



Fubon Bank
富邦銀行

富邦銀行(香港)有限公司 香港中環德輔道中 38 號富邦銀行大廈
Fubon Bank (Hong Kong) Limited
Fubon Bank Building, 38 Des Voeux Road Central, Hong Kong
T (852) 2842 6222 F (852) 2810 1483
Website www.fubonbank.com.hk

PRESS RELEASE

FOR IMMEDIATE RELEASE

Fubon Bank (Hong Kong) collaborates with QBE Mortgage Insurance (Asia) to expand mortgage insurance market

(Hong Kong: 29 November 2012) Fubon Bank (Hong Kong) Limited (“Fubon Bank (Hong Kong)”) announced today they had reached an agreement with QBE Mortgage Insurance (Asia) Limited (“QBE MI Asia”) that Fubon Bank (Hong Kong) will be offering QBE MI Asia products as of tomorrow to broaden their services to borrowers.

QBE MI Asia (“the Company”) has been devoted to help borrowers realize their dream of home ownership with flexible and quality products and services. The Company has operated in Hong Kong for over 13 years, collaborating with banks to offer mortgage insurance products to borrowers, enabling banks to transfer their risks through constantly changing financial cycles. QBE MI Asia offers mortgage insurance for 70% or above LTV loans to borrowers, who then only need to pay 10% of the property price to realize their dream of home ownership.

Mr. Stanley Ku, Senior Vice President & Head of Consumer Finance of Fubon Bank (Hong Kong) said, “The partnership between Fubon Bank (Hong Kong) and QBE MI Asia not only provides more diversified options for our mortgage business, but will also help expanding our market share of 90% LTV mortgage loans. With soaring property prices, mortgage insurance provides an opportunity for more people to purchase their dream homes, in particular, to alleviate the burden for first-time home buyers. We deeply believe the services provided by QBE MI Asia will help Fubon Bank (Hong Kong) better grasp market needs, bringing more business opportunities to our mortgage business.”

QBE MI Asia’s services cover both primary and secondary property markets, as well as providing cash refinancing for applicable customers with different financial needs. Applicable properties include village houses, flats under Home Ownership Scheme and estates over 30 years old. Applicants of any occupation are eligible for QBE MI Asia’s mortgage insurance with predominant customers including first-time home buyers, young married couples and people in need of mortgage refinancing or cash-out refinancing. In addition, QBE MI Asia will tailor products, offering more efficient, highly valuable, diversified and flexible options for customers with a variety of needs.

Mr. KY Poon, Managing Director of QBE MI Asia, said, “Fubon Bank (Hong Kong) is the second bank to announce its collaboration with QBE MI Asia this year. The mutually cooperative relationship will be fruitful for expanding the banks’ clientele and loan investment portfolios. We will continue to search for new business partners to expand our market penetration, as well as developing new mortgage insurance products to help more borrowers realize their dream of home ownership.”



Fubon Bank
富邦銀行

富邦銀行(香港)有限公司 香港中環德輔道中 38 號富邦銀行大廈
Fubon Bank (Hong Kong) Limited
Fubon Bank Building, 38 Des Voeux Road Central, Hong Kong
T (852) 2842 6222 F (852) 2810 1483
Website www.fubonbank.com.hk

Fubon Bank (Hong Kong) Limited

Fubon Bank (Hong Kong) Limited (“Fubon Bank”) is a wholly owned subsidiary of Fubon Financial Holding Co., Ltd. (“Fubon Financial”), a leading financial services group in Taiwan which is engaged in corporate and investment banking, financial markets, consumer finance, wealth management, investment management and insurance. Fubon Financial is the only Taiwanese financial services group having both a locally registered bank in Hong Kong and a strategic investment in a bank in the Mainland China. Fubon Bank operates 24 retail outlets in Hong Kong including 22 branches and 2 Securities Services Centres, and provides a wide range of financial services encompassing consumer and wholesale banking, wealth management, financial markets, securities brokerage and investment services. Fubon Bank holds an A-2 short-term, BBB+ long-term rating from Standard & Poor’s. The rating reflects Fubon Bank’s strong capitalization, good liquidity and sound asset quality.

QBE Mortgage Insurance (Asia) Limited

QBE MI Asia has been providing mortgage insurance for over 13 years and has a deep knowledge of the Hong Kong market. It is a wholly-owned subsidiary of QBE Lender’s Mortgage Insurance Limited (“QBE LMI”). QBE LMI is a leading mortgage insurer with over 45 years experience in the Australian market and over 20 years in the New Zealand market. Through its proactive approach, innovative products and services, and longstanding knowledge and expertise, QBE LMI has helped customers manage risk.

QBE LMI’s ultimate holding company, QBE Insurance Group Limited, is Australia’s largest international general insurance and reinsurance group and one of the top 20 insurers and reinsurers worldwide as measured by net earned premium, with operations in all key insurance markets, with offices in 52 countries.

- End -