

HSBC Commercial Banking Customers who successfully enroll in HSBC Wealth Goal Insurance Plan II† during the promotion period can enjoy the following premium discount offers*:

(For HSBC Commercial Banking Customers only)

Promotion period: 1 April 2022 to 30 June 2022 (both dates inclusive)

Total Premium Amount	Premium Discount	
	Monthly [^] / Annual Pay (3/ 5/ 10/ 15/ 20 year)	Single Pay
Greater than or equal to US\$25,000 and less than US\$50,000	3.5% of the first year premium amount [^]	1.1% of the single premium amount
Greater than or equal to US\$50,000 and less than US\$200,000	4.5% of the first year premium amount [^]	1.5% of the single premium amount
Greater than or equal to US\$200,000 and less than US\$500,000	6.5% of the first year premium amount [^]	2.2% of the single premium amount
US\$500,000 or above	10% of the first year premium amount [^]	3% of the single premium amount

* Please refer to “General Terms and Conditions” for details, and the specific product brochures and policy terms and conditions for details of the product.

[^] For monthly payment mode, the first year premium amount will be determined by multiplying the monthly premium payment by 12.

General Terms and Conditions

- The promotional offers are only applicable to applications successfully applied and submitted by a HSBC Commercial Banking Customer (as defined below in paragraph 5) to the Bank’s Insurance Sale Manager in respect of a purchase of HSBC Wealth Goal Insurance Plan II and such policy being issued by HSBC Life (International) Limited (“HSBC Life”) **on or before 31 July 2022**. The promotion shall at all times be subject to these Terms and Conditions.
- If the HSBC Commercial Banking Customer is also entitled to other prevailing promotional offer(s) in respect of the same designated insurance plan, The Hongkong and Shanghai Banking Corporation Limited in the Hong Kong Special Administrative Region (“Hong Kong”) (and its successors and assigns) (“HSBC” or the “Bank”) and HSBC Life (International) Limited (and its successors and assigns) (“HSBC Life”) reserve the right to provide only one of such offers to the customer, at HSBC’s and HSBC Life’s discretion.
- The offers under this promotion are only applicable to policies applied for by a company as the policyholder. In case the policyholder applies multiple policies for the same life insured during the promotion period, the relevant policyholder will be entitled to premium discount offer for one application only.
- The offers under this promotion are not exchangeable for cash and are not transferable.
- “HSBC Commercial Banking Customers” are existing commercial banking customers of the Bank at the time of the application.
- HSBC Life reserves the right to accept or reject any application for any plan based on the information provided by the policyholder and/or the life insured during the application.
- The Hongkong and Shanghai Banking Corporation Limited (“HSBC”) is registered in accordance with the Insurance Ordinance (Cap. 41 of the Laws of Hong Kong) as an insurance agency of HSBC Life for the distribution of life insurance products in the Hong Kong SAR. The life insurance products mentioned above are products of HSBC Life but not HSBC. 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 HSBC and the HSBC Commercial Banking Customer out of the selling process or processing of the related transaction, HSBC is required to enter into a Financial Dispute Resolution Scheme process with the HSBC Commercial Banking Customer; however, any dispute over the contractual terms of the above insurance products should be resolved between HSBC Life and the HSBC Commercial Banking Customer directly.
- The Bank and HSBC Life reserve the right to change these Terms and Conditions at any time and the offers may be withdrawn and/or terminated by the Bank and HSBC Life at its discretion without prior notice to the HSBC Commercial Banking Customers. The Bank and HSBC Life accept no liability for any such change, withdrawal and/or termination. The Bank and



- HSBC Life shall not be liable for any loss, damages, costs or expenses which may arise (directly or indirectly) from any change of these Terms and Conditions, or any exercise of the Bank or HSBC Life's discretion in respect of the promotion.
9. All offers under this promotion are provided subject to prevailing regulatory requirements.
 10. No person other than the HSBC Commercial Banking Customer, the Bank and HSBC Life will have any right under the Contracts (Rights of Third Parties) Ordinance to enforce or enjoy the benefit of any of the provisions of these Terms and Conditions.
 11. In the event of dispute, the decision of the Bank and HSBC Life shall be final and conclusive.
 12. Should there be any discrepancy between the English and Chinese versions of these Terms and Conditions, the English version shall prevail.
 13. These Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
 14. Each of the Bank, HSBC Life and the HSBC Commercial Banking Customer submits to the non-exclusive jurisdiction of the courts of Hong Kong but these Terms and Conditions may be enforced in the courts of any competent jurisdiction.

Specific Terms and Conditions – Premium Discount for HSBC Wealth Goal Insurance Plan II,

- a) For single premium, the premium payable will be calculated as:
 - Single premium X 0.989 if total premium amount is greater than or equal to US\$25,000 and less than US\$50,000;
 - Single premium X 0.985 if total premium amount is greater than or equal to US\$50,000 and less than US\$200,000;
 - Single premium X 0.978 if total premium amount is greater than or equal to US\$200,000 and less than US\$500,000;
 - Single premium X 0.97 if total premium amount is US\$500,000 or above
- b) For regular premium paid on an annual basis, the premium payable for the first year will be calculated as:
 - Full annual premium X 0.965 if total premium amount is greater than or equal to US\$25,000 and less than US\$50,000;
 - Full annual premium X 0.955 if total premium amount is greater than or equal to US\$50,000 and less than US\$200,000;
 - Full annual premium X 0.935 if total premium amount is greater than or equal to US\$200,000 and less than US\$500,000;
 - Full annual premium X 0.9 if total premium amount is US\$500,000 or above
- c) For regular premium paid on a monthly basis, customer will enjoy an upfront premium discount. Customer has to pay an initial premium (with amount to be calculated according to the formula below) for the purpose of Direct Debit Authorization (DDA) setup. After payment of this initial premium, customer will enjoy the first 3 or 4 months' protection (as shown in the formula) with the initial premium paid. The amount of initial premium payable will be calculated as:
 - Monthly premium X 2.58 if total premium amount is greater than or equal to US\$25,000 and less than US\$50,000 (this covers the first 3 months' protection and the subsequent premium will be collected starting from the 4th month);
 - Monthly premium X 2.46 if total premium amount is greater than or equal to US\$50,000 and less than US\$200,000 (this covers the first 3 months' protection and the subsequent premium will be collected starting from the 4th month);
 - Monthly premium X 2.22 if total premium amount is greater than or equal to US\$200,000 and less than US\$500,000 (this covers the first 3 months' protection and the subsequent premium will be collected starting from the 4th month);
 - Monthly premium X 2.8 if total premium amount is US\$500,000 or above (this covers the first 4 months' protection and the subsequent premium will be collected starting from the 5th month).

†The above life insurance plan is underwritten by HSBC Life (International) Limited ("HSBC Life"), which is authorised and regulated by the Insurance Authority of the Hong Kong SAR to carry on long-term insurance business in the Hong Kong SAR. HSBC Life will be responsible for providing your insurance coverage and handling claims under your life insurance policy. The Hongkong and Shanghai Banking Corporation Limited ("HSBC") is registered in accordance with the Insurance Ordinance (Cap. 41 of the Laws of Hong Kong) as an insurance agency of HSBC Life for the distribution of life insurance products in the Hong Kong SAR. The above life insurance plan is a product of HSBC Life but not HSBC and it is intended only for sale in the Hong Kong SAR. The policyholder of the above life insurance plan is subject to the credit risk of HSBC Life. For product details and related charges, please refer to the relevant brochures and policy provisions or contact HSBC's Insurance Sales Manager.

