## 2022 September Discount - First Year Premium Discount Offer

**Eligible HSBC Customers[+] who successfully enroll in the selected life insurance plans during the Promotional Period below can enjoy the following offers:**

[+] If customers cancelled any applications which were submitted or effected on or before the start date of the Promotional Period and apply for below selected life insurance plans during the Promotional Period, the new life insurance application is ineligible for enjoying this discount offer.

**Promotional Period: 1 September 2022 – 30 September 2022**

**Offer:**

| **Eligible Life insurance plans** | **Premium Payment Period** | **Single Premium Amount** | **First-Year Premium Discount Offer** |
|---|---|---|---|
| Jade Global Generations Universal Life (JGG)/<br>Jade Ultra Global Generations Universal Life(JUGG) | Single Premium | Any | 3% |

*Remarks: Premium discount is not applicable to any unscheduled premiums, and/or overfunding premiums. Please refer to the below "Terms and Conditions" for details of the offer, and the specific product brochures and terms and conditions for details of the products, including any related charges.

# Accumulated ANP refers to the ANP of all individual policies of the relevant life insurance plan added together. In respect of a subsequent policy, its application must be completed and accepted within a month from the date of submission of the first policy.

**Terms and Conditions**

1. The promotional offers (the "Promotion") are only applicable to applications successfully submitted by the Eligible HSBC Customers (as defined below) to The Hongkong and Shanghai Banking Corporation Limited and its successors and assigns ("HSBC" or the "Bank") in respect of a new purchase of the Eligible Life Insurance Plans **within the Promotional Period mentioned above** (both dates inclusive) with policy being issued by HSBC Life (International) Limited ("HSBC Life") within the period of 1 September 2022 to 31 December 2022 (both dates inclusive). The Promotion shall at all times be subject to these Terms and Conditions.
2. Staff of HSBC Life or HSBC, its holding company and subsidiaries of such holding company who are eligible to be covered under the HSBC group medical insurance scheme for staff in Hong Kong who are Eligible HSBC Customers are also entitled to the Promotion.
3. If an Eligible HSBC Customer who is entitled to receive the Promotion is also entitled to other premium discount offer(s) under another concurrent promotion run by HSBC Life in the Hong Kong Special Administrative Region ("Hong Kong") in respect of the same type of designated product or service, such customer is only entitled to receive the premium discount offer of the highest value at HSBC Life's discretion.
4. Offers under the Promotion are not applicable to policies applied in a company's name.
5. "**Eligible HSBC Customers**" are HSBC customers who apply for any of the above life insurance plan(s) during the Promotional Period mentioned above.
6. The offers under the Promotion are not exchangeable for cash and are not transferable.
7. HSBC Life reserves the right to accept or reject any application for any plan based on the information provided by applicant as the potential policyholder and/or the potential life insured during the application.
8. For monetary disputes arising between HSBC and the Eligible HSBC Customer out of the selling process or processing of the related transaction, HSBC will enter into a Financial Dispute Resolution Scheme process with the Eligible HSBC Customer; however, any dispute over the contractual terms of the product should be resolved between HSBC Life and the Eligible HSBC Customer directly.
9. 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/or HSBC Life at their/its discretion without prior notice to the Eligible HSBC Customers or to anyone. 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.
10. All offers under this promotion are provided subject to prevailing regulatory requirements.
11. No person other than the Eligible HSBC 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.
12. In the event of dispute, the decision of the Bank and/or HSBC Life shall be final and conclusive.
13. Should there be any discrepancy between the English and Chinese versions of these Terms and Conditions, the English version shall prevail.

14. These Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
15. Each of the Bank, HSBC Life and the Eligible HSBC 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**

1. The 3% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **JGG / JUGG** with single premium option from "Eligible HSBC Customers" mentioned in Clause 5.
2. For single premium, the premium discount provided will be calculated as follows:
    - Single premium X 0.03 (applicable to **JGG / JUGG**)

The life insurance plans are underwritten by HSBC Life, which is authorised and regulated by the Insurance Authority of Hong Kong to carry on long-term insurance business in Hong Kong and is incorporated in Bermuda with limited liability. HSBC Life will be responsible for providing your insurance coverage and handling claims under your life insurance policy. The Bank is registered in accordance with the Insurance Ordinance (Cap. 41 of the Laws of Hong Kong) as an insurance agent of HSBC Life for the distribution of life insurance products in Hong Kong. The above products are products of HSBC Life but not HSBC and they are intended only for sale in Hong Kong. For product details and related charges, please refer to the relevant brochures and policy or contact our HSBC branch staff.

Issued by The Hongkong and Shanghai Banking Corporation Limited and HSBC Life (International) Limited (incorporated in Bermuda with limited liability)

## 2022 Q3 - First Year Premium Discount Offer

**Eligible HSBC Customers[+] who successfully enroll in the selected life insurance plans during the Promotional Period below can enjoy the following offers, subject to the relevant terms and conditions:**

[+] If customers cancelled any applications which were submitted or effected on or before the start date of the Promotional Period and apply for below selected life insurance plans during the Promotional Period, the new life insurance application is ineligible for enjoying this discount offer.

**Promotional Period: 1 July 2022 – 30 September 2022**

**Offer I:**

| **Eligible Life insurance plans** | **Premium Payment Period** | **First-Year Premium Discount/Waiver Offer** |
|---|---|---|
| HSBC Ultra Wealth Goal Insurance Plan (UWGIP) | Single Premium | 3% |
| HSBC Wealth Goal Insurance Plan II (WGIP 2) | Single Premium | 3% |
| | 3-year | 8% |
| | 5 / 10 / 15 / 20-year | 18% |
| HSBC Family Goal Insurance Plan (FGIP) | Any | 18% |
| HSBC Health Goal Insurance Plan (HGIP) | Single Premium | 5.33% |
| | 3 / 5 / 10-year | 16% |
| HSBC Paramount Global Life Insurance Plan (PGIP) | Single Premium | 1% |
| | 2 / 3-year | 8% |
| | 5 / 10-year | 18% |
| Jade Global Generations Universal Life (JGG)/ Jade Ultra Global Generations Universal Life(JUGG) | Single pay | 1% |
| | Annual pay | 4% |
| HSBC Income Goal Deferred Annuity Plan (DANNB)/ HSBC EarlyIncome Deferred Annuity Plan (DEIAP) | Any | 5% |
| HSBC Flourish Income Annuity Plan (FIAP) | Any | 5% |
| Income Goal Insurance Plan II (ANNB2) | Single Premium | 0.67% |
| | Annual pay | 2% |
| Goal Access Universal Life Plan (Protection) (ULPP)/ Goal Access Universal Life Plan (Education) (ULEP) | Single Premium | 0.4% |
| | Annual pay | 2% |
| Mortgage Protection Plan (MPP) | Any | 6 months |

**Offer II:**

| **Eligible Life insurance plans** | **Eligible HSBC Customer** | **First-Year Premium Discount/Waiver Offer** |
|---|---|---|
| Privileged Term Protection Plan (STC) | Jade / Private Bank | 3.5 months |
| | Premier | 2 months |
| | HSBC One | 1.5 month |

**Offer III:**

| Eligible Life Insurance Plans | Premium Payment Term | Single Premium Amount / Accumulated Annualized New Premium (ANP)# | First-Year Premium Discount on top of Offer I |
|---|---|---|---|
| HSBC Ultra Wealth Goal Insurance Plan | Single Premium | >/= US$3,000,000 | +2.5% |
| | | >/= US$1,000,000 | +1.5% |
| HSBC Wealth Goal Insurance Plan II | Single Premium | >/= US$3,000,000 OR HK$23,400,000 | +2.5% |
| | | >/= US$1,000,000 OR HK$7,800,000 | +1.5% |
| | Annual Premium | >/= US$512,000 OR HK$4,000,000 | +2% |
| | | >/= US$256,000 OR HK$2,000,000 | +1% |
| HSBC Health Goal Insurance Plan / HSBC Family Goal Insurance Plan / HSBC Paramount Global Life Insurance Plan / Jade Global Generations Universal Life / Jade Ultra Global Generations Universal Life Income Goal Insurance Plan II/ | Single Premium | >/= US$4,000,000 OR HK$31,200,000 | +2% |
| | | >/= US$3,000,000 OR HK$23,400,000 | +1% |
| | Annual Premium | >/= US$512,000 OR HK$4,000,000 | +2% |
| | | >/= US$256,000 OR HK$2,000,000 | +1% |
| HSBC Income Goal Deferred Annuity Plan / HSBC EarlyIncome Deferred Annuity Plan | Annual Premium | >/= US$25,600 OR HK$200,000 | +2% |
| | | >/= US$12,800 OR HK$100,000 | +1% |
| HSBC Flourish Income Annuity Plan | Aggregate Premium | >/= US$4,000,000 OR HK$31,200,000 | +1.5% |
| | | >/= US$3,000,000 OR HK$23,400,000 | +0.5% |
| | Annual Premium | >/= US$512,000 OR HK$4,000,000 | +1.5% |
| | | >/= US$256,000 OR HK$2,000,000 | +0.5% |

* Remarks: Please refer to the below "Terms and Conditions" for details of the offer, and the specific product brochures and terms and conditions for details of the products, including any related charges.

# Accumulated ANP refers to the ANP of all individual policies of the relevant life insurance plan added together. In respect of a subsequent policy, its application must be completed and accepted within a month from the date of submission of the first policy.

Please refer to the below "Terms and Conditions" for details of the offer and the specific product brochures and terms and conditions for details of the products, including any related charges.

**Terms and Conditions**

1. The promotional offers (the "Promotion") are only applicable to applications successfully submitted by the Eligible HSBC Customers (as defined below) to The Hongkong and Shanghai Banking Corporation Limited and its successors and assigns ("HSBC" or the "Bank") in respect of a new purchase of the Eligible Life Insurance Plans **within the Promotional Period mentioned above** (both dates inclusive) with policy being issued by HSBC Life (International) Limited ("HSBC Life") on or before 30 November 2022 (or 31 December 2022 for the case of JGG and JUGG). The Promotion shall at all times be subject to these Terms and Conditions.
2. Staff of HSBC Life or HSBC, its holding company and subsidiaries of such holding company who are eligible to be covered under the HSBC group medical insurance scheme for staff in Hong Kong who are Eligible HSBC Customers are also entitled to the Promotion.
3. If an Eligible HSBC Customer who is entitled to receive the Promotion is also entitled to other premium discount offer(s) under another concurrent promotion run by HSBC Life in the Hong Kong Special Administrative Region ("Hong Kong") in respect of the same type of designated product or service, such customer is only entitled to receive the premium discount offer of the highest value at HSBC Life's discretion.
4. Offers under the Promotion are not applicable to policies applied in a company's name.

5. "**Eligible HSBC Customers**" are HSBC customers who apply for any of the above life insurance plan(s) during the Promotional Period mentioned above.
6. "**Eligible HSBC Private Bank Customers**" are clients with account holding at HSBC Private Bank.
7. "**Eligible HSBC Jade Customers**" are existing HSBC Jade Customers of Integrated Account - HSBC Jade with the Bank.
8. "**Eligible HSBC Premier Customers**" are existing HSBC Premier Customers of Integrated Account - HSBC Premier with the Bank.
9. "**Eligible HSBC One Customers**" are existing HSBC One Customers of Integrated Account - HSBC One with the Bank.
10. The offers under the Promotion are not exchangeable for cash and are not transferable.
11. HSBC Life reserves the right to accept or reject any application for any plan based on the information provided by applicant as the potential policyholder and/or the potential life insured during the application.
12. For monetary disputes arising between HSBC and the Eligible HSBC Customer out of the selling process or processing of the related transaction, HSBC will enter into a Financial Dispute Resolution Scheme process with the Eligible HSBC Customer; however, any dispute over the contractual terms of the product should be resolved between HSBC Life and the Eligible HSBC Customer directly.
13. 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/or HSBC Life at their/its discretion without prior notice to the Eligible HSBC Customers or to anyone. 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.
14. All offers under this promotion are provided subject to prevailing regulatory requirements.
15. No person other than the Eligible HSBC 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.
16. In the event of dispute, the decision of the Bank and/or HSBC Life shall be final and conclusive.
17. Should there be any discrepancy between the English and Chinese versions of these Terms and Conditions, the English version shall prevail.
18. These Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
19. Each of the Bank, HSBC Life and the Eligible HSBC 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**
**– <u>Offer I</u> Premium Discount**

1. The 3% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **UWGIP** with single premium option from "Eligible HSBC Customers" mentioned in Clause 5.
2. The 3% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **WGIP2** with single premium option from "Eligible HSBC Customers" mentioned in Clause 5.
3. The 8% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **WGIP2** with a 3-year premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
4. The 18% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **WGIP2** with a 5 / 10 / 15 / 20 – year premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5
5. The 18% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **FGIP** from "Eligible HSBC Customers" mentioned in Clause 5.
6. The 5.33% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **HGIP** with single premium option from "Eligible HSBC Customers" mentioned in Clause 5.
7. The 16% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **HGIP** with a 3 / 5 / 10-year premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
8. The 1% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **PGIP** with single premium option from "Eligible HSBC Customers" mentioned in Clause 5.
9. The 8% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **PGIP** with a 2 / 3-year premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
10. The 18% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **PGIP** with a 5 / 10 – year premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
11. The 1% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **JGG/JUGG** with single premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
12. The 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **JGG/JUGG** with annual premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
13. The 5% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **DANNB/DEIAP** from "Eligible HSBC Customers" mentioned in Clause 5.
14. The 5% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **FIAP** from "Eligible HSBC Customers" mentioned in Clause 5.
15. The 0.67% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **ANNB2** with single premium option from "Eligible HSBC Customers" mentioned in Clause 5.
16. The 2% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **ANNB2** with annual premium payment period option from "Eligible HSBC Customers" mentioned in Clause 5.
17. The 0.4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **ULPP / ULEP** with single

premium option from "Eligible HSBC Customers" mentioned in Clause 5.

18. The 2% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of **ULPP / ULEP** with annual premium payment period option from **"**Eligible HSBC Customers" mentioned in Clause 5.
19. The 6 months' Premium Waiver is only applicable to successful applications in respect of a new purchase of **MPP** from **"**Eligible HSBC Customers" mentioned in Clause 5.
20. For premiums paid on an annual basis, the amount of premium payable in the first year will be calculated as follows:
    - Full annual premium X 0.92 or 0.82 (as the case may be) (applicable to WGIP2) OR
    - Full annual premium X 0.82 (applicable to FGIP) OR
    - Full annual premium X 0.84 (applicable to HGIP) OR
    - Full annual premium X 0.92 or 0.82 (as the case may be) (applicable to PGIP) OR
    - Full annual premium X 0.96 (applicable to JGG/JUGG) OR
    - Full annual premium X 0.95 (applicable to DANNB/DEIAP) OR
    - Full annual premium X 0.95 (applicable to FIAP) OR
    - Full annual premium X 0.98 (applicable to ANNB2) OR
    - Full annual premium X 0.98 (applicable to ULPP/ULEP) OR
    - Full annual premium X 0.5 (applicable to MPP)
21. For monthly payment of premium, customers are required to pay the
    - First 2, 4, 5 or 6 months' premium upfront (as the case may be) with the discount deducted from this initial upfront payment (as the case may be) (applicable to WGIP2/ HGIP/ FGIP /PGIP /JGG /JUGG /DANNB /DEIAP /FIAP /ANNB2 /ULPP /ULEP policy)
    - First 2 months' premium up front. Subsequently, all of the 3rd to 8th month's premiums will be waived. (applicable to MPP policy
22. For single premium, the premium discount provided will be calculated as follows:
    - Single premium X 0.03 (applicable to UWGIP) OR
    - Single premium X 0.03 (applicable to WGIP2) OR
    - Single premium X 0.0533 (applicable to HGIP) OR
    - Single premium X 0.01 (applicable to PGIP) OR
    - Single premium X 0.01 (applicable to JGG/JUGG) OR
    - Single premium X 0.0067 (applicable to ANNB2) OR
    - Single premium X 0.004 (applicable to ULPP/ULEP)
23. For aggregate premium, the premium discount provided will be calculated as follows:
    - Full annual premium X 0.05 (applicable to FIAP)

**– <u>Offer II</u> Premium Discount**

24. The 3.5, 2 or 1.5 month First-Year Premium Waiver is only applicable to successful applications in respect of a new purchase of **STC** from "Eligible HSBC Private Bank Customers", "Eligible HSBC Jade Customers", "Eligible HSBC Premier Customers" and "Eligible HSBC One Customers" respectively as mentioned in Clause 6-9.
25. For premium paid on an annual basis, the amount of premium payable in the first year will be calculated as:
    - Full annual premium X 0.708, 0.833 or 0.875 (as the case may be) (for STC)
26. For monthly payment of premium, customers are required to
    - Pay the first 1.5, 2 or 3.5 months' premium upfront (as the case may be), half of the 2nd month and/or all of the 3rd to 5th month's premiums will be waived. (as the case may be) (applicable to STC).

**– <u>Offer III</u> Premium Discount:**

27. The additional 2.5%, 2%, 1.5%, 1% or 0.5% First-year Premium Discount on top of Offer I is only applicable to successful applications in respect of a new purchase of **UWGIP / WGIP2 / HGIP/ FGIP /PGIP /JGG /JUGG /DANNB /DEIAP / ANNB2 / FIAP** from "Eligible HSBC Customers" mentioned in Clause 5.
28. For single premium, the additional premium discount provided will be calculated as follows:
    - Single premium X 0.025 or 0.015 (as the case may be) (applicable to **UWGIP**) OR
    - Single premium X 0.025 or 0.015 (as the case may be) (applicable to **WGIP2**) OR
    - Single premium X 0.02 or 0.01 (as the case may be) (applicable to **HGIP/ FGIP /JGG /JUGG /DANNB /DEIAP / ANNB2**)
29. For premiums paid on an annual basis, the additional premium discount provided will be calculated as follows:
    - Full annual premium X 0.02 or 0.01 (as the case may be) (applicable to **WGIP2/ HGIP/ FGIP /PGIP /JGG /JUGG /DANNB /DEIAP / ANNB2**) OR
    - Full annual premium X 0.15 or 0.005 (as the case may be) (applicable to **FIAP**)
30. For aggregate premium, the premium discount provided will be calculated as follows:

- Full annual premium X 0.15 or 0.005 (as the case may be) (applicable to **FIAP**)

The life insurance plans are underwritten by HSBC Life, which is authorised and regulated by the Insurance Authority of Hong Kong to carry on long-term insurance business in Hong Kong and is incorporated in Bermuda with limited liability. HSBC Life will be responsible for providing your insurance coverage and handling claims under your life insurance policy. The Bank 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 Hong Kong. The above products are products of HSBC Life but not HSBC and they are intended only for sale in Hong Kong. For product details and related charges, please refer to the relevant brochures and policy or contact our HSBC branch staff.

Issued by The Hongkong and Shanghai Banking Corporation Limited and HSBC Life (International) Limited (incorporated in Bermuda with limited liability)

HSBC Life
滙豐保險

# 2022 - 9月首年保費折扣優惠

**合資格滙豐客戶[+] 於以下推廣期間成功投保指定人壽保險計劃可享以下優惠:**

[+] 如客人取消任何於推廣期開始日或之前遞交/已生效的申請，並於推廣期間申請下列的指定人壽保險計劃，新的人壽保險計劃申請並不符合此保費折扣優惠的資格。

## 推廣期: 2022 年 9 月 1 日至 2022 年 9 月 30 日

**優惠:**

| 合資格人壽保險計劃 | 保費供款年期 | 躉繳金額保費 | 首年保費折扣優惠 |
|---|---|---|---|
| 翡翠環球世代萬用壽險/<br>翡翠尊尚環球世代萬用壽險 | 躉繳 | 任何 | 3% |

*備註：保費折扣不適用於非定期保費及/或額外非定期保費。優惠詳情請參閱以下條款及細則及指定產品的宣傳冊子及保單條款及細則，包括收費。

[#]年度化保費累積金額是指在滙豐定義下由第一個申請計起於同一個月內所申請的人壽保險計劃的年度化保費之總和。

**條款及細則**

1. 是次活動之優惠（「優惠」）只適用合資格滙豐客戶 (見下述定義) 於**上述推廣期間**（包括首尾兩天）成功遞交上述合資格人壽保險計劃申請至香港上海滙豐銀行有限公司及其繼承人及受讓人（「滙豐」或「本行」），同時其保單於 2022 年 9 月 1 日至 2022 年 12 月 31 日期間（包括首尾兩天）成功由滙豐人壽保險（國際）有限公司（「滙豐保險」）批核發出。本優惠受此等條款及細則約束。
2. 滙豐保險或滙豐（及其控股公司及該控股公司之子公司並且有資格享有滙豐集團之醫療保險計劃）之員工/人士需同時為合資格滙豐客戶才可享有此優惠。
3. 若合資格客戶同時享有滙豐保險所提供的同一產品/服務的其他保費折扣優惠，位於香港特別行政區(「香港」)的滙豐保險保留權利，只提供價值最高的一項保費折扣優惠。
4. 是次推廣活動之優惠不適用於以公司名義投保的保單。
5. **「合資格滙豐客戶」**指凡於上述推廣期內透申請以上人壽保險計劃的滙豐客戶。
6. 優惠不可轉讓或兌換現金。
7. 滙豐保險將因應可能的保單持有人及 / 或可能的受保人於申請期間所提供的資料保留接受或拒絕任何有關計劃之申請的權利。
8. 有關與滙豐於銷售過程或處理有關交易的金錢糾紛，滙豐將與合資格滙豐客戶把個案提交至金融糾紛調解計劃；此外，有關涉及合資格滙豐客戶在保單條款及細則中的任何糾紛，將直接由滙豐保險與合資格滙豐客戶共同解決。
9. 本行及滙豐保險保留於任何情況下更改條款及細則的權利。本行及 / 或滙豐保險亦可能運用他們/它的酌情權取消及 / 或終止優惠而毋須事前通知合資格客戶或任何人。本行或滙豐保險不會為相關改變、終止及 / 或取消決定所引致之影響負上任何責任。因本條款及細則的任何更改而可能造成的任何(直接或間接)損失、損害或支出或任何行使本行或滙豐保險對此推廣的酌情權，本行及滙豐保險概不負責。
10. 是次優惠均受有關的監管條例約束。

11. 除有關合資格滙豐客戶、本行及滙豐保險以外，並無其他人士有權按《合約（第三者權利）條例》強制執行本條款及細則的任何條文，或享有本條款及細則的任何條文下的利益。
12. 若有任何爭議，本行及/或滙豐保險保留最終決定權。
13. 如英文譯本與中文譯本在文義上出現分歧，概以英文為準。
14. 以上推廣條款及細則受香港特別行政區法律所管轄，並按照香港法律詮釋。
15. 本行、滙豐保險及合資格滙豐客戶受香港特別行政區法律管限，並據此解釋。有關各方受香港法院之非專屬司法管轄權管轄。本條款及細則可由任何具司法管轄權之法院執行。

**指定條款及細則**
**優惠保費折扣優惠**

1. 3% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳保費供款年期的「**翡翠環球世代萬用壽險**」/「**翡翠尊尚環球世代萬用壽險**」的保單。
2. 選擇躉繳保費的客戶所得保費折扣的計算方法為：
    - 躉繳保費額 X 0.03（適用於「**翡翠環球世代萬用壽險**」/「**翡翠尊尚環球世代萬用壽險**」）

以上人壽保險計劃乃由滙豐保險承保，滙豐保險已獲香港保險業監管局授權及受其監管於香港經營長期保險業務並於百慕達註冊成立之有限公司。滙豐保險將負責按人壽保單條款為您提供保險保障以及處理索償申請。本行乃根據保險業條例（香港法例第 41 章）註冊為滙豐保險於香港分銷人壽保險之代理商。以上產品乃滙豐保險而非滙豐之產品，並只在香港銷售。有關產品細節及相關費用，請參閱有關之宣傳冊子及保單條款及細則或聯絡本行分行員工。

由香港上海滙豐銀行有限公司及滙豐人壽保險（國際）有限公司 - 註冊成立於百慕達之有限公司刊發。

HSBC Life
滙豐保險

## 2022 第3季 - 首年保費折扣優惠

**合資格滙豐客戶[+] 於以下推廣期間成功投保指定人壽保險計劃可享以下優惠，受相關條款及細則約束:**

[+] 如客人取消任何於推廣期開始日或之前遞交/已生效的申請，並於推廣期間申請下列的指定人壽保險計劃，新的人壽保險計劃申請並不符合此保費折扣優惠的資格。

**推廣期: 2022 年 7 月 1 日至 2022 年 9 月 30 日**

**優惠一:**

| 合資格人壽保險計劃 | 保費供款年期 | 首年保費折扣優惠 |
|---|---|---|
| 滙溢尊尚保險計劃 | 躉繳 | 3% |
| 滙溢保險計劃 II | 躉繳 | 3% |
| | 3 年 | 8% |
| | 5 / 10 / 15 / 20 年 | 18% |
| 滙盛人生保險計劃 | 任何 | 18% |
| 滙康保險計劃 | 躉繳 | 5.33% |
| | 3 / 5 / 10 年 | 16% |
| 滙璀環球壽險計劃 | 躉繳 | 1% |
| | 2 / 3 年 | 8% |
| | 5 / 10 年 | 18% |
| 翡翠環球世代萬用壽險/<br>翡翠尊尚環球世代萬用壽險 | 躉繳 | 1% |
| | 年繳 | 4% |
| 滙豐聚富入息延期年金計劃/<br>滙豐盈達延期年金計劃 | 任何 | 5% |
| 滙豐裕達年金計劃 | 任何 | 5% |
| 聚富入息保險計劃 II | 躉繳 | 0.67% |
| | 年繳 | 2% |
| 駿富保障萬用壽險計劃/<br>駿富教育萬用壽險計劃 | 躉繳 | 0.4% |
| | 年繳 | 2% |
| 樂安居供樓保障計劃 | 任何 | 6 個月 |

**優惠二:**

| 合資格人壽保險計劃 | 合資格滙豐客戶 | 首年保費折扣 / 豁免優惠 |
|---|---|---|
| 尊尚定期壽險計劃 | 滙豐尚玉理財/滙豐私人銀行 | 3.5 個月 |
| | 滙豐卓越理財 | 2 個月 |
| | 滙豐 One | 1.5 個月 |

**優惠三:**

| 合資格人壽保險計劃 | 保費供款年期 | 躉繳金額保費/年度化新保費累積金額# | 除現有優惠一外可獲的首年保費折扣 |
|---|---|---|---|
| 滙溢尊尚保險計劃 | 躉繳 | >/= 3,000,000美元 | +2.5% |
| | | >/= 1,000,000美元 | +1.5% |
| 「滙溢保險計劃 II」 | 躉繳 | >/= 3,000,000美元 或 23,400,000港元 | +2.5% |
| | | >/= 1,000,000美元 或 7,800,000港元 | +1.5% |
| | 年繳 | >/= 512,000美元 或 4,000,000港元 | +2% |
| | | >/= 256,000美元 或 2,000,000港元 | +1% |
| 「滙康保險計劃」/ 「滙盛人生保險計劃」/ 「滙璀環球壽險計劃」/ 「翡翠環球世代萬用壽險」/ 「翡翠尊尚環球世代萬用壽險」 「聚富入息保險計劃 II」/ | 躉繳 | >/= 4,000,000美元 或 31,200,000港元 | +2% |
| | | >/= 3,000,000美元 或 23,400,000港元 | +1% |
| | 年繳 | >/= 25,600美元 或 200,000港元 | +2% |
| | | >/= 12,800美元 或 100,000港元 | +1% |
| 「滙豐盈達延期年金計劃 」/ 「滙豐聚富入息延期年金計劃」 | 年繳 | >/= 512,000美元 或 4,000,000港元 | +2% |
| | | >/= 256,000美元 或 2,000,000港元 | +1% |
| 「滙豐裕達年金計劃」 | 躉繳 | >/= 4,000,000美元 或 31,200,000港元 | +1.5% |
| | | >/= 3,000,000美元 或 23,400,000港元 | +0.5% |
| | 年繳 | >/= 512,000美元 或 4,000,000港元 | +1.5% |
| | | >/= 256,000美元 或 2,000,000港元 | +0.5% |

*優惠詳情請參閱以下條款及細則及指定產品的宣傳冊子及保單條款及細則，包括收費。

#年度化保費累積金額是指在滙豐定義下由第一個申請計起於同一個月內所申請的人壽保險計劃的年度化保費之總和。

優惠詳情請參閱以下條款及細則及指定產品及宣傳冊子及保單條款及細則，包括任何有關收費。

**條款及細則**

1. 是次活動之優惠（「優惠」）只適用合資格滙豐客戶 (見下述定義) 於**上述推廣期間**（包括首尾兩天）成功遞交上述合資格人壽保險計劃申請至香港上海滙豐銀行有限公司及其繼承人及受讓人（「滙豐」或「本行」），同時其保單於 2022 年 11 月 30 日或之前成功由滙豐人壽保險（國際）有限公司（「滙豐保險」）批核發出 (如保單為「翡翠環

球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」，則批核發出期限為 2022 年 12 月 31 日）。本優惠受此等條款及細則約束。

2. 滙豐保險或滙豐（及其控股公司及該控股公司之子公司並且有資格享有滙豐集團之醫療保險計劃）之員工/人士需同時為合資格滙豐客戶才可享有此優惠。
3. 若合資格客戶同時享有滙豐保險所提供的同一產品/服務的其他保費折扣優惠，位於香港特別行政區(「香港」)的滙豐保險保留權利，只提供價值最高的一項保費折扣優惠。
4. 是次推廣活動之優惠不適用於以公司名義投保的保單。
5. **「合資格滙豐客戶」**指凡於上述推廣期內透申請以上人壽保險計劃的滙豐客戶。
6. **「合資格滙豐私人銀行客戶」**指於滙豐私人銀行持有戶口的客戶。
7. **「合資格滙豐尚玉理財客戶」**指現時已於本行開立尚玉理財戶口 - 滙豐尚玉理財的客戶。
8. **「合資格滙豐卓越理財客戶」**指現時已於本行開立綜合理財戶口 - 滙豐卓越理財的客戶。
9. **「合資格滙豐 One 客戶」**指現時已於本行開立綜合理財戶口 - 滙豐 One 的客戶。
10. 優惠不可轉讓或兌換現金。
11. 滙豐保險將因應可能的保單持有人及 / 或可能的受保人於申請期間所提供的資料保留接受或拒絕任何有關計劃之申請的權利。
12. 有關與滙豐於銷售過程或處理有關交易的金錢糾紛，滙豐將與合資格滙豐客戶把個案提交至金融糾紛調解計劃；此外，有關涉及合資格滙豐客戶在保單條款及細則中的任何糾紛，將直接由滙豐保險與合資格滙豐客戶共同解決。
13. 本行及滙豐保險保留於任何情況下更改條款及細則的權利。本行及 / 或滙豐保險亦可能運用他們/它的酌情權取消及 / 或終止優惠而毋須事前通知合資格客戶或任何人。本行或滙豐保險不會為相關改變、終止及 / 或取消決定所引致之影響負上任何責任。因本條款及細則的任何更改而可能造成的任何(直接或間接)損失、損害或支出或任何行使本行或滙豐保險對此推廣的酌情權，本行及滙豐保險概不負責。
14. 是次優惠均受有關的監管條例約束。
15. 除有關合資格滙豐客戶、本行及滙豐保險以外，並無其他人士有權按《合約（第三者權利）條例》強制執行本條款及細則的任何條文，或享有本條款及細則的任何條文下的利益。
16. 若有任何爭議，本行及/或滙豐保險保留最終決定權。
17. 如英文譯本與中文譯本在文義上出現分歧，概以英文為準。
18. 以上推廣條款及細則受香港特別行政區法律所管轄，並按照香港法律詮釋。
19. 本行、滙豐保險及合資格滙豐客戶受香港特別行政區法律管限，並據此解釋。有關各方受香港法院之非專屬司法管轄權管轄。本條款及細則可由任何具司法管轄權之法院執行。

**指定條款及細則**

**優惠一保費折扣優惠**

1. 3% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳保費供款年期的**「滙溢尊尚保險計劃」**的保單。
2. 3% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳保費供款年期的**「滙溢保險計劃 II」**的保單。
3. 8% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請 3 年保費供款年期的**「滙溢保險計劃 II」**的保單。
4. 18% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請 5/10/15/20 年保費供款年期的**「滙溢保險計劃 II」**的保單。

5. 18% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請**「滙盛人生保險計劃」**的保單。
6. 5.33% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳保費供款年期的**「滙康保險計劃」**的保單。
7. 16% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請**「滙康保險計劃」**的保單。
8. 1% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳保費供款年期的**「滙瓏環球壽險計劃」**的保單。
9. 8% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請 2/3 年保費供款年期的**「滙瓏環球壽險計劃」**的保單。
10. 18% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請 5/10 年保費供款年期的**「滙瓏環球壽險計劃」**的保單。
11. 1% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳的**「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」**的保單。
12. 4% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請年繳的「**翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」**的保單。
13. 5% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請**「滙豐聚富入息延期年金計劃」/「滙豐盈達延期年金計劃**」的保單。
14. 5% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請**「滙豐裕達年金計劃」**的保單。
15. 0.67% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳的**「聚富入息保險計劃 II」**的保單。
16. 2% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請年繳的**「聚富入息保險計劃 II」**的保單。
17. 0.4% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請躉繳保費供款年期的**「駿富保障萬用壽險計劃」/「駿富教育萬用壽險計劃」**的保單。
18. 2% 首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請**「駿富保障萬用壽險計劃」/「駿富教育萬用壽險計劃」**的保單。
19. 6 個月保費豁免優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請**「樂安居供樓保障計劃」**的保單。
20. 選擇年繳保費的客戶所繳付的首年保費的計算方法為：
    - 原定全年應繳保費額 X 0.92 或 0.82 (視乎可享之優惠) ( 適用於「滙溢保險計劃 II」) 或
    - 原定全年應繳保費額 X 0.82 ( 適用於「滙盛人生保險計劃」) 或
    - 原定全年應繳保費額 X 0.84 ( 適用於「滙康保險計劃」) 或
    - 原定全年應繳保費額 X 0.92 或 0.82 (視乎可享之優惠) ( 適用於「滙瓏環球壽險計劃」) 或
    - 原定全年應繳保費額 X 0.96 ( 適用於「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」) 或
    - 原定全年應繳保費額 X 0.95 ( 適用於「滙豐聚富入息延期年金計劃」/「滙豐盈達延期年金計劃」) 或
    - 原定全年應繳保費額 X 0.95 （ 適用於「滙豐裕達年金計劃」) 或
    - 原定全年應繳保費額 X 0.98 (適用於「聚富入息保險計劃 II」) 或
    - 原定全年應繳保費額 X 0.98 （ 適用於「駿富保障萬用壽險計劃」/「駿富教育萬用壽險計劃」 ) 或
    - 原定全年應繳保費額 X 0.5 （ 適用於「樂安居供樓保障計劃」 )
21. 選擇月繳保費的客戶須先繳付
    - 首 2 個月, 4 個月, 5 個月或 6 個月保費(視乎可享之優惠)，而保費折扣將於預繳保費中扣除。( 適用於「滙溢保險計劃 II」/「滙康保險計劃」/「滙盛人生保險計劃」/「滙瓏環球壽險計劃」/「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」/「滙豐聚富入息延期年金計劃」/「滙豐盈達延期年金計劃」/「滙豐裕達年金計劃」/「聚富入息保險計劃 II」 /「駿富保障萬用壽險計劃」/「駿富教育萬用壽險計劃」)。

- 首 2 個月保費，方可獲豁免第 3 至第 8 個月保費 ( 適用於「樂安居供樓保障計劃」 ) 。

22. 選擇躉繳保費的客戶所得保費折扣的計算方法為：
    - 躉繳保費額 X 0.03 (適用於「滙溢尊尚保險計劃」) 或
    - 躉繳保費額 X 0.03 (適用於「滙溢保險計劃 II」) 或
    - 躉繳保費額 X 0.0533 (適用於「滙康保險計劃」) 或
    - 躉繳保費額 X 0.035 (適用於「滙璀環球壽險計劃」) 或
    - 躉繳保費額 X 0.01 (適用於「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」) 或
    - 躉繳保費額 X 0.0067 (適用於「聚富入息保險計劃 II」) 或
    - 躉繳保費額 X 0.004 ( 適用於「駿富保障萬用壽險計劃」/「駿富教育萬用壽險計劃」 )
23. 選擇合計保費的客戶所得保費折扣的計算方法為：
    - 原定全年應繳保費額 X 0.05 (適用於「滙豐裕達年金計劃」)

**優惠二保費折扣優惠**

24. 3.5 個月、2 個月及 1.5 個月保費豁免優惠適用於第 6 至 9 項條款提及的「合資格滙豐私人銀行客戶」、「合資格滙豐尚玉理財客戶」、「合資格滙豐卓越理財客戶」或「合資格滙豐 One 客戶」成功申請**「尊尚定期壽險計劃」**的保單。
25. 選擇年繳保費的客戶所繳付的首年保費的計算方法為：
    - 原定全年應繳保費額 X 0.708 、 0.833 或 0.875 (視乎可享之優惠) ( 適用於「尊尚定期壽險計劃」)
26. 選擇月繳保費的客戶須先繳付
    - 首1.5個月，2個月或3.5個月保費(視乎可享之優惠)，方可獲豁免第2個月之一半保費，及/或第3至5個月保費 (視乎可享之優惠) ( 適用於尊尚定期壽險計劃 )。

**優惠三保費折扣優惠**

27. **優惠三**將提供除上述優惠一外， 額外 2.5%, 2%, 1.5%, 1%或 0.5%首年保費折扣優惠，而該額外首年保費折扣優惠適用於第 5 項條款提及的合資格滙豐客戶成功申請「滙溢尊尚保險計劃」/「滙溢保險計劃 II」/「滙康保險計劃」/「滙盛人生保險計劃」/「滙璀環球壽險計劃」/「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」/「滙豐聚富入息延期年金計劃」/「滙豐盈達延期年金計劃」/「滙豐裕達年金計劃」的保單。

28. 選擇躉繳保費的客戶所得額外保費折扣的計算方法為：
    - 躉繳保費額 X 0.025 或 0.015 (視乎可享之優惠) (適用於**「滙溢尊尚保險計劃」**) 或
    - 躉繳保費額 X 0.025 或 0.015 (視乎可享之優惠) (適用於**「滙溢保險計劃 II」**) 或
    - 躉繳保費額 X 0.02 或 0.01 (視乎可享之優惠) (適用於**「滙康保險計劃」/「滙盛人生保險計劃」/「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」/「滙豐聚富入息延期年金計劃」/「滙豐盈達延期年金計劃」/「滙豐裕達年金計劃」**)。
29. 選擇年繳保費的客戶所得額外保費折扣的計算方法為：
    - 原定全年應繳保費額 X 0.02 或 0.01(視乎可享之優惠) ( 適用於**「滙溢保險計劃 II」/「滙康保險計劃」/「滙盛**

**人生保險計劃」/「滙瓏環球壽險計劃」/「翡翠環球世代萬用壽險」/「翡翠尊尚環球世代萬用壽險」/「滙豐聚富入息延期年金計劃」/「滙豐盈達延期年金計劃」**)。

- 原定全年應繳保費額 X 0.15 或 0.005(視乎可享之優惠) ( 適用於**「滙豐裕達年金計劃」**)。

30. 選擇合計保費金額的客戶所得保費折扣的計算方法為：

- 原定全年應繳保費額 X 0.15 或 0.005(視乎可享之優惠) ( 適用於**「滙豐裕達年金計劃」** )。

以上人壽保險計劃乃由滙豐保險承保，滙豐保險已獲香港保險業監管局授權及受其監管於香港經營長期保險業務並於百慕達註冊成立之有限公司。滙豐保險將負責按人壽保單條款為您提供保險保障以及處理索償申請。本行乃根據保險業條例 ( 香港法例第 41 章 ) 註冊為滙豐保險於香港分銷人壽保險之代理商。以上產品乃滙豐保險而非滙豐之產品，並只在香港銷售。有關產品細節及相關費用，請參閱有關之宣傳冊子及保單條款及細則或聯絡本行分行員工。

由香港上海滙豐銀行有限公司及滙豐人壽保險 ( 國際 ) 有限公司 - 註冊成立於百慕達之有限公司刊發。