

## PRESS RELEASE

### FOR IMMEDIATE RELEASE

#### **Fubon Bank Exclusively Distributes China Life Insurance (Overseas) New “Start Guaranteed Annuity Plan” Offering Customers Instant Annuity Income with Up to 126.27% Guaranteed Return**

(Hong Kong: 24 January 2011) Fubon Bank (Hong Kong) Limited (“the Bank”) exclusively distributes the new “Start Guaranteed Annuity Plan” of China Life Insurance (Overseas) Company Limited (“CLI (Overseas)”). Customers who successfully take out the “Start Guaranteed Annuity Plan” (“the Plan”) and pay the annual premium for just 2 years are entitled to 15 years protection and guaranteed annuity income, which is payable every year throughout the insurance period, totalling 16 payments. Including the guaranteed annuity income payable each year and the policy value at maturity, guaranteed return could be up to 126.27%\* of the sum insured. The Plan offers customers the flexible option to withdraw the first-year annuity income instantly after successful enrolment. Customers can choose to accumulate the funds in their policy account to earn interest at the prevailing interest rate 5.5% p.a.<sup>^</sup>, and enjoy a total return which could be up to 191.46%\* of the sum insured. The Plan has been designed to let customers steadily enjoy guaranteed returns while benefiting from flexible cash flow. Details are as follows:

#### **“Start Guaranteed Annuity Plan” Features**

The plan offers guaranteed income with the option to withdraw the annuity income instantly, letting customers reach their retirement goals and enjoy quality living. Features include:

- **Short Premium Payment Period**
  - Customers who select the annual premium payment option are required to pay the annual premium for just 2 years to enjoy protection for 15 years; customers opt to prepay all premium are offered special premium discount, thus maximizing their return.
- **Guaranteed Annuity Income - Total Return Up to 126.27%\* of the Sum Assured**
  - An annuity income will be payable every year, the annuity income amount is equivalent to HK\$7,770 per HK\$100,000 sum assured. Total return could be up to 126.27%\* of the sum assured, including annuity income and policy value at maturity.
- **Instant Annuity**
  - The Plan offers customers the unique instant annuity option. Customers who successfully take out the Plan may opt to withdraw the first-year annuity income immediately and withdraw the annuity income thereafter at the beginning of each policy year to enjoy flexibility in managing their finances. The Plan is a 15-year life insurance annuity plan, upon policy maturity, customers are guaranteed to receive the remaining policy value, in other words, customers will be entitled to receive guaranteed annuity income for 16 times in total.
- **Life Protection**
  - The Plan offers refund of (i) 101% of the premium paid (less annuity income received (if any)), (ii) 10% of the sum assured or (iii) cash value, whichever is the higher, in the event of the death of the insured person.
- **Earn Interest for Annuity Income Accumulated - Total Return Up to 191.46%\* of the Sum Assured**
  - Customers may opt to accumulate annuity income in their policy account to earn interest at the prevailing interest rate 5.5% p.a.<sup>^</sup>, total return could be up to 191.46%\* of the sum assured.

\* The above information is for reference only and subject to terms and conditions, please refer to the Policy Provisions for the terms and conditions and full details of the Plan.

<sup>^</sup> This prevailing accumulated annuity interest rate p.a. is not guaranteed and/or will be revised from time to time.

#### **“Start Guaranteed Annuity Plan” Enrolment Terms**

- Entry Age: from 15 days after birth to 75 years old
- Currency: HKD or USD
- Premium Payment Term: 2 years
- Premium Payment Method: Annual Premium Payment or Prepay All Premium
- Minimum Sum Assured: HK\$100,000 or US\$12,500
- Insurance Period: 15 years

Mr. Harrison Ho, First Vice President & Head of Insurance, Fubon Bank (Hong Kong) Limited, said, “With a view to helping customers ease their financial burden due to the escalating cost of living amidst the current low interest rate environment, we have partnered with CLI (Overseas) to exclusively distribute its new “Start Guaranteed Annuity Plan”. Comprising the special features of short-term premium payment, long-term guaranteed annuity income, comprehensive life protection and the instant annuity payment option, the Plan helps customers prepare for their future and progress towards realizing their ideal retirement life by steadily building on their wealth whilst enjoying financial flexibility.”

Customers who are interested in taking out CLI (Overseas)'s "Start Guaranteed Annuity Plan" can call Fubon Bank's **Insurance Hotline at 2566 8181** or visit any Fubon Bank branches.

**"Start Guaranteed Annuity Plan"<sup>(1)</sup> Example**

- **Sum Assured: HK\$1,000,000**
- **Premium Payment Method: Annual Premium Payment (payable in 2 installments of HK\$500,000 each year)**
- **Total Return: Earn interest for annuity income accumulated to enjoy total return up to 191.46%<sup>(2)</sup> of the sum assured**

(HK Dollar)

Policy Year (Beginning of Each Year)	Annual Premium Payment <sup>(3)</sup>	Accumulated Premium	Accumulated Annuity with interest <sup>(4)</sup>	Guaranteed Cash Value <sup>(4)</sup>	Withdrawal Value <sup>(5)</sup>
1	500,000	500,000	77,700	0	77,700
2	500,000	1,000,000	159,674	206,140	365,814
3	0	1,000,000	246,156	512,610	758,766
4	0	1,000,000	337,394	602,650	940,044
5	0	1,000,000	433,651	585,160	1,018,811
6	0	1,000,000	535,202	559,440	1,094,642
10	0	1,000,000	1,000,415	391,608	1,392,023
15	0	1,000,000	1,741,153	74,832	1,815,985
Maturity	0	1,000,000	1,836,917	77,700	1,914,617

**Notes:**

- (1) "Start Guaranteed Annuity Plan" is subject to terms and conditions, for details, please refer to the Policy Provisions.
- (2) The above information is for reference only and subject to terms and conditions, please refer to the Policy Provisions for the terms and conditions and full details of the Plan.
- (3) Customers who choose to prepay all premium can get additional premium discount, the total premium amount is HK\$984,543.
- (4) The above accumulated annuity with interest is based on: (i) all annuity income is accumulated in the policy account until policy maturity and (ii) the prevailing accumulated annuity interest rate of 5.5% p.a. The prevailing accumulated annuity interest rate is not guaranteed and CLI (Overseas) reserves the right to make revisions from time to time. Please refer to the Insurance Proposal for more details.
- (5) Withdrawal Value is inclusive of guaranteed cash value, accumulated annuity and interest.

**Remarks:**

1. The above information is for reference only. The "Start Guaranteed Annuity Plan" (the "Plan") is underwritten by China Life Insurance (Overseas) Company Limited ("CLI (Overseas)") and distributed by Fubon Bank (Hong Kong) Limited ("Fubon Bank"). Please refer to the Policy Provisions for the terms and conditions and full details of the Plan.
2. The Plan is subject to relevant terms and conditions, for details, please contact staff of Fubon Bank (Hong Kong) Limited ("the Bank").
3. The Plan's offers are limited and on a first-come-first-served basis.
4. The Plan contains exclusions; CLI (Overseas), the insurance underwriter of the Plan, shall be solely responsible for all Plan features, approval, coverage and benefit payment. In case of disputes, the decision of Fubon Bank and CLI (Overseas) is final and conclusive.

**Fubon Bank (Hong Kong) Limited**

Fubon Bank (Hong Kong) Limited ("Fubon Bank") is a subsidiary of Fubon Financial Holding Co., Ltd., a leading financial services group in Taiwan which is engaged in corporate and investment banking, financial markets, consumer finance, wealth management, investment management and insurance. Fubon Bank operates 24 retail outlets in Hong Kong including 22 branches and 2 Securities Services Centres, and provides a wide range of financial services encompassing consumer and wholesale banking, wealth management, financial markets, securities brokerage and investment services. Fubon Bank is listed on the Stock Exchange of Hong Kong (stock code: 636) and holds an A-2 short-term, BBB+ long-term rating from Standard & Poor's. The rating reflects Fubon Bank's strong capitalization, good liquidity and sound asset quality.

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*For press inquiries, please contact:*

Betty Chan  
 Senior Vice President and  
 Head of Corporate Communications  
 Tel: (852) 2842 6100  
 Fax: (852) 2524 6681  
 Email: betty.chan@fubon.com

Grace Lau  
 Senior Manager  
 Corporate Communications  
 Tel: (852) 2842 1646  
 Fax: (852) 2524 6681  
 Email: grace.lau@fubon.com

Website: www.fubonbank.com.hk