

**HSBC Broking Securities (Asia) Limited 滙豐金融證券（亞洲）有限公司**  
**HSBC Broking Futures (Asia) Limited 滙豐金融期貨（亞洲）有限公司**  
**HSBC Broking Forex (Asia) Limited 滙豐金融外匯（亞洲）有限公司**  
**(“relevant HSBC Broking Companies” refers to any or all of the above companies)**  
**（「相關滙豐金融公司」指任何或所有上述公司）**

## **Disclosure of Sales Related Information**

### **披露銷售相關資料**

#### **1. Capacity**

##### 身份

##### a) Exchange Traded Products

###### 交易所買賣產品

HSBC Broking Securities (Asia) Limited (“HSBC Broking Securities”) and HSBC Broking Futures (Asia) Limited shall be acting as an agent of customers for executing orders in exchange traded products.

滙豐金融證券（亞洲）有限公司（「滙豐金融證券」）及滙豐金融期貨（亞洲）有限公司將作為客戶代理人執行其交易指示以買賣交易所買賣產品。

##### b) Debt Securities and Debt Securities Placement

###### 債務證券及其配售

HSBC Broking Securities shall be acting as a back-to-back principal when dealing in over-the-counter debt securities and entering into debt securities placing transactions with customers.

滙豐金融證券將以背對背基準的主事人身份與客戶進行場外債務證券買賣及其配售。

##### c) Leveraged Foreign Exchange

###### 外匯孖展

HSBC Broking Forex (Asia) Limited (“HSBC Broking Forex”) shall be acting as a principal when entering into over-the-counter leveraged foreign exchange contracts with customers.

滙豐金融外匯（亞洲）有限公司（「滙豐金融外匯」）將以主事人身份與客戶進行場外匯孖展交易。

##### d) Initial Public Offer (“IPO”)

###### 新股認購服務

HSBC Broking Securities shall be acting as an agent of customers who subscribe to IPOs.

滙豐金融證券將作為客戶代理人進行新股認購服務。

##### e) Listed Securities Sub-Underwriting Transactions

###### 上市證券分包銷交易

HSBC Broking Securities shall be acting as a back-to-back principal when entering into sub-underwriting transactions with customers.

滙豐金融證券將擔任以背對背基準的主事人，與客戶進行分包銷交易。

##### f) Listed Securities Placement

###### 上市證券配售

HSBC Broking Securities shall be acting as an agent of customers when entering into listed securities placing transactions.

滙豐金融證券將作為客戶代理人進行上市證券配售。

g) Unlisted Unit Trusts  
非上市基金

HSBC Broking Securities shall be acting as an agent of customers who subscribe to, switch or redeem units in unlisted unit trusts.

滙豐金融證券將作為客戶代理人進行非上市基金認購、轉換或贖回服務。

2. Affiliation  
聯屬關係

HSBC Broking Securities may distribute investment products which are issued by (i) The Hongkong and Shanghai Banking Corporation Limited (“HSBC”) or other HSBC group companies; and/or (ii) product issuer with agent(s) appointed by the product issuer being HSBC or other HSBC group companies. Customers may refer to the disclosure at the point of sale for information about the affiliation between HSBC Broking Securities and the relevant product issuer for the investment products purchased (if any).

滙豐金融證券可分銷由 (i) 香港上海滙豐銀行有限公司（「滙豐」）或其他滙豐集團成員公司發行的投資產品；或／及 (ii) 滙豐或其他滙豐集團成員公司為產品發行人所委任的代理人。客戶應參考訂立交易時有關滙豐金融證券與所購買投資產品的相關產品發行人的聯屬關係（如有）的銷售披露。

3. Independence  
獨立性

The relevant HSBC Broking Companies will not be an independent intermediary whenever:

每遇以下情況，相關滙豐金融公司將並非獨立中介：

- a) the relevant HSBC Broking Companies, HSBC and/or other HSBC group companies receive fees, commissions, or any other monetary or non-monetary benefits from any party in return for the relevant HSBC Broking Companies (i) distributing investment products (including exchange traded products, unlisted unit trusts and debt securities) to customers; or (ii) offering its customers to participate in transactions (including IPO, placement and sub-underwriting transactions); and/or 相關滙豐金融公司、滙豐或／及其他滙豐集團成員公司將就相關滙豐金融公司向其客戶 (i) 分銷包括交易所買賣產品、非上市基金及債務證券或 (ii) 進行包括新股認購、配售及分包銷的交易而收取由其他人士提供的費用、佣金或任何其他金錢或非金錢收益；或／及
- b) such investment products being distributed by the relevant HSBC Broking Companies as mentioned in 3(a)(i) above are issued by HSBC or other HSBC group companies; OR HSBC or other HSBC group companies have any role in such transactions mentioned in 3(a)(ii) above. 由相關滙豐金融公司分銷如上文 3 (a) (i) 所述的產品是由滙豐或其他滙豐集團成員公司發行；或滙豐或其他滙豐集團成員公司在如上文 3 (a) (ii) 所述的交易中擔任任何角色。

Otherwise than in the circumstances set out in 3(a) and 3(b) above (which are likely to impair the independence of the relevant HSBC Broking Companies to favour any particular investment product (or class thereof), any transaction, any execution venue or any product issuer), the relevant HSBC Broking Companies will be an independent intermediary.

否則，除上述 3 (a) 及 3 (b) 所列情況從而可能損害相關滙豐金融公司的獨立性，使其偏向任何特定投資產品（或其類別）、任何交易、任何執行平台或任何產品發行人，相關滙豐金融公司將是獨立中介。

#### 4. **Complex Products**

##### **複雜產品**

Investors should exercise caution in relation to complex products. Note that if a complex product is authorized by the Securities and Futures Commission (“SFC”) this does not imply an official recommendation or endorsement by the SFC nor does it guarantee the commercial merits of the product or its performance. Past performance, if any, of a product is not indicative of future performance. Do not invest in a complex product unless you fully understand and are willing to assume the risks associated with it, including (in some cases) the risk that you may lose more than the invested amount.

投資者應對複雜產品保持審慎。請注意如該複雜產品獲證券及期貨事務監察委員會（「證監會」）認可，亦不表示得到證監會的正式推介或證明，也並非產品商業優點或表現的保證。產品的過去表現（如有）並不是未來表現的指標。除非閣下完全明白並願意承擔產品所涉風險，包括（在一些情況下）閣下的損失可能超出已投資金額的風險，否則切勿投資。

To learn more about a particular product’s features and associated risks, please refer to the offering documents or other information provided by the issuer (if any) for that product; however, please note that the SFC does not review materials of products it has not authorized and you are advised to exercise caution in relation to any offer. You can also learn more about associated risks by reading the Risk Disclosure Statements in Schedule 1 to the relevant Terms of Business.

如欲進一步了解某產品的特點及所涉風險，請參考發行人為該產品提供的發行文件或資訊（如有）。但請注意證監會不會審議未獲認可的產品之相關文件，建議閣下應對該投資保持審慎。此外，閣下亦可細閱相關滙豐金融公司的商業條款內之附表 1 風險披露聲明，以更進一步了解產品的所涉風險。

Set out below is a non-exhaustive list of examples of investment products the relevant HSBC Broking Companies have classified as “complex”:

以下列表並非詳盡無遺，旨在舉例說明被相關滙豐金融公司分類為“複雜”的投資產品。

- i. Debt Securities with one or more special features (including, but not limited to, perpetual or subordinated bonds, or those with variable (e.g. step-up or step-down) or deferred interest payment terms, extendable maturity dates, or those which are convertible or exchangeable or have contingent write down or loss absorption features, or those with multiple credit support providers and structures);  
具有一項或多項以下特點組成的債務證券（包括（但不限於）屬永久證券或次級證券、具有浮息（如可上調或下調利率）或延遲派付利息條款、可延遲到期日、或屬可轉換或可交換性質或具有或然撇減或損失吸收特徵，或具備非單一信貸支持提供者及結構的債務證券）；及
- ii. Leveraged Foreign Exchange;  
外匯孖展；及
- iii. Synthetic ETFs & Leveraged and Inverse ETFs;  
合成 ETFs 和槓桿及反向 ETFs；及
- iv. Warrants & Callable Bull/Bear Contracts;  
認股證和牛熊證；及
- v. Futures & Options.  
期貨和期權。

#### 5. **Execution Venue**

##### **執行平台**

- a) **Exchange Traded Products**  
**交易所買賣產品**

The relevant HSBC Broking Companies may execute trade orders of exchange traded products through HSBC or other HSBC group companies.

相關滙豐金融公司有可能透過滙豐或其他滙豐集團成員公司進行交易所買賣產品的交易指示。

b) Debt Securities

債務證券

HSBC Broking Securities may execute trade orders of debt securities through HSBC or other HSBC group companies when they are one of the liquidity providers.

由於滙豐或其他滙豐集團成員公司是債務證券市場其中一位流動性提供者，滙豐金融證券有可能透過上述公司執行債務證券的交易指示。

c) Leveraged Foreign Exchange

外匯孖展

The execution venue for leveraged foreign exchange shall be the dealers market in which HSBC Broking Forex is acting as a liquidity provider to customers.

交易商市場應為外匯孖展交易的執行平台，而其中滙豐金融外匯是作為客戶的流動性提供者。

d) Unlisted Unit Trusts

非上市基金

HSBC Broking Securities executes subscription, switching and redemption orders of unlisted unit trusts through HSBC group companies.

滙豐金融證券透過滙豐集團成員公司進行非上市基金的認購、轉換或贖回服務交易指示。

6. Disclosure of monetary and non-monetary benefits

披露金錢及非金錢收益

a) Explicit Remuneration Arrangement

明確酬金安排

(i.) Where the remuneration is quantifiable prior to or at the point of entering into the transaction

可於訂立交易前或訂立交易時可量化的報酬

When HSBC Broking Securities or its associates enter into IPO, placement, or sub-underwriting transactions for or with customers, it may receive commission from the product issuer or its agent as illustrated below or as otherwise notified to customers. The amount of such commission may vary from time to time depending on the nature and size of the transaction, market demand and condition.

滙豐金融證券或其相關公司與客戶進行新股認購服務、配售或分包銷交易時，可能自產品發行人或其代理人收取下文所述或以其他方式通知客戶的佣金。有關的佣金數額可能不時變動，須視乎交易的性質及大小、市場需求及市況而定。

	Commission received or receivable from product issuer or its agent 自產品發行人或其代理人收取或可收取的佣金	Remarks 備註
IPO 新股認購服務	<b>Maximum 1% of the allotted amount</b> 最高達分配金額的 1%	Commission is received on a one-off basis at the time of the relevant transaction(s). 在相關交易時收取一次性佣金
Placement 配售	<b>Maximum 2% of the investment amount</b> 最高達投資金額的 2%	
Sub-underwriting 分包銷	<b>Maximum 2% of the committed amount</b> 最高達承諾金額的 2%	

(ii.) Where the remuneration is not quantifiable prior to or at the point of entering into the transaction

不可於訂立交易前或訂立交易時可量化的報酬

When HSBC Broking Securities enters into unlisted unit trusts transactions for customers, it may receive commission from the fund manager as illustrated below or as otherwise notified to customers.

滙豐金融證券與客戶進行非上市基金交易時，可能自基金經理收取下文所述或以其他方式通知客戶的佣金。

	Commission receivable from fund manager 自基金經理可收取的佣金	Remarks 備註
Unlisted Unit Trusts 非上市基金	<b>Up to 50% of the unlisted unit trust's management fees calculated based on customers' average fund holdings each month throughout the term of customers' investments</b>  在客戶整個投資期限內，最多收取為以客戶持有的非上市基金計算的管理費之 50% 作為每月佣金	Commission is receivable in the form of a trailer fee to be payable from the fund manager on an agreed timeframe for as long as any customer holds the unlisted unit trusts. 於有任何客戶持有非上市基金的情況下，佣金（後續費用）會按議定時間從基金經理收取。

b) Trading Profit made from Back-to-back Transaction

背對背交易產生的交易利潤

When HSBC Broking Securities enters into back-to-back principal transactions with customers, trading profit may be made as illustrated below or as otherwise notified to customers. The amount of such trading profit may vary from time to time depending on the size of the transaction, market demand and condition.

滙豐金融證券與客戶進行背對背交易時，可能產生下文所述或以其他方式通知客戶的交易利潤。交易利潤的金額可能不時變動，須視乎交易規模、市場需求及市況而定。

There could be price improvements on the prices quoted after HSBC Broking Securities received the customers' order instruction. HSBC Broking Securities will retain the additional trading profit associated with the price improvements fully/partially, as long as the total trading profit is within the maximum trading profit disclosed. However, if the total trading profit exceeds the maximum trading profit, HSBC Broking Securities will retain the additional trading profit associated with the price improvements partially and return the trading profit exceeding the maximum trading profit disclosed to customers.

滙豐金融證券收到客戶下單指示後，報價有機會有所改善。只要總交易利潤在已披露的最高交易利潤範圍內，滙豐金融證券將保留全部/部分與價格改動相關的額外交易利潤。但是，如果總交易利潤超過最高交易利潤範圍，滙豐金融證券將保留部分與價格改動相關的額外交易利潤，並將超過向客戶披露的最高交易利潤的部分交還客戶。

	Trading profit 交易利潤
Debt securities 債務證券	<b>Maximum 1% of the investment amount</b> <b>最高達投資金額的 1%</b>

c) Non-explicit Remuneration Arrangement

非明確酬金安排

HSBC and/or other HSBC group companies may receive benefits (which are not quantifiable prior to or at the point of entering into the transaction) from the product issuer or its agents directly or indirectly for distributing an investment product or entering into a transaction.

滙豐或／及其他滙豐集團成員公司可能就分銷投資產品或訂立交易時從產品發行人或其代理人直接或間接收取金錢收益，而這些收益無法在訂立交易前或在訂立交易時量化計算。

d) Non-monetary Benefits

非金錢收益

HSBC Broking Securities, HSBC and/or other HSBC group companies may receive non-monetary benefits (including goods and services in the form of soft dollars) from product issuer/fund manager or its agents for distributing an investment product or entering into a transaction.

滙豐金融證券、滙豐或／及其他滙豐集團成員公司可能就分銷投資產品或訂立交易時而從產品發行人／基金經理或其代理人取得非金錢收益，包括非金錢形式的物品及服務。

**7. Terms and Conditions under which Customers may Receive a Discount of Fees and Charges**

客戶可獲得收費及費用折扣的條款及細則

The fees and charges of products and services provided by relevant HSBC Broking Companies are posted on the public website of relevant HSBC Broking Companies and notified to customers from time to time. Discount of such fees and charges, if any, will be considered on a case-by-case basis at the absolute discretion of relevant HSBC Broking Companies, taking into consideration various factors which include the transaction size, market condition and costs.

相關滙豐金融公司所提供產品及服務的收費及費用已於相關滙豐金融公司的網站上公佈，並不時通知客戶。該等收費及費用如有折扣，將由相關滙豐金融公司考慮交易規模、市況及成本等不同因素後，按個別基準全權酌情處理。

**Note:**

- Leveraged foreign exchange trading is not available to persons resident in mainland China.
- In the event of any inconsistency between the English and Chinese versions, the English version shall prevail.

**備註：**

- 槓桿式外匯買賣服務不會提供予中國內地居民。
- 中英文本如有歧義，以英文本為準。