

Dear SME Client,

The “Belt and Road” and “Greater Bay Area” initiatives proposed by China will create new and exciting opportunities for Hong Kong’s economy. As one of the core cities in the Greater Bay Area and given its unique strengths, Hong Kong will play a pivotal role in the two initiatives. We believe many companies will see this as an opportune moment to take their business and investment to the next level.

We understand that most SMEs will opt for financing through two major channels – the Government’s SME Funding Schemes and business loans from banks. As the right partner for SMEs, Standard Chartered is delighted to offer the following solution to complement the Government’s policies to support SMEs and boost economic growth, helping your company to thrive by capturing the right opportunities.

From 1 April 2019 till 31 March 2020, if your company applies for one of the 14 SME Funding Schemes listed in the overleaf offered by the Government and submits the required proof documents to Standard Chartered for application of the Unsecured Business Instalment Loan, your company can get a loan of up to HKD6,000,000. Once the loan is approved, interests will be charged at a flat APR* of 5.5% p.a. We believe this loan solution will give your business a competitive edge since we always keep our client’s need as our first priority.

To know more about the promotion, please feel free to contact our SME Relationship Manager.

Yours faithfully,



Winnie Tung
Managing Director and Head, Business Banking, Retail Banking, Hong Kong
Standard Chartered Bank (Hong Kong) Limited

* The Annualised Percentage Rate (“APR”) is a reference rate which includes the basic interest rate and other fees and charges of a product expressed as an annualised rate (if applicable). For details, please refer to the Service Charges booklet and Banking Terms & Conditions which can be obtained at any of our branches or at our website www.sc.com/hk.

To borrow or not to borrow? Borrow only if you can repay!

General Terms and Conditions:

1. The above products, services and offers are subject to Business Instalment Loan related terms and conditions, for the most updated information please refer to Relationship Managers of Standard Chartered Bank (Hong Kong) Limited (the “**Bank**”) or our website www.sc.com/hk. In case of any disputes, the decision of the Bank shall be final.
2. The Bank reserves the right to amend the terms and conditions of this promotional material at any time.

Terms and Conditions for offering a Loan with a flat APR of 5.5% p.a. (“Flat APR Offer”)

1. Promotion period of the offer is from 1 April 2019 till 31 March 2020, both dates inclusive (the “**Promotion Period**”).
2. The first 100 SMEs will be eligible for the offer on a first come, first served basis.
3. Loan amount is up to HKD6,000,000.
4. The client must fulfil ALL of the following (I)-(V) requirements in order to be entitled to the Flat APR Offer (“**Eligible Client**”):
 - I. Client must successfully apply for Business Instalment Loan/SME Financing Guarantee Scheme/SME Loan Guarantee Scheme (“**Loan**”, collectively as “**Loans**”) during the Promotion Period; and
 - II. Client must drawdown the Loan on or before 31 May 2020; and
 - III. Client did not have any borrowing record with the Bank in the past 6 months from the date of Loan application; and
 - IV. Loan drawdown amount is HKD100,000 or above and tenor is at least 12 months; and
 - V. Client must provide a proof document which demonstrates that he/she has applied for one of the following 14 SME Funding Schemes in the past 6 months when submitting a loan application to the Bank. (Proof document includes but not limited to any acknowledgement/receipt of application, initial assessment result by email/post from the relevant organizations, parties or secretarial offices)

14 “SME Funding Schemes” include:

- i. University-Industry Collaboration Programme
 - ii. Patent Application Grant
 - iii. Enterprise Support Scheme (ESS)
 - iv. Research and Development Cash Rebate Scheme
 - v. CreateSmart Initiative
 - vi. SME Export Marketing Fund
 - vii. Dedicated Fund on Branding, Upgrading and Domestic Sales (The BUD Fund – Enterprise Support Programme)
 - viii. Dedicated Fund on Branding, Upgrading and Domestic Sales (The BUD Fund – Enterprise Support Programme) – “ESP Easy – Simplified Application Track”
 - ix. Retail Technology Adoption Assistance Scheme for Manpower Demand Management (ReTAAS)
 - x. Microfinance Scheme
 - xi. Recycling Fund (Enterprise Support Programme)
 - xii. Recycling Fund (Enterprise Support Programme - Small-scale Standard Project)
 - xiii. Cleaner Production Partnership Programme
 - xiv. Technology Voucher Programme (TVP)
5. The Annualised Percentage Rate is a reference rate which includes the basic interest rate and other fees and charges of a product expressed as an annualised rate (if applicable). For details, please refer to the Service Charges booklet and Banking Terms & Conditions which can be obtained at any of our branches or at our website www.sc.com/hk.
 6. The Bank reserves the right to determine the applicable interest rate and acceptance of a loan application, which is to be considered on a case-by-case basis in accordance with the client’s credit records and other relevant factors.
 7. The banking products or services set out in the terms and conditions is/are subject to the relevant eligibility, application process and product terms and conditions. For further details, please refer to relationship manager for assistance.
 8. The Bank reserves the right to modify or terminate the offer and to amend any of the terms and conditions herein from time to time. In case of any disputes, the Bank’s decision shall be final and binding.
 9. If there is any inconsistency or conflict between the English and Chinese versions, the English version shall prevail.