



HSBC, The Netherlands Pricing Grid



Executive summary

HSBC, The Netherlands welcomes the opportunity to provide our pricing proposal for your cash management business.

As one of the leading cash management banks, HSBC possesses local expertise and cash management capabilities to deliver a comprehensive solution backed by tailored implementation and customer service support.

HSBC will provide the following benefits:

- Efficient cash management with a provider who has the necessary experience, liquidity and financial strength to continue meeting your needs as your business grows
- Provision of a single point of contact for all your payment queries
- Provide cost-effective solutions from a broad range of products and services

Whilst we believe that the details outlined through the rest of this document are comprehensive, HSBC would be pleased to provide you with additional information or clarification if required.

Our preferred method of charging is an item based tariff where each individual item or instruction processed is charged individually in line with a tariff that is agreed between you and HSBC. This is because an item based tariff gives all the parties involved clear and unambiguous information about charges and also accurately reflects the work carried out.

It also allows you to predict charges based on workflow and can allow a more accurate budget process which, in turn, helps to make the cash management process more efficient. A full breakdown of your activity will be provided prior to your account being debited.

All Fees quoted are in euro unless otherwise stated and will be charged in euro or its currency equivalent. Fees may be subject to alteration upon prior written notification by the bank. By default, fees will be charged to the main account, per legal entity.

Any products not listed will be charged their default rate.

Please keep your account adequately funded for any fees and the monthly charges.

Pricing Overview

Account Services	Unit / basis for pricing calculations	Price	Notes
Account Opening Fee	Charged only once per account	€ 150.00	Fee to open a payment and cash management account with HSBC.
Account Maintenance Fee	Per month per account	€ 250.00	Account maintenance fee to cover the cost of maintaining the account with HSBC.
Paper Statements	Monthly	€ 0.75	A paper statement of transactions sent to the client periodically. This excludes the postage fee.
Duplicate Paper Statement	Per duplicate, per month	€ 80.00	For clients who would like to receive a statement copy.
Audit Certificate	Per certificate	€ 150.00	End of tax year certificate used for audit purposes.

Delivery Channels	Unit / basis for pricing calculations	Price	Notes
HSBCnet			
HSBCnet Implementation Fee (incl. 5 free security devices per customer)	Charged only once	€ 450.00	Fee to implement HSBCnet at a specific client location.
HSBCnet Maintenance Fee (up to 5 users/accounts)	Monthly	€ 75.00	Monthly maintenance fee to cover the cost of using HSBCnet.
Training (on site)	Per training	€ 750.00	This fee covers HSBC's staff and travel costs for on-site training.
Training (via webex or phone)	Per training	€ 250.00	This fee covers HSBC's staff costs for training via webex or phone.

E-mail advice of payment instruction	Per e-mail	€ 0.10	The client receives an e-mail confirmation that the payment instruction has been received.
HSBCnet additional requirements			
Extra Security Device	Per device (one-off)	€ 15.00	Price for any additional HSBCnet security device.
Extra User	Per extra user per month	€ 5.00	Price for any additional HSBCnet user.
Extra Account Fee	Per extra account per month	€ 5.00	Price for any additional account loaded to HSBCnet.
Account Information			
MT940 to 3 rd party bank	Monthly charge per account	€ 30.00	End of day statement sent from HSBC to another bank.
MT940 from 3 rd party bank	Monthly charge per account	€ 7.50	End of day statement sent from another bank to HSBC.
MT942 to 3 rd party bank	Monthly charge per account	€ 30.00	Intra-day statement sent from HSBC to another bank.
MT942 from 3 rd party bank	Monthly charge per account	€ 7.50	Intra-day statement sent from another bank to HSBC.
MT101 outbound	Per transfer	€ 3.00	Request for Transfer sent to another Bank.
MT101 inbound	Per transfer	€ 4.00	Request for Transfer received from another Bank.

Payment Services	Unit / basis for pricing calculations	Price	Notes
Incoming payments			
Urgent (Priority Payment) Credit Received (RTGS)	Per transaction	€ 1.00	Receive an urgent EU-Compliant payment.
Cross-border receipt (international or non-SEPA compliant)	Per transaction	€ 15.00	Receive a payment made from a non-SEPA country or in a foreign currency.
SEPA Credit Transfer Receipt	Per transaction	€ 0.40	Receipt of a SEPA payment.

SEPA Direct Debit Outward (Collection)	Per transaction	€ 0.50	A SEPA Direct Debit initiation, account at HSBC is credited.
Outgoing payments			
Urgent (Priority Payment) Credit Paid Out (RTGS)	Per transaction	€ 12.00	Initiate a EU-compliant urgent payment.
Cross-border payment (international or non-SEPA compliant)	Per transaction	€ 20.00	Initiate a payment made to a non-SEPA country or in foreign currency.
SEPA Credit Transfer	Per transaction	€ 0.40	Initiate a SEPA Credit Transfer.
SEPA Direct Debit Inward (Paid)	Per transaction	€ 0.50	Account at HSBC is debited via the SEPA Direct Debit scheme.
Inter-company Transfers (within the same branch)	Per transaction	Free	Subject to currency (charge applies if cross-currency transfer involved).
Others			
Investigation fee	Per investigation	€ 50.00	Charge for payment investigations.
Repair charge for incorrectly formatted payment	Per incorrect transaction	€ 30.00	In addition to payment charge Repair of an incorrectly inputted transaction.
OUR charge for outgoing payment	Per transaction	€ 11.25	Processing charge for payments where remitter carries all charges.
SEPA Direct Debit Inward Return	Per transaction	€ 5.00	Cancellation of an SDD debited from your account.
SEPA Direct Debit Investigation Charge	Per transaction	€ 50.00	Investigation charge.
SEPA Direct Debit Batch / Remittance Cancellation	Per item	€30.00	SDD Collection Batch cancellation
SEPA Direct Debit Collection Returned	Per transaction	€ 0.50	SDD Collection Return (reject)
SEPA Direct Debit Collection Cancelled	Per transaction	€ 1.00	SDD Collection cancellation.
SEPA Direct Debit Batch / Remittance	Per item	€ 1.00	SDD Collection Batch charge.

Negative Interest Rates

Due to the prevailing economic conditions, and as per the Master Services Agreement, HSBC Netherlands reserves the right to apply negative credit interest to credit balance(s) on any such Account(s) which are denominated in Euro, Swiss Franc, Danish Krone or any other such negative yielding currencies.

The negative interest applied to any credit balance(s) in your Account(s) shall be the published Reference Rate for that currency, for example:

Currency	Published Reference Rate
Euro	European Central Bank Deposit Facility Rate https://www.ecb.europa.eu/stats/policy_and_exchange_rates/key_ecb_interest_rates/html/index.en.html
Swiss Franc	Swiss National Bank Sight Deposit Rate https://www.snb.ch/en/iabout/stat/statrep/id/current_interest_exchange_rates#
Danish Krone	Denmark's Nationalbank Certificate of Deposit Rate http://www.nationalbanken.dk/en/marketinfo/official_interestrates/Pages/Default.aspx

Where the relevant key policy or reference rate for your Account(s) is or becomes positive, the interest rate on your credit balance(s) will be applied in accordance with your existing rate structure.

The Bank reserves the right at all times to vary any applicable interest rate including (a) the interest and interest surcharges charged on overdrafts and (b) the interest rates that apply to the credit balance on the Account (the interest rates that apply to the credit balance on the account can be 0% per annum or be a negative rate of interest). For the avoidance of doubt, the Bank may, without limitation, change (i) a negative rate of interest on the credit balance on the Account to a rate that is more negative or less negative; and (ii) the interest rate on the credit balance on the Account to 0% per annum (if it is not already 0%).

The Bank will notify the Customer in advance of any such variation in interest rates by whatever means permitted by law or regulation and which the Bank deems appropriate. Where the interest rate on a credit balance is to be increased (e.g. from negative to less negative or zero interest; from zero to positive interest) the Bank may implement the variation with immediate effect.

Unauthorized Overdraft Rates

For avoidance of doubt, account balances which are exceeding any pre-agreed facilities, or zero where none exist, the bank will charge an unauthorized overdraft rate set out below:

- Unauthorized Balances on accounts denominated in EUR, GBP, and USD:
7% flat
- Unauthorized Balances on accounts denominated in any other currency:
12% flat

Notes to Pricing

HSBC appreciates the opportunity to enhance the relationship with you. As a measure of our commitment, we have sought to provide pricing that is competitive and reflects the value that we place on our relationship.

Alongside our pricing, we would like to draw your attention to the following:

1. Pricing will be renewed automatically after the duration period set out above for periods of one year, unless a review is requested by either HSBC or yourselves
2. Prices may be subject to alteration effective two months following notification in writing by the bank
3. HSBC will review actual volumes annually and in the event the volume of transactions varies by more than 10% from the information provided by you to HSBC when these prices were first set, HSBC reserves the right to renegotiate the pricing. This will be reflected by an alteration to future fixed monthly charges
4. For certain transactions, charges may be imposed by other banks on payments remitted or received. HSBC does not have control over the charges that are levied by other banks
5. Implementation costs (if applicable) will be charged on a pro-rata basis for projects exited by you before completion
6. Local taxes or duties may be applicable. These will be charged to the appropriate accounts at the relevant rates
7. Cross border transactions between the various jurisdictions within which you operate may be subject to Central Bank reporting obligations. In cases where these are your responsibility, any costs incurred by HSBC in helping you to meet these obligations will be charged to the relevant entity(ies)

HSBC, The Netherlands

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