

HSBC Private Bank (Luxembourg) S.A.

Tariff for Private Banking services

2018

Contents

1. Account management fees	2
1.1 Account Maintenance Fee	2
1.2 Additional Charges	2
1.3 Overdrafts	2
2. Financing services	2
2.1 Call loans	2
2.2 Loans	2
2.3 Guarantees	2
3. Time deposits	2
4. Discretionary Managed Services	3
4.1 Multi-Asset Strategies	3
4.2 Single-Asset Strategies (SAS)	5
4.3 Customised strategies	5
4.4. Alternative Discretionary Mandate	5
5. Advisory Services	6
5.1 Prism Standard Fee	6
5.2 Prism All-in Fee	6
6. Package Fee	7
7. Investment Funds & Alternative Investments	7
7.1 Mutual Funds	7
7.2 Alternative Investments (Hedge Funds)	7
7.3 Private Equity & Real Estate Funds	7
8. Securities transactions	7
8.1 Shares traded in Europe, US and abroad	7
8.2 Bonds	8
8.3 Options on securities	8
8.4 Futures	8
8.5 Treasury bills, certificates of deposit, short term papers	8
8.6 Structured Products	8
8.7 Securities Transfers	8
9. Foreign Exchange and Precious Metals	8
9.1 Spot and Forward transactions	8
9.2 Swap transactions	8
9.3. Foreign Exchange options	8
10. Security Administration and custody fee	9
10.1 Security administration	9
11. Cash transactions and payment transfer fees	9
11.1 Payment transfer fees	9
12. Other charges and commissions	9
12.1 Credit Cards	9

1. Account management fees

1.1 Account Maintenance Fee

Account maintenance fee	EUR 1'800 per annum
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The account maintenance fee is debited demi-annually. The fee comprises the following services:

- ▶ Account maintenance
- ▶ Quarterly account statements
- ▶ Telephone communication with clients

1.2 Additional Charges

The following services, available on demand, are charged in addition to the account management fee and are applicable per request unless specified otherwise.

Account statements

Monthly statements	Included
Weekly statements	EUR 750 per annum
Daily statements	EUR 2'500 per annum
Additional copies of account statements	EUR 150 per annum

Mailing

Express Courier within Europe	Included
Express Courier outside Europe	EUR 750 per annum

Ad-Hoc requests

Audit/Business relationship confirmation	EUR 170
Blocking certificate	EUR 170
Generic Tax Statement*	EUR 340
Segregated Account fees	EUR 1'500 per account per annum

* Generic tax statement which comprises a statement of income including the tax deducted at source and a detailed transaction list which serves as basis for the computation of the capital gains tax

Account closing fees

Account closing fee — transfer outside of the HSBC Group	EUR 400
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1.3 Overdrafts

In case of account overdrafts, regardless of their duration, debit interest is charged to the account at the end of each month. The applicable debit interest rate depends on the overdraft currency.

Currency risk	Rate
Low*	Reference rate + 3%
Medium*	Reference rate + 5%
High*	Reference rate + 7%
Other*	Reference rate + 10%

* Currencies' risk categorisation available in appendix 1

2. Financing services

2.1 Call loans

Call loans	Reference rate + 2%
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2.2 Loans

Minimum amount for loans EUR 100,000, or equivalent in foreign currency

For your financing needs, please contact your Relationship Manager. The below rates are indicative only:

Cash collateralised	Reference rate + 2.00% minimum per annum
Guaranteed by a securities portfolio	Reference rate + 2.00% minimum per annum
Other loans	Reference rate + 2.00% minimum per annum
Credit arrangement fee	1.00%, minimum EUR 700
Credit facility annual review	EUR 400

2.3 Guarantees

Cash collateralised	2.00% per annum
Guaranteed by a securities portfolio	2.00% per annum
Minimum guarantee fee:	EUR 750

3. Time deposits

The minimum amount required to establish a time deposit is EUR 100'000 or equivalent in foreign currency

Amounts in EUR or equivalent

Up to 1m	0.50%
From 1m to 5m	0.375%
From 5m to 10m	0.25%
10m and above	0.20%

Fee per annum
 Minimum fee: EUR 200,
 Minimum term deposit: 7 days

4. Discretionary Managed Services

The Discretionary Management mandate all-in fee is a formula intended for clients who have entrusted the bank with a discretionary management mandate.

The commission is calculated on the basis of the value of assets under management as at the end of month; it is debited quarterly in areas.

This all-in fee comprises the following:

- ▶ Management Fee
- ▶ Transaction Fee
- ▶ Custody Fee
- ▶ Security Administration services
 - ▶ Coupon payments
 - ▶ Dividend payments
 - ▶ Stock splits
 - ▶ Tender offers
 - ▶ Capital increases
 - ▶ Bond conversion into shares
 - ▶ Bond redemption

Fees excluded from the all-in fee:

- ▶ Account Maintenance fee
- ▶ Foreign Exchange and Precious Metals brokerage fees (+0.10% charged on nominal amounts)
- ▶ Options and Futures charges
- ▶ Over-The-Counter transactions and Derivatives margin
- ▶ External brokerage charges
- ▶ Structuring fee for Structured Products
- ▶ Initial transaction fee for Real Estate and Private Equity Funds incl. Club Deals
- ▶ VAT and any applicable stock market taxes

4.1 Multi-Asset Strategies

Core Multi-Asset Solution (CMS)

Assets under management in EUR or equivalent	Up to 2m	From 2m to 5m	From 5m to 10m	From 10m to 20m	From 20m and above
Preservation	0.90%	0.80%	0.70%	0.60%	0.50%
Conservative	0.95%	0.85%	0.75%	0.65%	0.55%
Moderate	1.00%	0.90%	0.80%	0.70%	0.60%
Growth	1.05%	0.95%	0.85%	0.75%	0.65%
Growth Plus	1.10%	1.00%	0.90%	0.80%	0.70%

All-in fee per annum

Minimum investment EUR 750'000, or equivalent

Active Multi-Asset Solution (AMS)

Assets under management in EUR or equivalent	Up to 2m	From 2m to 5m	From 5m to 10m	From 10m to 20m	From 20m and above
Conservative	1.05%	0.95%	0.85%	0.75%	0.65%
Moderate	1.15%	1.05%	0.95%	0.85%	0.75%
Growth	1.25%	1.15%	1.05%	0.95%	0.85%
Growth Plus	1.35%	1.25%	1.15%	1.05%	0.95%

All-in fee per annum

Minimum investment EUR 1 million or equivalent

4. Discretionary Managed Services (continued)**Strategic Investment Solutions (SIS)**

SIS Optimal I & II strategies

Assets under management in EUR or USD	Up to 2m	From 2m to 10m	From 10m to 20m	From 20m and above
Fixed Income	0.95%	0.80%	0.70%	0.60%
Preservation	1.15%	1.00%	0.90%	0.80%
Conservative	1.30%	1.15%	1.05%	0.95%
Balanced	1.45%	1.30%	1.20%	1.10%
Growth	1.60%	1.45%	1.35%	1.25%
Aggressive	1.75%	1.60%	1.50%	1.40%
Equities	1.90%	1.80%	1.70%	1.60%

All-in fee per annum

Minimum investment EUR 1 million or equivalent

SIS Optimal I & II strategies

Account under management in GBP	From Up to 1.3m	From 1.3m to 6.6m	From 6.6m to 13.2m	From 13.2m and above
Fixed Income	0.95%	0.80%	0.70%	0.60%
Preservation	1.15%	1.00%	0.90%	0.80%
Conservative	1.30%	1.15%	1.05%	0.95%
Balanced	1.45%	1.30%	1.20%	1.10%
Growth	1.60%	1.45%	1.35%	1.25%
Aggressive	1.75%	1.60%	1.50%	1.40%
Equities	1.90%	1.80%	1.70%	1.60%

All-in fee per annum

Minimum investment EUR 1 million or equivalent

SIS Building Blocks – Customised portfolio

Global Short Duration Fixed Income	0.80%	Global Equities	1.80%
Global Fixed Income	0.80%	US Large Companies Equities	1.80%
Global Opportunistic Fixed Income	0.80%	US Small Companies Equities	1.80%
US Core Fixed Income	0.80%	UK Equities	1.80%
UK Core Fixed Income	0.80%	Europe ex-UK Equities	1.80%
Euro Core Plus Fixed Income	0.80%	Pan European Small Companies Equities	1.80%
US High Yield Fixed Income	0.90%	Japanese Equities	1.80%
Emerging Markets Fixed Income	0.90%	Pacific Basic ex-Japan Equities	1.80%
Global Managed Volatility Equities	1.80%	Emerging Markets Equities	1.80%

All-in fee per annum

Minimum investment EUR 1 million or equivalent per portfolio

Minimum EUR 100,000 or equivalent per Building Block

4. Discretionary Managed Services (continued)

4.2. Single-Asset Strategies (SAS)

Equities

Assets under management in EUR or equivalent	Up to 2m	From 2m to 5m	From 5m to 10m	From 10m to 20m	From 20m and above
Global Equity	1.30%	1.20%	1.10%	1.00%	0.90%
Global Equity High Dividend	1.30%	1.20%	1.10%	1.00%	0.90%
Pan European Equity	1.30%	1.20%	1.10%	1.00%	0.90%
US Equity	1.30%	1.20%	1.10%	1.00%	0.90%
EM High Conviction Equity	1.60%	1.50%	1.40%	1.30%	1.20%
Asia Equity	1.60%	1.50%	1.40%	1.30%	1.20%
China Equity	1.60%	1.50%	1.40%	1.30%	1.20%

All-in fee per annum

Minimum investment EUR 1 million or equivalent

Global Fixed Income

Assets under management in EUR or equivalent	Up to 5m	From 5m to 10m	From 10m to 20m	From 20m and above
Global Fixed Income Short Them Investment Grade	0.50%	0.45%	0.40%	0.35%
Global Fixed Income Investment Grade	0.75%	0.65%	0.55%	0.45%
Global Fixed Income Freestyle	0.80%	0.70%	0.60%	0.50%

All-in fee per annum

Minimum investment EUR 3 million or equivalent

Emerging Market Fixed Income

Assets under management in EUR or equivalent	Up to 10m	From 10m to 20m	From 20m and above
EM and DM High Income	1.05%	0.95%	0.85%
Emerging Markets Fixed Income Investment Grade	0.95%	0.85%	0.75%
Emerging Markets Fixed Income Freestyle	1.00%	0.90%	0.80%

All-in fee per annum

Minimum investment EUR 5 million or equivalent

4.3. Customised strategies

Tailored investment profile	2.00%
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All-in fee per annum

Minimum investment EUR 10 million or equivalent

4.4. Alternative Discretionary Mandate

Asset under management in EUR or equivalent

From 5m to 20m	1.10%
From 20m and above	0.85%

All-in fee per annum

Minimum investment EUR 5 million or equivalent except Custom Mandates with a minimum of EUR 10 million

Please be advised that all mandates with limitations will be priced identically to their equivalent conventional mandate

5. Advisory Services

Clients signing-up for an Advisory Agreement, the below fees apply to all assets held in the account with the exception of any Discretionary Mandates which are subject to a distinct pricing grid.

Two pricing schemes are available for the service: Prism Standard Fee and Prism All-in fee.

5.1. Prism Standard Fee

The standard fee model consists of three distinct base fees:

- ▶ Advisory Fee
- ▶ Custody Fee
- ▶ Transaction Fee

The Advisory and Custody Fee are calculated on the basis of the value of assets under the advisory agreement as at the end of month; they are debited quarterly in areas. The transaction fee applies to each executed transaction.

Advisory Fee

Assets under advisory agreement in EUR or equivalent	Prism Advisory	Prism Advisory Plus	Prism Advisory Total
Up to 5m	0.25%	0.50%	0.70%
From 5m to 10m	0.20%	0.45%	0.60%
From 10m to 20m	0.15%	0.40%	0.55%
From 20m to 50m	0.10%	0.35%	0.50%
From 50m to 100m	0.05%	0.25%	0.35%
100m and above	0.05%	0.20%	0.30%
Minimum fees in EUR per annum	3'700,	16'200,	30'000,

Fee per annum

Custody Fee¹

Assets under advisory agreement in EUR or equivalent	Prism Advisory	Prism Advisory Plus	Prism Advisory Total
Up to 5m	0.35%	0.35%	0.35%
From 5m to 10m	0.30%	0.30%	0.30%
From 10m to 20m	0.25%	0.25%	0.25%
From 20m to 50m	0.20%	0.20%	0.20%
From 50m to 100m	0.15%	0.15%	0.15%
100m and above	0.10%	0.10%	0.10%

Fee per annum

Transaction Fee²

Transaction based fees under the Advisory Agreement are reduced from the standard rates listed in this Brochure as per below:

	Prism Advisory	Prism Advisory Plus	Prism Advisory Total
Tariff reduction	20%	50%	65%

1. A custody fee premium of 0.15% will be charged for alternative investments holdings within the portfolio. The custody fee includes the following security administrations services: (i) Coupon payments, (ii) Dividend payments, (iii) Stock splits, (iv) Tender offers, (v) Capital increases, (vi) Bond conversion into shares, (vii) Bond redemption. Account Maintenance Fee and VAT not included.
2. The tariff reduction does not apply to banking services (e.g. payments, transfers, credit cards, etc.), External brokerage charges, Structuring fee for Structured Products and any applicable stock market taxes. Fees related to the following financial instruments are not in scope for reduction: (i) Foreign Exchange and Precious Metals, (ii) Options and Futures, (iii) Over-The-Counter and Derivatives, (iv) Private Equity and Real Estate Funds incl. Club Deals.

5.2. Prism All-in Fee

Fees for the service apply to all assets held in the account with the exception of any Discretionary Mandates which are subject to a distinct pricing grid. The commission is calculated on the basis of the value of assets under the advisory agreement as at the end of month; it is debited quarterly in areas.

The All-in fee model comprises the following:

- ▶ Advisory Fee
- ▶ Transaction Fee
- ▶ Custody Fee
- ▶ Account maintenance fee
- ▶ Security Administration services
 - ▶ Coupon payments
 - ▶ Dividend payments
 - ▶ Stock splits
 - ▶ Tender offers
 - ▶ Capital increases
 - ▶ Bond conversion into shares
 - ▶ Bond redemption

Fees not included in the all-in model are:

- ▶ Foreign Exchange and Precious Metals brokerage fees
- ▶ Options and Futures charges
- ▶ Over-The-Counter Transactions and Derivatives margin
- ▶ External brokerage charges
- ▶ Structuring fee for Structured Products
- ▶ Initial transaction fee for Real Estate and Private Equity Funds incl. Club Deals
- ▶ VAT and any applicable stock market taxes

Prism All-in fee

Assets under advisory agreement in EUR or equivalent	Prism Advisory	Prism Advisory Plus	Prism Advisory Total
Up to 5m	1.20%	1.40%	1.50%
From 5m to 10m	0.90%	1.15%	1.30%
From 10m to 20m	0.80%	1.05%	1.20%
From 20m to 50m	0.70%	0.95%	1.10%
From 50m to 100m	0.60%	0.75%	0.90%
100m and above	0.55%	0.65%	0.80%
Minimum fees in EUR per annum	45'000,	57'500,	65'000,

All-in fee per annum

6. Package Fee

Fees for the service apply to all assets held in the account. The commission is calculated on the basis of the account value per end of month; it is debited quarterly.

Package Fee	1.25%
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All-in fee per annum
Minimum annual fee EUR 50'000,

The fee comprises the following:

- ▶ Transaction Fee
- ▶ Custody Fee
- ▶ Account maintenance fee
- ▶ Security Administration services
 - ▶ Coupon payments
 - ▶ Dividend payments
 - ▶ Stock splits
 - ▶ Tender offers
 - ▶ Capital increases
 - ▶ Bond conversion into shares
 - ▶ Bond redemption

Fees not included in the package fee:

- ▶ Foreign Exchange and Precious Metals brokerage fees
- ▶ Options and Futures charges
- ▶ Over-The-Counter Transactions and Derivatives margin
- ▶ External brokerage charges
- ▶ Structuring fee for Structured Products
- ▶ Initial transaction fee for Real Estate and Private Equity Funds
incl. Club Deals
- ▶ VAT and any applicable stock market taxes

7. Investment Funds & Alternative Investments

7.1. Mutual Funds

Investment amounts in EUR or equivalent	Money Market Funds	Other Mutual Funds
Up to 100'000,	0.25%	1.50%
From 100'001, to 250'000,	0.25%	1.375%
From 250'001, to 500'000,	0.25%	1.25%
From 500'001, to 1m	0.25%	1.125%
1m and above	0.25%	1.00%

Minimum fee per transaction: EUR 250

7.2. Alternative Investments (Hedge Funds)

Investment amounts in EUR or equivalent

Up to 250'000,	2.00%
From 250'001, to 500'000,	1.75%
From 500'001, to 750'000,	1.50%
From 750'001, to 1m	1.125%
1m and above	1.00%

Minimum fee per transaction: EUR 500,

7.3. Private Equity & Real Estate Funds

Initial transaction fee	1,00%
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Fee charged for all commitments, debited on first Capital Call
Minimum fee per transaction: EUR 500,

8. Securities transactions

8.1. Shares traded in Europe, US and abroad

Investment amounts in EUR or equivalent	Europe and US	Other markets
Up to 100'000,	1.25%	1.50%
From 100'001, to 250'000,	1.125%	1.375%
From 250'001, to 500'000,	1.00%	1.25%
From 500'001, to 1m	0.875%	1.125%
1m and above	0.75%	1.00%

External brokerage charges and any applicable stock market taxes not included

Minimum fee per transaction: EUR 200,

8. Securities transactions (continued)

8.2. Bonds

Investment amounts in EUR or equivalent

Up to 250'000,	1.00%
From 250'001, to 500'000,	0.75%
From 500'001, to 1m	0.60%
From 1m to 2.5m	0.45%
2.5m and above	0.25%

Minimum fee per transaction: EUR 200,

8.3. Options on securities

Premium in EUR or equivalent

Up to 20'000,	1.50%
From 20'001, to 50'000,	1.25%
From 50'001, to 100'000,	0.85%
From 100'001, to 200'000	0.55%
200'001 and above	0.30%

External brokerage charges not included.

Minimum fee per transaction: EUR 200,

The commission is calculated on premium amounts and applies on a cumulative basis, based on each relevant tranche of the transaction.

8.4. Futures

Per number of contracts	Pool A ¹	Pool B ²	Pool C ³
Up to 10	25	50	60
From 11 to 25	10	25	30
From 26 to 100	7.50	10	20
101 and above	5	7.50	15

External brokerage charges not included.

Minimum fee per transaction: EUR 150, each way

¹ Pool A: eMini Futures, 3-Month Libor Futures

² Pool B: EUREX, Euronext NYSE-Liffe, HKFE, CME Nikkei, Bond Futures

³ Pool C: CME Equity, Commodities, Other

The commission is calculated on number of executed contracts and applies on a cumulative basis, based on each relevant tranche of the transaction.

8.5. Treasury bills, certificates of deposit, short term papers

Investment amounts in EUR or equivalent

Up to 1m	0.50%
From 1m to 3m	0.375%
From 3m to 5m	0.25%
5m and above	0.125%

Minimum fee per transaction: EUR 200,

8.6. Structured Products

The structuring fee varies based on the product tenor. The fee is charged upfront on the investment amount.

Euro Medium Term Notes	1.00% ¹
OTC	1.00% ²

Structuring fee per year of tenor

1. Fee capped at 2.50%
2. Fee capped at 50% of premium paid or received

8.7. Securities Transfers

	Commission
Delivery of physical securities	EUR 200
Transfers	EUR 150 per line of securities
Delivery against payment	0.20% (EUR 200 minimum)

9. Foreign Exchange and Precious Metals

9.1 Spot and Forward transactions

Investment amounts in EUR or equivalent	Major Currencies ¹	Second Tier ²	Third Tier ³
Up to 99'999,	1.50%	2.50%	2.75%
From 100'000, to 250'000,	0.65%	1.25%	1.75%
From 250'001, to 1m	0.35%	0.75%	1.00%
1m and above	0.15%	0.35%	0.50%

¹ AUD, CAD, CHF, EUR, GBP, HKD, JPY, NZD, SGD, USD, NOK, SEK and CNH

² KRW, THB, TWD, INR, IDR, PHP, RUB, ILS, ZAR, PLN, TRY, HUF, CZK, DKK, BRL, MXN and Precious Metals

³ BGN, BWP, GHS, HRK, KES, KZT, MAD, MUR, NAD, NGN, PEN, RON, RSD, TND, LKR, VND

9.2. Swap transactions

Investment amounts in EUR or equivalent	Below 1 Month	Below 3 Months	Below 1 Year	Above 1 Year
Up to 100'000,	0.15%	0.20%	0.50%	0.75%
From 100'001, to 1m	0.12%	0.15%	0.35%	0.50%
From 1m to 10m	0.08%	0.12%	0.18%	0.25%
10m and above	0.05%	0.07%	0.10%	0.12%

9.3. Foreign Exchange options

Fee based on the investment amount	1.00%
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10. Securities administration and custody fee

10.1 Security administration

The Security administration fee is an all-in fee calculated on a monthly basis according to the value of the portfolio; it is debited quarterly in areas.

	Securities	Alternative investments	Custody of physical precious metals
Annual fee	0.35%	0.50%	0.50%

Minimum annual fee: EUR 5'000,

Charges included in this fee are:

- ▶ Coupon payments
- ▶ Dividend payments
- ▶ Stock splits
- ▶ Tender offers
- ▶ Capital increases
- ▶ Bond conversion into shares
- ▶ Bond redemption

VAT not included

11. Cash transactions and payment transfer fees

11.1 Payment transfer fees

Transfers	Commission
Regular (ordinary or covered)	EUR 100
Standing orders	EUR 150

	Instruction received at Bank before	Debit of current a/c
Ongoing funds		
Internal transfers	12:00 pm	Same day
EUR transfers		+ 1 business days
Non-EUR transfers		+ 2 business days

* Value date of receipt of funds at destination bank dependent on destination bank

Optional Request	Commission
Same day value (incoming non PSD and outgoing transfers)	EUR 170

Correspondent fees may apply to all outgoing transfers.

12. Other charges and commissions

12.1. Credit Cards

For credit card needs, please contact your Relationship Manager

Value Added Tax (VAT)

The commissions and charges mentioned in this brochure may be subject to VAT.

Third-party charges

The Bank shall also be authorised to debit the client's account with all expenses, commissions, interest, duties, tax and other charges for which the Bank has been invoiced by its correspondents in Luxembourg or abroad (e.g. third-party bank charges, postage, express and insurance charges, etc.).

This brochure comprises an extract of the tariffs applicable to our principal services and products provided to our private clients.

The information contained herein does not constitute a contractual agreement, nor does it represent an offer of any sort of contract, nor an invitation to request or receive such an offer.

We reserve the right to make changes to our range of services, products and tariffs, as well as to this brochure, at any time with one month prior notice.

A number of the products and services listed in this brochure are subject to legal restrictions. It is therefore possible that they are not available as described in all of the countries in which we operate.

Appendix 1

Currency risk categorisation

Risk category	Currency	Risk category	Currency	Risk category	Currency	Risk category	Currency
Low	AED	Medium	CLP	Other	BGN	Other	MYR
Low	AUD	Medium	CZK	Other	BHD	Other	OMR
Low	CAD	Medium	HUF	Other	BMD	Other	PEN
Low	CHF	Medium	INR	Other	COP	Other	PKR
Low	CNY	Medium	KRW	Other	EEK	Other	QAR
Low	DKK	Medium	MXN	Other	HRK	Other	SAR
Low	EUR	Medium	PLN	Other	IDR	Other	TR2
Low	GBP	Medium	RON	Other	ILS	Other	TRL
Low	HKD	Medium	RUB	Other	ISK	Other	TWD
Low	JPY	Medium	THB	Other	JOD	Other	VEB
Low	NOK	Medium	ZAR	Other	KES	Other	VND
Low	NZD	High	ARS	Other	KWD	Other	XAF
Low	SEK	High	BRL	Other	KZT	Other	XPT
Low	SGD	High	EGP	Other	LBP	Other	XHR
Low	USD	High	PHP	Other	LTL		
Low	XAG	High	TRY	Other	LVL		
Low	XAU			Other	MAD		
Low	XPD			Other	MUR		

Appendix 2

Payment Service Directive (PSD) countries and currencies

Countries	Currency	Countries	Currency	Countries	Currency
Austria	EUR	Hungary	HUF	Poland	PLN
Belgium	EUR	Iceland	ISK	Portugal	EUR
Bulgaria	BGN	Ireland	EUR	Romania	RON
Cyprus	EUR	Italy	EUR	Slovakia	EUR
Czech Republic	CZK	Latvia	LVL	Slovenia	EUR
Denmark	DKK	Liechtenstein	CHF	Spain	EUR
Estonia	EKK	Lithuania	LTL	Sweden	SEK
Finland	EUR	Luxembourg	EUR	United Kingdom	GBP
France	EUR	Malta	EUR		
Germany	EUR	Netherlands	EUR		
Greece	EUR	Norway	NOK		

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HSBC Private Bank (Luxembourg) S.A.
16, boulevard d'Avranches
L-1160 Luxembourg

T +352 47 93 31 1 F +352 47 93 31 616

RCS LUX No. B52461

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