

Press Release

HSBC: New mortgage loan with the lowest floating interest rate on the market

With a consistent presence in the mortgage market, **HSBC** offers once again the **mortgage loan** with the **lowest floating interest rate in the market**, not only for **new loans** but also for **loans transferred** from other banks.

Specifically, for loans **transferred** from other banks, HSBC offers a **Euribor 3months rate, or ECB rate plus a spread of 1.60%***, irrespective of the percentage of financing. Furthermore, to assist our customers further we offer the possibility of funding through a consumer loan to meet current needs.

Illustrative example: For a €100,000 loan with 30 years duration and final interest rate of 4%, the holder pays an instalment of around €484, whereas if he transfers the loan to HSBC the instalment is reduced to €415. Over the loan duration this represents a saving of €28,000.

HSBC's proposal is the best in the market for **new mortgage loans** too, since it offers the lowest floating rate in the market, **Euribor 3months or ECB plus a spread of 1.90%***.

The advantages of a mortgage loan from HSBC are not confined solely to the interest rate. The mortgage loan also offers:

- Immediate preliminary approval with a visit to the branch
- An instalment repayment grace period, of 6 or 12 months, for purchase or construction of a residence
- Option of gradual disbursal**, where the amount of the instalment is determined by the amount withdrawn and not by the total amount of the loan
- Loan duration from 5 to 30 years

As Mr. **Stelios Pirpinias**, Head of Personal Financial Services and Marketing, HSBC Greece, stated: *"HSBC recognizes the needs of its customers and has designed a mortgage loan which combines the **lowest floating interest rate in the market with the possibility of alternative options**. I believe that the lower monthly instalment and flexibility offered will be a pleasant surprise for the consumer"*.

* plus the Law 128/75 levy: 0.12%

** in cases of purchase of a residence currently being built, a property in the completion stage or home improvements