CNY5	
CNY100,000 above - CNY1,000,000	CNY10	
Inward payments	Waived	
Real time direct debit	HKD0.5 (HSBC Group) HKD1 (Other local banks)	

- Daily report to facilitate reconciliation and sales analysis
- Zero handling fee for no-cost transactions



Register FPS via Hang Seng to enjoy handling fee waiver for all payments proceed via FPS QR code collection



Offer FREE digital platform or software for employers with Hang Seng MPF scheme, in helping them to manage the MPF and human resources related matters at one stop. For details, please call 2288 6822



Free payroll services, provides you a hassle free service to handle payroll and generate tax returns for your staff

Cross-border Banking Services



Cross-border Banking Services

Supported by the powerful connectivity between the teams of professionals at Hang Seng Bank (Hong Kong) and Hang Seng Bank (China), which is a member of the Hang Seng Group, your business operating in the GBA can get in touch with the latter for everything from cash management services, trade finance services, commercial loan services and more (please visit the website of Hang Seng Bank (China) for details). Hang Seng Bank (Hong Kong) will also be ready to help in getting you connected.



Online Banking - Hang Seng HSBCnet

- **Simplified cash management:** Through the highly secure and easy-to-use Hang Seng HSBCnet, you can gain access to your business accounts of both Hong Kong and China to view your balances and transaction details with one platform, give you full control over your cross-border business finances, make remittances and bank transfers, and enjoy trade services.
- **Hang Seng HSBCnet Mobile App:** With a simple and intuitive interface, it enables you to enjoy selected services anytime, anywhere. Biometric Sign-on is also supported to bring you enhanced online transaction security.
- **3-Hour-Remit-Express to and from Hang Seng Bank (China):** As a commercial customer, your applications for outward remittances to and from Hang Seng Bank (China) via Hang Seng HSBCnet will be processed in minutes and the beneficiary accounts will be credited within 3 hours. You can even enjoy up to 55% off the handling fee and a waiver of any surcharge for applications in Chinese to help reduce your operating costs.
- **RMB/Foreign Currency Exchange:** When you perform currency exchange through Hang Seng HSBCnet to meet your import/export business needs, you can take advantage of our advance currency conversion to prepare for your upcoming trade payments and hedge against risks associated with fluctuations in the RMB exchange rate.

Act Now! Talk to us about your finance needs:

 Call 2198 8022 (select language and press 1>2)

 Email to innoclub@hangseng.com

General Terms and Conditions:

1. The promotion period is from 28 February 2022 to 30 June 2022, both dates inclusive (the "Promotion Period").
2. Hang Seng reserves the right to suspend, vary or terminate this promotion and any relevant offer and to amend the relevant terms and conditions at any time without prior notice.
3. Hang Seng reserves the right of final decision on the eligibility of any customer for the relevant offer(s).
4. No person other than the customer and Hang Seng (which includes its successors and assigns) 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. These terms and conditions are governed by and will be construed in accordance with the laws of the Hong Kong Special Administrative Region.
6. These terms and conditions are subject to prevailing regulatory requirements.
7. In the case of any disputes, Hang Seng reserves the right of final decision on all matters relating to this promotion and any relevant offer(s), which shall be binding on all the parties concerned.
8. In case of any discrepancy between the English and the Chinese versions of these Terms and Conditions, the English version shall prevail.

IBS Account Administrative Fee Waiver (HKD 1,200) and first 6 months Monthly Fee Waiver (HKD 1,200) Terms and Conditions:

1. InnoClub members who successfully opened an IBS Account during the Promotion Period will be entitled to administrative fee waiver.

New trade account administration fee waiver (HKD1,000) Terms and Conditions:

1. InnoClub members who successfully opened a new trade account during the promotion period can enjoy administration fee waiver (HKD,1000).

Zero Handling Fee for "FPS"

1. Starting from the month that InnoClub members who successfully open an IBS Account, InnoClub members can enjoy zero handling fee for all payments processed via FPS for the first 6 months.

Transfers via FPS within Promotion Period	Service Charge (per count)	Service Charge within "Payment Offer Validity Period" (per count)
Outward payments		Waived
HKD100,000 or below	HKD5	
HKD100,000 above - HKD1,000,000	HKD10	
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CNY100,000 above - CNY1,000,000	CNY10	
Inward payments	Waived	
Real time direct debit	HKD0.5 (HSBC Group) HKD1 (Other local banks)	

Handling fee waiver for FPS QR code collection

1. Starting from the month that InnoClub members successfully open an IBS Account, InnoClub members can enjoy handling fee waiver for all payments proceed via FPS QR code collection for the first 6 months.

Terms and Conditions for free payroll services.

1. Free payroll services are only applicable to HKD Payroll Services, offer includes waivers on registration fee, annual fee and transaction fee of "Hang Seng autoPay Service" and charges on first set-up with fewer than ten second parties.