

Terms and Conditions

(1) Total Relationship Balance Growth Reward

1.1 Total Relationship Balance Growth Reward Terms and Conditions:

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“Promotion Period”).
- b. To become an Eligible Total Relationship Balance Growth Reward Customer (“Eligible TRB Growth Customer”), customers are required to newly take up or upgrade to *Wealth Management* (“Integrated Banking Services”) through BOCHK Mobile Banking Apps/ Mobile Banking/ Internet Banking/ Customer Contact Centre/ BOCHK branches (‘Designated Channels’) during the Promotion Period in BOCHK; and customers have not taken up or cancelled Integrated Banking Services in BOCHK in the past 6 months prior to 1 April 2022. In addition, customers must also fulfill all the requirements below:
- i. Prior to 30 June 2022, customers have to maintain:
- a valid BOCHK Mobile Banking account, and
 - a valid BoC Pay account (bound with a BOCHK bank account or a BOC Dual Currency Credit Card), and
 - a valid “Questionnaire on Investment Preference” or complete a “Financial Needs Analysis” at any BOCHK branch during Promotion Period
- ii. Achieve the following designated amounts of Total Relationship Balance growth (comparing to the next month’s Total Relationship Balance after the successful account opening or upgrading month with Total Relationship Balance of March 2022), **and maintaining the designated Total Relationship Balance growth amount in the three months following the successful designated account opening or upgrading month:**

Integrated Account Services	Total Relationship Balance Growth Amount (comparing to the next month’s Total Relationship Balance after the successful account opening or upgrading month to the Total Relationship Balance of March 2022)	BOC Credit Card Spending Credit (“Free Spending Credit”)
<i>Wealth Management</i>	HK\$5,000,000 – Below HK\$8,000,000	HK\$3,800
	HK\$3,000,000 – Below HK\$5,000,000	Hk\$1,800
	HK\$1,000,000 – Below HK\$3,000,000	HK\$700



1.2 Definition of “Total Relationship Balance”:

- a. Includes the monthly value of the following items under the customer’s name:
 - (i) The average amount of the total day-end balance of the deposit balance in the savings and current accounts, the principal amount of time deposits, contributed amounts of the Club Deposits, value of the investment assets¹ (including Securities², Securities Margin, Bonds, Certificate of Deposit, Funds, Structured Notes, Equity Linked Investments, Currency Linked Investment, Structured Investment, Investment Deposit, Precious Metal / FX Margin, Precious Metals), utilised overdraft balance under the current accounts, life insurance plan³, outstanding balance of other loans⁴ and the vested balance of the Mandatory Provident Funds (“MPFs”)⁵; and
 - (ii) Mortgage payments⁶, outstanding balance and un-post installment balance under the BOC Credit Card⁷ and the “Total Relationship Balance” of the Master Customer of “Business Integrated Account”⁸.
- b. The “Total Relationship Balance” under the customer’s name includes the “Total Relationship Balance” of all his/her sole-name and joint-name accounts. Actual monthly calculation period starts from the last business day of the previous month to the day before last business day of the prevailing month.
- c. All foreign currency balances are calculated based on exchange rates quoted by the Bank from time to time.
- d. The relevant calculation results shall be subject to the Bank’s records.

¹ The Bank calculates the daily market value according to the features of investment products. Unsettled bought quantities of the stock are excluded while securities collateral is included.

² Local listed securities (including securities settled in Hong Kong Dollar and non-Hong Kong Dollar), China A shares, US securities, specified Singapore listed securities (The value of the specified Singapore listed securities would be calculated on the basis of the closing price at the end of the previous month).

³ Only apply to in force life insurance plans distributed by the Bank as an insurance agent with details as follows:

(i) Investment-linked life insurance plans and "HKMC Annuity Plan" underwritten by HKMC Annuity Limited are calculated based on the Policy Value of the policies; Other life insurance policies are calculated based on the Policy Value or Accumulated Net Premium Paid for the policies, whichever is higher;

(ii) The Bank reserves the right to update the scope of in force life insurance plans from time to time, without prior notice to customers.

⁴ Other loans refer to the loan products provided by BOC Credit Card (International) Limited (“Card Company”) or the Bank excluding the overdraft under the current accounts, mortgage loans and the payments and un-post installment balance under the BOC Credit Cards.

⁵ Only apply to the MPFs with BOCI-Prudential Trustee Limited as the Trustee.

⁶ (i) Excludes any prepayment amount; (ii) For the “All-You-Want” Mortgage Scheme, the next monthly minimum payment will be counted; (iii) For the Reverse Mortgage Scheme, the monthly payout amount is counted, except the first monthly payout amount.

⁷ BOC Credit Cards refer to the credit cards issued by Card Company.



⁸ Only apply to the sole proprietorships owned by the personal customers (for sole-name account only) who maintain *Wealth Management* service with the Bank. Such sole proprietorship holds the “Business Integrated Account” with the Bank and the customer has registered with the Bank to add the “Total Relationship Balance” of the Master Customers to his/her individual “Total Relationship Balance”. For the details of “Total Relationship Balance” of “Business Integrated Account”, please refer to the relevant product leaflets and terms for the services.

1.3 Redemption Arrangement for Total Relationship Balance Growth Reward:

a. Total Relationship Balance Growth Reward will be credited to Eligible TRB Growth Customers in the form of Free Spending Credit. Free Spending Credit will be credited to the BOC Credit Card Account held by Eligible TRB Growth Customers on or before the following dates, the relevant BOC Credit Card Account must be valid at the time when the Free Spending Credit is being credited to it. **Otherwise this reward will be forfeited, and will not be offered in any other form or no other reward will be offered as compensation.** Customer notification will be provided upon crediting rewards.

	Total Relationship Balance growth in the following month	Total Relationship Balance maintained to the following month	Fulfillment Month
April 2022	May 2022	July 2022	January 2023
May 2022	June 2022	August 2022	
June 2022	July 2022	September 2022	

b. **Eligible *Wealth Management* TRB Growth Customers are required to maintain the *Wealth Management* with Total Relationship Balance of HK\$1,000,000 or above; otherwise, the reward will be forfeited and will not be compensated with any reward.**

c. Eligible TRB Growth Customers are required to ensure their correspondence address is correct. If the personal information, correspondence address and / or contact number of Eligible TRB Growth Customers is changed, please update by visiting any branches of BOCHK or through Internet Banking (two-factor authentication required).

d. Each Eligible TRB Growth Customer is eligible for the Total Relationship Balance Growth Reward once only. If Eligible TRB Growth Customers open more than one *Wealth Management* account within the Promotion Period, he/ she can enjoy the above Reward once only.

1.4 BOC Credit Card Free Spending Credit (“Free Spending Credit”):

a. Free Spending Credit is meant exclusively for retail purchase and cannot be used for cash advance, settlement of financial charge or any previous outstanding balance accrued before the Free Spending Credit

- b. is credited. Free Spending Credit cannot be converted into cash or exchanged for other gifts and is also not refundable and transferrable.
- c. Free Spending Credit will be credited to Eligible Credit Card. If Eligible Customers holder more than one eligible Credit Card, the Free Spending Credit will be credited to the highest tier eligible BOC Credit Card Account (the credit card tier in descending order Visa Infinite Card, CUP Dual Currency Diamond Card, World Master Card, Visa Signature Card, Platinum Card, Titanium Card, Gold Card and Classic Card).
- d. The status of the credit card accounts held by the Eligible TRB Growth Customers should be normal, valid and in good standing, and such accounts should not have overdue/bad records, nor have they been cancelled/terminated for any reason, and the Eligible TRB Growth Customers should not have breached the Card User Agreement when the Free Spending Credit is credited by the Card Company. If the Eligible TRB Growth Customers cannot fulfill the above requirements, BOCHK and the Card Company reserve the right to forfeit the relevant offer without prior notice.

1.5 *Wealth Management* “Total Relationship Balance” requirements:

- a. In order to enjoy the exclusive services, benefits and privileges of the Integrated Banking Services, a customer should maintain the “Total Relationship Balance” of the following designated amount or above. If a customer is not able to meet the "Total Relationship Balance" requirement, the Bank may allocate the customer to the appropriate Integrated Banking Services status or withdraw the same and the relevant exclusive services, benefits and privileges enjoyed by the customer at its sole discretion.

Integrated Banking Services	“Total Relationship Balance” Requirements
<i>Wealth Management</i>	HK\$1,000,000 or above

- b. **Allocation of Integrated Banking Services status:**
- i. **BOCHK can allocate, vary or withdraw the Integrated Banking Services status of a customer as the Bank sees fit from time to time.**
 - ii. **BOCHK can review and change the setting and arrangement of the Integrated Banking Services status (including but not limited to newly add or cancel an Integrated Banking Services status) from time to time and allocate, vary or withdraw the related customers’ Integrated Banking Services status according to the new setting and arrangement.**
 - iii. **BOCHK can review the Integrated Banking Services status allocated to a customer from time to time. If the “Total Relationship Balance” of the customer is lower than the designated amount as required, BOCHK can allocate, vary or withdraw the related customer’s Integrated Banking Services status.**
 - iv. **After changing or withdrawal of the Integrated Banking Services status, the customer can no longer enjoy the exclusive services, benefits and privileges of the Integrated Banking Services status to which the customer was formerly allocated. Nonetheless, the terms applicable to such services, benefits and privileges are still binding on the customer until the customer has paid and fulfilled all obligations and liabilities of BOCHK in relation thereto.**



d. For details of the “Total Relationship Balance” requirements, please contact BOCHK staffs or visit BOCHK website.

(2) Payroll Service Terms and Conditions

2a. Payroll Service Reward Terms and Conditions

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“Payroll Service Promotion Period”).
- b. **Registration period of payroll service is from 1 April 2022 to 30 June 2022. (Both dates above inclusive).**
- c. Customers should maintain **a valid sole-name HKD Savings Account or sole-name HKD Current Account (not including joint-name account) (“Payroll Account”)** with Bank of China (Hong Kong) Limited (“BOCHK”), and (i) register for Payroll Service via any branch, Phone Banking, Internet Banking or Website of BOCHK during the Payroll Service Promotion Period; AND (ii) start receiving salary by “electronic payroll arrangement” or a newly set up “single standing instruction” (not including the standing instruction originating from BOCHK) via payroll Account within the next 2 calendar months from the date of payroll service registration, and maintain this arrangement until relevant reward is credited; AND (iii) have not registered for and/or taken up BOCHK’s Payroll Service in the past 3 months (not including the registration month) (“Eligible Customers of Payroll Service”); AND (iv) have taken up Wealth Management (Integrated Account Service).
- d. “Salary” refers to the basic monthly salary (excluding commission, bonus, double pay, repayment and / or other funds) of which the amount should reach HK\$10,000 or above.
- e. “Electronic payroll arrangement” refers to the customer’s employer crediting the customer’s salary to customer’s Payroll Account through BOCHK’s or other banks’ payroll system. Standing instruction, overseas remittance, local electronic transfer, cheque or cash deposit will not be considered as “electronic payroll arrangement”.
- f. BOCHK reserves the absolute right to define the terms of “salary” and “electronic payroll arrangement” and “single standing instruction”.
- g. **Each Eligible Customer of Payroll Service should still receive salary through the Payroll Account when the relevant reward is credited. Otherwise, the offer will be forfeited.**
- h. For the registration record for BOCHK Payroll Service, BOCHK’s system record shall prevail.

2b. Exclusive Rewards of Foreign Exchange via Mobile Banking for New to Payroll Customers:

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“FX Promotion Period”).
- b. This Exclusive FX Mobile Rewards are only applicable to *Wealth Management*, services customers (“Integrated Banking Services Customers”) of BOCHK who fulfilled all of the following requirements (“Eligible New to Payroll Customers”):
 - i. fulfilled all the requirements of Payroll Service Reward set in the above terms 2a , AND

- ii. did not have foreign exchange transaction via BOCHK Mobile Banking (including buy or sell of any foreign currencies available in BOCHK) from 1 October 2021 to 31 March 2022
- c. Eligible New to Payroll Customers can enjoy Exclusive FX Mobile Rewards upon completing the designated number of FX transactions and each single FX transaction should be reached HK\$50,000 or above (HKD equivalent) via BOCHK Mobile Banking through the HKD/Multi Currency/RMB account in sole name during the Promotion Period:

Total number of FX Transactions	Exclusive FX Mobile Rewards for New to Payroll customers
15 times or above	HK\$1,800
5 to 14 times	HK\$500

- d. These Rewards are only applicable to (a) conversion of Hong Kong dollars into foreign currency, (b) conversion of foreign currency into Hong Kong dollars and (c) cross currency conversion, via BOCHK Mobile Banking (“Eligible Exchange Transactions”). These Rewards are not applicable to the foreign currency transactions conducted when placing FX Time Deposit at the same time.
- e. The transaction date, time, exchange rate and exchange amount of Eligible Exchange Transactions as well as the Total Exchange Amount are subject to the record of BOCHK. The relevant exchange amount will be converted into Hong Kong dollars on the basis of the prevailing exchange rate quoted by BOCHK at the close of business on the transaction day. BOCHK reserves the right to amend transaction day. BOCHK reserves the right to amend any calculation method of transaction amount at its sole.
- f. Each Eligible New to Payroll Customer can enjoy these rewards once only.
- g. This Exclusive FX Mobile Rewards and “Foreign Exchange Welcome Rewards” can be enjoyed concurrently, but cannot be used in conjunction with “Up to HK\$1,111 Rewards for Foreign Exchange via Mobile Banking” or “Up to HK\$1,800 Exclusive Rewards for Foreign Exchange via Mobile Banking for selected Cross-boundary customers”.
- h. The rewards will be deposited to the relevant account upon verification of record by BOCHK, the rewards will be in form of cash, and will be deposited into Eligible New to Payroll Customer’s non--dormant HKD Saving Account or HKD Current Account on or before 31 January 2023.
- i. Eligible New to Payroll Customers should maintain valid Integrated Banking Services, payroll services, relevant non-dormant HKD Saving Account or HKD Current Account during the Promotion Period or at the time when the Exclusive FX Mobile Rewards is deposited, otherwise the rewards will be forfeited.
- j. The rewards cannot be exchanged for other gifts, and are also non-refundable and not for sale.
- k. The rewards are limited and available on a first-come-first-serve basis.



2c. Monthly Funds Savings Plan 0.01% Subscription fee offer

- a. Promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) ("Promotion Period").
- b. This offer is only applicable to the customers who newly set up Monthly Funds Savings Plans ("Fund MSP") via Funds account ("Eligible Funds Accounts") maintained with BOCHK during Promotion Period, settling the first contribution payment successfully (including contribution payment settled via Investment Fund settlement accounts or BOC Credit Cards) on or before 20 July 2022 and do not make any contribution on Fund MSP through the same Eligible Funds Account within 6 months preceding the date of the First Eligible Contribution ("Eligible Monthly Funds Investment Customer").
- c. Eligible Monthly Funds Investment Customer can enjoy 0.01% fund subscription fee after successfully setting up the Fund MSP during the promotion period, except for the Fidelity Investment Funds (the Fund MSP subscription fee of this Investment Funds will be 0.28%) ("Privileged Fund Subscription Fee") until further notice. The maximum monthly contribution amount of the Fund MSP should be HK\$50,000 (or equivalent foreign currencies).
- d. If an Eligible Monthly Funds Investment Customer terminates the Fund MSP after successfully setting up the Plan for any reason, this offer will not be extended, compensated or substituted.
- e. BOCHK shall have the absolute discretion to prescribe and change the Fund MSP subscription rate and the monthly contribution amount cap of related Fund MSP from time to time.
- f. The above offers are not applicable to the staff of BOCHK and its subsidiaries.

Terms and conditions of "Monthly Funds Savings Plan"

- a. Unless specified by Bank of China (Hong Kong) Limited (the "Bank"), the cut-off date for applications to add, amend or terminate "Monthly Funds Savings Plan" (the "Plan") is three Hong Kong banking business days (excluding Saturdays) before the Contribution Date (as defined below). Any application submitted after the relevant cut-off date will be processed as an application in respect of the following month.
- b. Unless specified by the Bank, the date of contribution and subscription under the Plan is scheduled to be the 20th of each month ("Contribution Date") or, if such day is a Saturday or a public holiday in Hong Kong, the date of contribution and subscription will be postponed to the next banking business day.
- c. Customers can pay the monthly contributions by direct debit from the designated settlement accounts maintained at the Bank or BOC Credit Cards. If the monthly contribution is settled via the settlement accounts, it will be debited on the Contribution Date, and customers should maintain sufficient funds in the settlement accounts to cover the amount. If the monthly contribution is settled by BOC Credit Cards, it will be debited on two Hong Kong banking business days (excluding Saturdays) before the Contribution Date or any other date specified by the Bank, and the customers should maintain sufficient available credit limit to cover the amount.
- d. If the monthly contribution is settled via settlement accounts, the minimum monthly contribution for the Plan is HK\$500 (or its equivalent in foreign currencies). If the monthly contribution is settled by BOC Credit Cards, the minimum and maximum monthly contribution for the Plan is HK\$500 (or its equivalent in foreign currencies) and HK\$20,000 (or its equivalent in foreign currencies) respectively.

- e. If the customers fail to make the payments of monthly contribution for three consecutive months, the Bank reserves the right to terminate the relevant Plan immediately.

2d. New payroll customers exclusive securities offer:

- i. Promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“Securities Offer Promotion Period”).
- ii. The offer is only applicable to personal customers who open new single-name securities accounts with BOCHK and fulfill all the requirements of Payroll Service Welcome Reward set in the above terms 2a Payroll Service Reward* (“Securities Offer Eligible Customers”).

* It's subject to terms and conditions, please refer to Offer Term Point 2a Payroll Service Reward for details.

- iii. Exclusive securities offer is divided into the following two parts:

A New Securities Account \$0 brokerage fee offer for buying and selling Hong Kong stocks / China A shares:

- This offer is only applicable to Securities Offer Eligible Customers who hold Integrated Account Services and successfully open new single-name securities account (including securities margin account but excluding family securities account) (“New Securities Account”) with BOCHK during Securities Offer Promotion Period and do not have any securities account with BOCHK within 6 months preceding the date of New Securities Account opening (“Eligible New Securities Customers”).
 - Eligible New Securities Customers who open New Securities Account during Securities Offer Promotion Period are entitled to first 6-month brokerage fee reduction (“Brokerage Fee Reduction”) for each buying and selling transaction of securities listed on the Hong Kong Exchange and Clearing Limited (“HKEx”) and settled in HKD or RMB (exclude Monthly Stocks Savings Plan and IPO subscription) or securities listed on Shanghai Stock Exchange (“SSE”) or Shenzhen Stock Exchange (“SZSE”) via Internet Banking, Mobile Banking or Automated Stock Trading Hotline of BOCHK through the New Securities Account within the first 6 months starting from the date of New Securities Account opening (6-month period is calculated on the basis of 180 days with the 180th day, Saturdays, Sundays and public holidays included). There is no maximum limit on the transaction count and Brokerage Fee Reduction amount.
 - The brokerage fee settled in RMB will be converted into HKD at the exchange rate determined by BOCHK.
- Eligible New Securities Customers should pay the brokerage fee of buying and selling transactions first.**
- The Brokerage Fee Reduction will be credited to the settlement account of Eligible New Securities Customers on the following rebate date:

Period of buying and selling Hong Kong stocks / China A shares	Rebate date
Within the first 3 months starting from the date of New Securities Account opening	On or before 31 December 2022
Within the 4 th month to 6 th month starting from the date of New Securities Account opening	On or before 31 March 2023



- If an Eligible New Securities Customer holds more than one settlement account, BOCHK has the discretion to credit the Brokerage Fee Reduction to any one of the settlement accounts.
- **Other transaction fees still apply, including but not limited to transaction charge, Hong Kong stamp duty, transaction levy charged by the Securities and Futures Commission of Hong Kong, trading fee charged by HKEx, stamp duty charged by the State Administration of Taxation, securities management fee charged by China Securities Regulatory Commission, handling fee charged by SSE or SZSE and transfer fee charged by China Securities Depository and Clearing Corporation Limited.**
- Eligible New Securities Customers should maintain valid New Securities Account, relevant settlement account, Integrated Account Services and still receive salary through the Payroll Account at the time when the Brokerage Fee Reduction is credited, otherwise the offer will be forfeited.

B New US Securities Services \$0 brokerage fee offer for buying and selling US stocks:

- This offer is only applicable to Securities Offer customers who hold Integrated Account Services and successfully open new single-name US securities services (“New US Securities Services”) with BOCHK during Securities Offer Promotion Period and do not have US securities services with BOCHK within 6 months preceding the date of New US Securities Services opening (“Eligible New US Securities Customers”).
- Eligible New US Securities Customers who open New US Securities Services during Securities Offer Promotion Period are entitled to first 6-month brokerage fee reduction (“Brokerage Fee Reduction”) for each buying and selling transaction of securities listed on New York Stock Exchange (NYSE), NASDAQ or NYSE Amex Equities Market and settled in USD via Internet Banking or Mobile Banking of BOCHK through the New US Securities Services within the first 6 months starting from the date of New US Securities Services opening (6-month period is calculated on the basis of 180 days with the 180th day, Saturdays, Sundays and public holidays included). There is no maximum limit on the transaction count and Brokerage Fee Reduction amount.
- The brokerage fee settled in USD will be converted into HKD at the exchange rate determined by BOCHK. Eligible New US Securities Customers should pay the brokerage fee of buying and selling transactions first.
- The Brokerage Fee Reduction will be credited to the HKD settlement account of Eligible New US Securities Customers on the following rebate date:

Period of buying and selling US stocks	Rebate date
Within the first 3 months starting from the date of New US Securities Services opening	On or before 31 December 2022
Within the 4th month to 6th month starting from the date of New US Securities Services opening	On or before 31 March 2023

- If an Eligible New US Securities Customer holds more than one HKD settlement account, BOCHK has the discretion to credit the Brokerage Fee Reduction to any one of the HKD settlement accounts.



- Eligible New US Securities Customers should maintain valid New US Securities Services, relevant settlement account, Integrated Account Services and still receive salary through the Payroll Account at the time when the Brokerage Fee Reduction is credited, otherwise the offer will be forfeited.

2e. Existing Securities customers' brokerage fee offer:

- a The offer is only applicable to personal customers who maintain sole name securities accounts with BOCHK and fulfill all the requirements of Payroll Service Welcome Reward set in the above terms 2a Payroll Service Reward*. The offer is not applicable to New Securities account opened after 1 January 2022 (including Margin Securities account) & New Family Securities accounts opened during the promotion period ("Eligible Existing Securities Customers").

* It's subject to terms and conditions, please refer to point 2a Payroll Service Reward for details.

- b The promotion period is from 1 July 2022 until 31 December 2022 (both dates inclusive) ("Existing Securities Customers Promotion Period").
- c Eligible Existing Securities Customers who successfully buying/selling securities listed on the Hong Kong Exchange and Clearing Limited ("HKEx") and settled in HKD or RMB (exclude Monthly Stocks Savings Plan and IPO subscription), securities listed on Shanghai Stock Exchange ("SSE") or Shenzhen Stock Exchange ("SZSE") or securities listed on New York Stock Exchange (NYSE), NASDAQ or NYSE Amex Equities Market and settled in USD via BOCHK Internet Banking / Mobile Banking / Automated Stock Trading Services during Existing Securities Customers Promotion Period are entitled to brokerage fee reduction for buying/selling securities ("Brokerage Fee Reduction"). There is no maximum limit on the transaction count and Brokerage Fee Reduction amount.
- d The brokerage fee settled in RMB or USD will be converted into HKD at the exchange rate determined by BOCHK. **Eligible Existing Securities Customers should pay the brokerage fee of buying/selling transactions first.** The Brokerage Fee Reduction will be credited to the settlement account of Eligible Existing Securities Customers on or before 31 March 2023. If an Eligible Existing Securities Customers holds more than one settlement account, BOCHK has the discretion to credit the Brokerage Fee Reduction to any one of the settlement accounts.
- e **Eligible Existing Securities Customers should maintain valid securities account, relevant settlement account, Integrated Account Services and still receive salary through the Payroll Account at the time when the Brokerage Fee Reduction is credited, otherwise the offer will be forfeited.**
- f **Other transaction fees still apply, including but not limited to transaction charge, Hong Kong stamp duty, transaction levy charged by the Securities and Futures Commission of Hong Kong, trading fee charged by HKEx, stamp duty charged by the State Administration of Taxation, securities management fee charged by China Securities Regulatory Commission, handling fee charged by SSE or SZSE, transfer fee charged by China Securities Depository and Clearing Corporation Limited, US stocks SEC fee and FINRA fee.**

2f. BOC Express Cash Instalment Loan/ BOC Express Cash Instalment Loan Balance Transfer e-Channels Reward Offer Terms and Conditions

- a The promotion period from 1 April 2022 to 30 June 2022 (both dates inclusive) (“Promotion Period”), customers should successfully drawdown the loan on or before 29 July 2022 to be eligible to BOC Express Cash Instalment Loan/ BOC Express Cash Instalment Loan Balance Transfer e-Channels Reward Offer (“e-Channel Reward Offer”) offer.
- b Customers have to fulfill all requirements below (“**Eligible Customers**”) in order to enjoy the e-Channel Reward Offer:
- i. Successfully submit the application for BOC Express Cash Instalment Loan or BOC Express Cash Instalment Loan Balance Transfer within the Promotion Period via designated e-Channels including BOCHK website, Internet Banking, Mobile Banking, “BOCHK” WeChat official account or “BOC CC” WeChat official account (“**e-Channels**”); **AND**
 - ii. Successfully granted for BOC Express Cash Instalment Loan or BOC Express Cash Instalment Loan Balance Transfer with a loan amount of HK\$80,000 or above, and with repayment tenor of 24 months or above; **AND**
 - iii. Submit document via the designated e-Channels. **AND**
 - iv. e-Channel Reward Offer:

Loan Amount (HK\$)	The e-Channel Reward (HK\$)	
	BOC Express Cash Instalment Loan	BOC Express Cash Instalment Loan Balance Transfer
\$80,000 - \$199,999	\$200	\$100
\$200,000 - \$499,999	\$500	\$200
\$500,000 - \$999,999	\$1,000	\$500
\$1,000,000 or above	\$2,000	

- c The above reward offer will be directly credited to the BOC repayment account of the Eligible Customers on or before 31 December 2022 without prior notice. The status of the Eligible Customers' BOC Express Cash accounts must be normal and valid, and without any overdue record or in breach of the terms and conditions of the BOC Express Cash Instalment Loan or BOC Express Cash Instalment Loan Balance Transfer when BOCHK credits the cash rebate. If customers cannot fulfill any of the above e-Channel Rewards Offer requirements, BOCHK reserves the right to cancel the cash rebate without prior notice.
- d Payroll Account Extra Reward:
Eligible Customers have to fulfill all requirements below in order to enjoy the Payroll Account Extra Reward (“Eligible Payroll Account Customers”):
Eligible Payroll Account Customers successfully granted for BOC Express Cash Instalment Loan or BOC Express Cash Instalment Loan Balance Transfer with a loan amount of HK\$80,000 or above, and with repayment tenor of 24 months or above with the promotion period; **AND**



- (i.) register for Payroll Service via any branch, Phone Banking, Internet Banking or Website of BOCHK before 30 June 2022; AND
- (ii.) start receiving salary by “electronic payroll arrangement” or a newly set up “single standing instruction” (not including the standing instruction originating from BOCHK) via payroll Account within the next 2 calendar months from the date of payroll service registration, and maintain this arrangement until relevant reward is credited (payroll customers); AND
- (iii.) have taken up *Wealth Management* (Integrated Account Service) ; AND
- (iv.) should maintain a valid sole-name HKD Savings Account or sole-name HKD Current Account (not including joint-name account) (“Payroll Account”) with BOCHK)

- “Salary” refers to the basic monthly salary (excluding commission, bonus, double pay, repayment and/ or other funds) of which the amount should reach HK\$10,000 or above.
- “Electronic payroll arrangement” refers to the customer’s employer crediting the customer’s salary to customer’s Payroll Account through BOCHK’s or other banks’ payroll system. Standing instruction, overseas remittance, local electronic transfer, cheque or cash deposit will not be considered as “electronic payroll arrangement”.
- BOCHK reserves the absolute right to define the terms of “salary” and “electronic payroll arrangement” and “single standing instruction”.
- Eligible Payroll Account Customers can enjoy extra reward up to HK\$200.

Loan Amount (HK\$)	Payroll Account Extra Reward (HK\$)	
	BOC Express Cash Instalment Loan	BOC Express Cash Instalment Loan Balance Transfer
\$80,000 or above	\$200	\$100

The Payroll Account Extra Reward will be directly credited to the BOC repayment account of the Eligible Payroll Account Customers on or before 31 December 2022 without prior notice. The status of the Eligible Payroll Account Customers' BOC Express Cash accounts must be normal and valid, and without any overdue record or in breach of the terms and conditions of the BOC Express Cash Instalment Loan or BOC Express Cash Instalment Loan Balance Transfer when BOCHK credits the cash rebate. If customers cannot fulfill any of the above requirements, BOCHK reserves the right to cancel the cash rebate without prior notice.

- The above e-Channel Reward Offer and Payroll Extra Offer are not applicable to existing customers of BOC Express Cash Instalment Loan or BOC Express Cash Instalment Loan Balance Transfer and the staff of BOCHK.
- The above products, services and offers are subject to relevant terms and conditions. For details, please refer to relevant promotional materials or inquire with BOCHK branch staff.



(3) Fund Subscription Fee Reduction, cash reward for Equity Linked Investment Products / Third Party Structured Note linked to Equity / Bonds

3a. Terms and Conditions of up to HK\$20,000 of Fund Subscription Fee Reduction, cash reward for Equity Linked Investment Products / Third Party Structured Note linked to Equity / Bonds:

- a. The promotion period is from 1 April to 30 June 2022 (both dates inclusive) ("Promotion Period").
- b. The offer is applicable to personal banking customers of BOCHK, and the fund subscription fee reduction is only applicable to existing investment fund customers (i.e. customers who have investment fund holdings or made transactions between 1 April to 31 March, 2022) ("Eligible Customers").
- c. Upon doing lump sum subscription or investment fund switching between different fund houses, or successfully subscribing Equity Linked Investment Products / Third Party Structured Note linked to Equity / Bonds via electronic channels (i.e. Mobile Banking, or "Smart Invest", or Internet Banking) or BOCHK branches on the same day for the first time during the promotion period, BOCHK customers can enjoy the following fund subscription fee reduction / cash reward for making every HK\$100,000 transaction amount (or equivalent) on each eligible investment product, and being registered to use the e-Statements / e-Advices service of investment products:

Banking Service Type	Fund Subscription Fee Reduction / Cash Reward of eligible investment products	Cap of Fund Subscription Fee Reduction / Cash Reward of eligible investment products
<i>Wealth Management</i>	HK\$250	HK\$20,000 (For each investment product)

- d. "Smart Invest" on Mobile Banking can only be used for fund subscription.
- e. Transaction amount of Investment Funds, Equity Linked Investment Products, Third Party Structured Note linked to Equity and Bonds cannot be counted collectively. Each Investment product has to reach the designated transaction amount separately in order to be eligible to the above mentioned offer. Example: a customer subscribing HK\$50,000 (or equivalent) of Investment Funds and HK\$50,000 (or equivalent) of Equity Linked Investment Products on the same day will not be eligible to the offer.
- f. The eligible transactions made on the same day for the first time (by each of the eligible investment products) by Eligible Customers during the promotion period will be entitled to the above mentioned offer. Example: A Wealth Management customer makes a HK\$200,000 (or equivalent) investment fund transaction for the first time on a single day of 8 April 2022 and makes a HK\$600,000 (or equivalent) Equity Linked Investment Product transaction for the first time on a single day of 5 May 2022. The customer should then be eligible to HK\$500 from the eligible Investment Funds transaction, and HK\$1,500 from the eligible Equity Linked Investment Product transaction.
- g. Each Eligible Customer is entitled to enjoy the offer of each of eligible investment products once only during the Promotion Period.
- h. The above mentioned funds subscription fee reduction / cash reward of eligible investment products is not applicable to the staff of BOCHK and its subsidiaries.



- i. The above mentioned funds subscription fee reduction amount / cash reward of eligible investment products will be deposited into non-dormant HKD Savings Account or HKD Current Account held by the Eligible Customers on or before 30 September 2022, and Eligible Customers should hold a valid investment fund account of BOCHK and registered the e-Statements / e-Advices service of investment products at the time when subscription fee reduction amount / cash reward of eligible investment products is deposited, otherwise the subscription fee reduction amount / cash reward of eligible investment products will be forfeited. If an Eligible Customer holds more than one non-dormant HKD Savings Account or HKD Current Accounts, BOCHK has the discretion to credit the subscription fee reduction amount / cash reward of eligible investment products to any one of the accounts.
- j. For non-Hong Kong dollar denominated fund transactions, the fund transaction amount will be converted into Hong Kong dollar based on the prevailing exchange rate on such transaction day quoted by BOCHK for calculation of offer entitlement. BOCHK reserves the right to amend the calculation method of transaction amount at its sole discretion.

Definition of lump sum subscription or investment fund switching between different fund houses

- a. The subscription fee reduction offer is not applicable to i) investment fund transactions with subscription fee below 1%, and ii) subscription of money market funds, and iii) Monthly Funds Savings Plan.
- b. The subscription fee reduction offer is not applicable to investment fund transactions made via BOCHK Mobile Banking or Internet Banking which are i) risk mismatch and/or ii) those made by vulnerable customers.
- c. **Eligible Customers are required to fully pay the subscription fee at the time of lump sum subscription or investment fund switching between different fund houses.**

Definition of Equity Linked Investment Products / Third Party Structured Note linked to Equity / Bonds transactions

- a. Eligible transaction is based on transaction date.
- b. Eligible Equity Linked Investment Products / Third Party Structured Note linked to Equity transactions are based on successful subscribed transactions.
- c. Cash reward for Bonds is not applicable to i) bonds issued by the HKSAR Government; and / or ii) bonds issued by entities or organizations that are wholly owned by the HKSAR Government; and / or iii) sovereign bonds issued by the Central People's Government; and / or iv) bonds issued by policy banks of the People's Republic of China.
- d. Cash reward is not applicable to Transactions via BOCHK Mobile Banking or Internet Banking by Vulnerable customers.

Definition of e-Statements / e-Advices

- a. e-Statements / e-Advices includes securities and securities margin account advice / daily statement / monthly statement, fund advice / monthly statement, bonds / certificates of deposit advice / daily statement / monthly statement, equity linked investments / structured notes advice / daily statement / monthly statement, precious metal / FX margin account advice / daily statement / monthly statement, consolidated monthly statement.

3b. New investment funds can enjoy 0% fund subscription fee of the first investment fund subscription

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) ("the promotion period").
- b. New investment fund customers refer to i) BOCHK customers who did not have any investment fund holdings and transactions in the past 12 months (i.e. from April 2021 to March 2022), or ii) BOCHK customers who opened their investment fund accounts on or after 1 April, 2022 ("Eligible Customers").
- c. During the promotion period, eligible customers can enjoy 0% fund subscription fee of the first investment fund subscription made via BOCHK electronic channels (i.e. Mobile Banking, "Smart Invest", or Internet Banking) or branches (including Investment by Phone) ("Eligible Subscription") ("Subscription Fee Reduction"). The cap of eligible investment fund subscription amount is as below:

Customer type	Cap of eligible investment fund subscription amount
<i>Wealth Management</i>	HK\$1,000,000 (or equivalent foreign currencies)

- d. The subscription fee reduction offer is not applicable to i) investment fund transactions with subscription fee below 1%, and ii) subscription of money market funds, and iii) switching transactions of investment funds, and iv) Monthly Funds Savings Plan.
- e. The subscription fee reduction offer is not applicable to investment fund transactions made via BOCHK Mobile Banking or Internet Banking which are i) risk mismatch, and ii) those made by vulnerable customers.
- f. **Eligible Customers are required to fully pay the subscription fee at the time of lump sum subscription. BOCHK will credit the Reduction of Subscription Fee to the Eligible Customers as defined in the following Term i.**
- g. **Every Eligible Customers is only entitled to the offer once during the Promotion Period.**
- h. If Eligible Customers enjoy the offer during the promotion period, Eligible Customers will not be eligible to enjoy other Mobile Banking / Internet Banking Fund Subscription Fee Reduction Offers.
- i. The above mentioned fund subscription fee reduction amount will be deposited into non-dormant HKD Savings Account or HKD Current Account held by the Eligible Customers on or before 30 September 2022 and eligible customers should hold a valid fund account of BOCHK at the time when subscription fee reduction amount is deposited, otherwise the offer will be forfeited.
- j. For non-Hong Kong dollar denominated fund transactions, the fund transaction amount will be converted into Hong Kong dollar based on the prevailing exchange rate on such transaction day quoted by BOCHK for calculation of offer entitlement. BOCHK reserves the right to amend the calculation method of transaction amount at its sole discretion.

(4) Newly take up and upgrade to *Wealth Management* Customer Designated Preferential RMB Time Deposit and RMB Exchange Offer

- a. The promotion period is from 1 April 2022 to 30 June 2022, both dates inclusive ("Preferential RMB Time Deposit and RMB Exchange Offer Promotion Period").

b. This Offer is only applicable to customers who have newly taken up / upgraded to *Wealth Management* service. Customer should not have taken up or cancelled *Wealth Management* services in BOCHK in the past 6 months prior to 1 April 2022 (“Preferential RMB Time Deposit and RMB Exchange Offer Eligible Customer”).

c. If Preferential RMB Time Deposit and RMB Exchange Offer Eligible Customer places a time deposit - “Preferential RMB Time Deposit” of Equivalent HK\$50,000 or above by converting HKD into RMB via branches or Manned Phone Banking Services of Bank of China (Hong Kong) Limited (“BOCHK”), can enjoy the following preferential deposit interest rates (p.a.) and exchange offer:

Tenor	Preferential RMB time deposit interest rate (p.a.)	Exchange Offer
7-day	11%	20 pips (only applicable to customers buying RMB)
1-month	3.8%	

d. This offer is not applicable to foreign currency banknotes exchange and the currency exchange transactions conducted via “Corporate Banking Services Online”.

e. The above time deposit preferential interest rates are based on the interest rates of time deposit quoted on 1 April 2022 by BOCHK and are for reference only. The preferential interest rate is a one-off privilege for each time deposit and subsequent renewal of time deposits will be subject to the rate as quoted by BOCHK from time to time.

f. Deposits may not be uplifted before maturity. For a call deposit, maturity refers to the expiry of your notice of the agreed period to BOCHK. **BOCHK may permit an early uplift subject to payment of BOCHK losses, expenses and charges (in the amounts determined by BOCHK). No interest will be payable on the deposit if an early uplift is permitted. Interest on a deposit is only payable at maturity. A deposit, which would otherwise mature on a nonbusiness day (like Saturday, Sunday or public holiday), matures on next business day.**

g. **If BOCHK exercises discretion to allow uplift of time deposit before maturity, no interest will be payable and the customer must pay charges calculated based on the following formulae (whichever is higher) subject to a minimum of HKD\$200:**

- **Time Deposit Principal x [(Prime Rate* –2.50%) – Time Deposit Interest Rate] x No. of Days due to Maturity/Total No. of Days in a Year**
- **Time Deposit Principal x (Inter-Bank Offer Rate* – Time Deposit Interest Rate) x No. of Days due to Maturity/Total No. of Days in a Year**

***Subject to the rate as quoted by BOCHK from time to time.**

h. The above offers cannot be used in conjunction with other offers that are not listed in this promotional material.

i. Offer is limited, first come first served and available while quota lasts.

j. For details of the above offers, and the relevant terms and conditions, please contact staff of BOCHK.

(5) Up to HK\$1,111 Rewards for Foreign Exchange via Mobile Banking:

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“Promotion Period”).
- b. This Mobile FX Rewards is only applicable to BOCHK Wealth Management customers (the “Integrated Banking Services Customers”) **who did not have foreign exchange transaction via BOCHK Mobile Banking (including buy or sell of any foreign currencies available in BOCHK) from 1 October 2021 to 31 March 2022. (the “Eligible FX Customers”)**.
- c. The Eligible FX Customers will be entitled to up to HK\$1,111 rewards upon completing the designated number of FX transactions and each single FX transaction should be reached HK\$50,000 or above (HKD equivalent) via BOCHK Mobile Banking through the HKD/Multi Currency/RMB account in sole name during the Promotion Period (“FX Mobile Rewards”).

Total number of FX Transactions	The Mobile FX Rewards
15 times or above	HK\$1,111
5 to 14 times	HK\$500

- d. The FX Mobile Rewards are only applicable to (a) conversion of Hong Kong dollars into foreign currency, (b) conversion of foreign currency into Hong Kong dollars and (c) cross currency conversion, via BOCHK Mobile Banking (“Eligible Exchange Transactions”). The Mobile FX Rewards are not applicable to the foreign currency transactions conducted when placing FX Time Deposit at the same time.
- e. The transaction date, time, exchange rate and exchange amount of Eligible Exchange Transactions as well as the Total Exchange Amount are subject to the record of BOCHK. The relevant exchange amount will be converted into Hong Kong dollars on the basis of the prevailing exchange rate quoted by BOCHK at the close of business on the transaction day. BOCHK reserves the right to amend transaction day. BOCHK reserves the right to amend any calculation method of transaction amount at its sole.
- f. Each Eligible FX Customer can enjoy the FX Mobile Rewards once only.
- g. This FX Mobile Rewards and “Foreign Exchange Welcome Rewards” can be enjoyed concurrently, but cannot be used in conjunction with “Up to HK\$1,800 Rewards for Foreign Exchange via Mobile Banking for New to Payroll customers” or “Up to HK\$1,800 Exclusive Rewards for Foreign Exchange via Mobile Banking for selected Cross-boundary customers”.
- h. The Rewards will be deposited to the relevant account upon verification of record by BOCHK, the rewards will be in form of cash, and will be deposited into Eligible FX Customers’ non-dormant HKD Saving Account or HKD Current Account on or before 31 January 2023.
- i. Eligible FX Customers should maintain valid Integrated Banking Services, relevant non-dormant HKD Saving Account or HKD Current Account during the Promotion Period or at the time when the Mobile FX Rewards are deposited, otherwise the rewards will be forfeited.
- j. The rewards cannot be exchanged for other gifts, and are also non-refundable and not for sale.
- k. The rewards are limited and available on a first-come-first-serve basis.



(6) Foreign Exchange \$200 Welcome Rewards via Mobile Banking (“FX Welcome Rewards”):

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“Promotion Period”).
- b. This Rewards are only applicable to Bank of China (Hong Kong) Limited (“BOCHK”) *Wealth Management* customers (the “Integrated Banking Services Customers”) **who did not have foreign exchange transaction via BOCHK Mobile Banking (including buy or sell of any foreign currencies available in BOCHK) from 1 October 2021 to 31 March 2022. (the “Eligible FX Customers”)**.
- c. The Eligible FX Customers will be entitled to HK\$200 welcome rewards by accumulating foreign exchange transactions amount of HK\$50,000 or above through the HKD/Multi Currency/RMB account in sole name via BOCHK Mobile Banking during the Promotion Period (“FX Welcome Rewards”).
- d. The FX Welcome Rewards are only applicable to (a) conversion of Hong Kong dollars into foreign currency, (b) conversion of foreign currency into Hong Kong dollars and (c) cross currency conversion, via BOCHK Mobile Banking (“Eligible Exchange Transactions”). The FX Welcome Rewards are not applicable to the foreign currency transactions conducted when placing FX Time Deposit at the same time.
- e. The transaction date, time, exchange rate and exchange amount of Eligible Exchange Transactions as well as the Total Exchange Amount are subject to the record of BOCHK. The relevant exchange amount will be converted into Hong Kong dollars on the basis of the prevailing exchange rate quoted by BOCHK at the close of business on the transaction day. BOCHK reserves the right to amend transaction day. BOCHK reserves the right to amend any calculation method of transaction amount at its sole.
- f. Each Eligible FX Customers can enjoy the FX Welcome Rewards once only.
- g. This FX Welcome Rewards and “Up to HK\$1,111 Rewards for Foreign Exchange via Mobile Banking” can be enjoyed concurrently.
- h. The Rewards will be deposited to the relevant account upon verification of record by BOCHK, the rewards will be in form of cash, and will be deposited into Eligible FX Customers’ non-dormant HKD Saving Account or HKD Current Account on or before 31 January 2023.
- i. Eligible FX Customers should maintain valid Integrated Banking Services, relevant non-dormant HKD Saving Account or HKD Current Account during the Promotion Period or at the time when the FX Welcome Rewards are deposited, otherwise the rewards will be forfeited
- j. The rewards cannot be exchanged for other gifts, and are also non-refundable and not for sale.

(7) Designated Qualifying Deferred Annuity Plan First Year Premium Discount Offer (“Life Insurance Plan Premium Discount Offer”):

- a. Life Insurance Plan Premium Discount Offer is provided by BOC Group Life Assurance Company Limited (“BOC Life”).
- b. Promotion Period refers to the period from 26 March 2022 to 30 June 2022 (both dates inclusive) (“the Promotion Period”)
- c. To be eligible for the Offer, applicant(s) must fulfil all of the following requirements:
 - (i) The application(s) for the Deferred Annuity Plans must fulfill the First Year Premium requirement for the basic plan as specified above.



- (ii) the proposed Policy Owner or proposed Insured must be a Selected Customer as mentioned above[^] (as the case may be) (only applicable to the relevant item(s) for Selected Customers);
- (iii) the application form(s) must be duly completed and signed during the Promotion Period;
- (iv) the completed and signed application form(s) together with the other required documents must be submitted to BOC Life on or before 8 July 2022 (the time when BOC Life receives the documents is based on the record of BOC Life);
- (v) the print date of insurance proposal(s) of the Deferred Annuity Plans must fall within the Promotion Period;
- (vi) the initial premium must be settled on or before 31 July 2022; and
- (vii) the application(s) must be accepted by BOC Life.

Policy(ies) that fulfill the above-mentioned requirements (i) to (vii) is / are known as "Eligible Policy(ies)"

[^] Selected Customers includes:

The proposed Policy Owner or proposed Insured is:

- (1) an existing or newly registered Payroll Service customer of BOCHK and / or
- (2) an existing or new tax loan customer of BOCHK; and / or
- (3) an existing or newly registered BOCHK *Private Wealth* Customer; and / or
- (4) an existing or newly registered *Wealth Management* Customer of BOCHK; and / or
- (5) an existing or new customer of BOC Credit Card

The proposed Policy Owner(s) or proposed Insured who fulfill(s) any of the above-mentioned requirements (1) to (5) will be considered as "Selected Customers", whilst Selected Customer(s) who is / are either proposed Policy Owner(s) or proposed Insured under the relevant policy may be entitled to the first year premium discount.

- (viii) For prepayment cases, premium discount is only applicable to the First Year Premium. First Year Premium does not include levy, pre-paid premium(s) (if applicable) and extra premium loading imposed due to health condition (if applicable).
- (ix) For premiums paid on a monthly basis, the initial premium would be the sum of discounted premiums for the first three (3) months. The rest of the first year discounted premiums shall be deducted monthly from the customer's designated account during the fourth (4th) to twelfth (12th) months. For premiums paid on a quarterly, semi-annual or annual basis, the first year discounted premium shall be paid in accordance with the default premium payment date.
- (x) The Offer is applicable to the basic plan of the Eligible Policy(ies) and the supplementary rider(s) attached (if any), while the first year premium discount rate is determined in accordance with the standard premium of the basic plan of the Eligible Policy(ies).
- (xi) The Offer will be applicable to the Plan only and there is no limit (acceptance of application(s) would be subject to underwriting result) on the number of policies of the Plan that an applicant would apply for.
- (xii) The Eligible Policy(ies) must be in force and the Guaranteed Monthly Annuity Income amount, Notional Amount, Sum Insured or the level of benefits (where applicable) of the basic plan and the supplementary rider(s) attached (if any) to such Eligible Policy(ies) must remain unchanged when the Offer is applied, otherwise BOC Life reserves the right to forfeit the entitlement to the Offer and / or reduce the eligible premium discount amount proportionally.



- (xiii) In case the Eligible Policy is lapsed or surrendered before any premium for the second (2nd) policy year is duly paid, the premium discounted amount will be deducted from the refunded value to the Policy Owner. For the avoidance of doubt, any prepaid premium in Premium Deposit Account will not be taken as premium paid for the second (2nd) policy year until it is deducted from the Premium Deposit Account when due.
- (xiv) In case the Policy Owner reduces the Guaranteed Monthly Annuity Income amount of the Eligible Policy, the reduced annual premium must meet the above-mentioned minimum First Year Premium requirement of the Offer.
- (xv) The Offer cannot be changed, transferred, returned, exchanged for other gifts or redeemed for cash.
- (xvi) In case of cancellation of the policy during the cooling-off period or in any event of a refund of premium, the portion of any premium payments that has been deducted by the Offer will under no circumstances be counted as premium paid for reckoning the refundable amount of total premium paid.
- (xvii) Except for designated promotions specified by BOC Life, the Offer cannot be used in conjunction with other promotion offers of BOC Life.
- (xviii) BOC Life reserves the right to amend, suspend or terminate the Offer and to amend the relevant terms and conditions at any time at its sole discretion without prior notice.
- (xix) In case of any dispute, the decision of BOC Life shall be final.
- (xx) This material is only related to the Offer. For details of the Plan, please refer to the relevant product brochure, benefit illustration and provisions.
- (xxi) Should there be any discrepancy between the Chinese and English versions of this promotion material, the English version shall prevail.
- (xxii) The Terms and Conditions of the Offer shall be governed by, and construed in accordance with, the law of the Hong Kong Special Administrative Region.

(8) “Financial Needs Analysis” (“FNA”) Promotion

- a. From 1 April 2022 to 30 June 2022 (both dates inclusive) (" FNA Promotion Period"), customers who completed the FNA at any BOCHK branches and are already a valid “*Wealth Management*” Account holder by the time they conduct the FNA, will receive a gift “24K gold plated Tiger ornament” or “shopping coupon”. Each customer can enjoy above gift once. Regardless of how many times Eligible Customer completes FNA during the Promotion Period, he/she can only enjoy one gift.
- b. If the customer considers purchasing any insurance product(s) distributed by BOCHK later, the product(s) will be underwritten by corresponding insurance company(ies) that will be responsible for all content, policy approval, protection and compensation of the plan(s).
- c. BOCHK reserves the right to terminate, suspend or amend the promotion terms and conditions at any time at its sole discretion without prior notice.
- d. The terms and conditions of the promotion are governed by the laws of the Hong Kong Special Administrative Region and are interpreted in accordance with the laws of the Hong Kong Special Administrative Region.
- e. The above information is for reference only. Please refer to the product leaflet(s) for the details, coverage, provisions and exclusions of the life insurance plan(s) which are subject to the policy. For any enquiries, please contact the bank branch staff.



- f. BOC Group Life Assurance Company Limited ('BOC Life'), China Life Insurance (Overseas) Company Limited ('China Life (Overseas)') and/or BOCHK reserve the right to amend, suspend or terminate the above plans at any time and change the relevant terms and conditions. In case of any disputes, BOC Life, China Life (Overseas) and/or BOCHK reserve the right of final decision.
- g. BOCHK shall not be liable for any loss or damage or expiry of the Coupon and shall not reissue or replace any defaced/lost Coupon.
- h. The Coupons are limited and available on a first-come-first-serve basis while stock lasts. In case the Coupons are out of stock, BOCHK reserves the right to substitute the Coupons with another gift/coupon. The value or type of the substitute gifts/coupons may be different from the current Coupons provided for this promotion.
- i. The Coupons cannot be transferred, returned, exchanged for other gifts or redeemed for cash. The usage of the Coupons is subject to the terms as specified by the supplier.
- j. BOCHK is not the supplier of the Coupons. Any enquiry or complaint in respect of the Coupons should be directed to the relevant supplier. BOCHK gives no guarantee to the Coupons or the services of the supplier, or does not accept any liability arising

(9) Premier Home Comprehensive Insurance Promotion

- a. Promotion Period is from 28 December 2021 to 22 June 2022 (both dates inclusive) ("The promotion Period of Premier Home Comprehensive Insurance").
- b. To be eligible for the offer, customers should have successful enrolment in Premier Home Comprehensive Insurance ("the Plan") within the general insurance Promotion Period; and have their policies effective on or before 31 July 2022 ("Premier Home Comprehensive Insurance Promotion Eligible Customer"), otherwise the offer will be forfeited.
- c. Successful enrolment refers to the Proposed Insured who submitted completed and/or signed application form together with the Credit Card Authorization Form or the direct Debit Authorization Form to Bank of China Group Insurance Company Limited ("BOCG Insurance"); and settled the discounted first year premium on or before 22 June 2022 (late payment will not be accepted); and have their policies effective on or before 31 July 2022. This privilege is only applicable to new policies but not to any policy renewals or re-applications within 3 months after policy cancellation / termination of policy renewals.
- d. During the general insurance Promotion Period, *Wealth Management* Eligible Customer can enjoy 15% or 12% off first year premium discount respectively upon successful enrolment in the Plan via BOCHK Internet Banking / Mobile Banking or Contact Centre.
- e. Online channels refer to website of BOCHK at www.bochk.com, Internal Banking, Mobile Banking App and Mobile Banking.
- f. Shopping Coupon ("Coupon"):
 - i. Coupon is provided by BOCG Insurance.

- ii. Premier Home Comprehensive Insurance Promotion Eligible Customers who hold *Wealth Management* account and successfully enrolled in the Plan, for each policy with the first-year premium paid of HK\$1,000 or above but below HK\$2,500 with annual premium payment would be entitled to HK\$100 Coupon; for each policy with the first-year premium paid of HK\$2,500 or above with annual premium payment would be entitled to HK\$150 Coupon.
- iii. Coupon notification letter and Coupon will be mailed to Premier Home Comprehensive Insurance Promotion Eligible Customers on or before 30 November 2022 in accordance with the correspondence address maintained with BOCG Insurance.
- iv. Customers should hold the valid policy at the time of mailing of the Coupon by BOCG Insurance, otherwise the Coupon offer will be forfeited. Please refer to General Terms for other Coupon related terms and conditions.
- v. The above Offer and/or Reward cannot be transferred, returned, exchanged for other gift/coupons/reward/offer or redeemed for cash. BOCHK and/or BOCG Insurance shall not be liable for loss, damage, defacement or misappropriation of the redemption letter and/or the Coupon along with the redemption letter under any circumstances (including at the time of mailing) and will not reissue or replace any of them. The usage of coupon and/or reward is subject to relevant terms and conditions of the supplier. BOCHK is not the supplier of the coupon. Any enquiry or complaint about such coupon should be directed to the relevant suppliers. BOCHK makes no guarantee to the coupon or service of the suppliers and shall not be liable for any matters in relation to the use of coupon or services. If the coupon is lost or damaged, BOCHK shall not be liable and shall not reissue or replace any defaced/lost Coupon.
- vi. Customers should hold the valid policy at the time of mailing of the Coupon by BOCG Insurance, otherwise the Coupon offer will be forfeited.
- vii. The coupon and/or above any reward is limited, is on a first-come-first-served basis and is only available while stocks last. In case the coupon and/or reward is out of stock, BOCG Insurance reserves the right to substitute the coupon with other gift/ coupons/ reward/ offer. The value or features of the substitute gift/coupons/reward/offer may be different from the current coupon/reward provided for this promotion.
- g. The premium discount offer for the Plan is offered by BOCHK and BOCG Insurance.
- h. The above offers are not applicable to the staff of BOCHK and its subsidiaries.

(10) BOC Standard Voluntary Health Insurance Scheme Certified Plan or BOC Flexi Voluntary Health Insurance Scheme Certified Plan Promotion

- a. Promotion Period from 28 December 2021 to 22 June 2022 (both dates inclusive) (“general insurance Promotion Period”).
- b. To be eligible for the offer, customers should have successful enrolment in the “BOC Standard Voluntary Health Insurance Scheme Certified Plan” (“Standard Plan”) or BOC Flexi Voluntary Health Insurance Scheme Certified Plan (“Flexi Plan”) within the general insurance Promotion Period; and have their policies effective on or before 31 July 2022 (“Voluntary Health Insurance Scheme Certified Plan Promotion Eligible Customer”), otherwise the offer will be forfeited.



- c. Successful enrolment via BOCHK Contact Centre /BOCHK Branches (“Designated Channels”) refers to the Proposed Insured who submitted completed and/or signed application form together with the Credit Card Authorization Form or the Direct Debit Authorization Form to Bank of China Group Insurance Company Limited (“BOCG Insurance”).
- d. This privilege is only applicable to new policies but not to any policy renewals or re-applications within 3 months after policy cancellation / termination of policy renewals.
- e. During the general insurance Promotion Period, Voluntary Health Insurance Scheme Certified Plan Promotion Eligible Customer can enjoy 13% off first year premium discount upon successful enrolment in the Standard Plan or Flexi Plan designated channels.
- f. The premium discount offer for the Plans is offered by BOCHK and BOCG Insurance.
- g. The above offers are not applicable to the staff of BOCHK and its subsidiaries.

(11) Securities

11a. New Securities Account \$0 brokerage fee offer for buying and selling Hong Kong stocks / China A shares:

- a. Promotion period is from 1 April 2022 until 30 June 2022 (both dates inclusive) (“Promotion Period”).
- b. This offer is only applicable to personal banking customers who hold Integrated Account Services and successfully open new single-name securities account (including securities margin account but excluding family securities account)(“New Securities Account”) with Bank of China (Hong Kong) Limited (“BOCHK”) during Promotion Period and do not have any single-name securities account with BOCHK within 6 months preceding the date of New Securities Account opening (“Eligible New Securities Customers”).
- c. Eligible New Securities Customers who open New Securities Account during Promotion Period are entitled to first 3-month brokerage fee reduction (“Brokerage Fee Reduction”) for each buying and selling transaction of securities listed on the Hong Kong Exchange and Clearing Limited (“HKEx”) and settled in HKD or RMB (exclude Monthly Stocks Savings Plan and IPO subscription) or securities listed on Shanghai Stock Exchange (“SSE”) or Shenzhen Stock Exchange (“SZSE”) via Internet Banking, Mobile Banking or Automated Stock Trading Hotline of BOCHK through the New Securities Account within the first 3 months starting from the date of New Securities Account opening (3-month period is calculated on the basis of 90 days with the 90th day, Saturdays, Sundays and public holidays included). There is no maximum limit on the transaction count and Brokerage Fee Reduction amount.
- d. The brokerage fee settled in RMB will be converted into HKD at the exchange rate determined by BOCHK.
Eligible New Securities Customers should pay the brokerage fee of buying and selling transactions first. The Brokerage Fee Reduction will be credited to the settlement account of Eligible New Securities Customers on or before 31 December 2022.
- e. If an Eligible New Securities Customer holds more than one settlement account, BOCHK has the discretion to credit the Brokerage Fee Reduction to any one of the settlement accounts.
- f. **Other transaction fees still apply, including but not limited to transaction charge, Hong Kong stamp duty, transaction levy charged by the Securities and Futures Commission of Hong Kong, trading fee charged by HKEx, stamp duty charged by the State Administration of Taxation, securities management fee charged by China Securities Regulatory Commission, handling fee charged by**



SSE or SZSE and transfer fee charged by China Securities Depository and Clearing Corporation Limited.

- g. Eligible New Securities Customers should maintain valid New Securities Account, relevant settlement account and Integrated Account Services at the time when the Brokerage Fee Reduction is credited, otherwise the offer will be forfeited.

11b. New US Securities Services \$0 brokerage fee offer for buying and selling US stocks

- a. Promotion period is from 1 April 2022 until 30 June 2022 (both dates inclusive) ("Promotion Period").
- b. This offer is only applicable to personal banking customers who hold Integrated Account Services and successfully open new single-name US securities services ("New US Securities Services") with BOCHK during Promotion Period and do not have any single-name US securities services with BOCHK within 6 months preceding the date of New US Securities Services opening ("Eligible New US Securities Customers").
- c. Eligible New US Securities Customers who open New US Securities Services during Promotion Period are entitled to first 3-month brokerage fee reduction ("Brokerage Fee Reduction") for each buying and selling transaction of securities listed on New York Stock Exchange (NYSE), NASDAQ or NYSE Amex Equities Market and settled in USD via Internet Banking or Mobile Banking of BOCHK through the New US Securities Services within the first 3 months starting from the date of New US Securities Services opening (3-month period is calculated on the basis of 90 days with the 90th day, Saturdays, Sundays and public holidays included). There is no maximum limit on the transaction count and Brokerage Fee Reduction amount.
- d. The brokerage fee settled in USD will be converted into HKD at the exchange rate determined by BOCHK. Eligible New US Securities Customers should pay the brokerage fee of buying and selling transactions first. The Brokerage Fee Reduction will be credited to the HKD settlement account of Eligible New US Securities Customers on or before 31 December 2022.
- e. If an Eligible New US Securities Customer holds more than one HKD settlement account, BOCHK has the discretion to credit the Brokerage Fee Reduction to any one of the HKD settlement accounts.
- f. Other transaction fees still apply, including but not limited to US stocks SEC fee and FINRA fee.
- g. Eligible New US Securities Customers should maintain valid New US Securities Services, relevant settlement account and Integrated Account Services at the time when the Brokerage Fee Reduction is credited, otherwise the offer will be forfeited.

11c. Deposit Securities offer:

- a. This offer is only applicable to personal banking customers who successfully deposit securities settled in HKD or RMB and listed on HKEx or SSE or SZSE (excluding Ministry of Finance of the PRC CNY Bonds and The Government of the HKSAR of the PRC iBonds / The Hong Kong Monetary Authority iBonds / The Government of the HKSAR of the PRC Silver Bonds) into BOCHK's single-name securities accounts via Central Clearing and Settlement System (CCASS) (physical scrip is not included) / ("Eligible Securities") from 1 April 2022 until 30 June 2022 (both dates inclusive) ("Deposit Securities Period").

- b. Customers who deposit Eligible Securities with designated market value during Deposit Securities Period (“Eligible Deposit Securities Customers”) and maintaining corresponding Integrated Account Service on 30 June 2022 can entitle to the following reward:

Market Value of Eligible Securities Deposited	BOC Credit Card Free Spending Credit (“Free Spending Credit”)	
	<i>Wealth Management</i>	
HK\$5,000,000 or above	HK\$4,000	
HK\$1,000,000 – below HK\$5,000,000	HK\$2,500	
HK\$100,000 – below HK\$1,000,000	HK\$1,200	

- c. The market value of Eligible Securities is calculated on the basis of the closing price on the day of depositing the securities by Eligible Deposit Securities Customers. If the closing price of Eligible Securities cannot be determined on the day of deposit, the final price used for calculating the market value will be determined by BOCHK at its sole discretion. **This offer is not applicable to customers who withdraw Eligible Securities (via CCASS or by physical scrip) from their related securities accounts maintained with BOCHK during Deposit Securities Period.**
- d. The market value of Eligible Securities and brokerage fee settled in RMB will be converted into HKD at the exchange rate determined by BOCHK.
- e. Each Eligible Deposit Securities Customer will only be entitled to the above offer once. If the Eligible Deposit Securities Customer holds more than one securities account during the Deposit Securities Period, he/she will only be entitled to the above offer once
- f. **To entitle to the offer, Eligible Deposit Securities Customers must hold a valid BOC Credit Card (exclude Additional Card). Otherwise, the offer will be forfeited and will not be entitled to any award in any other format**
- g. Free Spending Credit will be credited to the valid BOC Credit Card Account (exclude Additional Card) of Eligible Deposit Securities Customers on or before 30 September 2022. **Eligible Deposit Securities Customer should maintain valid securities account, settlement account and Integrated Account Service when the BOC Credit Card Free Spending Credit is credited, otherwise the above offer will be forfeited.**

11d. BOC Credit Card Free Spending Credit:

- a. Free Spending Credit is meant exclusively for retail purchase and cannot be used for cash advance, settlement of financial charge or any previous outstanding balance accrued before the Free Spending Credit is credited. Free Spending Credit cannot be converted into cash or exchanged for other gifts and is also not refundable and transferrable.
- b. If Eligible Deposit Securities Customers hold more than one eligible BOC Credit Card, the Free Spending Credit will be credited to the highest tier eligible BOC Credit Card Account (the credit card tier in descending



order is Visa Infinite Card, CUP Dual Currency Diamond Card, World Master Card, Visa Signature Card, Platinum Card, Titanium Card, Gold Card and Classic Card).

- c. The status of the credit card accounts held by the Eligible Deposit Securities Customers should be normal, valid and in good standing, and such accounts should not have overdue/bad records, nor have they been cancelled/terminated for any reason, and the Eligible Deposit Securities customers should not have breached the Card User Agreement when the Free Spending Credit is credited by the BOC Credit Card (International) Limited (the "Card Company"). If the Eligible Deposit Securities Customers cannot fulfil the above requirements, BOCHK and the Card Company reserve the right to forfeit the relevant offer without prior notice.

(12) Monthly Stocks Savings Plan

12a. Monthly Stocks Savings Plan transaction fee rebate offer


- a. Promotion period is from 1 April 2022 until 30 June 2022 (both dates inclusive) ("Promotion Period").
- b. This offer is only applicable to the customers who set up Monthly Stocks Savings Plans via securities account (including Family Securities Accounts) ("Eligible Securities Accounts") maintained with BOCHK during Promotion Period, settle the first contribution payment successfully (including contribution payment settled via securities settlement accounts or BOC Credit Cards) on or before 11 July 2022 ("First Eligible Contribution") and do not make any contribution on Monthly Stocks Savings Plan through the same Eligible Securities Account within 6 months preceding the date of the First Eligible Contribution ("Eligible Monthly Stocks Savings Customer")
- c. Eligible Monthly Stocks Savings Customer can enjoy HK\$50 transaction fee rebate for each month for the first 12 consecutive month contributions starting from the First Eligible Contribution. **However, Eligible Monthly Stocks Savings Customer should pay the transaction fee first (transaction fee is equivalent to 0.25% of the monthly contribution amount for each plan, including the brokerage fee, stamp duty, transaction levy and transaction charge. The minimum monthly charge is HK\$/RMB50).** The transaction fee rebate amount for the first 6 months will be credited to the settlement account of Eligible Monthly Stocks Savings Customer within the 8th calendar month starting from the First Eligible Contribution; and the transaction fee rebate amount for the 7th to 12th month will be credited to the settlement account of Eligible Monthly Stocks Savings Customer within the 14th calendar month starting from the First Eligible Contribution. If an Eligible Monthly Stocks Savings Customer holds more than one settlement account, BOCHK has the discretion to credit the transaction fee rebate amount to any one of the securities settlement accounts
- d. Eligible Monthly Stocks Savings Customer should maintain the Eligible Securities Accounts and the relevant settlement account at the time when the transaction fee rebate is credited, otherwise this offer will be forfeited.
- e. If an Eligible Monthly Stocks Savings Customer terminates the Monthly Stocks Savings Plan or is unable to make contribution within 12 months after making the First Eligible Contribution for any reason, this offer will be forfeited. The Eligible Monthly Stocks Savings Customer can still enjoy HK\$50 monthly transaction fee rebate before the offer is forfeited. However, if the customer sets up the Monthly Stocks Savings Plan again with the same Eligible Securities Account and make contribution within Promotion Period, he/she is not eligible for this offer again.

- f. Each Eligible Monthly Stocks Savings Customer can set up Monthly Stocks Savings Plans with more than one Eligible Securities Account. However, each Eligible Securities Account can enjoy up to HK\$600 transaction fee rebate only

12b. BOC Credit Card Gift Points

- a. If the Monthly Stocks Savings Plan contribution amount is paid by BOC Credit Card, the BOC Credit Card Gift Points will be calculated based on the number of consecutive months of contribution.

Consecutive Month(s) of Contribution	1 to 12 months	13 to 24 months	Over 24 months
Conversion Rate (HKD/RMB contribution amount: Credit Card Gift Points)	5:1	3:1	1:1
Upper Limit of Gift Points	A maximum of 10,000 BOC Credit Card Gift Points can be earned for each monthly contribution		

- b. The above Gift Points Conversion Rate is subject to BOCHK's announcement from time to time.
- c. The Gift Points are only applicable to customers who hold valid BOC Credit Cards issued in Hong Kong bearing  logo, while customers of Great Wall International Credit Card, USD Card, BOC Purchasing Card, BOC Prepaid Card, Private Label Card, Intown Card, BOC Express Cash Card, and customers who have participated in the cash rebate plan are excluded. The Gift Points cannot be redeemed for cash or exchanged for other products or services, and cannot be transferred. The above terms should be read in conjunction with those contained in the latest issue of "BOC Credit Card Gift Point Catalogue".

(13) Mortgage

13a. Digital Application Offer - Preferential interest rate and extra HK\$500 e-Coupons reward

- a. Customers who successfully apply for the Bank of China (Hong Kong) Limited ("BOCHK") Mortgage loan via "Instant Mortgage Application" Service of BOCHK "Home Expert" Mobile APP or BOCHK Website during the period from 1 April 2022 to 30 June 2022 (both dates inclusive); and if such loan offer is accepted by signing off and returning the Offer Letter, plus complete any three of the following items: **register for "Payroll Service" *, open "Wealth Management" / "Enrich" Banking service, enroll in "Premier Home Comprehensive Insurance", apply for BOCHK Credit Card, successfully login to BOCHK Internet Banking / Mobile Banking, or download and bind BoC Pay** on or before 31 August 2022 (collectively named "Eligible Customers"), can enjoy the preferential interest rate and HK\$500 e-Coupons reward (collectively named "Coupons").

*Customer register for Payroll Service via any branch, Phone Banking, Internet Banking or Website of BOCHK during the Promotion Period.

- b. Offer is applicable to new purchase, refinance, refinance with top-up, top-up and remortgage loan of residential property by individual customers.

- c. **The Offer is not applicable to mortgage loan of all individual car park space, industrial and commercial property.**
- d. BOCHK will send the Coupons Redemption Pass by SMS or email to the valid mobile number or email address of Eligible Customers according to BOCHK's record on or before 31 October 2022. Customers should follow the instruction on the redemption SMS or email to download the Coupons via designated merchant's website and / or designated mobile APP for usage in store within the designated redemption period, otherwise the Coupons will be forfeited. For the Coupons denomination, quantity and the related terms and conditions, please refer to the relevant redemption SMS or email for details.
- e. If the account is a joint account, the holders of such account will be considered as one eligible customer and only one of the account holders will be entitled to this reward. BOCHK reserves the final right to grant this offer to any one of the joint-account holders.
- f. BOCHK will not send out any notification, reissue and be liable to the Eligible Customers who fail to register successfully due to wrong information input.
- g. Under any conditions (including during sending SMS or email) if the Coupons are failed to be delivered, stolen, lost, cannot deliver or expired, BOCHK shall not be liable and shall not reissue or replace any defaced/lost Coupons.
- h. The Coupons are limited and available on a first-come-first-serve basis while stock lasts. In case the Coupons are out of stock, BOCHK reserves the right to substitute the Coupons with another gift/coupon. The value or type of the substitute gifts/coupons may be different from the current Coupons provided for this promotion.
- i. The Coupons cannot be transferred, returned, exchanged for other gifts or redeemed for cash. The usage of the Coupons is subject to the terms as specified by the supplier.
- j. BOCHK is not the supplier of the Coupons. Any enquiry or complaint in respect of the Coupons should be directed to the relevant supplier. BOCHK gives no guarantee to the Coupons or the services of the supplier, or does not accept any liability arising in conjunction with the use of the Coupons or the services provided by the supplier.
- k. The Eligible Customers must still hold a valid mortgage account when BOCHK sending out the Coupons Redemption Pass, otherwise the Coupons will be forfeited.

Mortgage loan cash rebate reward

- a. Customers who apply for the BOCHK mortgage loan during the period from 1 April 2022 to 30 June 2022 (both dates inclusive), and if such loan is drawn on or before 31 August 2022, he/she is entitled to the cash rebate. The cash rebate amount shall be subject to BOCHK's final approval. The cash rebate is subject to terms and conditions. Please contact BOCHK staff for details of the cash rebate.
- b. If the account is a joint account, the holders of such account will be considered as one eligible customer and only one of the account holders will be entitled to this reward. BOCHK reserves the final right to grant this offer to any one of the joint-account holders.
- c. BOCHK will credit the cash rebate to the account which the applicant has designated for repayment of the mortgage within 2 weeks after the drawdown of mortgage loan.

13b. Extra HK\$500 “Mortgage Service” Offer:

- a. The promotion period is from 1 April 2022 to 30 June 2022 (both dates inclusive) (“promotion period”).
- b. Customers who successfully apply for Bank of China (Hong Kong) Limited (“BOCHK”) Mortgage Loan, Payroll* and use the Integrated Account Service during the promotion period; and drawdown the mortgage loan on or before 31 October 2022 (collectively named “Eligible Mortgage Customers”), can enjoy HK\$500 extra Cash Reward of mortgage service (“Mortgage Offer”).
*It’s subject to terms and conditions, please refer to point 4 Terms of Payroll Service and point 1 *Wealth Management Service* for details.
- c. Eligible Customers of Payroll Service must provide the designated promotion code "GEN2022Q2" to BOCHK staff when applying for mortgage services in order to register for Mortgage Offer. Regarding the registration records of BOCHK Mortgage Offer, the records of BOCHK system shall prevail.
- d. **The offer is only applicable to "Wealth Management" customers who successfully drawdown the mortgage loan on or before 31 October 2022, the records of the BOCHK system shall prevail.**
- e. **The Offer is applicable to successful mortgage loan application of new purchase, refinance, refinance with top-up, top-up and remortgage loan of residential property by individual customers.**
- f. **The Offer is not applicable to mortgage loan of all individual car park space, industrial and commercial property.**
- g. In the case of a joint mortgage account, at least one of the account holders must be an eligible customer of Payroll Service, that account holder must be a mortgage borrower, and not applicable to a mortgage guarantor.
- h. In the case of a joint mortgage account, the account holder will be regarded as an Eligible Mortgage Customer. Only one of the account holders can enjoy the Mortgage Offer. BOCHK reserves the right to make the final decision to distribute the Mortgage Offer to one of the account holders.
- i. In the case of a joint mortgage account, which has more than one Eligible Customer of Payroll Service, the account can only enjoy the Mortgage Offer once.
- j. Cash Reward of Mortgage Offer will be credited to the designated mortgage repayment account on or before 31 January 2023.
- k. In case the Cash Reward are out of stock, BOCHK reserves the right to substitute the Cash Reward with other gift/coupon/reward. The value or nature of the substituted gift/coupon/reward may be different from the original Cash Reward.
- l. The Eligible Mortgage Customers must still hold a valid mortgage and payroll accounts and when BOCHK sending out the Cash Reward, otherwise the Cash Reward will be forfeited.
- m. The final approved loan terms, including: the amount, interest rate and other applicable terms will be subject to the final approval of BOCHK. BOCHK reserves the right to make the final decision on any mortgage application. BOCHK has the right to refer to the applicant's credit report and based on the information and/or documents provided by the applicant, to determine whether to accept or reject the application, and it is not required to provide any reason for the rejection of the application. If necessary, BOCHK reserves the right to request the applicant to provide other information and/or documents for further approval. Mortgage is subject to the terms listed in the loan document signed by the loan applicant and BOCHK.



(14) Credit Card

14a. Wealth Management Visa Infinite Card Welcome Offer

The promotional offers are subject to terms and conditions, for Wealth Management Visa Infinite Card Welcome Offer and Service details, please refer to relevant promotion materials or www.bochk.com/s/a/vi for more updated information or contact the branch staff of BOCHK.

14b. BOC Dual Currency Card Welcome Offer

The promotional offers are subject to terms and conditions, for BOC Dual Currency Card Welcome Offer and Service details, please refer to relevant promotion materials or www.bochk.com/en/creditcard/details/boccreditcard/gba.html for more updated information or contact the branch staff of BOCHK.

(15) BoC Pay Welcome Offer Terms and Conditions

The promotional offers are subject to terms and conditions, for BoC Pay Welcome Offer and Service details, please check BoC Pay or refer to www.bochk.com/cc/b/bocpay_e or contact the branch staff of BOCHK.

General Terms

- a. The above offers are only applicable to personal banking customers.
- b. Customers can enjoy all the offers listed above simultaneously. However, these offers cannot be used in conjunction with other promotion offers that are not listed in this promotion material.
- c. The above Offer and/or Reward cannot be transferred, returned, exchanged for other gift/coupons/reward/offer or redeemed for cash. BOCHK and/or BOCG Insurance shall not be liable for loss, damage, defacement or misappropriation of the redemption letter and/or the Coupon along with the redemption letter under any circumstances (including at the time of mailing) and will not reissue or replace any of them.
- d. BOCHK or BOCG Insurance is not the supplier of the coupon. Any enquiry or complaint about such coupon should be directed to the relevant suppliers. BOCHK or BOCG Insurance makes no guarantee to the coupon or service of the suppliers and shall not be liable for any matters in relation to the use of coupon or services.
- e. The usage of coupon and/or reward is subject to relevant terms and conditions of the supplier.
- f. If the coupon is lost or damaged, BOCHK shall not be liable and shall not reissue or replace any defaced/lost Coupon.
- g. The coupon and/or above any reward is limited, is on a first-come-first-served basis and is only available while stocks last. In case the coupon and/or reward is out of stock, BOCHK and/or BOCG Insurance reserves the right to substitute the coupon with other gift/coupons/reward/offer. The value or features of the substitute gift/coupons/reward/offer may be different from the current coupon/reward provided for this promotion.
- h. The above products, services and offers are subject to the relevant terms. For details, please refer to the relevant promotion materials or contact BOCHK branch staff.
- i. BOCHK or BOCG Insurance or Card Company reserves the rights to amend, suspend or terminate the above products, services and offers and to amend the relevant terms at any time at its sole discretion.
- j. In case of any dispute, the decision of BOCHK shall be final.
- k. The Terms of the Offer are construed in accordance with, and are governed by the laws of Hong Kong Special Administrative Region.
- l. Should there be any discrepancy between the Chinese and English versions of this promotion material, the Chinese version shall prevail.
- m. Customers are responsible for the data charges imposed by their service providers for using and/or downloading BOCHK Mobile/Internet banking and/or BOCHK Mobile App.
- n. By using BOCHK Mobile/Internet banking and/or BOCHK Mobile App, the viewer agrees to be bound by the content of this disclaimer as it may be amended by the Company from time to time.
- o. Please download mobile applications from official application stores or BOCHK website, and ensure the search wording is correct.



- p. The above Offer and/or Reward is limited, is on a first-come-first-served basis and is only available while stocks last.
- q. If the amount of cash rebate and / or the Coupons reward and / or the Free Spending Credit is in excess of 1% of the mortgage loan amount, it is required to treat the entire amount of cash rebate and / or the Coupons reward and / or the Free Spending Credit as part of the mortgage loan amount for the purpose of calculating the loan-to-value ratio.
- r. Coupons Redemption website and / or Mobile APP are the third parties' website or Mobile APP. Coupons Redemption website and / or Mobile APP are subjected to such service providers' terms and conditions. BOCHK is not the service provider of the Coupons Redemption website and / or Mobile APP. If customers have any enquiries or complaint to them, please directly contact the service providers. BOCHK gives no guarantee to the website and / or Mobile APP of the service providers, or does not accept any liability arising in conjunction with the use of the website or Mobile APP or the services provided by the service providers.
- s. BOCHK has not reviewed or verified the information in the third parties' Mobile Applications or any materials, products or services or privacy practices posted or offered therein or thereat and shall not be under any circumstances be held liable for any loss (whether in negligible or otherwise) whatsoever or howsoever that customers may sustain arising from the use of any information, materials, products, services, or privacy practices posted or offered by the third parties' Mobile Applications. BOCHK does not or does not mean to endorse or recommend any information, materials products or services posted or offered at the third parties' Mobile Applications. Not shall the Company be liable for any inaccuracy or failure of any information, materials, products or services posted or offered at the third parties' Mobile Applications. Please read the terms and conditions and the relevant disclaimer(s) and privacy policy that may be contained in the third parties' Mobile Applications.
- t. The final approved loan terms, including: the amount, interest rate and other applicable terms will be subject to the final approval of BOCHK. BOCHK reserves the right to make the final decision on any mortgage application. BOCHK has the right to refer to the applicant's credit report and based on the information and/or documents provided by the applicant, to determine whether to accept or reject the application, and it is not required to provide any reason for the rejection of the application. If necessary, BOCHK reserves the right to request the applicant to provide other information and/or documents for further approval. Mortgage is subject to the terms listed in the loan document signed by the loan applicant and BOCHK.

Risk Disclosure:

The following risk disclosure statements cannot disclose all the risks involved and does not take into account any personal circumstances unknown to BOCHK. You should undertake your own independent review and seek independent professional advice before you trade or invest especially if you are uncertain of or have not understood any aspect of the following risk disclosure statements or the nature and risks involved in trading or investment. You should carefully consider whether trading or investment is suitable in light of your own risk tolerance, financial situation, investment experience, investment objectives, investment horizon and investment knowledge.



Risk of Foreign Currency Trading

Foreign currency investments are subject to exchange rate fluctuations which may provide both opportunities and risks. The fluctuation in the exchange rate of foreign currency may result in losses in the event that customer converts the foreign currency into Hong Kong dollar or other foreign currencies.

Risk Disclosure of Securities Trading

Risk of Securities Trading

Monthly Stocks Savings Plan is not equivalent to, nor should it be treated as a substitute for, time deposit. The prices of securities fluctuate, sometimes dramatically. The price of a security may move up or down, and may become valueless. It is as likely that losses will be incurred rather than profit made as a result of buying and selling securities.

Risk of Securities Margin Trading

The risk of loss in financing a transaction by deposit of collateral is significant. You may sustain losses in excess of your cash and any other assets deposited as collateral with the licensed or registered person. Market conditions may make it impossible to execute contingent orders, such as "stop-loss" or "stop-limit" orders. You may be called upon at short notice to make additional margin or interest payments. If the required margin or interest payments are not made within the prescribed time, your collateral may be liquidated without your consent. Moreover, you will remain liable for any resulting deficit in your account and interest charged on your account. You should therefore carefully consider whether such a financing arrangement is suitable in light of your own risk tolerance, financial situation, investment experience, investment objectives, investment horizon and investment knowledge.

You are reminded to understand the relevant details, risks, charges and important notes before investing in Shanghai A shares or Shenzhen A shares. For details, please read the "Important Notice of Trading China A Shares and A Shares Margin Trading via Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect" in BOCHK's website or the branch staff of BOCHK.

RMB Conversion Limitation Risk

RMB investments are subject to exchange rate fluctuations which may provide both opportunities and risks. The fluctuation in the exchange rate of RMB may result in losses in the event that the customer converts RMB into HKD or other foreign currencies. RMB is currently not fully freely convertible. Individual customers can be offered CNH rate to conduct conversion of RMB through bank accounts and may occasionally not be able to do so fully or immediately, for which it is subject to the RMB position of the banks and their commercial decisions at that moment. Customers should consider and understand the possible impact on their liquidity of RMB funds in advance.

Important Notice of US Securities

You should fully understand the details, risks, charges and important notice before invest in US securities. You should seek advice from your professional advisors as to your particular tax position, including but not limited to estate duty and withholding tax that might arise from investing in overseas products.



US securities investment services are not applicable to U.S. persons and might only be applicable to limited jurisdiction. Any person considering an investment should seek independent advice on the suitability or otherwise of the particular investment.

Since the server requires regular maintenance services, the system will not be able to provide the trading, fund transfer, checking securities custody and corporate action services at the following time: Hong Kong time Saturday 11:30am – 4:30pm.

Since the server requires additional maintenance services, the system will not be able to provide the trading, fund transfer and corporate action services (enquiry function remains normal) at the following time: Hong Kong time daily 12:45pm – 2:15pm (during Standard Time in the United States- from the first Sunday in November to the second Sunday in March) or 11:45am – 1:15pm (during Daylight Saving Time in the United States- from the second Sunday in March to the first Sunday in November).

Risk disclosure of Fund:

Fund products or services are not equivalent to, nor should it be treated as a substitute for, time deposit. Although investment may bring profit opportunities, each investment product or service involves potential risks. Due to dynamic changes in the market, the price movement and volatility of investment products may not be the same as expected by you. Your fund may increase or reduce due to the purchase or sale of investment products. The value of investment funds may go up as well as down and the investment funds may become valueless. Therefore, you may not receive any return from investment funds. Part of your investment may not be able to liquidate immediately under certain market situation. The investment decision is yours but you should not invest in these products unless the intermediary who sells them to you has explained to you that these products are suitable for you having regard to your financial situation, investment experience and investment objectives. Before making any investment decisions, you should consider your own financial situation, investment objectives and experiences, risk acceptance and ability to understand the nature and risks of the relevant product. Investment involves risks. Please refer to the relevant fund offering documents for further details including risk factors. If you have any inquiries on this Risk Disclosure Statement or the nature and risks involved in trading or funds etc, you should seek advice from independent financial adviser.

Equity Linked Investment Products Important Risk Warnings

Unlisted structured investment products.

Our ELIs are unlisted structured investment products embedded with derivatives and are NOT equivalent to time deposits.

Not covered by the Investor Compensation Fund.

Our ELIs are not listed on any stock exchange and are not covered by the Investor Compensation Fund in Hong Kong.

Not principal protected.

Our ELIs are not principal protected: **you could lose all of your investment.**



No collateral.

Our ELIs are not secured on any of our assets or any collateral.

Not the same as buying any linked stock.

Buying our ELIs is not the same as buying any linked stock. You do not acquire any right in a linked stock except where such linked stock is determined on the valuation date to be deliverable to you on the settlement date, in which case you will be entitled to the rights of such linked stock from and including the valuation date in accordance with the terms and conditions of our ELIs. Changes in the market price of such linked stock may not lead to a corresponding change, or any change at all, in the market value of, and/or your potential gain or loss under, our ELIs.

Limited market making arrangement.

Our ELIs are designed to be held until expiry. We will only provide limited market making arrangement for our ELIs with an investment period of more than 6 months on a bi-weekly basis. If you sell your investment in an ELI before expiry, you may receive an amount which is substantially less than your original investment amount.

Maximum loss upon BOCHK's default or insolvency. Our ELIs constitute general, unsecured and unsubordinated contractual obligations of Bank of China (Hong Kong) Limited and of no other person (including the ultimate holding company of our group, Bank of China Limited). If you purchase our ELIs, you are relying upon the creditworthiness of Bank of China (Hong Kong) Limited and have no rights under the terms and conditions of our ELIs against the issuer(s) of the linked stock(s). In the worst case scenario, **you could lose all of your investment.**

BOCHK is not the ultimate holding company of the group to which we belong and with which our name is identified. The ultimate holding company of our group is Bank of China Limited which does not guarantee the performance of our obligations under our ELIs.

No direct contractual rights against the Issuer and reliance upon distributor.

Each series of our ELIs will be represented by a global certificate and no individual certificate will be issued to you with respect to your interest in our ELIs. You do not have any direct contractual rights against us (as the Issuer). To assert your rights as an investor in our ELIs against us (as the Issuer), you will have to rely on your distributor (and, if applicable, its direct or indirect custodian) to take action on your behalf. If your distributor (i) fails to take action in accordance with your instructions; (ii) becomes insolvent; or (iii) defaults on its obligations under the terms of the customer agreement between you and your distributor, you may only have a claim as an unsecured creditor of such distributor, and you will need to take action against your distributor in accordance with the terms of such customer agreement. This is a complicated area of law and you should seek independent legal advice for further information.

English version of the terms and conditions prevails over Chinese version.

The global certificate representing a series of our ELIs and the terms and conditions of our ELIs will only be issued in English for the purpose of lodgment with the relevant clearing system(s). If there is any inconsistency between the Chinese version and the English version of the terms and conditions of our ELIs, the English version will prevail over the Chinese version. If you do not understand the English version, you should seek independent professional advice.



Conflicts of interest. We, BOCHK, are the Issuer and the Product Arranger of our ELIs and also the principal paying agent, the market agent, the calculation agent and a distributor for our ELIs. Potential and actual conflicts of interest may arise from the different roles played by us and our subsidiaries and affiliates in connection with our ELIs and our economic interests in each role may be adverse to your interests in our ELIs.

Risk disclosure of Third Party Structured Note linked to Equity:

Investment involves risk. Please read the issuer's term sheet and offering documents for further product details including the risk factors before you invest. This risk disclosure statement is not exhaustive and does not take into account your personal circumstances not disclosed to the Bank. You should consider carefully, and seek professional advice, if necessary, on whether Note is suitable for you in light of your experience, objectives, financial position and other relevant circumstances and decide for yourself whether Note investment meets your investment needs.

- 1) **Derivatives:** Derivatives have a high degree of price variability and are subject to occasional rapid and substantial changes. Compared to conventional securities, derivatives can be more sensitive to changes in interest rates or to sudden fluctuations in market prices due to both the low margin deposits required, and the extremely high degree of leverage involved in derivative products.
- 2) **Investment risk:** The prices of Note may go up and down and may be volatile. The Note is also subject to the risk of vulnerability to economic cycles. The performance of the underling(s) might adversely affect the payout. In extreme cases, the Note may even become worthless. Buying and selling Note may not necessarily result in any profit, and may sometimes result in loss.
- 3) **No principal protection:** Unless otherwise specified, Note is not principal protected and you may receive the underlying stock instead of your investment capital upon maturity of the Note. You are therefore exposed to the risks factor associated with the specific industry of the underlying stock(s). The value of such stock may be substantially lower than your investment capital You may therefore suffer a loss or a substantial loss in your investment in Note.
- 4) **Worst of basket:** When the Note is linked to a basket of underlying stocks in a "worst of basket" structure, the payout (in terms of yield/coupon, Early/Final Redemption) might be dependent on the worst performing asset/stock. You are obliged to buy at the strike price the worst-performing stock in the basket, if the final price of the worst-performing stock is below the strike price.
- 5) **Not the same as investments in the underlying stock:** You have no rights in relation to the underlying stock to which payments under the Note are linked, such as rights to receive dividends or voting rights in respect of stock in the equity issuer. Where Note are to be redeemed by physical delivery of stock or debt obligations of an equity issuer you will not receive any rights as a holder of such stock or obligations until such time as they are delivered to you.
- 6) **Credit and insolvency risk of the issuer:** The Note constitute the Issuer's direct, unsubordinated and unsecured obligations and rank and will rank (subject to certain statutory exceptions) equally with all its other unsecured obligations (other than subordinated obligations, if any) from time to time outstanding. The Note is subject to the risk of the issuer and guarantor, as applicable and no other companies. Note is subject to the risk of the issuer defaulting on its obligations. The credit ratings of the issuer assigned by the credit agencies do not guarantee the creditworthiness of the issuer. Should the Issuer become insolvent or go into liquidation or default on its obligations, you will be ranked as an unsecured creditor of the issuer and may lose your entire investment, regardless of the movements in the underlying exchange rate or the terms of Note.

- 7) Issuer's early termination risk:** The issuer may terminate the Note prior to their maturity for various reasons pursuant to the terms and conditions of the Note, including taxation reasons, illegality or events beyond the control. If the issuer terminates the Note early, the issuer will, if and to the extent permitted by applicable law, pay a holder of the Note such amount as it determines to be the then fair market value of the Note, taking into account, without limitation (i) the cost to the Issuer of unwinding any related underlying hedging arrangements; (ii) any replacement liquidity costs and/or (iii) any other appropriate costs. Therefore, the amount payable to you (if any) on such early termination may be substantially less than your original investment. You will bear re-investment risk that the prevailing market conditions may have changed and may hinder you from making any further investment under similar terms.
- 8) Be distinguished from savings or time deposits:** Note is an investment product and is not equivalent to a time deposit, and is unsecured and is not guaranteed (unless there is guarantor). Note is not a protected deposit and is not protected by the Deposit Protection Scheme in Hong Kong. Investment in Notes involves risks not associated with regular bank deposit and should not be regarded as a substitute for regular savings or time deposit.
- 9) Interest rate risk:** Changes in interest rates may have a significant impact on Notes. Generally speaking the bond component's value fall when interest rates rise. Furthermore, the performance of the underlying(s) might also be affected positively or negatively in relation to interest rate movements.
- 10) Exchange rate risk:** There may be an exchange rate risk in respect of the Note where the amount payable at redemption is converted from one currency to another. Fluctuation in foreign exchange rates, foreign political and economic developments or so may affect your investment return on the Note.
- 11) Tenor risk:** Usually Note has a specified investment period. The longer the investment period of the Note, the more likely changes in interest rates, exchange rates, market environments and the issuer's financial and operating conditions. Your actual return (if any) may be substantially lower than expected and you may even suffer losses
- 12) Liquidity risk:** Notes are designed to be held to maturity and there may be no active secondary market quotations for them. If you try to sell the Note, you may not be able to find a buyer, or the sale price may be much lower than the cost you invested. You may suffer a loss if you sell your Note before maturity.
- 13) Emerging market risk (applicable to issuer or underlying(s) in emerging markets):** Investing in emerging markets involves certain risks and special considerations not typically associated with investing in other more established economies or securities markets. Such emerging markets may lack the social, political or economic stability. Exposure to these markets may entail more volatility than investments in more established markets.
- 14) Additional counterparty and settlement risk:** For Note transaction, the Bank will only act as your agent to search for the Notes and your counterparty. In the event that the counterparty defaults before the Note is delivered, it is possible that you may lose their entire investment. In the event that the counterparty fails to deliver the Note, you will be unable to sell the Note or transfer the Note to other custodians. As for final redemption, Note holder may suffer loss if the counterparty/issuer delay or fail to deliver the principal amount/underlying(s) at maturity.
- 15) Political risk:** Political instability can have a negative effect on the Note's price and lead to huge fluctuations.
- 16) Market disruption:** The Calculation Agent may determine that a disruption event in respect of the underlying stock or linked index has occurred or exist at any relevant time. Any such determination may affect the value of the Note and / or delay settlement in respect of the Note.
- 17) Adjustment risk:** The Calculation Agent has the sole and absolute discretion to make adjustment and determination as it considers



18) Reliance on distributors and charges: If you hold the Note through a distributor, you will have to rely on your distributor to distribute notices, make payment or deliveries, enforce any rights under the Note. You will also be exposed to the credit risk of the distributor. Your potential return on the Note may be reduced by the amount of any handling fee or other charges you have to pay your distributor when you make your application.

19) RMB Conversion Limitation Risk: RMB investments are subject to exchange rate fluctuations which may provide both opportunities and risks. The fluctuation in the exchange rate of RMB may result in losses in the event that the customer converts RMB into HKD or other foreign currencies.

(Only applicable to Individual Customers) RMB is currently not fully freely convertible. Individual customers can be offered CNH rate to conduct conversion of RMB through bank accounts and may occasionally not be able to do so fully or immediately, for which it is subject to the RMB position of the banks and their commercial decisions at that moment. Customers should consider and understand the possible impact on their liquidity of RMB funds in advance.

20) Risks of Trading of Listed RMB Equity Products (applicable to RMB linked or denominated Note): Investment / Market Risk:

Like any investments, RMB equity products are subject to investment risk. The price of the RMB equity products in the secondary market may move up or down. Losses may incur as a result of investing in the products even if the RMB appreciates against HKD or other currencies.

Liquidity Risk: RMB equity products are a new type of investment product in the Hong Kong market. Regular trading or an active secondary market in these products may not be available. Therefore, you may not be able to sell your investments in the RMB equity products on a timely basis, or you may have to offer them for sale at a deep discount to their value in order to find a buyer. If the Central Government of the PRC tightens foreign exchange controls, the liquidity of RMB or RMB equity products in Hong Kong will be affected and you may be exposed to greater liquidity risk.

Currency Risk: If this product is not denominated in your home currency, and you choose to convert it back to your home currency upon maturity, you should note that exchange rate fluctuations may have an adverse impact on, and the potential loss may offset (or even exceed), the potential return of the product. If you are a non-Mainland investor who holds a local currency other than RMB, you will be exposed to currency risk if you invest in RMB equity products. You will incur currency conversion costs, being the spread between buying and selling of RMB, at the time of conversion between your local currency and RMB for the purchase or sale of an RMB equity product. Even if the price of the RMB equity products you are holding remains unchanged, you may not receive the same amount of HKD when you sell the products due to the spread between buying and selling of RMB. RMB is a restricted currency and is subject to foreign exchange controls. Although the Central Government of the PRC has relaxed the restrictions by allowing banks in Hong Kong to conduct RMB business in a specified scope, RMB is still not freely convertible in Hong Kong. You may not be able to convert RMB at your preferred time and/or in your preferred amount or conversion cannot be made, which may lead to investment losses. The policies of the Central Government of the PRC on foreign exchange control are subject to change, and your investment may be adversely affected.



Exchange Rate Risk: RMB equity products that are traded and settled in RMB are exposed to exchange rate risk. The fluctuation in the exchange rate of RMB may result in losses in the event that the customer converts RMB into Hong Kong dollars or other foreign currencies. Moreover, there is no guarantee that RMB will not depreciate. Any devaluation of RMB could adversely affect the value of your investment in the RMB equity products. RMB equity products are not an investment instrument for speculating on RMB/HKD exchange rate movements.

Default Risk & Credit Risk: In general, RMB equity products are exposed to the usual kind of default risks that might be associated with equity products denominated in other currencies. The performance of RMB equity products is affected by the underlying business performance and a variety of other factors in connection with the issuers, and is subject to the credit risks associated with the special profile or special business strategy that the issuers may have.

Emerging Market Risk: RMB equity products associating with the market of the Mainland of China are particularly subject to risks that may arise from the relevant market/industry/sector and other factors such as change in government policies, taxation and political development in the Mainland.

21) Risks of Trading of ETF/Synthetic ETF Products (applicable to ETF/Synthetic ETF linked Note):

Derivatives risk: Synthetic ETFs are structured product involving derivatives. Derivatives have a high degree of price variability and are subject to occasional rapid and substantial changes. An ETF's losses may be greater if it invests in derivatives than if it invests only in conventional securities. Compared to conventional securities, derivatives can be more sensitive to changes in interest rates or to sudden fluctuations in market prices. There may be transaction costs associated with the use of derivatives. In addition, many derivatives are not traded on exchanges. As a result, synthetic ETFs are subject to the risk of the inability or refusal to perform with respect to such contracts on the part of any counterparties with which that synthetic ETFs trade. This risk is also affected by the fact that over-the-counter derivatives markets are generally not regulated by government authorities and participants in these markets are not required to make continuous markets in the contracts they trade.

Tracking error risk: ETF may trade deeply discount to the NAV of the underlying index due to inefficiency of replication strategy. The tracking error is mainly caused by transaction fees, exchange rate of underlying index and corporate actions of underlying index etc. There may be disparity between the performance of the synthetic ETF and the performance of the underlying index due to, for instance, failure of the tracking strategy, currency differences, fees and expenses.

Market risk: Clients are exposed to the political, economic, currency and other risks related to the synthetic ETF's underlying index. The return on ETF is dependent on movements in the underlying index. The price of underlying index may move rapidly and are affected by a number of factors including, national and international financial, economic, political and other conditions and events and may also be subject to intervention by central banks and other bodies.



Trading at discount or premium: The price of ETF is determined by the supply and demand of the market and may trade at a discount or premium of NAV. Client may suffer substantially at the times of fund liquidation if Client buys the ETF at a premium which is much higher than the NAV. Where the index/market that a synthetic ETF tracks is subject to restricted access, the efficiency in unit creation or redemption to keep the price of the synthetic ETF in line with its NAV may be disrupted, causing the synthetic ETF to trade at a higher premium or discount to its NAV. Client who buys a synthetic ETF at a premium may not be able to recover the premium in the event of termination.

Liquidity risk: Liquidity of ETF depends on many factors such as market volatility, market sentiment or global economic data. Its liquidity may be poor sometimes even it is listed in exchanges. A higher liquidity risk is involved if a synthetic ETF involves derivatives which do not have an active secondary market. Wider bid-offer spreads in the price of the derivatives may result in losses.

Currency risk: ETF may invest in different countries or globally and Client bears a foreign exchange risk resulting from change of exchange rate of underlying index and denomination currency of an ETF. Sometimes, the currencies that the ETF invests in are not freely convertible and the conversion of that currency is subject to exchange controls and restrictions which may affect the movement in the exchange rate of underlying index.

Emerging market risk: Investments in an ETF of the emerging markets are more sensitive to social, political or economic development in the region than those in developed markets, and subject to risk such as market suspension, restrictions on foreign investment and control or repatriation of capital. There are also possibilities of nationalization, expropriation or confiscatory taxation, foreign exchange control, political changes, government regulation, social instability or diplomatic developments which could adversely affect the economics of the emerging markets or the value of ETF investment.

Concentration risk: ETF may invest in single country and sector.

Tax and other risks: Like all investments, an ETF may be subject to tax imposed by the local authorities in the market whose index it tracks and is subject to the risk of change in policy of the reference market.

Overseas exchanges: Client should also note that an ETF listed on overseas exchanges may not have the same specifications as described above or any specifications at all in their names to differentiate synthetic ETF from physical ETF of other replication strategies. Besides, the synthetic ETF listed on overseas exchanges may have more complex structures, such as the use of derivatives to adopt an inverse and/or leveraged strategy which may not be suitable for general investing public. Client should consult their own financial advisers for independent financial advice if in doubt.



Counterparty risk of issuer of financial derivative: Where a synthetic ETF in derivatives to replicate the index performance, Clients are exposed to the credit risk of the counterparties who issued the derivatives, in addition to the risks relating to the index. Further, potential contagion and concentration risks of the derivative issuers should be taken into account (e.g. since derivative issuers are predominantly international financial institutions, the failure of one derivative counterparties of the synthetic ETF may have a “knock-on” effect on other derivative counterparties of the synthetic ETF). Some synthetic ETFs have collateral to reduce the counterparty risk, but there may be a risk that the market value of the collateral has fallen substantially when the synthetic ETF seeks to realize the collateral.

Collateral risk: While some synthetic ETFs may hold, or have recourse to, collateral to mitigate the exposure to credit risks of the derivatives counterparties, the collateral may not comprise any constituent securities of the index. The collateral may also be concentrated in particular market(s), sector(s) and/or securities issued by specific sovereign or public issuer(s) which may not be related to the underlying index. Furthermore, when an ETF seeks to exercise its rights against the collateral upon any default of counterparties, the market value of the collateral could be substantially less than the amount secured if the market drops sharply before the collateral is realised, thereby resulting in significant loss to the ETF.

22) Risks of Trading of RQFII A-share ETF Products (applicable to RQFII A-share ETF linked Note):

Risks relating to the novelty of the product: RQFII A-share ETF is the first RMB physical A-share ETF issued outside mainland China to invest directly in the Mainland A-share market which is inherently a market with restricted access. The novelty and untested nature of such products make them riskier than traditional ETFs investing directly in markets other than the Mainland.

Risks relating to the RQFII regime: The RQFII programme is still at a pilot stage. The relevant policy and rules have only been recently announced by the relevant Mainland authorities and there may be uncertainties as to its implementation. Such policy and rules are subject to change and interpretation by Mainland authorities. The uncertainty and change of the laws and regulations on the Mainland (including the RQFII policy and rules) may adversely impact the RQFII A-share ETFs. The limit of RQFII investment quota may cause units of RQFII A-share ETFs to trade at a significant premium to their NAV.

RMB currency risk: Please refer to Risk no. 19

Risks relating to Mainland markets and concentration risk: RQFII A-share ETFs primarily invest in securities in the Mainland markets and are subject to concentration risk. Investing in the Mainland markets involve certain risks and special considerations as compared with investment in more developed economies or markets, such as greater political, tax, economic, foreign exchange, liquidity and regulatory risks.

Risks relating to RMB trading and settlement of units: It is likely that not all intermediaries are prepared to carry out trading and settlement of RMB-denominated securities. In addition, the liquidity and trading price of the units of RQFII A-share ETFs may be adversely affected by the limited availability of RMB outside mainland China and the restrictions on the conversion between foreign currency and RMB.



Risks relating to the Mainland tax regime: There are risks and uncertainties associated with the current Mainland tax laws applicable to capital gains realised by RQFII through their investments on the Mainland. Although RQFII A-share ETFs may have made a tax provision in respect of potential tax liability, the provision may be excessive or inadequate. Any shortfall between the provisions and actual tax liabilities may be covered by the RQFII A-share ETF's assets and may therefore adversely affect the RQFII A-share ETF's net asset value (NAV).

Trading differences risk: The trading days or hours of the Mainland and Hong Kong stock markets are not exactly the same in terms of trading hours and business days. Investors may not be able to purchase or sell the units of the RQFII A-share ETF during local holidays. Likewise, during Mainland holidays, the market price of underlying securities may not be updated while the RQFII A-share ETF is still trading. Furthermore, A-shares are subject to trading bands which restrict increases and decreases in the trading price, trading of RQFII A-share ETFs listed on the SEHK is not subject to such restrictions. All those differences may affect the level of premium or discount of the trading price of the ETF's units to its NAV.

Mainland brokerage risk: Only one brokerage can be appointed for each market (the Shenzhen Stock Exchange and the Shanghai Stock Exchange) to execute transactions (i.e. trading of A-shares) for the RQFII A-share ETF in mainland China. As such the RQFII A-share ETF will rely on only one brokerage for each market, which may be the same brokerage. If the manager of the RQFII A-share ETF is unable to use its designated brokerage in mainland China, the operation of the RQFII A-share ETF will be adversely affected and may cause the units of the RQFII A-share ETF to trade at a premium or discount to the RQFII A-share ETF's NAV or the RQFII A-share ETF may not be able to track the underlying index.

Government intervention and restrictions risk: The operation and market making activities of RQFII A-share ETFs may be affected by interventions by the governments and regulators in the financial markets, such as an imposition of trading restrictions, a ban on "naked" short selling or the suspension of short selling for certain stocks.

New manager and reliance on parent company risk: The manager of RQFII A-share ETFs may not be experienced in managing ETFs and may heavily leverage on the expertise and systems of its Mainland parent company to support the RQFII A-share ETF's investments in the A-share markets. Any disruption in the assistance from the Mainland parent company may adversely affect the operations of the RQFII A-share ETF.

Reliance on market maker risk: Market makers may not be as interested in making a market in ETF units denominated in RMB. Any disruption to the availability of RMB may adversely affect the capability of market makers in providing liquidity for the units of RQFII A-share ETFs. The liquidity of the ETF may be adversely affected if there is no market maker for the fund or if the market making activities are not effective.

23) Risks of Trading of Dual Counter RQFII A-share ETF Products (applicable to Dual Counter RQFII A-share ETF linked Note):



New model risks: The Dual Counter model in Hong Kong is new. Dual Counter RQFII A-share ETFs allow units to be traded on SEHK in RMB and Hong Kong dollar under two separate counters. The novelty and untested nature of Dual Counter RQFII A-share ETFs may bring additional risks for investment in Dual Counter RQFII A-share ETFs.

Inter-counter trading risks: If your intermediary (e.g. brokerage or bank) does not provide both Hong Kong dollar and RMB trading services at the same time or offer inter-counter transfer services to support Dual Counter trading, you will not be able to buy units traded in one counter and sell them in the other counter. Even if your intermediary is able to provide such service, it may impose an earlier cut-off time, other procedures and fees.

Risks relating to different trading prices in RMB and HKD counters: The RMB counter and HKD counter are two distinct and separate markets. The trading prices of units of the same RQFII A-shares ETF in the two counters may be different and may not always maintain a close relationship depending on factors such as market supply and demand, liquidity in each counter and the exchange rate between RMB and Hong Kong dollar in both onshore and offshore markets.

Risks relating to dividend payment: Dividends of a Dual Counter A-share RQFII A-share ETF are declared in RMB but may be paid in RMB only or, where so offered by the manager, in RMB as well as Hong Kong dollar depending on an investor's election. Depending on the distribution policy of individual Dual Counter RQFII A-share ETF, an investor of units traded in the HKD counter may receive dividend in RMB only. In such circumstances, if such investor does not have an RMB account, he or she may have to bear the fees and charges associated with the conversion of such dividend from RMB into Hong Kong dollar or any other currency.

Risk of bonds trading

The prices of bonds fluctuate, sometimes dramatically. The price of a bond may move up or down, and may become valueless. It is as likely that losses will be incurred rather than profit made as a result of buying and selling bonds

Key Risk Disclosures of bonds

- 1) **Investment risk:** The prices of bonds may go up and down and may be volatile. The bonds may even become worthless. Buying and selling bonds may not necessarily result in any profit, and may sometimes result in loss.
- 2) **Issuer / Guarantor credit risk:** The return on bonds is linked to the credit of the Issuer and Guarantor, as applicable. The credit ratings assigned by credit rating agencies do not guarantee the creditworthiness of the Issuer and Guarantor, as applicable. In the event that the Issuer defaults, it is possible that you may lose all your investment, including the principal.
- 3) **To be distinguished from savings or time deposits:** The bonds are an investment product and are not equivalent to a time deposit, and are unsecured and are not guaranteed (if there is no guarantor). The bonds are not protected deposits under the Deposit Protection Scheme in Hong Kong. The bonds are not principal-protected. The investment in bonds involve risks not associated with regular bank deposits and should not be regarded as a substitute for regular savings or time deposit.



- 4) **Not covered by the Investor Compensation Fund:** The bonds are not covered by the Investor Compensation Fund.
- 5) **Interest rate risk:** Changes in interest rates may have a significant impact on the market price of the bonds. For example, bond prices generally fall when interest rates rise - In this situation, you may incur a loss from the decrease in market price of the bonds if you sell the bonds before the final maturity date.
- 6) **Currency risk:** For bonds not denominated in your home currency, if the currency in which the bonds are denominated depreciates against your home currency during your holding period, and if calculated and settled in your home currency, exchange rate fluctuations may have an adverse impact on, and the potential loss may offset (or even exceed), the investment return.
- 7) **Tenor risk:** The bonds have a specified investment period. The longer the investment period of the bonds, the more likely changes in interest rates, exchange rates, market environments and the Issuer's financial and operating conditions may affect the bond value during the investment period. Your actual return (if any) may be substantially lower than expected and you may even suffer losses.
- 8) **Liquidity risk:** The bonds are designed to be held to maturity and there may be no active secondary market quotations for the bonds. If you try to sell your bonds before maturity, it may be difficult or impossible to find a buyer, or the sale price may be much lower than the amount you had invested. You may suffer a loss if you sell your bonds before maturity.
- 9) **RMB Conversion Limitation Risk:** RMB investments are subject to exchange rate fluctuations which may provide both opportunities and risks. The fluctuation in the exchange rate of RMB may result in losses in the event that the customer converts RMB into HKD or other foreign currencies. RMB is currently not fully freely convertible. Individual customers can be offered CNH rate to conduct conversion of RMB through bank accounts and may occasionally not be able to do so fully or immediately, for which it is subject to the RMB position of the banks and their commercial decisions at that moment. Customers should consider and understand the possible impact on their liquidity of RMB funds in advance.
- 10) **Emerging Market Risk:** Investing in emerging markets involves certain risks and special considerations not typically associated with investing in other more established economies or securities markets. Such emerging markets may lack the social, political or economic stability. Exposure to these markets may entail more volatility than investments in more established markets.

11) Other risks:

There may be other risks associated with the investment of each particular bond which are not mentioned above, please refer to each individual Term Sheet for details.

This promotion material does not constitute any offer, solicitation, recommendation, comment or guarantee to the purchase, subscription or sale of any investment product or service and it should not be considered as investment advice.

This promotion material is issued by BOCHK and the contents have not been reviewed by the Securities and Futures Commission of Hong Kong.

Important Note of Life Insurance Plans and Annuity Plan ("Life Insurance Plans")

- The Life insurance plan is underwritten by BOC Group Life Assurance Company Limited ("BOC Life") or China Life Insurance (Overseas) Company Limited ("China Life (Overseas)"). BOCHK is the major insurance agency appointed by BOC Life and China Life (Overseas).



- BOC Life and China Life (Overseas) are authorized and regulated by the Insurance Authority to carry-on long-term insurance business in the Hong Kong Special Administrative Region of the People's Republic of China.
- BOCHK is granted an insurance agency licence under the Insurance Ordinance (Cap. 41 of the Laws of Hong Kong) by Insurance Authority in Hong Kong SAR. (insurance agency licence no. FA2855)
- BOC Life or China Life (Overseas) reserve the right to decide at its sole discretion to accept or decline any application for the Plan according to the information provided by the proposed insured and the applicant at the time of application.
- Life insurance plan is subject to the formal policy documents and provisions issued by BOC Life or China Life (overseas). Please refer to the relevant policy documents and provisions for details of the Insured items and coverage, provisions and exclusions.
- BOCHK is the appointed agency of BOC Life and/or China Life (Overseas) for distribution of life insurance products. The life insurance products are products of BOC Life and/or China Life (Overseas) but not 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 Life Insurance Plans should be resolved between directly BOC Life or China Life (Overseas) and the customer.
- BOC Life or China Life (Overseas) reserves the right to amend, suspend or terminate the Life Insurance Plans at any time and to amend the relevant terms and conditions. In case of dispute(s), the decision of BOC Life shall be final.
- This promotion material is for reference only and is intended to be distributed in Hong Kong only. It 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 or China Life (Overseas) outside Hong Kong. Please refer to the policy documents and provisions issued by BOC Life or China Life (Overseas) for details (including detailed terms, conditions, exclusions, policy costs and fees) of the Plan. For enquiry, please contact the branch staff of the major insurance agent banks.

Premier Home Comprehensive Insurance, BOC Standard Voluntary Health Insurance Scheme Certified Plan and BOC Flexi Voluntary Health Insurance Scheme Certified Plan (“Designated Plans”)

Important Notes:

- The Designated Plans are underwritten by Bank of China Group Insurance Company Limited ("BOCG Insurance").
- BOCHK is an appointed insurance agency of BOCG Insurance for the Designated Plans. The Designated Plans are products of BOCG Insurance but not BOCHK.
- BOCHK is granted an insurance agency licence under the Insurance Ordinance (Cap. 41 of the Laws of Hong Kong) by Insurance Authority in Hong Kong SAR. (Insurance agency licence no. FA2855)
- 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 Designated Plans should be resolved directly between BOCG Insurance and the customer.



- BOCG Insurance is authorized and regulated by Insurance Authority to carry on general insurance business in the Hong Kong Special Administrative Region of the People's Republic of China.
- BOCG Insurance reserves the sole right to determine whether any application for the Designated Plans are acceptable or not in accordance with the information submitted at the time of application by the Proposer and/or insured person.
- BOCHK and/or BOCG Insurance reserve the right to amend, suspend and terminate the Designated Plans, and to amend the relevant terms and conditions. In case of any dispute(s), the decision of BOCHK and/or BOCG Insurance shall be final.
- The promotion material is for reference only. Details of the coverage of the Designated Plans are subject to the terms and conditions stipulated in the policy by BOCG Insurance. Please refer to the policy document for the details of the insured items and coverage, provisions and exclusions.
- This promotion material is for reference only and is intended to be distributed in Hong Kong only. It 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 BOCG Insurance outside Hong Kong. Please refer to the policy documents and provisions issued by BOCG Insurance for details (including detailed terms, conditions, exclusions, policy costs and fees) of the Designated Plan and its supplementary rider(s) (if any). For enquiry, please contact our branch staff or visit BOCHK website www.bochk.com.
- The terms and conditions of this promotional material are applicable within Hong Kong Special Administrative Region ("HKSAR") only. The relevant insurance product is only distributed in HKSAR.