



## Frequently Asked Questions for \$mart Plus Installment Loan

1

= 全期利息 x 尚餘還款期數 / 還款期數總和 ( 如 12 個月即=12+11+...+2+1=78 )

計算如下：

| 還款期數 | 每月償還之利息金額                                 | 每月償還之本金金額   |
|------|---|---|
| 1    | HK\$ 3,096 x 12 / 78 = <b>HK\$ 476.31</b> | HK\$ 16,924.67- HK\$ 476.31= <b>HK\$ 16,448.36</b>  |
| 2    | HK\$ 3,096 x 11 / 78 = <b>HK\$ 436.62</b> | HK\$ 16,924.67- HK\$ 436.62 = <b>HK\$ 16,488.05</b> |
| 3    | HK\$ 3,096 x 10 / 78 = <b>HK\$ 396.92</b> | HK\$ 16,924.67- HK\$ 396.92 = <b>HK\$ 16,527.75</b> |
| 4    | HK\$ 3,096 x 9 / 78 = <b>HK\$ 357.23</b>  | HK\$ 16,924.67- HK\$ 357.23 = <b>HK\$ 16,567.44</b> |
| 5    | HK\$ 3,096 x 8 / 78 = <b>HK\$ 317.54</b>  | HK\$ 16,924.67- HK\$ 317.54 = <b>HK\$ 16,607.13</b> |
| 6    | HK\$ 3,096 x 7 / 78 = <b>HK\$ 277.85</b>  | HK\$ 16,924.67- HK\$ 277.85 = <b>HK\$ 16,646.82</b> |
| 7    | HK\$ 3,096 x 6 / 78 = <b>HK\$ 238.15</b>  | HK\$ 16,924.67- HK\$ 238.15 = <b>HK\$ 16,686.52</b> |
| 8    | HK\$ 3,096 x 5 / 78 = <b>HK\$ 198.46</b>  | HK\$ 16,924.67- HK\$ 198.46 = <b>HK\$ 16,726.21</b> |
| 9    | HK\$ 3,096 x 4 / 78 = <b>HK\$ 158.77</b>  | HK\$ 16,924.67- HK\$ 158.77 = <b>HK\$ 16,765.90</b> |
| 10   | HK\$ 3,096 x 3 / 78 = <b>HK\$ 119.08</b>  | HK\$ 16,924.67- HK\$ 119.08 = <b>HK\$ 16,805.59</b> |
| 11   | HK\$ 3,096 x 2 / 78 = <b>HK\$ 79.38</b>   | HK\$ 16,924.67- HK\$ 79.38 = <b>HK\$ 16,845.29</b>  |
| 12   | HK\$ 3,096 x 1 / 78 = <b>HK\$ 39.69</b>   | HK\$ 16,924.63- HK\$ 39.69 = <b>HK\$ 16,884.94</b>  |

Our bank uses the "Rule of 78" to calculate the proportion of the principle (i.e. loan amount) and the interest in each monthly repayment. It is a method to breakdown the principle and the interest in the monthly repayment of Personal Installment Loan. Rule of 78 puts a decreasing weight on interest and an increasing weight on principal across the repayment periods.

The number 78 comes from adding up the number of months of a 12-month-loan:  
 $1 + 2 + 3 + 4 + 5 + 6 + 7 + 8 + 9 + 10 + 11 + 12 = 78$

The interest is allocated to the repayment period in a reverse portion, such that 12/78 of the total interest will be applied to the first month, 11/78 of the total interest will be applied to the second month, etc. The interest in each installment can be calculated by the formula below:

Interest in each installment = Total interest for full term x Interest portion

Principal in each instalment = Monthly Installment – interest in each instalment

Example: A loan of HK\$200,000 for 12 months, at an interest rate (monthly flat rate) of 0.129% and handling fee 1% per annum.

Loan Amount= HK\$200,000

Total interest for full term= HK\$200,000 x 0.129% x 12 ( Loan Tenor ) = HK\$3,096

Monthly installment = (HK\$200,000 + HK\$3,096) / 12 ( Loan Tenor ) = HK\$16,924.67

The monthly interest allocation using "Rule of 78"

= Total interest for full term x remaining tenor / sum of adding up the number of months of the loan (for 12 months, sum =12+11+...+2+1=78)

Detail breakdown of the interest and principal allocation in each monthly repayment:

| No. of Installment | Monthly Interest Payment                  | Monthly Principle Payment                           |
|--------------------|---|---|
| 1                  | HK\$ 3,096 x 12 / 78 = <b>HK\$ 476.31</b> | HK\$ 16,924.67- HK\$ 476.31= <b>HK\$ 16,448.36</b>  |
| 2                  | HK\$ 3,096 x 11 / 78 = <b>HK\$ 436.62</b> | HK\$ 16,924.67- HK\$ 436.62 = <b>HK\$ 16,488.05</b> |
| 3                  | HK\$ 3,096 x 10 / 78 = <b>HK\$ 396.92</b> | HK\$ 16,924.67- HK\$ 396.92 = <b>HK\$ 16,527.75</b> |

|  |   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
|--|---|--|---|--|---|--|------------------|--------------------|-------------------------|---------------------------------------|--|--|
|  | 4   | HK\$ 3,096 x 9 / 78 = <b>HK\$ 357.23</b> | HK\$ 16,924.67- HK\$ 357.23 = <b>HK\$ 16,567.44</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 5   | HK\$ 3,096 x 8 / 78 = <b>HK\$ 317.54</b> | HK\$ 16,924.67- HK\$ 317.54 = <b>HK\$ 16,607.13</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 6   | HK\$ 3,096 x 7 / 78 = <b>HK\$ 277.85</b> | HK\$ 16,924.67- HK\$ 277.85 = <b>HK\$ 16,646.82</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 7   | HK\$ 3,096 x 6 / 78 = <b>HK\$ 238.15</b> | HK\$ 16,924.67- HK\$ 238.15 = <b>HK\$ 16,686.52</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 8   | HK\$ 3,096 x 5 / 78 = <b>HK\$ 198.46</b> | HK\$ 16,924.67- HK\$ 198.46 = <b>HK\$ 16,726.21</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 9   | HK\$ 3,096 x 4 / 78 = <b>HK\$ 158.77</b> | HK\$ 16,924.67- HK\$ 158.77 = <b>HK\$ 16,765.90</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 10  | HK\$ 3,096 x 3 / 78 = <b>HK\$ 119.08</b> | HK\$ 16,924.67- HK\$ 119.08 = <b>HK\$ 16,805.59</b> |  |   |  |                  |                    |                         |                                       |  |  |
|  | 11  | HK\$ 3,096 x 2 / 78 = <b>HK\$ 79.38</b>  | HK\$ 16,924.67- HK\$ 79.38 = <b>HK\$ 16,845.29</b>  |  |   |  |                  |                    |                         |                                       |  |  |
|  | 12  | HK\$ 3,096 x 1 / 78 = <b>HK\$ 39.69</b>  | HK\$ 16,924.63 - HK\$ 39.69 = <b>HK\$ 16,884.94</b> |  |   |  |                  |                    |                         |                                       |  |  |
| Q3   | 提前清還私人分期貸款，是否可以節省利息開支？  |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| A3   | <b>Do I save interest expenses by making early repayment of personal installment loan?</b><br>提前清還貸款須支付 <b>提早償還貸款手續費、整筆結欠貸款金額（包括扣除手續費部份後之已到期欠款）及截至下一個月還款日的利息</b> ，詳情請參閱現時的分期貸款產品資料概要。貸款本金及利息以「78 法則」按月攤分，而其中的利息在每月還款金額所佔之比重會隨還款期數而遞減。因此，建議客戶應先向本行查詢提前還款的總金額及考慮所涉及的手續費，才決定是否選擇提前還款。<br><br>Customer needs to be aware that <b>early loan settlement handling fee, the entire outstanding Loan Amount (including any arrears but less the portion for payment of the Handling Fee)and interest up to the next repayment date are involved in early loan settlement.</b> For details, please refer to Key Facts Statement for Instalment Loan. The loan principal and interest are apportioned according to the Rule of 78, under which, the proportion of interest in each monthly repayment decreases gradually throughout the loan tenor. Please check with the Bank about the total amount involved before deciding to make early repayment. |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| Q4   | 哪裡可找到不同私人分期貸款產品的條款及細則？  |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| A4   | <b>Where the terms and conditions of different personal loan products can be found?</b><br>閣下可透過下列連結詳閱相關的條款及細則。<br>Please refer to the hyperlinks below for related terms and conditions.   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
|  | <table><tr><td><b>\$mart Plus 分期貸款產品 (包括\$mart Plus 「個個易」私人貸款 / \$mart Plus 稅季貸款 / \$mart Plus 結餘轉戶)</b><br/><b>\$mart Plus Personal Installment Loan (including \$mart Plus Personal Installment Loan - Easy Loan / \$mart Plus Personal Installment Loan - Tax Season Loan / \$mart Plus Personal Installment Loan - Debt Consolidation)</b></td><td colspan="2"><b>產品條款及細則</b><br/><b>Product T&amp;Cs</b></td></tr><tr><td>\$mart Plus 分期貸款</td><td><a href="#">中文</a></td><td><a href="#">English</a></td></tr><tr><td>\$mart Plus Personal Installment Loan</td><td></td><td></td></tr></table>   |  |   | <b>\$mart Plus 分期貸款產品 (包括\$mart Plus 「個個易」私人貸款 / \$mart Plus 稅季貸款 / \$mart Plus 結餘轉戶)</b><br><b>\$mart Plus Personal Installment Loan (including \$mart Plus Personal Installment Loan - Easy Loan / \$mart Plus Personal Installment Loan - Tax Season Loan / \$mart Plus Personal Installment Loan - Debt Consolidation)</b> | <b>產品條款及細則</b><br><b>Product T&amp;Cs</b>   |  | \$mart Plus 分期貸款 | <a href="#">中文</a> | <a href="#">English</a> | \$mart Plus Personal Installment Loan |  |  |
| <b>\$mart Plus 分期貸款產品 (包括\$mart Plus 「個個易」私人貸款 / \$mart Plus 稅季貸款 / \$mart Plus 結餘轉戶)</b><br><b>\$mart Plus Personal Installment Loan (including \$mart Plus Personal Installment Loan - Easy Loan / \$mart Plus Personal Installment Loan - Tax Season Loan / \$mart Plus Personal Installment Loan - Debt Consolidation)</b> | <b>產品條款及細則</b><br><b>Product T&amp;Cs</b>   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| \$mart Plus 分期貸款   | <a href="#">中文</a>  | <a href="#">English</a>                  |   |  |   |  |                  |                    |                         |                                       |  |  |
| \$mart Plus Personal Installment Loan  |   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| Q5   | 哪裡可找到不同私人分期貸款產品的產品資料概要？   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| A5   | <b>Where can I find the Key Facts Statement of different personal loan products?</b><br>閣下可透過下列連結詳閱相關的產品資料概要。<br>Please refer to the hyperlinks below for related Key Facts Statement.  |  |   |  |   |  |                  |                    |                         |                                       |  |  |
|  | <table><tr><td><b>\$mart Plus 分期貸款產品</b><br/><b>\$mart Plus Personal Installment Loan</b></td><td colspan="2"><b>產品資料概要</b><br/><b>Key Facts Statement</b></td></tr><tr><td>\$mart Plus 分期貸款</td><td><a href="#">中文</a></td><td><a href="#">English</a></td></tr><tr><td>\$mart Plus Personal Installment Loan</td><td></td><td></td></tr></table>  |  |   | <b>\$mart Plus 分期貸款產品</b><br><b>\$mart Plus Personal Installment Loan</b>  | <b>產品資料概要</b><br><b>Key Facts Statement</b> |  | \$mart Plus 分期貸款 | <a href="#">中文</a> | <a href="#">English</a> | \$mart Plus Personal Installment Loan |  |  |
| <b>\$mart Plus 分期貸款產品</b><br><b>\$mart Plus Personal Installment Loan</b>  | <b>產品資料概要</b><br><b>Key Facts Statement</b>   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| \$mart Plus 分期貸款   | <a href="#">中文</a>  | <a href="#">English</a>                  |   |  |   |  |                  |                    |                         |                                       |  |  |
| \$mart Plus Personal Installment Loan  |   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| Q6   | 哪裡可找到不同私人分期貸款產品的收費？   |  |   |  |   |  |                  |                    |                         |                                       |  |  |
| A6   | <b>Where can I find the fees and charges of different personal loan products?</b><br>請參閱 <a href="#">產品資料概要</a> 、 <a href="#">條款及細則</a> 和本行網頁中的 <a href="#">銀行服務收費</a> 。<br>Please refer to the <a href="#">Key Facts statements</a> , <a href="#">Terms and Conditions</a> and <a href="#">Bank Service Fees &amp; Charges</a> on our website.   |  |   |  |   |  |                  |                    |                         |                                       |  |  |

|              |  |
|--------------|--|
| Q7<br><br>A7 | <p>如何知道貸款本金和利息在整個還款期內每期供款的攤分方法？<br/><b>How can I know the apportionment of loan principal and interest in every installments throughout the entire tenor?</b></p> <p>閣下可透過本行網頁中的私人貸款計算機，計算個人分期貸款還款表作參考。<br/>You can obtain your personal loan repayment schedule for reference via the Personal Loan Calculator on our website.</p>  |
| Q8<br><br>A8 | <p>甚麼是每月平息？每月平息和實際年利率(APR)有甚麼分別？<br/><b>What is monthly flat rate? What is the difference between monthly flat rate and the annualized percentage rate (APR)?</b></p> <p>每月平息是計算私人分期貸款全期總利息銀行及金融機構普遍採用的方法。<br/>例子：借款 HK\$200,000，分 24 個月(即 2 年)還款，每年手續費為貸款金額的 1%</p> <ul style="list-style-type: none"> <li>• 貸款金額：HK\$200,000</li> <li>• 全期手續費：HK\$200,000 x 1% x 2 年 = HK\$4,000 每月平息：0.129%</li> <li>• 全期總利息：HK\$200,000 x 0.129% x 24 個月= HK\$6,192</li> <li>• 實際年利率(APR)：5.03%</li> </ul> <p>而實際年利率(APR) 是按照香港銀行公會發出的有關指引所載的做法及方式計算，實際年利率是一個參考利率，以年化利率展示出已包括基本的利率、其他適用的手續費及收費。客戶可利用實際年利率比較不同貸款產品的成本。<br/>Monthly flat rate is the common method used by banks and financial institutions to calculate the total interest for full term for a personal installment loans.<br/>Example: Borrows a loan of HK\$200,000 repay in 24 months (i.e. 2 years), the handling fee per annum is 1% of the Loan Amount.</p> <ul style="list-style-type: none"> <li>• Loan Amount：HK\$200,000</li> <li>• Full term handling fee：HK\$200,000 x 1% x 2 years = HK\$4,000 Monthly Flat Rate：0.129%</li> <li>• Total interest for full term：HK\$200,000 x 0.129% x 24 months = HK\$6,192</li> <li>• Annualised Percentage Rate (APR)：5.03%</li> </ul> <p>Whereas, the annualised percentage rate (APR) is calculated in accordance with the practices and methods set out in the relevant guidelines issued by the Hong Kong Association of Banks. An APR is a reference rate which includes the basic interest rate and other applicable fees and charges expressed as an annualized rate. APR can be used by customers to compare borrowing costs of different loans products.</p> |
| Q9<br><br>A9 | <p>申請私人貸款有甚麼基本要求和所需文件？<br/><b>What are the basic requirements and documents required for a loan application?</b></p> <p>申請人必須年滿 18 歲，而一般情況下，所需文件包括：</p> <ol style="list-style-type: none"> <li>1. 閣下之有效香港身份證 / 護照 / 或其他身份證明文件</li> <li>2. 最近 1 個月顯示入息證明之銀行月結單或存摺影印本 (存摺影印本需附上印有閣下姓名及賬戶號碼之首頁) 或任何形式的入息證明。若月薪收入為佣金制人士，請提供最近 2 個月之入息證明</li> <li>3. 如為自僱人士，請附上公司之商業登記及最近期之利得稅稅單及最近 3 個月之公司戶口月結單</li> <li>4. 附有閣下姓名之最近 3 個月內發出的現居址證明 (例如：電費單或銀行月結單)</li> <li>5. 專業資格證明 (只適用於專業資人士)</li> <li>6. 如選擇以公司地址為通訊地址，請附上公司地址證明</li> <li>7. 如閣下為非香港永久性居民身份證持有人，請附護照 / 往來港澳通行證 / 原居地身份證副本 (如適用) 及香港特別行政區發出的工作證</li> <li>8. 放款戶口之存摺首頁/月結單副本</li> </ol>   |

|     |   |
|-----|---|
|     | <p>9. 自動轉賬授權書</p> <p>10. 欲轉至\$smartPlus 結餘轉戶之信用卡或貸款之貸款確認信或最近 1 個月之信用卡結單(須印有閣下姓名及貸款號碼)</p> <p>The applicant has to be 18 years old or above, in general, the documents required are as follows:</p> <ol style="list-style-type: none"> <li>1. your HKID card / passport / other identification document</li> <li>2. Bank statement or passbook showing your latest 1-month income proof (including the copy of front cover page of your passbook which shows your name and account number) or any type of income proof. Please provide the latest 2-month income proof if you are commission based income earner</li> <li>3. If you are self-employed, please provide Business registration certificate and the latest profits tax demand note and the latest 3-month company account statements</li> <li>4. Your residential address proof showing your name issued within the latest 3 months (e.g. electricity bills or bank statements)</li> <li>5. Proof of professional qualification (For professionals only)</li> <li>6. Office address proof if office address is selected as correspondence address</li> <li>7. If you are not holder of Hong Kong permanent identity card, please submit passport/ Exit/ Entry Permit for Travelling to and from Hong Kong and Macau/ identity card of place of origin and working visa issued by the Hong Kong SAR Government</li> <li>8. Full copy of the front cover page of passbook / bank statement of the loan disbursement account</li> <li>9. Autopay authorization form</li> <li>10. Loan confirmation letter(s) or latest 1-month statement(s) (showing your name and account number) of credit card(s) and loan(s) that you wish to transfer to \$smartPlus Debt Consolidation</li> </ol> |
| Q10 | 私人貸款還包括了甚麼其他費用？   |
| A10 | <p><b>What other costs are involved in borrowing a personal loan?</b></p> <p>私人貸款除了利息支出，常見費用包括手續費，提前清償收費和逾期還款費用及收費等。詳情請參閱<a href="#">產品資料概要</a>。</p> <p>When borrowing a personal loan, except the interest charges, some other common costs include Handling Fee, Early Settlement Fee, and Late Payment Fee and Charge, and etc. Please refer to the <a href="#">Key Facts Statement</a> for details.</p>   |
| Q11 | 如何申請更改還款日期或還款假期？  |
| A11 | <p><b>How can I apply for Change of Repayment Due Date or Repayment Holiday?</b></p> <p>閣下須於原定還款日期之最少14日前提出申請，銀行有最終決定權接納或拒絕你的申請。銀行將對成功之申請收取延期還款費用。更改還款日期之延期還款期不可以多於28日(由原定之還款日期起計)，延期還款費用將以每月平息及延長之日數按貸款金額以每年365日(常年)或366日(閏年)為基準計算。還款假期之延期還款期應為一完整月份，延期還款費用將以每月平息按貸款金額計算。詳情請致電客戶服務熱線 2287 6767查詢。</p> <p>You need to submit an application at least 14 days before the original repayment due date and the Bank has the final decision on whether to approve or reject your application. The Bank will charge an Extension Fee on each successful application. Change of Repayment Due Date should not lead to an extension period of more than 28 days from the original repayment date and the Extension Fee will be calculated by the monthly flat rate of the Loan on the Loan Amount and number of days extended on the basis of 365 (for ordinary years) or 366 days (for leap years) per year. The extension period for a Repayment Holiday should be a full month and for each successful application of a Repayment Holiday, the Extension Fee will be calculated by the monthly flat rate of the Loan on the Loan Amount. For details, please contact the Customer Service Hotline at 2287 6767.</p>   |