



Eligible HSBC Customers who successfully enroll in the selected life insurance plans during the following promotional period can enjoy the following offers*:

Promotional period: 1 January 2020 – 31 March 2020

Life insurance plan	First-Year Premium Discount Offer						
	Accumulated ANP#	HSBC Jade Customer	HSBC Premier Customer	Accumulated ANP#	HSBC Advance Customer	Accumulated ANP#	Personal Integrated Account
HSBC Income Goal Deferred Annuity Plan (DANNB)/ HSBC EarlyIncome Deferred Annuity Plan (DEIAP)	HK\$1,000,000/ US\$128,000 or above	12%	12%	HK\$1,000,000/ US\$128,000 or above	12%	HK\$1,000,000/ US\$128,000 or above	12%
	HK\$500,000 or above/ US\$64,000 or above	10%	10%	HK\$500,000 or above/ US\$64,000 or above	10%	HK\$500,000 or above/ US\$64,000 or above	10%
	HK\$300,000 or above/ US\$38,400 or above	9%	9%	HK\$300,000 or above/ US\$38,400 or above	9%	HK\$300,000 or above/ US\$38,400 or above	9%
	HK\$200,000 or above/ US\$25,600 or above	8%	8%	HK\$200,000 or above/ US\$25,600 or above	8%	HK\$200,000 or above/ US\$25,600 or above	8%
	HK\$100,000 or above/ US\$12,800 or above	7%	7%	HK\$100,000 or above/ US\$12,800 or above	7%	HK\$100,000 or above/ US\$12,800 or above	7%
	Below HK\$100,000 or/US\$12,800	4%	4%	Below HK\$100,000 or/US\$12,800	4%	Below HK\$100,000 or/US\$12,800	4%

* 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 sum of ANP amount proposed under the same sales meeting but applied within a month, as determined by HSBC.

General Terms and Conditions

- This discount offer is valid from 1 January - 31 March 2020 and is only applicable to successful applications of a new purchase of HSBC Income Goal Deferred Annuity Plan and HSBC EarlyIncome Deferred Annuity Plan within the promotional period mentioned above (both dates inclusive) with policy being issued within the period of 1 January 2020 to 31 May 2020 (both dates inclusive), when the requirements of a specified premium payment term and annualized premium are met. Promotional terms and conditions apply.
- Staff of HSBC Life (International) Limited (“HSBC Life”) or HSBC is also entitled to the Promotion.
- If a 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.
- Offers under the Promotion are not applicable to policies applied in a company’s name.
- “**Eligible HSBC Jade Customers**” are selected HSBC Premier Customer and HSBC Jade clients.
- “**Eligible HSBC Premier Customers**” are existing HSBC Premier Customers of Integrated Account – HSBC Premier with the Bank.
- “**Eligible HSBC Advance Customers**” are existing HSBC Advance Customers of Integrated Account – HSBC Advance with the Bank.
- “**Eligible Personal Integrated Account Customers**” are existing HSBC Customers of Personal Integrated Account.
- The offers under the Promotion are not exchangeable for cash and are not transferable.

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 the offers may be withdrawn and/or terminated by the Bank and HSBC Life at 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.
13. All offers under this 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 for HSBC Income Goal Deferred Annuity Plan (DANNB)/
HSBC EarlyIncome Deferred Annuity Plan (DEIAP) – First-year Premium Discount Offer**

19. The 12%, 10%, 9%, 8%, 7% or 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of DANNB/DEIAP from “**Eligible HSBC Jade Customers**” mentioned in Clause 5 (“for Jade DANNB/DEIAP Policy”).
20. The 12%, 10%, 9%, 8%, 7% or 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of DANNB/DEIAP from “**Eligible HSBC Premier Customers**” mentioned in Clause 6 (“for Premier DANNB/DEIAP Policy”).
21. The 12%, 10%, 9%, 8%, 7% or 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of DANNB/DEIAP from “**Eligible HSBC Advance Customers**” mentioned in Clause 7 (“for Advance DANNB/DEIAP Policy”).
22. The 12%, 10%, 9%, 8%, 7% or 4% First-year Premium Discount is only applicable to successful applications in respect of a new purchase of DANNB/DEIAP from “**Eligible HSBC Personal Integrated Account Customers**” mentioned in Clause 8 (“for Personal Integrated DANNB/DEIAP Policy”).
23. For premiums paid on an annual basis, the amount of premium payable in the first year will be calculated:
 - Full annual premium X 0.88, 0.90, 0.91, 0.92, 0.93, 0.96 (as the case may be) (for Jade DANNB/DEIAP Policy) OR
 - Full annual premium X 0.88, 0.90, 0.91, 0.92, 0.93, 0.96 (as the case may be) (for Premier DANNB/DEIAP Policy) OR
 - Full annual premium X 0.88, 0.90, 0.91, 0.92, 0.93, 0.96 (as the case may be) (for Advance DANNB/DEIAP Policy) OR
 - Full annual premium X 0.88, 0.90, 0.91, 0.92, 0.93, 0.96 (as the case may be) (for Personal Integrated DANNB/DEIAP Policy) OR

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. 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.