

**Today**  
Move into a house on rent

**Tomorrow**  
Move into a home of my own

**Make it possible with  
HSBC Advance  
Home Loans  
designed to suit  
your needs**

**HSBC**   
**Advance**

### HSBC Advance Home Loans

As an HSBC Advance customer we offer you Home Loans for the following purposes:

- to buy a new apartment or a completed property
- construct a house on your own land
- purchase an apartment under construction
- purchase land as an investment

Read on to find out more about these Home Loan facilities.



### Buying a new apartment or a completed property?

When you are buying a new apartment or completed property, start by speaking to us for the right advice to get the loan that works for you. HSBC Advance Home Loans are the ideal way to start financing your dream home.

#### Key Features

<b>Varying interest rate types to suit your lifestyle</b>	Three interest rate types are offered: • Quarterly Fixed interest rate • Annual Fixed interest rate • Five Year Fixed interest rate Loan to Value (LTV) is a ratio of the borrowed amount as a percentage of the final amount of the independent valuation of the property. Preferential interest rates are available for facilities with lower LTV. (Please refer tariff for details)
<b>Flexible payment plans</b>	For your convenience, there are two payment options available: • Straight line payment plans with equal monthly instalments. In this option the interest together with the principle make an equal instalment. • Reducing balance payment plans with a reducing month-on-month instalment inclusive of a fixed capital repayment.
<b>Loan values offered</b>	Between Rs.5 MN to Rs.40 MN The final value granted will be subject to an income assessment and 75% of the independent valuation of the completed property
<b>Type of residential properties</b>	Properties that are available under this option are required to be within close proximity to our branch network. Please talk to your relationship manager or visit our branches for details.
<b>Enjoy additional savings and benefits</b>	Enjoy preferential rates with our selected insurance agents

Please note that the loan type described above shall be subject to the general term and conditions applicable to HSBC Home Loan

### Constructing a house on your own land?

Planning your dream home or improving your current one? We know you have your own unique preferences - and your home loan should reflect your individual needs.

For your convenience HSBC Advance Home Loans allow a progressive release of funds as the construction of your building progresses.

What's more a grace period is provided for construction where only the interest will be payable on the sum disbursed.

The grace period is valid until the loan is fully disbursed or upto 12 months from the first draw-down, whichever is earlier, after which you will convert to the prevailing home loan package.

#### Key Features

<b>Varying interest rate types to suit your lifestyle</b>	Three interest rate types are offered: • Quarterly Fixed interest rate • Annual Fixed interest rate • Five Year Fixed interest rate Loan to Value (LTV) is a ratio of the borrowed amount as a percentage of the final amount of the independent valuation of the property. Preferential interest rates are available for facilities with lower LTV. (Please refer tariff for details)
<b>Flexible payment plans</b>	For your convenience, there are two payment options available: • Straight line payment plans with equal monthly instalments. In this option the interest together with the principle make an equal instalment. • Reducing balance payment plans with a reducing month-on-month instalment inclusive of a fixed capital repayment.
<b>Loan values offered</b>	Between Rs.5 Mn and Rs.40 Mn. The final value granted will be subject to an income assessment and an independent valuation. A) If the loan amount is to purchase land and to construct a house - A maximum of 50% of the approved loan value will be disbursed to purchase the land, provided it is less than 50% of the market value (determined by the valuer)

	- The balance loan amount will be disbursed to construct the house subject to a maximum of 75% of the Bill of Quantity (BOQ) B) If the loan amount is to construct a house on your own land, the loan value granted will be a maximum of 75% of the BOQ
<b>Type of residential properties</b>	Properties that are available under this option are required to be within close proximity to our branch network. Please talk to your relationship manager or visit our branches for details.
<b>Enjoy additional savings and benefits</b>	Enjoy preferential rates with our selected insurance agents

Please note that the loan type described above shall be subject to the general term and conditions applicable to HSBC Home Loan



### Purchasing an apartment under construction?

When you purchase an apartment under construction, we understand that financing it requires involvement from the Property Developer as well. As such we have partnered with the key Property Developers in Sri Lanka to offer facilities to support the staggered payment scheme whilst your dream apartment becomes a reality.

For apartments under construction a tri partite agreement between the Bank, Property Developer and you, the buyer, is required. Loan will be disbursed in accordance with the tri partite agreement.

#### Key Features

<b>Varying interest rate types to suit your lifestyle</b>	Three interest rate types are offered: • Quarterly Fixed interest rate • Annual Fixed interest rate • Five Year Fixed interest rate Loan to Value (LTV) is a ratio of the borrowed amount as a percentage of the final amount of the independent valuation of the property. Preferential interest rates are available for facilities with lower LTV. (Please refer tariff for details)
<b>Flexible payment plans</b>	For your convenience, there are two payment options available: • Straight line payment plans with equal monthly instalments. In this option the interest together with the principle make an equal instalment. • Reducing balance payment plans with a reducing month-on-month instalment inclusive of a fixed capital repayment.
<b>Loan values offered</b>	Between Rs.5 MN to Rs.40 MN The final value granted will be subject to an income assessment and 50% of the independent valuation of the apartment.

<b>Type of residential properties</b>	Properties that are available under this option are required to be within close proximity to our branch network. Please talk to your relationship manager or visit our branches for details.
<b>Enjoy additional savings and benefits</b>	Enjoy preferential rates with our selected insurance agents

Please note that the loan type described above shall be subject to the general term and conditions applicable to HSBC Home Loan

### Purchasing land as an investment?

Purchasing land is an important investment decision. To support you in this decision we now offer HSBC Advance Home Loans for the purchase of land only.

#### Key Features

<b>Varying interest rate types to suit your lifestyle</b>	Three interest rate types are offered: • Quarterly Fixed interest rate • Annual Fixed interest rate • Five Year Fixed interest rate Loan to Value (LTV) is a ratio of the borrowed amount as a percentage of the final amount of the independent valuation of the property. Preferential interest rates are available for facilities with lower LTV. (Please refer tariff for details)
<b>Flexible payment plans</b>	For your convenience, there are two payment options available: • Straight line payment plans with equal monthly instalments. In this option the interest together with the principle make an equal instalment. • Reducing balance payment plans with a reducing month-on-month instalment inclusive of a fixed capital repayment.

<b>Loan values offered</b>	Between Rs.5 Mn to Rs.40 Mn The final value granted will be subject to an income assessment and 50% of the independent valuation of the land.
<b>Type of residential properties</b>	Land that is available under this option is required to be within close proximity to our branch network. Please talk to your relationship manager or visit our branches for details.
<b>Enjoy additional savings and benefits</b>	Enjoy preferential rates with our selected insurance agents

Please note that the loan type described above shall be subject to the general term and conditions applicable to HSBC Home Loan

### Pre-payment flexibility

The monthly instalment amount can be increased at your request, provided that the increased instalment applies for the remainder of the loan (continuing until the loan is repaid in full) and that your total monthly expenses (increased instalment, cost of repaying other loans and living expenses) are not more than 85% of your net income per month.

### Early re-payment/part re-payment

Early re-payment/part re-payment of the total loan is allowed. For loans on the quarterly or annual fixed rate the settlement fees are waived off.

For loans on a 5-year fixed interest rate a settlement fee of 5% of the outstanding or the pre-payment amount will be charged to cover the Bank's cost in breaking the fixed interest rate.



### Freedom of applying jointly

Freedom to apply jointly with your spouse, provided both parties earn a monthly fixed income.

### Eligibility criteria for an HSBC Advance Home Loan

- Be between 18 and 55 years of age
- Be a Sri Lankan national who wishes to construct a home or buy land/property situated within close proximity to our branch network
- Be employed in an established company
- Be confirmed in current employment
- Be earning a net remuneration (net salary + fixed allowances) of Rs.100,000/-\* and able to meet the repayment commitment after deducting living expenses

\*In the event of a joint application, 100% of your spouse's income will be taken for income assessment.

### What else is required?

- Copy of your NIC or Passport
- Most current salary slip authorised by the company
- Letter from your employer confirming the employee's particulars – as per the application specimen
- Statements of bank account(s) to which the salary was remitted during the last 3 months
- Duly completed HSBC Advance Home Loan application

### Safeguard your Home when mortgage re-payments cannot be made

It is important that you secure your home in the event of an unfortunate incident, causing partial or permanent disability to the borrower(s) of an HSBC Advance Home Loan. That's when the exclusive single premium loan protection policy through a Decreasing Temporary Assurance (DTA), equivalent to the loan outstanding value, offered by selected insurance companies will help.

In the case of death or total permanent disability due to sickness or accident, we will settle the mortgage utilising the proceeds from the insurance company, keeping your home where it belongs – in your family.

### Interested in an HSBC Advance Home Loan?

All you need to do is complete the HSBC Home Loan application form and return it to the nearest HSBC branch. We will confirm your eligibility within five working days.

To apply please visit a Branch or call us on 11 4 4722 43. Make HSBC Advance Home Loans the wisest way to own your dream home.



### Tariffs

#### Interest rates

Quarterly floating, annual fixed and 5 year fixed interest rates are available. Rates will be reviewed at the end of the respective tenors and would be changed in line with the prevailing market rates. Rates will be tiered based on LTV (Loan to value) at the time of the initial approval of your housing loan.

- LTV less than 60% - 1% Discount
- LTV between 60% and 70% - 0.5% Discount
- LTV between 70% and 75% - Standard Rate

#### Set up Fees

Minimum of Rs12,500/- or 0.25% of the loan value up to a maximum of Rs50,000/-

#### Legal Fees

Up to 0.75% of the value of the mortgage bond + taxes  
Up to 0.50% of the value of the transfer deed + taxes  
Disbursement fee up to Rs7,500/-

#### Stamp Duty

0.1% of the value of the mortgage bond  
4% of the value of the transfer deed

#### Valuation Fee

0.1% of value of the property and travelling expenses

#### Annually Renewable Insurance Policy

A Fire Insurance Policy will be arranged through the Bank for the insurable value as indicated in the valuation report. Thereafter, the policy will be reviewed every three years as per the re-valuation report. Please note that the fire insurance premium will be debited to your account on a pro rated basis for the first year, and annually thereafter, since the Bank maintains master policies with insurance companies.

#### Decreasing Temporary Assurance (DTA)

A single premium DTA to be obtained, which is subject to the age and health of the Insured.

#### Early Settlement Fee

No fees will be charged for loans on quarterly or annual fixed rates. For loans on 5 year fixed rates, a settlement fee of 5% of the outstanding balance or the pre-payment amount will be charged.