

[For Immediate Release]

**PAObank Launches "Business Secured Loan"  
Loan Amount Up to HK\$35 million  
A Maximum of 80% of Market Value of the Pledged Collaterals  
Offers Installment and Revolving Loans for SMEs  
to Flexibly Seize Business Opportunities**

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***Cash Reward of up to HK\$15,000<sup>1</sup>***

**28 October 2024, Hong Kong** – PAO Bank Limited ("PAObank") introduces the "Business Secured Loan" with the loan amount up to HK\$35 million and a maximum of 80% of the market value of the pledged collaterals. This new loan product is tailored for SMEs in pursuit of higher loan capacities, empowering them to achieve their business aspirations and goals. During the programme period, customers who successfully draw down the loan can enjoy a cash reward of up to HK\$15,000<sup>1</sup>.

Under the "Business Secured Loan," an array of collaterals including residential, commercial, retail and industrial building are accepted. SMEs could receive financial support from PAObank through reallocation of their assets. The loan scheme offers two distinct lending solutions: "Business Secured Installment Loan" and "Business Secured Revolving Loan", and SMEs can utilise the funding to invest in equipment, expand their business operations or undergo transformation initiatives, thereby providing enhanced flexibility for their business growth.

**Mr. Michael Fei, Chief Executive and Executive Director of PAObank**, said, "We recognise the pivotal role that SMEs has been playing in Hong Kong's economy. Amidst the intricate economic landscape, PAObank stands as the reliable partner to local SMEs. We are extending loan capacities and offering two distinct financing solutions, allowing them to fully utilise their existing assets for enhanced advantages and to seize market opportunities. We will continue to monitor market dynamics while constantly refine our strategies, and remain committed to providing top-notch financial services and support to SMEs."



As the pioneering digital bank specially servicing local SMEs in Hong Kong, PAObank upholds a steadfast commitment to financial inclusion, leveraging its extensive expertise in SME banking services and cutting-edge fintech advantages. Through strategic collaborations with diverse business partners, PAObank is actively creating multiple applications to establish a robust digital banking service ecosystem for SMEs, empowering their capabilities to expanded market horizons.

PAObank has also launched a special Cash Reward Programme. From now until 30 November 2024 ("Programme Period"), SME customers who successfully apply for "Business Secured Loan" and draw down the loan before the specified date can enjoy a cash reward of up to HK\$15,000<sup>1</sup>.

Reminder: To borrow or not to borrow? Borrow only if you can repay!

Terms & Conditions apply. Please refer to PAObank website or call customer services hotline 3762 9900 for details.

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<sup>1</sup> During the programme period, customers who successfully apply for "Business Secured Loan," the loan must be withdrawn by February 28, 2025. The cash reward amount will be determined based on each eligible loan. The cash reward is applicable only in Hong Kong Dollars and will be disbursed in one or two equal instalments. The first instalment of the cash reward and the second instalment will be credited to the eligible customer's savings account on a date within 5 to 6 weeks after the sixth and twelfth repayment periods of the eligible loan, respectively.



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**About PAO Bank Limited**

PAO Bank Limited (“PAObank”), a wholly-owned subsidiary of Lufax Holding Ltd (“Lufax”) (SEHK: 6623; NYSE: LU) and a member of Ping An Insurance (Group) Company of China, Ltd. (“Ping An”) (SEHK: 2318; SSE: 601318), is committed to fostering financial inclusion and establishing a digital banking ecosystem by leveraging its extensive experience in SME banking services and its leading financial technology advantages. PAObank was granted a banking licence by the Hong Kong Monetary Authority in May 2019 to offer banking services via digital channels. PAObank is expanding diverse business segments including retail banking and SME banking.