

News Release

18 December 2017

HSBC ENHANCES COLLABORATION WITH AXA HONG KONG TO INTRODUCE LEADING ONLINE INSURANCE PLATFORM

Easy Access to General Insurance with Instant Quotes

HSBC and AXA Hong Kong today jointly announced the launch of an online packaged general insurance platform for business customers in Hong Kong. Through this platform, customers from a wide range of local companies are able to apply for commercial packaged insurance with instant quotes, covering startups, office assets and retailer protection. This platform features an automated process to identify risks that concern business customers and for which AXA Hong Kong can provide immediate cover.

Terence Chiu, Head of Commercial Banking, Hong Kong, HSBC, said, “As a trusted banking partner for Hong Kong businesses, HSBC is committed to helping them thrive, and we recognise their need to better manage risks and protect their valuable business assets in unexpected circumstances. We are pleased to collaborate with our partner AXA Hong Kong to make insurance more accessible to business banking customers in Hong Kong by offering online general insurance solutions. This is also an integral part of our commitment to delivering a simpler, better and faster experience to meet customers’ needs in the digital era.”

Agnes Choi, Chief Distribution Officer, General Insurance, AXA Hong Kong, said, “As the market leader in general insurance*, AXA Hong Kong is always committed to enhance the total proposition for SME customers. The tailored commercial all-risk insurance products and the easy-to-use digital platform help customers to get the best solutions at their fingertips. Our dedicated team will also follow up with the customers who have special requirements to provide needed services. The platform is a testament to our commitment to continuously enhance customer experience in response to the evolving customer needs and demonstrates our seamless partnership with HSBC.”

HSBC and AXA Hong Kong are providing customers with a wide range of tailored insurance solutions to satisfy their insurance needs. The newly introduced digital platform includes:

- Easy BusinessSurance - An ideal package for businesses up to five employees, which covers property all risks and employees' compensation
- OfficeSurance – A package that covers protection on office assets, stock and employees' compensation, business interruption, money and assault and public liability for trading and service businesses
- RetailerSurance – A specially designed package for retailers, covering protection for shop assets, stock, employees' compensation, business interruption, money and assault and public liability

Customers can easily access the new insurance services either on the public website of HSBC Commercial Banking or through Business Internet Banking. Once they select a specific solution, they will be taken to the AXA Hong Kong website to get product information, instant quotation and electronic policy confirmation in just a few clicks. Alternatively, they can complete the online questionnaire to find the right solution to meet their needs.

For validated HSBC customers accessing through the Business Internet Banking platform, they can settle the payment by any credit card. For customers accessing via the public website, only HSBC commercial credit card will be accepted.

Over the years, HSBC Commercial Banking has partnered with AXA Hong Kong to offer trade related and general insurance packages to help companies minimise financial exposure, mitigate the risks of doing business and protect employees.

For details, please visit: www.business.hsbc.com.hk/bizinsurance

** Based on 2015 Office of the Commissioner of Insurance market share statistics represented by overall gross premiums.*

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Notes to Editors:

The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group, which serves our customers through four global businesses: Retail Banking and Wealth Management, Commercial Banking, Global Banking and Markets, and Global Private Banking. The Group serves customers worldwide from around 3,900 offices in 67 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa. With assets of US\$2,526bn at 30 September 2017, HSBC is one of the world's largest banking and financial services organisations.

AXA Hong Kong

AXA Hong Kong, a member of the AXA Group, prides itself of serving over 1 million customers¹ in Hong Kong and Macau. Besides being one of the largest health protection providers in Hong Kong, it is also the number 1 General Insurance provider² and a market leader in motor insurance.

AXA Hong Kong is committed to the on-going development and enhancement of our life & savings, health, property & casualty, wealth management and retirement solutions in order to satisfy the different needs of our individual and corporate customers.

We believe it is our inherent responsibility to support the communities we operate in, hence creating a sustainable business via constant and considerable contribution in the dimensions of health, environment and the community.

1 Including customers of AXA China Region Insurance Company Limited, AXA China Region Insurance Company (Bermuda) Limited (incorporated in Bermuda with limited liability), and AXA General Insurance Hong Kong Limited

2 Based on 2015 Office of the Commissioner of Insurance market share statistics represented by overall gross premiums

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