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BOCHK and Manulife Investments Embark on Regional Collaboration to Launch Multi-Asset Income Solutions in Hong Kong (China) and Malaysia

The collaboration aims to offer investors a stable income stream

Bank of China (Hong Kong) (“BOCHK”) and Manulife Investments announced a regional collaboration to offer **Multi-Asset Income Solutions** to customers of BOCHK and Bank of China (Malaysia). This collaboration leverages the strengths of both parties in distribution networks and product capabilities across Asia to provide investors with diversified asset allocation options.

Shirley Leung, Deputy General Manager, Personal Banking Product Department, BOCHK, said: “Leveraging our strong position in the local wealth management sector, BOCHK is actively enhancing regional collaboration with our partners to extend our product and service models across Southeast Asia, offering customers more comprehensive wealth management solutions. In the first half of this year, the majority of our customers sought investment solutions that offer relatively stable risk profiles and regular income. The transaction amount of global multi-asset funds is more than double year-on-year in the first quarter, underscoring the market’s strong demand for such products. Meanwhile, the number of Wealth Management customers at Bank of China (Malaysia) has been steadily increasing, reflecting growing interest in wealth management services in the local market. In light of these trends, BOCHK is capitalising on growth opportunities across Asia by partnering with Manulife Investments and leveraging its strength in products to introduce innovative and flexible wealth solutions in both Hong Kong (China) and Malaysia – providing customers at every stage of life with diverse income opportunities.”

Grace Ho, Head of Retail Wealth Distribution and Direct Digital Business, Asia, Manulife Investments, said: “We are pleased to partner with BOCHK to broaden access to our multi-asset income solutions, which are designed to deliver consistent and competitive income opportunities across varying market conditions. By drawing on diversified income sources and leveraging both our deep local expertise and global investment network, we are uniquely positioned to identify high-quality opportunities across asset classes and geographies. This collaboration underscores our commitment to helping investors achieve long-term income stability through diversified, well-managed solutions.”

The multi-asset income solutions aim to deliver sustainable and consistent high-income payouts by adopting a differentiated strategy that prioritises income generation over equity appreciation. This is achieved by leveraging a diverse range of global income sources, including both traditional and non-traditional income assets, such as preferred securities, real estate investment trusts (REITs), and option writing. This approach focuses on managing volatility, enhancing income, and maintaining performance, enabling the solution to provide stable yields while emphasising on downside protection.

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BOCHK is appointed by fund houses as agent. The fund product is a product of fund houses but not that of BOCHK. In respect of an eligible dispute (as defined in the Terms of Reference for the Financial Dispute Resolution Centre in relation to the Financial Dispute Resolution Scheme) arising between BOCHK and the customer out of the selling process or processing of the related transaction, BOCHK is required to enter into a Financial Dispute Resolution Scheme process with the customer; however any dispute over the contractual terms of the fund product should be resolved directly between the fund house and the customer.

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Bank of China (Hong Kong) Limited

Bank of China (Hong Kong) Limited (“BOCHK”) is dedicated to promoting sustainable growth, fully implementing a financial culture with Chinese characteristics, and actively advancing high-quality financial development. As one of the three note-issuing banks and the sole clearing bank for renminbi business in Hong Kong, BOCHK has strong market positions in all major businesses. We continue to deepen our presence in the Hong Kong market, capture business opportunities in the Greater Bay Area, and actively expand our footprint in Southeast Asia.

As a leading commercial and regional bank with deep roots in Hong Kong for over a century, we are committed to serving the real economy. Guided by a customer-centric philosophy, we enhance the customer experience with new technology, promote green and sustainable development, and deliver comprehensive, professional and high-quality services. Through close cooperation with our parent bank BOC, we provide integrated cross-border service solutions to multinationals, cross-border customers, Mainland China's "Going Global" enterprises, central banks and supranational organisations.

BOC Hong Kong (Holdings) Limited, the holding company of BOCHK, is one of the largest listed companies on the Main Board of the Stock Exchange of Hong Kong. Its stock codes are "2388" (HKD counter) and "82388" (RMB counter), and its ADR OTC Symbol is "BHKLY".

Please visit www.bochk.com for more information.

About Manulife Wealth & Asset Management

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