

HSBC Asset Management Variable (TL) Fund (HSA)

This Basic Information Document and Prior Information Form has been prepared to ensure that investors comprehend the structure, fundamental features and risks of the mutual fund and take their investment decisions in a more deliberate manner. This document is not a sales or marketing document. This document has been prepared to ensure that investors understand the fundamental features and potential risks of the fund. It is recommended that investors take a decision after reading this document.

About Fund

This fund is subject to HSBC Asset Management Variable Umbrella Fund and managed by HSBC Portföy Yönetim A.Ş which is an entity of HSBC Group. This fund was established for customers of HSBC who are willing to take “**High Risk**” and is managed in accordance with long term investment horizon. For this reason it may not be suitable for the investors who are willing to leave the fund in short term.

Goals and Investment Strategy of Fund

- Investment purpose of to maintain its investors a stabilized return in long term.
- Since it is a variable fund, portfolio diversification is provided by means of investing equities, corporate and government bonds and has less volatility than equity intensified funds.
- Minimum %51 of fund portfolio is invested in equities.
- Fund may invest in future and option contracts based on interest rate, financial index and capital market instruments for speculative and/or hedging purposes.
- HSBC Portföy Yönetim A.Ş is responsible for determining the financial instruments to be invested in.

Benchmark of the Fund

50% BIST 100 + 50% BIST- KYD¹ Repo (Gross) Index

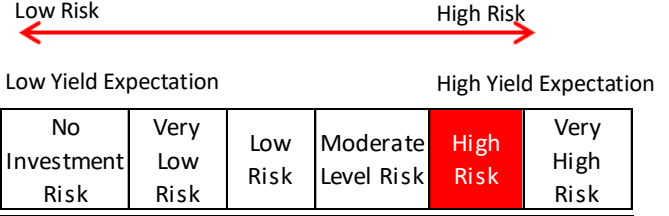
Footnote 1

Indices are provided by the Institutional Investors Association of Turkey and are widely used by the asset management industry in Turkey. (www.tkyd.org.tr).

Risk Profile of Fund

HSBC Asset Management Variable (TL) Fund is compatible with the risk profile of customers who are willing to take “**High Risk**”. It is possible to have capital loss in HSBC Asset Management Variable Fund. HSBC Portföy Yönetim A.Ş does not guarantee any return to customer.

It should be noted that not all the funds have the same risk grade. The ones that have higher-than-average risks potentially offer higher returns but there is also a probability of loss. Although the riskier funds have a higher probability of loss, they may offer higher returns when the market tends to grow.



Management Fee and Commission

Annual management fee of the fund is 2.50%. Fund management fee is calculated daily over total fund amount with determined management fee ratio. There is no subscription/redemption fee, commission or performance premium for this fund.

Details of account opening, maintenance and custody fees and commissions paid to Central Registry Agency (“CRA”) for the operations performed on behalf of investors for mutual fund transactions can be found on http://www.hsbc.com.tr/eng/retail_banking/interest_rates_and_fees/fees.asp#6. All of the specified fees and commissions are transferred to CRA as income.

Tax

HSBC Asset Management Variable (TL) Fund is subject to 10% withholding tax for real persons and subject to 0% withholding tax for corporates. Gains derived by companies other than joint stock companies, companies limited by shares and limited companies and foreign companies with the same characteristics; are subject to 10% withholding tax.

Subscription and Redemption Principles

-Subscription orders given between 09:00-13:30 on the working days will be realized with the share price announced same night and orders will be executed next morning (T+1).

-Redemption orders given between 09:00-13:30 on the working days will be realized with the share price announced same night and the order will be executed on the next second working day (T+2).

-One working day will be added to the above for the realization of subscription and redemption orders given between 13:30-15:00

- As per the new Capital Market Law all mutual funds pertaining to institutions that are a member of Turkey Electronic Fund Distribution Platform (TEFAS “Platform”)

Customer Name Surname:

Date:

Customer Signature:

are traded on TEFAS. Fund subscription prices are announced after 10:00. The trading hours and operational process of the funds may differ. The operational process may be extended on holidays when the foreign markets are closed. Subscription and redemption orders can be given through HSBC Bank branches, Internet Banking, Telephone Banking, Mobile Banking and ATM channels.

Any fund order placed between 09:00 and 13:30 can be cancelled until 13:30 on the same working day whilst any order placed between 13:30 and 15:00 can be cancelled until 15:00 on the same business day or between 09:00 to 13:30 on the next business day

-Current fund prices can be found in HSBC branches, internet, telephone, mobile banking and ATM.

- Your fund shares are registered and monitored in the account by MKK (Central Securities Depository) personally opened for you in dematerialized form.

- As per the new Capital Market Law all mutual funds that are a member of Turkey Electronic Fund Distribution Platform (TEFAS "Platform") are traded on TEFAS. As a result of platform rules, orders placed on the platform may fail to be executed on the day of order until closing time. In such case information can be taken through HSBC Bank Branches.

Restrictions on Sale of Investment Products to the Residents of US and Canada

According to international and HSBC Group regulations mutual funds could not be offered to the customer who is classified and defined as a U.S. resident (includes the United States of America and all states, the District of Columbia, American Samoa, Puerto Rico, Guam, The Commonwealth of the Northern Mariana Islands, and the US Virgin Islands) or Canadian resident. Our customers should inform HSBC Bank A.S. and/or HSBC Yatırım Menkul Değerler A.Ş. in case of becoming U.S. or Canada resident.

Fundamental Risks for Mutual Funds

Market Risk: Market risk is defined as the risk of loss in value of the financial instruments that represent borrowing, equities, other securities, equity prices and interest rates.

Interest Rate Risk: In case interest-driven products exist in the portfolio (such as reverse repo, debt instruments etc.), risk in mentioned assets' value might arise due to fluctuations in interest rates.

Operational Risk: The possibility of loss due to disruption in the fund's operational processes. In house factors like; inadequacy of systems used, unsuccessful management, incorrect or tricky transactions of staff and out house factors like natural disasters, conditions of competition, changing politic structure can be causes of operational risk.

Leverage Risk: The possibility of losing more than the initial investment amount of the fund due to usage of the initial investment amount to open bigger positions, by investing in derivative instruments (futures and option contracts), embedded derivatives, SWAP contracts, warrant, certificate, or by creating leverage through bills/bonds with future value-date or any other method.

Counterparty Risk: The possibility of the non-payment risk, in case when the counterparty does not want to and/or cannot fulfill its duties specified on the agreement, or due to consequences of any inconveniences that may arise during the settlement process.

Liquidity Risk: The possibility of loss that arises in case the investment products held within the fund's portfolio could not be liquidated into cash with market price when required.

Concentration Risk: Represents the risks that might arise due to intensive investment in a certain asset and / or maturity.

Correlation Risk: It is the probability of loss that may arise due to positive or negative relations of at least two different financial assets in parallel with the simultaneous appreciation or loss of different financial assets under market conditions.

Legal Risk: The risk that the fund's shares may be adversely affected by the changes that may occur in the legislation and regulation of regulatory authorities after the sale.

Issuer Risk: The possibility of loss arising from the failure of the issuer of the assets included in the fund portfolio to fulfill its obligations in whole or in part.

Country Risk: A combination of economic, political and regulatory risks in a country.

Ethical Risk: The risk of fraud, misconduct, embezzlement, theft, deliberate actions that may harm the Fund or crimes that may adversely affect the reputation of the Founder (e.g. money laundering).

Base Risk: It expresses the change in price difference between the current value of futures contracts and the value of the spot price of the relevant financial instrument. At the end of the contractual maturity, the forward price and the spot price are equal to each other. However, the forward price and the spot price may differ from the theoretical pricing in the time elapsed between the

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transaction date and the maturity date for the related futures financial instruments in the fund portfolio. Therefore, here it refers to the risk of change in the Base Value throughout the contract's term.

Collateral Risk: It arises when investing in investment instruments based on credit risk and similar hidden derivatives; the investor undertakes the default risk of the reference country / company against the seller and gains a high return in return. If the credit valuation performance of the reference country / company experiences a deterioration above a certain level, the investor may have to make additional collateral payments.

Not an Investment Advisory

Investors should select the most suitable funds for themselves according to their risk-return preferences. On condition that it is consistent with the customer's risk profile, General Investment Advice can be provided only for HSBC HSBC Portföy Yönetim A.Ş mutual funds traded on Turkey Electronic Fund Distribution Platform (TEFAS) and HSBC Asset Management Money Market Fund and HSBC Asset Management Short Term Fixed Income Fund that are not traded on TEFAS, but Investment Advice and Portfolio Management services are not provided by HSBC Bank A.Ş.

The readers should be aware that they are self-responsible for evaluating and analyzing the underlying instruments, investments and transactions in this document and the information herein should not be considered as investment advisory.

HSBC is not responsible for advising on the topics related to law and tax or any other fields that needs expertise. This document does not contain any opinion on value or suitability of any instruments. An investment may not meet all initial targets and conditions and in case of a hesitation, it is recommended to ask for opinions and advices from professional investment consultants.

Guarantee Amount of Investor Compensation Center

Mutual Funds are under the protection of Investor Compensation Center up to a predetermined announced amount for each investor in accordance with Capital Markets Board regulations. This amount is increased each year by revaluation coefficient. Individuals and institutions excluded from the compensation scope are not subject to this guarantee.

More Detailed Information About the Fund

Prospectus, circulations and internal statute of the Funds can be found at www.hsbcportfoy.com.tr and HSBC Bank A.Ş. branches. Investors should consider the conditions

mentioned in prospectus and internal statute of the fund before they invest in the fund.

Withdrawal Right: This product cannot be withdrawn.

Legal Warning

HSBC Bank A.Ş. is authorized by Banking Regulation and Supervision Agency (BRSA) for banking activities and is authorized by Capital Market Board (CMB) for capital market activities. HSBC Yatırım Menkul Değerler A.Ş. and HSBC HSBC Portföy Yönetim A.Ş. are authorized by CMB for capital market activities. All of these affiliates of HSBC are subject to supervision and scrutiny by those institutions. HSBC Bank A.Ş. and HSBC Yatırım Menkul Değerler A.Ş. are members of stock exchange to make transactions on BİST authorized by Borsa İstanbul A.Ş. The phrase of HSBC stands for HSBC Bank A.Ş HSBC Yatırım Menkul Değerler A.Ş. and HSBC Asset Management and the main shareholder in which these are included. Active Distribution Agreements have been signed between HSBC HSBC Portföy Yönetim A.Ş HSBC Bank A.Ş. and HSBC Yatırım Menkul Değerler A.Ş. in order to ensure that mutual funds whose founder is HSBC HSBC Portföy Yönetim A.Ş can be distributed by HSBC Bank A.Ş. and HSBC Yatırım Menkul Değerler A.Ş. This basic information document and prior information form consists of indicative terms and is prepared for introductory purposes.

General Information

In accordance with legislation of European Commission, mutual fund buy order of customers located in one of the EEA (European Economic Area) countries might not be executed. In case any change occurs in the legislation mentioned here, the amendment will become effective and you will be informed at the stage of order placement accordingly.

The product's risks should be considered before investing in Mutual Funds. All these conditions specified in this document can change in the future. This document is for product and/or service presentation and it cannot be partially or completely replicated or distributed without HSBC Bank A.S.'s permission or any legal obligation.

By signing this document you will be accepted as you have taken, read and understood the terms, provisions and information in the Basic Information Document and Prior Information Form of mutual fund you have demanded and whose descriptions can be found above.

Customer Name Surname:

Date:

Customer Signature:

A copy of the Basic Information Document and Prior Information Form is given to you.

HSBC BANK A.Ş.

Esentepe Mah. Büyükdere Cad. No:128 Şişli 34394 İstanbul
Registration Address: Esentepe Mah. Büyükdere Caddesi No:128 Şişli
34394 İstanbul MERSİS No: 0621002428200197
Tel : 0212-3764000 Fax: 0212-3362939/3362638/3362141/3362260
www.hsbc.com.tr

HSBC PORTFÖY YÖNETİMİ A.Ş.

Esentepe Mah. Büyükdere Cad. No:128 Şişli 34394 İstanbul
Registration Address: Esentepe Mah. Büyükdere Caddesi No:128 Şişli
34394 İstanbul MERSİS No 0464037070100013Tel : 02123764600
Fax: 0212-3362472
www.hsbcportfoy.com.tr

HSBC YATIRIM MENKUL DEĞERLER A.Ş

Esentepe Mah. Büyükdere Cad. No: 128 Şişli 34394 İstanbul
Registration Address: Esentepe Mah. Büyükdere Caddesi No:128 Şişli
34394 İstanbul MERSİS No 0278009461200010Tel : 0212-376 4600
Fax: 0212-336 2472
www.hsbcyatirim.com.tr

Customer Name Surname:

Date:

Customer Signature: