**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: | Victor Man |
| Copy: | Mr. Alger Fung / Mr. Jim Jan Zen / Mr. Louie Ho / Amelie Shen / All Department Heads / ABDD Executives / Contact Centre | Dept: | Corporate Solutions |
| Date: | 2 April 2024 | Total pages: | 11 + Appendix |

Subject: **(A240424) 2024 Q2 企業業務特別客戶推廣（強積金）**
**2024 Q2 Corporate Solutions Special Customer Offers (MPF)**

**好消息！**踏進 2024 年第 2 季，企業業務誠意推出**多項全新客戶尊享優惠**，助您開拓更多強積金銷售機遇，請各營業同事細閱以下全新客戶尊享優惠詳情，好好把握機會，在積金易平台（eMPF）推出前儘快搶灘及創造佳績！

| 強積金計劃 | 客戶尊享優惠 |
|---|---|
| **「休悠樂」個人賬戶計劃**<br><br><br>全新 | **推廣期：2024 年 4 月 1 日至 6 月 30 日**<br><br>**雙重優惠[3]：紅利和特別管理費**<br>客戶參與友邦強積金**「休悠樂」個人賬戶計劃（「休悠樂」）**可尊享一次性紅利（「紅利」）和特別管理費（將以回扣形式提供）（「回扣」），優惠須受條款及細則所約束。<br><br>**優惠 1：紅利**<br>**新成員 / 現有成員**從第三方受託人**轉入新強積金資產可享有一次性紅利**。詳情如下： |

| 從第三方受託人轉入新強積金資產 (HK$) | 一次性紅利 (HK$) |
|---|---|
| 30,000 - 99,999 | 188 |
| 100,000 - 149,999 | 588 |
| 150,000 - 399,999 | 888 |
| 400,000 - 799,999 | 2,388 |
| 800,000 - 1,199,999 | 6,888 |
| 1,200,000 或以上 | 13,888 |

**紅利計算及派發：**
紅利將於 2025 年 1 月底前按合資格成員的最新投資選擇派發。紅利金額將按客戶從其他受託人轉入新強積金資產的總和計算，相關轉入新強積金資產申請需於 2024 年 4 月 1 日至 6 月 30 日提交，並於 2024 年 8 月 31 日前結算。客戶需於 2024 年 4 月 1 日至 6 月 30 日期間提交第一份轉入新強積金資產申請日起至 2025 年 1 月紅利派發日期間未曾作任何提款。紅利將按客戶於派發紅利當日最新的投資選擇，以單位 / 金額形式[5]分配 / 存入到成員賬戶。

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<table>
<tr><th>強積金計劃</th><th>客戶尊享優惠</th></tr>
<tr><td></td><td>

**優惠 2：回扣**

<table>
<tr><th rowspan="2">AIA 強積金基金</th><th rowspan="2">於基礎基金層面<br>收取的標準管理費<br>（每年）</th><th colspan="3">「休悠樂」成員從第三方受託人轉入新強積金資產<br>回扣後於基礎基金層面收取的有效管理費（每年）</th></tr>
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<tr><td colspan="5">保證基金</td></tr>
<tr><td>保證組合</td><td>1.50%</td><td>1.50%</td><td>1.30%</td><td>1.30%</td></tr>
</table>

**回扣計算及派發：**
回扣將於每個季度結束（即每年 2 月、5 月、8 月和 11 月）之隨後 45 日內派發，並將按成員賬戶於該季度內所持基金每月結餘[4]之平均值計算，有關回扣將以單位 / 金額形式[5]分配 / 存入到成員賬戶內之相關基金。

**條款及細則：**
1) 成功參與「休悠樂」之成員，將受「休悠樂」詳載於申請表格內之有關條款及細則所約束。
2) 紅利及回扣只適用於在派發紅利 / 回扣當日未終止有關賬戶之成員。
3) 此優惠不可與任何其他現存優惠同時享用。就保證組合而言，回扣將適用於基礎基金層面之管理費。
4) 每月平均賬戶結餘為該月及前一個月期末賬戶結餘的平均值。
5) 就保證組合以外之單位化強積金基金而言，有關紅利 / 回扣將以單位形式分配到成員賬戶。而就保證組合（一項非單位化基金）而言，有關紅利 / 回扣將以金額形式存入到成員賬戶。
6) 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

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**自僱人士計劃**

**全新**

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**推廣期：2024 年 4 月 1 日至 6 月 30 日**

**雙重優惠[3]：紅利和特別管理費**
客戶參與**友邦強積金優選自僱人士計劃（「自僱人士計劃」）**可尊享一次性紅利（「紅利」）和特別管理費（將以回扣形式提供）（「回扣」），優惠須受條款及細則所約束。

**優惠 1：紅利**
**新成員 / 現有成員**從第三方受託人**轉入新強積金資產可享有一次性紅利**。詳情如下：

| 從第三方受託人轉入新強積金資產 (HK$) | 一次性紅利 (HK$) |
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| 800,000 - 1,199,999 | 6,888 |
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**紅利計算及派發：**
紅利將於 2025 年 1 月底前按合資格成員的最新投資選擇派發。紅利金額將按客戶從其他受託人轉入新強積金資產的總和計算，相關轉入新強積金資產申請需於 2024 年 4 月 1 日至 6 月 30 日提交，並於 2024 年 8 月 31 日前結算。客戶需於 2024 年 4 月 1 日至

</td></tr>
</table>

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<table>
<tr><th>強積金計劃</th><th>客戶尊享優惠</th></tr>
<tr><td></td><td>
6 月 30 日期間提交第一份轉入新強積金資產申請日起至 2025 年 1 月紅利派發日期間未曾作任何提款。紅利將按客戶於派發紅利當日最新的投資選擇，以單位 / 金額形式[5]分配 / 存入到成員賬戶。<br><br>
優惠 2：回扣
<table>
<tr><th rowspan="2">AIA 強積金基金</th><th rowspan="2">於基礎基金層面收取的標準管理費（每年）</th><th colspan="3">自僱人士成員從第三方受託人轉入新強積金資產回扣後於基礎基金層面收取的有效管理費（每年）</th></tr>
<tr><th colspan="2">≥HK$ 30,000</th><th rowspan="2">≤HK$ 30,000</th></tr>
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</table>
回扣計算及派發：<br>
回扣將於每個季度結束（即每年 2 月、5 月、8 月和 11 月）之隨後 45 日內派發，並將按成員賬戶於該季度內所持基金每月結餘[4]之平均值計算，有關回扣將以單位 / 金額形式[5]分配 / 存入到成員賬戶內之相關基金。<br><br>
條款及細則：<br>
1) 成功參與「自僱人士計劃」之成員，將受詳載於「自僱人士計劃」申請表格內之有關條款及細則所約束。<br>
2) 紅利及回扣只適用於在派發紅利 / 回扣當日未終止有關賬戶之成員。<br>
3) 此優惠不可與任何其他現存優惠同時享用。就保證組合而言，回扣將適用於基礎基金層面之管理費。<br>
4) 每月平均賬戶結餘為該月及前一個月期末賬戶結餘的平均值。<br>
5) 就保證組合以外之單位化強積金基金而言，有關紅利 / 回扣將以單位形式分配到成員賬戶。而就保證組合（一項非單位化基金）而言，有關紅利 / 回扣將以金額形式存入到成員賬戶。<br>
6) 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
</td></tr>
<tr><td>
強積金僱主計劃<br>


<br>全新
</td><td>
推廣期：2024 年 4 月 1 日至 6 月 30 日<br><br>
雙重優惠[3]：紅利和特別管理費<br>
於推廣期內，新企業客戶參與友邦強積金優選僱主計劃（「僱主計劃」），並成功提交僱主申請表格及僱主資金轉移申請表（MPF(S)-P(E) 表格），其僱員成員可尊享一次性紅利（「紅利」）和特別管理費（將以回扣形式提供）（「回扣」），優惠須受條款及細則所約束。<br><br>
優惠 1：紅利<br>
在企業客戶從第三方受託人轉入新強積金資產後，僱主資金轉移申請表內之合資格僱員成員可享有一次性紅利。詳情如下：
<table>
<tr><th colspan="2">以每名僱員成員計</th></tr>
<tr><th>從第三方受託人轉入新強積金資產 (HK$)</th><th>一次性紅利 (HK$)</th></tr>
<tr><td>50,000 - 100,000</td><td>300</td></tr>
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<tr><th>強積金計劃</th><th>客戶尊享優惠</th></tr>
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**紅利計算及派發：**
紅利將於 2025 年 1 月底前按合資格成員的最新投資選擇派發。紅利金額將按客戶從其他受託人轉入新強積金資產的總和計算，相關轉入新強積金資產申請需於 2024 年 4 月 1 日至 6 月 30 日提交，並於 2024 年 8 月 31 日前結算。客戶需於 2024 年 4 月 1 日至 6 月 30 日期間提交第一份轉入新強積金資產申請日起至 2025 年 1 月紅利派發日期間未曾作任何提款。紅利將按客戶於派發紅利當日最新的投資選擇，以單位 / 金額形式[5]分配 / 存入到成員賬戶。

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</table>

**回扣計算及派發：**
回扣將於每個季度結束（即每年 2 月、5 月、8 月和 11 月）之隨後 45 日內派發，並將按成員賬戶於該季度內所持基金每月結餘[4]之平均值計算，有關回扣將以單位 / 金額形式[5]分配 / 存入到成員賬戶內之相關基金。

**條款及細則：**
1) 成功參與「僱主計劃」之成員，將受詳載於「個人賬戶成員」申請表格內之有關條款及細則所約束。
2) 紅利及回扣只適用於在派發紅利 / 回扣當日未終止有關賬戶之成員。
3) 此優惠不可與任何其他現存優惠同時享用。就保證組合而言，回扣將適用於基礎基金層面之管理費。
4) 每月平均賬戶結餘為該月及前一個月期末賬戶結餘的平均值。
5) 就保證組合以外之單位化強積金基金而言，有關紅利 / 回扣將以單位形式分配到成員賬戶。而就保證組合（一項非單位化基金）而言，有關紅利 / 回扣將以金額形式存入到成員賬戶。
6) 優惠須受有關條款及細則約束，詳情請參閱附件 1。

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**強積金可扣稅自願性供款計劃**




全新

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**推廣期：2024 年 4 月 1 日至 6 月 30 日**

**尊享優惠：特別管理費**
客戶參與 **AIA 強積金可扣稅自願性供款計劃（「計劃」）**，可尊享特別管理費（將以回扣形式提供）（「回扣」），優惠須受條款及細則所約束。詳情如下：

<table>
<tr><th>AIA 強積金基金</th><th>於基礎基金層面<br>收取的標準管理費<br>（每年）</th><th>回扣後於基礎基金層面<br>收取的有效管理費<br>（每年）</th></tr>
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| 強積金計劃 | 客戶尊享優惠 |
|---|---|
| | **回扣計算及派發：**<br>回扣將於每個季度結束（即每年 2 月、5 月、8 月及 11 月）之隨後 45 日內派發，並將按您的賬戶於該季度內所持基金每月結餘[4] 之平均值計算。有關回扣將按您於派發回扣當日[2] 最新的投資選擇，以單位 / 金額形式[5] 分配 / 存入到成員賬戶。<br><br>**條款及細則：**<br>1) 成功參與計劃之成員，將受計劃詳載於申請表格內之有關條款及細則所約束。<br>2) 回扣只適用於在派發回扣當日未終止有關賬戶之成員。<br>3) 此優惠不可與任何其他現存優惠同時享用。有效基金管理費如有更改將另行通知。<br>4) 每月平均賬戶結餘為該月及前一個月期末賬戶結餘的平均值。就回扣而言，計劃內的每月平均賬戶結餘之計算將不會包括您於強積金預設投資策略、核心累積基金、65 歲後基金、美洲基金、亞歐基金、中港基金、全球基金、亞洲債券基金、環球債券基金、強積金保守基金、中港動態資產配置基金、基金經理精選退休基金、亞洲股票基金、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、增長組合、均衡組合及穩定資本組合所作的投資。<br>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您的賬戶。而就保證組合（一項非單位化基金）而言，有關回扣將以金額形式存入到您的賬戶。<br>6) 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。 |

**一般規則：**

- 財務策劃顧問必須持有有效的相關牌照，方可銷售推廣活動中的產品。
- 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，歡迎與負責貴區之企業業務營業拓展部同事聯絡或經 iEngage / PES 使用 LiveChat 查詢。

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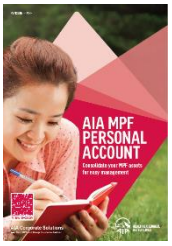
Good News! Entering the Q2 of 2024, Corporate Solutions sincerely launches a number of new exclusive customer offers to help you explore more MPF sales opportunities. Please read the details of the new exclusive customer offers below and seize the opportunity and create great results in due course before the launch of the eMPF platform!

| MPF Plan | Privileged Offers for Clients |
|---|---|
| AIA MPF Personal Account ("MPFPA")<br><br><br>NEW | **Promotion Period:** 1 April – 30 June 2024<br><br>**Double Offers[3] : Bonus and Special Management Fees**<br>By enrolling in AIA MPF Personal Account Programme (the "MPFPA"), customers can enjoy an one-off bonus (the "Bonus") and special management fees (which will be offered in the form of a rebate, the "Rebate"), subject to terms and conditions.<br><br>**Offer 1: Bonus**<br>New and existing MPFPA members' newly transferred-in MPF assets from a third-party trustee can enjoy an one-off bonus. Details are as follows: |

| Newly transferred-in MPF assets from a third-party trustee (HK$) | One-off Bonus (HK$) |
|---|---|
| 30,000 - 99,999 | 188 |
| 100,000 - 149,999 | 588 |
| 150,000 - 399,999 | 888 |
| 400,000 - 799,999 | 2,388 |
| 800,000 - 1,199,999 | 6,888 |
| 1,200,000 or above | 13,888 |

**Bonus Calculation and Distribution:**
The Bonus will be distributed by end of January 2025 per eligible member's latest investment mandate. The Bonus amount will be calculated based on member's aggregated newly tranferred-in MPF Asset from other trustees, with relevant newly tranferred-in MPF Asset request(s) submitted during 1 April - 30 June 2024 and settled by 31 August 2024. Customer must make no withdrawal from the date he/she submits his/her first newly tranferred-in MPF Asset request during 1 April - 30 June 2024 to the Bonus distribution date in January 2025. The Bonus will be allocated/credited to member's account in the form of a unit/amount rebate[5] and in accordance with member's latest investment mandate as at the date of Bonus distribution.

**Offer 2: Rebate**

| AIA MPF Fund | Standard Management Fees Chargeable at Underlying Fund Level (p.a.) | Effective Management Fees after Rebate Chargeable at Underlying Fund Level (p.a.) for MPFPA member's newly transferred-in MPF assets from a third-party trustee | | |
|---|---|---|---|---|
| | | ≥HK$ 30,000 | | ≤HK$ 30,000 |
| | | First Year | Thereafter | |
| Guaranteed Fund | | | | |
| Guaranteed Portfolio | 1.50% | 1.50% | 1.30% | 1.30% |

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

<table>
<tr><th>MPF Plan</th><th>Privileged Offers for Clients</th></tr>
<tr><td></td><td>
Rebate calculation and distribution:<br>
The Rebate will be distributed within 45 days after the end of each quarter (i.e. February, May, August and November each year), and will be calculated based on the average monthly balance of the fund held under member's account[4] over that particular quarter. The Rebate will be allocated/credited to member's account in the form of a unit/amount rebate[5].<br><br>
Terms and conditions:<br>
1) Upon successful enrolment into the MPFPA, a member is bound by all of the terms and conditions of the MPFPA as stated in the application form.<br>
2) The Bonus and Rebate are only applicable on the condition that member's account has not been terminated on the date of Bonus/Rebate distribution.<br>
3) This offer is not valid in conjunction with any other pre-existing offer(s). For the Guaranteed Portfolio, the Rebate will be applied to its management fees at underlying fund level.<br>
4) The average account balance of a particular month is calculated based on the average of the closing balance of that particular month and the previous month.<br>
5) For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the Bonus/Rebate will be allocated to member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the Bonus/Rebate will be credited to member's account.<br>
6) Subject to terms and conditions. Please refer to Brochure for details:<br>
https://www.aia.com.hk/content/dam/hk/en/pdf/aia-mpf-personal-account-leaflet-appendix-eng.pdf
</td></tr>
<tr><td>Self-Employed Person ("SEP") Plan<br>NEW</td><td>
Promotion Period: 1 April – 30 June 2024<br><br>
Double Offers[3] : Bonus and Special Management Fees<br>
By enrolling in AIA MPF Self-Employed Person Plan (the "SEP"), customers can enjoy an one-off bonus (the "Bonus") and special management fees (which will be offered in the form of a rebate, the "Rebate"), subject to terms and conditions.<br><br>
Offer 1: Bonus<br>
New and existing SEP members' newly transferred-in MPF assets from a third-party trustee can enjoy an one-off bonus. Details are as follows:
<table>
<tr><th>Newly transferred-in MPF assets from a third-party trustee (HK$)</th><th>One-off Bonus (HK$)</th></tr>
<tr><td>30,000 - 99,999</td><td>188</td></tr>
<tr><td>100,000 - 149,999</td><td>588</td></tr>
<tr><td>150,000 - 399,999</td><td>888</td></tr>
<tr><td>400,000 - 799,999</td><td>2,388</td></tr>
<tr><td>800,000 - 1,199,999</td><td>6,888</td></tr>
<tr><td>1,200,000 or above</td><td>13,888</td></tr>
</table>
Bonus Calculation and Distribution:<br>
The Bonus will be distributed by end of January 2025 per eligible member's latest investment mandate. The Bonus amount will be calculated based on member's aggregated newly tranferred-in MPF Asset from other trustees, with relevant newly tranferred-in MPF Asset request(s) submitted during 1 April - 30 June 2024 and settled by 31 August 2024. Customer must make no withdrawal from the date he/she submits his/her first newly tranferred-in MPF Asset request during 1 April - 30 June 2024 to the Bonus distribution date in January 2025. The Bonus will be allocated/credited to
</td></tr>
</table>

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Hong Kong

<table>
<tr><th>MPF Plan</th><th>Privileged Offers for Clients</th></tr>
<tr><td></td><td>member's account in the form of a unit/amount rebate[5] and in accordance with member's latest investment mandate as at the date of Bonus distribution.<br><br>Offer 2: Rebate<br><br>
<table>
<tr><th rowspan="2">AIA MPF Fund</th><th rowspan="2">Standard Management Fees Chargeable at Underlying Fund Level (p.a.)</th><th colspan="3">Effective Management Fees after Rebate Chargeable at Underlying Fund Level (p.a.) for SEP member's newly transferred-in MPF assets from a third-party trustee</th></tr>
<tr><th colspan="2">≥HK$ 30,000</th><th rowspan="2">≤HK$ 30,000</th></tr>
<tr><th>First Year</th><th>Thereafter</th></tr>
<tr><td colspan="5">Guaranteed Fund</td></tr>
<tr><td>Guaranteed Portfolio</td><td>1.50%</td><td>1.50%</td><td>1.30%</td><td>1.30%</td></tr>
</table>
<br>Rebate calculation and distribution:<br>The Rebate will be distributed within 45 days after the end of each quarter (i.e. February, May, August and November each year), and will be calculated based on the average monthly balance of the fund held under member's account[4] over that particular quarter. The Rebate will be allocated/credited to member's account in the form of a unit/amount rebate[5].<br><br>Terms and conditions:<br>1) Upon successful enrolment into the MPF Self-Employed Person Plan, a member is bound by all of the terms and conditions as stated in the Self-Employed Person application form.<br>2) The Bonus and Rebate are only applicable on the condition that member's account has not been terminated on the date of Bonus/Rebate distribution.<br>3) This offer is not valid in conjunction with any other pre-existing offer(s). For the Guaranteed Portfolio, the Rebate will be applied to its management fees at underlying fund level.<br>4) The average account balance of a particular month is calculated based on the average of the closing balance of that particular month and the previous month.<br>5) For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the Bonus/Rebate will be allocated to member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the Bonus/Rebate will be credited to member's account.<br>6) 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.</td></tr>
<tr><td>MPF Employer Plan<br><br>

<br>NEW</td><td>Promotion Period: 1 April – 30 June 2024<br><br>Double Offers[3] : Bonus and Special Management Fees<br>New corporate clients enrolling in AIA MPF – Prime Value Choice Employer Plan ("Employer Plan") and successfully submit the Employer Application Form and the Employer's Request For Fund Transfer Form (MPF(S)-P(E) Form) during the Promotion Period, their employee members can enjoy an one-off bonus (the "Bonus") and special management fees (which will be offered in the form of a rebate, the "Rebate"), subject to terms and conditions.<br><br>Offer 1: Bonus<br>When corporate clients have newly transferred-in MPF assets from a third-party trustee, eligible employee members listed in the Employer's Request For Fund Transfer Form can enjoy an one-off bonus. Details are as follows:</td></tr>
</table>

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Hong Kong

| MPF Plan | Privileged Offers for Clients |
|---|---|

| Per Employee Member | |
|---|---|
| Newly transferred-in MPF assets from a third-party trustee (HK$) | One-off Bonus (HK$) |
| 50,000 – 100,000 | 300 |
| Above 100,000 | 800 |

**Bonus Calculation and Distribution:**
The Bonus will be distributed by end of January 2025 per eligible member's latest investment mandate. The Bonus amount will be calculated based on member's aggregated newly tranferred-in MPF Asset from other trustees, with relevant newly tranferred-in MPF Asset request(s) submitted during 1 April - 30 June 2024 and settled by 31 August 2024. Customer must make no withdrawal from the date he/she submits his/her first newly tranferred-in MPF Asset request during 1 April - 30 June 2024 to the Bonus distribution date in January 2025. The Bonus will be allocated/credited to member's account in the form of a unit/amount rebate[5] and in accordance with member's latest investment mandate as at the date of Bonus distribution.

## Offer 2: Rebate

| AIA MPF Fund | Standard Management Fees Chargeable at Underlying Fund Level (p.a.) | Effective Management Fees after Rebate Chargeable at Underlying Fund Level (p.a.) for eligible employee member's newly transferred-in MPF assets from a third-party trustee | | |
|---|---|---|---|---|
| | | ≥HK$ 50,000 | | ≤HK$ 50,000 |
| | | First Year | Thereafter | |
| Guaranteed Fund | | | | |
| Guaranteed Portfolio | 1.50% | 1.50% | 1.30% | 1.30% |

**Rebate calculation and distribution:**
The Rebate will be distributed within 45 days after the end of each quarter (i.e. February, May, August and November each year), and will be calculated based on the average monthly balance of the fund held under member's account[4] over that particular quarter. The Rebate will be allocated/credited to member's account in the form of a unit/amount rebate[5].

**Terms and conditions:**
1) Upon successful enrolment into the MPF Employer Plan, a member is bound by all of the terms and conditions as stated in the Personal Account Member application form.
2) The Bonus and Rebate are only applicable on the condition that member's account has not been terminated on the date of Bonus/Rebate distribution.
3) This offer is not valid in conjunction with any other pre-existing offer(s). For the Guaranteed Portfolio, the Rebate will be applied to its management fees at underlying fund level.
4) The average account balance of a particular month is calculated based on the average of the closing balance of that particular month and the previous month.
5) For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the Bonus/Rebate will be allocated to member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the Bonus/Rebate will be credited to member's account.
6) Subject to terms and conditions. Please refer to Appendix 1.

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| MPF Plan | Privileged Offers for Clients |
|---|---|
| MPF Tax Deductible Voluntary Contribution ("TVC") Programme   NEW | Promotion Period: 1 April – 30 June 2024<br><br>**Special Offer: Special Management Fees**<br>By enrolling in the **AIA MPF Tax Deductible Voluntary Contribution Programme** (the "Programme") customers can enjoy special management fees (which will be offered in the form of a rebate, the "Rebate"), subject to terms and conditions. Details are as follows: |

| AIA MPF Fund | Standard Management Fees Chargeable at Underlying Fund Level (p.a.) | Effective Management Fees after Rebate Chargeable at Underlying Fund Level (p.a.) |
|---|---|---|
| Guaranteed Fund | | |
| Guaranteed Portfolio | 1.50% | 1.30% |

**Rebate calculation and distribution:**
The Rebate will be distributed within 45 days after the end of each quarter (i.e. February, May, August and November each year), and will be calculated based on the average monthly balance of the fund held under member's account[4] over that particular quarter. The Rebate will be allocated/credited to member's account in the form of a unit/amount rebate[5] and in accordance with member's latest investment mandate as at the date of Rebate distribution[2].

**Terms and conditions:**

1) Upon successful enrolling in the Programme, a member is bound by all of the terms and conditions of the Programme as stated in the application form.
2) The Rebate is only applicable on the condition that member's account has not been terminated on the date of rebate distribution.
3) This offer is not valid in conjunction with any other pre-existing offer(s). The effective management fees are subject to change with prior notice.
4) The average account balance of a particular month is calculated based on the average of the closing balance of that particular month and the previous month. For the purposes of Rebate, the calculation of the average monthly balance of member's account under the Programme would not include investments in the MPF Default Investment Strategy, Core Accumulation Fund, Age 65 Plus Fund, American Fund, Eurasia Fund, Hong Kong and China Fund, World Fund, Asian Bond Fund, Global Bond Fund, MPF Conservative Fund, China HK Dynamic Asset Allocation Fund, Manager's Choice Fund, Asian Equity Fund, European Equity Fund, Greater China Equity Fund, North American Equity Fund, Green Fund, Growth Portfolio, Balanced Portfolio and Capital Stable Portfolio.
5) For MPF funds (other than the Guaranteed Portfolio) that are unitised funds, the rebate will be allocated to member's account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the rebate will be credited to member's account.
6) 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

**General Rules:**

- Financial planning consultants must hold a valid relevant license to sell products in the promotion.
- 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.

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

Yours faithfully,



Victor Man
Head of CS Business Development
(Agency Distribution) - Corporate Solutions

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Hong Kong

附件 1

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」）：

由即日起至 2024 年 6 月 30 日，貴公司參與友邦強積金優選僱主計劃（「僱主計劃」），並成功提交僱主申請表格及僱主資金轉移申請表（MPF(S)-P(E) 表格），旗下僱員可尊享**雙重優惠[3]：**一次性紅利（「紅利」）和特別管理費（將以回扣形式提供）（「回扣」），優惠須受條款及細則所約束。

**優惠 1：紅利**

當貴公司從第三方受託人轉入新強積金資產，僱主資金轉移申請表內之合資格僱員成員可享有一次性紅利。詳情如下：

| 以每名僱員成員計 | |
|---|---|
| **從第三方受託人轉入新強積金資產 (HK$)** | **一次性紅利 (HK$)** |
| 50,000 - 100,000 | 300 |
| 100,000 以上 | 800 |

**紅利計算及派發：**

紅利將於 2025 年 1 月底前按合資格成員的最新投資選擇派發。紅利金額將按客戶從其他受託人轉入新強積金資產的總和計算，相關轉入新強積金資產申請需於 2024 年 4 月 1 日至 6 月 30 日提交，並於 2024 年 8 月 31 日前結算。您需於 2024 年 4 月 1 日至 6 月 30 日期間提交第一份轉入新強積金資產申請日起至 2025 年 1 月紅利派發日期間未曾作任何提款。紅利將按您於派發紅利當日最新的投資選擇，以單位 / 金額形式[5] 分配 / 存入到您的賬戶。

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## 優惠 2：回扣

| AIA 強積金基金 | 於基礎基金層面收取的標準管理費（每年） | 合資格僱員成員從第三方受託人轉入新強積金資產回扣後於基礎基金層面收取的有效管理費（每年） | | |
|---|---|---|---|---|
| | | ≥HK$ 50,000 | | ≤HK$ 50,000 |
| | | 首年 | 其後 | |
| 保證基金 | | | | |
| 保證組合 | 1.50% | 1.50% | 1.30% | 1.30% |

**回扣計算及派發：**
回扣將於每個季度結束（即每年 2 月、5 月、8 月和 11 月）之隨後 45 日內派發，並將按你的賬戶於該季度內所持基金每月結餘[4]之平均值計算，有關回扣將以單位 / 金額形式[5]分配 / 存入到你的賬戶內之相關基金。

請閣下在參與此計劃前細閱此頁下方的優惠條款及細則，如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。

此致

AIA 企業業務
謹啓

**條款及細則：**

1) 成功參與「僱主計劃」之成員，將受詳載於「個人賬戶成員」申請表格內之有關條款及細則所約束。
2) 紅利及回扣只適用於在派發紅利 / 回扣當日未終止有關賬戶之成員。
3) 此優惠不可與任何其他現存優惠同時享用。就保證組合而言，回扣將適用於基礎基金層面之管理費。
4) 每月平均賬戶結餘為該月及前一個月期末賬戶結餘的平均值。
5) 就保證組合以外之單位化強積金基金而言，有關紅利 / 回扣將以單位形式分配到您的賬戶。而就保證組合（一項非單位化基金）而言，有關紅利 / 回扣將以金額形式存入到您的賬戶。
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: _____

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 ("this Offer"):

By enrolling in AIA MPF Employer Plan and successfully submit the Employer Application Form and the Employer's Request For Fund Transfer Form (MPF(S)-P(E) Form) from now until 30 June 2024, your employee members can enjoy a Double Offers[3] with an one-off bonus (the "Bonus") and special management fees (which will be offered in the form of a rebate, the "Rebate"), subject to terms and conditions.

## Offer 1: Bonus

When your Company have newly transferred-in MPF assets from a third-party trustee, eligible employee members listed in the Employer's Request For Fund Transfer Form can enjoy an one-off bonus. Details are as follows:

| Per Employee member | |
|---|---|
| **Newly transferred-in MPF assets from a third-party trustee (HK$)** | **One-off Bonus (HK$)** |
| 50,000 - 100,000 | 300 |
| Above 100,000 | 800 |

**Bonus Calculation and Distribution:**

The Bonus will be distributed by end of January 2025 per eligible member's latest investment mandate. The Bonus amount will be calculated based on your aggregated newly tranferred-in MPF Asset from other trustees, with relevant newly tranferred-in MPF Asset request(s) submitted during 1 April - 30 June 2024 and settled by 31 August 2024. You must make no withdrawal from the date you submit your first newly tranferred-in MPF Asset request during 1 April - 30 June 2024 to the Bonus distribution date in January 2025. The Bonus will be allocated/credited to your account in the form of a unit/amount rebate[5] and in accordance with your latest investment mandate as at the date of Bonus distribution.

「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).

**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

## Offer 2: Rebate

| AIA MPF Fund | Standard Management Fees Chargeable at Underlying Fund Level (p.a.) | Effective Management Fees after Rebate Chargeable at Underlying Fund Level (p.a.) for eligible employee member's newly transferred-in MPF assets from a third-party trustee | | |
|---|---|---|---|---|
| | | ≥HK$ 50,000 | | ≤HK$ 50,000 |
| | | First Year | Thereafter | |
| Guaranteed Fund | | | | |
| Guaranteed Portfolio | 1.50% | 1.50% | 1.30% | 1.30% |

**Rebate calculation and distribution:**
The Rebate will be distributed within 45 days after the end of each quarter (i.e. February, May, August and November each year), and will be calculated based on the average monthly balance of the fund held under your account[4] over that particular quarter. The Rebate will be allocated/credited to your account in the form of a unit/amount rebate[5].

Please read the terms and conditions of the Offer at the bottom of this page carefully before enrolling in the Scheme. 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

**Terms and conditions:**

1) Upon successful enrolment into the MPF Employer Plan, a member is bound by all of the terms and conditions as stated in the Personal Account Member application form.
2) The Bonus and Rebate are only applicable on the condition that your account has not been terminated on the date of Bonus/Rebate distribution.
3) This offer is not valid in conjunction with any other pre-existing offer(s). For the Guaranteed Portfolio, the Rebate will be applied to its management fees at underlying fund level.
4) The average account balance of a particular month is calculated based on the average of the closing balance of that particular month and the previous month.
5) For MPF funds (other than the Guaranteed Portfolio), which are unitised funds, the Bonus/Rebate will be allocated to your account in the form of units. For the Guaranteed Portfolio, which is not a unitised fund, the relevant amount of the Bonus/Rebate will be credited to your account.
6) For details of the management fees of AIA MPF Funds, please refer to the MPF Scheme Brochure.

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