汇丰银行（中国）有限公司2019年第一期金融债券

申购区间与投资者申购提示性说明

HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1)

Range of Subscription and Indicative Specification on Subscription by Investors

重要提示

IMPORTANT REMINDERS

1、汇丰银行（中国）有限公司申请发行的不超过160.00亿元（含160.00亿元）的金融债券业经中国银保监会关于批准汇丰银行（中国）有限公司发行金融债券的批复和《中国人民银行准予行政许可决定书》（银市场许准予字〔2019〕第77号）核准。汇丰银行（中国）有限公司2019年第一期金融债券（以下简称“本期债券”）为第一期发行，本期债券的发行规模为人民币40亿元。

1. As approved by the *Approval Letter for the Financial Bonds to be Issued by HSBC Bank (China) Company Limited* issued by the China Banking Regulatory Commission and the *Decision Letter for the Administrative Permission* (with reference No. 〔2019〕77 of Yin Shi Chang Xu Zhun Yu Zi) issued by the People’s Bank of China (“**PBOC**”), HSBC Bank (China) Company Limited (the “**Issuer**”) intends to issue financial bonds with the amount of no more than RMB 16 billion (including RMB 16 billion). HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) (the “**Bonds**”) are issued as the first offering and the issuance amount of the Bonds is RMB 4 billion.

2、本期债券的期限为3年期。经中诚信国际信用评级有限责任公司综合评定，发行人主体信用等级为AAA，本期债券信用等级为AAA。

2. The term of the Bonds is 3 years. According to the rating report issued by China Chengxin International Credit Rating Co., Ltd., the onshore credit rating assigned to the Issuer is AAA and the onshore credit rating assigned to the Bonds is AAA.

3、本期债券采用固定利率方式，具体在发行前根据发行人资产负债结构并视市场情况和投资者需求而定，最终票面年利率将通过簿记建档、集中配

售的方式确定，在债券存续期内固定不变。本期债券采用单利按年计息，不计复利。本期债券的年度付息款项自付息日起不另计息，本金自兑付日起不另计息。

3. The interest rate of the Bonds is fixed and determined by the Issuer's liability structure, the market and investor demands. The final annual interest rate will remain unchanged as long as any Bond is outstanding and will be determined by the Issuer according to the result of a Bookbuilding and centralised allocation process. The Bonds will bear interest at a fixed rate per annum on a simple and not compound basis. The annual interest payment of the Bonds will cease to bear interest from the relevant interest payment date, and the principal of the Bonds will cease to bear interest from the final redemption date.

4、本期债券申购的利率区间为3.20%至4.20%，投资者的全部申购须位于上述区间内（含上下限）。本期债券的申购时间为2019年6月14日（星期五）北京时间9:00至17:00。申购传真专线：021-23212013、021-63462758，咨询专线：021-23154245。

4. The range of the subscription interest rates of the Bonds is from 3.20% to4.20%. All the investors' subscriptions shall be within the above range (including the floor interest rate and the cap interest rate). The subscription period of the Bonds is from 9:00 am to 17:00 pm, June 14th 2019 (Friday). The fax number for subscription is 021-23212013 and 021-63462758, and the consulting number is 021-23154245.

5、海通证券股份有限公司（以下简称"海通证券"）作为簿记管理人，组织本期债券的簿记建档工作。本期债券采用簿记建档、集中配售的方式发行。本申购区间与投资者申购提示性说明适用于投资者通过簿记建档申购本期债券。

5. Haitong Securities Company Limited ("**Haitong Securities**"), as the Bookrunner, organizes the Bookbuilding of the Bonds. The Bonds will be issued through a Bookbuilding and centralised allocation process. This Range of Subscription and Indicative Specification on Subscription by Investors applies to investors who subscribe for the Bonds through a Bookbuilding process.

6、投资者向簿记管理人提交《汇丰银行（中国）有限公司2019年第一期金

融债券申购意向函》，即视为对本申购区间与投资者申购提示性说明中各项声明及条款的认可，并视为已经做出内容与附件三所述相同的陈述、承诺和保证。

6. The submission of the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) to the Bookrunner by the investor will be regarded as the investor's accepting all the statements and terms in this Range of Subscription and Indicative Specification on Subscription by Investors and the investor's making the same representations, warranties and undertakings as those set out in Annex III.

7、本申购区间与投资者申购提示性说明仅对发行本期债券的有关事宜向投资者作扼要说明，不构成本期债券的投资建议，投资者欲了解本期债券的基本情况，请到中国债券信息网（www.chinabond.com.cn）及中国货币网（www.chinamoney.com.cn）查询《汇丰银行（中国）有限公司2019年第一期金融债券募集说明书》全文及其它信息披露文件。

7. This Range of Subscription and Indicative Specification on Subscription by Investors is only a brief specification on relevant matters related to the issuance of the Bonds, and does not constitute any investment advice for subscription of the Bonds. Investors may refer to the HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) Offering Circular and other information disclosure materials on www.chinabond.com.cn and www.chinamoney.com.cn for basic information of the Bonds.

8、若申购区间与投资者申购提示性说明中文表述与英文表述不一致的，以中文表述为准。

8. In the event of any inconsistencies between the English and Chinese versions of this Range of Subscription and Indicative Specification on Subscription by Investors, the Chinese version shall prevail.

释　义

发行人、汇丰中国：指汇丰银行（中国）有限公司。

the Issuer, HBCN：HSBC Bank (China) Company Limited.

本期债券：汇丰银行（中国）有限公司2019年第一期金融债券。

The Bonds: HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

本期发行：指本期债券的发行。

The issuance: The issuance of the Bonds.

募集说明书：《汇丰银行（中国）有限公司2019年第一期金融债券募集说明书》。

Offering Circular: HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) Offering Circular.

发行公告：《汇丰银行（中国）有限公司2019年第一期金融债券发行公告》。

Issue Announcement: HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) Issue Announcement.

申购区间与投资者申购提示性说明：《汇丰银行（中国）有限公司2019年第一期金融债券申购区间与投资者申购提示性说明》。

The Range of Subscription and Indicative Specification on Subscription by Investors: The Range of Subscription and Indicative Specification on Subscription by Investors of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

申购意向函：《汇丰银行（中国）有限公司2019年第一期金融债券申购意向函》。

The Letter of Intent for Subscription: The letter of intent for subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

调整申购意向函：《汇丰银行（中国）有限公司2019年第一期金融债券调整申购意向函》。

The Letter of Intent to Adjust Subscription: The letter of intent to adjust subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

配售缴款通知书：《汇丰银行（中国）有限公司 2019 年第一期金融债券配售缴款通知书》。

The Payment Notice for Allocation: the Payment Notice for Allocation of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

簿记管理人、海通证券：指海通证券股份有限公司。

Bookrunner, Haitong Securities: Haitong Securities Company Limited.

主承销商：海通证券股份有限公司、交通银行股份有限公司、中国工商银行股份有限公司、中国银行股份有限公司和申万宏源证券有限公司。

Underwriters: Haitong Securities Co., Ltd., Bank of Communications Co., Ltd., Industrial and Commercial Bank of China Ltd., Bank of China Ltd., Shenwan Hongyuan Securities Co., Ltd.

簿记建档：指金融债券发行人与簿记管理人协商确定本期债券的票面利率（价格）簿记建档区间后，申购人发出申购意向函，由簿记管理人记录申购人申购债券利率（价格）和数量意愿，按约定的定价和配售方式确定发行利率（价格）并进行配售的行为。

Bookbuilding: After the Issuer of financial bonds and the Bookrunner determine the range of the interest rate/price of the Bonds through negotiation, subscribers can send the Letter of Intent for Subscription to the Bookrunner. The Bookrunner will record the interest rate/price and the amount of intended subscription of the subscribers, and determine the final issuance interest rate/price and allocate the Bonds in accordance with the agreed pricing and allocation method。

承销团：主承销商、分销商组成的承销组织。

Underwriting Syndicate: The underwriting syndicate consisting of Underwriters and distributors.

中央国债登记公司：指中央国债登记结算有限责任公司。

CCDC: China Central Depository & Clearing Co., Ltd.

香港金融管理局债务工具中央结算系统：香港金融管理局债务工具中央结算系统。

HKMA-CMU: the Central Moneymarkets Unit of Hong Kong Monetary Authority.

工作日：指北京市商业银行的对公营业日（不包括法定及政府指定节假日或休息日）。非经特别说明，下文中所指日均为工作日。

Working day: a day on which commercial banks in Beijing are open for corporate business (other than statutory or legal holidays, Saturday or Sunday). Unless specified otherwise, the “day” referred below shall mean a working day.

元：指人民币元。

Yuan: Chinese Yuan.

中国：中华人民共和国。

PRC: the People's Republic of China.

1、本期债券的主要条款

（1）债券名称

汇丰银行（中国）有限公司2019年第一期金融债券。

(1) Name of the Bonds

HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

（2）发行人

本期债券的发行人为汇丰银行（中国）有限公司。

(2) Issuer

HSBC Bank (China) Company Limited.

（3）发行规模

本期债券的发行规模为人民币40亿元。

(3) Series Issue Amount

RMB 4 billion.

（4）债券期限

本期债券的期限为3年期。

(4) Term of the Bonds

3-year.

（5）本期债券性质

本期债券为商业银行发行的、本金和利息的清偿顺序等同于商业银行一般负债（但根据有关法律次于个人储蓄存款的本金和利息），先于商业银行长期次级债务、二级资本工具、混合资本债券、其他一级资本工具以及股权资本的金融债券。

(5) Status of the Bonds

The Bonds are bonds issued by commercial banks which are ranked equally with all the general liabilities of the bank (inferior to principals and interests of individual saving deposits), and prior to long-term subordinated debts, financial instruments for Tier II capital, hybrid capital bonds, other financial instruments for Tier I capital and equity in the settlement order of the principal and interest.

（6）票面利率

本期债券采用固定利率方式，具体在发行前根据发行人资产负债结构并视市场情况和投资者需求而定，最终票面年利率将通过簿记建档、集中配售的方式确定，在本期债券的存续期内固定不变。

(6) Interest Rate of the Bonds

The interest rate of the Bonds is fixed and determined by the Issuer’s liability structure, the market and investor demands. The final annual interest rate will remain unchanged as long as any Bond is outstanding and will be determined by the Issuer according to the result of a Bookbuilding and centralised allocation process.

（7）债券面值

本期债券的面值为人民币100.00元，即每一记账单位对应的债券本金为人民币100.00元。

(7) Denomination of the Bonds

RMB 100, i.e. the principal of each account unit of the Bonds shall be RMB 100.

（8）发行价格

本期债券平价发行，发行价格为100.00元/壹百元面值。

(8) Issue Price

The Bonds will be issued at par and the issue price is RMB 100 each.

（9）债券形式

本期债券采用实名制记账式，由中央国债登记结算有限责任公司统一托管。

(9) Form of the Bonds

The Bonds will be issued in registered form, and is managed by CCDC.

（10）发行方式

本期债券由主承销商组织承销团，通过簿记建档、集中配售的方式在全国银行间债券市场公开发行。

(10) Method of the Offering

The Bonds will be publicly offered in the CIBM through a Bookbuilding and centralised allocation process by the Underwriters.

（11）计息方式

本期债券采用单利按年计息，不计复利。本期债券的年度付息款项自付息日

起不另计息，本金自兑付日起不另计息。

(11) Calculation of Interest

The Bonds will bear interest at a fixed rate per annum on a simple and not compound basis. The annual interest payment of the Bonds will cease to bear interest from the relevant interest payment date, and the principal of the Bonds will cease to bear interest from the final redemption date.

（12）发行期限

本期债券发行期限为从2019年6月14日至2019年6月18日，共3个工作日。

(12) Offering Period

From June 14th 2019 to June 18th 2019, 3 working days.

（13）发行首日/簿记建档日期

本期债券的簿记建档日期为2019年6月14日。

(13) Bookbuilding Date

June 14th 2019.

（14）起息日

本期债券的起息日为2019年6月18日。

(14) Interest Commencement Date

June 18th 2019.

（15）缴款日

本期债券的缴款日为2019年6月18日。

(15) Payment Date

June 18th 2019.

（16）兑付日

本期债券的兑付日为2022年6月18日（前述日期如遇法定节假日或休息日，则兑付顺延至下一个工作日，顺延期间本金不另计息）。

(16) Repayment Date

June 18th 2022 (if the repayment date would otherwise fall on a day which is a statutory holiday or non-working day in the People's Republic of China (the “PRC”), it shall be postponed to the next working day, and any such postponed payment will not bear interest).

（17）付息日

本期债券的付息日为存续期内每年的6月18日（如遇法定节假日或休息日，则付息顺延至下一个工作日，顺延期间应付利息不另计息）。

(17) Interest Payment Date:

The interest payment date of the Bonds shall be June 18th of each year as long as any Bond is outstanding (if any interest payment date would otherwise fall on a day which is a statutory holiday or non-working day in the PRC it shall be postponed to the next working day, and any such postponed payment will not bear interest).

（18）到期日

本期债券的兑付日即到期日。

(18) Final Redemption Date

The repayment date is the final redemption date.

（19）回售权

投资者不得提前回售本期债券。

(19) Redemption Option

Investors are not allowed to redeem the Bonds in advance.

（20）计息期限

本期债券的计息期限自2019年6月18日至2022年6月18日。

(20) Interest Accrual Period

From June 18th 2019 to June 18th 2022.

（21）还本付息方式

本期债券按年付息，到期一次还本，最后一期利息随本金的兑付一起支付。年度付息款项自付息首日起不另计利息，本金自兑付首日起不另计利息。

(21) Interest Payment and Redemption

The interest on the Bonds shall be payable annually, and the principal of the Bonds shall be paid in whole at maturity together with interest accrued for the interest period ending on the final redemption date. The annual interest payment of the Bonds will cease to bear interest from the relevant interest payment date, and the principal of the Bonds will cease to bear interest from the final redemption date.

（22）债券本息兑付办法

本期债券存续期限内，每次付息日前2个工作日，最后一次付息暨兑付日前5个工作日，由发行人按有关规定在主管部门指定的信息媒体上刊登“付息公告”或“兑付公告”。本期债券的付息和兑付，按照有关规定，由中央国债登记结算有限责任公司(CCDC)和香港金融管理局债务工具中央结算系统(HKMA-CMU)代理完成。

(22) Method of Payment of Principal and Interest of the Bonds

As long as any Bond is outstanding, the Issuer shall publish the Interest Payment Notice or Final Redemption Notice on the media designated by the Competent Authorities in accordance with applicable regulations, on the second working day prior to each interest payment date or the fifth working day prior to the last interest payment and repayment date. CCDC and HKMA-CMU will provide service for the interest payment and principal repayment in accordance with the applicable laws, regulations and normative documents.

（23）发行范围及对象

本期债券面向全国银行间债券市场成员发行（国家法律、法规禁止购买者除外）。境外投资者通过“债券通”参与本期债券认购，所涉及的登记、托管、清算、结算、资金汇兑汇付等具体安排需遵循中国人民银行《内地与香港债券市场互联互通合作管理暂行办法》等相关法律法规及其他相关方的规则执行。

(23) Investors of the Offering

The Bonds will be publicly offered in the CIBM (unless otherwise prohibited under national laws and regulations). For offshore investors participating in this series of financial bonds through the "Bond Connect", the specific arrangements concerning registration, depository, settlement, remittance and conversion of funds shall follow the competent laws, regulations and rules such as the Interim Measures for the Connection and Cooperation between the Mainland and the Hong Kong Bond Market issued by PBOC and other relevant provisions of any competent party.

（24）最小认购金额

本期债券最小认购金额为人民币1,000.00万元，且必须是人民币1,000.00万元

的整数倍。

(24) Minimum Subscription Amount

The subscription amount of the Bonds by each subscriber shall be no less than RMB 10 million and integral multiples of RMB 10 million thereafter.

（25）交易流通

本期债券发行结束后，将按照全国银行间债券市场债券交易的有关规定进行交易流通。

(25) Listing and Trading

Following the completion of the offering of the Bonds, the Bonds may be traded in accordance with the relevant provisions applicable to the bonds trading in the CIBM.

（26）债券信用级别

经中诚信国际信用评级有限责任公司综合评定，发行人的主体评级为AAA级，本期债券的评级为AAA级。

(26) Rating

According to the rating report issued by China Chengxin International Credit Rating Co., Ltd., the onshore credit rating assigned to the Issuer is AAA and the onshore credit rating assigned to the Bonds is AAA.

（27）债券清偿顺序

本期债券性质为发行人的一般负债，如遇发行人破产清算，其偿还顺序居于发行人长期次级债务、二级资本工具、混合资本债券、其他一级资本工具及股权资本之前。根据《中华人民共和国商业银行法》规定，商业银行破产清算时，在支付清算费用、所欠职工工资和劳动保险费用后，应当优先支付个人储蓄存款的本金和利息。即如遇发行人破产清算，本期债券在清偿顺序上应次于个人储蓄存款的本金和利息，与发行人吸收的企业存款和其他负债具有同样的清偿顺序。

(27) Settlement Order

The Bonds are the general liabilities of HBCN. In case of liquidation of the bank, the settlement order of the Bonds is ranked prior to long-term subordinated debts, financial instruments for Tier II capital, hybrid capital bonds, other financial instruments for Tier I capital and equity. According to Commercial Banks Law of the

People's Republic of China, in case of liquidation of commercial banks, commercial banks shall pay liquidation expense, wages and social insurance owed to employees firstly, and pay principals and interests of individual saving deposits secondly, i.e. the Bonds are ranked inferior to principals and interests of individual saving deposits, and are ranked equally with all other corporate deposits and general liabilities of commercial banks.

（28）债券承销

本期债券由主承销商组织承销团成员发行。

(28) Underwriting of the Bonds

The Bonds will be underwritten by the Underwriters with the Underwriting Syndicate.

（29）主承销商

本期债券的主承销商为海通证券股份有限公司、交通银行股份有限公司、中国工商银行股份有限公司、中国银行股份有限公司和申万宏源证券有限公司。

(29) Underwrithers

Haitong Securities Co., Ltd., Bank of Communications Co., Ltd., Industrial and Commercial Bank of China Ltd., Bank of China Ltd., Shenwan Hongyuan Securities Co., Ltd.

（30）簿记管理人及簿记场所

本期债券的簿记管理人为海通证券股份有限公司，簿记场所为海通证券股份有限公司的办公地址（上海市黄浦区广东路689号1708室）。

(30) Bookrunner and Bookbuilding Venue

The bookrunner is Haitong Securities Company Limited. The bookbuilding venue is Room 1708, No. 689 Guangdong Road, Huangpu District, Shanghai, i.e. the business address of Haitong Securities Company Limited.

（31）本期债券托管人

中央国债登记结算有限责任公司(CCDC)为本期债券发行提供登记、托管、结算服务。香港金融管理局债务工具中央结算系统(HKMA-CMU)为在其开立债券账户的境外投资者提供登记、托管、结算服务。

(31) Registration, Depository and Settlement of the Bonds

CCDC will provide service for the registration, depository and settlement of the Bonds. HKMA-CMU will provide service for the registration, depository and settlement for the offshore investors who open accounts in the HKMA-CMU.

（32）募集资金用途

本期债券募集资金将用于满足发行人多元化稳定的资金需求，优化资产负债结构，促进发行人业务的稳健发展。

(32) Use of Proceeds

The proceeds from the offering of the Bonds will be used to diversify funding sources, optimise term structure of assets & liabilities, and promote the business development of HBCN.

（33）税务提示

根据国家有关税收法律、法规的规定，投资者投资本期债券所应缴纳的税款由投资者承担。

(33) Taxation

According to the relevant laws and regulations, investors shall be liable to all taxes payable in respect of investment in the Bonds.

2、申购和配售的时间安排及基本程序

2. The Time Schedule and Basic Procedure of Subscription and Allocation

（1）时间安排

(1) Time Schedule

①2019年6月11日（星期二，T-3日，即公告日）在中国债券信息网（www.chinabond.com.cn）以及中国货币网（www.chinamoney.com.cn）刊登募集说明书等发行文件。

① The Issuer published the Offering Circular and other documents required for the issuance of the Bonds on www.chinabond.com.cn and www.chinamoney.com.cn on June 11st 2019 (Tuesday, T-3, Announcement Day).

②2019年6月13日（星期四，T-1日，即公告日）在中国债券信息网（www.chinabond.com.cn）刊登申购区间与投资者申购提示性说明等发行文件。

② The Issuer will publish the Range of Subscription and Indicative Specification on Subscription by Investors and other documents required for the issuance of the Bonds on www.chinabond.com.cn on June 13rd 2019 (Thursday, T-1, Announcement Day).

③2019年6月14日（星期五，T日，即簿记建档日）北京时间9:00至17:00，承销团成员和投资人通过传真的形式进行申购。发行人和簿记管理人根据实际申购情况一起确定最终发行利率。

③ The member of Underwriting Syndicate and investors can subscribe for the Bonds by fax from 9:00 am to 17:00 pm on June 14th 2019 (Friday, T, Bookbuilding Day). The Issuer and the Bookrunner will jointly determine the final issuance interest rate of the Bonds according to the actual subscriptions.

④2019年6月17日（星期一，T+1日，即分销开始日）本期债券开始分销，获得配售的投资者开始缴款。发行人不迟于分销开始日于有关主管部门指定媒体刊登簿记建档结果公告，并将最终发行利率报国家有关主管部门备案。簿记管理人最迟不晚于分销开始日（T+1日）向本期债券的获配投资者发出配售缴款通知书（或分销协议）。

④ On June 17th 2019 (Monday, T+1, First Day of Issuance), the Bonds begins issuance, and the allocated investors shall start to pay for their subscriptions. The Issuer shall publish the result of the Bookbuilding of the Bonds on the media designated by the relevant authorities no later than the beginning date of distribution, and submit the final issuance interest rate to the relevant authorities for filling. The Bookrunner shall send the Payment Notices for Allocation (or Distribution Agreements) to the allocated investors no later than the beginning date of distribution (T+1).

⑤2019年6月18日（星期二，T+2日，即缴款日）为最终缴款日，获得配售的投资者应于北京时间2019年6月18日15:00前及时、足额将认购款项划至指定账

户。

⑤ June 18th 2019 (Tuesday, T+2, Payment Day) is the last day for payment. The allocated investors shall timely remit the full amount of subscription to the designated bank account before 15:00 of June 18th 2019.

（2）基本申购程序

（2）Basic Procedure of Subscription

①投资者应按本《申购区间与投资者申购提示性说明》的具体要求，正确填写《申购意向函》，并在要求的时间内，将加盖有效印章的《申购意向函》传真至簿记管理人处（传真：021-23212013、021-63462758）。

① The investors shall correctly fill in the Letter of Intent for Subscription according to the detailed requirements set out in this Range of Subscription and Indicative Specification on Subscription by Investors, and fax the Letter of Intent for Subscription affixed with valid stamp to the Bookrunner within the required time period (Fax number: 021-23212013, 021-63462758).

②簿记管理人根据所收到的申购意向函和投资者资料进行簿记建档，统计有效申购意向函的数量。

② The Bookrunner shall conduct Bookbuilding based on the Letters of Intent for Subscription and investors' materials received by it, and calculate the amount of Effective Letters of Intent for Subscription.

③簿记建档结束后，发行人与簿记管理人按有关规定，将本期债券最终发行利率报国家有关主管部门备案，并进行配售。

③ The Issuer and Bookrunner shall submit the final issuance interest rate to the relevant authorities for filling, and allocate the Bonds in accordance with applicable provisions after the end of the Bookbuilding.

④簿记管理人向获配债券的投资者发出相应配售缴款通知书（或分销协议），列明其获配的债券数量、其应缴纳的认购款金额、缴款时间、认购款的收款银行账户信息等。

④ The Bookrunner shall send the relevant Payment Notices for Allocation (or

Distribution Agreements) to the allocated investors specifying the amount of the allocated bonds, the amount payable for subscription, the time schedule for payment, the bank account information for payment and other related information.

⑤投资者应按簿记管理人发出的配售缴款通知书（或分销协议）的要求，按时、足额缴款。

⑤ Allocated investors shall timely remit the full amount of subscription in accordance with the requirements set out in the Payment Notices for Allocation (or Distribution Agreements) sent from the Bookrunner.

3、债券配售

3. The Allocation of the Bonds

（1）定义

(1) Definitions

合规申购意向函：指投资者直接向簿记管理人发出的符合以下条件的申购意向函：

Qualified Letter of Intent for Subscription: the Letter of Intent for Subscription directly sent from investors to the Bookrunner that meets all the following requirements:

①投资人的申购意向函在规定的簿记建档时间传真至簿记管理人指定的传真号码；

① The Letter of Intent for Subscription shall be faxed to the fax number designated by the Bookrunner within the required time period for Bookbuilding;

②申购意向函的内容和格式符合规定的要求；

② The content and form of the Letter of Intent for Subscription shall meet the relevant requirements;

③申购意向函中的申购利率位于规定的簿记建档利率区间内。

③ The subscription interest rate specified in the Letter of Intent for Subscription shall be within the required range of interest rates for Bookbuilding.

有效申购意向函：指在发行利率以下（含发行利率）仍有申购金额的合规申购意向函。

Effective Letter of Intent for Subscription: the total subscription amount in the Qualified Letter of Intent for Subscription with subscription interest rate lower than or equal to the final issuance interest rate.

有效申购金额：每一有效申购意向函中在发行利率以下（含发行利率）的申购总金额。

Effective Amount of Subscription: the total amount of subscription with subscription interest rate lower than or equal to the final issuance interest rate under each Effective Letter of Intent for Subscription.

有效申购总金额：所有有效申购意向函的有效申购金额的总和。

Total Effective Amount of Subscription: the total amount of all the Effective Amount of Subscription.

（2）配售办法

(2) Rules for Allocation

根据簿记建档结果按集中配售原则进行配售，由发行人和簿记管理人决定本期债券的配售结果。

The allocation shall be conducted in the principle of centralized allocation based on the results of Bookbuilding, and the Issuer and Bookrunner shall determine the results of allocation of the Bonds.

4、申购意向函

4. The Letter of Intent for Subscription

（1）申购意向函

(1) The Letter of Intent for Subscription

①申购意向函申购利率应由低到高、按顺序填写；每一申购利率对应的为单

一申购金额。当最终确定的票面利率不低于某一申购利率时，投资者的最大获配量为低于该申购利率（包含此申购利率）的所有标位叠加量。投资者在填写申购意向函时，可参考本申购区间与投资者申购提示性说明附件四。

① Subscription interest rates specified in the Letter of Intent for Subscription shall be filled in ascending order. Each subscription interest rate corresponds to a single subscription amount. If the final interest rate is no lower than one subscription interest rate, then the maximum allocated amount of that investor is the total amount of subscriptions with subscription interest rate lower than or equal to that subscription interest rate. Investors may refer to Annex IV of this Range of Subscription and Indicative Specification on Subscription by Investors when filling in the Letter of Intent for Subscription.

②每一申购意向利率对本期债券的申购金额不超过本期债券的发行总额（即不超过40亿元），在任何利率标位上对本期债券的申购金额下限为1,000.00万元，且必须是1,000.00万元的整数倍。

② Each subscription amount corresponding to each subscription interest rate shall not exceed the total amount of issuance of the Bonds (i.e. no more than RMB 4 billion). The minimum subscription amount corresponding to any subscription interest rate shall be no less than RMB 10 million, and shall be integral multiples of RMB 10 million.

③每一投资者在申购期间内只能向簿记管理人提出一份合规申购意向函，未经簿记管理人许可不得修改、撤销和撤回。

③ Each investor can only send one Letter of Intent for Subscription to the Bookrunner within the designated subscription period and cannot revise, withdraw or revoke the Letter of Intent for Subscription without the permission of the Bookrunner.

④投资者向簿记管理人提交申购意向函，即视为对本申购区间与投资者申购提示性说明各项声明及条款的认可，并视为已经做出内容与附件三所述相同的陈述、承诺和保证。申购意向函一经到达簿记管理人处，即对投资者具有法律约束力，投资者须承担本申购区间与投资者申购提示性说明下的责任和义务。

④ The submission of the Letter of Intent for Subscription to the Bookrunner by any investor will be regarded as that investor’s accepting all the statements and terms in this Range of Subscription and Indicative Specification on Subscription by Investors and that investor's making the same representations, warranties and undertakings as those set out in Annex III. The Letter of Intent for Subscription is legally binding on the investor once it arrives to the Bookrunner, and investors shall take responsibilities and assume obligations under this Range of Subscription and Indicative Specification on Subscription by Investors.

（2）投资者资料

(2) Investors' Materials

投资人申购时须向簿记管理人提交《汇丰银行（中国）有限公司2019年第一期金融债券申购意向函》（附件一）（法定代表人（或授权代表）签章并加盖单位有效印章，如为授权代表及授权部门签章请附上相关授权材料）。

Investors shall submit the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) as set out in the Annex I to the Bookrunner for subscription. The Letter of Intent for Subscription shall be signed by the legal representative or the authorized person and affixed with valid stamp. If the Letter of Intent for Subscription is signed by authorized person or authorized department, authorization materials are also required.

（3）受理申购意向函的日期及时间

(3) The Date and Time to Receive the Letter of Intent for Subscription

簿记管理人接受投资者提交的申购意向函及投资者资料传真的时间为2019年6月14日（周五，T日）北京时间9:00至17:00（传真专线：021-23212013、021-63462758，咨询专线：021-23154245）。

The subscription period during which the Bookrunner will receive the Letter of Intent for Subscription and investors' materials by fax is from 9:00 am to 17:00 pm on June 14th 2019 (Friday, T). The fax number for subscription is 021-23212013 and 021-63462758, and the consulting number is 021-23154245.

5、缴款办法

5. Rules for Payment

本期债券的获配投资者应按照所收到之配售缴款通知书（或分销协议）的要求，按时足额将认购款项划至所选定配售缴款通知书（或分销协议）指定的账户。

The allocated investors of the Bonds shall timely remit the full amount of subscription to the bank account designated by Payment Notices for Allocations (or Distribution Agreements) in accordance with the received Payment Notices for Allocations (or Distribution Agreements).

（1）承销团成员

(1) Member of Underwriting Syndicate

参与本期债券申购并获得配售的承销团成员，按配售缴款通知书的要求，及时、足额将认购款项划至簿记管理人指定的账户：

The member of Underwriting Syndicate who participates in subscription of the Bonds and obtain allocation shall timely remit the full amount of subscription to the bank account designated by the Bookrunner in accordance with Payment Notices for Allocations.

账户名称：海通证券股份有限公司

Account Name：海通证券股份有限公司

开户银行：交通银行上海分行第一支行

Bank of the Account：交通银行上海分行第一支行

银行账号：310066726018150002272

Account No.：310066726018150002272

大额支付系统号：301290050037

CNAPS Code of the Bank of the Account: 301290050037

（2）其他投资者

(2) Other Investors

本期债券获配投资者应按照配售缴款通知书（或分销协议）的要求，及时足额将认购款项划至配售缴款通知书（或分销协议）的指定账户。

The allocated investors of the Bonds shall timely remit the full amount of subscription to the bank account designated by Payment Notices for Allocations (or Distribution Agreements) in accordance with the requirements of Payment Notices for Allocations (or Distribution Agreements).

6、违约申购的处理

6. Treatment Measures for a Breach

获得配售的投资者如果未能在配售缴款通知书（或分销协议）规定的时间内向簿记管理人指定账户足额划付认购款项，将被视为违约申购，簿记管理人有权处置该违约投资者获配的全部债券。同时，投资者应就逾时未划部分按每日万分之五的比例向簿记管理人支付违约金，并赔偿主簿记管理人由此遭受的损失。

If any allocated investor fails to remit the full amount of subscription to the bank account designated by the Bookrunner within the time required by Payment Notices for Allocations (or Distribution Agreements), such failure shall be regarded as a breach. The Bookrunner has right to dispose all the bonds allocated to that investor. Meanwhile, the breaching investor shall pay penalties with a rate of five over ten thousand per day to the Bookrunner for the unpaid amount, and compensate the Bookrunner for any losses it incurred.

7、其他投资人申购需要提供的资料

7. Materials Required for the Subscription by Other Investors

其他投资人申购时须向簿记管理人提交下列资料：

Other investors shall submit the following materials to the Bookrunner for subscription：

（1）《汇丰银行（中国）有限公司2019年第一期金融债券申购意向函》（附件一）（加盖有效印章）；

(1) The Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) as set out in Annex I, affixed with valid stamp；

（2）有效的企业法人营业执照（副本）复印件（加盖有效印章），或其他有效的法人资格证明文件复印件（加盖有效印章）；

(2) A copy of valid counterpart of business license affixed with valid stamp, or a copy of other valid documents proving the nature of legal person, affixed with valid stamp);

（3）经办人身份证复印件（加盖有效印章）。

(3) A copy of ID card of the agent, affixed with valid stamp.

其他投资人需调整申购意向时须向簿记管理人提交下列资料：

Other investors shall submit the following materials to the Bookrunner when adjusting the subscription：

《汇丰银行（中国）有限公司2019年第一期金融债券调整申购意向函》（附件二）（加盖有效印章）。

The Letter of Intent to Adjust Subscription for HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) as set out in Annex II, affixed with valid stamp.

八、申购传真、咨询专线及簿记管理人联系方式

8. The Fax Number、Consulting Number and Contact Information of the Bookrunner

（1）传真专线（专门接收申购意向函和相关资料）：021-23212013、021-63462758；

(1) Fax number dedicated to receiving the Letter of Intent for Subscription and relevant materials): 021-23212013, 021-63462758；

（2）咨询专线：021-23154245；

(2) Consulting Number: 021-23154245

（3）簿记管理人联系方式：

(3) Contact information of the Bookrunner:

海通证券股份有限公司

Haitong Securities Company Limited

地址：上海市黄浦区广东路689号1708室

Address: Room 1708, No. 689 Guangdong Road, Huangpu District, Shanghai

联系人：傅璇、黄佳妮、乔许博

Contact Person：Xuan Fu, Jiani Huang, Xubo Qiao

电话：021-63083032、021-23212010

Telephone number: 021-63083032, 021-23212010

邮政编码：200001

Postal Code: 200001

投资者应就其申购本期债券的有关事宜咨询其法律顾问及其他有关专业顾问，并对申购本期债券的合法性、合规性自行承担责任。

Investors shall consult their own legal advisors and other professional advisors for the subscription of the Bonds, and assume their own responsibility for the validity and compliance of the subscription of the Bonds.

（本页无正文，为《汇丰银行（中国）有限公司2019年第一期金融债券申购区间与投资者申购提示性说明》之盖章页）

汇丰银行（中国）有限公司

2019年6月13日

（本页无正文，为《汇丰银行（中国）有限公司2019年第一期金融债券申购区间与投资者申购提示性说明》之盖章页）

海通证券股份有限公司

2019年6月13日

附件一

Annex I

汇丰银行（中国）有限公司

2019 年第一期金融债券申购意向函

The Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1)

传真专线：021-23212013、021-63462758；咨询专线：021-23154245

Fax number: 021-23212013, 021-63462758；Consulting number: 021-23154245

<table>
<tr><td colspan="4">重要声明
IMPORTANT STATEMENTS
填写申购意向函前请详细阅读募集说明书及申购意向函填报说明。
Please read carefully the Offering Circular and the Filling Instructions of The Letter of Intent for Subscription before filling in the Letter of Intent for Subscription.
本申购意向函一经申购人完整填写，且经办人签字及加盖有效印章，传真至簿记管理人后，即构成申购人发出的、对申购人具有法律约束力的要约。
This Letter of Intent for Subscription shall constitute an offer sent by the subscriber which is legally binding on the subscriber once completed, signed by the agent, affixed with valid stamp, and faxed to the Bookrunner.
申购人承诺并保证其将根据主承销商确定的配售数量按时完成缴款。
The subscriber undertakes to timely pay for the full amount of the allocated subscription.</td></tr>
<tr><td colspan="4">基本信息
General Information</td></tr>
<tr><td>机构名称
Name of the Institution</td><td colspan="3"></td></tr>
<tr><td>注册地址
Registered Address</td><td colspan="3"></td></tr>
<tr><td>法定代表人姓名
Name of the Legal Representative</td><td></td><td>营业执照注册号
Registration Number of the Business License</td><td></td></tr>
<tr><td>经办人姓名
Name of the Agent</td><td></td><td>经办人身份证号
ID Number of the Agent</td><td></td></tr>
<tr><td>联系电话
Contact Number</td><td></td><td>移动电话
Mobile Phone Number</td><td></td></tr>
<tr><td>传真号码
Fax Number</td><td></td><td>电子邮箱
Email Address</td><td></td></tr>
<tr><td>联系地址
Contact Address</td><td></td><td>邮编
ZIP Code</td><td></td></tr>
<tr><td colspan="4">账户信息</td></tr>
<tr><td rowspan="2">中央国债登记公司的一级托管账户
Account with CCDC</td><td>户名
Account Name</td><td colspan="2"></td></tr>
<tr><td>账号
Account Number</td><td colspan="2"></td></tr>
<tr><td>香港金融管理局债务工具中央结算系统账户</td><td>户名
Account Name</td><td colspan="2"></td></tr>
</table>

Account with HKMA-CMU	账号 Account Number	

申购利率及申购金额

Subscription Interest Rate and Subscription Amount of the Bonds

申购利率（%） Subscription Interest Rate (%)	申购金额（万元） Subscription Amount (10,000 yuan)

承销商 **Syndicate Members**	海通证券 **Haitong Securities**	交通银行 **BoCom**	工商银行 **ICBC**	中国银行 **BOC**	申万宏源 **Shenwan Hongyuan**	汇丰前海证券 **IBCN**	星展银行 **DBS**
分配比例 Allocation Proportion （%）							

1、本期债券的簿记建档利率区间为3.20%至4.20%；

The range of interest rates for Bookbuilding of the Bonds is 3.20% to 4.20%.

2、票面利率应在簿记建档利率区间内（含上下限）由低到高填写，最小变动单位为0.01%；

Subscription interest rates shall be filled in ascending order within the range of interest rates for Bookbuilding (including the floor interest rate and cap interest rate). The unit of the minimum variation is 0.01%.

3、每一申购利率对应的为单一申购金额。当最终确定的票面利率不低于某一申购利率时，投资者的最大获配量为低于该申购利率（包含此申购利率）的所有标位叠加量；

Each subscription interest rate corresponds to a single subscription amount. If the final interest rate is no lower than one subscription interest rate, then the maximum allocated amount of the investor is the total amount of subscriptions with subscription interest rate lower than or equal to that subscription interest rate.

4、每个申购利率上的申购金额下限为1,000.00万元，并且为1,000.00万元的整数倍，且不超过本期债券的发行总额（即不超过40.00亿元）；

The minimum subscription amount corresponding to each subscription interest rate shall be no less than RMB 10 million, and shall be integral multiples of RMB 10 million, and shall not exceed the total amount of issuance of the Bonds (i.e. no more than RMB 4 billion).

5、请投资者注意填写申购金额对应的承销商分配比例。如比例填写处为空白或比例合计超过100%，则默认为全部算作簿记管理人（即海通证券）额度。如比例合计不及100%，则不及100%的部分默认为算作簿记管理人额度。

Please note that, investors have to allocate the subscription amount among syndicate members. If the allocation proportion slot is not filled or the allocation proportion among the syndicate members add up to more than 100%, the subscription amount will be allocated to the bookrunner by default (in this case, Haitong Securities). If the sum of all allocation proportion does not reach 100%, then the discrepancy will be allocated to the bookrunner.

本单位已充分了解本次汇丰银行（中国）有限公司2019年第一期金融债券发行有关内容和细节，在此做出与《<汇丰银行（中国）有限公司2019年第一期金融债券申购意向函>投资者的陈述、承诺和

保证》（见附件三）相同的陈述、承诺和保证。

We fully understand the contents and details related with the issuance of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1), and make the same representations, warranties and undertakings as those set out in Annex III of the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

经办人签字：

Signature of the Agent

（有效印章）

(Valid stamp)

年 月 日

Date:

附件二
Annex II

汇丰银行（中国）有限公司
2019 年第一期金融债券调整申购意向函
The Letter of Intent to Adjust Subscription for HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1)

簿记管理人：海通证券股份有限公司
Bookrunner：Haitong Securities Company Limited

本公司在此确认，对我司已发出的《汇丰银行（中国）有限公司2019年第一期金融债券申购意向函》做出调整，调整内容如下：

We hereby confirm that the following adjustments have been made to the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) sent by us:

<table>
<tr><td colspan="4" align="center">基本信息
General Information</td></tr>
<tr><td>机构名称
Name of the Institution</td><td colspan="3"></td></tr>
<tr><td>注册地址
Registered Address</td><td colspan="3"></td></tr>
<tr><td>法定代表人姓名
Name of the Legal Representative</td><td></td><td>营业执照注册号
Registration Number of the Business License</td><td></td></tr>
<tr><td>经办人姓名
Name of the Agent</td><td></td><td>经办人身份证号
ID Number of the Agent</td><td></td></tr>
<tr><td>联系电话
Contact Number</td><td></td><td>移动电话
Mobile Phone Number</td><td></td></tr>
<tr><td>传真号码
Fax Number</td><td></td><td>电子邮箱
Email Address</td><td></td></tr>
<tr><td>联系地址
Contact Address</td><td></td><td>邮编
ZIP Code</td><td></td></tr>
<tr><td colspan="4" align="center">账户信息</td></tr>
<tr><td rowspan="2">中央国债登记公司的一级托管账户
Account with CCDC</td><td>户名
Account Name</td><td colspan="2"></td></tr>
<tr><td>账号
Account Number</td><td colspan="2"></td></tr>
<tr><td rowspan="2">香港金融管理局债务工具中央结算系统账户
Account with HKMA-CMU</td><td>户名
Account Name</td><td colspan="2"></td></tr>
<tr><td>账号
Account Number</td><td colspan="2"></td></tr>
<tr><td colspan="4" align="center">**申购利率及申购金额**
Subscription Interest Rate and Subscription Amount of the Bonds</td></tr>
<tr><td colspan="2" align="center">申购利率（%）
Subscription Interest Rate (%)</td><td colspan="2" align="center">申购金额（万元）
Subscription Amount (10,000 yuan)</td></tr>
<tr><td colspan="2"></td><td colspan="2"></td></tr>
<tr><td colspan="2"></td><td colspan="2"></td></tr>
</table>

承销商 Syndicate Members	海通证券 Haitong Securities	交通银行 BoCom	工商银行 ICBC	中国银行 BOC	申万宏源 Shenwan Hongyuan	汇丰前海证券 IBCN	星展银行 DBS
分配比例 Allocation Proportion （%）							

1、本期债券的簿记建档利率区间为3.20%至4.20%；

The range of interest rates for Bookbuilding of the Bonds is 3.20% to 4.20%.

2、票面利率应在簿记建档利率区间内（含上下限）由低到高填写，最小变动单位为0.01%；

Subscription interest rates shall be filled in ascending order within the range of interest rates for Bookbuilding (including the floor interest rate and cap interest rate). The unit of the minimum variation is 0.01%.

3、每一申购利率对应的为单一申购金额。当最终确定的票面利率不低于某一申购利率时，投资者的最大获配量为低于该申购利率（包含此申购利率）的所有标位叠加量；

Each subscription interest rate corresponds to a single subscription amount. If the final interest rate is no lower than one subscription interest rate, then the maximum allocated amount of the investor is the total amount of subscriptions with subscription interest rate lower than or equal to that subscription interest rate.

4、每个申购利率上的申购金额下限为1,000.00万元，并且为1,000.00万元的整数倍，且不超过本期债券的发行总额（即不超过40.00亿元）；

The minimum subscription amount corresponding to each subscription interest rate shall be no less than RMB 10 million, and shall be integral multiples of RMB 10 million, and shall not exceed the total amount of issuance of the Bonds (i.e. no more than RMB 4 billion).

5、请投资者注意填写申购金额对应的承销商分配比例。如比例填写处为空白或比例合计超过100%，则默认为全部算作簿记管理人（即海通证券）额度。如比例合计不及100%，则不及100%的部分默认为算作簿记管理人额度。

Please note that, investors have to allocate the subscription amount among syndicate members. If the allocation proportion slot is not filled or the allocation proportion among the syndicate members add up to more than 100%, the subscription amount will be allocated to the bookrunner by default (in this case, Haitong Securities). If the sum of all allocation proportion does not reach 100%, then the discrepancy will be allocated to the bookrunner.

本单位已充分了解本次汇丰银行（中国）有限公司2019年第一期金融债券发行有关内容和细节，在此做出与《<汇丰银行（中国）有限公司2019年第一期金融债券申购意向函>投资者的陈述、承诺和保证》（见附件三）相同的陈述、承诺和保证。

We fully understand the contents and details related with the issuance of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1), and make the same representations, warranties and undertakings as those set out in Annex III of the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1).

经办人签字：

Signature of the Agent

（有效印章）

(Valid stamp)

年　月　日

Date:

附件三

Annex III

提示：投资者向簿记管理人提交申购意向函时不必传真本陈述、承诺和保证。

Notice：No need to fax this Representations, Warranties and Undertakings when submitting the Letter of Intent for Subscription to the Bookrunner.

《汇丰银行（中国）有限公司 2019 年第一期金融债券申购意向函》投资者的陈述、承诺和保证

The Representations, Warranties and Undertakings of Investors for the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1)

1、本投资者依法具有购买本《汇丰银行（中国）有限公司2019年第一期金融债券债券申购意向函》（简称"申购意向函"）承诺申购总金额的汇丰银行（中国）有限公司2019年第一期金融债券债券的资格，有权向簿记管理人提交本申购意向函。并且，在任何适用的法律、法规和国家有关主管部门的规定要求的情况下，已就此取得所有必要的批准、核准、同意、决议和内部批准，并将在申购汇丰银行（中国）有限公司2019年第一期金融债券债券后按相关法律、法规的要求办理必要的手续。

1. This investor is qualified to purchase the total amount of subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) undertook under the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) (the "**Letter of Intent for Subscription**"), and has right to submit the Letter of Intent for Subscription to the Bookrunner. This investor has obtained all the necessary approvals, permissions, consents, resolutions and internal approvals in accordance with any applicable laws, regulations and rules of any relevant authority, and will conduct all the necessary procedures after subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) in accordance with applicable laws and regulations.

2、本投资者用于申购汇丰银行（中国）有限公司2019年第一期金融债券债券的资金来源合法，不违反《全国银行间债券市场金融债券发行管理办法》及其他适用的法律、法规和国家有关主管部门的规定。

2. The funds used to subscribe for HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) by this investor is lawful, and will not violate *Measures for the Administration of the Issuance of Financial Bonds in the China Inter-bank Bond Market (《全国银行间债券市场金融债券发行管理办法》)* and other applicable laws, regulations and rules of any relevant authority.

3、本投资者的全部申购资金系从本投资者的银行账户划出。

3. All the funds for subscription of this investor shall be remitted from this investor's own bank account.

4、本投资者保证并确认，本投资者向簿记管理人发出的资料真实、准确、完整、有效。

4. This investor warranties and confirms that all the materials sent to the Bookrunner by this investor are true, accurate, complete and valid.

5、本投资者已经完全了解并愿意接受《汇丰银行（中国）有限公司2019年第一期金融债券债券募集说明书》、《汇丰银行（中国）有限公司2019年第一期金融债券债券发行公告》、《汇丰银行（中国）有限公司2019年第一期金融债券申购区间与投资者申购提示性说明》（以下简称"申购区间与投资者申购提示性说明"）的有关规定和要求，也充分了解并愿意承担投资和交易风险，并确认该有关规定和要求对本投资者具有约束力，承诺按照申购区间与投资者申购提示性说明的要求填写本订单。

5. This investor has fully understood and is willing to accept relevant provisions and requirements under the HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) Offering Circular, HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) Issue Announcement and Range of Subscription and Indicative Specification on Subscription by Investors of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) (the **"Range of Subscription and Indicative Specification on Subscription by Investors"**). This Investor fully understands and is willing to bear the investment and trading risk, confirms that the relevant provisions and requirements are legally binding on this investor, and undertakes to fill in the Letter of Intent for Subscription in accordance with the requirements of the Range of Subscription and Indicative Specification on Subscription by Investors.

6、本投资者同意并确认，申购一经发出，即对本投资者具有法律效力，未经簿记管理人许可不得修改、撤销或撤回。

6. This investor agrees and confirms that once sent to the Bookrunner, the Letter of Intent for Subscription is legally binding on this investor, and the Letter of Intent for Subscription cannot be revised, withdrawn or revoked without the permission of the Bookrunner.

7、本投资者同意发行人和簿记管理人根据簿记建档等情况确定本投资者的具体配售金额，并接受所确定的最终债券配售结果；簿记管理人向本投资者发出了《汇丰银行（中国）有限公司2019年第一期金融债券债券配售缴款通知书》（以下简称"配售缴款通知书"），即构成对本申购意向函的承诺。

7. This investor agrees that the Issuer and the Bookrunner will determine the detailed amount of allocation in accordance with a Bookbuilding process, and accepts the determined final results of allocation of the Bonds. Once the Bookrunner sends the Payment Notice for Allocation of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1) (the **"Payment Notice for Allocation"**) to this investor, the Payment Notice for Allocation shall constitute an acceptance to the Letter of Intent for Subscription.

8、本投资者理解并接受，本投资者如果获得配售，则本投资者即有义务按照配售缴款通知书（或分销协议）规定的时间、金额和方式，将认购款足额划至指定的划款账户，并按照配售缴款通知书（或分销协议）要求及时提交有关原件。如果本投资者未能按照配售缴款通知书（或分销协议）规定的时间、金额和方式，将认购款足额划至指定的划款账户，簿记管理人有权处置本投资者订单项下的全部债券，同时，本投资者同意就逾时未划部分按每日万分之五的比例向簿记管理人支付违约金，并赔偿簿记管理人由此遭受的损失。

8. This investor understands and accepts that if this investor is allocated, this investor has obligations to remit the full amount of subscription to the designated bank account in accordance with time, amount and method required by the Payment Notice for Allocation (or Distribution Agreement), and timely submit the relevant originals in accordance with the requirements by the Payment Notice for Allocation (or Distribution Agreements). If this investor fails to remit the full amount of subscription to the designated bank account in accordance with time, amount and method required by the Payment Notice for Allocation (or Distribution Agreement), the Bookrunner has right to dispose all the bonds under the that investor's order. Meanwhile, this investor agrees to pay penalties with a rate of five over ten thousand per day to the Bookrunner for the unpaid amount, and compensate the Bookrunner for any losses it incurred.

9、本申购意向函中使用的已在申购区间与投资者申购提示性说明中做出定义的词语，具有申购区间与投资者申购提示性说明规定的含义。

9. The terms used in this Letter of Intent for Subscription which have been defined in the

Range of Subscription and Indicative Specification on Subscription by Investors shall have the same meanings as those in the Range of Subscription and Indicative Specification on Subscription by Investors.

10、本投资者理解并接受，如果遇不可抗力、监管者要求或其他可能对本期发行造成重大不利影响的情况，在经与主管机关协商后，发行人及主承销商有权暂停或终止本期发行。

10. This investor understands and accepts that in case of force majeure, requirements raised by regulators or other circumstance which may have material adverse effect on the issuance of the Bonds, the Issuer and the Underwriter reserve the rights to suspend or terminate the issuance of the Bonds after consultation with relevant regulatory authorities.

附件四

Annex IV

声明及提示：以下示例中的利率和金额均为虚设，不含任何暗示，请投资者根据自己的判断填写。以下填表说明部分不必传真至簿记管理人处，但应被视为本申购区间与投资者申购提示性说明不可分割的部分，填表前请仔细阅读。

Statement and reminder: The interest rates and amounts in the following examples are dummy and do not contain any hints. Please fill in the Letter of Intent for Subscription based on your own judgment. The following filing instructions does not need to be faxed to the Bookrunner, but it should be deemed as an integral part of this Range of Subscription and Indicative Specification on Subscription by Investors. Please read carefully before filling in the form.

汇丰银行（中国）有限公司

2019 年第一期金融债券申购意向函填报说明

Filling Instructions for the Letter of Intent for Subscription of HSBC Bank (China) Company Limited 2019 Financial Bonds (Series 1)

1、请将申购意向函填妥并加盖有效印章后，于规定时间前连同下列资料传真至簿记管理人处：

1. Please fill in the Letter of Intent for Subscription, affix it with the valid stamp, and fax it to the Bookrunner before the required deadline, together with the following materials:

（1）有效的企业法人营业执照（副本）复印件（加盖有效印章），或其他有效的法人资格证明文件复印件（加盖有效印章）；

(1) A copy of valid counterpart of business license affixed with valid stamp, or a copy of other valid documents proving the nature of legal person, affixed with valid stamp);

（2）经办人身份证复印件（加盖有效印章）。

(2) A copy of ID card of the agent, affixed with valid stamp.

2、申购利率及申购金额填写示例（每一申购利率对应的申购金额，是当最终确定的发行利率不低于该利率时，投资者的最大申购金额）

2. Filling examples of subscription interest rate and subscription amount (The subscription amount corresponded to each subscription interest rate is the maximum subscription amount of the investor when the final interest rate is no lower than the subscription interest rate.)

假设本期债券簿记建档利率上限为4.80%。某投资者拟在不同的申购利率分别申购不同的金额，其可做出如下填写：

Suppose the cap interest rate for Bookbuilding is 4.80%, one investor intends to subscribe different amounts at different subscription interest rates, the form can be filled in as follows:

申购利率（%）	申购金额（万元）

Subscription Interest Rate（%）	Subscription Amount（10,000 yuan）
4.63	5,000
4.68	3,000
4.73	2,000
4.78	1,000

上述报价的含义如下：

The meanings of the above quotations are as below:

- 当最终确定的发行利率高于或等于4.63%，但低于4.68%时，有效申购金额为5,000万元；
- When the final issuance interest rate is higher than or equal to 4.63%, but lower than 4.68%, the Effective Amount of Subscription is RMB 50 million;
- 当最终确定的发行利率高于或等于4.68%，但低于4.73%时，有效申购金额为8,000万元（3,000万元+5,000万元）；
- When the final issuance interest rate is higher than or equal to 4.68%, but lower than 4.73%, the Effective Amount of Subscription is RMB 80 million (RMB 30 million plus RMB 50 million);
- 当最终确定的发行利率高于或等于4.73%，但低于4.78%时，有效申购金额为10,000万元（2,000万元+3,000万元+5,000万元）；
- When the final issuance interest rate is higher than or equal to 4.73%, but lower than 4.78%, the Effective Amount of Subscription is RMB 100 million yuan (RMB 20 million plus RMB 30 million plus RMB 50 million);
- 当最终确定的发行利率高于或等于4.78%时，有效申购金额为11,000万元（1,000万元+2,000万元+3,000万元+5,000万元）。
- When the final issuance interest rate is higher than or equal to 4.78%, the Effective Amount of Subscription is RMB 110 million (RMB 10 million plus RMB 20 million plus RMB 30 million plus RMB 50 million yuan).

3、其他投资人须以传真方式参与本次簿记建档过程，以其他方式传送、送达一概无效。

3. Other investors shall participate in the Bookbuilding by fax. Transmission and delivery by any other ways are all invalid.