



PRESS RELEASE

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HSBC RETURNS TO MORTGAGE BROKING WITH AN EXCLUSIVE AUSSIE LAUNCH

HSBC has announced a return to the Australian mortgage broking space after a 10-year absence, partnering with Australia's leading mortgage broker, Aussie Home Loans.

HSBC becomes the 21st lender on Aussie's panel, which includes the four major home lenders in Australia, providing access to Aussie's extensive network of over 200 retail stores and more than 1,000 brokers across the country.

Ms Alice Del Vecchio, Head of Mortgages and Third Party Distribution, HSBC Australia said, "We're excited to partner with Aussie. Aussie has a strong network of brokers and is a well-regarded member of the broking industry.

"Our mortgage book has grown significantly over the past few years and now we're ready to stretch it beyond the geography of our branch network with mortgage brokers. HSBC has a range of competitive products that we believe will be well-received by customers and brokers," she added.

Chief Executive of Aussie, Mr James Symond said "Our link with the HSBC brand in Australia brings together two leading brands focused on delivering greater competition to the home loan market, backed by premium customer service.

"Our HSBC partnership will now provide Aussie's customers with a greater choice of mortgage products, while giving our brokers access to consumers attracted to the strong HSBC offering, the majority of whom are high-net worth", he added.

Aussie will be able to offer its customers HSBC's wide range of basic and fully featured home loans and the opportunity to access HSBC Global Premier, HSBC's premium offering for customers.

The Aussie loan book, including its wholesale mortgage aggregator nMB, is over \$75 billion and the addition of HSBC to its lending panel is expected to provide significant growth opportunities over the next few years.

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HSBC Bank Australia

In Australia, the HSBC Group offers an extensive range of financial services through a network of 36 branches and offices. These services include retail and commercial banking, financial planning, trade finance, treasury and financial markets, payments and cash management and securities custody. Principal HSBC Group members operating in Australia include HSBC Bank Australia Limited (ABN 48 006 434 162 AFSL/Australian Credit Licence 232595) and The Hong Kong and Shanghai Banking Corporation Limited (ABN 65 117 925 970 and AFSL 301737)