



21 April 2020

**BOCHK and BOC Life launch  
"Qualifying Deferred Annuity Policy" on Mobile Banking  
to provide new digital enrolment experience**

Bank of China (Hong Kong) ("BOCHK") announced the launch of "BOC Life Deferred Annuity (Fixed Term)" <sup>Note 1</sup> on Mobile Banking. Underwritten by BOC Group Life Assurance Company Limited ("BOC Life"), the plan will bring greater convenience and better user experience. Customers can now plan their retirement anytime and anywhere by simply logging into BOCHK Mobile Banking to complete their enrolment following a few easy steps.

This product is designed for those who are planning their retirement or retirees aged 40 or above. With a payment period of five years, and a policy term of 15 or 20 years, the customer will start receiving 100% guaranteed monthly annuity income after the 5<sup>th</sup> or 10<sup>th</sup> policy anniversary. The plan provides three policy currencies for selection, including HKD, USD and RMB, and any premium paid for the plan can be claimed for tax deductions. For example, with the annual payment mode, the annualised guaranteed internal rate of return <sup>Note 2</sup> ("IRR") upon policy maturity will be 2.63% to 3.05% subject to policy terms and currency.

Mr Arnold Chow, Deputy General Manager (Investment & Insurance) of Personal Digital Banking Product Department of BOCHK, said, "As a customer-centric bank, BOCHK actively drives digital transformation and steps up the application of fintech in its products and services. We also continue to upgrade our Mobile Banking. For our insurance business, a total of 10 life and general insurance products have been launched via our mobile platform since last year. The total number of new insurance policies enrolled on mobile and internet platforms accounts for 67% of the total insurance transaction volumes. Since the outbreak of the epidemic, the number of transactions made via Mobile Banking has increased significantly. The number of Mobile Banking active users <sup>Note 3</sup> in the first quarter this year has increased more than twofold compared to the fourth quarter of 2019. BOCHK will continue to leverage fintech to enhance its wealth management and insurance services, striving to diversify its services and enhance customer experience."

Mr Wilson Tang, Chief Executive of BOC Life, said, "Since the introduction of qualifying deferred annuity plans last April, BOC Life has secured market leadership in terms of sales volume with about 35,000 qualifying deferred annuity policies being sold, most of which were distributed through BOCHK. This illustrates an apparent demand for annuity plans that offer higher guarantee elements with mid- to long-term returns. With the launch of BOC Life Deferred Annuity on BOCHK Mobile Banking, the entire enrolment process



will be even simpler and more convenient. Customers will experience the convenience of self-service enrolment, while enjoying secure retirement protection."

In addition, BOCHK acted in concert with regulators in the implementation of the first and second phases of temporary facilitative measures. Joining forces with BOC Life and Bank of China Group Insurance Company Limited ("BOCG Insurance"), BOCHK launches insurance plans that offer hospital cash, medical, critical illness and personal accident coverage. Customers can simply complete their enrolment via Mobile Banking without having to visit its branches.

Notes:

1. The product mentioned above is subject to the relevant terms and conditions. For details, please refer to the relevant sales documents, policy terms, product brochures and promotional leaflets.
2. For details of the IRR, please refer to the relevant sales documents.
3. "Active users" refer to customers who have logged into Mobile Banking or Internet Banking in the past three months.

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### **About Bank of China (Hong Kong) Limited**

Bank of China (Hong Kong) Limited ("BOCHK") is a leading commercial banking group in Hong Kong with strong market positions in all major businesses. We have the most extensive local branch network and diverse service platforms in Hong Kong, including more than 190 branches, 280 automated banking centres, efficient e-channels of over 1,000 self-service machines, as well as Internet and Mobile Banking services. We offer a comprehensive range of financial, investment and wealth management services to personal, corporate and institutional customers. To implement the overseas development strategy of BOC Group, we strive to drive our regional development by expanding our business in the Southeast Asian region. Our branches and subsidiaries have been extended to Southeast Asian countries such as Thailand, Malaysia, Vietnam, the Philippines, Indonesia, Cambodia, Laos and Brunei, with the provision of professional and high-quality financial services to local customers. We will also expedite our development into a top-class, full-service and internationalised regional bank.

BOCHK is one of the three note-issuing banks and the sole clearing bank for Renminbi ("RMB") business in Hong Kong. With our strong RMB franchise, we are the first choice of customers in this business. Through the deep collaboration with our parent bank, BOC, we provide a full range of high-quality cross-border services to multinationals, cross-border customers, mainland enterprises going global, central banks and super-sovereign organisations.

BOC Hong Kong (Holdings) Limited, BOCHK's holding company, is one of the largest listed companies on the main board of the Stock Exchange of Hong Kong, with stock code "2388" and ADR OTC Symbol "BHKLY".



### **BOC Group Life Assurance Company Limited**

BOC Group Life Assurance Company Limited (“BOC Life”) was founded in Hong Kong and has served the local market for years. We have grown to be one of the top life insurance companies in Hong Kong, with a commitment to offering comprehensive services in life insurance, wealth management and retirement protection. BOC Life’s shareholding is owned by BOC Hong Kong (Holdings) Limited and Bank of China Group Insurance Company Limited. In addition to the channels of tied agency, brokerage, telemarketing and eChannel, BOC Life distributes its acclaimed life insurance products in Hong Kong via the professional relationship managers at the branches of Bank of China (Hong Kong) Limited, Chiyu Banking Corporation Limited and Nanyang Commercial Bank. We strive to provide our customers with tailored insurance and financial planning services that meet their personal needs and targets. BOC Life's solid financial strength has been affirmed by international rating agencies, including the financial strength ratings of "A" by Standard & Poor's and "A1" by Moody's Investors Service.

This press release is intended to be distributed in Hong Kong only and shall not be construed as an offer to sell or a solicitation of an offer or recommendation to purchase or sale or provision of any products of BOC Life outside Hong Kong. The above Plan and the supplementary riders (if any) are subject to the formal policy documents and provisions issued by BOC Life. Please refer to the policy documents and provisions issued by BOC Life for details (including but not limited to insured items and coverage, detailed terms, key risks, conditions, exclusions, policy costs and fees) of the Plan and the supplementary riders (if any).