

05/11/2012

SAMPLE

Dear Valued Customer,

**ING has reached an agreement with Pacific Century Group on the sale of ING HK & Macau**

We would like to take this opportunity to inform you that ING Group (ultimate parent of ING Life Insurance Company (Bermuda) Limited) has reached an agreement to sell its life insurance operations in Hong Kong to Pacific Century Group. This transaction is subject to the normal regulatory approvals and is expected to close in the first quarter of 2013.

The change in ownership will not impact the service and the terms and conditions of your insurance policy. During this time of change, we will continue to ensure the needs of our customers remain our key focus and the existing servicing team will remain in place to continue to deliver professional and quality service.

The Pacific Century Group is excited about this acquisition as it marks the first step of its aspirations to develop a pan-Asian platform across Southeast Asia which includes markets such as Hong Kong, Thailand, Indonesia, the Philippines and Malaysia. The strengths and capabilities of ING Hong Kong & Macau are well recognized and will be leveraged to develop a strong regional insurance platform. ING Hong Kong & Macau currently manages over USD 4 billion asset and have a solvency ratio of over 200% which is well above the regulatory requirement.

We will continue to operate under the ING brand while our new branding is determined. Meanwhile, we will work hard to make this transaction as smooth as possible to minimize any possible inconvenience to our valued customers and will share more details with you as information becomes available.

We value your continued support as a loyal customer and we are confident that under the new ownership we will continue to support you and your financial needs with the highest level of quality and service.

Thank you for putting your trust in ING over the years. Should you have any enquiries, please contact your Wealth Planner or our Customer Service hotline at 3123-3123.

Yours faithfully,



Lennard Yong  
CEO  
ING HK & Macau

**About Pacific Century Group:**

Pacific Century Group (PCG) was established in 1993 and has interests in property, satellite communications, financial services and other investments in the Asia Pacific region, including Singapore, Hong Kong and Japan. PCG has a strong track record of holding and developing assets over the long term, and has a network of well-established connections in Asia. PCG previously owned Pacific Century Insurance, a leading Hong Kong life insurance company that included PCI Investment Management. With support from PCG, PCI Investment Management's assets under management increased seven-fold between 2000 and 2007, with a number of the company's funds receiving awards from Standard & Poor's and Lipper. In 2010, PCG bought the asset management operations of AIG, AIG Investments, for around US\$500 million. Renamed PineBridge Investments, the business has been significantly reformed. Lord Mervyn Davis of Abersoch, former Standard Chartered CEO and UK trade minister, was appointed as Chairman in 2010. As of 30 June 2012, the company has an AUM of US \$68.6 billion in assets through its global network.

親愛的客戶：

### **ING與盈科拓展集團達成協議出售ING香港及澳門業務**

我們謹藉此機會通知閣下有關ING集團(ING Life Insurance Company (Bermuda) Limited之母公司)與盈科拓展集團達成協議出售其香港壽險業務。該交易仍有待監管機構的批准，預計將於2013年第一季度完成。

閣下的保單服務及條款將不受擁有權變更影響。在此轉變的時刻，我們會繼續致力滿足客戶的需要，而我們現有的服務團隊，亦會持續為閣下提供專業和優質的服務。

盈科拓展集團對是次收購感到非常興奮，此亦標誌著其建立一個橫跨東南亞，包括香港、泰國、印尼、菲律賓和馬來西亞等市場的泛亞平台的第一步。藉著ING香港及澳門地區的優勢和實力，集團將建立一個強大的亞太區保險業務平台。ING香港及澳門地區目前管理超過40億美元資產及擁有超過200%償債能力比率，較監管要求為高。

現時我們將繼續以ING品牌營運，直至決定新的品牌為止。期間，我們會確保業務能暢順過渡，以減少對客戶造成任何不便。更多的詳情將於適當的時候向大家公佈。

貴為我們的忠誠客戶，我們非常重視閣下的支持。我們深信公司在新的擁有權下將繼續以最優質的服務水平協助閣下策劃您的財務需要。

衷心感謝閣下多年來對ING的信賴。如有任何查詢，請聯絡閣下的財富策劃顧問或致電客戶服務熱線3123-3123。



楊斌官  
行政總裁  
ING香港及澳門地區

謹啟

#### **關於盈科拓展集團**

盈科拓展集團(PCG)於1993年成立，其業務涉及位於亞太區包括新加坡、香港及日本的物業、衛星通訊、金融服務及其他投資。PCG擁有從長線角度持有及建立其業務資產的卓越往績，並在亞太區具有良好的關係網絡。PCG過去曾持有一家在香港具領導地位的人壽保險公司——盈科保險，及其盈保投資管理。在PCG的支援下，盈保投資管理所管理的資產在2000至2007年間增幅達7倍。而該公司的基金亦曾獲多項標準普爾(Standard & Poor's)及理柏(Lipper)基金獎項。2010年，盈科拓展集團以約5億美元收購美國國際集團(AIG)旗下的資產管理業務AIG Investment。收購完成後，該部分業務重新命名為柏瑞投資並進行了積極的改革。Abersoch勳爵、前渣打銀行行政總裁及前英國貿易大臣Mervyn Davis被任命為主席。截至2012年6月30日，柏瑞投資旗下管理的資產約達686億美元。