

For Immediate Release

BEA Introduces the New Cash360° Revolving Loan
Interest rate concession, interest rebate and
waiver of withdrawal fee for the 1st year

Hong Kong, 8 July 2002 – The Bank of East Asia (BEA) today announced that it has launched a new promotion for its Cash360° Revolving Loan programme, with the most privileged interest rate for those who take maximum advantage of the facility, and waiver of the withdrawal fee for the first year.

Applicants may enjoy a credit limit of up to HK\$300,000 or four times their monthly salary, whichever is lower. All applicants who apply for a Cash360° Revolving Loan on or before 18 October 2002 will be eligible for an introductory interest rate that is 3.60% p.a. less than the standard rate and full waiver of the withdrawal fee for the first year. Furthermore, all who make at least the minimum repayment amount each month on time will enjoy a rebate of 10% on the interest charged each month during the first year.

To provide customers with greater financial flexibility, the minimum monthly repayment amount is only 2% of the outstanding loan balance, or HK\$50, whichever is greater.

Customers can freely settle the outstanding balance at any time without incurring any arrangement fee. And because the credit is revolving, it will always be there when needed at any time for emergencies, or for that special moment.

Customers need simply keep their accounts in good standing by repaying at least the minimum monthly amount on or before the payment due date to continue to enjoy the 3.60% interest rate concession. The additional 10% rebate of interest charged will be credited to customers' accounts each month during the first year following the month in which they make only the minimum monthly repayment.

Taken together, these two privileges will enable customers to enjoy a sizeable interest rate benefit.

For instance, the standard interest rate for a Privileged customer applying for a credit limit of HK\$150,000 is 13.80% p.a. (APR: 14.71%). With the 3.60%p.a. interest rate

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concession and 10% interest rebate, the actual interest rate will be reduced to 10.20% p.a. (APR: 10.45%) – a savings in annual interest as high as HK\$6,930. For further details, please refer to the following table.

Interest Rate Table

| Credit Limit (HK\$) | Privileged Customers | | General Customers | |
|------------------------|---|--|---|--|
| | Standard Interest Rate Per Annum (APR*) | Interest Rate Per Annum with 3.60% Concession (APR* with the offer of 10% interest rebate) | Standard Interest Rate Per Annum (APR*) | Interest Rate Per Annum with 3.60% Concession (APR* with the offer of 10% interest rebate) |
| 20,000 - 49,999 | 18.50% (20.15%) | 14.90% (15.60%) | 20.50% (22.54%) | 16.90% (17.86%) |
| 50,000 - 99,999 | 15.50% (16.65%) | 11.90% (12.29%) | 17.50% (18.97%) | 13.90% (14.49%) |
| 100,000 - 149,999 | 14.50% (15.50%) | 10.90% (11.21%) | 16.50% (17.81%) | 12.90% (13.39%) |
| 150,000 - 300,000 | 13.80% (14.71%) | 10.20% (10.45%) | 15.80% (17.00%) | 12.20% (12.62%) |

(Non-refundable arrangement fee for the first year is HK\$200)

* Annualised percentage rate (APR) is calculated according to the standard method set out in the Code of Banking Practice while the arrangement fee of HK\$200 is not included.

With a full waiver of withdrawal fee for the first year, customers enjoy greater flexibility at less cost when taking advantage of their revolving loan. Customers can withdraw cash at any BEA branch, or use their free Cash360° Card to obtain cash 24-hours a day at over 652,000 ATMs worldwide through the JETCO and VISA PLUS networks.

For the greater convenience of applicants, BEA has now introduced a Phone Application service. Customers can also submit their applications at any BEA branch or via the BEA Facsimile Hotline on 2525 5694. Interested parties may call the Enquiry Hotline on 2211 1211 for further details.

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