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Press Release

Nanyang Commercial Bank and FWD enter into first bancassurance partnership agreement Joining forces to provide banking clients with holistic insurance solutions and services

Nanyang Commercial Bank (“NCB”) and FWD Hong Kong (“FWD”) today celebrated their newly formed long-term bancassurance partnership agreement. Liu Jun, Chief Executive of Nanyang Commercial Bank, Zhang Guangying, Deputy Chief Executive of Nanyang Commercial Bank, Ken Lau, FWD’s Managing Director for Greater China and Hong Kong CEO, and Shelyne Shum, FWD’s Chief Partnership Distribution Officer of Strategic Partnerships, attended the ceremony to celebrate their bancassurance partnership. NCB and FWD will work together to provide NCB’s Hong Kong and inbound visitors with a more diversified portfolio of life insurance products and services, including savings plans, healthcare protection and other insurance products.



The strategic focus of this bancassurance partnership is long-term mutual expansion of business and customer networks. FWD will

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provide a range of innovative, simple and hassle-free insurance products and services to serve the diversified needs of NCB customers, and NCB will utilise its well-established branch and customer networks in Hong Kong to assist FWD in broadening its relationship with wider audiences in the city. This will further enable FWD to serve more local customers with pioneering insurance experiences and solutions.



Zhang Guangying, Deputy Chief Executive of Nanyang Commercial Bank, said: “It is our pleasure to build a bancassurance partnership with FWD, which is highly committed to meeting the insurance needs of the Hong Kong and cross-border customers with creative and flexible products. This resonates with our vision and we believe working with FWD will further enhance our insurance products and customer service provision, helping to drive forward the development of our insurance distribution business.”

Ken Lau, FWD’s Managing Director for Greater China and Hong Kong CEO, said: “We are proud to partner with NCB to create new synergies and opportunities. This collaboration will pave the way for us to serve more banking customers and meet their ever-changing needs with ground-breaking insurance solutions and experience. We are confident this partnership will strengthen our bancassurance platform, and we

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look forward to changing the way people feel about insurance through this exciting partnership.”

FWD specialises in providing banking customers with fitted insurance solutions, making it the strategic partner of choice for multiple banks in Hong Kong.

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Introduction of Nanyang Commercial Bank, Ltd. (www.ncb.com.hk)

Nanyang Commercial Bank, Limited (“NCB”), commenced business in Hong Kong on 14 December 1949. NCB has cherished the spirit of “Customer-Oriented and Courteous Service” and upheld the principle of “Reputation First and Service-Driven”. While establishing a strong foothold in Hong Kong with the support of the Motherland, NCB has taken on the mission to look globally and serve customers around the world.

NCB set up the strategic goal of “being a professional bank which is customer-oriented, financial technology-oriented and combined with cross-border and investment and commercial banks”. NCB has provided its customers with convenient, efficient and professional banking services through diversified channels. Presently, it has 35 local branches and also established a wholly owned subsidiary, Nanyang Commercial Bank (China), Limited (“NCB(China)”), in Mainland, upholding the development philosophy and requirements of “One Bank”, emphasizing integrated operation, establishing a management mechanism for business development integration, and increasing governance operating efficiency, offering comprehensive banking services.

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