

Wednesday 20 July, 2016

## HSBC SUPPORTING SMALL BUSINESS INVESTMENT WITH INTEREST-RATE MATCHING AND REDUCED FEES

**\*\*\*HSBC to match interest rates for small business loans and overdrafts up to £25,000\*\*\***  
**\*\*\*HSBC's business overdraft minimum fee reduced to a market-leading £25\*\*\***  
**\*\*\*More than 250,000 overdraft text alerts sent to business customer since March\*\*\***  
**\*\*\*HSBC reaffirms commitment to lend to small businesses following EU referendum\*\*\***

HSBC has reaffirmed its commitment to support and lend to UK small businesses through launching a competitor interest rate matching initiative and reducing business overdraft fees.

Available until the end of October, HSBC will match the interest rates being offered by competitors on fixed-rate small business loans<sup>i</sup> and business overdrafts<sup>ii</sup> up to £25,000. This includes the interest rates offered by any other UK lender, including high-street and challenger banks, fintech firms and crowdfunding websites.

The initiative is available to eligible businesses with an existing competitor facility or a competitor offer to lend. Applications can be made through Business Telephone Banking or by visiting a HSBC branch.

HSBC has also reduced its minimum arrangement and renewal fees for business overdrafts from £100 to £25 – the cheapest fee offered by any other major UK high-street bank<sup>iii</sup>. The new fees will be available to customers from today, Wednesday 20 July.

**HSBC Head of Business Banking James Cliffe, said:** “Through matching competitor interest rates and reducing fees our customers should feel more confident about their finances, which will allow them to spend more time on what is most important – investing in and growing their businesses.”

The interest rate initiative and fee reductions are just the two latest examples of HSBC's commitment to support small businesses across the UK.

In March, HSBC launched an informal overdraft text alert service that would notify and then give business customers the opportunity to credit their account by the end of the day to avoid paying informal overdrafts fees and interest. Since being introduced on March 14, HSBC has issued more than 250,000 business overdraft text alerts.

In April, HSBC then launched its largest ever package of support for SMEs with a £10 billion lending fund, giving ambitious businesses across the UK the ability to access more funding to help them grow.

**This commitment to boost lending and support small businesses hasn't changed since the EU referendum, with Mr Cliffe adding:** "As one of the largest, most stable, liquid and prudent financial institutions in the world, we can support our customers as they deal with any challenges that may arise. Our commitment to UK SMEs is undiminished and we will continue to support the investment and growth ambitions of our customers. It's very much business as usual for us and our customers.

"As part of this, we continue to approve more than 85 per cent of SME lending applications and recently launched a £10bn fund to support SMEs across the UK. This fund underpins our support by putting SMEs in a stronger position to be making investments, whether they

are a start-up or established business, focused either on the domestic market or looking to trade internationally."

Businesses with strong growth ambitions can now check their eligibility for lending of up to £30,000 in under two minutes, via HSBC's Business Lending Eligibility Checker online.

### *Ends*

#### **For further information please contact:**

Brendan Altadonna – HSBC Media Relations Manager

Direct: +44 (0) 7747204527

Email: [brendan.altadonna@hsbc.com](mailto:brendan.altadonna@hsbc.com)

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<http://www.newsroom.business.hsbc.co.uk>, or <http://twitter.com/HSBCUKBusiness>

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#### **Notes to Editors:**

<sup>i</sup> HSBC will match: (i) the competitor's fixed interest rate; (ii) the amount outstanding; and (iii) the term remaining. The loan's outstanding term must be between 12 months and 10 years and the outstanding amount must be between £1,000 and £25,000. Fees may apply.

<sup>ii</sup> HSBC will match the competitor's formal overdraft interest rate for a period of 12 months, and for an amount no greater than £25,000. Fees may apply.

<sup>iii</sup> Based on fees published by other major UK high-street lenders online

Full terms and conditions can be found here:

- a) HSBC Small Business Loan (<http://www.business.hsbc.uk/en-gb/finance-and-borrowing/credit-and-lending/small-business-loan>)
- b) HSBC Business Overdraft (<http://www.business.hsbc.uk/en-gb/finance-and-borrowing/credit-and-lending/business-overdraft>)

#### **HSBC Holdings plc**

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from around 6,000 offices in 71 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa. With assets of US\$2,596bn at 31 March 2016, HSBC is one of the world's largest banking and financial services organisations.

#### **HSBC Commercial Banking**

For 150 years we have been where the growth is, connecting customers to opportunities. Today, HSBC Commercial Banking serves businesses ranging from small enterprises focused primarily on their domestic markets through to corporates operating globally. Whether it is working capital, term loans, trade finance or payments and cash management solutions, we provide the tools and expertise that businesses need to thrive. As the cornerstone of the HSBC Group, we give businesses access to a geographic network covering more than 90% of global trade and capital flows. For more information see <http://www.hsbc.com/about-hsbc/structure-and-network/commercial-banking>

