

Disclosure of Sales-Related Information

1. CAPACITY

- (a) **Debt Securities.** BPI Wealth Hong Kong Limited ("BPI Wealth HK") shall be acting as principal for entering into back-to-back transactions (i.e. purchase/sell from/to a counterparty and sell/purchase to/from the client without taking any market risk) with the customers.
- (b) **List Securities / Exchange Traded Products.** BPI Wealth HK shall be acting as an agent of the customers for executing orders.
- (c) **Unlisted Funds.** BPI Wealth HK shall be acting as an agent of customers who subscribe to, switch or redeem units in unlisted funds. For unlisted funds under BPI Wealth HK's management, BPI Wealth HK shall be acting as principal of such transactions.

2. AFFILIATION

BPI Wealth HK may distribute investment products which are issued by (i) BPI Wealth HK, Bank of the Philippine Islands ("BPI") and/or other BPI group companies; and/or (ii) product issuer with agent(s) appointed by the product issuer being BPI Wealth HK, BPI and/or other BPI group companies. BPI Wealth HK and/or its associates may benefit from the origination and/or distribution of the products from time-to-time.

3. INDEPENDENCE

BPI Wealth HK is not an independent intermediary because:

- (a) BPI Wealth HK receives fees, commissions, or other monetary benefits from other parties (which may include product issuers) in relation to distribution of investment products to you. For details, you should refer to the disclosure on monetary benefits which BPI Wealth HK is required to deliver to you prior to or at the point of entering into any transaction in investment products; and/or
- (b) BPI Wealth HK receives non-monetary benefits from other parties, or has close links or other legal or economic relationships with issuers of products that may be distributed to you.

4. DISCLOSURE OF MONETARY AND NON-MONETARY BENEFITS

- (a) **Unlisted Funds.** When BPI Wealth HK enters into unlisted fund transactions for customers, it may receive retrocessions, rebates and/or other fees, directly or indirectly, from the fund houses (subject to individual distribution agreements).
- (b) **Debt Securities.** When BPI Wealth HK enters into back-to-back principal transactions with customers, trading profit may be made. The amount of such trading profit may vary from time to time depending on the size of the transaction, market demand and condition.

There could be price improvements on the prices quoted after BPI Wealth HK received the customers' order instructions. BPI Wealth HK will retain the additional trading profit associated with the price improvements fully/partially, as long as the total trading profit is within the maximum trading profit disclosed below. However, if the total trading profit exceeds the maximum trading profit, BPI Wealth HK will retain the additional trading profit associated with the price improvements partially and return the trading profit exceeding the maximum trading profit disclosed to customers.

	Maximum Trading Profit
Debt Securities	Not more than 0.50% of the total investment amount

5. TERMS AND CONDITIONS UNDER WHICH CUSTOMERS MAY RECEIVE A DISCOUNT FEE AND CHARGES

The fees and charges of products and services provided by BPI Wealth HK are posted on the website of BPI Wealth HK and notified to customers from time to time. Discount of such fees and charges, if any, will be considered on a case-by-case basis at the absolute discretion of BPI Wealth HK, taking into consideration various factors which include, but not limited to, the transaction size, market condition and costs.

Please visit BPI Wealth HK's website for detailed disclosure of "**Tariffs, service fees, and charges.**" If you have any questions about this disclosure, please contact your relationship manager.