



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



In today's complex and ever-changing business environment, SMEs need a partner rooted in Hong Kong. Hang Seng Commercial Banking brings you a host of privileged offers for Hong Kong Trade Development Council exhibitors, empowering your business and maximizing opportunities.

Account Opening and Loan services

Biz Virtual + Account

For Startups and Local SMEs

Enjoy full waiver of account opening administration fee and first 12-month fee waiver on monthly fee (HKD2,400)

Integrated Business Solutions Account

For established SMEs and steady business growth and SMEs with trading business

Enjoy full waiver of account opening administration fee



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



Account opening procedure can be completed as soon as 3 days after the required documents are submitted successfully



SME Business Loan

Get the Approval-in-principle result in as fast as 10 seconds²

- Loan amount up to HKD2,000,000
- No collateral or financial reports required¹
- Choice of Principal Repayment Deferral in the first 3 months³

Instalment loan offers for commercial customers

- Full handling fee waivers and repayment period of up to 60 months
- 0.45% Monthly Flat Rate Offer with a repayment period between 6 to 24 months
- 0.4% Monthly Flat Rate Offer with a repayment period between 25 to 60 months
- Up to HKD3,300 cash rebate for successful application and drawdown of the Instalment Loan under SME Business Loan

Overdraft Facility offers for commercial customers

- 50% off monthly fee (the prevailing monthly fee for an overdraft facility under SME Business Loan is calculated as 0.2% of the relevant overdraft facility limit.)



SME Trade

SME Business Loan is now extended to cover Trade which allows you to make prompt payments to your suppliers, supporting your financing needs!

- Drawdown by simply uploading a payment file to us and your supplier will be paid directly^A
- Trade loan facility on revolving basis, up to HKD2,000,000
- No collateral or financial reports required¹

Cash rebate offer

- Up to **HKD3,300** when the trade turnover reaches the approved facility limit of SME Trade

Free consulting service offer

- Customer who successfully submits SME Trade application **on or before 30 June 2025**, may enjoy a free consulting service with our trade expert^B
- Complete application* may also receive **HKD500** dining e-coupons

* Complete application means customer should submit required documents with the application.

Remarks:

A. Subject to prior credit adjudication and approval. Payments are subject to processing time

B. Our Client Manager of Global Trade Solutions will contact you within five working days after receiving your application for the arrangement of free advisory session.



SME Financing Guarantee Scheme ("SFGS")

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

	90% Guarantee Product	80% Guarantee Product
Maximum Facility Amount	HKD8,000,000	HKD18,000,000
Maximum Guarantee Period	8 years	10 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. 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 more 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.



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

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.

Apply now through Hang Seng Business Integrated Account Online Application Platform with promotion code "HKTDC" fully online via desktop or mobile in 3 steps!

Call 2198 8022 talk to us about your finance needs (select language and press 1>8)

Email to HKTDC@hangseng.com

Remarks:

1. Hang Seng Bank Limited ("Hang Seng") reserves the right to request any further supporting documents / information.
2. 10-seconds approval-in-principle approval service ("Approval Service") is only applicable to the online applications for Hang Seng SME Business Loan ("SME Business Loan") received by Hang Seng between 6:45am and 9pm from Mondays to Fridays, and between 6:45am and 6pm on Saturdays, Sundays and public holidays, and subject to the accuracy of information provided by customers, the devices and internet performance of customers, the availability and stability of the Hang Seng's related systems and servers, as well as the credit reference agency's services. Hang Seng reserves the right to determine whether or not to provide the Approval Service at its sole and absolute discretion. For online applications of SME Business Loan without Approval Service results generated, Hang Seng will contact the customers within two working days. The result of the Approval Service is generated based on the information provided by the customer in the online application for SME Business Loan, the internal records of Hang Seng and credit information provided by credit reference agency. The result of the Approval Service is subject to the supporting documents provided by the customer and final review and approval by Hang Seng. Hang Seng reserves the right to approve a lesser amount of the result of the Approval Service or reject the application without giving any reason therefor.
3. Customers may choose to pay interest only and not to make any principal repayment in the first 3 months of the repayment period ("Principal Payment Holiday"). After the Principal Payment Holiday, customers shall repay both the principal and interest for each instalment in the remaining repayment period.
4. Customers are required to make a minimum payment of an amount equivalent to 10% of the total outstanding amount on or before the payment due date as shown in the relevant monthly statement.

General Terms and Conditions:

1. The promotion period is from 1 January 2025 to 30 June 2025, both dates inclusive (the "Promotion Period").
2. The Bank reserves the right to suspend, vary or terminate any and all of the above promotions and offers and other relevant offers at any time and to amend any terms and conditions relating to such promotions and offers from time to time and at any time without prior notice.
3. In case of any dispute relating to any of the above promotions and offers, the decision of the Bank shall be final, conclusive and binding on all the parties concerned.
4. No person other than each Eligible Customer and Hang Seng (including its successors and assignees) will have any right under the Contracts (Rights of Third Parties) Ordinance (Cap. 623) to enforce or enjoy the benefit of any of the provisions in these terms and conditions (including the terms and conditions specific to a promotion or offer above).
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. Each of the above promotions and offers can be used in conjunction with each other, but cannot be used in conjunction with any other promotions or offers.
8. The English version of these terms and conditions shall prevail in the event of any discrepancy between the English and Chinese versions.

Biz Virtual+ Account Administrative Fee Waiver (HKD 1,300) and first 12 months Monthly Fee Waiver (HKD 2,400) Terms and Conditions:

1. Hong Kong Trade Development Council exhibitors who successfully opened an Biz Virtual+ Account during the Promotion Period will be entitled to administrative fee waiver and a monthly service fee waiver for the first 12 months starting from the month of successful account opening.
2. When the monthly service fee waiver for the first 12 months ends, the monthly service fee of the Biz Virtual+ Account is HKD200. If the Total Relationship Balance of an Hong Kong Trade Development Council exhibitors' Biz Virtual+ Account is equivalent to HKD50,000 or above, the monthly service fee will be waived. The Total Relationship Balance is the monthly aggregate balance of the daily average of customer's deposits, gold accounts, securities, investment funds, utilized overdraft facilities, credit card cash advances and the outstanding balance of loans (except mortgage loans), trade finance and Hang Seng MPF Balance and the premiums paid for that month for designated general insurance plans distributed by Hang Seng as an agent.

IBS Account Administrative Fee Waiver (HKD1,300) Terms and Conditions:

1. Hong Kong Trade Development Council exhibitors who successfully opened an IBS Account during the Promotion Period will be entitled to administrative fee waiver.

Terms and Conditions for the 0.45% Monthly Flat Rate Offer:

1. This 0.45% Monthly Flat Rate Offer ("Offer") is offered by Hang Seng Bank Limited ("Hang Seng" or the "Bank") from 1 April 2025 to 30 June 2025, both dates inclusive ("Promotion Period").
2. The Offer is only applicable to Hang Seng commercial customers who satisfy all the requirements below (each an "Eligible Customer"):
 - i. are Hong Kong Trade Development Council exhibitors;
 - ii. having applied for SME Business Loan Instalment Loan ("Instalment Loan") through Hang Seng Business Online Application Platform or Hang Seng Business e-Banking by using the promotion code "HKTDC" during the Promotion Period;
 - iii. the relevant application having been approved, and the Instalment Loan being drawn down within 3 months from the date of application; and
 - iv. the repayment period of the Instalment Loan is between 6 to 24 months.
3. Each Eligible Customer is entitled to a monthly flat rate of 0.45% ("Monthly Flat Rate") which will apply to the Instalment Loan.
4. For illustration, the Annualised Percentage Rate ("APR") for a 24-month Instalment Loan of HKD2,000,000 will be 10.53% based on a flat interest rate of 0.45% per month. For the reference of APR for the Instalment Loan of Business Loan, please visit hangseng.com/bizloan_cal. Calculation of APRs is based on the Net Present Value Method in accordance with the Code of Banking Practice. The APRs are expressed as annualised rates and include the basic interest rate and other fees and charges (if applicable). Monthly repayment amount is rounded up to one decimal point. The proportion of loan principal to interest in each monthly instalment is calculated according to the "Rule of 78".
5. During the Promotion Period, each Eligible Customer is only entitled to enjoy the Offer once.
6. Hang Seng shall determine the eligibility of each Hang Seng commercial customer to be an Eligible Customer, the eligibility of each Eligible Customer to the Monthly Flat Rate, and the monthly repayment amount of the Instalment Loan, based on the Bank's record. In case of any dispute, Hang Seng's decision shall be final and conclusive.

Terms and Conditions for the 0.4% Monthly Flat Rate Offer:

1. This 0.4% Monthly Flat Rate Offer ("Offer") is offered by Hang Seng Bank Limited ("Hang Seng" or the "Bank") from 1 April 2025 to 30 June 2025, both dates inclusive ("Promotion Period").
2. The Offer is only applicable to Hang Seng commercial customers who satisfy all the requirements below (each an "Eligible Customer"):
 - i. are Hong Kong Trade Development Council exhibitors;
 - ii. having applied for SME Business Loan Instalment Loan ("Instalment Loan") through Hang Seng Business Online Application Platform or Hang Seng Business e-Banking by using the promotion code "HKTDC" during the Promotion Period; or
 - iii. the relevant application having been approved, and the Instalment Loan being drawn down within 3 months from the date of application; and
 - iii. the repayment period of the Instalment Loan is between 25 to 60 months.
3. Each Eligible Customer is entitled to a monthly flat rate of 0.4% ("Monthly Flat Rate") which will apply to the Instalment Loan.
4. For illustration, the Annualised Percentage Rate ("APR") for a 60-month Instalment Loan of HKD2,000,000 will be 9.18% based on a flat interest rate of 0.4% per month. For the reference of APR for the Instalment Loan of Business Loan, please visit hangseng.com/bizloan_cal. Calculation of APRs is based on the Net Present Value Method in accordance with the Code of Banking Practice. The APRs are expressed as annualised rates and include the basic interest rate and other fees and charges (if applicable). Monthly repayment amount is rounded up to one decimal point. The proportion of loan principal to interest in each monthly instalment is calculated according to the "Rule of 78".
5. During the Promotion Period, each Eligible Customer is only entitled to enjoy the Offer once.
6. Hang Seng shall determine the eligibility of each Hang Seng commercial customer to be an Eligible Customer, the eligibility of each Eligible Customer to the Monthly Flat Rate, and the monthly repayment amount of the Instalment Loan, based on the Bank's record. In case of any dispute, Hang Seng's decision shall be final and conclusive.

Terms and Conditions for SME Business Loan Instalment Loan Handling Fee Promotion:

1. This SME Business Loan Instalment Loan Handling Fee Promotion ("Promotion") is offered by Hang Seng Bank Limited ("Hang Seng" or the "Bank") from 1 April 2025 to 30 June 2025, both dates inclusive ("Promotion Period").
2. The Promotion is applicable to Hang Seng commercial customers who satisfy all the requirements below (each an "Eligible Customer"):
 - i. having applied for SME Business Loan Instalment Loan ("Instalment Loan") through Hang Seng Business Online Application Platform or Hang Seng Business e-Banking during the Promotion Period; and
 - ii. the relevant application being approved, and the Instalment Loan being drawn down within 3 months from the date of such application.

3. Each Eligible Customer is entitled to a full waiver of handling fee for the Instalment Loan ("Full Waiver").
4. During the Promotion Period, each Eligible Customer is only entitled to enjoy the Full Waiver once.
5. Hang Seng shall determine the eligibility of each Hang Seng commercial customer to be an Eligible Customer and the eligibility of each Eligible Customer to the Full Waiver based on the Bank's record. In case of any dispute, Hang Seng's decision shall be final and conclusive.

Terms and Conditions for SME Business Loan Overdraft Facility Monthly Fee Promotion:

1. This SME Business Loan Overdraft Facility Monthly Fee Promotion ("Promotion") is offered by Hang Seng Bank Limited ("Hang Seng" or the "Bank") from 1 April 2025 to 30 June 2025, both dates inclusive ("Promotion Period").
2. This Promotion is applicable to Hang Seng commercial customers who satisfy all the requirements below (each an "Eligible Customer"):
 - i. having applied for SME Business Loan Overdraft Facility ("Overdraft Facility") through Hang Seng Business Online Application Platform or Hang Seng Business e-Banking during the Promotion Period; and
 - ii. the relevant application being approved, and the Overdraft Facility being made available within 3 months from the date of such application.
3. Each Eligible Customer is entitled to 50% off the first-year monthly fee of the Overdraft Facility ("Discounted Monthly Fee"), i.e. 0.1% of the relevant limit of the Overdraft Facility. For reference, the prevailing monthly fee for an overdraft facility under SME Business Loan is calculated as 0.2% of the relevant overdraft facility limit.
4. During the Promotion Period, each Eligible Customer is only entitled to enjoy the Discounted Monthly Fee once.
5. Hang Seng shall determine the eligibility of each Hang Seng commercial customer to be an Eligible Customer and the eligibility of each Eligible Customer to the Discounted Monthly Fee based on the Bank's record. In case of any dispute, Hang Seng's decision shall be final and conclusive.

Terms and Conditions for SME Business Loan Instalment Loan Cash Rebate Promotion:

1. This SME Business Loan Instalment Loan Cash Rebate Promotion ("Promotion") is offered by Hang Seng Bank Limited ("Hang Seng" or the "Bank") from 1 April 2025 to 30 June 2025, both dates inclusive ("Promotion Period").
2. The Promotion is applicable to Hang Seng commercial customers who satisfy all the requirements below (each an "Eligible Customer"):
 - i. having applied for SME Business Loan Instalment Loan ("Instalment Loan") through Hang Seng Business Online Application Platform or Hang Seng Business e-Banking during the Promotion Period;
 - ii. the relevant application being approved, and the Instalment Loan being drawn down within 3 months from the date of such application; and
 - iii. the relevant customer does not have any past due and/or delinquency record maintained at Hang Seng from drawdown date of Instalment Loan to the date Hang Seng credits the Cash Rebate (as defined below).
3. Each Eligible Customer is entitled to cash rebate ("Cash Rebate") of up to a maximum of HKD3,300 under this Promotion. The Cash Rebate amount shall be calculated as follows:

Drawdown Amount of Instalment Loan for up to	Cash Rebate Amount
HKD100,000	HKD330
HKD200,000	HKD660
HKD300,000	HKD990
HKD400,000	HKD1,320
HKD500,000	HKD1,650
HKD600,000	HKD1,980
HKD700,000	HKD2,310
HKD800,000	HKD2,640
HKD900,000	HKD2,970
HKD1,000,000 or above	HKD3,300

4. Hang Seng will credit the Cash Rebate to the Eligible Customer's Hang Seng HKD account used for loan repayment of Instalment Loan ("Account") on or before 31 January 2026. Such Account shall remain valid and in good standing when the Cash Rebate is credited. Otherwise, Hang Seng shall forfeit the Cash Rebate without prior notice.
5. Hang Seng shall determine the eligibility of each Hang Seng commercial customer to be an Eligible Customer, its entitlement to Cash Rebate and the Cash Rebate amount, based on the Bank's record. In case of any dispute, Hang Seng's decision shall be final and conclusive.
6. During the Promotion Period, each Eligible Customer is only entitled to enjoy the Cash Rebate once.

Terms and Conditions for SME Trade promotion for the period of 1 April 2025 to 31 March 2026

1. This SME Trade promotion ("Promotion") is offered by Hang Seng Bank Limited ("Hang Seng" or the "Bank") from 1 April 2025 to 31 March 2026, both dates inclusive ("Promotion Period").
2. The Promotion is applicable to Hang Seng commercial customers who satisfy all the requirements in below Offer 1 and Offer 2 (each an "Eligible Customer"):
 - a. For a free consulting service with our trade expert and HKD500 dining e-coupons ("Offer 1"):
 - i. having applied for SME Trade through Hang Seng Business e-Banking or submitted Application Form for SME Business Loan with application of SME Trade on or before 30 June 2025; and
 - ii. having participated in the free consulting service with our Client Manager of Global Trade Solutions on or before 31 July 2025.
 - b. For a cash rebate up to HKD3,300 when the trade turnover reaches the approved facility limit of SME Trade ("Offer 2"):
 - i. having applied for SME Trade through Hang Seng Business e-Banking or submitted Application Form for SME Business Loan with application of SME Trade during the Promotion Period;
 - ii. the relevant application being approved, and the customer's aggregated loan drawdown amount under SME Trade ("Trade Turnover") reaches the approved facility limit of SME Trade during the Promotion Period; and
 - iii. the relevant customer does not have any past due and/or delinquency record maintained at Hang Seng on the date Hang Seng credits the Cash Rebate.
3. Each Eligible Customer under this Promotion is entitled:

For Offer 1: HKD500 dining e-coupons ("e-coupons")

- i. The e-coupons will be sent to the company email address indicated in the customer's application of SME Trade within 1 month after the free consulting service with our Client Manager of Global Trade Solutions.
- ii. The use of the e-coupons is subject to the terms and conditions stated on the e-coupons.
- iii. Hang Seng reserves the right to replace the e-coupons with other coupons of similar value. The e-coupons cannot be exchanged or redeemed for cash.
- iv. Hang Seng is not the supplier of the e-coupons and will therefore not assume any liability in relation thereto. The suppliers of the e-coupons shall be solely responsible for all issues related to the quality and availability of the relevant products and/or services relating to the e-coupons. Any disputes or complaints arising in relation to the e-coupons, the relevant products and/or services relating to the e-coupons shall be resolved between the customer concerned and the relevant supplier.

For Offer 2: a cash rebate up to maximum of HKD3,300 ("Cash Rebate")

i. The Cash Rebate amount shall be calculated as follows:

Approved facility limit of SME Trade for up to	Cash Rebate Amount
HKD200,000	HKD600
HKD300,000	HKD900
HKD400,000	HKD1,200
HKD500,000	HKD1,500
HKD600,000	HKD1,800
HKD700,000	HKD2,100
HKD800,000	HKD2,400
HKD900,000	HKD2,800
HKD1,000,000 or above	HKD3,300

ii. Hang Seng will credit the Cash Rebate to the Eligible Customer's HKD account held with Hang Seng ("Account") on or before 31 December 2025 (if the customer satisfies all the requirements in clause 2 on or before 30 September 2025) or on or before 30 June 2026 (if the customer satisfies all the requirements in clause 2 on or before 31 March 2026). Such Account shall remain valid and in good standing when the Cash Rebate is credited. Otherwise, Hang Seng shall forfeit the Cash Rebate without prior notice.

4. Hang Seng shall determine (i) the eligibility of each Hang Seng commercial customer to be an Eligible Customer, (ii) the entitlement of each Eligible Customer to the e-coupons, its entitlement to Cash Rebate; and the Cash Rebate amount; and (iii) the entitlement of an Eligible Customer to the any offer, based on the Bank's record. In case of any dispute, Hang Seng's decision shall be final and conclusive.
5. During the Promotion Period, each Eligible Customer is only entitled to enjoy Offer 1 and Offer 2 once.

Zero Handling Fee for "FPS"

1. Starting from the month that Hong Kong Trade Development Council exhibitors who successfully open a Biz Virtual+ Account, Hong Kong Trade Development Council exhibitors can enjoy zero handling fee for all payments processed via FPS for the first 6 months ("Payment Offer Validity Period").

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	HKD2.5	
HKD100,000 above - HKD1,000,000	HKD5	
CNY100,000 or below	CNY2.5	
CNY100,000 above - CNY1,000,000	CNY5	
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 Hong Kong Trade Development Council exhibitors who successfully open a Biz Virtual+ Account, Hong Kong Trade Development Council exhibitors can enjoy handling fee waiver for all payments proceed via FPS QR code collection for the first 6 months.