

**For Immediate Release**

**BEA Introduces New Tax Loan Programme**  
***Apply now to enjoy a special APR as low as 5.1%***

**Hong Kong, 25 November 2002** – The Bank of East Asia (BEA) today announced the launch of the 2002-03 Tax Loan Programme. Privileged customers can enjoy an interest rate as low as 0.142% per month flat (APR: 5.1%). For general customers, the rate will be as low as 0.2238% per month flat (APR: 7%).

The maximum loan amount is HK\$1,000,000, 150% of tax bill amount or five times the applicant's monthly salary, whichever is lower. Repayment tenor is up to 18 months and the full loan proceeds will be credited to the applicant's bank account, allowing BEA customers to manage their finances efficiently.

To enjoy the lowest annualised percentage rate of 5.1% (an arrangement fee of 1% p.a. on the loan amount is inclusive), BEA's privileged customers need only apply for a loan amount of HK\$100,000 or above. There is no requirement to join any additional savings or loan programme. A comparison with other loan packages currently available in the market shows that the tax loan package provided by BEA is very attractive. See the attached Table for details.

BEA's privileged customers include previous tax loan customers, affinity credit cardholders (excluding student cardholders), professionals, private property homeowners, and other selected groups.

A husband and wife may elect to make a joint application, making it easier to qualify for lower interest rates as the loan interest will be calculated on the total tax bill payable by the couple. For example, a homeowning couple with tax bills of HK\$40,000 and HK\$60,000 applying separately will be charged at 0.205% (APR: 6.56%) and 0.16% (APR: 5.52%) per month flat, respectively. Under joint application, however, the interest charged will be based on the couple's total tax bill amount (ie. HK\$100,000) and the entire loan amount will be charged at 0.142% per month flat (APR: 5.10%). Thus, joint application will enable the couple to save 20% on interest expenses.

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**Monthly Repayment Table (for a 12-month repayment period)**

Loan Amount (HK\$)	Privileged Customers <sup>1</sup>		General Customers	
	Interest rate per month flat	Monthly instalment amount (HK\$) payable for every HK\$1,000 loan amount <sup>2</sup> (Annualised Percentage Rate <sup>2</sup> )	Interest rate per month flat	Monthly instalment amount (HK\$) payable for every HK\$1,000 loan amount <sup>2</sup> (Annualised Percentage Rate <sup>2</sup> )
5,000 – 19,999	0.55%	89.72 (14.78%)	0.60%	90.23 (16.00%)
20,000 – 49,999	0.205%	86.24 (6.56%)	0.38%	88.01 (10.68%)
50,000 - 99,999	0.16%	85.78 (5.52%)	0.235%	86.54 (7.26%)
<b>100,000 - 499,999</b>	<b>0.142%</b>	<b>85.60 (5.10%)</b>	0.2238%	86.43 (7.00%)
500,000 – 1,000,000	0.1475%	85.66 (5.23%)	0.2453%	86.64 (7.50%)

Remarks:

- Privileged customers include professionals (such as Doctors, Accountants, Solicitors, Surveyors, Engineers, etc.), BEA customers who took out a Tax Loan last year, affinity credit cardholders (excluding student cardholders), BEA payroll account customers with monthly basic income of HK\$25,000 or above, fixed salary earners of HK\$50,000 monthly basic income or above, private property home owners, permanent staff of Hospital Authority or teachers of Hong Kong Professional Teachers' Union with monthly basic salary of HK\$25,000 or above.
- Annualised percentage rate (APR), based on a 12-month repayment period, is calculated according to the standard method set out in the Code of Banking Practice. APRs and monthly instalment amounts in the monthly repayment table included a non-refundable arrangement fee calculated by way of additional loan of 1% p.a. on loan amount. For a repayment period over 12-month, a non-refundable arrangement fee of 1.5% p.a. on the loan amount will be charged. Please refer to the Tax Loan leaflet available at any BEA branch, or call the BEA Enquiry Hotline for the APRs and monthly instalment amounts for other repayment periods.

Applying for a BEA Tax Loan is simple and fast. Applicants can submit applications to any BEA branch, or call the BEA Enquiry Hotline for instant application. For further details, please call the BEA's Enquiry Hotline on 2211 1211.

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