

Dear Valued Customer,
尊贵的客户：

**Pre-Sale Disclosure of Monetary and Non-Monetary Benefits
& Sales Related Information**
*pursuant to Paragraphs 8.3 and 8.3A of the Code of Conduct for
Persons Licensed by or Registered with the Securities and Futures
Commission (the "Code")*

根据《证券及期货事务监察委员会持牌人或注册人操守准则》(下称「守则」)第8.3及8.3A段发出之
**销售前披露可量化的金钱收益，不可量化的金钱收益
及销售相关资料**

This notice is given on a transactional basis and relates to each type of investment products set out in the Disclosure Schedule hereto which we are to transact with you from time to time, and contains particulars of sales related information including our capacity in the transactions (either as a principal or agent) and the monetary benefits and non-monetary benefits we received or may receive for distribution and/or sales.

本通知以交易为本发出及与随本文夹附之《披露附表》中所列各项本公司不时与阁下交易的投资产品相关，并载有该投资产品的销售相关资料，包括本公司在交易中以何种身分（主事人或代理人）行事及本公司从销售或分销中收取之可量化的金钱收益及/或不可量化的金钱收益。

In compliance with the requirements of the Code, specific disclosure of monetary benefits in terms of percentage ceiling rounded up to the nearest whole percentage point or the dollar equivalent is provided in the Disclosure Schedule for third party investment products we distribute and *back-to-back transactions* (defined below). As for investment products issued and/or originated by us or our affiliates where monetary or non-monetary benefits are not quantifiable, generic disclosure are made in the Disclosure Schedule.

遵照「守则」要求，本公司已于《披露附表》中为本公司分销由第三者发行之投资产品及「背对背交易」（释义见下文所订）披露以金钱收益或销售利润占投资额的百分率上限（调高至最接近的整数百分率）或等值金额所示之金钱收益。就源自及/或由本公司或其任何有联系者发行的投资产品，概括资料亦已于《披露附表》作披露。

For the purpose of this notice, "*back-to-back transactions*" refer to:

- (a) transactions in which we purchase an investment product from a third party subsequent to our receipt of a buy order from you, and we then sell the same to you without assuming any market risk; or
- (b) transactions in which we sell an investment product to a third party subsequent to our receipt of a liquidation from you, and we then buy the same from you without assuming any market risk.

就本通知之目的而言，「背对背交易」是指

- (a) 那些本公司在接获阁下的认购指示后，向第三方购入投资产品，然后再将同一投资产品转售予阁下的交易，当中本公司无须承担市场风险；或
- (b) 那些本公司在接获阁下的认沽指示后，向阁下购入投资产品，然后再将同一投资产品转售予第三方的交易，当中本公司无须承担市场风险。

To the extent required by laws, the Code and/or other regulatory authorizations to which we are subject to, further disclosure of monetary and non-monetary benefits, our affiliation with the relevant issuer(s) of products and the terms and conditions in generic terms under which discount of fees and charges are offered may be expressed in the specific contracts or transactional documents for the relevant transaction, and such further disclosure shall prevail for all purposes if any part of which is inconsistent with this notice.

在本公司所受约束之法律、「守则」及/或其他监管机关订定的要求范围内，进一步就可量化的金钱收益及不可量化的金钱收益，本公司与投资产品的相关发行人之联系及本公司向客户提供费用及收费折扣的条款及细则的概括说明的披露或会明示于有关交易的具体合约或交易文件，若该进一步披露之任何部分与本通知相抵触时，须以该进一步披露为准。

We generally act as your agent in transaction of investment products issued by our affiliates (including specifically, Bank of China Limited together with any affiliates thereto, BOCI Prudential Asset Management Limited, BOCHK Asset Management Limited and BOCI Financial Products Limited etc.); and investment products issued by third parties without affiliations to us. However, with regard to the over the counter trading of bonds, convertible bonds, accumulators, decumulators and options, we generally act in a principal capacity regardless of any affiliation of the issuer or counterparties with us.

就由本公司有联系者(当中特别包括中国银行股份有限公司及其附属公司、中银香港资产管理有限公司、中银国际英国保诚资产管理有限公司及中银国际金融产品有限公司等)发行的投资产品的交易及由第三者发行之投资产品，本公司一般以代理人身分行事。但经场外交易之债券，可转换债券，累计期权，累沽期权及期权，不论本公司与发行人或交易对手之联系，本公司一般以主事人身分行事。

This notice is additional to any prior disclosure of the same nature and for the same purpose made in relation to any transaction and does not of its own constitute any offer or invitation for investment in any products or any transaction.

本通知为本公司以往曾就任何交易发出其具相同性质及目的之披露的增补，本身不构成任何产品或交易之要约或邀请。

You are invited to contact your relationship manager anytime if you have any question.
若阁下有任何问题，请随时与阁下之客户经理联络。

For and on behalf of
BOCI Securities Limited

中银国际证券有限公司

(This is a computer generated document. No signature is required.)

(此乃电脑发出文件 无须签署)

Disclosure Schedule

《披露附表》

This Disclosure Schedule forms part of the contracts relating to the transaction of the products set out below provided that in the event of any inconsistency between this Schedule and the specific contracts for the relevant transaction, the latter shall prevail:-

本《披露附表》为下述产品交易合同之部分，唯若本《披露附表》与有关交易之具体合同有相抵触时，须以后者为淮。

A. Quantifiable Monetary Benefits 可量化的金钱收益

We and/or any of our associates may from time to time enter into explicit remuneration arrangement with and receive directly or indirectly quantifiable monetary benefits from a product issuer for distributing or selling to you an investment product or we may otherwise obtain a trading profit from a back-to-back transaction of an investment product. The said quantifiable monetary benefits and trading profits on the respective investment products are set out below.

本公司或其任何有聯系者或不时就向阁下分销或销售投资产品时与产品发行人达成明确收取报酬的安排并从其直接或间接收取可量化的金钱收益或从投资产品的背对背交易中取得销售利润。下文已列出从有关投资产品取得之可量化的金钱收益及销售利润。

For the purpose of this Schedule, “back-to-back transactions” refer to:

- (a) transactions in which we purchase an investment product from a third party subsequent to our receipt of a buy order from you, and we then sell the same to you without assuming any market risk; or
- (b) transactions in which we sell an investment product to a third party subsequent to our receipt of a liquidation from you, and we then buy the same from you without assuming any market risk.

就本附表之目的而言，「背对背交易」是指

- (a) 那些本公司在接获阁下的认购指示后，向第三方购入投资产品，然后再将同一投资产品转售予阁下的交易，当中本公司无须承担市场风险；或
- (b) 那些本公司在接获阁下的认沽指示后，向阁下购入投资产品，然后再将同一投资产品转售予第三方的交易，当中本公司无须承担市场风险。

Any “Monetary Benefits” mentioned in the table below are expressed in the form of a percentage ceiling of the investment amount rounded up to the nearest whole percentage point or the dollar equivalent. You may nonetheless note that specific percentage or the dollar equivalent may be disclosed in the specific contracts and/or transaction documents for the transactions.

以下列表所述及之「金钱收益」皆以金钱收益或销售利润占投资额的百分率上限（调高至最接近的整數百分率）或等值金额所示之金钱收益。惟阁下或于交易具体合约及/或交易文件中察觉有以具体百分率或等值金额作相关披露。

Types of Investment Products 投资产品种类	Key Examples of Products 主要产品例子	Monetary Benefits and Trading Profits 本公司收取的金钱收益及销售利润
Debt Securities 债务证券	Certificate of Deposits, Bonds, Fixed Coupon Notes, Floating Rate Notes, Short Term Notes 存款证、债券、定息票据、浮息票据、短期票据	Up to 1.0% of the notional amount of the trade 最高为有关买卖之名义面额的1.0%

<p>Structured Investment Products 结构性投资产品</p>	<ul style="list-style-type: none"> • Structured Notes linked to underlying including equity (i.e.ELN), currency, commodity, interest rate 与相关股票(例如股票挂钩票据)、货币、商品、利率等挂钩的结构性票据等 • Accumulator, Decumulator, OTC Options, etc. 累计期权、累沽期权及场外期权等 	<p>Up to 1.0% of the notional amount of the trade 最高为有关买卖之名义面额的1.0%</p>
<p>Fund Products 基金产品</p>	<p>Unit Trusts, mutual funds, hedge funds, private equity funds, etc. 单位信托、互惠基金、对冲基金、私募股权基金等</p>	<ul style="list-style-type: none"> • Subscription: Up to 5% of subscription amount 申购: 最多为认购金额的5% • Switching: Up to 1% of subscription amount 转换: 最多为认购金额的1% • Redemption: Up to 1% of redemption amount 赎回: 最多为赎回金额的1% • Trailer Fee: We will receive from the respective product issuer up to 60% of the respective fund's annual management fees as ongoing commission every year throughout the term of your investment. 后续费用: 我们会从相关产品发行人最多收取相关基金的年度管理费的60%, 作为我们在阁下的整段投资期间内每年持续收取的佣金。

B. Unquantifiable Monetary Benefits 不可量化的金钱收益

We and/or any of our associates may from time to time distribute or sell to you investment products issued by us or any of our associates without any explicit remuneration arrangement. While we may not explicitly receive monetary benefits for distributing or selling such product, we may nonetheless receive non-monetary benefit from the origination and distribution of the same.

本公司或其任何有聯系者或不时就向阁下分销或销售由本公司或其任何有聯系者发行之投资产品时非明确地就分销或销售本身取得金钱收益。纵使本公司或未有就分销或销售该产品明确地取得金钱收益，本公司将会从这项产品的供应及分销中取得非金钱利益。

We and/or any of our associates may from time to time receive monetary benefits in the form of commissions, fees, rebates, spreads or other form of remuneration for distributing or selling to you investment products, and such remuneration are not quantifiable at the point of sale.

本公司或其任何有聯系者或不时就向阁下分销或销售投资产品时收取佣金、费用保留回佣、差价或其他形式之报酬，而该报酬无法在销售前或在销售时量化计算。

C. Non-monetary Benefits 非金钱收益

We and/or any of our associates may from time to time receive non-monetary benefits from product issuers and such non-monetary benefits may include commitment for businesses (whether contractual or otherwise and may be an exclusive basis) or other forms of benefits which cannot be quantified in pecuniary terms.

本公司或其任何有聯系者或不时从发行人取得非金钱收益，该非金钱收益或包括业务承诺(不论以合约或其他方式达成或以独家基础作安排)或以其他无法以金钱量化计算。

D. Discounts 收费折扣

In certain occasions, we and/or any of our associates may exercise discretion to offer you discount on fees and charges payable by you. In exercising the discretion, we and/or any of our associates may take into account factors including the nature of the product, existence of any remuneration arrangement we and/or any of our associates have with the issuer of the product and value of your asset under the management of us and/or any of our associates.

在某情況下，本公司或其任何有聯系者或就閣下應付之費用或收費行使酌情予以提供折扣。在行使該酌情時，本公司或其任何有聯系者或考慮產品屬性、本公司或其任何有聯系者有否與產品發行人達成任何報酬安排及閣下供本公司或其任何有聯系者管理的資產值等。

E. Disclosure Statement of Independent Status 獨立性的披露聲明

We are NOT an independent intermediary because:

1. we receive fees, commissions, or other monetary benefits from other parties (which may include product issuers) in relation to our distribution of investment products to you. For details, you should refer to our disclosure on monetary benefits which we are required to deliver to you prior to or at the point of entering into any transaction in investment products; and/or
2. we receive non-monetary benefits from other parties, or have close links or other legal or economic relationships with issuers of products that we may distribute to you.

我們并非獨立的中間人，理由如下：

1. 我們有收取由其他人士（可能包括產品發行人）就我們向閣下分銷投資產品而提供的費用、佣金或其他金錢收益。詳情請參閱我們按規定在訂立任何投資產品交易前或在訂立任何投資產品交易時須向閣下提供的金錢收益披露；及 / 或
2. 我們有收取由其他人士提供的非金錢收益，或與我們可能向閣下分銷的產品的發行人有緊密聯繫或其他法律或經濟關係。

F. Treatment and disclosure of price improvements, spread charges and pricing arrangements 處理和披露有利的價格差異、利潤幅度及定價安排

We will **not** retain any amount of monetary benefits from price improvements in excess of the amount disclosed to you prior to or at the point of entering into the transaction. We will pass the benefits from price improvements **to you FULLY**.

我們不會保留因有利的價格差異而產生超出在訂立交易前或訂立交易時向閣下披露的收益的任何差額。我們會把有利的價格差異所帶來的**全部收益**給予閣下。