

**For Immediate Release****BEA Launches “First-year Monthly Instalment HK\$3,388” Mortgage Plan Exclusively for Central Park Towers II Property Owners**

**Hong Kong, 16<sup>th</sup> April, 2009** - The Bank of East Asia (“BEA”) today announces the launch of a new mortgage plan that enables property buyers to enjoy first-year monthly instalments of as low as HK\$3,388. Instalments during the first year include an interest subsidy while instalments from the second year onwards are based on a mortgage rate of P-2.25% p.a. The loan-to-value ratio is up to 95% and the loan tenor is up to 30 years. The plan, which is available until 15<sup>th</sup> May, 2009, has been tailored exclusively for buyers of property at Central Park Towers II, a housing estate developed by Cheung Kong Holdings Limited.

The plan is based on an assumed loan amount of HK\$1,000,000 with a loan tenor of 30 years. The mortgage plan offers customers a privileged mortgage rate of P-2.5% p.a. for the first year and an interest subsidy of 0.833% on the loan amount in the first year. The first-year monthly instalment can be as low as HK\$3,388, once the interest subsidy is factored in. The monthly instalment will be raised proportionally if the loan amount is higher than HK\$1,000,000. Customers of the “First-year Monthly Instalment HK\$3,388” Mortgage Plan can enjoy savings of more than 19% in the first year when compared to floating rate mortgage plans offered in the market. For details, please refer to the Appendix.

“We at BEA are pleased to introduce the ‘First-year Monthly Instalment HK\$3,388’ Mortgage Plan, which is sensitive to the needs of prospective property buyers in the current economic climate. The plan will help lessen the financial burden of new Central Park Towers II property owners, especially those who are first-time homebuyers with relatively tight budgets,” says Mr. Kenneth Tsin Wai-lun, Head of BEA’s Property Loans Department.

BEA offers a wide range of mortgage loan schemes to cater to varying financial budgets, including Easyhome Mortgage Loan, Non-Residential Mortgage Loan, Home Ownership Scheme Mortgage Loan, and Tenants Purchase Scheme Mortgage Loan. A wide range of free-of-charge mortgage services is also available through Cyberbanking at [www.hkbea.com](http://www.hkbea.com). For more information on the “First-year Monthly Instalment HK\$3,388” Mortgage Plan or other products or services, please call BEA’s Mortgage Hotline on (852) 3608 8686 (press “1”) or visit any BEA branch.



## Appendix

### First-year Comparison between BEA's "First-year Monthly Instalment HK\$3,388" Mortgage Plan and Floating Rate Mortgage Plans Offered in the Market

First Year	"First-year Monthly Instalment HK\$3,388" Mortgage Plan	Floating Rate Mortgage Plans
<b>Mortgage Rate</b>	P-2.5% p.a. (currently 2.75% p.a.)	P-2.25% p.a. (currently 3% p.a.)
<b>Monthly Repayment</b>	HK\$4,082	HK\$4,216
<b>Interest Subsidy</b>	0.833% of loan amount (i.e. HK\$8,330)	N/A
<b>Average Monthly Interest Subsidy</b>	HK\$694	N/A
<b>Actual Monthly Instalment (After Deducting the Interest Subsidy)</b>	HK\$3,388 (i.e. savings of 19.6%)	N/A

Note: 1. The figures above are based on a mortgage loan of HK\$1,000,000 and a loan tenor of 30 years.

2. BEA's Prime Rate ("P") is currently 5.25% p.a.

3. The above information is for reference only. BEA reserves the sole right to change the above terms and conditions at any time without prior notice.

### About The Bank of East Asia

Incorporated in Hong Kong in 1918, BEA is dedicated to providing comprehensive retail and commercial banking services to its customers in Hong Kong, Greater China, and overseas. BEA is the largest independent local bank in Hong Kong, with total consolidated assets of HK\$415.3 billion (US\$53.58 billion) as of 31<sup>st</sup> December, 2008. The Bank is listed on the Stock Exchange of Hong Kong and is one of the constituent stocks of the Hang Seng Index.

With more than 240 outlets worldwide, BEA operates an extensive international network covering Hong Kong and Greater China, the United States, Canada, the United Kingdom, the British Virgin Islands, and Southeast Asia. For more information on BEA, please visit any BEA branch or the Bank's homepage at [www.hkbea.com](http://www.hkbea.com).

– End –

For press enquiries, please contact:

Mr. Kenneth Tsin  
 Head of Property Loans Department  
 Personal Banking Division, BEA  
 Tel.: (852) 3608 1622

***BEA – Serving customers through one of Hong Kong's largest banking networks, with over 130 branches and SupremeGold Centres around town***