

21 October 2021

## **HSBC re-introduces Mortgage Loans**

Supporting customers by opening up a world of opportunity, HSBC has further enhanced its flagship Premier proposition by re-introducing Premier Mortgage Loans at an attractive introductory 5-year fixed interest rate of 7% p.a.

HSBC Premier Mortgage Loans are designed to bring maximum benefits to help existing and eligible Premier customers pursue their ambitions with home loans of up to rupees 100 million.

This comes in the wake of several external factors affecting the cash flow of customers, which has spurred interest in the real estate market that has continued to show steady price growth despite the pandemic. HSBC notes that customers are looking to diversify their investment by looking at a second home and re-structure their mortgages for better returns in future, as a hedge against the low interest environment.

Nadeesha Senaratne, Country Head of Wealth & Personal Banking, said “The property market is a very attractive investment asset class amongst the affluent segment in Sri Lanka. Despite the pandemic and many external factors affecting customer cash flows, we have noticed a fresh appetite for investment in property within the suburbs and urban areas around the country. As a result, our aim has always been to provide our customers with the right solutions addressing their needs and circumstances as their primary banking partner. HSBC’s mortgage product is designed to provide a degree of flexibility and choices in line with our purpose of opening up a world of opportunity for our customers. We hope we can help our customers to pursue a key ambition in life, as we continue to expand on servicing their personal banking needs.”

HSBC mortgages are available for first time home buyers, as well as customers who are ready to invest in a second property, wishes to re-finance an existing mortgage with another bank, or take a loan against their existing property to fund their child’s overseas education expenses in order to free their cash flow and save over the long term through the following features:

- ✓ Special introductory offer of a fixed interest rate of 7% p.a. for 5 years across all mortgage segments up to 31 December 2021.
- ✓ Higher loan amount up to LKR 100 Mn
- ✓ Flexible repayment period of up to 30 years
- ✓ Faster approval with a dedicated Relationship Manager to assist in the entire journey

HSBC Premier customers can contact their Relationship Manager to obtain a mortgage suited to their specific need or visit [www.hsbc.lk/mortgages/](http://www.hsbc.lk/mortgages/) for more details.

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**The Hongkong and Shanghai Banking Corporation Limited**

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group. HSBC serves customers worldwide from offices in 64 countries and territories in its geographical regions: Europe, Asia, North America, Latin America, and Middle East and North Africa. With assets of \$2,959bn at 31 March 2021, HSBC is one of the world's largest banking and financial services organisations.

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