

“Win-Win Business” Promotion

Terms and Conditions

1. The “Bank” refers to Bank of Communications (Hong Kong) Limited.
2. The “Promotion” refers to “Win-Win Business” Promotion.
3. “Customer(s)” refers to selected corporate customer(s) of retail banking of the Bank.
4. “Promotion Period” is from 1st January 2021 to 31st March 2021, both dates inclusive, unless specified otherwise.

5. SME Financing Guarantee Scheme (“SFGS”) Guarantee Fee Subsidy Privilege

- 5.1. The SFGS Guarantee Fee Subsidy in the form of Cash Rebate (Capped at HK\$100,000.-) is only applicable to eligible Customers who successfully apply for the SFGS guarantee loan product during or before the Promotion Period (the successful application date is based on the approval record of the Bank in the system) and have the loan drawn down on or before 30th June 2021.
- 5.2. The SFGS Guarantee Fee Rebate will be credited into the customer’s HKD Savings Account or HKD Current Account that is used for loan repayment according to the following schedule. The rebate will be recorded in transaction history of the said account and no separate notification will be provided. The SFGS loan must still be valid and have no outstanding overdue payment by the time the guarantee fee rebate is credited:

Guarantee Fee Payment Method	Guarantee Fee Rebate	Guarantee Fee Rebate Date
Annual Guarantee Fee	First-year Guarantee Fee Rebate (Capped at HK\$100,000)	On or before 31 st August 2021
Single Upfront Guarantee Fee	Guarantee Fee Rebate (Capped at HK\$100,000)	

- 5.3. In case of full loan repayment and subsequently limit cancellation before the limit expiry date of the revolving loan or early full loan repayment of the non-revolving loan, the customer is required to refund the guarantee fee rebate received under this promotional offer to the Bank.

6. “Win-Win Business” Privileges

- 6.1. To be eligible for the HK\$1,388 Cash Rewards, Customer must fulfil the following requirements:

- 6.1.1. Successfully complete two or more transactions stated below during the Promotion Period:
 - 6.1.1.1. Salaries settlement through Autopay Payroll Services of the Bank for at least one time (must be a registered user of AlphaHRMS Payroll & MPF Services Software)
 - 6.1.1.2. Bills transaction
 - 6.1.1.3. Securities buy or sell transaction
 - 6.1.1.4. CHATS, Outward Remittance, Bills Payment or Foreign Exchange transaction through Corporate Internet Banking
 - 6.1.1.5. Set the Bank as the Faster Payment System (“FPS”) Default Receiving Bank and successfully receive a fund transfer from other banks / institutions via FPS and successfully conduct a fund transfer to other banks /institutions via FPS and
- 6.1.2. New Customers (refers to Customers who do not hold any banking products or services of the Bank in past 365 days while newly open an account during the Promotion Period) are required to maintain the average aggregate month-end credit balance of deposits, investment products and market value of securities holdings at HK\$2,400,000 or above for the period between April 2021 and June 2021
- 6.1.3. Existing Customers (refers to Customers who opened an account on or before 31st December 2020), are required to maintain the average aggregate month-end credit balance of deposits, investment products and market value of securities holdings at HK\$2,400,000 or above for the period between January 2021 and March 2021 and achieve at least 10% net growth compared with 31st December 2020.

6.2. HK\$1,388 Cash Rewards

- (i) HK\$1,388 Cash Rewards will be credited to Customer’s HKD Current Account or Savings Account with the Bank on or before 31st August 2021. Cash Rewards will be recorded in the transaction history of the mentioned account without prior notice.
- (ii) HK\$1,388 Cash Rewards is not applicable to Customer who has been rewarded with “Win-Win Business” Privileges from the 2020 Fourth Quarter “Win-Win Business” Promotion with Promotion Period from October 2020 to December 2020 respectively.

7. “Autopay Payroll Services” Privileges

7.1. New Registration Rewards

- 7.1.1. Customers who newly register the AlphaHRMS Payroll & MPF Services Software during the Promotion Period will be entitled to a HK\$1,000 Insurance Cash Coupon (Customers must complete the Application Form for Payroll and MPF Services Software and receive the Contract Number stated in the Form.)
- 7.1.2. Each Customer can only be entitled to Insurance Cash Coupon once only during the Promotion Period. The Insurance Cash Coupon will be valid only when the Contract Number is stated.
- 7.1.3. Insurance Cash Coupon can be used to pay the premium of designated commercial insurance or employee / group life & medical insurance (“Designated Insurance Products”) with application submitted via the Bank. For detailed terms and conditions, please refer to the Insurance Cash Coupon. The Insurance Cash Coupon can be used in conjunction with the other insurance promotional discounts.
- 7.1.4. “Designated Insurance Products” are products of China BOCOM Insurance Co. Ltd. or Bank of China Group Insurance Co. Ltd. but not the Bank. The Bank is an

insurance agent of China BOCOM Insurance Co. Ltd. and Bank of China Group Insurance Co. Ltd. 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 the Bank and the customer out of the selling process or processing of the related transaction, the Bank is required to enter into a Financial Dispute Resolution Scheme process with the customer; however any dispute over the contractual terms of the product should be resolved between China BOCOM Insurance Co. Ltd. or Bank of China Group Insurance Co. Ltd. and the customer directly.

7.2. New Payroll Rewards

- 7.2.1. To be eligible for the New Payroll Rewards, Customer must fulfil the following requirements:

- 7.2.1.1. Use two or more services stated below by the end of the Promotion Period:

Bills Account / Securities Account / Corporate Internet Banking Services / BComEasy Business Credit Services / MPF Services / Electronic Bill Presentation and Payment Service, and

- 7.2.1.2. Successfully settle monthly salaries through Autopay Payroll Services of the Bank to 3 or more employees with their “S” Payroll Account” for at least two months between January 2021 to June 2021 (“Eligible Payroll Month”)

7.2.2. HK\$138 Monthly Cash Rewards

Customer will be entitled to HK\$138 Cash Rewards for each Eligible Payroll Month. Each Customer can enjoy total monthly Cash Rewards up to HK\$828. Cash Rewards will be credited to Customer’s HKD Current Account or Savings Account with the Bank on or before 31st August 2021. Cash Rewards will be recorded in the transaction history of the mentioned account with no prior notice.

- 7.2.3. HK\$138 Monthly Cash Rewards is not applicable to Customer who has been rewarded with “Autopay Payroll Services” Privileges from the 2020 Fourth Quarter “Win-Win Business” Promotion with Promotion Period from October 2020 to December 2020 respectively.

8. Existing MPF Customers Privileges

- 8.1. Existing MPF Customers who successfully settled MPF contribution by direct debit and/or through “e-Remittance Statement Online Submission” of “iMPF Online Service” for the first time from 1st January 2021 to 30th June 2021, no restriction on number of employees, will be entitled to HK\$400 supermarket coupons. Customers who newly register the Corporate Internet Banking within the Promotion Period at the same time, will be entitled to an extra HK\$400 supermarket coupons (i.e. totally HK\$800 supermarket coupons).
- 8.2. Each Existing MPF Customer will be entitled to a maximum of HK\$800 supermarket coupons within the Promotion Period.
- 8.3. The Bank will contact the eligible Existing MPF Customers to collect the supermarket coupons at the designated branch on or before 31st July 2021.
- 8.4. The Bank is a registered principal intermediary in providing MPF services. The relevant MPF scheme is a product of Bank of Communications Trustee Limited but not the Bank.
- 8.5. 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 the Bank and the customer out of the selling process or processing of the related transaction, the Bank is required to enter into a Financial Dispute Resolution Scheme process with the customer; however any dispute over the contractual terms of the product should be resolved between directly Bank of Communications Trustee Limited and the customer.

9. “Banking Services” Privileges

- 9.1. Customer who is using two or more services stated below by the end of the Promotion Period: AlphaHRMS Payroll & MPF Services Software / Bills Account / Securities Account / BComEasy Business Credit Services / MPF Services / Corporate Internet Banking Services, will be entitled to the privileges stated under clause 9.2, 9.3 or 9.4:

9.2. Corporate Internet Banking Outward Remittances Handling Charge Discount

- 9.2.1. Customer who has successfully completed Outward Remittances transaction (Telegraphic Transfer, including Fast Transfer) through Corporate Internet Banking during the Promotion Period will be entitled to the cash rebate in the full amount of the handling charge for the transaction. Each Customer will be entitled to total rebates up to HK\$500. (Aggregated handling charges with amount less than HK\$100 will not be rebated.)

- 9.2.2. The handling charge will be upfront deducted according to “Charges of Retail Banking Services” of the Bank, and the discounted handling charge will be reimbursed to Customer’s HKD Current Account or Savings Account with the Bank on or before 31st May 2021. The reimbursement will be recorded in the transaction history of the mentioned account with no prior notice. Cable fee of the Outward Remittances transaction will continue to apply.

9.3. Trade Service Handling Charge Discount

- 9.3.1. Customer who has successfully completed Trade transaction through the Bank during the Promotion Period will be entitled to HK\$150 Handling Charge Discount or the Handling Charges actually paid (whichever the lowest) for each completed Trade transaction for the period between April 2021 and June 2021. Each Customer will be entitled to total Handling Charge Discount up to HK\$5,000.
- 9.3.2. Handling Charge Discount in the form of cash rebate will be credited to Customer’s Savings Account or HKD Current Account with the Bank on or before 31st August 2021. The rebate will be recorded in the transaction history of the mentioned account with no prior notice.

9.4 “Online Delighted Time Deposit” Privileges

- 9.4.1 “Promotion Period” of this promotional offer is from 4th January 2021 to 31st March 2021 (both dates inclusive).
- 9.4.2 This promotional offer is only applicable to corporate customers who set up “Online Delighted Time Deposit” by using promotion code via Internet Banking or Mobile Banking during the Promotion Period. The actual interest rates shall be subject to the quotes of the Bank at the time deposits are set up.
- 9.4.3 This promotional offer is available in limited quota until stock lasts.

10. Customer must hold a valid HKD Current Account or Savings Account with the Bank when offers and rewards in this promotion is issued, otherwise the offers and rewards will be forfeited.
11. The Bank is not the supplier of AlphaHRMS Payroll & MPF Services Software, its usage is bound by all the relevant terms and conditions imposed by the supplier. Any inquiry, comment or complaint about the quality of the software or services should be directed to the supplier. The Bank shall not be responsible for any matter in relation to the software or services. Any dispute arising from the software or services should be resolved between the customers and the supplier.
12. The SFGS is provided by The HKMC Insurance Limited (“HKMCI”) and subject to the final decision of HKMCI. For details, please visit the website of the HKMCI at www.hkmc.com.hk/sfgs. All Privileges and Rewards will be based on the final SFGS approval results.
13. The Bank is one of the participating lenders of the SME Financing Guarantee Scheme.
14. SFGS is one of the BComEasy Business Credit Services of the Bank. For all terms and conditions of BComEasy Business Credit Services, including but not limited to interest rate and fees and charges, please refer to the relevant application forms or contact our customer services hotline at (852) 223 95559.
15. For details of the application eligibility and loan use of the SFGS, please visit the website of the HKMCI at www.hkmc.com.hk/sfgs.
16. The Bank will require the eligible enterprise which apply for the guarantee loan product to provide personal guarantee to the Bank in respect of the approved SFGS loan, under which the guarantor must be a person, who is an individual, or a group of persons (who are individuals) who, directly or indirectly, hold(s) or is/are beneficially entitled to more than 50% of the issued share capital or equity interest of the eligible enterprise and shall enter into an irrevocable, unconditional and legally binding guarantee in favour of the Bank in relation to the approved SFGS loan (if more than one person, on a joint and several basis).
17. The loans under SFGS must be used for providing general working capital for the enterprises’ business operations, acquisition of equipment or assets (such as industrial or commercial properties, machinery and equipment, but excluding residential properties) in relation to the enterprises’ business or refinancing any facilities with a guarantee issued under the SFGS or payment of the single upfront guarantee fee under the SFGS. For details of loan use, please visit the website of the HKMCI at www.hkmc.com.hk/sfgs.
18. “Guarantee Fee” means the guarantee fee charged by and payable in the relevant year to the HKMCI for the relevant SFGS facility after applying any discount or support measures offered by the HKMCI. The guarantee fee is subject to the credit facility amount, bank interest rate and the guarantee coverage as determined by the HKMCI from time to time. For details, please visit the website of the HKMCI at www.hkmc.com.hk/sfgs.
19. For all services and transaction records in this Promotion, the Bank’s record shall prevail.
20. All rewards cannot be transferred, returned, redeemed for cash or exchanged for other products or rewards.
21. Redemption of all rewards will be arranged by the Bank without prior notice.
22. All offers and services are subject to their relevant terms and conditions, please contact our staff for details.
23. No person other than the Customer and the Bank will have any right under the Contracts (Rights of Third Parties) Ordinance (Cap. 623, the Laws of Hong Kong) to enforce or to enjoy the benefit of any term under these Terms and Conditions.
24. The Bank reserves the right to suspend or terminate the Promotion and amend the relevant terms and conditions at any time without prior notice. In the event of a dispute arising out of this Promotion, the decision of the Bank shall be final and conclusive.
25. In case of any discrepancies between the English and Chinese versions of the terms and conditions, the Chinese version of the terms and conditions shall prevail.
26. This promotional material is for general introduction only. Please visit our website, refer to related product leaflets / offering documents or contact our staff for details of the products.

Risk Disclosure Statement

1. Investment involves risk. The above information is a general summary and for reference only, and it does not constitute a recommendation, an offer, or a solicitation for investment. The price of securities 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. Before entering into any transaction, you are advised to carefully read the Offering Circular, discuss with your own investment advisor or other appropriate professional to understand the possible risks and benefits of the transaction if needed. You should also take reasonable steps to assess the risks and appropriateness of the transaction in the light of your own risk, financial situation, objectives, investment tenor and circumstances.
2. Foreign currency rates of exchange may adversely affect the value, price or income of any security or related investment. Investors are urged to consider the tax consequences before making an investment and should seek tax advice based on their particular circumstances from an independent tax professional. This document does not purport to identify all the risks that may be involved in the related investments. Before making investment decision, investors should read and understand the offering documents of such products, including but not restricted on the risk disclosure statement and health warning.
3. RMB is subject to exchange rate risk and is currently not freely convertible. Conversion of RMB or provision of RMB services through banks in Hong Kong is subject to relevant RMB policies, other restriction and regulatory requirements in Hong Kong. No prior notice will be given for any changes which may be made from time to time.

To borrow or not to borrow? Borrow only if you can repay!

Bank of Communications (Hong Kong) Limited (A wholly owned subsidiary of Bank of Communications Co., Ltd.)