



## HSBC Professionals Banking Program

Thank you for choosing HSBC for your banking needs.

To show our appreciation, we created this Professionals Banking Program with some exclusive offers for you and your business.

### Personal offers

1. **Enjoy an extended period to meet the qualification** (up to 12 months) for HSBC Premier\*
2. **Receive an additional one-time bonus of 10,000 Points** when you open an HSBC Premier World Elite® Mastercard or HSBC World Elite® Mastercard account
3. **Receive a preferential annual interest rate on a new Line of Credit** (on qualifying limits of \$5,000 CAD or more)
4. **Enjoy a preferred annual rate of Prime Rate + 0.25%** on an approved home equity line of credit
5. **Receive an annual interest rate on a mortgage 0.05% lower** than our lowest interest rate available

### Small Business offers

1. **No monthly fee** on any Small Business chequing account when you meet the Small Business Total Relationship Balance
2. **Receive a preferred annual borrowing rate** on a business line of credit, demand loan, or installment loan on approved credit limits up to \$1,250,000 CAD
3. **No annual fee for one year** on an HSBC BusinessVantage Mastercard®
4. **Enjoy savings over \$1,000 CAD** on the Global Payment Merchant Services Multi-Merchant package for professionals
5. **No initial set-up fee** when your business signs up for an Online Tax Filing Services
6. **Enjoy a special rate** on a non-redeemable GIC when you invest new money.

For more details, have a look at the terms and conditions, contact a branch or call our Small Business Contact Centre at 1-877-955-4722.

Issued by HSBC Bank Canada  
Effective August 17, 2020

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# HSBC Professionals Banking Program Terms and Conditions

Effective August 17, 2020

These Terms and Conditions govern this HSBC Professionals Banking Program.

## About the words we use in these Terms and Conditions

- a. **HSBC** means HSBC Bank Canada and its subsidiaries.
- b. **Premier qualifiers:** you must have at least one of the following in order to qualify:
- Total Relationship Balance of \$100,000 (CAD) or more, or
  - Total Mortgage Amount of \$500,000 (CAD) or more, or
  - Total Monthly Income Deposit of \$6,500 (CAD) or more PLUS confirmation of \$100,000 or more in assets or investments in Canada, or
  - Qualify for HSBC Premier in another country

We call all the positive balances you have with HSBC your “Total Relationship Balance” and this **includes:**

- average deposit balance in your HSBC personal chequing and savings accounts, including joint accounts, Guaranteed Investment Certificates (GICs), term deposits, and registered plans (including Tax Free Savings Accounts) for the monthly cycle,
- market value of your personal investments with HSBC Investment Funds (Canada) Inc<sup>1</sup> on the last day of the month,
- market value of your personal investments with HSBC InvestDirect<sup>2</sup> on the last day of the month,
- market value of your personal investments with HSBC Private Wealth Services (Canada) Inc<sup>3</sup> on the last day of the month, and
- market value of your personal investments with HSBC Bank Canada Registered Retirement Income Funds (RRIF) on the last day of the month

Total Relationship Balance **does not include:**

- funds in accounts that we have not been able to identify as part of your personal banking relationship
- sole accounts held by other people with whom you may have joint accounts, and
- personal loan, line of credit, overdraft, mortgage or credit card balances

## 1. Professionals Banking Program Qualification

In addition to the eligibility criteria applicable to each Offer, to qualify for this Professionals Banking Program and the Offers, you or your business must meet the following qualifications:

### Personal Offers

To qualify for the personal Offers, you must, at the time of accepting an offer:

- be a Professional

What we mean by Professional is a dentist, designated accountant, engineer, pharmacist, physician or surgeon, optometrist, podiatrist, chiropractor, veterinarian, lawyer, or notary who is recognized by the Canadian and/or Provincial governing body and has a current license to practice in Canada.

- be salaried or self-employed

We consider you to be self-employed if you provide services to multiple clients through a business and are responsible for the day-to-day management of the business. We do not consider you to be self-employed if your business provides services either to a single client or through a participation in another business.

- be a Canadian citizen or permanent resident
- have reached the age of majority in your province or territory.

## **Business Offers**

To qualify for the business Offers, your business must, at the time of accepting an offer:

- qualify as an HSBC Small Business Customer

To qualify as an HSBC Small Business Customer your business must be a sole proprietorship, partnership or corporation domiciled in Canada that generates an annual gross revenue below \$5 million CAD. Other requirements may apply, see [hsbc.ca/smallbusiness](https://www.hsbc.ca/smallbusiness) for details.

- provide evidence that all beneficial owners of the Small Business
  - have reached the age of majority in their province or territory
  - are Canadian citizens or permanent residents
  - are Professionals.

What we mean by Professional is a dentist, designated accountant, engineer, pharmacist, physician or surgeon, optometrist, podiatrist, chiropractor, veterinarian, lawyer, or notary who is recognized by the Canadian and/or Provincial governing body and has a current license to practice in Canada.

## **Exclusions**

Employees of HSBC are not eligible for the Offers.

## **Personal Offers**

### **2. HSBC Premier Extended Grace Period Offer - Personal**

#### **Offer**

You automatically have 12 months from the time you open your first HSBC Premier personal chequing account to meet one of the HSBC Premier qualifiers.

#### **Fulfillment**

If you do not meet any of the Premier qualifiers after 12 months, you will be charged a monthly package fee for your HSBC account.

Fees are set out in HSBC's Personal Service Charges / Statement of Disclosure available at any HSBC branch or online at [hsbc.ca/servicecharge](https://www.hsbc.ca/servicecharge).

### **3. Professionals Credit Card Bonus Points Offer – Personal**

#### **Offer**

Receive a one-time bonus of 10,000 Points when you open an HSBC Premier World Elite® Mastercard account or HSBC World Elite® Mastercard account.

This is in addition to Points you will earn on eligible purchases and Points you can earn under other offers, as long as the other offer can be combined with HSBC Credit Cards offers.

## Eligibility

To be eligible for this Offer, you must:

- open an HSBC Premier World Elite Mastercard or HSBC World Elite Mastercard.  
HSBC credit card is subject to our standard credit review and approval.
- have a minimum annual individual income (before taxes) of \$80,000 or \$150,000 household income, or a minimum of \$400,000 in assets under management (based on liquid, investable assets with financial institutions in Canada).
- if you apply for an HSBC Premier World Elite Mastercard, meet one of the Premier qualifiers.

You are not eligible for this Offer if, in the 12 months before applying for the credit card, you have held an HSBC World Elite Mastercard or HSBC Premier World Elite Mastercard.

## Fulfillment

You have earned the bonus Points if you keep your credit card account open and in good standing for 90 days from your account opening date.

We will credit the bonus points to your HSBC Rewards Account within two statement periods of the day you have earned them. Your credit card account must be open and in good standing on the day we credit the additional bonus Points.

Terms and conditions of the applicable HSBC Rewards program apply.

## Terms and Exclusions

Limit of one Professionals Credit Card Bonus Offer per person.

## 4. Professionals Line of Credit Rate Offer - Personal

### Offer

Receive a preferred annual interest rate on a personal line of credit on approved credit limits of \$5,000 CAD or more.

### Eligibility

To be eligible for this Offer, you must:

- apply for an HSBC Line of Credit.  
HSBC Line of Credits are subject to our standard credit review and approval.
- open an HSBC personal chequing account to which the Line of Credit will be attached.  
HSBC chequing account service charges set out in the Personal Service Charges/Statement of Disclosure at [hsbc.ca/servicecharge](https://www.hsbc.ca/servicecharge) apply. These are in addition to the Line of Credit fees set out in the Credit Agreement – Line of Credit or Overdraft.

### Fulfillment

We will tell you what the annual interest rate under this Offer is at the time we approve you for a line of credit.

Terms and conditions of the Credit Agreement – Line of Credit or Overdraft and Personal Banking Agreement apply.

## 5. Professionals Home Equity Line of Credit Rate Offer – Personal

### Offer

Receive a preferred annual interest rate equal to Prime Rate + 0.25% on the approved home equity line of credit limit.

**Prime Rate** means the annual interest rate HSBC announces from time to time as a reference rate for determining interest rates on its Canadian dollar personal loans. Rates can change without notice. To confirm our current Prime Rate, contact any HSBC branch or visit our website at <http://www.hsbc.ca/1/2/personal/borrowing/rates/mortgage-and-loan-rates>.

### Eligibility

To be eligible for this Offer, you must:

- apply for a home equity line of credit.  
HSBC Home Equity Line of Credit is subject to our standard credit review and approval.
- open an HSBC personal chequing account to which the line of credit will be attached.  
HSBC chequing account service charges set out in the Personal Service Charges/Statement of Disclosure at [hsbc.ca/servicecharge](http://hsbc.ca/servicecharge) apply. These are in addition to the Line of Credit fees set out in the Credit Agreement – Line of Credit or Overdraft.

### Fulfillment

We will tell you what the annual interest rate is at the time we approve you for a home equity line of credit. If the Prime Rate changes between the time of the approval and the time of signing, the interest rate applicable to your home equity line of credit will also change. The Prime Rate at the time of signing will apply.

Terms and conditions of the Credit Agreement – Line of Credit or Overdraft, Equity Power Facility Letter, Equity Power Mortgage (Deed of Hypothec) and Personal Banking Agreement apply.

## 6. Professionals Mortgage Rate Offer – Personal

### Offer

Receive an annual interest rate on a mortgage 0.05% lower than our lowest interest rate available at [hsbc.ca](http://hsbc.ca) for this type of mortgage on the date you sign the mortgage documents.

### Eligibility

To be eligible for this Offer, you must:

- apply for an HSBC mortgage.  
HSBC Mortgage is subject to our standard credit review and approval.
- the mortgage must be fully funded by HSBC within 120 days of the application start-date.

### Fulfillment

We will tell you what the annual interest rate is on the date you sign the mortgage documents based on the rate posted at [hsbc.ca](http://hsbc.ca) as our lowest interest rate for this type of mortgage at that time.

Terms and conditions of the Mortgage Loan Agreement, Equity Power Facility Letter and Equity Power Mortgage (Deed of Hypothec) apply.

## Small Business Offers

### 7. Small Business Chequing Account

#### Offer

We will waive the monthly fee on any Small Business chequing account of your choice when you meet the Small Business Total Relationship Balance.

#### Eligibility

Please see our [SmallBusiness/servicecharges](#) brochure for more information about the chequing accounts available to your business.

### 8. Professionals Lending Rate Offer – Small Business

#### Offer

Receive a preferred annual interest rate on a small business demand or installment loan or a line of credit on approved credit limits up to \$1,250,000 CAD.

#### Eligibility

To be eligible for this Offer, your business must:

- apply for an unsecured or secured demand or installment loan or a line of credit. Applications for credit cards do not qualify.  
HSBC loans and lines of credit are subject to our standard credit review and approval.
- for a line of credit only, your business must open a Canadian currency Small Business chequing account. No minimum balance required.

#### Fulfillment

We will tell you what the annual interest rate under this Offer is at the time we approve your business for a loan or a line of credit.

Terms and conditions of the Small Business Credit Agreement and Commercial Account Operating Agreement apply.

### 9. Professionals BusinessVantage Mastercard Offer – Small Business

#### Offer

We will waive the annual fee, as set out in the [Rates and Fees Information](#) for your HSBC BusinessVantage Mastercard, for one cardholder for the first year.

All other fees, including fees for optional services (rewards program and travel insurance) for all cardholders, and any annual fees for additional cardholders will continue to apply.

#### Eligibility

To be eligible for this Offer, your business must apply for a new HSBC BusinessVantage Mastercard.

HSBC BusinessVantage Mastercard is subject to our standard credit review and approval.

You are not eligible for this Offer if you are an existing HSBC BusinessVantage Mastercard cardholders.

## **Fulfillment**

The credit for the annual fee will appear on the same statement as the annual fee charge.

## **10. Professionals Merchant Services Offer for Small Business**

### **Offer**

Save on a Multi-Merchant Package offered by Global Payments Direct, Inc. for payment processing services and the purchase or lease of select payment terminals. This Offer is available from a third party provider, separate from HSBC.

Find more information about products and services offered by Global Payments at [globalpaymentsinc.com/en-ca/technology-solutions](https://globalpaymentsinc.com/en-ca/technology-solutions)

Payment processing and pricing approvals provided by Global Payments Direct, Inc. Terminals and terminal services provided by Global Payments Canada GP.

### **Eligibility**

To be eligible for this Offer, your business must:

- be an HSBC customer and ask us to refer you to Global Payments Direct, Inc.
- apply for and enter into a credit and debit processing agreement with Global Payments Direct, Inc. in Canada and rent or purchase a point-of-sale solution from Global Payments Direct, Inc.  
Your eligibility is subject to Global Payments credit review and approval. Global Payments has no obligation to approve your application.
- process your first credit card transaction within 60 days of entering into the agreement.
- use an HSBC account for settlement of transactions.

You are not eligible for this Offer if you are an existing customer of Global Payments Direct, Inc. Certain conditions apply – ask a Global Payments associate for complete details.

## **Fulfillment**

Global Payments Direct, Inc. will discount the amount of the rebate to your purchase at the time of signing.

## **Terms and Exclusions**

- Minimum of one year contract commitment required.
- You cannot combine this Offer with any other offers available from Global Payment Direct, Inc.
- Global Payment Direct, Inc. can change, withdraw or cancel this offer at any time.

**Note:** HSBC receives a referral fee of 25% of transaction fee from Global Payment Merchant Services.

## **11. Waived Online Tax Filing Set-up Fee Offer – Small Business**

### **Offer**

We will waive the one-time set-up fee for the Online Tax Filing service.

For more information about the Online Tax Filing Service, speak with your relationship manager or call us at 1-877-955-4722.

### **Eligibility**

To be eligible for this Offer, your business must enroll in the Online Tax Filing service.

## **Fulfillment**

The fee waiver will appear as a credit on the same statement as when the fee is applied.

Terms and conditions of the HSBC Online Tax Filing Service Agreement apply.

## **12. Professionals GIC Rate – Small Business**

### **Offer**

Receive a special interest rate on a 6-month non-redeemable guaranteed investment certificates (GICs) offered by HSBC Bank Canada and HSBC Mortgage Corporation (Canada) to HSBC Small Business customers. Find current offers at <https://www.hsbc.ca/small-business-banking-solutions/professional-banking>.

### **Eligibility**

To be eligible for this Offer, your business must:

- open a Canadian currency HSBC Small Business chequing account.  
Fees may apply to the HSBC Small Business chequing account.
- make one or more deposits in Canadian currency. You can make as many that you can make under this Offer, but the total of all deposits must be between \$1,000.00 and \$1,500,000.00 CAD.

### **Fulfillment**

We will calculate interest daily on the initial amount of the deposit and pay you the interest at maturity, as shown in the confirmation.

You cannot redeem or withdraw the deposits before maturity. If we allow you to withdraw the deposit or a portion of it before maturity, we will not pay you interest.

The Commercial Account Operating Agreement applies to all deposits under this Offer.

### **Terms and Exclusions**

- You cannot hold GICs in any registered account such as an RRSP, RRIF and TFSA.
- We may change the GIC terms and conditions in the confirmation issued for the GIC from time to time.

## **13. General**

### **Taxes**

There may be tax implications associated with the Offers. Generally speaking, we will not issue tax receipt in respect of any Offer. HSBC does not provide tax advice. If you need tax advice, please contact your own tax advisor.

### **Combining Offers**

You cannot combine these Offers with any similar offers from any business program run by HSBC. However, you can combine any Offers from this Professional Banking Program.

### **Changes and Termination**

We may change or end these Offers and may change these terms and conditions at any time without telling you first. We may also refuse or end any personal's or business's participation in these Offers.



Note:

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<sup>1</sup> HSBC Investment Funds (Canada) Inc. is a direct subsidiary of HSBC Global Asset Management (Canada) Limited (“AMCA”) and an indirect subsidiary of HSBC Bank Canada, and provides its services in all provinces of Canada except Prince Edward Island. AMCA is a wholly owned subsidiary of, but separate entity from, HSBC Bank Canada and provides its services in all provinces of Canada except Prince Edward Island. The services of HSBC Investment Funds (Canada) Inc. are not guaranteed or covered by the Canada Deposit Insurance Corporation, HSBC Bank Canada, or any other investor protection fund or deposit insurer.

<sup>2</sup> HSBC InvestDirect is a division of HSBC Securities (Canada) Inc., a wholly owned subsidiary of, but separate entity from, HSBC Bank Canada. HSBC Securities (Canada) Inc. is a member of the Investment Industry Regulatory Organization of Canada and Canadian Investor Protection Fund. HSBC InvestDirect is not guaranteed or covered by the Canada Deposit Insurance Corporation, HSBC Bank Canada, or any other investor protection fund or deposit insurer.

<sup>3</sup> HSBC Private Wealth Services (Canada) Inc. is a subsidiary of, but separate legal entity from, HSBC Bank Canada and provides its services in all provinces of Canada, except Prince Edward Island. The services of HSBC Private Wealth Services (Canada) Inc. are not guaranteed or covered by the Canada Deposit Insurance Corporation, HSBC Bank Canada, or any other investor protection fund or deposit insurer.