**友邦香港**
香港北角電氣道 183 號
友邦廣場 12 樓

**AIA Hong Kong**
12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

| | | | |
|---|---|---|---|
| Attn: | All EDD & Honorable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong only) | From: | Amelie Shen |
| Copy: | Mr. Alger Fung / Mr. Jim Jan Zen / Mr. Louie Ho / All Department Heads / ABDD Executives / Contact Centre | Dept: | Corporate Solutions |
| Date: | 1 Jan 2024 | Total pages: | 4 + Appendix |

Subject: **(A240135) 2024 年第 1 季企業業務特別客戶推廣（強積金）**
**2024 Q1 Corporate Solutions Special Client Offers (MPF)**

**踏進 2024 年第一季，企業業務繼續為您開啟更多銷售機遇！**多項客戶尊享優惠的推廣期均**延長至 2024 年 3 月 31 日，優惠內容不變**，助您開拓更多強積金業務商機，請把握機會創造佳績！客戶尊享優惠詳情如下：

<table>
<tr><th>強積金計劃</th><th>客戶尊享優惠</th></tr>
<tr><td>「休悠樂」<br>個人賬戶計劃<br><br><br>維持不變</td><td>
推廣期：2024 年 1 月 1 日至 3 月 31 日<br><br>
新成員 / 現有成員優惠：
<table>
<tr><th>成員</th><th>條件</th><th>尊享優惠</th></tr>
<tr><td rowspan="3">新成員</td><td rowspan="2">適用於所有成員</td><td>所有基金首年管理費[1] 50% 折扣[2]</td></tr>
<tr><td>第二年起，指定基金管理費[1]可享高達 13% 折扣[2]</td></tr>
<tr><td>從第三方受託人新轉入的強積金資產累積達 HK$200,000 或以上</td><td>第二年起，指定基金管理費[1]可享高達 50% 折扣[3]</td></tr>
<tr><td rowspan="2">現有成員</td><td>適用於所有成員</td><td>從第三方受託人新轉入的強積金資產可享額外 0.25% 紅利[2]</td></tr>
<tr><td>強積金資產總值達 HK$100,000 或以上及從第三方受託人轉入新強積金資產累積達 HK$100,000 或以上</td><td>第二年起，指定基金管理費[1] 可享高達 50% 折扣[3]</td></tr>
</table>
註：<br>
1. 成分基金層面。<br>
2. 優惠須受有關條款及細則約束，詳情請參閱計劃單張：https://www.aia.com.hk/content/dam/hk/zh-hk/pdf/aia-mpf-personal-account-leaflet-appendix-chi.pdf 。<br>
3. 優惠須受有關條款及細則約束，詳情請參閱附件一。
</td></tr>
</table>

「AIA」、「友邦」或「友邦香港」是指友邦保險（國際）有限公司（於百慕達註冊成立之有限公司）。 "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).

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Hong Kong

<table>
<tr><th>強積金計劃</th><th>客戶尊享優惠</th></tr>
<tr><td>強積金僱主計劃或<br>自僱人士計劃<br>

<br>維持不變</td><td>推廣期：2024 年 1 月 1 日至 3 月 31 日<br><br>新客戶優惠：
<table>
<tr><th>客戶</th><th>尊享優惠</th></tr>
<tr><td rowspan="3">新僱主</td><td>所有基金首年管理費[4] 50% 折扣[5]</td></tr>
<tr><td>第二年起，指定基金管理費[4] 可享高達 13% 折扣[5]<br>• 只適用於 (1) 成員人數少於 10 名；或 (2) 成員人數 100 名或以上之公司</td></tr>
<tr><td>第二年起，指定基金管理費[4] 可享高達 50% 折扣[5]<br>• 只適用於公司成員人數介乎 10 至 99 名</td></tr>
<tr><td rowspan="2">新自僱<br>人士</td><td>所有基金首年管理費[4] 50% 折扣[6]</td></tr>
<tr><td>第二年起，指定基金管理費[4] 可享高達 13% 折扣[6]</td></tr>
</table>
註：<br>4. 成分基金層面<br>5. 優惠須受有關條款及細則約束，詳情請參閱附件二。<br>6. 優惠須受有關條款及細則約束，詳情請參閱附件三。</td></tr>
<tr><td>強積金可扣稅<br>自願性供款計劃<br>

<br>維持不變</td><td>推廣期：2024 年 1 月 1 日至 3 月 31 日<br><br>新客戶優惠：<br>所有基金首年管理費[7] 50% 折扣 + HK$500 額外紅利[8]<br><br>註：<br>7. 成分基金層面<br>8. 優惠須受有關條款及細則約束，詳情請參閱計劃單張：https://www.aia.com.hk/content/dam/hk/zh-hk/pdf/product-brochure/individuals/aia-mpf-tvc-program/AIA_MPF_TVC_tc.pdf 。</td></tr>
</table>

**一般規則：**

- 友邦保留隨時修改及闡釋本推廣活動規則之權利，恕不另行通知。
- 有關是次推廣計劃，如有任何爭議，友邦保留最終決定權。

如有任何查詢，歡迎與負責貴區之營業拓展部同事聯絡或經 iEngage / PES 使用 LiveChat 查詢。

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**Stepping into the Q1 of 2024, Corporate Solutions continues to unlock more selling opportunities for you!** The promotion period of various privileged offers for clients are **extended to 31 March 2024, with offers remain unchanged** to assist you in capturing more MPF business opportunities, seize every opportunity and achieve remarkable results! Details of the offer are as follows:

<table>
<tr><th>MPF Plan</th><th>Privileged Offers for Clients</th></tr>
<tr><td>AIA MPF Personal Account (“MPFPA”)<br>

<br>Remain Unchanged</td><td>Promotion Period: 1 January – 31 March 2024<br><br>Offers for New / Existing Members:
<table>
<tr><th>Members</th><th>Requirements</th><th>Privileged Offers</th></tr>
<tr><td rowspan="3">New Members</td><td rowspan="2">Applicable to all members</td><td>50% off[2] the 1st year’s management fees[1] for all funds</td></tr>
<tr><td>Up to 13% off[2] the management fees[1] for selected funds from the 2nd year onwards</td></tr>
<tr><td>New transferred-in MPF assets from a third-party trustee with the cumulative amount of HK$200,000 or above</td><td>Up to 50% off[3] the management fees[1] for selected funds from the 2nd year onwards</td></tr>
<tr><td rowspan="2">Existing Members</td><td>Applicable to all Members</td><td>Extra 0.25% bonus[2] for newly transferred-in MPF assets from a third-party trustee</td></tr>
<tr><td>MPF Assets Under Management at HK$100,000 or above and New transferred-in MPF assets from a third-party trustee with the cumulative amount of HK$100,000 or above</td><td>Up to 50% off[3] the management fees[1] for selected funds from the 2nd year onwards</td></tr>
</table>
Notes:<br>1. Constituent Fund level.<br>2. Subject to terms and conditions. Please refer to Brochure for details: https://www.aia.com.hk/content/dam/hk/en/pdf/aia-mpf-personal-account-leaflet-appendix-eng.pdf.<br>3. Subject to terms and conditions. Please refer to Appendix 1 for details.</td></tr>
</table>

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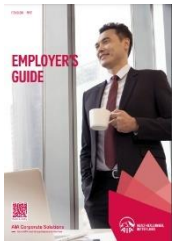
<table>
<tr><th>MPF Plan</th><th>Privileged Offers for Clients</th></tr>
<tr><td>MPF Employer Plan or Self-Employed Person (“SEP”) Plan<br><br><br>Remain Unchanged</td><td>Promotion Period: 1 January – 31 March 2024<br><br>Offer for New Clients:<br><table><tr><th>Clients</th><th>Privileged Offers</th></tr><tr><td rowspan="3">New Employers</td><td>50% off[5] the 1st year’s management fees[4] for all funds</td></tr><tr><td>Up to 13% off[5] the management fees[4] for selected funds from the 2nd year onwards<br>• Only applicable for Company(ies) with (1) below 10 members; OR (2) with 100 or above members</td></tr><tr><td>Up to 50% off[5] the management fees[4] for selected funds starting from the 2nd year onwards<br>• Only applicable for Company(ies) with 10 – 99 members</td></tr><tr><td rowspan="2">New SEPs</td><td>50% off[6] the 1st year’s management fees[4] for all funds</td></tr><tr><td>Up to 13% off[6] the management fees[4] for selected funds from the 2nd year onwards</td></tr></table>Notes:<br>4. Constituent Fund level.<br>5. Subject to terms and conditions. Please refer to Appendix 2 for details.<br>6. Subject to terms and conditions. Please refer to Appendix 3 for details.</td></tr>
<tr><td>MPF Tax Deductible Voluntary Contribution (“TVC”) Programme<br><br><br>Remain Unchanged</td><td>Promotion Period: 1 January – 31 March 2024<br><br>Offer for New Clients:<br>50% off the 1st year’s management fees[7] for all funds and extra HK$500 bonus[8]<br><br>Notes:<br>7. Constituent Fund level.<br>8. Subject to terms and conditions. Please refer to brochure for details: https://www.aia.com.hk/content/dam/hk/en/pdf/product-brochure/individuals/aia-mpf-tvc-program/AIA_MPF_TVC_en.pdf .</td></tr>
</table>

General Rules:

- AIA reserves all rights for amending and explaining the rules, terms and conditions of this promotion at any time without any prior notice.
- In case of any disputes, AIA reserves the right for any final decision.

If you have any questions, please contact your designated business development executives or enquire by using LiveChat in iEngage/PES.

Yours faithfully,

Amelie Shen
Chief Corporate Solutions Officer
AIA Hong Kong and Macau

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North Point
Hong Kong

附件一

日期：_____

客戶名稱：_____

地址：_____

_____

_____

親愛的客戶：

**友邦強積金優選計劃（簡稱「此計劃」）**
**「休悠樂」個人賬戶計劃尊享優惠**

感謝閣下對我們的強積金產品及服務感興趣，我們欣然為閣下提供下列尊享優惠[1,2]（「此優惠」）：

| 成員 | 條件 | 尊享優惠 |
|---|---|---|
| 新成員 | 從第三方受託人新轉入的強積金資產累積達 HK$200,000 或以上[1] | 第二年起，指定基金管理費* 可享高達 50% 折扣[3,4,5] |
| 現有成員 | 強積金資產總值達 HK$100,000 或以上及從第三方受託人新轉入強積金資產累積達 HK$100,000 或以上[2] | |

*成分基金層面

有關此計劃內各成分基金優惠管理費的條款及細則，詳情請參閱附件。

如閣下對此優惠有任何查詢，歡迎與您的友邦香港財務策劃顧問聯絡。

AIA 企業業務

謹啓

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**附件** （以下計劃內各成分基金優惠管理費已更新）

| AIA 強積金基金 | 現行基金管理費（成分基金層面） | 優惠基金管理費（成分基金層面）<br>第二年起 [1-5] |
|---|---|---|
| | （淨資產值的百分比，以年率計） | |
| **股票基金 — 緊貼指數集體投資計劃系列** | | |
| 美洲基金 | 最高為 0.72% | 最高為 0.72% |
| 亞歐基金 | | |
| 中港基金 | | |
| 全球基金 | | |
| **固定入息基金** | | |
| 亞洲債券基金 | 最高為 0.96% | 最高為 0.96% |
| 環球債券基金 | 最高為 0.91% | 最高為 0.91% |
| 強積金保守基金 | 0.96% | 0.96% |
| **動態資產配置基金** | | |
| 中港動態資產配置基金 | 最高為 1.075% | 最高為 1.075% |
| 基金經理精選退休基金 | 最高為 1.55% | 最高為 1.55% |
| **股票基金** | | |
| 亞洲股票基金 | 最高為 1.55% | 最高為 0.775% |
| 歐洲股票基金 | | 最高為 1.55% |
| 大中華股票基金 | | |
| 北美股票基金 | | 最高為 0.775% |
| 綠色退休基金 | 1.55% | 0.775% |
| **保證基金** | | |
| 保證組合 | 1.50%^ | 1.30%^ |
| **人生階段基金** | | |
| 增長組合 | 最高為 1.55% | 最高為 1.55% |
| 均衡組合 | | |
| 穩定資本組合 | | |
| **預設投資策略基金** | | |
| 核心累積基金 | 最高為 0.75% | 最高為 0.375% |
| 65 歲後基金 | | 最高為 0.75% |

^於基礎基金層面收取

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**條款及細則 ：**

1. 此優惠只適用於**新**強積金「休悠樂」個人賬戶成員，要符合資格，每個申請個案只計算由即日起至 2024 年 3 月 31 日內友邦所收到之申請（連所需文件），並需於 2024 年 5 月 31 日前成功從第三方受託人新轉入強積金資產至強積金「休悠樂」個人賬戶累積達 HK$200,000 或以上。此優惠不可與其他已推出之推廣同時使用。友邦保留一切修改、解釋此優惠之權利而毋須事先通知。如有任何爭議，友邦保留最終決定權。
2. 此優惠只適用於**現有**強積金「休悠樂」個人賬戶成員，並符合以下要求：
   (i) 持有強積金資產總值達 HK$100,000 或以上（根據友邦向強積金「休悠樂」個人賬戶成員發出之 2022 年度權益結算書上截至於 2022 年 11 月 30 日之資產總值作準）；及
   (ii) 由即日起至 2024 年 3 月 31 日內友邦所收到之強積金資產轉移申請（連所需文件），並需於 2024 年 5 月 31 日前成功由從第三方受託人新轉入強積金資至強積金「休悠樂」個人賬戶產累積達 HK$100,000 或以上。

   回扣將於強積金「休悠樂」個人賬戶成員參與的第二年或 2024 年 6 月 1 日 起計算， 以較後者為準。此優惠不可與其他已推出之推廣同時使用。友邦保留一切修改、解釋此優惠之權利而毋須事先通知。如有任何爭議，友邦保留最終決定權。
3. 回扣將於每季度終結日（即每年之 2 月 28 或 29 日、 5 月 31 日 、 8 月 31 日 及 11 月 30 日）之隨後 45 日內派發，並將按合資格成員賬戶於該季度內所持基金於每月結餘（該月及前一個月期末賬戶結餘的平均值）之平均值計算。回扣將以單位 / 金額形式分配 / 存入到合資格成員賬戶（成員強制性供款部分） 內之相關基金。有關回扣只適用於在發放回扣當日未終止相關計劃賬戶之合資格成員。
4. 就保證組合而言，相關折扣將適用於其基礎基金層面管理費。
5. 就保證組合以外之單位化強積金基金而言，有關回扣將以單位形式分配到合資格成員的賬戶。就保證組合( 一項非單位化基金 ) 而言，有關回扣 / 紅利將以金額形式存入到合資格成員的賬戶。
6. 有關此計劃內各 AIA 強積金基金管理費的詳情，請參閱強積金計劃說明書。

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Appendix 1

Date: _____

Client Name: _____

Address: _____

_____

_____

Dear Customer,

**AIA MPF – Prime Value Choice (the "Scheme")**
**AIA MPF Personal Account ("MPFPA") Preferential Offer**

Thank you for your interest in our MPF products and services. We are pleased to present to you the following preferential offer[1,2] ("this Offer") for your consideration:

| Members | Requirement | Preferential Offer |
|---|---|---|
| New Members | New transferred-in MPF assets from a third-party trustee with cumulative amount of HK$200,000 or above[1] | Up to 50% off[3,4,5] the management fees* for selected funds from 2nd year onwards |
| Existing Members | MPF Assets Under Management at HK$100,000 or above; And New transferred-in MPF assets from a third-party trustee with cumulative amount of HK$100,000 or above[2] | |

*Constituent Fund level

For the terms and conditions of the management fees of the respective constituent funds under the Scheme, please refer to the Appendix.

If you have any questions regarding this Offer, please feel free to contact your Financial Planner of AIA Hong Kong.

Yours sincerely,

AIA Corporate Solutions

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**Appendix** (The below management fees has been updated)

| AIA MPF Funds | Current Management Fees (at Constituent Fund Level) | Privileged Management Fees (at Constituent Fund Level) |
|---|---|---|
| | | 2nd Year Onwards[1-5] |
| | (% p.a. of net asset value) | |
| **Equity Funds – Index-Tracking Collective Investment Scheme Series** | | |
| American Fund | Up to 0.72% | Up to 0.72% |
| Eurasia Fund | | |
| Hong Kong and China Fund | | |
| World Fund | | |
| **Fixed Income Funds** | | |
| Asian Bond Fund | Up to 0.96% | Up to 0.96% |
| Global Bond Fund | Up to 0.91% | Up to 0.91% |
| MPF Conservative Fund | 0.96% | 0.96% |
| **Dynamic Asset Allocation Funds** | | |
| China HK Dynamic Asset Allocation Fund | Up to 1.075% | Up to 1.075% |
| Manager's Choice Fund | Up to 1.55% | Up to 1.55% |
| **Equity Funds** | | |
| Asian Equity Fund | Up to 1.55% | Up to 0.775% |
| European Equity Fund | | Up to 1.55% |
| Greater China Equity Fund | | |
| North American Equity Fund | | Up to 0.775% |
| Green Fund | 1.55% | 0.775% |
| **Guaranteed Fund** | | |
| Guaranteed Portfolio | 1.50%^ | 1.30%^ |
| **Lifestyle Funds** | | |
| Growth Portfolio | Up to 1.55% | Up to 1.55% |
| Balanced Portfolio | | |
| Capital Stable Portfolio | | |
| **Default Investment Strategy Funds** | | |
| Core Accumulation Fund | Up to 0.75% | Up to 0.375% |
| Age 65 Plus Fund | | Up to 0.75% |

^Chargeable at underlying fund level

「AIA」、「友邦」或「友邦香港」是指友邦保險（國際）有限公司（於百慕達註冊成立之有限公司）。「AIA」、「友邦」或「友邦香港」是指友邦保险（国际）有限公司（于百慕达注册成立之有限公司）。 "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).



[AIA – INTERNAL]

**友邦香港**
香港北角電氣道 183 號
友邦廣場 12 樓

**AIA Hong Kong**
12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

**Terms and conditions:**

1. This Offer will be applicable to **NEW** MPFPA members only, each application case is qualified if AIA received the application with required documents from now until 31 March 2024, with the cumulative amount of HK$200,000 or above of new transferred-in MPF assets successfully transferred from third-party trustee(s) to MPFPA before 31 May 2024. This Offer cannot be used in conjunction with any other existing offer(s). AIA reserves the right to amend the terms and conditions and details of this Offer at any time without prior notice. In the event of disputes, the decision of AIA shall be final and binding.
2. This Offer will be applicable to **EXISTING** MPFPA members only who meet the following requirements:
   (i) MPF Assets under management at HK$100,000 or above (based on the assets under management amount as at 30 November 2022 stated on the 2022 Annual Benefit Statement issued by AIA to MPFPA members); and
   (ii) Assets transferred-in applications with all required documents received by AIA from now until 31 March 2024, with the cumulative amount of HK$100,000 or above of new transferred-in MPF assets successfully transferred from third-party trustee(s) to MPFPA before 31 May 2024.

   The rebate will be calculated starting from the 2nd year of the MPFPA members' participation or 1 June 2024, whichever is later. This Offer is not valid in conjunction with any other pre-existing offer(s). AIA reserves the right to amend the terms and conditions and details of this Offer at any time without prior notice. In the event of disputes, the decision of AIA shall be final and binding.
3. The rebate will be distributed within 45 days from each quarter end (i.e. 28/29 February, 31 May, 31 August, 30 November every year), and will be calculated based on the average monthly balance of the funds held under the eligible member's account over that quarter (average of the closing balance of that particular month and the previous month). Such rebate will be allocated/credited to the respective fund under the eligible member's account (member mandatory contribution portion). The eligible members are only entitled to the rebate on the condition that eligible member's account under the relevant plan has not been terminated on the date of the rebate distribution.
4. For the Guaranteed Portfolio, the relevant discount will be applied to its management fees at underlying fund level.
5. For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the rebate will be allocated to the eligible member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the rebate on the management fees of underlying fund level, and will be credited to the eligible member's account.
6. For details of the management fees of AIA MPF Funds, please refer to the MPF Scheme Brochure.

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[AIA – INTERNAL]

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183 Electric Road
North Point
Hong Kong

附件二

日期：_____

公司 / 客戶名稱：_____

地址：_____

_____

_____

親愛的客戶：

**友邦強積金優選計劃（簡稱「此計劃」）**

**強積金僱主計劃尊享優惠**

感謝閣下對我們的強積金產品及服務感興趣，我們欣然為閣下提供下列尊享優惠[1]（「此優惠」）：

**尊享優惠**

| | |
|---|---|
| 現行基金管理費* | 0.72% – 1.55%（淨資產值的百分比，以年率計） |
| **優惠基金管理費*** | **首年**<br>**0.36% – 0.775%**[2,3,4]<br>（所有基金管理費* 享 50% 折扣）<br><br>**第二年起**<br>**0.375% – 1.55%**[4,5]**（公司成員人數介乎 10 至 99 名）**<br>**0.72% – 1.55%**[4,5]**（公司成員人數 1. 少於 10 名; 或 2. 100 名或以上）** |

* 成分基金層面

有關此計劃內各成分基金優惠管理費的條款及細則，詳情請參閱附件。

如閣下對此優惠有任何查詢，歡迎與您的友邦香港財務策劃顧問聯絡。

AIA 企業業務

謹啓

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**附件** （以下計劃內各成分基金優惠管理費已更新）

| AIA 強積金基金 | 現行基金管理費（成分基金層面） | 優惠基金管理費（成分基金層面） | | |
|---|---|---|---|---|
| | | 第一年 [2,3,4] | 第二年起 [4,5] | |
| | | | 其他公司 | 公司成員人數介乎 10 至 99 名 |
| | （淨資產值的百分比，以年率計） | | | |
| **股票基金 – 緊貼指數集體投資計劃系列** | | | | |
| 美洲基金 | 最高為 0.72% | 最高為 0.36% | 最高為 0.72% | 最高為 0.72% |
| 亞歐基金 | | | | |
| 中港基金 | | | | |
| 全球基金 | | | | |
| **固定入息基金** | | | | |
| 亞洲債券基金 | 最高為 0.96% | 最高為 0.48% | 最高為 0.96% | 最高為 0.96% |
| 環球債券基金 | 最高為 0.91% | 最高為 0.455% | 最高為 0.91% | 最高為 0.91% |
| 強積金保守基金 | 0.96% | 0.48% | 0.96% | 0.96% |
| **動態資產配置基金** | | | | |
| 中港動態資產配置基金 | 最高為 1.075% | 最高為 0.5375% | 最高為 1.075% | 最高為 1.075% |
| 基金經理精選退休基金 | 最高為 1.55% | 最高為 0.775% | 最高為 1.55% | 最高為 1.55% |
| **股票基金** | | | | |
| 亞洲股票基金 | 最高為 1.55% | 最高為 0.775% | 最高為 1.55% | 最高為 0.775% |
| 歐洲股票基金 | | | | 最高為 1.55% |
| 大中華股票基金 | | | | |
| 北美股票基金 | | | | 最高為 0.775% |
| 綠色退休基金 | 1.55% | 0.775% | 1.55% | 0.775% |
| **保證基金** | | | | |
| 保證組合 | 1.50%^ | 0.75%^ | 1.30%^ | 1.30%^ |
| **人生階段基金** | | | | |
| 增長組合 | 最高為 1.55% | 最高為 0.775% | 最高為 1.55% | 最高為 1.55% |
| 均衡組合 | | | | |
| 穩定資本組合 | | | | |
| **預設投資策略基金** | | | | |
| 核心累積基金 | 最高為 0.75% | 最高為 0.375% | 最高為 0.75% | 最高為 0.375% |
| 65 歲後基金 | | | | 最高為 0.75% |

^於基礎基金層面收取

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[AIA – INTERNAL]

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183 Electric Road
North Point
Hong Kong

**條款及細則 ：**

1. 此優惠只適用於由即日起至 2024 年 3 月 31 日內友邦所收到之申請（連所需文件），要符合資格，僱主需於 2024 年 5 月 31 日前成功處理首期供款或由其他受託人轉入資產至強積金僱主計劃。成員人數將以於首次供款或由其他受託人轉入資產 ( 以較早者為準 ) 的月份之月底成員人數計算。此優惠不可與其他已推出之推廣同時使用。友邦保留一切修改、解釋此優惠之權利而毋須事先通知。如有任何爭議，友邦保留最終決定權。
2. 折扣將以回扣形式提供。回扣將於收到申請書後起計 12 個月之隨後 45 日內派發。有關回扣將按合資格成員賬戶於該 12 個月內所持基金於每月最後一日的結餘之平均值計算。回扣並將以單位 / 金額形式分配 / 存入到合資格成員賬戶內（僱員強制性供款部分，如適用）之相關基金。有關回扣只適用於在派發回扣當日未終止相關計劃賬戶之成員。
3. 就保證組合而言，相關 50% 折扣將適用於其基礎基金層面管理費。
4. 保證組合以外之單位化強積金基金而言，有關回扣將以單位形式分配到合資格成員的賬戶。就保證組合 ( 一項非單位化基金 ) 而言，有關回扣適用於其基礎基金層面管理費，並將以金額形式存入到合資格成員的賬戶。
5. 於每季度終結日（即每年之 2 月 28 或 29 日、5 月 31 日、8 月 31 日及 11 月 30 日）後的 45 日內，每項適用基金之回扣將按成員賬戶於相關季度內所持該基金於每月最後一日結餘之平均值計算，並分配/存入到合資格成員賬戶內( 僱員強制性供款部分，如適用）之相關基金。有關回扣只適用於在發放回扣當日未終止相關計劃賬戶之成員。
6. 有關此計劃內各 AIA 強積金基金管理費的詳情，請參閱強積金計劃說明書。

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[AIA – INTERNAL]

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友邦廣場 12 樓

**AIA Hong Kong**
12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

Appendix 2

Date: _____

Company / Client Name: _____

Address: _____

_____

_____

Dear Customer,

**AIA MPF – Prime Value Choice (the "Scheme")**
**MPF Employer Plan Preferential Offer**

Thank you for your interest in our MPF products and services. We are pleased to present to you the following preferential offer[1] ("this Offer"):

**Preferential Offer**

| | |
|---|---|
| Current management fees* | 0.72% – 1.55% (p.a. of net asset value) |
| **Privileged management fees*** | **1st Year**<br>**0.36% - 0.775%**[2,3,4]<br>(50% off the management fees* for all funds)<br><br>**2nd year onwards**<br>**0.375% - 1.55%**[4,5] **(Company with 10-99 inforce members)**<br>**0.72% - 1.55%**[4,5] **(Company with 1. below 10 members; OR 2. 100 or above members)** |

*Constituent fund level

For the terms and conditions of the management fees of the respective constituent funds under the Scheme, please refer to the Appendix.

If you have any questions regarding this Offer, please feel free to contact your Financial Planner of AIA Hong Kong.

Yours sincerely,

AIA Corporate Solutions

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[AIA – INTERNAL]

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183 Electric Road
North Point
Hong Kong

**Appendix** (The below management fees has been updated)

| AIA MPF Funds | Current Management Fees (at Constituent Fund Level) | Privileged Management Fees (at Constituent Fund Level) | | |
|---|---|---|---|---|
| | | 1st Year [2,3,4] | 2nd Year Onwards [4,5] | |
| | | | Other Company(ies) | Company(ies) with 10-99 inforce members |
| | (% p.a. of net asset value) | | | |
| **Equity Funds – Index-Tracking Collective Investment Scheme Series** | | | | |
| American Fund | Up to 0.72% | Up to 0.36% | Up to 0.72% | Up to 0.72% |
| Eurasia Fund | | | | |
| Hong Kong and China Fund | | | | |
| World Fund | | | | |
| **Fixed Income Funds** | | | | |
| Asian Bond Fund | Up to 0.96% | Up to 0.48% | Up to 0.96% | Up to 0.96% |
| Global Bond Fund | Up to 0.91% | Up to 0.455% | Up to 0.91% | Up to 0.91% |
| MPF Conservative Fund | 0.96% | 0.48% | 0.96% | 0.96% |
| **Dynamic Asset Allocation Funds** | | | | |
| China HK Dynamic Asset Allocation Fund | Up to 1.075% | Up to 0.5375% | Up to 1.075% | Up to 1.075% |
| Manager's Choice Fund | Up to 1.55% | Up to 0.775% | Up to 1.55% | Up to 1.55% |
| **Equity Funds** | | | | |
| Asian Equity Fund | Up to 1.55% | Up to 0.775% | Up to 1.55% | Up to 0.775% |
| European Equity Fund | | | | Up to 1.55% |
| Greater China Equity Fund | | | | |
| North American Equity Fund | | | | Up to 0.775% |
| Green Fund | 1.55% | 0.775% | 1.55% | 0.775% |
| **Guaranteed Fund** | | | | |
| Guaranteed Portfolio | 1.50%^ | 0.75%^ | 1.30%^ | 1.30%^ |
| **Lifestyle Funds** | | | | |
| Growth Portfolio | Up to 1.55% | Up to 0.775% | Up to 1.55% | Up to 1.55% |
| Balanced Portfolio | | | | |
| Capital Stable Portfolio | | | | |
| **Default Investment Strategy Funds** | | | | |
| Core Accumulation Fund | Up to 0.75% | Up to 0.375% | Up to 0.75% | Up to 0.375% |
| Age 65 Plus Fund | | | | Up to 0.75% |

^Chargeable at underlying fund level

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[AIA – INTERNAL]

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183 Electric Road
North Point
Hong Kong

**Terms and conditions:**

1. This Offer will be applicable for applications with all required documents received by AIA from now until 31 March 2024, with the settlement of first contribution or Assets Taken Over ("ATO") received from external trustee(s) to MPF Employer Plan before 31 May 2024. No. of members will be counted based on the member count of the month end with the first contribution or ATO from external trustee successfully settled by AIA Corporate Solutions, whichever is earlier. This Offer cannot be used in conjunction with any other existing Offer(s). AIA reserves the right to amend the terms and conditions and details of this Offer at any time without prior notice. In the event of disputes, the decision of AIA shall be final and binding.
2. The discount will be offered in the form of a rebate. The rebate will be distributed within 45 days after the application was received for 12 months. Such rebate will be calculated based on the average month end balance of the funds held under the eligible member's account over that 12-month period. The rebate will be allocated/credited to the respective funds under the member's account (employee's mandatory contribution portion, where applicable) in the form of unit/amount rebate. Members are only entitled to the rebate on the condition that member's account under the relevant plan has not been terminated on the date of the rebate distribution.
3. For the Guaranteed Portfolio, the 50% off will be applied to its management fees at underlying fund level.
4. For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the rebate will be allocated to the eligible member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the rebate on the management fees of underlying fund level, and will be credited to the eligible member's account.
5. Within 45 days from each quarter end (i.e. 28/29 February, 31 May, 31 August, 30 November every year), the rebate for each applicable fund will be calculated based on the average month end balance of the respective fund held under the member's account during the relevant quarter. Such rebate will be allocated/credited to the respective fund under the eligible member's account (employee's mandatory contribution portion, where applicable). Members are only entitled to the rebate on the condition that member's account under the relevant plan which has not been terminated on the date of the rebate distribution.
6. For details of the management fees of AIA MPF Funds, please refer to the MPF Scheme Brochure.

「AIA」、「友邦」或「友邦香港」是指友邦保險（國際）有限公司（於百慕達註冊成立之有限公司）。「AIA」、「友邦」或「友邦香港」是指友邦保险（国际）有限公司（于百慕达注册成立之有限公司）。 "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).



[AIA – INTERNAL]

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North Point
Hong Kong

附件三

日期：_____

客戶名稱：_____

地址：_____

_____

_____

親愛的客戶：

**友邦強積金優選計劃（簡稱「此計劃」）**
**強積金自僱人士尊享優惠**

感謝閣下對我們的強積金產品及服務感興趣，我們欣然為閣下提供下列尊享優惠[1]（「此優惠」）：

**尊享優惠**

| | |
|---|---|
| 現行基金管理費* | 0.72% – 1.55%（淨資產值的百分比，以年率計） |
| **優惠基金管理費*** | **首年**<br>**0.36% – 0.775%**[2,3,4]（所有基金管理費* 享 50% 折扣）<br><br>**第二年起**<br>**0.72% – 1.55%**[4,5] |

*成分基金層面

有關此計劃內各成分基金優惠管理費的條款及細則，詳情請參閱附件。

如閣下對此優惠有任何查詢，歡迎與您的友邦香港財務策劃顧問聯絡。

AIA 企業業務

謹啓

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[AIA – INTERNAL]

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**附件** （以下計劃內各成分基金優惠管理費已更新）

| AIA 強積金基金 | 現行基金管理費（成分基金層面） | 優惠基金管理費（成分基金層面） | |
|---|---|---|---|
| | | 第一年 [2,3,4] | 第二年起 [4,5] |
| | （淨資產值的百分比，以年率計） | | |
| **股票基金 — 緊貼指數集體投資計劃系列** | | | |
| 美洲基金 | 最高為 0.72% | 最高為 0.36% | 最高為 0.72% |
| 亞歐基金 | | | |
| 中港基金 | | | |
| 全球基金 | | | |
| **固定入息基金** | | | |
| 亞洲債券基金 | 最高為 0.96% | 最高為 0.48% | 最高為 0.96% |
| 環球債券基金 | 最高為 0.91% | 最高為 0.455% | 最高為 0.91% |
| 強積金保守基金 | 0.96% | 0.48% | 0.96% |
| **動態資產配置基金** | | | |
| 中港動態資產配置基金 | 最高為 1.075% | 最高為 0.5375% | 最高為 1.075% |
| 基金經理精選退休基金 | 最高為 1.55% | 最高為 0.775% | 最高為 1.55% |
| **股票基金** | | | |
| 亞洲股票基金 | 最高為 1.55% | 最高為 0.775% | 最高為 1.55% |
| 歐洲股票基金 | | | |
| 大中華股票基金 | | | |
| 北美股票基金 | | | |
| 綠色退休基金 | 1.55% | 0.775% | 1.55% |
| **保證基金** | | | |
| 保證組合 | 1.50%^ | 0.75%^ | 1.30%^ |
| **人生階段基金** | | | |
| 增長組合 | 最高為 1.55% | 最高為 0.775% | 最高為 1.55% |
| 均衡組合 | | | |
| 穩定資本組合 | | | |
| **預設投資策略基金** | | | |
| 核心累積基金 | 最高為 0.75% | 最高為 0.375% | 最高為 0.75% |
| 65 歲後基金 | | | |

^於基礎基金層面收取

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友邦廣場 12 樓

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12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

**條款及細則 ：**

1. 此優惠只適用於即日起至 2024 年 3 月 31 日內友邦所收到之申請（連所需文件），要符合資格，自僱人士需於 2024 年 5 月 31 日前成功處理首期供款或由其他受託人轉入資產至強積金自僱人士賬戶。此優惠不可與其他已推出之推廣同時使用。友邦保留一切修改、解釋此優惠之權利而毋須事先通知。如有任何爭議，友邦保留最終決定權。
2. 折扣將以回扣形式提供。回扣將於收到申請書後起計 12 個月之隨後 45 日內派發。有關回扣將按合資格成員賬戶於該 12 個月內所持基金於每月最後一日的結餘之平均值計算。回扣並將以單位 / 金額形式分配 / 存入到合資格成員賬戶內（僱員強制性供款部分，如適用）之相關基金。有關回扣只適用於在派發回扣當日未終止相關計劃賬戶之成員。
3. 就保證組合而言，相關 50% 折扣將適用於其基礎基金層面管理費。
4. 保證組合以外之單位化強積金基金而言，有關回扣將以單位形式分配到合資格成員的賬戶。就保證組合（一項非單位化基金）而言，有關回扣適用於其基礎基金層面管理費，並將以金額形式存入到合資格成員的賬戶。
5. 於每季度終結日（即每年之 2 月 28 或 29 日、 5 月 31 日、 8 月 31 日及 11 月 30 日）後的 45 日內，每項適用基金之回扣將按成員賬戶於相關季度內所持該基金於每月最後一日結餘之平均值計算，並分配 / 存入到合資格成員賬戶內 （僱員強制性供款部分，如適用） 之相關基金。有關回扣只適用於在發放回扣當日未終止相關計劃賬戶之成員。
6. 有關此計劃內各 AIA 強積金基金管理費的詳情，請參閱強積金計劃說明書。

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North Point
Hong Kong

Appendix 3

Date: _____

Client Name: _____

Address: _____

_____

_____

Dear Customer,

**AIA MPF – Prime Value Choice (the "Scheme")**
**MPF Self-Employed Person ("SEP") Preferential Offer**

Thank you for your interest in our MPF products and services. We are pleased to present to you the following preferential offer[1] ("this Offer"):

**Preferential Offer**

| | |
|---|---|
| Current management fees* | 0.72% – 1.55% (p.a. of net asset value) |
| **Privileged management fees*** | **1st Year**<br>**0.36% - 0.775%**[2,3,4] (50% off the management fees* for all funds)<br><br>**2nd year onwards**<br>**0.72% - 1.55%**[4,5] |

*Constituent fund level

For the terms and conditions of the management fees of the respective constituent funds under the Scheme, please refer to the Appendix.

If you have any questions regarding this Offer, please feel free to contact your Financial Planner of AIA Hong Kong.

Yours sincerely,

AIA Corporate Solutions

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**Appendix** (The below management fees has been updated)

| AIA MPF Funds | Current Management Fees (at Constituent Fund Level) | Privileged Management Fees (at Constituent Fund Level) | |
|---|---|---|---|
| | | 1st Year[2,3,4] | 2nd Year Onwards[4,5] |
| | (% p.a. of net asset value) | | |
| **Equity Funds – Index-Tracking Collective Investment Scheme Series** | | | |
| American Fund | Up to 0.72% | Up to 0.36% | Up to 0.72% |
| Eurasia Fund | | | |
| Hong Kong and China Fund | | | |
| World Fund | | | |
| **Fixed Income Funds** | | | |
| Asian Bond Fund | Up to 0.96% | Up to 0.48% | Up to 0.96% |
| Global Bond Fund | Up to 0.91% | Up to 0.455% | Up to 0.91% |
| MPF Conservative Fund | 0.96% | 0.48% | 0.96% |
| **Dynamic Asset Allocation Funds** | | | |
| China HK Dynamic Asset Allocation Fund | Up to 1.075% | Up to 0.5375% | Up to 1.075% |
| Manager's Choice Fund | Up to 1.55% | Up to 0.775% | Up to 1.55% |
| **Equity Funds** | | | |
| Asian Equity Fund | Up to 1.55% | Up to 0.775% | Up to 1.55% |
| European Equity Fund | | | |
| Greater China Equity Fund | | | |
| North American Equity Fund | | | |
| Green Fund | 1.55% | 0.775% | 1.55% |
| **Guaranteed Fund** | | | |
| Guaranteed Portfolio | 1.50%^ | 0.75%^ | 1.30%^ |
| **Lifestyle Funds** | | | |
| Growth Portfolio | Up to 1.55% | Up to 0.775% | Up to 1.55% |
| Balanced Portfolio | | | |
| Capital Stable Portfolio | | | |
| **Default Investment Strategy Funds** | | | |
| Core Accumulation Fund | Up to 0.75% | Up to 0.375% | Up to 0.75% |
| Age 65 Plus Fund | | | |

^Chargeable at underlying fund level

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**Terms and conditions:**

1. This Offer will be applicable for applications with all required documents received by AIA from now until 31 March 2024, with the settlement of first contribution or Assets Taken Over ("ATO") received from external trustee(s) to MPF Self-Employed Person ("SEP") Plan before 31 May 2024. This Offer cannot be used in conjunction with any other existing offer(s). AIA reserves the right to amend the terms and conditions and details of this Offer at any time without prior notice. In the event of disputes, the decision of AIA shall be final and binding.
2. The discount will be offered in the form of a rebate. The rebate will be distributed within 45 days after the application was received for 12 months. Such rebate will be calculated based on the average month end balance of the funds held under the eligible member's account over that 12-month period. The rebate will be allocated/credited to the respective funds under the member's account (employee's mandatory contribution portion, where applicable) in the form of unit/amount rebate. Members are only entitled to the rebate on the condition that member's account under the relevant plan has not been terminated on the date of the rebate distribution.
3. For the Guaranteed Portfolio, the 50% off will be applied to its management fees at underlying fund level.
4. For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the rebate will be allocated to the eligible member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the rebate on the management fees of underlying fund level, and will be credited to the eligible member's account.
5. Within 45 days from each quarter end (i.e. 28/29 February, 31 May, 31 August, 30 November every year), the rebate for each applicable fund will be calculated based on the average month end balance of the respective fund held under the member's account during the relevant quarter. Such rebate will be allocated/credited to the respective fund under the eligible member's account (employee's mandatory contribution portion, where applicable). Members are only entitled to the rebate on the condition that member's account under the relevant plan which has not been terminated on the date of the rebate distribution.
6. For details of the management fees of AIA MPF Funds, please refer to the MPF Scheme Brochure.

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