

HSBC UK

Useful Guide



Overseas customers

May 2024

Why choose HSBC UK?

- Borrowing available for non-UK residents for both Residential and Buy to let (BTL) applications
- A number of foreign currency incomes are accepted
- Applicant can be resident in 14 approved countries
- Applications can be completed for Purchase, Remortgage, Unencumbered remortgage, Additional borrowing, Porting and Product switches.

Criteria

For international applications, overseas housing costs such as rent / utilities must be included (residential applications only), plus any outstanding credit commitments (residential and BTL applications). A Credit Reference Agency (CRA) report dated within the last 90 days, is also required. Please see the documents section for more information.

- They must evidence a minimum income of £75,000 per annum (excluding bonus, commission and overtime – please note for BTL applications rental income is also excluded). For joint applications at least one applicant must meet this criteria
- Maximum LTV of 75% for mortgage borrowing and additional lending (including fees)
- Additional lending cannot be used for debt consolidation
- Deposit is funded from the customer's own resources. Gifts are not acceptable, unless they are in addition to the 25% deposit provided from the applicants own resources
- They must hold a UK bank account to service the mortgage.
- Customer must reside in one of the approved countries (see below).

Exceptions to policy

If the customer lives in an approved county and meets the following criteria, applications can be submitted outside of the policy:

- The customer is in the British Armed Forces
- The customer is a UK national / foreign national with indefinite leave to remain / enter in the UK, and is relocating / moving back to the UK within 6 months of the application. Subject to underwriter review

- The customer is a UK national, classes themselves as living in the UK and we are satisfied they meet the following:
- working overseas on a temporary or short-term basis - these customers will have an end date and will be returning to the UK. The end date must be evidenced within the evidential documentation provided or;
- travels as part of their job or;
- is working and living overseas on a regular basis or part-time basis e.g. place of work is based overseas.

Foreign currency income

We accept a number of foreign currency incomes. You must make your customer(s) aware of the risks of potential exchange rate fluctuations and an example of the potential impact of 20% exchange rate fluctuation will be provided in the Mortgage Illustration. HSBC UK will notify the customer of the potential impact of an exchange rate fluctuation if there is an adverse fluctuation of more than 20%.

If the customer lives in a foreign country or is paid in a foreign currency this needs to be captured. For any foreign currency values other than GBP, the amount should be converted using an appropriate currency conversion tool and input as GBP in the application.

Foreign currency income is subject to a haircut within automated affordability calculations. For a list of acceptable foreign currencies and the percentage haircuts please refer to our [foreign currency matrix](#).

Approved countries

- | | |
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| <ul style="list-style-type: none"> ▪ Australia* ▪ Egypt ▪ Guernsey ▪ Hong Kong ▪ Isle of Man ▪ Jersey ▪ Malaysia ▪ Philippines ▪ Qatar* | <ul style="list-style-type: none"> ▪ Singapore ▪ Switzerland ▪ Taiwan ▪ UAE*
Includes: Aby Dabi, Ajman, Dubai, Fujirah, Ras-al-Kharmah, Sharjah & Umm al-Quwain ▪ USA |
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***Additional requirements apply**

Documentation required

Proof of income – Employed

The latest three months' worth of payslips must be provided.

Proof of income – Self-employed

- 2 years' tax documents – country specific OR

- 2 years' financial accounts – signed by an accountant.

Additional supporting evidence / documentation is required depending on the type of self-employment. Full details of the requirements are available on our [website](#).

Proof of expenditure

- The latest three months' personal bank statements – all current accounts UK & non-UK
- Latest credit card statement(s) for all UK & overseas accounts
- Latest mortgage statement(s).

ID & Address

Documentation will be required for all overseas customers.

Credit Reference Agency report

Customer(s) who have lived in the UK less than 12 months must provide a Credit Reference Agency report.

- for customers living at their current address for less than 6 months, a report is required based on their previous address
- for customers living at their current address for more than 6 months, a report is required based on their current address.

Proof of deposit

Evidence of the 25% deposit from own funds will be required.

Case summary

Please provide a case summary for the underwriter to confirm details of the case:

- Why they are buying the property?
- Who will occupy the property and how often?
- Current living costs in their country of residence
- Changes expected to the income / expenditure.

Translation of documents

We will only accept document translations from a recognised translation company, provided we can verify via their website. When submitting the foreign language documents please provide the English translations as well as the original documents.

Affordability calculator

You should calculate the income in GBP and apply the haircut (our affordability calculator applies UK tax after you have manually applied the haircut, whereas the application system will apply tax and then haircut the net figure).

DIP / Application

Please enter full GBP income as the system will apply the haircut based on the country / currency selected.

Further information

[Chat with us](#), call our Broker Support Team on **0345 600 5847** (Monday to Friday, 9am to 5pm) or contact your [local BDM](#).