

CORPORATE BANKING PRODUCTS AND SERVICES

Connecting corporates to opportunities



Information booklet for legal entities.

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Terms stipulated in the booklet may be changed.

For up-to-date and detailed information please refer
to www.business.hsbc.am or call us at +374 60 655 200.

Bank is regulated by the Central Bank of Armenia.



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GLOBAL LIQUIDITY AND CASH MANAGEMENT PRODUCTS

We offer a wide range of corporate solutions to suit your company's needs and help you to maintain a healthy cash flow.

Liquidity, liability and investments

- ◆ Current accounts in local and foreign currencies
- ◆ Corporate ATM cards
- ◆ Time deposit in local and foreign currencies

Global payables

- ◆ Domestic and international payments
- ◆ Autopay payroll service
- ◆ Chequebooks

Global receivables

- ◆ Cash management
- ◆ POS terminals

Online and phone banking

- ◆ HSBCnet
- ◆ HSBCnet Mobile App
- ◆ Phone banking

Other services

- ◆ Statements
- ◆ SWIFT solutions

Euromoney Cash Management Survey



2020 Best in Service Cash Manager for Corporates in Armenia for Overall Service



2019 Best in Service Cash Manager for Corporates in Armenia for Overall Service



HSBC Armenia Named Best Cash Management Bank by 2021 Euromoney Cash Management Survey



2019 Best Domestic Cash Manager for Corporates in Armenia



2020 Best in Service Cash Manager for Corporates in Armenia for Overall Service



2018 Best Domestic Cash Manager for Corporates in Armenia



2020 Best Domestic Cash Manager for Corporates in Armenia

Minimum requirements for corporate account opening

Products and services, mentioned in this brochure, are only provided to those Customers that comply with the following criteria:

- a) companies, that have AMD 600.000.000 and more annual turnover based on their financial accounts or other verifiable data for the last financial year (VAT reports; corporate income tax report; etc.); and/or
- b) companies, that are borrowers of the Bank; and/or
- c) companies, that are related to the companies mentioned in the sub-clauses a) and/or b) of this clause
- d) companies that satisfy to the economic, strategic, as well as “Know Your Customer” requirements.



LIQUIDITY, LIABILITY AND INVESTMENTS

Current Account

HSBC Bank Armenia's current account is a gateway to our entire network of international connections and capabilities.

Account opening

Current accounts can be opened in the following currencies: AMD, USD, EUR, GBP, RUB, JPY, CNY, CAD, HKD, AUD, CHF, AED. Regardless of the currency of your current account, transactions in other currencies acceptable by the Bank can be performed as well. In such cases, foreign exchange currency transactions are provided by the rate stated by the Bank.

The corporate account will be activated within 3-5 working days (in exceptional cases in up to 60 calendar days) after all the necessary documentation has been presented and accepted by the Bank.

Transactions through current accounts

Current accounts support cash deposits and cash withdrawals, money transfers and foreign currency exchange.

Current accounts can be managed by visiting the Bank, as well as through Online/Mobile and Telephone banking services.

Cash deposits and cash withdrawals can be made at any branch of the Bank

subject to availability of satisfactory evidence of identity and authorities of the Customer's representative acceptable to the Bank. Cash deposits are credited onto the bank account at the submission of cash funds (unless otherwise provided by an agreement signed between the Bank and the Customer).

The cash withdrawals are made immediately upon the Customer's request. The Bank must be informed about the withdrawal of amounts exceeding the thresholds set by the Bank one day prior to the withdrawal. The Customer can obtain information on the above-mentioned thresholds at any branch of the Bank.

The statistics of the corporate account turnover and average balance is an important factor for building a future commercial banking relationship and receiving various products and services offered by our bank.

HSBC Bank Armenia applies individual approach to the account holders and may provide individual preferential tariffs in view of developing further relationship with the customers. The preferential tariffs provided to the account holders may cover outward and inward remittances, cash withdrawals charges, foreign currency exchange transactions and other services.

Account closure

Bank closes the account in maximum three working days after the submission of the corresponding account closure application form, if there are no restrictions related to the account operating and closure defined by the Bank's internal procedures or RA legislation.

Customer account(s) with no customer generated transactions within 12 uninterrupted months may be closed at unilateral decision of the Bank. In case an instruction is not presented to the Bank to transfer the monies available in the accounts at the moment of closure to other bank accounts, those monies shall be received in cash.

A customer's right to manage their bank account and the funds available on it can be restricted due to decisions issued by the Judicial Acts Compulsory Enforcement Service or tax authorities based on court verdict. Levy of monetary funds without order of the customer can be executed on decisions issued by Judicial Acts Compulsory Enforcement Service and tax authorities based on court verdict. The customer will be informed about this after the bank has executed the decision on levy of funds from the customer's account within 3 working days.

Corporate ATM cards

You don't need to visit our branches for cash withdrawal transactions anymore. Company authorized signatories/executives can also effect cash transactions with their corporate ATM card 24/7.

Corporate ATM cards enable our corporate customers to have an easy and quick access to their company funds. The product allows company director and other authorized individuals to obtain cash funds from HSBC Bank Armenia ATM network.

Benefits for you:

- ◆ No encashment fee
- ◆ Transfer funds between company accounts or other accounts within the Bank
- ◆ Check company account balances
- ◆ Conduct foreign exchange transactions

Tariffs of Cards services are presented in “Tariff of charges for legal entities” brochure as well as in the website at business.hsbc.am

Time Deposits

We offer term deposits in Armenian drams (AMD), US dollars or Euros.

Annual interest rates for deposits and other terms are presented in the respective brochure as well as in our website at business.hsbc.am



GLOBAL PAYABLES

Domestic and international payments

HSBC Bank Armenia offers efficient and secure way of transferring and receiving funds.

Simplify processes by making electronic and paper-based domestic and international payments quickly and easily. Using our global payables solutions, you will be able to manage expenses and payments more effectively, while also minimizing your exposure to payment fraud. Reconciliation is also faster, which can help further streamline payments management.

Information about money transfers, its conditions and charges are presented in “Tariff of charges for legal entities” brochure as well as in the website at business.hsbc.am

Autopay Payroll Service

The Autopay payroll service is a simple and easy way for making regular payments of salaries to the personal accounts of your employees. Autopay (customer payroll instruction) instructions are delivered to Bank by customers and accepted similar to other paper instructions of the customer. Along with the hard copy of the payroll instruction, the customer is requested to provide a soft copy as well via e-mail to a separate mailbox designed for receipt of salary instructions, e-mail address: salary.armenia@hsbc.com.

Tariffs of “Autopay Payroll Service” are presented in “Tariff of charges for legal entities” brochure as well as in the website at business.hsbc.am

Cheques/Chequebooks

Chequebook provides the opportunity to make payments to individuals from your Company's accounts when it is not feasible to do it via bank transfer. Chequebooks are provided to current account holders only in AMD and USD.

Tariffs of “Chequebooks” are presented in “Tariff of charges for legal entities” brochure as well as in the website at business.hsbc.am

GLOBAL RECEIVABLES

Cash management

Solutions that help you achieve your business objectives.

We offer:

- ♦ Cash operations that allow you to manage your business transactions with speed and simplicity.
- ♦ Cash collection services¹. We are arranging all necessary steps to properly organize cash collection activities from your merchant(s) and credit delivered cash to respective account numbers. You may also benefit from shipment services when cash is transported from the Bank to your offices/premises. Cash shipment activities are currently handled by the specialized Cash collection companies. All necessary legal arrangements (including negotiation with Collection companies) are carried out by the Bank representatives.

Tariffs of the services are presented in “Tariff of charges for legal entities” brochure as well as in the website at business.hsbc.am

POS terminals

We provide card acquiring services to our commercial customers via POS terminals at the points of sale as well as at online platforms which allow the merchant to offer non-cash payment options to its consumers. Point of sale systems are widely used in supermarkets, restaurants, hotels, various trading outlets, boutiques, entertainment complexes, clubs, casinos, as well as almost any type of retail establishment. The installation procedure for HSBC Bank Armenia account-holders is quick and straightforward.

Our POS Terminals serve plastic cards which belong to the local ArCA payment system (ArCa Cards), as well major international payment systems (MasterCard, Maestro, VISA, Visa Electron, Amex, JCB and Diners Club):

Tariffs of POS terminals are presented in “Tariff of charges for legal entities” brochure as well as in the website at business.hsbc.am

¹ Collection service is provided based on a trilateral agreement among the Customer, the Bank and the company that provides collection service.



ONLINE AND PHONE BANKING

HSBCnet

HSBCnet is HSBC's global internet banking platform available for corporate customers. With HSBCnet, you stay in control of your everyday banking needs. Pay bills, stop payments, view account balances, and transfer funds — around the world, 24/7. With HSBCnet, our information and transaction portal, you can initiate and manage global payments, receivables and investments online - with tools to support your expanding international business.

HSBCnet Mobile App

Get access to HSBCnet directly from your smartphone with the HSBCnet Mobile app. Easier and faster than logging in to HSBCnet via your mobile browser, it offers enhanced optimization for your mobile device – get direct access to your entitled accounts and services anytime, anywhere.

With the HSBCnet Mobile app, you can:

- ◆ View account balances and recent transactions
- ◆ Create Priority Payments, Inter-Account Transfers, and Bill Payments for existing Beneficiaries
- ◆ Authorize Priority Payments, Inter-account Payments
- ◆ Track the status of payments at any stage of the journey
- ◆ Authorize cross-border payments
- ◆ Receive notification of payments ready for authorization via My Alerts
- ◆ Log in using Touch ID or Face ID for iOS device, or Fingerprint ID for Android

Find out more about tariffs, advantages and terms of HSBCnet in the respective brochure and in our website at business.hsbc.am.



Telephone Banking

Accounts, balances and transactions	
Balance enquiry	Yes
Transaction details enquiry	Yes
Enquire on next instalment and balance of loan account	Yes
Change mailing/e-mail addresses	Yes
Transactions	No
Enquiries	
Enquiries about deposit interest rates	Yes
Enquire about exchange rates	Yes
Enquire about HSBC Bank Armenia cjsc products and services	Yes

Important note:

The list of banking services provided to legal entities is defined based on “Agreement on processing of instructions submitted via telephone” which is available in our website at business.hsbc.am.



OTHER SERVICES

Statements

The bank will provide customers with statements for their bank accounts in the manner and terms stipulated by the RA legislation. The statements can be delivered to the customer's postal address, sent via email or SWIFT or collected from any branch of the bank.

Upon your request the Bank will provide:

- ◆ Power of attorney issuance and appropriate update of account information
- ◆ Bank confirmation of information for audit purposes
- ◆ Advices confirming bank account / loan information / balance

You can familiarize yourself with the conditions, terms and fees for provision of statements, copies of statements or other information by referring to “Tariff of charges for legal entities” brochure.



SWIFT SOLUTIONS

SWIFT MT101 Messaging

SWIFT MT101 is increasingly finding favor because of its global applicability, convenience, potential for increased control of payment and relatively low cost. SWIFT MT101 Request for Transfer is meant to send payment requests (only) across the SWIFT network. Customers use their core relationship bank to forward SWIFT MT101 messages to third party financial institutions.

The MT101 provides the following benefits to the customer:

- ♦ Corporates with a large global presence can manage all their payment needs through a single bank;
- ♦ Customers are able to transact on bank accounts in different countries and with different institutions through a single electronic banking platform;

Tariffs of Swift MT101 Messaging are presented in “Tariff of charges for legal entities” brochure at “Money Transfers” section.

SWIFT MT940/942 Reporting

The MT940/942 message format is a recognized market standard. The MT940/942 are SWIFT-based messages that contain balance, transaction and account statement information.

Created in the early 1970s as part of the SWIFT messaging platform the MT940 has become the most widely used and accepted format for account statements.

Attributes:

- Delivery: EOD & Intraday
- **SWIFT MT940/942 Reporting is provided free of charge.**





APPENDIX 1

Documents/Information required for opening a bank account*

Customers will be advised individually regarding presentation terms and timing depending on requested information/documentation. Conditioned by various factors the Bank may require additional information/documentation during and after account opening.

- ◆ Corporate account opening application-agreement, signed and, if available, sealed by authorized person of the legal entity or separated subdivision (branches and representative offices)
- ◆ Charter**.
- ◆ State Registration Certificate/Recording Certificate and License (if available)**.
- ◆ Minutes/decision of the authorized body on the appointment of the head of executive body (for legal entities registered outside the Republic of Armenia)**.
- ◆ Power of Attorney with validation acceptable for the Bank given by the founder's authorized body to the respective heads or other representatives of separated subdivision to open Bank accounts and conduct Bank transactions (for branches and representative offices)**.
- ◆ Statement from the register of shareholders (for joint stock companies)
- ◆ In case of complex ownership structure a document verifying the full ownership structure of the legal entity up to the ultimate beneficial owners (individual, government or listed company)
- ◆ List of Key Controllers. Examples of Key Controllers are Director, Deputy Director, CFO, Chairman of the Board of Directors, etc.

* The Customer undertakes to provide the required information in form required by the Bank, with appropriate certification if necessary. The documents issued or provided outside the Republic of Armenia to be presented to the bank by notarization and verified by the apostil or other authorized bodies of the respective country, except the CIS countries and Georgia, for which the documents to be presented to the bank only with notarization.

** The originals of the documents are returned to the Customer and the copies thereof are kept with the Bank.

The above mentioned list is not exhaustive and it may differ from case to case thus, each Customer will be advised individually regarding required documents/information, presentation terms and timing. In case of need the Bank bears the right to require other documentation.

- The Bank shall be entitled to collect the Customer's data and provide to HSBC Group member companies and foreign competent authorities for the purpose of ensuring financial crime risk management activity, tax compliance obligations as well as to satisfy requirements of "Know Your Customer".

- ◆ Passport copies/other ID documents and contact details (email, telephone number) of director and key controllers/authorized persons of the legal entity; and passport copies of individuals possessing 10% and above shares, as well as of other real beneficiaries as required by the Bank
- ◆ Financial statements for the last year
- ◆ Detailed description of business activities
- ◆ Main types of company's customers (e.g. individuals or entities)
- ◆ Countries of operation
- ◆ Countries traded with
- ◆ Products and services interested in
- ◆ Other relevant information as requested by the bank

Conact US:

Should you have a question with your day-to-day banking, just give us a call at (+374 60) 655 200 number. We will help you to find the best answer to all your queries.

You have the right to communicate with us with your preferred channel: via mail or email - hsbc.armenia@hsbc.com .

Notes:

- ◆ This leaflet represents general descriptions of “Products and Services for Legal Entities”.
- ◆ For additional information about Products and Services for Legal Entities Tariff of charges, please refer to our website at business.hsbc.am or “Tariff of charges for legal entities” leaflet.
- ◆ General terms and conditions applicable to Products and Services for Legal Entities are presented in our website at business.hsbc.am and in “General Terms and Conditions for the Operation of Customer Bank Accounts, Bank Deposits, Electronic Banking and Other Banking Services for Legal Entities” information bulletin.
- ◆ NOTE: In case of discrepancies between Armenian and English versions of the brochure, the Armenian version shall prevail.

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HSBC Bank Armenia is a member of HSBC Group, one of the largest banking and financial services organizations in the world.

HSBC Group international network covers 63 countries and territories.

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Legal sign off

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