



**1 October 2024 – 31 December 2024 First Year Premium Discount Offer for Special Maturity Recapture Program**

**Eligible HSBC Customers<sup>^</sup> who successfully enroll in the selected life insurance plans during the Promotional Period can enjoy the following offers, subject to the relevant terms and conditions:**

<sup>^</sup> 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 October 2024 – 31 December 2024**

<b>Eligible Life Insurance Plan</b>	<b>Premium Payment Period</b>	<b>Accumulated Single Premium Amount (SP) / Accumulated Annualized New Premium (ANP)#</b>	<b>First Year Premium Discount Offer*</b>
HSBC Eminent Goal Multi-Currency Insurance Plan (EGIP)	3- year	>= USD 32,000 OR HKD 250,000 OR RMB 211,200 OR AUD 44,800 OR CAD 41,600 OR EUR 28,800 OR GBP 25,600 OR SGD 41,600	15%
HSBC Wealth Goal Insurance Plan II (WGIP2)	3- year	>= USD 32,000 OR HKD 250,000	13.5%
HSBC Flourish Income Annuity Plan (FIAP)	Annual Premium	>= USD 32,000 OR HKD 250,000	4%
	Aggregate Premium	>= USD 96,000 OR HKD 750,000	4%
HSBC Jubilee Wealth Insurance Plan (JWIP)	Single Premium	Any	4%
	3-year	>= USD 150,000	4%
HSBC Ultra Wealth Goal Insurance Plan (UWGIP)	Single Premium	Any	3%

\* Not applicable to any +1.5% New to Insurance/Reactivation / Maturity Discount or any other Special +1% Discount concurrently run by HSBC Life (as defined below). 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 / SP refers to the ANP / SP of all individual policies of the Eligible Life Insurance Plans applied within a month, counting from the date of submission of the first policy, and during the Promotional Period.

<b>Eligible HSBC Customers</b>
HSBC life insurance policyholders with policy maturity date falling from 1 December 2023 to 31 December 2024.

**Terms and Conditions**

- The promotional offers (the “Promotion”) are only applicable to applications successfully submitted by 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 new purchase(s) of the Eligible Life Insurance Plan **within a month, counting from the date of submission of the first policy , and during the Promotional Period mentioned above** (both dates inclusive) with policy being issued by HSBC Life (International) Limited (“HSBC Life”) on or before 28 February 2025. The Promotional 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 are also entitled to the Promotion.
3. “**Eligible HSBC Customers**” means, in respect of the Promotion, HSBC Customers who satisfy the eligibility conditions listed in the table titled “Eligible HSBC Customers” as applicable. “HSBC Customer” means a customer of the Bank or HSBC Life.
4. If an Eligible HSBC Customer who is entitled to receive the Promotion is also entitled to other 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 offer of the highest value at HSBC Life’s discretion.
5. In the event of partial withdrawal(s), policy surrender or lapse within the first policy year, the First Year Premium Discount amount may be clawed back by setting off such amount against any sums that may be payable by HSBC Life to the Eligible HSBC Customers at HSBC Life’s discretion.
6. Offers under the Promotion are not applicable to policies applied in a company’s name.
7. The offers under the Promotion are not exchangeable for cash and are not transferable.
8. The offers under the Promotion are not applicable to policies applied with special quote exceeding the standard “Product summary” in relevant product brochure.
9. The amount of total premiums payable under the policy may differ slightly from the total premium(s) payable as shown in Application form due to rounding differences.
10. 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.
11. 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.
12. The Bank and HSBC Life reserve the right to change these Terms and Conditions at any time; and any of 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 do not accept any 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.
13. All offers under the Promotion are provided subject to prevailing regulatory requirements.
14. 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.
15. In the event of dispute, the decision of the Bank and HSBC Life shall be final and conclusive.
16. Should there be any discrepancy between the English and Chinese versions of these Terms and Conditions, the English version shall prevail.
17. These Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
18. 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**

19. The 15% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of EGIP with a 3-year premium payment period option from “Eligible HSBC Customers” mentioned in Clause 3.
20. The 13.5% 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 and policy currency in USD from “Eligible HSBC Customers” mentioned in Clause 3.
21. The 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of FIAP with annual premium payment period option from “Eligible HSBC Customers” mentioned in Clause 3.
22. The 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of FIAP with aggregate premium payment period option from “Eligible HSBC Customers” mentioned in Clause 3.
23. The 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of JWIP with single premium option from “Eligible HSBC Customers” mentioned in Clause 3.
24. The 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of JWIP with 3-year premium payment option from “Eligible HSBC Customers” mentioned in Clause 3.
25. 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 3
26. 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 0.85 (for **EGIP** policy) OR
  - full annual premium X 0.865 (for **WGIP2** policy currency in USD) OR
  - full annual premium X 0.96 (for **FIAP** policy) OR
  - full annual premium X 0.96 (for **JWIP** policy).
27. For monthly payment of premium, customers are required to
- pay the first 4 months' premium upfront with the discount deducted from this initial upfront payment (applicable to **WGIP2 policy currency in USD / EGIP** policy)
  - pay the first 3 months' premium upfront with the discount deducted from this initial upfront payment (applicable to **JWIP / FIAP** policy)
28. For single premium, the premium discount provided will be calculated as follows:
- single premium X 0.04 (for **JWIP** policy) OR
  - single premium X 0.03 (for **UWGIP** policy).
29. For aggregate premium, the premium discount provided will be calculated as follows:
- full annual premium X 0.96 (for **FIAP** policy)

The life insurance plans are underwritten by 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 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 the Hong Kong SAR. The above products are products of HSBC Life but not the Bank and they are intended only for sale in the Hong Kong SAR. For product details, cooling off period and related charges, please refer to the relevant brochures and policy provisions.

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

## 2024年10月1日至2024年12月31日- 保單期滿客戶之首年保費折扣優惠

合資格滙豐客戶<sup>^</sup>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：

<sup>^</sup>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：2024年10月1日至2024年12月31日**

合資格人壽保險計劃	保費供款年期	躉繳累積金額保費/年度化新保費累積金額#	首年保費折扣優惠*
「滙圖多元貨幣保險計劃」	3年保費供款年期的年繳保單	>= 32,000 美元 或 250,000 港元或 25,600 英鎊 或 41,600 加拿大元 或 44,800 澳元 或 28,800 歐羅 或 41,600 新加坡元 或 211,200 人民幣	15%
「滙溢保險計劃 II」	3年保費供款年期的年繳保單	>= 32,000 美元 或 250,000 港元	13.5%
「滙豐裕達年金計劃」	年繳	>= 32,000 美元 或 250,000 港元	4%
	合計保費	>= 96,000 美元 或 750,000 港元	4%
「滙禧保險計劃」	躉繳	任何	4%
	3年保費供款年期的年繳保單	>= 150,000 美元	4%
「滙溢尊尚保險計劃」	躉繳	任何	3%

\*不適用於任何同時由滙豐保險(見下述定義)所提供的+1.5%首次投保/再次投保/期滿保費折扣優惠或特別+1%優惠。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。

#年度化保費累積金額或躉繳累積保費金額是指在推廣期間(包括首尾兩天)及一個月內(由第一個申請的人壽保險計劃計起)申請的人壽保險計劃的年度化保費或躉繳保費之總和。

合資格滙豐客戶
持有由滙豐人壽保險(國際)的保單，而該保單於 2023 年 12 月 1 日至 2024 年 12 月 31 日內期滿並可獲給付期滿利益之保單持有人。

### 條款及細則

- 是次活動之優惠(「優惠」)只適用於合資格滙豐客戶(見下述定義)(統稱為「合資格滙豐客戶」)於上述推廣期間(包括首尾兩天)及一個月內(由第一個申請的人壽保險計劃計起)成功遞交的所有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 2025 年 2 月 28 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。本優惠受此等條款及細則約束。
- 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)之員工均可享有此優惠。
- 「合資格滙豐客戶」就有關之優惠而言，指那些滿足在上述「合資格滙豐客戶」列表或，如適用。「滙豐客戶」是指滙豐銀行或滙豐保險的客戶。
- 若合資格滙豐客戶同時享有以上優惠及滙豐保險於香港特別行政區(「香港」)所提供的同一類別產品/服務的其他優惠，滙豐保險保留權利，只向該客戶提供價值最高的一項優惠。
- 如果保單在首年內部分提取款項、退保或失效，滙豐保險可能向合資格滙豐客戶追回首年保費折扣金額並從本計劃的保單價值中收回。
- 是次推廣活動之優惠不適用於以公司名義投保的保單。
- 優惠不可轉讓或兌換現金。
- 本推廣優惠不適用於超出相關產品冊子中“計劃摘要”標準的特別報價申請保單。
- 由於金額需要作捨入調整，您最後繳交的總保費或會與申請表所列的總保費稍有出入。

10. 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。
11. 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；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，則直接由滙豐保險與合資格滙豐客戶共同解決。
12. 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滙豐客戶或任何人。本行及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。
13. 是次優惠均受有關的監管條例約束。
14. 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。
15. 若有任何爭議，本行及滙豐保險保留最終決定權。
16. 如英文譯本與中文譯本在文義上出現分歧，概以英文為準。
17. 以上推廣條款及細則受香港法律所管轄，並按照香港法律詮釋。
18. 本行、滙豐保險人壽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

19. 15% 首年保費折扣優惠適用於第 3 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「滙圖多元貨幣保險計劃」的保單。
20. 13.5% 首年保費折扣優惠適用於第 3 項條款提及的合資格滙豐客戶成功申請 3 年保費供款年期及保單貨幣為美元的「滙溢保險計劃 II」的保單。
21. 4% 首年保費折扣優惠適用於第 3 項條款提及的合資格滙豐客戶成功申請年繳保費的「滙豐裕達年金計劃」的保單。
22. 4% 首年保費折扣優惠適用於第 3 項條款提及的合資格滙豐客戶成功申請合計保費的「滙豐裕達年金計劃」的保單。
23. 4% 首年保費折扣優惠適用於第 3 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「滙禧保險計劃」的保單。
24. 4% 首年保費折扣優惠適用於第 3 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「滙禧保險計劃」的保單。
25. 3% 首年保費折扣優惠適用於第 3 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。
26. 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 0.85 (適用於滙圖多元貨幣保險計劃) 或
  - 原定全年應繳保費額 X 0.865 (適用於美元滙溢保險計劃 II) 或
  - 原定全年應繳保費額 X 0.96 (適用於滙豐裕達年金計劃) 或
  - 原定全年應繳保費額 X 0.96 (適用於滙禧保險計劃)
27. 選擇月繳保費的客戶須先繳付
  - 首 4 個月保費，而保費折扣將於預繳保費中扣除。(適用於美元滙溢保險計劃 II/滙圖多元貨幣保險計劃)
  - 首 3 個月保費，而保費折扣將於預繳保費中扣除。(適用於滙禧保險計劃/滙豐裕達年金計劃)
28. 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 0.04 (適用於滙禧保險計劃) 或
  - 躉繳保費額 X 0.03 (適用於滙溢尊尚保險計劃)
29. 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 0.96 (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，滙豐保險已獲香港特別行政區保險業監管局授權及受其監管於香港特別行政區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。香港上海滙豐銀行有限公司乃根據保險業條例（香港法例第 41 章）註冊為滙豐保險於香港特別行政區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，並只在香港特別行政區銷售。有關產品細節、冷靜期及相關費用，請參閱有關之產品冊子及保單條款及細則。

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。