

# 滙豐保險計劃II

## HSBC Wealth Goal Insurance Plan II

瀏覽我們的產品冊子：

中文

View our product brochure:

ENG



**HSBC Life**  
滙豐保險

## 及早規劃 助您豐盛人生

積少成多，聚沙成塔。「滙溢保險計劃 II」讓您的財富逐步累積，助您達成長遠的儲蓄目標。計劃中的人壽保障讓您與摯愛享受快樂人生。



# 累積財富 打造璀璨未來

不論您的儲蓄目標是享有優越的退休生活，還是累積財富，都應盡早開始為未來鋪路。

## 「滙溢保險計劃 II」如何運作？

「滙溢保險計劃 II」（「本計劃」或「本保單」）是一份專為擁有長線財富累積目標之人士而設計的終身人壽保險計劃。本計劃提供：



- 長線財富增長機會



- 壽險保障直至99歲<sup>1</sup>及附加保障



- 以美元為貨幣單位的保費供款年期選擇



- 保單價值管理權益<sup>2,3</sup>以鎖定您部分的保單價值，讓您的保單價值得到更大的穩定性



- 提供轉移保單保障<sup>4</sup>的選擇，以作為贈予您摯愛的一份禮物。

「滙溢保險計劃 II」是一份包含儲蓄成分的長期人壽保險計劃，而並非等同於或類似任何類型的存款。

## 您可於計劃得到什麼？

本計劃結合以下的方式以提供長線財富增長機會：



### 保證現金價值

(您保單中的保證成份，  
會在保單期內逐步遞增)；



### 特別獎賞<sup>6</sup>

(非保證及將按本公司的  
酌情權宣派)；及



### 保單價值管理收益結餘<sup>7</sup>

行使保單價值管理權益<sup>2,3</sup>後  
的收益結餘<sup>7</sup> (如適用)。

本保單中的這些利益會於下列其中一種情況發生後派發：

- (i) 您全數或部分退保<sup>8</sup>；
- (ii) 本計劃期滿 (當受保人年滿99歲<sup>1</sup>)；
- (iii) 受保人身故；
- (iv) 本保單失效或終止。

## 您可獲享多少保障？

### 人壽保障<sup>9</sup>

除了提供長線財富增長機會外，受保人在保單期內可享人壽保障。若受保人不幸身故，受益人將可獲身故賠償（請參閱計劃摘要）。

### 附加保障

以下的附加保障（受制於申請資格）已包括在保單的基本計劃內，毋須另繳額外保費：

#### 失業延繳保費保障<sup>10</sup> (不適用於躉繳保費保單)



- 若保單持有人於 65 歲<sup>1</sup>前連續失業 30 日或以上，繳付到期保費的寬限期可延長達 365 日，而期間受保人仍然獲享保障。

#### 額外意外死亡保障<sup>11</sup>



- 若受保人在保單完結或 80 歲<sup>1</sup>前（以較早者為準）不幸因意外而導致死亡，受益人除獲發身故賠償外，另可額外獲發已繳基本計劃總保費<sup>12</sup>的 30% 作為額外意外死亡保障<sup>11</sup>賠償。

有關以上附加保障之詳細條款及細則以及不保事項，請參閱附加保障之保單條款。

### 申請簡便

申請人一般可獲保證批核<sup>13</sup>，毋須進行任何健康檢查。



## 您可獲享多少保障？

### 保單價值管理權益<sup>2,3</sup>

當到達人生某個階段，特別是臨近退休之際，您可能需要更穩定及更有保障的保單價值。

本計劃為此提供保單價值管理權益<sup>2,3</sup>，讓您可鎖定本計劃內的部分淨現金價值。您享有行使此項權益的決定權（須受下列三項條件限制），並可自行決定鎖定您保單內的金額<sup>2,3</sup>。在行使此項權益後，部分淨現金價值將被調撥至保單價值管理收益結餘<sup>7</sup>。「鎖定」金額是保證的及將按既定息率積存，惟該積存息率是非保證的，並會由本公司不時釐定。

您可行使保單價值管理權益<sup>2,3</sup>，前提是：

- (i) 本保單已生效 20 個保單年度或以上；
- (ii) 所有保費均已在到期時全數繳付；及
- (iii) 本保單沒有任何債項<sup>14</sup>（包括保單貸款、利息及到期未繳的保費）。

在行使保單價值管理權益<sup>2,3</sup>後，本保單的保單金額<sup>5</sup>及已繳基本計劃總保費<sup>12</sup>將按比例調整和減少。在計算保證現金價值、特別獎賞<sup>6</sup>（如有）及身故賠償時，亦會根據本保單的條款進行相應的調整。

## 例子

以下例子純屬虛構及只供說明之用，而所示的金額為美元。特別獎賞<sup>6</sup>的實際金額是非保證的，並按本公司的酌情權宣派。

### 例子一

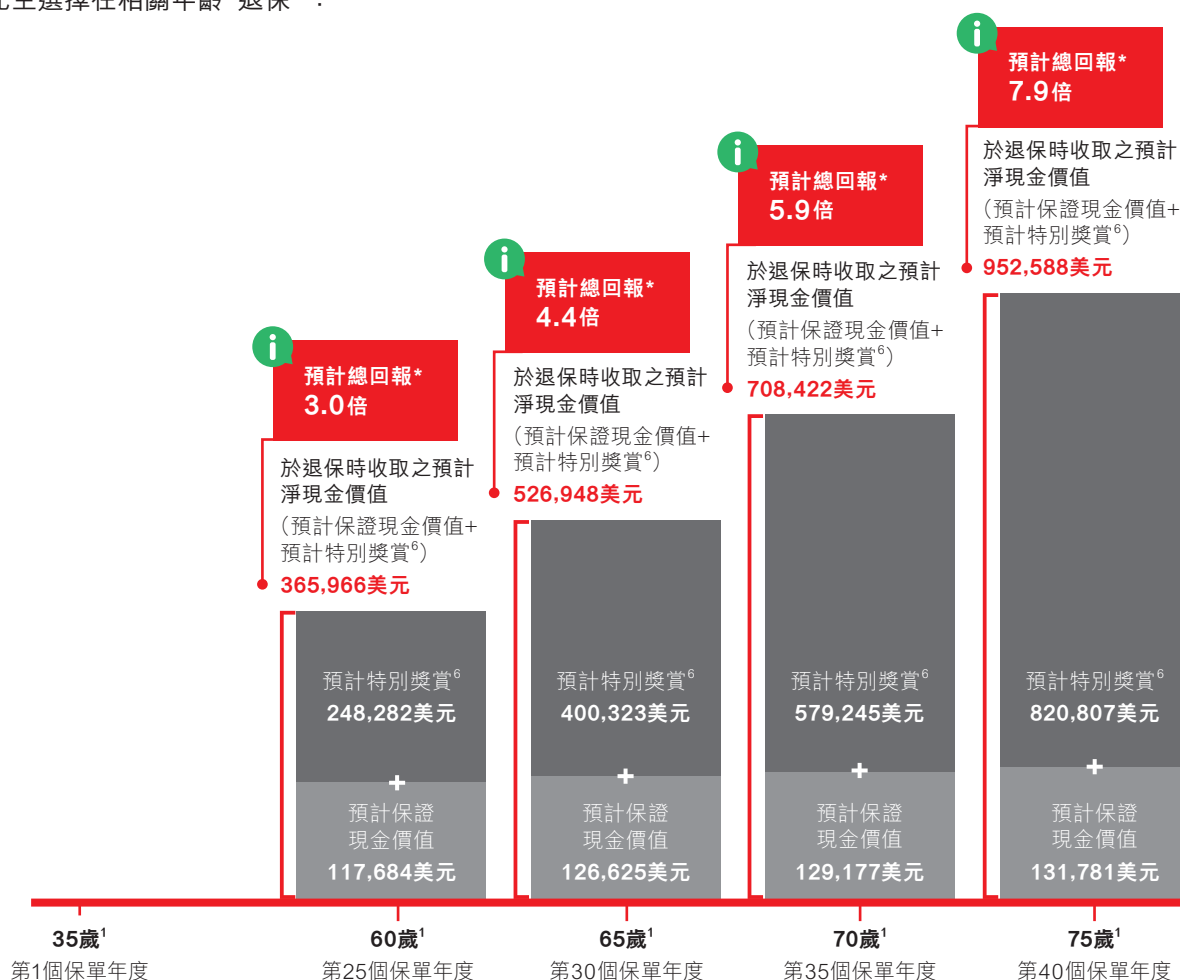
#### 在保單期內並未行使保單價值管理權益<sup>2,3</sup>



現年35歲的陳先生是一名專業人士，他計劃在65歲<sup>1</sup>時退休並正尋找一份能提供長線回報的保險計劃，以保障其退休生活的日常開支。他決定在35歲<sup>1</sup>時投保「滙溢保險計劃II」。

投保年齡	35歲 <sup>1</sup>	保費供款年期	3年
每年保費	40,000	已繳基本計劃總保費 <sup>12</sup>	120,000

陳先生選擇在相關年齡<sup>1</sup>退保<sup>15</sup>：



<sup>1</sup> 預計總回報\* (預計淨現金價值相對已繳基本計劃總保費<sup>12</sup>的倍數來計算)

\* 上述各個保單年度的預計回報是根據當前假設的投資回報來計算，因此是非保證的。上述例子僅供參考，有關主要風險因素的詳情，請參閱「主要風險 - 非保證利益」部分。

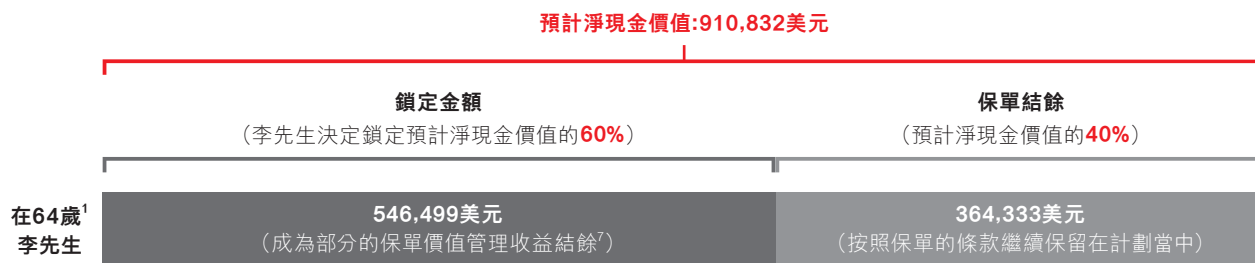
## 例子二

保單持有人考慮是否行使保單價值管理權益<sup>2,3</sup>

現年 64 歲<sup>1</sup>的李先生是一名資深行政人員，李先生的保單在其 40 歲<sup>1</sup>時發出並已生效超過 20 年，在 10 年間已繳基本計劃總保費<sup>12</sup>的金額為 400,000 美元。李先生已開始為退休生活打算，並正考慮應否鎖定部分保單價值。

投保年齡	40 歲 <sup>1</sup>	保費供款年期	10 年
每年保費	40,000	已繳基本計劃總保費 <sup>12</sup>	400,000

以下的說明例子顯示本保單的淨現金價值在不同的假設情景下，如何受到李先生是否行使保單價值管理權益<sup>2,3</sup>的決定而改變。






預計淨現金價值為保證現金價值及特別獎賞<sup>6</sup>的總和減去任何債項<sup>14</sup>。特別獎賞<sup>6</sup>的金額在不同的假設情景下亦不盡相同。預計現金價值總和為預計淨現金價值及保單價值管理收益結餘<sup>7</sup>的總和。保單價值管理權益<sup>2,3</sup>一經行使將不能取消、終止或逆轉。





若李先生**已行使保單價值管理權益**<sup>2,3</sup>，李先生於年滿 65 歲<sup>1</sup>時的預計現金價值總和：

若李先生**沒有行使保單價值管理權益**<sup>2,3</sup>，李先生於年滿 65 歲<sup>1</sup>時的預計淨現金價值：

	 情景一	 情景二	 情景三
	以當前說明例子為基礎	假設市況利好，特別獎賞 <sup>6</sup> 增加了15%	假設市況疲弱，特別獎賞 <sup>6</sup> 減少了15%
若李先生 <b>已行使保單價值管理權益</b> <sup>2,3</sup>	944,768美元	981,632美元	907,904美元
若李先生 <b>沒有行使保單價值管理權益</b> <sup>2,3</sup>	968,348美元	1,060,508美元	876,188美元

\* 假設沒有提取任何保單價值管理收益結餘<sup>7</sup>及有關結餘<sup>7</sup>按年利率2%的非保證積存息率積存，本公司將酌情不時調整息率。

上述的說明顯示了行使保單價值管理權益<sup>2,3</sup>如何能幫助您保障本計劃中部分的現金價值總和免受投資組合波動性的影響。即如果市場在行使此項權益後下跌（情景三），本計劃中的特別獎賞<sup>6</sup>（如有）亦將受影響而下跌，而被轉移至保單價值管理收益結餘<sup>7</sup>的款額則不會受市場下跌影響，從而減低了本計劃所承受的風險。

然而，如果市場在行使此權益後上升（情景二），本計劃中的特別獎賞<sup>6</sup>（如有）亦將受影響而上升，而本計劃中的現金價值總和則會較李先生沒有行使此項權益的情況為低。

即是，若保單持有人行使保單價值管理權益<sup>2,3</sup>，本保單的現金價值總和，在未來的某一個時間，可能會較李先生不行使此權益的情況為高或低。

上述例子只說明現金價值總和在行使保單價值管理權益<sup>2,3</sup>後的潛在變更。在行使權益後，本保單的保單金額<sup>5</sup>及已繳基本計劃總保費<sup>12</sup>將按比例調整和減少。有關此項權益的詳情，請參閱計劃摘要及保單條款。

**例子一及二的假設：**

- i. 在保單期內並未作出部分退保<sup>8</sup>。
- ii. 所有的保費在繳付保費期到期前已全數繳付。
- iii. 在本保單生效期間並未借取保單貸款。

**註（適用於例子一及二）：**

- 以上顯示的數字及圖表均以上列的假設為基礎，並作整數調整。
- 所顯示的過往、現時、預計及／或潛在利益及／或回報（例如獎賞、利息）均為非保證，並僅供說明之用。未來實際的利益及／或回報或會較現時所列的利益及／或回報為高或低。當前的例子只供說明之用，並不代表實際派發的金額及實際情況。詳情及顯示的數字請參閱您的保險建議書所顯示的數字。
- 您也應了解因通貨膨脹隨著時間所帶來的影響，這可能會顯著地降低累積金額的購買力。

## 計劃摘要

保費供款年期／ 投保年齡	保費供款年期	投保年齡	
	躉繳保費／3年	出生15日後至70歲 <sup>1</sup>	
	5或10年	出生15日後至65歲 <sup>1</sup>	
	15年	出生15日後至50歲 <sup>1</sup>	
	20年	出生15日後至45歲 <sup>1</sup>	
保單貨幣	僅限美元		
保單年期	至99歲 <sup>1</sup>		
繳付保費方法	<p>躉繳保費、按月或按年透過以下方式繳付：</p> <ul style="list-style-type: none"> <li>• 滙豐銀行戶口；或</li> <li>• 支票（只適用於繳付首次保費，不適用於繳付往後保費）；或</li> <li>• 滙豐銀行信用卡（不適用於躉繳保費）</li> </ul> <p>註：</p> <ul style="list-style-type: none"> <li>• 如果您選擇按月繳付有關保單年度的保費，於該保單年度內須繳付的保費總額將會比選擇按年繳付的為高。</li> </ul>		
最低保費金額 (每份保單)	每份保單按不同保費繳付期及保費繳付方式之最低所需保費：		
	保費繳付期	保費繳付方式	
		年繳保費	月繳保費
	躉繳保費	25,000美元	-
	3年	8,333.3美元	729.2美元
	5年	5,000.0美元	437.5美元
	10年	2,500.0美元	218.8美元
15年	1,667.5美元	145.8美元	
20年	1,250.0美元	109.4美元	
保證現金價值 (在保單期內您的保單的 現金價值)	保證現金價值是指在保單期內，您的保單隨時間積存的現金價值。此現金價值是按當時適用的保單金額計算。		
淨現金價值	相等於在任何時候的保證現金價值加上特別獎賞 <sup>6</sup> （如有）扣除任何債項 <sup>14</sup> 之後的金額。		

## 計劃摘要

<p><b>特別獎賞<sup>6</sup></b></p>	<p>特別獎賞<sup>6</sup> (如有) 是非保證的及將由本公司擁有絕對酌情權下宣派。任何潛在特別獎賞<sup>6</sup> 的金額將在宣派時由本公司決定。</p> <p>本公司將在您全數或部分退保<sup>8</sup>、終止保單、本保單期滿或失效或受保人身身故時，向您宣派特別獎賞<sup>6</sup> (如有)。在行使保單價值管理權益<sup>2,3</sup> 後，部分的保證現金價值及特別獎賞<sup>6</sup> (如有) 將被調撥至保單價值管理收益結餘<sup>7</sup> 以累積生息。</p> <p>本公司將在相關的年結通知書上更新每個保單周年日的特別獎賞<sup>6</sup> 金額 (如有)。保單年結通知書上所顯示的特別獎賞<sup>6</sup> 金額可能比早前發出的保單年結通知書上所顯示的金額較低或較高。有關主要風險因素的詳情，請參閱「主要風險—非保證利益」部分。</p>
<p><b>退保利益</b></p>	<p>保證現金價值加上：</p> <ul style="list-style-type: none"> <li>• 特別獎賞<sup>6</sup> (如有)；及</li> <li>• 保單價值管理收益結餘<sup>7</sup> (如有)；</li> <li>• 減去任何債項<sup>14</sup> (如有)</li> </ul>
<p><b>部分退保<sup>8</sup></b></p>	<p>您可要求調減本保單之保單金額<sup>5</sup> 從而部分退保<sup>8</sup>。</p> <p>若申請部分退保<sup>8</sup>，您必須以本公司指定的表格提交書面要求。如有關要求獲本公司批准，調減保單金額<sup>5</sup> 部分中應佔的淨現金價值 (如有) 將退回予保單持有人。</p> <p>在調減保單金額<sup>5</sup>，本保單的已繳基本計劃總保費<sup>12</sup> 將按比例調整和減少。在計算保證現金價值、特別獎賞<sup>6</sup> (如有) 及身故賠償時，亦會根據本保單的條款進行相應的調整。保單批註及經修訂的保單附表將在調減保單金額<sup>5</sup> 生效時簽發予保單持有人。</p>

## 計劃摘要

<p><b>保單價值管理權益<sup>2,3</sup></b></p>	<p>在本保單已生效 20 個保單年度或以上後，若沒有未償還的債項<sup>14</sup>，而所有到期保費亦已繳付，您將可申請行使此項權益以鎖定本計劃中的部分淨現金價值。您選擇鎖定的金額在行使保單價值管理權益<sup>2,3</sup>後是保證的，並會被調撥至保單價值管理收益結餘<sup>7</sup>以非保證息率累積生息，而該息率將由本公司不時釐定。若申請行使此項權益，您必須以本公司指定的表格提交書面指示。</p> <p>行使此項權益需受下列兩項最低限額要求所限制，而有關的限額均由本公司不時釐定及調整，並不會提前通知保單持有人：</p> <p>(i) 每次調撥的淨現金價值；及</p> <p>(ii) 此項權益行使後剩餘的保單金額<sup>5</sup></p> <p>在行使此項權益後，本保單的保單金額<sup>5</sup>及已繳基本計劃總保費<sup>12</sup>將按比例調整和減少，在計算保證現金價值、特別獎賞<sup>6</sup>（如有）及身故賠償時，亦會進行相應的調整。如有關行使保單價值管理權益<sup>2,3</sup>的要求獲本公司批准，保單批註及經修訂的保單附表將會簽發予保單持有人。此項權益一經行使，將不能取消、終止或逆轉。</p>
<p><b>保單價值管理收益結餘<sup>7</sup></b></p>	<p>指行使保單價值管理權益<sup>2,3</sup>調撥入本保單下，按本公司具絕對酌情權不時釐訂的非保證息率積存生息，並減去任何已提取之金額的累積金額。在保單期滿前，保單持有人可隨時以書面填妥並提交本公司指定的表格，以現金方式提取本保單下的保單價值管理收益結餘<sup>7</sup>（如有）。</p>
<p><b>現金價值總和</b></p>	<p>相等於淨現金價值加上保單價值管理收益結餘<sup>7</sup>（如有）的金額。</p>
<p><b>身故賠償</b></p>	<p>於受保人身故當日的以下較高的金額：(i) 已繳基本計劃總保費<sup>12</sup>加上 2,500 美元或 (ii) 保證現金價值加上：</p> <ul style="list-style-type: none"> <li>• 特別獎賞<sup>6</sup>（如有）；及</li> <li>• 保單價值管理收益結餘<sup>7</sup>（如有）；</li> <li>• 減去任何債項<sup>14</sup>（如有）</li> </ul>

## 計劃摘要

<b>期滿利益</b>	<p>當受保人年滿99歲<sup>1</sup>時，將獲派付保證現金價值加上特別獎賞<sup>6</sup>（如有），再加上</p> <ul style="list-style-type: none"> <li>保單價值管理收益結餘<sup>7</sup>（如有）；</li> <li>減去任何債項<sup>14</sup>（如有）</li> </ul>
<b>更改受保人<sup>4</sup></b>	<p>您可在保單下更改受保人最多一次。更改受保人<sup>4</sup>只適用於第三個保單年度後，或於保費繳付期內繳清所有保費後作出（以較後者為準），並須提供可保證明及由本公司按受保人的投保條件而批核。</p> <p>保單的期滿日將被重設至新受保人的99歲<sup>1</sup>。新的不可異議條款亦將同時適用。</p>
<b>附加保障</b> （毋須繳付額外保費）	<ul style="list-style-type: none"> <li>失業延繳保費保障<sup>10</sup>（不適用於躉繳保費保單）</li> <li>額外意外死亡保障<sup>11</sup></li> </ul>
<b>不能作廢選擇<sup>16</sup></b>	<p><b>選擇一：退保</b></p> <p>您可隨時以本公司指定的表格提交書面指示提出退保，要求退回於本公司處理相關指示當天的現金價值總和。一經全數退保，本公司在本保單的責任將獲全面解除。</p> <p><b>選擇二：自動保費貸款</b></p> <p>如本保單的任何保費於到期日屆滿時尚未付清，而不能作廢的價值<sup>16</sup>高於相關未付清的保費金額，您將被自動視為已申請及獲得保單貸款；該貸款金額將相等於到期日屆滿時尚未付清的保費金額，而您會被視為已使用該保單貸款繳付相關保費。有關貸款將按本公司不時釐定的息率計息。</p> <p>如欲了解不能作廢選擇的詳情，請參閱保單條款。</p>

本產品冊子所述內容只供參考之用。如需了解更多有關詳情，您應同時參閱相關保險計劃建議書及保單條款。

## 重要事項

### 冷靜期

「滙豐保險計劃 II」是一份具備儲蓄成份的長期人壽保險計劃，部分保費將用作支付保險及有關費用，包括但不限於開立保單、售後服務及索償之費用。

如您對保單不滿意，您有權透過發出書面通知取消保單及取回所有已繳交的保費及保費徵費，但可能須經過市值調整（適用於躉繳保費保單）（見以下部分關於市值調整之詳情）。如要取消，您必須於「冷靜期」內（即是由交付本保單或由發出說明已可領取該保單之通知書予您或您的代表後 21 天內（以較早者為準）），在該通知書上親筆簽署作實及退回保單（若已收取），並確保滙豐人壽保險（國際）有限公司設於香港九龍深旺道 1 號滙豐中心 1 座 18 樓的辦事處直接收到該通知書及本保單。在冷靜期屆滿之後，若您在保單年期完結之前取消保單，您收到的淨現金價值總額可能少於您已支付的保費總額。

### 躉繳保費保單之 市值調整

在冷靜期內，躉繳保費保單會受市值調整所影響。市值調整指於本公司收到取消保單通知時躉繳保費之投資價值低於已付躉繳保費金額的差額（如有）。

### 自殺條款

若受保人在簽發日期或保單復效日期（以較遲者為準）起一年內自殺身亡，無論自殺時是否精神錯亂，本公司的責任將只限於發還自保單日期起，已繳付給本公司的保費金額減去本公司所支付的任何金額。有關詳細條款及細則，請參閱基本計劃之保單條款。

### 保單貸款

您可申請保單貸款，惟貸款額（包括任何未償還的貸款）不得超過扣除債項<sup>14</sup>後之保證現金價值的 90%。有關貸款息率可能不時變動並由本公司通知您。

進行任何部分退保<sup>8</sup>或行使保單價值管理權益<sup>2,3</sup>後，可能會減少本保單的保證現金價值及身故賠償。當保單貸款及應付利息超過保證現金價值時，本保單可能會失效。

請注意本保單的任何債項<sup>14</sup>將從本保單所支付的款項中扣減。本公司對任何債項<sup>14</sup>的申索均優先於保單持有人或受益人或保單受讓人或其他人的任何申索。

### 稅務申報及 金融罪行

本公司可不時要求您提供關於您及您保單的相關資料，以履行本公司及其他滙豐集團成員對香港及外地之法律或監管機構及政府或稅務機關負有的某些責任。若您未有向本公司提供其要求之資料或您對滙豐集團成員帶來金融罪行風險，便會導致以下保單條款列出的後果，包括本公司可能：

- 作出所需行動讓本公司或滙豐集團成員符合其責任；
- 未能向您提供新服務或繼續提供所有服務；
- 被要求扣起原本應繳付予您或您的保單的款項或利益，並把該等款項或利益永久支付予稅務機關；及
- 終止您的保單。

如有任何利益或款項被扣起及／或保單被終止，您從保單獲取之款項加上您在保單終止前從保單獲取之款項總額（如有）可能會少於您已繳保費之總額。本公司建議您就稅務責任及有關您保單的稅務狀況尋求獨立專業意見。

## 重要事項

### 保單終止條款

我們有權於以下任何情況之下終止保單：

- 如果您未能在寬限期屆滿前繳付到期保費；或
- 保單貸款加應付利息大於保證現金價值；或
- 若本公司合理地認為繼續維持本保單或與您的關係可能會使本公司違反任何法律，或任何權力機關可能對本公司或滙豐集團成員採取行動或提出譴責；或

我們有權根據任何附加保障的條款終止本保單。

有關終止條款的詳細條款及細則，請參閱保單條款。

### 適用法律

規管保單的法律為百慕達法律。然而，如在香港特別行政區提出任何爭議，則香港特別行政區法院的非專屬司法管轄權將適用。

### 申請資格

根據所選的保費供款年期，本計劃只供任何介乎出生 15 日後至 70 歲<sup>1</sup> 的人士申請。本計劃受本公司就保單持有人及／或受保人之國籍及／或地址及／或居留國家不時釐定的相關規定限制。

### 保單貨幣

本計劃以美元為貨幣單位，保費及賠償額可以保單貨幣外的其他貨幣支付。有關主要風險因素的詳情，請參閱「主要風險 - 保單貨幣風險」部分。

### 漏繳保費

應繳保費有 30 日的寬限期。倘若您在寬限期完結時未能付款，而不能作廢的價值<sup>16</sup> 大於未付保費金額，則本公司將授予一筆自動保費貸款，以支付到期保費。有關貸款將按本公司不時釐定的息率計息。如本保單的不能作廢的價值<sup>16</sup> 不足以支付到期保費，將導致保單失效，保單持有人將會收到第一次未付保費到期日當天的任何淨現金價值。



## 主要風險

### 信貸風險及無力償債風險

本產品乃一份由本公司簽發的保單，因此，您受本公司的信貸風險所影響。您支付的保費將成為本公司資產的一部分，您對任何該等資產均沒有任何權利或擁有權。如追討賠償，您只可向本公司追索。

### 非保證利益

計算特別獎賞<sup>6</sup>（如有）的分配並非保證，並會由本公司不時釐定。派發特別獎賞<sup>6</sup> 與否以及特別獎賞<sup>6</sup> 的金額多少，取決於本公司就保單資產之投資回報表現以及其他因素，包括但不限於賠償、失效率、開支等及其長期表現之展望。主要風險因素進一步說明如下：

- **投資風險因素** - 保單資產的投資表現受息率水平、其前景展望（此將影響利息收入及資產價值）、增長資產的價格波動及其他各種市場風險因素所影響，包括但不限於貨幣風險、信貸息差及違約風險。
- **賠償因素** - 實際死亡率及發病率並不確定，以致實際的身故賠償或生活保障支付金額可能較預期為高，從而影響產品的整體表現。
- **續保因素** - 實際退保率（全數或部分退保）、保單失效率及保單價值管理權益<sup>2,3</sup> 的行使率並不確定，保單組合現時的表現及未來回報因而會受影響。
- **開支因素** - 已支出及被分配予此組保單的實際直接（如佣金、核保、開立保單及售後服務的費用）及間接開支（如一般經營成本）可能較預期為高，從而影響產品的整體表現。

從保單價值管理收益結餘<sup>7</sup>（如適用）中賺取的利息是以非保證息率計算的，且本公司可能不時調整該息率。

## 主要風險

### 延誤或漏繳到期的保費之風險

任何延誤或漏繳到期保費或會導致保單失效，您可收回的款額（如有）或會明顯少於您已繳付的保費。

### 退保之風險

如您在早期全數或部分退保<sup>8</sup>，您可收回的款額或會明顯少於您已繳付的保費。

### 流動性風險

本保單乃為保單持有人持有整個保單年期而設。如您因任何非預期事件而需要流動資金，可以根據保單相關條款申請保單貸款或作全數或部分退保<sup>8</sup>。但這樣可能導致保單失效或保單較原有之保單期提早被終止，而可取回的款項（如有）可能會少於您已繳付的保費。

若您行使保單價值管理權益<sup>2,3</sup>，保單的現金價值總和（用作計算保單的退保價值和身故賠償之用）在未來某個時間，可能會較您不行使此權益的情況較低或較高。

### 通脹風險

由於通貨膨脹的緣故，將來的生活費很可能較今天的為高。因此，即使本公司履行其所有合約義務，您或您所指定的受益人將來從本保單收到的實質金額可能較低。

### 保單貨幣風險

您須承受匯率風險。如保險計劃的貨幣單位並非本地貨幣，或如您選擇以保單貨幣以外的其他貨幣支付保費或收取賠償額，您實際支付或收取的款額，將因應本公司不時釐定的保單貨幣兌本地／繳付保費貨幣的匯率而改變。匯率之波動會對款額構成影響，包括但不限於繳付保費、保費徵費及支付的賠償額。

## 有關分紅保單

我們發出的分紅人壽保單提供保證及非保證利益。保證利益可包括身故賠償、保證現金價值及其他利益，視乎您所選擇的保險計劃而定。非保證利益由保單紅利組成，讓保單持有人分享人壽保險業務的財務表現。

「滙溢保險計劃 II」的保單紅利（如有），將以下列方式派發：

**特別獎賞<sup>6</sup>** 是指於保單提早終止（例如因為身故、退保）、行使保單價值管理權益或保單期滿時宣派。

特別獎賞<sup>6</sup> 的金額會視乎宣派前整段保單期的表現，以及當時的市場情況而不時改變，實際金額於派發時才能確定。

有關詳情，請參閱本小冊子內「計劃摘要」部分。

### 特別獎賞<sup>6</sup> 會受哪些因素影響？

特別獎賞<sup>6</sup>（如有）並非保證，特別獎賞<sup>6</sup> 的金額多少及是否派發取決於包括但不限於下列因素：

- 保單資產的投資回報表現；
- 賠償、失效率及營運開支；及
- 對投資的長期表現的預期以及上述其他因素。

若長遠表現優於預期，特別獎賞<sup>6</sup> 金額將會增加；若表現較預期低，則特別獎賞<sup>6</sup> 金額將會減少。

有關主要風險因素的詳情，請參閱本小冊子內「主要風險—非保證利益」部分。

### 分紅保單有甚麼主要的優勢？

分紅保單相對其他形式的保單的主要特點在於您除了可獲保證利益外，亦可於投資表現優於支持保證利益所需的表現時，獲取額外的特別獎賞<sup>6</sup>。表現越佳，特別獎賞<sup>6</sup> 會越多；反之，表現越差，特別獎賞<sup>6</sup> 亦會減少。

## 保單紅利的理念

### 建立共同承擔風險的機制

我們對您的分紅保單的表現有明確的利益，因為我們分紅業務的運作遵從您我共同承擔風險的原則，以合理地平衡我們的利益。我們會就派發給您的特別獎賞<sup>6</sup> 水平進行定期檢討。過往的實際表現及管理層對未來長期表現的預期，將與預期水平比較作出評估。倘若出現差異，我們將考慮透過調整特別獎賞<sup>6</sup> 分配，與您分享或分擔盈虧。

## 有關分紅保單

### 公平對待各組保單持有人

為確保保單持有人之間的公平性，我們將慎重考慮不同保單組別（例如：產品、產品更替、貨幣）的經驗（包括：投資表現），務求每組保單將獲得最能反映其保單表現的公平回報。為平衡您與我們之間的利益，我們已成立一個由專業團隊組成的專責委員會，負責就分紅保單的管理和特別獎賞<sup>6</sup>的釐定提供獨立意見。

### 長遠穩定的回報

在考慮調整特別獎賞<sup>6</sup>分配的時候，我們會致力採取平穩策略，以維持較穩定的回報，即代表我們只會因應一段期間內實際與預期表現出現顯著差幅，或管理層對長遠表現的預期有重大的改變，才會作出調整。

我們也可能在一段時間內減低平穩策略的幅度，甚至完全停止採取穩定資產價值變化的平穩策略。我們將會為保障其餘保單持有人的利益而採取上述行動。例如，當採取平穩策略時的獎賞金額較不採取平穩策略時的獎賞金額為高時，我們可能會減低該策略的幅度。

### 投資政策及策略

我們採取的資產策略為：

- (i) 有助確保我們可兌現向您承諾的保證利益；
- (ii) 透過特別獎賞<sup>6</sup>提供具競爭力的長遠回報；及
- (iii) 維持可接受的風險水平

分紅保單的資產由固定收益及增長資產組成。固定收益資產主要包括由具有良好信貸質素（平均評級為 A 級或以上）和長遠發展前景的企業機構發行之固定收益資產。我們亦會利用增長資產，包括股票類投資及另類投資工具如房地產、私募基金或對沖基金，以及結構性產品包括衍生工具，以提供更能反映長遠經濟增長的回報。

我們會將投資組合適當地分散投資在不同類型的資產，並投資在不同地域市場（主要是亞洲、美國及歐洲）、貨幣（主要是美元）及行業。這些資產按照我們可接受的風險水平，慎重地進行管理及監察。

### 目標資產分配

資產種類	長線目標分配比例 %
固定收益資產 (政府債券、企業債券及另類信貸投資)	30% - 50%
增長資產	50% - 70%

註：實際的分配比例可能會因市場波動而與上述範圍有些微偏差。

## 有關分紅保單

在決定實際分配時，我們並會考慮（包括但不限於）下列各項因素：

- 當時的市場情況及對未來市況的預期；
- 保單的保證與非保證利益；
- 保單的可接受的風險水平；
- 在一段期間內，經通脹調整的預期經濟增長；及
- 保單的資產的投資表現。

在遵守我們的投資政策的前提下，實際資產配置可能會不時偏離上述長期目標分配比例。

就已行使保單價值管理權益的保單，組成其保單價值管理收益結餘的資產將會100%投資於固定收益資產中。

### 公平對待各組保單持有人

您可選擇行使保單價值管理權益，以調撥部分淨現金價值至保單價值管理收益結餘以累積生息（如適用）。

積存利息的息率並非保證的，我們會參考下列因素作定期檢討：

- 投資組合內固定收益資產的孳息率；
- 當時的市況；
- 對固定收益資產孳息率的展望；及
- 保單持有人選擇將該金額積存的時間及可能性。

我們可能會不時檢討及調整用以釐定特別獎賞<sup>6</sup>（如有）及積存息率的政策。欲了解更多最新資料，請瀏覽本公司網站 [[www.hsbc.com.hk/zh-hk/insurance/info/](http://www.hsbc.com.hk/zh-hk/insurance/info/)]。此網站亦提供了背景資料以助您了解我們以往的紅利派發紀錄作為參考。我們業務的過往表現或現時表現未必是未來表現的指標。

## 註

1. 指當保單持有人或受保人的下一次生日為此年齡／歲數的保單周年日。
2. 您可申請行使保單價值管理權益以將截至處理該申請當日之部分淨現金價值調撥至保單價值管理收益結餘<sup>7</sup>，前提是：
  - 本保單已生效 20 個保單年度或以上；
  - 所有保費均已在到期時全數繳付；及
  - 本保單下沒有任何債項<sup>14</sup>。
3. 行使保單價值管理權益需受兩項最低限額要求所限制，包括：(i) 每次調撥的淨現金價值及 (ii) 該權益行使後之保單金額。本公司會不時釐定上述的最低限額要求而不會提前通知保單持有人。
4. 每名保單持有人可在保單下更改受保人最多一次。更改受保人只適用於第三個保單年度後，或於保費繳付期內繳清所有保費後作出（以較後者為準）。更改受保人須提供可保證明及由本公司接受保人的投保條件而批核。任何相關的申請將會按每個個案而檢視，並由我們按不同的因素，包括但不限於潛在的賠償風險、更改保單年期、當前的經濟前景等；而酌情決定。
5. 保單金額是用來決定基本計劃內所需繳付的保費、現金價值和根據本保單基本計劃內可收取之特別獎賞<sup>6</sup>。它並不代表身故賠償金額或您保單內的現金價值。
6. 特別獎賞的金額是非保證的，並按本公司的酌情權宣派。
7. 保單價值管理收益結餘是指行使保單價值管理權益<sup>2,3</sup> 調撥入本保單下，按本公司具絕對酌情權不時釐訂的非保證息率積存生息，並減去任何已提取之金額的累積金額。
8. 進行部分退保後，本公司可按酌情權宣派調減保單金額<sup>5</sup> 部分中應佔的特別獎賞<sup>6</sup>（如有），而該金額（如有）將成為部分退保付款的部分而支付，但須受適用的要求所限制。
9. 若受保人在簽發日期或保單復效日期（以較遲者為準）起一年內自殺身亡，無論自殺時是否精神錯亂，本公司的責任將只限於發還自保單日期起，已繳付給本公司的保費金額減去本公司所支付的任何金額。有關詳細條款及細則，請參閱基本計劃之保單條款。
10. 失業延繳保費保障適用於年齡<sup>1</sup> 介乎 19 歲至 64 歲並持有香港身份證的保單持有人。保障將於保單持有人年屆 65 歲<sup>1</sup> 或已清繳所有到期保費或保單終止時（以較早者為準）終止。該保障並不適用於躉繳保費保單。有關詳細條款及細則以及不保事項，請參閱附加保障之保單條款。
11. 額外意外死亡保障將會於受保人年屆 80 歲<sup>1</sup> 或支付有關賠償後或保單終止時（以較早者為準）終止。有關詳細條款及細則以及不保事項，請參閱附加保障之保單條款。
12. 已繳基本計劃總保費是指截至受保人身故之日基本計劃所有到期的保費總額（無論是否已實際繳付）。有關詳細條款及細則，請參閱保單條款。

13. 對於同一名受保人，如所有「聚全保」、「退休收入年金計劃」、「滙溢保險計劃」、「滙溢保險計劃 II」、「盈達年金計劃」、「滙豐盈達延期年金計劃」、「聚富入息保險計劃」、「聚富入息保險計劃 II」、「滙豐聚富入息延期年金計劃」和「滙豐聚富入息延期年金計劃 II」之批核中「保證核保」或「簡易核保」申請及已生效保單保費總額：
  - 超過「保證核保」限額 5,000,000 美元或其等值，受保人須回答一些簡單的健康問題；或
  - 超過「簡易核保」限額 8,750,000 美元或其等值，本公司將進一步審查此申請並保留一切接受或拒絕此申請之權利。
14. 債項指所有未償還的保單貸款，或按照本保單借取的自動保費貸款，加上該等貸款的任何累計利息及任何未付之保費或款項。
15. 一經全數退保，本公司在本保單的責任將獲全面解除。
16. 不能作廢的價值指在相關未付保費到期日之前一日所計算的淨現金價值。

## 更多資料

策劃未來的理財方案，是人生的重要一步。我們樂意助您評估目前及未來的需要，讓您進一步了解「滙溢保險計劃 II」如何助您實現個人目標。

歡迎蒞臨滙豐分行，以安排進行理財計劃評估。

**瀏覽** [www.hsbc.com.hk/insurance](http://www.hsbc.com.hk/insurance)

**親臨** 任何一間滙豐分行



您可透過二維碼  
瀏覽產品的相關網頁

# 滙溢保險計劃II

## 滙豐人壽保險（國際）有限公司

滙豐人壽保險（國際）有限公司（「本公司」）是於百慕達註冊成立之有限公司。本公司為滙豐集團旗下從事承保業務的附屬公司之一。

## 香港特別行政區辦事處

香港九龍深旺道 1 號滙豐中心 1 座 18 樓

本公司獲保險業監管局（保監局）授權及受其監管，於香港特別行政區經營長期保險業務。

香港上海滙豐銀行有限公司（簡稱「滙豐」）為本公司之保險代理商。「滙溢保險計劃 II」由本公司所承保，並只擬在香港特別行政區透過滙豐銷售。

就有關滙豐與您於銷售過程或處理有關交易時引起的金錢糾紛，滙豐將與您把個案提交至金融糾紛調解計劃；然而，有關產品合同條款之任何糾紛，應直接由本公司與您共同解決。

本公司對本產品冊子所刊載資料的準確性承擔全部責任，並確認在作出一切合理查詢後，盡其所知所信，本產品冊子並無遺漏足以令其任何聲明具誤導成份的其他事實。本產品冊子所刊載之資料乃一摘要。有關詳盡的條款及細則，請參閱您的保單。

2020 年 1 月

滙豐人壽保險（國際）有限公司榮獲以下獎項：





# 財富累積 創建目標

## 終身人壽保險

### 「滙溢保險計劃 II」助您為目標理財創富



現年40歲的周先生是一位專業人士，他已婚並育有一名年幼的兒子。他希望透過購買一份合適的保險計劃以增加儲蓄，為日後協助兒子繳付首次置業的首期作準備。

#### 他希望：

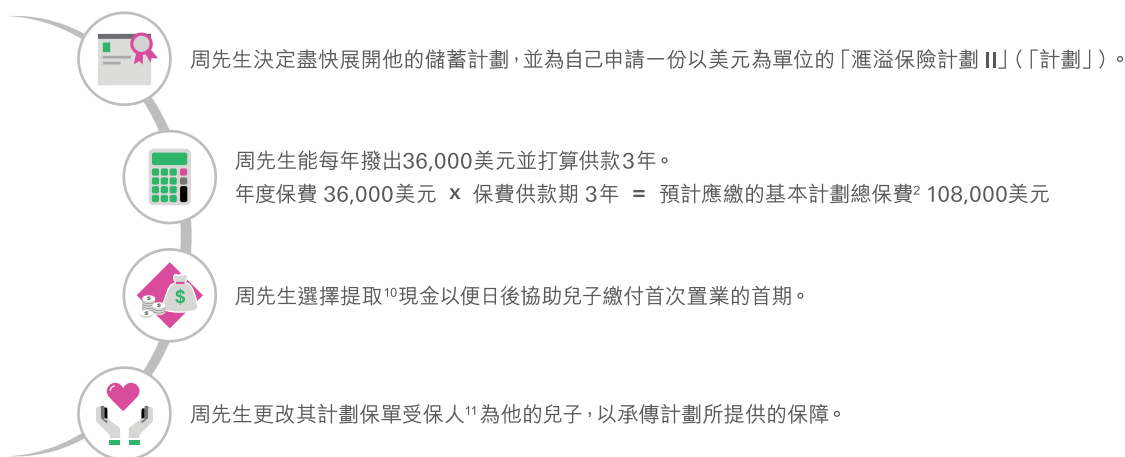


增加儲蓄以實現長期的理財目標



為他的家人提供長期的財務保障

### 「滙溢保險計劃 II」可如何滿足周先生的需要？



### 周先生的預計淨現金價值<sup>3</sup>：

以下例子所述的數字含捨入調整及僅供說明用途之用。

周先生可在20個保單年度後行使保單價值管理權益<sup>4,5</sup>，以確保其保單價值得到更大的穩定性<sup>6</sup>。

受保人的年齡 <sup>1</sup>	40歲 <sup>1</sup>	43歲 <sup>1</sup>	70歲 <sup>1</sup>	81歲 <sup>1</sup>
	周先生購買了一份年供36,000美元的「滙溢保險計劃 II」，保費繳付期為3年。	周先生已繳付計劃所需的保費。	周先生退休並從計劃內提取 <sup>10</sup> 160,000美元，以協助他的兒子繳付首次置業的首期。 在提取 <sup>10</sup> 160,000美元後，餘下的淨現金價值 <sup>3</sup> 可持續增長。	周先生更改其計劃保單受保人 <sup>11</sup> 為他的兒子，以承傳計劃所提供的保障。
預計淨現金價值 <sup>3</sup> (美元) (保證現金價值 + 特別獎賞 <sup>7</sup> )		<p>18,468美元 69,050美元 <b>87,519</b></p>	<p>238,738美元 75,514美元 <b>314,252<sup>†</sup></b></p>	<p>523,848美元 78,904美元 <b>602,753<sup>†</sup></b></p>
預期總回報* (預計淨現金價值 <sup>3</sup> 相對已繳納總保費的倍數來計算)		0.8倍	2.9倍 <sup>†</sup>	5.6倍 <sup>†</sup>

<sup>1</sup> 受保年齡指受保人或保單持有人（視乎適用情況而定）的下一生生日年齡。

<sup>2</sup> 上述所示於受保人不同年齡<sup>1</sup>的預期淨現金價值<sup>3</sup>及回報（不包括已提取的金額（如有））是以當前假設的投資回報作計算並且僅供參考。實際金額可能會較上述所說明的為高或低。

<sup>†</sup> 上述所示分別於受保人70歲<sup>1</sup>及81歲<sup>1</sup>的預期淨現金價值<sup>3</sup>及回報\*是按假定160,000美元從計劃內的淨現金價值<sup>3</sup>提取而作計算。

# 籌劃退休 安心之本

## 終身人壽保險

「滙溢保險計劃II」讓您在退休作好準備



現年38歲<sup>1</sup>的李先生是一位來港工作的外籍人士，他希望透過購買一份合適的保險計劃，以彌補他現有強積金的不足，及讓他可在退休後返回加拿大置業安居。

### 他希望：



與妻子展開  
環球之旅



增加儲蓄以應付不斷  
上漲的生活開支



在加拿大置業  
安享退休生活

## 「滙溢保險計劃II」可如何滿足李先生的需要？



李先生打算在65歲<sup>1</sup>退休，並決定為自己申請一份以美元為單位的「滙溢保險計劃II」（「計劃」）。



李先生能每年撥出40,000美元並打算供款5年。

年度保費 40,000美元 × 保費供款期 5年 = 預計應繳的基本計劃總保費<sup>2</sup> 200,000美元



當李先生年滿65歲<sup>1</sup>退休時，他決定提取他的強積金以支付購買退休物業的部份款項。他亦可選擇從他的計劃定期提取<sup>10</sup>款項，以支持他在加拿大的退休生活。

## 李先生的預計淨現金價值<sup>3</sup>：

以下例子所述的數字含捨入調整及僅供說明用途之用。

李先生可在20個保單年度後行使  
保單價值管理權益<sup>4,5</sup>，以確保其保單  
價值得到更大的穩定性<sup>6</sup>。

受保人的年齡 <sup>1</sup>	38歲 <sup>1</sup>	43歲 <sup>1</sup>	65歲 <sup>1</sup>	70歲 <sup>1</sup>
	李先生購買了一份年供40,000美元的「滙溢保險計劃II」，保費繳付期為5年。	李先生已繳付計劃所需的保費。	李先生退休並與妻子展開他的環球之旅。	由於李先生提取了他的強積金以支付部分置業的資金，故他不用進行退保。另外，他可選擇從他的計劃定期提取 <sup>10</sup> 款項以支持他在加拿大的退休生活。
預計淨現金價值 <sup>3</sup> (美元) (保證現金價值 + 特別獎賞 <sup>7</sup> )		<p>39,600美元 132,160美元 171,760</p>	<p>463,000美元 195,718美元 658,718</p>	<p>710,200美元 211,042美元 921,242</p>
預期總回報* (預計淨現金價值 <sup>3</sup> 相對已繳納總保費的倍數來計算)		0.9倍	3.3倍	4.6倍

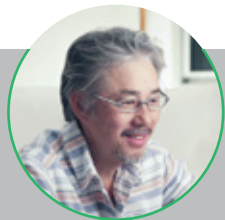
<sup>1</sup> 受保年齡指受保人或保單持有人(視乎適用情況而定)的下一生生日年齡。

\* 上述所示於受保人不同年齡<sup>1</sup>的預期淨現金價值<sup>3</sup>及回報(不包括已提取的金額(如有))是以當前假設的投資回報作計算並且僅供參考。實際金額或會較上述所說明的為高或低。

# 穩建儲備 無憂樂齡

## 終身人壽保險

「滙溢保險計劃 II」讓您在樂齡時為財富增值



65歲<sup>1</sup>的陳先生剛退休不久，他早已為自己預備了一筆可觀的退休金。但他深知生活指數和醫療費用不斷上升，所以準備撥出一部分資產，爭取長遠的回報，使自己的退休需求更有保障，同時確保一旦發生變故，家人的負擔也可以減輕。

他希望：



讓自己的資產繼續穩定增長



增加儲蓄以實現長期的理財目標

## 「滙溢保險計劃 II」可如何滿足陳先生的需要？



陳先生決定為自己申請一份以美元為單位的「滙溢保險計劃 II」（「計劃」）。



陳先生每年可以撥出100,000美元，並準備供款3年。

年度保費 100,000美元 × 保費供款期 3年 = 預計應繳的基本計劃總保費<sup>2</sup> 300,000美元



雖然陳先生已達退休年齡，在他計劃內的淨現金價值<sup>3</sup>仍然可以持續增長，並有機會收取潛在回。倘若陳先生不幸身故，他的家人將可獲得一筆身故賠償金。

## 陳先生的預計淨現金價值<sup>3</sup>：

以下例子所述的數字含捨入調整及僅供說明用途之用。

受保人的年齡 <sup>1</sup>	65歲 <sup>1</sup>	68歲 <sup>1</sup>	75歲 <sup>1</sup>	85歲 <sup>1</sup>
	陳先生購買了一份年供100,000美元的「滙溢保險計劃 II」，保費繳付期是3年。	陳先生已繳付計劃所需的保費，總額為300,000美元。	陳先生計劃內的淨現金價值 <sup>3</sup> 持續增長。倘若陳先生不幸身故，他將為家人留下身故賠償金，預計總額為 <b>432,701美元</b> （即已繳保費總額的144%），當中 <b>302,500美元</b> 是保證的。	陳先生與家人一起享受著退休生活，預計淨現金價值 <sup>3</sup> 令他倍加安心。陳先生亦可在20個保單年度後行使 <b>保單價值管理權益</b> <sup>4,5</sup> ，以確保其保單價值得到更大的穩定性 <sup>6</sup> 。如有需要，他可選擇以現金方式提取保單價值管理收益結餘 <sup>9</sup> 。
預計淨現金價值 <sup>3</sup> (美元) (保證現金價值 + 特別獎賞 <sup>7</sup> )				
<div style="display: flex; justify-content: space-between;"> <div style="width: 20%;"> <p>■ 非保證特別獎賞<sup>7</sup></p> <p>■ 保證現金價值</p> </div> <div style="width: 80%;"> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> <p>51,301美元</p> <p>191,807美元</p> <p><b>243,107</b></p> </div> <div style="text-align: center;"> <p>127,201美元</p> <p>226,940美元</p> <p><b>354,142</b></p> </div> <div style="text-align: center;"> <p>386,104美元</p> <p>269,823美元</p> <p><b>655,927</b></p> </div> </div> </div> </div>				
預期總回報* (預計淨現金價值 <sup>3</sup> 相對已繳總保費之倍數)				
		0.8倍	1.2倍	2.2倍

<sup>1</sup> 受保年齡指受保人或保單持有人（視乎適用情況而定）的下一生日年齡。

\* 上述按受保人不同年齡<sup>1</sup>列示的預期淨現金價值<sup>3</sup>及回報（不包括已提取的金額（如有））是以當前假設的投資回報計算，並且僅供說明之用。實際支付的金額或會高於或低於所說明的數字。

說明例子的假設如下：

- i. 在保單期內並未行使保單價值管理權益<sup>4,5</sup>。
- ii. 所有保費已於保費供款期內按時繳付。
- iii. 在保單生效期間並未借取保單貸款。
- iv. 特別獎賞<sup>7</sup>在保單期內相對於原本所展示的維持不變。

「滙豐保險計劃II」是一份由滙豐人壽保險（國際）有限公司（「本公司」）簽發的保單。本公司獲保險業監管局（保監局）授權及受其監管。本計劃並非等同於或類似任何類型的存款。

#### 註：

1. 指當保單持有人或受保人的下一次生日為此歲數／年齡的保單周年日。
2. 已繳基本計劃總保費是指截至受保人身故之日基本計劃所有到期的保費總額（無論是否已實際繳付）。
3. 淨現金價值是指在任何時候，相等於保證現金價值加上特別獎賞<sup>7</sup>（如有）減去任何債項<sup>9</sup>之後的金額。
4. 您可申請行使保單價值管理權益以將截至處理該申請當日之部分淨現金價值<sup>3</sup>調撥至保單價值管理收益結餘<sup>8</sup>，前提是：i) 保單已生效20個保單年度或以上；ii) 所有保費均已在到期時全數繳付；及iii) 保單下沒有任何債項<sup>9</sup>。
5. 行使保單價值管理權益需受以下兩項最低限額要求所限制：(i) 每次調撥的淨現金價值<sup>3</sup>及(ii) 該權益行使後之保單金額。本公司會不時釐定上述的最低限額要求而不會提前通知保單持有人。保單價值管理權益一經行使將不能取消、終止或逆轉。若您行使保單價值管理權益，保單的現金價值總和（相等於淨現金價值<sup>3</sup>加上保單價值管理收益結餘<sup>8</sup>（如有）的金額）（作計算保單的退保價值和身故賠償之用），在未來的某一個時間，可能會較您不行使此權益的情況為高或低。
6. 行使保單價值管理權益<sup>4,5</sup>能幫助您保障計劃中部分的現金價值總和免受投資組合波動性的影響。即如果股票市場在行使此項權益後下跌，計劃中的特別獎賞<sup>7</sup>（如有）亦將受影響而下跌，而被轉移至保單價值管理收益結餘<sup>8</sup>的款額則不會受股票市場下跌影響，從而減低了計劃所承受的風險。然而，如果股票市場在行使此權益後上升，計劃中的特別獎賞<sup>7</sup>（如有）亦將受影響而上升，而計劃中的現金價值總和則會較其未行使此項權益的情況為低。
7. 特別獎賞是非保證的及將按本公司的酌情權宣派。任何潛在特別獎賞的金額將在宣派時由本公司決定。本公司將在您全數或部分退保<sup>10</sup>、終止保單、保單期滿或失效或受保人身故時，向您宣派特別獎賞（如有）。在行使保單價值管理權益<sup>4,5</sup>後，一部分保證現金價值及特別獎賞（如有）將被調撥至保單價值管理收益結餘<sup>8</sup>，以累積生息。本公司將在每個保單周年日的年結通知書上，提供該保單周年日的特別獎賞（如有）更新金額。保單年結通知書上所顯示的金額，可能較銷售保單時提供的保單利益說明例子中展示的金額為高或低。未來實際的特別獎賞金額，可能較保單年結通知書附帶的保單利益說明例子中展示的金額為高或低。
8. 保單價值管理收益結餘是指行使保單價值管理權益<sup>4,5</sup>調撥入保單下，按本公司不時酌情釐定的息率累積生息，並減去任何已提取之金額的累積金額。
9. 債項指保單所有未償還的保單貸款，或按照保單借取的自動保費貸款，加上該等貸款的任何累計利息及任何未付之保費或款項。
10. 客戶可於保單期內透過以下部分退保方式從保單中提取現金。提取之現金將從保證現金價值及特別獎賞（如有）中扣除，當中保單金額會被扣減，而計劃中的已付保費總額將受調整及按比例扣除，並因計算而調整保證現金價值、特別獎賞（如有）及身故賠償。計劃的定期提取取決於以下兩項要求：(i) 每次提取最少250美元；及(ii) 計劃的最低保單金額要求為25,000美元。若提取令計劃的保單金額未能達到最低保單金額要求，提取將不被批准。本公司會不時釐定上述的最低限額要求而不會提前通知保單持有人。定期提取的實際金額及年數取決於保單內派發的非保證特別獎賞之實際金額。
11. 每名保單持有人可在保單下更改受保人最多一次。更改受保人只適用於第三個保單年度後，或於保費繳付期內繳清所有保費後作出（以較後者為準）。更改受保人須提供可保證明及由本公司按受保人的投保條件而批核。

#### 主要風險：

- 本產品乃一份由本公司簽發的保單。因此，您受本公司的信貸風險所影響。您支付的保費將成為本公司資產的一部分，您對任何該等資產均沒有任何權利或擁有權。如追討賠償，您只可向本公司追索。計算特別獎賞<sup>7</sup>（如有）的分配並非保證，並會由本公司不時釐定。派發特別獎賞<sup>7</sup>與否以及特別獎賞<sup>7</sup>的金額多少，取決於本公司就保單資產之投資回報表現以及其他因素，包括但不限於賠償、失效率、開支等及其長期表現之展望。主要風險因素進一步說明如下：
- 投資風險因素**—保單資產的投資表現受息率水平、其前景展望（此將影響利息收入及資產價值）、增長資產的價格波動及其他各種市場風險因素所影響，包括但不限於貨幣風險、信貸息差及違約風險。
- 賠償因素**—實際死亡率及發病率並不確定，以致實際的身故賠償或生活保障支付金額可能較預期為高，從而影響產品的整體表現。
- 續保因素**—實際退保率（全數或部分退保）、保單失效率及保單價值管理權益<sup>4,5</sup>的行使率並不確定，保單組合現時的表現及未來回報因而會受影響。
- 開支因素**—已支出及被分配予此組保單的實際直接（如佣金、核保、開立保單及售後服務的費用）及間接開支（如一般經營成本）可能較預期為高，從而影響產品的整體表現。從保單價值管理收益結餘<sup>8</sup>（如適用）中賺取的利息是以非保證息率計算的，且本公司可能不時調整該息率。
- 任何延誤或漏繳到期保費或會導致保單失效，您可收回的款額（如有）或會明顯少於您已繳付的保費。
- 如您在早期全數或部分退保<sup>10</sup>，您可收回的款額或會明顯少於您已繳付的保費。
- 本保單乃為保單持有人持有整個保單年期而設。如您因任何非預期事件而需要流動資金，可以根據保單相關條款申請保單貸款或作全數或部分退保<sup>10</sup>。但這樣可能導致保單失效或保單較原有之保單期提早被終止，而可收回的款項（如有）可能會少於您已繳付的保費。若您行使保單價值管理權益<sup>4,5</sup>，保單的現金價值總和（用作計算保單的退保價值和身故賠償之用）在未來某個時間，可能會較您不行使此權益的情況較低或較高。
- 由於通貨膨脹的緣故，將來的生活費很可能較今天的為高。因此，即使本公司履行其所有合約義務，您或您所指定的受益人將來從本保單收到的實質金額可能較低。
- 您須承受匯率風險。如保險計劃的貨幣單位並非本地貨幣，或如您選擇以保單貨幣以外的其他貨幣支付保費或收取賠償額，您實際支付或收取的款額，將因應本公司不時釐定的保單貨幣兌本地／繳付保費貨幣的匯率而改變。匯率之波動會對款額構成影響，包括但不限於繳付保費、保費徵費及支付的賠償額。

#### 保單終止條款：

本公司有權於以下任何情況之下終止保單：

- 如果您未能在寬限期屆滿前繳付到期保費；或
- 保單貸款加應付利息大於保證現金價值；或
- 若本公司合理地認為繼續維持本保單或與您的關係可能會使本公司違反任何法律，或任何權力機關可能對本公司或滙豐集團成員採取行動或提出譴責；或

若本公司有權根據任何附加保障的條款終止本保單。有關終止條款的詳細條款及細則，請參閱保單條款。

本文所顯示的過往、現時、預計及／或潛在利益及／或回報（例如獎賞、利息）均為非保證，並僅供說明之用。未來實際的利益及／或回報或會較現時所顯示的利益及／或回報為高或低。以上例子所述的數字作整數調整，並僅供說明之用。詳情請參閱您的保險建議書顯示的數字。以上顯示的資料只為摘要及僅作為一般參考，您必須將這些資料與相應的產品冊子及例子一併閱讀，詳細內容請參閱相關產品的保單條款及細則。本產品是由本公司所承保，而且是本公司而非香港滙豐銀行有限公司（簡稱「滙豐」）之產品，並只擬在香港特別行政區銷售。滙豐為本公司之保險代理商。

## A little planning goes a long way

Many a mickle makes a muckle. With HSBC Wealth Goal Insurance Plan II, your wealth can be built gradually and support your long-term savings goal. The life protection can also give you a peace of mind for further adventures with your loved ones.



# Grow your wealth for a better tomorrow

It's never too early to start planning for your future, whether you're focused on saving for a comfortable retirement or simply want to grow your wealth.

## How does HSBC Wealth Goal Insurance Plan II work?

HSBC Wealth Goal Insurance Plan II (the "Plan" or the "Policy") is a whole life insurance plan which is designed specifically for people with long-term wealth savings objectives. The Plan offers you:



- an opportunity for **long-term capital growth**



- life protection coverage up to **Age<sup>1</sup> 99** with Supplementary Benefits



- a choice of premium payment terms denominated in **US dollars**



- a Policy Value Management Option<sup>2,3</sup> to **lock-in a portion of your policy value** when you need more financial certainty



- a chance to extend a gift by **transferring the coverage of your Policy<sup>4</sup>** to your loved ones

HSBC Wealth Goal Insurance Plan II is a long-term participating life insurance product with a savings element. It is not equivalent or similar to any kind of deposit.

# What can you get from the Plan?

The Plan offers the opportunity for long-term capital growth in the form of:



## **Guaranteed Cash Value**

(the guaranteed element of your Plan that increases gradually throughout the policy term);



## **Special Bonus<sup>6</sup>**

(non-guaranteed payment made at the Company's discretion); and



## **Policy Value Management Balance<sup>7</sup>**

(where applicable) upon exercising the Policy Value Management Option<sup>2,3</sup>

These benefits under the Policy are payable upon one of the following events occurs:

- (i) you fully or partially surrender<sup>8</sup> the Policy;
- (ii) the Plan matures (when the Life Insured reaches the Age<sup>1</sup> of 99);
- (iii) the death of the Life Insured;
- (iv) the Policy lapses or terminates.

# How much protection can you enjoy?

## Life Cover<sup>9</sup>

In addition to the potential long-term capital growth, the Life Insured can enjoy life protection during the policy term. In the unfortunate event of death of the Life Insured, the Beneficiary(ies) will receive the Death Benefit (please refer to Product Summary for details).

## Extra Protection

The following Supplementary Benefits are embedded in the Basic Plan of the Policy, subject to eligibility, with no additional premiums required:

### Unemployment Benefit<sup>10</sup>

(Not applicable to single premium policy)



- If the Policyholder has become unemployed for at least 30 consecutive days before the Age<sup>1</sup> of 65, the Grace Period for payment of the premiums will be extended up to 365 days, during which the Life Insured will still enjoy the Policy's full protection.

### Additional Accidental Death Benefit<sup>11</sup>



- In the unfortunate event that the death of the Life Insured results from an accident before the end of the policy term or the Age<sup>1</sup> of 80 (whichever is earlier), an additional 30% of the Total Basic Plan Premium Paid<sup>12</sup> will be paid to the Beneficiary(ies) in addition to the Death Benefit payable under the Policy.

Please refer to the Policy Provisions of the Supplementary Benefits for detailed terms and conditions and exclusions of the above Supplementary Benefits.

## Hassle-free Application

Policy approval is generally guaranteed<sup>13</sup> and medical examinations are not required.





# How much protection can you enjoy?

## Policy Value Management Option<sup>2,3</sup>

Having reached a certain stage in life, and especially as you approach retirement, you may want more certainty and protection over your policy value.

That's why the Plan includes a Policy Value Management Option<sup>2,3</sup>, which allows you to lock-in a portion of the Plan's Net Cash Value. You have control over whether to exercise this option (which is subject to the three conditions mentioned below) as well as the amount under the Policy that you want to lock-in. Upon exercising this option, a portion of the Net Cash Value will be allocated to the Policy Value Management Balance<sup>7</sup>. The "lock-in" amount is guaranteed and will be accumulated at an interest rate which is non-guaranteed and is determined by the Company from time to time.

This Policy Value Management Option<sup>2,3</sup> may be exercised, provided that:

- (i) this Policy has been in force for 20 policy years or longer;
- (ii) all premiums have been paid when due; and
- (iii) there is no Indebtedness<sup>14</sup> (including Policy Loans, interests and unpaid premium due) under this Policy.

Upon exercising the Policy Value Management Option<sup>2,3</sup>, the Policy Amount<sup>5</sup> and Total Basic Plan Premium Paid<sup>12</sup> under the Policy will be adjusted and reduced proportionally. Consequential adjustments will be made in the calculations of Guaranteed Cash Value, Special Bonus<sup>6</sup> (if any) and Death Benefit in accordance with the terms of the Policy.

# Examples

The following examples are hypothetical and for illustration only. The amounts are expressed in US dollars (USD). The actual amount of the Special Bonus<sup>6</sup> is not guaranteed and is declared at the Company's discretion.

## Example 1

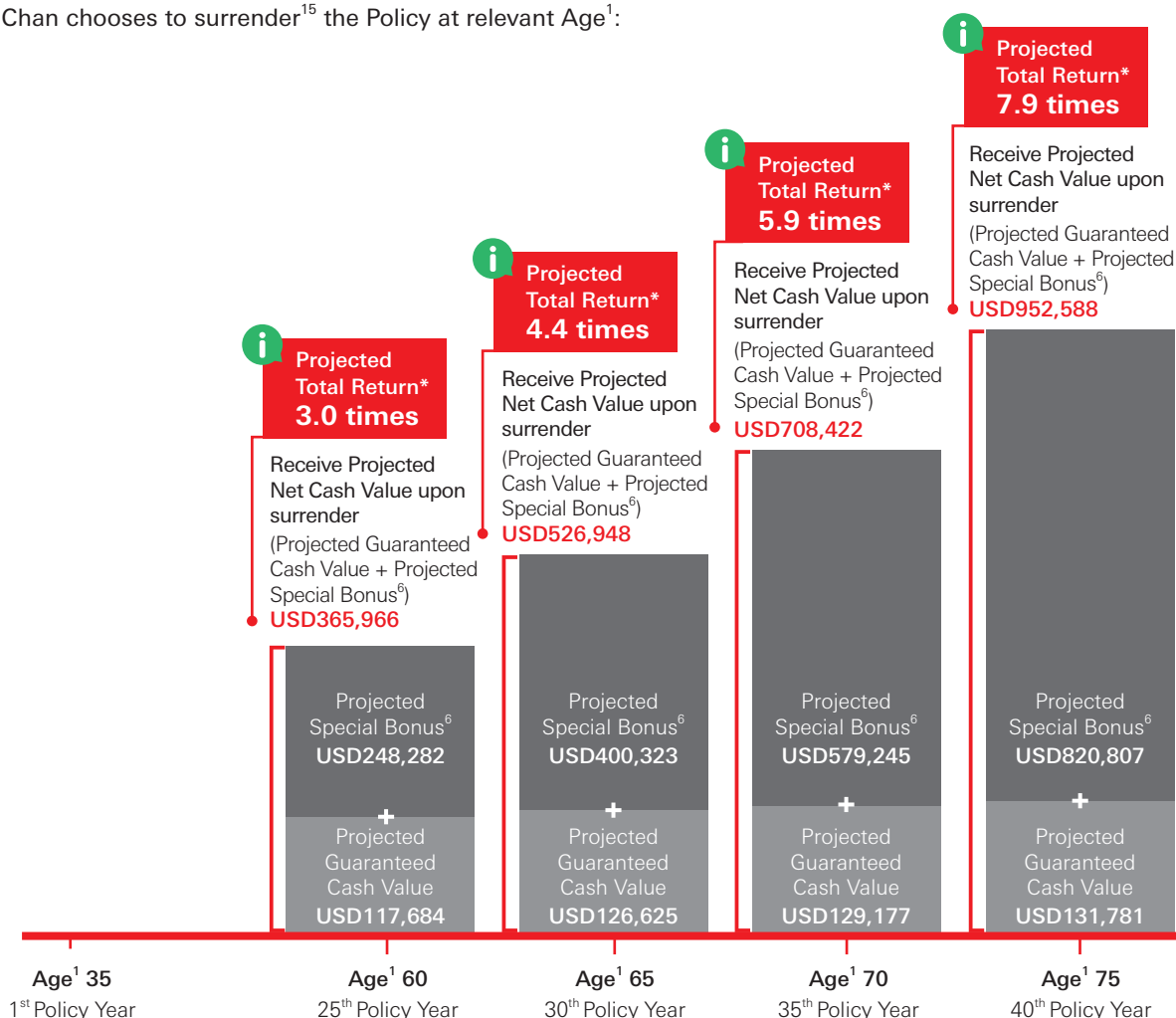
### The Policy Value Management Option<sup>2,3</sup> has not been exercised during the policy term



Mr. Chan is a 35 year-old professional who plans to retire at Age<sup>1</sup> 65. He is looking for an insurance plan that offers long-term returns to cover his daily expenses during retirement. He decides to apply for the HSBC Wealth Goal Insurance Plan II at Age<sup>1</sup> 35.

Issue Age	Age <sup>1</sup> 35	Premium payment period	3 years
Annual premium	40,000	Total Basic Plan Premium Paid <sup>12</sup>	120,000

If Mr. Chan chooses to surrender<sup>15</sup> the Policy at relevant Age<sup>1</sup>:



<sup>1</sup> Projected Total Return\* (Projected Net Cash Value as a multiple of Total Basic Plan Premium Paid<sup>12</sup>)

\* The above projected returns shown in different Policy Years are calculated using the current assumed investment returns and therefore are not guaranteed. They are illustrated for your reference only. Please refer to the "Key risks - Non-guaranteed benefits" for the details of key risk factors.

## Example 2

### The Policyholder considers whether or not to exercise the Policy Value Management Option<sup>2,3</sup>



Mr. Lee is a senior executive, aged<sup>1</sup> 64, whose Policy has been in-force for more than 20 years. The Policy was issued at Age<sup>1</sup> 40 with a Total Basic Plan Premium Paid<sup>12</sup> of USD400,000 over 10 years. He has started to think about his retirement and is considering whether he wants to lock-in a portion of his policy value.

Issue Age	Age <sup>1</sup> 40	Premium payment period	10 years
Annual premium	40,000	Total Basic Plan Premium Paid <sup>12</sup>	400,000

The following illustrations show, based on different assumed scenarios, how the Net Cash Value of the Policy would change depending on whether Mr. Lee decides to exercise the Policy Value Management Option<sup>2,3</sup>.

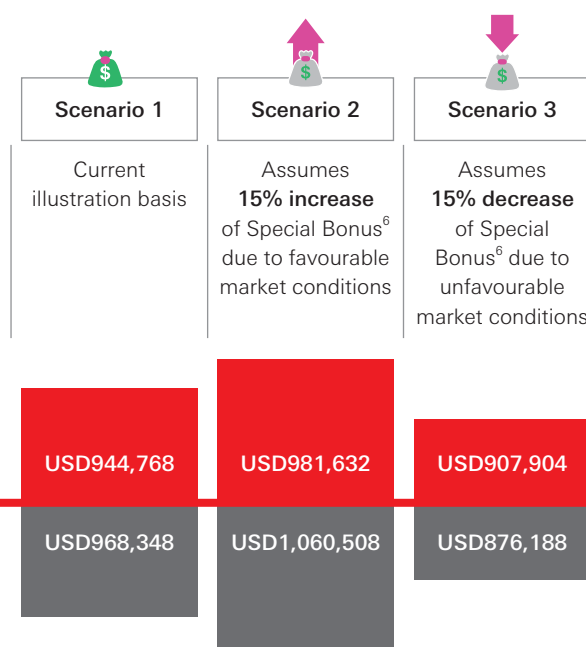
	<b>Projected Net Cash Value: USD910,832</b>	
	<b>Lock-in Amount</b> (Mr. Lee decides to lock-in <b>60%</b> of Projected Net Cash Value)	<b>Remaining Balance</b> ( <b>40%</b> of Projected Net Cash Value)
<b>Mr. Lee</b> <b>Age<sup>1</sup> 64</b>	<b>USD546,499</b> (forms part of the Policy Value Management Balance <sup>7</sup> )	<b>USD364,333</b> (keeps in the Plan as per the terms of the Policy)

**Projected Net Cash Value** is the sum of Guaranteed Cash Value and Special Bonus<sup>6</sup>, less any Indebtedness<sup>14</sup>. Special Bonus<sup>6</sup> will vary based on different assumed scenarios. **Projected Aggregate Cash Value** is the sum of Projected Net Cash Value and Policy Value Management Balance<sup>7</sup>. No Policy Value Management Option<sup>2,3</sup> can be cancelled, terminated or reversed once this option is exercised.



If Mr. Lee **has exercised** the Policy Value Management Option<sup>2,3</sup>, the Projected Aggregate Cash Value<sup>7</sup> when Mr. Lee reaches Age<sup>1</sup> 65 would be:

If Mr. Lee **hasn't exercised** the Policy Value Management Option<sup>2,3</sup>, the Projected Net Cash Value when Mr. Lee reaches Age<sup>1</sup> 65 would be:



\* It is assumed that no withdrawal from the Policy Value Management Balance<sup>7</sup> has been made and this Balance<sup>7</sup> will accumulate at a non-guaranteed accumulation interest rate of 2% p.a. which is subject to adjustment from time to time at the Company's discretion.

The above illustrations show how the exercise of the Policy Value Management Option<sup>2,3</sup> could help to partially protect the Aggregate Cash Value of the Plan from the volatility of the underlying investment portfolio. That means, if the market falls after this option is exercised (Scenario 3), it could result in a decrease in the Special Bonus<sup>6</sup> (if any) of the Plan and the portion of the proceeds being transferred to the Policy Value Management Balance<sup>7</sup> will be protected against the fall in the market and thereby reduce the risk exposures under this Plan.

However, if the market rises after this option is exercised (Scenario 2), it could result in an increase in the Special Bonus<sup>6</sup> (if any) of the Plan and the Aggregate Cash Value under this Plan would be lower than if Mr. Lee had not chosen to exercise the option.

In other words, if the policyholder exercises the Policy Value Management Option<sup>2,3</sup>, the Aggregate Cash Value under the Policy at a future point in time may be higher or lower than it would have been if Mr. Lee had not chosen to exercise the option.

The above example only illustrates the potential changes of the Aggregate Cash Value upon exercising the Policy Value Management Option<sup>2,3</sup>. Upon exercising the option, the Policy Amount<sup>5</sup> and Total Basic Plan Premium Paid<sup>12</sup> under this Policy will be adjusted and reduced proportionally. Please refer to Product Summary and Policy Provisions for more details of the option.

**Assumptions for examples 1 and 2:**

- i. No partial surrender<sup>9</sup> has been made during the policy term.
- ii. All premiums have been paid in full during the premium payment period.
- iii. No Policy Loan has been taken out while the Policy is in force.

**Notes for example 1 and 2:**

- The figures and charts shown above are based on the listed assumptions and are subject to rounding adjustment.
- Past, current, projected and/or potential benefits and/or returns (e.g. bonuses, interest) presented are not guaranteed and are for illustrative purpose only. The actual future amounts of benefits and/or returns may be higher than or lower than the currently quoted benefits and/or returns. They are for illustrative purpose only and do not represent the actual payments and the actual scenario. You should refer to your insurance proposal for illustrated figure and details.
- You should also remain aware of the impact of inflation over time, which will likely significantly reduce the spending power of accumulated amounts over time.

## Product summary

<b>Premium Payment Period / Issue Age</b>	Premium payment period	Issue Age	
	Single premium/3 years	15 days after birth to Age <sup>1</sup> 70	
	5 or 10 years	15 days after birth to Age <sup>1</sup> 65	
	15 years	15 days after birth to Age <sup>1</sup> 50	
	20 years	15 days after birth to Age <sup>1</sup> 45	
<b>Policy Currency</b>	US dollars only		
<b>Policy Term</b>	Up to Age <sup>1</sup> 99		
<b>Premium Premium Amount</b>	<p>Single premium, monthly or annually, through:</p> <ul style="list-style-type: none"> <li>• HSBC bank account; or</li> <li>• Cheque (only for initial premium but not for subsequent premium payments); or</li> <li>• HSBC credit card (not applicable to single premium)</li> </ul> <p>Note:</p> <ul style="list-style-type: none"> <li>• If you choose to pay your premiums monthly for a policy year, the Total Premium Paid for that Policy Year will be higher than if you pay annually.</li> </ul>		
<b>Minimum Premium Amount</b>	Minimum premium required per Policy of different premium payment periods and payment modes:		
	Premium Payment Period	Payment Mode	
		Annual Premium	Monthly Premium
	Single premium	USD25,000	-
	3 years	USD8,333.3	USD729.2
	5 years	USD5,000.0	USD437.5
	10 years	USD2,500.0	USD218.8
	15 years	USD1,667.5	USD145.8
20 years	USD1,250.0	USD109.4	
<b>Guaranteed Cash Value</b> (The cash value of your Policy at any time during the Policy term)	Guaranteed Cash Value refers to the cash value of your Policy that accumulates over time during the policy term. It is calculated based on the Policy Amount <sup>5</sup> at the relevant time.		
<b>Net Cash Value</b>	At any time, the amount equal to Guaranteed Cash Value plus Special Bonus <sup>6</sup> , if any, less any Indebtedness <sup>14</sup> .		

# Product summary

<p><b>Special Bonus<sup>6</sup></b></p>	<p>The Special Bonus<sup>6</sup> (if any) is non-guaranteed. It will be declared at the Company's absolute discretion. The amount of any potential Special Bonus<sup>6</sup> will be determined by the Company when it becomes payable.</p> <p>The Special Bonus<sup>6</sup> (if any) shall be paid when you fully or partially surrender<sup>8</sup> or terminate the Policy, when it matures or lapses or in the event of the death of the Life Insured. Upon exercising the Policy Value Management Option<sup>2,3</sup>, a portion of the Guaranteed Cash Value and Special Bonus<sup>6</sup> (if any) will be allocated to the Policy Value Management Balance<sup>7</sup> to accumulate with interest.</p> <p>The Company will update you the amount of the Special Bonus<sup>6</sup> (if any) of each policy anniversary on the respective annual statement. Such amounts as shown on the annual statement(s) may be lower or higher than those illustrated on the earlier annual statement(s) issued. Please refer to section "Key risks – Non-guaranteed benefits" for the details of key risk factors.</p>
<p><b>Surrender Benefit</b></p>	<p>Guaranteed Cash Value plus the:</p> <ul style="list-style-type: none"> <li>• Special Bonus<sup>6</sup> (if any); and</li> <li>• Policy Value Management Balance<sup>7</sup> (if any) ;</li> <li>• Less Indebtedness<sup>14</sup> (if any).</li> </ul>
<p><b>Partial Surrender<sup>8</sup></b></p>	<p>You may request to partially surrender<sup>8</sup> this policy by reducing the Policy Amount<sup>5</sup>.</p> <p>To apply for it, you have to submit a written request in a form prescribed by the Company. If the request is approved by the Company, the Net Cash Value attributable to the reduced portion of the Policy Amount<sup>5</sup>, if any, will be payable to the Policyholder.</p> <p>Upon the reduction of Policy Amount<sup>5</sup>, the Total Basic Plan Premium Paid<sup>12</sup> under this Policy will be adjusted and reduced proportionally. Consequential adjustments will be made in the calculations of Guaranteed Cash Value, Special Bonus<sup>6</sup> (if any) and Death Benefit in accordance with the terms of the Policy. A Policy Endorsement with the revised Policy Schedule will be issued to the Policyholder upon the reduction of Policy Amount<sup>5</sup> has taken effect.</p>

# Product summary

<b>Policy Value Management Option<sup>2,3</sup></b>	<p>After the Policy has been in force for 20 Policy Years or longer and if there is no Indebtedness<sup>14</sup> outstanding and all premiums have been paid when due, you may apply to exercise this option to lock-in a portion of the Plan's Net Cash Value. The amount you choose to lock-in is guaranteed upon exercising the Policy Value Management Option<sup>2,3</sup> and will be allocated to the Policy Value Management Balance<sup>7</sup> to accumulate with a non-guaranteed interest rate, which will be adjusted from time to time as determined by the Company. To apply for this option, you need to submit a written request in a form prescribed by the Company.</p> <p>The exercise of this option is subject to the following two minimum amount requirements which shall be determined by the Company and adjusted from time to time without prior notice to Policyholders:</p> <ul style="list-style-type: none"> <li>(i) The Net Cash Value to be allocated per transaction; and</li> <li>(ii) The remaining Policy Amount<sup>5</sup> after the exercise of this option</li> </ul> <p>Upon exercising this option, the Policy Amount<sup>5</sup> and Total Basic Plan Premium Paid<sup>12</sup> under the Policy will be adjusted and reduced proportionally and consequential adjustments will be made in the calculations of Guaranteed Cash Value, Special Bonus<sup>6</sup> (if any) and Death Benefit. If the request is approved by the Company, a Policy Endorsement with the revised Policy Schedule will be issued to the Policyholder. Cancellation, termination or reversal will not be allowed after this option is exercised.</p>
<b>Policy Value Management Balance<sup>7</sup></b>	<p>The amount of the accumulation of the proceeds from exercising the Policy Value Management Option<sup>2,3</sup> which is allocated to the Policy to accumulate at such non-guaranteed interest rate(s) that are determined at the Company's discretion from time to time, and less any previously withdrawn amounts. Such Balance<sup>7</sup>, if any, can be withdrawn in cash by the Policyholder at any time before the Policy matures by submitting to us a written request in a form prescribed by the Company.</p>
<b>Aggregate Cash Value</b>	<p>An amount equal to Net Cash Value plus Policy Value Management Balance<sup>7</sup>, if any.</p>
<b>Death Benefit</b>	<p>At the date of death of the Life Insured, the higher of (i) Total Basic Plan Premium Paid<sup>12</sup> plus an amount of USD2,500 or (ii) Guaranteed Cash Value plus</p> <ul style="list-style-type: none"> <li>• Special Bonus<sup>6</sup> (if any); and</li> <li>• Policy Value Management Balance<sup>7</sup> (if any) ;</li> <li>• Less Indebtedness<sup>14</sup> (if any)</li> </ul>



# Product summary

<b>Maturity Benefit</b>	<p>Guaranteed Cash Value plus a Special Bonus<sup>6</sup> (if any) plus</p> <ul style="list-style-type: none"> <li>• Policy Value Management Balance<sup>7</sup> (if any);</li> <li>• Less Indebtedness<sup>14</sup> (if any)</li> </ul> <p>will be paid when the Life Insured reaches the Age<sup>1</sup> of 99.</p>
<b>Change of Life Insured<sup>4</sup></b>	<p>You are entitled to the change of life insured of your policy for one time only after the third policy year or after the end of the premium payment period provided all premiums are paid when due, whichever is later. Change of life insured<sup>4</sup> is subject to evidence of insurability and our approval which is based on the underwriting conditions of the life insured.</p> <p>The maturity date of the policy will also be reset to Age<sup>1</sup> 99 of the new life insured. A new incontestability period will also apply.</p>
<b>Supplementary Benefits</b> (no additional premiums required)	<ul style="list-style-type: none"> <li>• Unemployment Benefit<sup>10</sup> (not applicable to single premium policy)</li> <li>• Additional Accidental Death Benefit<sup>11</sup></li> </ul>
<b>Non-forfeiture Options<sup>16</sup></b>	<p><b>Option 1 – Surrender</b></p> <p>You may surrender this Policy at any time for its Aggregate Cash Value as at the date such request is processed, by filing a written request with us in a form prescribed by the Company. Upon full surrender, the Company's liability under this Policy shall be fully discharged.</p> <p><b>Option 2 – Automatic Premium Loan</b></p> <p>If any premium under this Policy remains outstanding at the end of the day on which it was due and the Non-forfeiture Value<sup>16</sup> is greater than the amount of the relevant unpaid premium, you will automatically be deemed to have requested and obtained a Policy Loan equal to the amount of the unpaid premium on the due date of such premium and to have applied the Policy Loan to pay such premium. Interest will apply on such loan at a rate determined by the Company which may change from time to time.</p> <p>Please refer to Policy Provisions for details of Non-forfeiture options.</p>

The contents in this Product Brochure are for reference only. You should read this document in conjunction with the respective insurance proposal and Policy Provisions for details.

## Important notes

### Cooling-off period

The HSBC Wealth Goal Insurance Plan II is a long-term life insurance plan with a savings element. Part of the premium pays for the insurance and related costs including but not limited to policy acquisition, maintenance and claims costs.

If you are not satisfied with the Policy, you have a right to cancel it and obtain a refund of any premiums and levies paid, subject to any market value adjustment (applicable to single premium policies) (see section below for details of market value adjustment), by giving written notice. To cancel, you must sign on such notice, return the Policy (if received) and ensure that such notice and the Policy are received directly by the office of HSBC Life (International) Limited at 18/F, Tower 1, HSBC Centre, 1 Sham Mong Road, Kowloon, Hong Kong within the Cooling-off Period (that is, 21 days after the delivery of the Policy or issue of a Notice informing the availability of the Policy to you or your representative, whichever is earlier).

After the expiration of the Cooling-off Period, if you cancel the Policy before the end of the policy term, the projected Net Cash Value that you receive may be less than the total premium you have paid.

### Market value adjustment for single premium policy

During the Cooling-off Period, single premium policy is subject to market value adjustment, which refers to the amount of the shortfall (if any) by which the value of investment for the single premium at the time when the cancellation notice on the Policy is received by the Company has fallen below the amount of the single premium paid.

### Suicide

If the Life Insured dies by suicide within one year of the Issue Date or from the effective date of reinstatement, whichever is later, whether sane or insane, the Company's liability will be limited to the amount of premiums paid to the Company less any amount paid by the Company to you since the Policy Date. Please refer to Policy Provisions of the Basic Plan for detailed terms and conditions.

### Policy Loan

You may apply for a Policy Loan provided that the amount borrowed (including any previous unpaid borrowed amount) does not exceed 90% of the Guaranteed Cash Value after Indebtedness<sup>14</sup>. You will be advised of the rate of interest determined by the Company which may change from time to time.

Any partial surrender<sup>8</sup> or upon exercising the Policy Value Management Option<sup>2,3</sup> may reduce the Guaranteed Cash Value and Death Benefit of the Policy. When the Policy Loan with accrued interest exceeds the Guaranteed Cash Value, the Policy may lapse.

Please be reminded that any Indebtedness<sup>14</sup> on this Policy outstanding at the time of any payment under the Policy will be deducted from the amount otherwise payable. The Company's claim for any Indebtedness<sup>14</sup> shall be prior to any claim of the Policyholder or the Beneficiary(ies) or the assignee(s) or other persons.

## Important notes

### Tax reporting and financial crime

We may from time to time request information from you regarding you and your Policy for the Company and other members of the HSBC Group to meet certain obligations to legal or regulatory bodies and government or tax authorities in Hong Kong and overseas. If you fail to provide to the Company information that is requested from you or if you present a financial crime risk to a member of the HSBC Group, such consequences as set out in your policy terms include that the Company may:

- Take such actions as are necessary to enable it or a member of the HSBC Group to meet its obligations;
- Be unable to provide new, or continue to provide all the services to you;
- Be required to withhold payments or benefits that would otherwise be due to you or your Policy and permanently pay those over to tax authorities; and
- Terminate your Policy.

Should any benefits or payments be withheld or the Policy be terminated by the Company, the amount you get back plus the total amount you have received before policy termination (if any) may be less than what you have paid. The Company recommends that you seek your own independent professional advice on your tax liabilities and tax position in relation to your Policy.

### Termination conditions

We have the right to terminate the Policy under any of the following circumstances:

- If you cannot make the overdue premium payment by the end of the Grace Period; or
- The Policy Loan with accrued interest exceeds the Guaranteed Cash Value; or
- We reasonably consider that by continuing the Policy or the relationship with you, we may break any laws or the Company, or a member of the HSBC Group, may be exposed to action censure from any authority; or

We have the right to terminate pursuant to the terms of any Supplementary Benefits.

Please refer to the Policy Provisions for detailed terms and conditions on termination.

### Applicable laws

The laws governing the Policy are the laws of Bermuda. However, in the event of any dispute arising in the Hong Kong SAR, the non-exclusive jurisdiction of the Hong Kong SAR courts will apply.

### Eligibility

The Plan is generally available to anyone who is between 15 days after birth and Age<sup>1</sup> 70, depending on the premium payment terms selected. The Plan is subject to the relevant requirements on nationality and/or addresses and/or residency of the policyholder and/or the Life Insured as determined by the Company from time to time.

### Policy currency

The Plan is available in US dollars. Both premiums and benefits can be paid in currencies other than the policy currency. Please refer to section "Key risks - Policy currency risk" for the details of key risk factors.

### Missing payment of premium

There is a 30-day Grace Period for premium payments that are due. If you cannot make the payment by the end of the Grace Period, an Automatic Premium Loan will be granted to cover the unpaid premium provided that the Non-forfeiture Value<sup>16</sup> is greater than the amount of the unpaid premium. Interest will apply on such loan at a rate determined by the Company which may change from time to time. When the Non-forfeiture Value<sup>16</sup> is not enough to cover the unpaid premium, the Policy will lapse and any Net Cash Value as at the first unpaid premium due date will be paid to the policyholder.

## Key risks

### Credit and insolvency risks

The product is an insurance policy issued by the Company. **You are subject to the credit risk of the Company.** Your premiums paid will form part of the Company's assets. You do not have any rights or ownership over any of those assets. Your recourse is against the Company only.

### Non-guaranteed benefit

**The scale for calculating the Special Bonus<sup>6</sup> (if any) is not guaranteed and is determined by the Company from time to time.** Whether the Special Bonus<sup>6</sup> is payable and the size of the Special Bonus<sup>6</sup> to be paid **depend on how well the Company has performed with regard to investment returns on the assets supporting the policies as well as other factors including but not limited to claims, lapse experience, expenses and the long-term future performance outlook.** The key risk factors are described below:

- **Investment risk factors – The investment performance of the assets supporting the policies could be affected by changes in interest rate and its outlook** (which affect both interest earnings and values of assets), fluctuations in price of growth assets and various market risks including but not limited to currency risk, credit spread and default risk.
- **Claims factors – The actual experience of mortality and morbidity is uncertain**, which may lead to a higher than expected claim or living benefit payment and impact the overall performance of the product.
- **Persistency factors – The actual experiences of policy surrender (full or partial), policy lapse and exercise of Policy Value Management Option<sup>2,3</sup> are uncertain**, and therefore it has impacts on both the current performance and future return of the portfolio of the policies.
- **Expense factors – The actual amount of any direct expenses** (e.g. commission, underwriting, policy acquisition and maintenance expenses) and indirect expenses (e.g. general overhead costs) incurred and **apportioned to the group of policies may be higher than expected** and impact the overall performance of the product.

The interests earned on the Policy Value Management Balance<sup>7</sup> (where applicable) are determined based on an interest rate that is not guaranteed and may be adjusted by the Company at its discretion from time to time.

## Key risks

### Risks from the delay or missing the payment of premiums due

Any delay in or missing of the payment of premiums due **may lead to policy lapses and the amount, if any, you get back may be significantly less than what you have paid.**

### Risk from surrender

If you surrender or partially surrender<sup>8</sup> your Policy in early years, **the surrender proceeds to be received under the Policy may be significantly less than the premiums paid.**

### Liquidity risk

**This Policy is designed to be held for the entire Policy Term. Should you have liquidity needs for any unexpected events, you may apply for a Policy Loan or surrender the Policy** in full or in part, subject to the respective policy terms, however, **this may cause the Policy to lapse or to be terminated earlier than the original policy term, and the amount (if any) you get back may be less than the premiums paid.**

In the event that you exercise the Policy Value Management Option<sup>2,3</sup>, the Aggregate Cash Value under the Policy (which is used in the calculation of the surrender value and Death Benefit under the Policy) at a future point in time may be lower or higher than it would have been if you had not chosen to exercise the option.

### Inflation risk

**Cost of living is likely to be higher in the future** than it is today due to inflation, therefore you or **your assigned Beneficiary(ies) may receive less from the Policy in real terms in the future** even if the Company meets all its contractual obligations.

### Policy currency risk

**You are subject to exchange rate risks.** If your Plan is denominated in currencies other than local currency, or, if you choose to pay premium or receive benefit in currencies other than the policy currency(ies), **the actual amount paid or received by you will be subject to change according to the prevailing exchange rate** to be determined by the Company from time to time between the policy currency and the local/payment currencies. The fluctuation in exchange rates may have impact on the amount of payments including but not limited to premium payments, levy payments and benefit payments.

# More about participating policy

We issue participating life insurance policies providing both guaranteed and non-guaranteed benefits. The guaranteed benefits may include the death benefit, guaranteed cash value and other benefits that vary depending on your chosen plan. The non-guaranteed benefits comprise the policy dividends which allow policyholders to share in the financial performance of the life insurance operation.

For HSBC Wealth Goal Insurance Plan II, the policy dividends, if any, is in the form of:

**Special Bonus<sup>6</sup>** which is declared upon early termination of the policy due to, for example, death or surrender, the exercise of Policy Value Management Option or at policy maturity.

The Special Bonus<sup>6</sup> amount may change from time to time based on the performance over the life of the policy before the time of declaration and prevailing investment market conditions. The actual amount will not be determined until it is payable.

Please refer to section "Product Summary" of this brochure for more details.

## What factors will affect your Special Bonus<sup>6</sup>?

The Special Bonus<sup>6</sup>, if any, is not guaranteed. The size of the Special Bonus<sup>6</sup> and whether it is payable depend on factors including but not limited to:

- The investment performance of the assets supporting the policies;
- Claims, lapses, and expenses experiences; and
- The long-term expected future performance of investment and other experiences mentioned above.

If the performance over the long term is better than expected, the Special Bonus<sup>6</sup> paid would increase. If the performance is below expectation, the Special Bonus<sup>6</sup> paid would decrease.

Please refer to section "Key risks - Non-guaranteed benefit" of this brochure for more details.

## What are the key benefits of participating policies?

The key feature of participating policies over other forms of insurance policies is that in addition to the guaranteed benefits, you will also benefit from an additional Special Bonus<sup>6</sup> payment if the investment performance is better than that required to support the guaranteed benefits. The better the performance, the greater the Special Bonus<sup>6</sup>, and, conversely, the worse the performance, the lower the Special Bonus<sup>6</sup>.

## Dividend philosophy

### Establishing a risk-sharing mechanism

We have a clear interest in the performance of your participating policy as our participating business operates on the principle of sharing risks between you and ourselves to achieve a reasonable balance. We regularly review the level of Special Bonus<sup>6</sup> payable to you. Both the past actual performance and management's expectation for the long-term future performance will be assessed against the assumed level. If variances arise, considerations will be taken for sharing these with you through adjusting Special Bonus<sup>6</sup> scales.

# More about participating policy

## Fairness across policyholder groups

To ensure fairness between policyholders of participating products, we will carefully consider the experience (including investment performance) of various policy groups such as products, product generations and currencies and issue years so that each policy group will receive a fair return based mainly on its own performance. To balance the interest between you and us, a dedicated committee formed from a group of professionals will provide independent advice on managing the participating policies and determining the Special Bonus<sup>6</sup>.

## Stable long-term returns

When considering adjusting the Special Bonus<sup>6</sup> scales, we strive to maintain a more stable payout to you by smoothing, which means the Special Bonus<sup>6</sup> level will only be changed if the actual performance is significantly different from the assumed level over a period of time, or if management's long-term future performance expectations change substantially.

We may also reduce the extent of smoothing or even stop smoothing the effects of the change in asset values for a time in the determination of the Special Bonus<sup>6</sup>. We would do this to protect the interests of the remaining policyholders. For example, we may reduce smoothing when payouts with smoothing are higher than payouts without smoothing.

## Investment policy and strategy

We follow an asset strategy that:

- i) Helps to ensure that we can meet the guaranteed benefits that we have committed to you;
- ii) Delivers competitive long-term returns to you through Special Bonus<sup>6</sup>; and
- iii) Maintains an acceptable level of risk

The assets supporting the participating policies consist of fixed income and growth assets. The fixed income assets predominately include fixed income assets issued by corporate entities with good credit ratings (average A-rated or above) and long-term prospects. Growth assets, including equity-type investments and alternative investments such as property, private equity or hedge funds, as well as structured products including derivatives, are utilised to deliver returns that are more reflective of economic performance over the long term.

Our investment portfolios are well diversified across various types of assets, and are invested in varied geographical markets (mainly Asia, the United States and Europe), currencies (mainly USD) and industries. The assets are carefully managed and monitored according to our own acceptable level of risk.

## Target asset allocation

Asset type	Long-term target allocation percentage
Fixed Income Assets (government bonds, corporate bonds and alternative credit)	30% - 50%
Growth assets	50% - 70%

Note: there could be slight deviation from the above range due to market fluctuation.

## More about participating policy

We consider other factors when deciding the actual asset allocations, including, but not limited to:

- Current and expected future market conditions;
- Guaranteed and non-guaranteed benefits of the policies;
- The acceptable risk level of the policies;
- Expected economic growth after adjustment for inflation over a period of time; and
- Investment performance of the assets supporting the policies.

Subject to our investment policy, actual asset allocation could deviate from the above long-term target allocation from time to time.

For policies with the Policy Value Management Option exercised, the assets supporting the Policy Value Management Balance are 100% invested into fixed-income assets.

### Accumulation interest rate

You can choose to exercise the Policy Value Management Option to allocate a portion of the Net Cash Value to the Policy Value Management Balance to accumulate with interest (if applicable).

Interest rates are not guaranteed, and will be reviewed by us regularly with reference to the following factors:

- Portfolio yields of fixed income assets;
- Prevailing market conditions;
- Expectations of future fixed income asset yields; and
- The likelihood and duration of policyholders leaving their payment for accumulation.

The policy of determining the Special Bonus<sup>6</sup> (if any) and accumulation of interest rates may be reviewed and adjusted by us from time to time. For more updated information, please visit our website [[www.hsbc.com.hk/insurance/info/](http://www.hsbc.com.hk/insurance/info/)].

You may also visit the above website to refer our dividend history. The past or current performance of our business may not be a guide for future results.



# Endnotes

1. The Policy Anniversary at which the Policyholder or the Life Insured reaches the specified age based on age at next birthday.
2. You may apply to exercise this Policy Value Management Option to allocate a portion of the Net Cash Value as of the date of such request is processed, to the Policy Value Management Balance<sup>7</sup> provided that:
  - This Policy has been in force for 20 Policy Years or more;
  - All premiums are paid up when due; and
  - There is no Indebtedness<sup>14</sup> under the Policy.
3. The exercise of the Policy Value Management Option is subject to the minimum amount requirements on (i) the Net Cash Value to be allocated per transaction; and (ii) the Policy Amount after the exercise of this option. Such minimum amount requirements are determined by the Company from time to time without prior notice to Policyholder.
4. Each Policyholder is entitled to the change of Life Insured of Policy for one time only after the third policy year or after the end of the premium payment period provided all premiums are paid when due, whichever is later. Change of life insured is subject to evidence of insurability and approval by the Company which is based on the underwriting conditions of the Life Insured. Any such request will be assessed on case-by-case basis and is at our discretion, with consideration of multiple factors, including but not limited to the change in underlying claim risk, change in policy term, latest economic outlook; and is at our discretion.
5. Policy Amount is an amount used to determine the premiums payable under the Policy and your cash values and Special Bonuses<sup>6</sup> to be received under the basic plan of this policy. It does not represent the amount of death benefit payable or cash value of your policy.
6. The amount of Special Bonus is not guaranteed and the payment is subject to the Company's discretion.
7. Policy Value Management Balance means the amount of the accumulation of the proceeds from exercising the Policy Value Management Option<sup>2,3</sup> which is allocated to the Policy to accumulate at such non-guaranteed interest rate(s) that are determined at the Company's discretion from time to time, and less any previously withdrawn amounts.
8. Upon the partial surrender of the Policy, a portion of the Special Bonus<sup>6</sup> (if any) attributable to the reduced portion of the Policy Amount may be declared at the Company's discretion and such amount, if any, will be payable as part of the partial surrender payment subject to the applicable requirements. Please refer to the Policy Provisions for detailed terms and conditions of partial surrender.
9. If the Life Insured dies by suicide within one year of the Issue Date or from the effective date of reinstatement, whichever is later, whether sane or insane, the Company's liability will be limited to the amount of premiums paid to the Company less any amount paid by the Company to you since the Policy Date. Please refer to Policy Provisions of the Basic Plan for detailed terms and conditions.
10. Unemployment Benefit is applicable to Policyholder's Age<sup>1</sup> between 19 and 64 who is the holder of the Hong Kong Identity Card. The benefit will terminate when the Policyholder attains the age<sup>1</sup> of 65 or all due premiums have been paid or the Policy is terminated (whichever is earlier). Such benefit is not applicable to single premium policy. Please refer to the Policy Provisions of the Supplementary Benefits for detailed terms and conditions and exclusions.

11. Additional Accidental Death Benefit will terminate when the Life Insured attains the Age<sup>1</sup> of 80 or payout of the benefit or the Policy is terminated (whichever is earlier). Please refer to the Policy Provisions of the Supplementary Benefits for detailed terms and conditions and exclusions.
12. Total Basic Plan Premium Paid refers to the total amount of premium due under the Basic Plan (whether or not actually paid) as of the date of death of the Life Insured. Please refer to the Policy Provisions for detailed terms and conditions.
13. For the same Life Insured, if the total premiums of all the pending Guaranteed Approval/Simplified Underwriting Applications and in-force policies of RetireEnrich Protection Plus, RetireIncome Annuity Plan, HSBC Wealth Goal Insurance Plan, HSBC Wealth Goal Insurance Plan II, EarlyIncome Annuity Plan, HSBC EarlyIncome Deferred Annuity Plan, Income Goal Insurance Plan, Income Goal Insurance Plan II, HSBC Income Goal Deferred Annuity Plan and HSBC Income Goal Deferred Annuity Plan II are:
  - more than the “guaranteed approval” limit of USD5,000,000 or its equivalent, the Life Insured is required to complete a number of simple health questions; or
  - more than the simplified underwriting limit of USD8,750,000 or its equivalent, the application will be further reviewed by the Company, and the acceptance of the application will be subject to the Company’s discretion.
14. Indebtedness means the sum of all outstanding Policy Loans or Automatic Premium Loans advanced in accordance with the Policy, any accrued interest on such loans, and any outstanding premiums or payments under this Policy.
15. Upon full surrender, the Company’s liability under this Policy shall be fully discharged.
16. Non-forfeiture Value means the Net Cash Value calculated as at the date immediately preceding the due date of the relevant unpaid premium.

## More information

Planning for your financial future is important. Let us review your current and future needs to help you decide if HSBC Wealth Goal Insurance Plan II is the right product to help you fulfil your personal goals.

You can visit any HSBC branch to arrange for a financial planning review with us.

**Go to** [www.hsbc.com.hk/insurance](http://www.hsbc.com.hk/insurance)

**Visit** any HSBC branch



You can find more information about the product on HSBC’s website by scanning the QR code

# HSBC Wealth Goal Insurance Plan II

## HSBC Life (International) Limited

HSBC Life (International) Limited (“the Company”) is incorporated in Bermuda with limited liability, and is one of the HSBC Group’s insurance underwriting subsidiaries.

## Hong Kong SAR office

18/F, Tower 1, HSBC Centre, 1 Sham Mong Road, Kowloon, Hong Kong

The Company is authorised and regulated by the Insurance Authority (IA) to carry on long-term insurance business in the Hong Kong SAR.

The Hongkong and Shanghai Banking Corporation Limited (referred to as “HSBC”) is an insurance agent of the Company. HSBC Wealth Goal Insurance Plan II is underwritten by the Company and it is intended only for sale through HSBC in the Hong Kong SAR.

For monetary disputes arising between HSBC and you out of the selling process or processing of the related transaction, HSBC will enter into a Financial Dispute Resolution Scheme process with you; however any dispute over the contractual terms of the product should be resolved between the Company and you directly.

The Company accepts full responsibility for the accuracy of the information contained in the Product Brochure and confirms, having made all reasonable enquiries, that to the best of its knowledge and belief there are no other facts the omission of which would make any statement misleading. The information shown therein is intended as a general summary. Please refer to your insurance policy for the detailed terms and conditions.

January 2020

HSBC Life (International) Limited is the proud winner of the following awards:



# Wealth Accumulation

## Whole Life Insurance

### Accumulating wealth with HSBC Wealth Goal Insurance Plan II



David Chow is a 40 year-old<sup>^</sup> professional. He is married with a young son. He is looking for an insurance plan to build up his savings so he can help his son with the down payment on his first home in the future.

#### He hopes to:

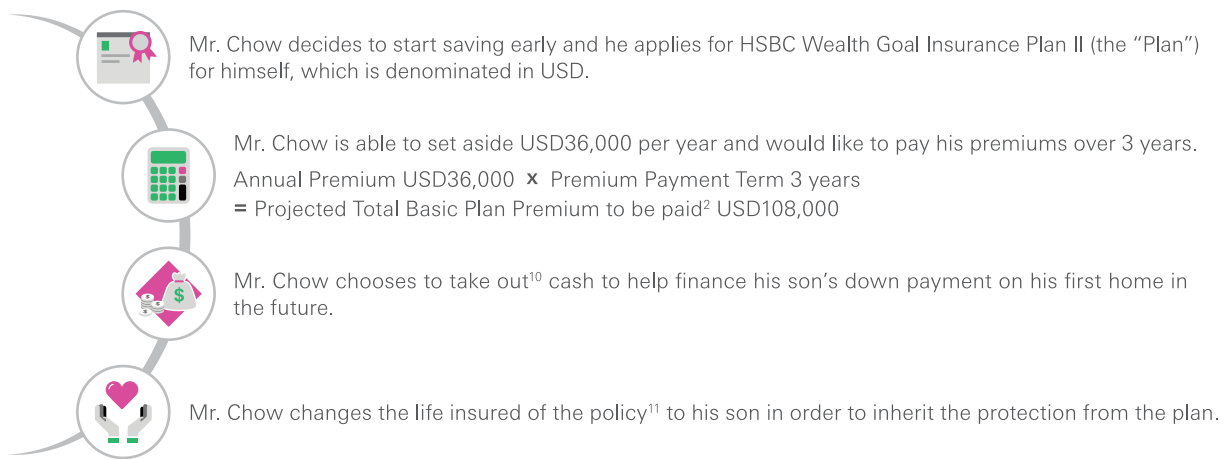


Grow his savings to achieve his long term financial objectives



Provide long-term financial protection for his family

## How does HSBC Wealth Goal Insurance Plan II work for Mr. Chow?



## Projected Net Cash Value<sup>3</sup> of Mr. Chow's Plan

The figures as shown in the following examples are subject to rounding adjustment and are for illustrative purposes only.

After 20 Policy Years, Mr. Chow has the option to exercise the **Policy Value Management Option**<sup>4,5</sup> to provide more certainty<sup>6</sup> over his policy value.

Life Insured's Age <sup>1</sup>	Age <sup>1</sup> 40	Age <sup>1</sup> 43	Age <sup>1</sup> 70	Age <sup>1</sup> 81
	Mr. Chow purchases the <b>HSBC Wealth Goal Insurance Plan II</b> with an annual premium of <b>USD36,000</b> . The premium payment term is 3 years.	Mr. Chow has paid the premiums required for the Plan.	Mr. Chow takes out <sup>10</sup> <b>USD160,000</b> from the Plan to help finance his son's down payment on his first home. After taking out <sup>10</sup> <b>USD160,000</b> , the remaining Net Cash Value <sup>3</sup> will continue to grow.	Mr. Chow changes the life insured of the policy to his son so that his son can inherit the life protection under the policy.
<b>Projected Net Cash Value<sup>3</sup>(USD)</b> (Guaranteed Cash Value + Special Bonus <sup>4</sup> )	<p>■ Non-guaranteed Special Bonus<sup>7</sup> ■ Guaranteed Cash Value</p>	<p>USD18,468 USD69,050</p>	<p>USD238,738 USD75,514</p>	<p>USD523,848 USD78,904</p>
		<b>87,519</b>	<b>314,252<sup>†</sup></b>	<b>602,753<sup>†</sup></b>
<b>Projected Total Return*</b> (Projected Net Cash Value <sup>3</sup> as a multiple of Total Premiums Paid)		<b>0.8 times</b>	<b>2.9 times<sup>†</sup></b>	<b>5.6 times<sup>†</sup></b>

<sup>^</sup> Insurance Age means the age of the Life Insured or Policyholder where applicable at his or your next birthday.

\* The projected Net Cash Values<sup>3</sup> and returns, which exclude the withdrawal amount (if any), shown above for different Life Insured's Ages<sup>1</sup> are calculated using the current assumed investment returns and are for illustrative purposes only. The actual amount(s) payable may be higher or lower than those illustrated.

<sup>†</sup> The projected Net Cash Values<sup>3</sup> and returns\* presented at Age<sup>1</sup> 70 and Age<sup>1</sup> 81 are calculated based on the assumption that USD160,000 has been taken out from the Net Cash Values<sup>3</sup> of the Plan.

# Retirement

## Whole Life Insurance

### Saving up for retirement with HSBC Wealth Goal Insurance Plan II



Peter Lee is a 38 year-old<sup>^</sup> expatriate working in Hong Kong.

He is looking for an insurance plan to help supplement his MPF and buy his retirement home back in Canada.

#### He hopes to:



Travel around the world with his wife



Build up his savings to cover the rising living costs



Purchase a retirement home in Canada

### How does HSBC Wealth Goal Insurance II Plan work for Mr. Lee?



Mr. Lee plans to retire at the age<sup>1</sup> of 65 and he decides to apply for HSBC Wealth Goal Insurance Plan II (the "Plan") for himself, which is denominated in USD.



Mr. Lee is able to set aside USD40,000 a year and would like to pay his premiums over 5 years.  
Annual Premium USD40,000 × Premium Payment Term 5 years  
= Projected Total Basic Plan Premium to be paid<sup>2</sup> USD200,000



When Mr. Lee retires at the age<sup>1</sup> of 65, he decides to use his MPF to fund a portion of his retirement home. He can also choose to withdraw<sup>10</sup> payment regularly to support his retirement life in Canada.

### Projected Net Cash Value<sup>3</sup> of Mr. Lee's Plan:

The figures as shown in the following examples are subject to rounding adjustment and are for illustrative purposes only.

After 20 Policy Years, Mr. Lee has the option to exercise the **Policy Value Management Option**<sup>4,5</sup> to provide more certainty<sup>6</sup> over his policy value.

Life Insured's Age <sup>1</sup>	Age <sup>1</sup> 38	Age <sup>1</sup> 43	Age <sup>1</sup> 65	Age <sup>1</sup> 70
	Mr. Lee purchases the <b>HSBC Wealth Goal Insurance Plan II</b> with an annual premium of <b>USD40,000</b> . The premium payment term is 5 years.	Mr. Lee has paid the premiums required for the Plan.	Mr. Lee retires and starts his round-the-world journey with his wife.	Mr. Lee doesn't need to surrender his Plan because he uses his MPF to fund a portion of his retirement home. Alternatively, he can also choose to withdraw payment regularly from the policy to support his retirement life in Canada.
<b>Projected Net Cash Value<sup>3</sup> (USD)</b> (Guaranteed Cash Value + Special Bonus <sup>7</sup> )				
<b>Projected Total Return*</b> (Projected Net Cash Value <sup>3</sup> as a multiple of Total Premiums Paid)		0.9 times	3.3 times	4.6 times

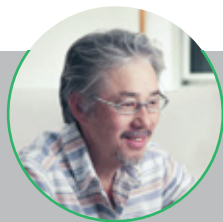
<sup>^</sup> Insurance Age means the age of the Life Insured or Policyholder where applicable at his or your next birthday.

\* The projected Net Cash Values<sup>3</sup> and returns, which exclude the withdrawal amount (if any), shown above for different Life Insured's Ages<sup>1</sup> are calculated using the current assumed investment returns and are for illustrative purposes only. The actual amount(s) payable may be higher or lower than those illustrated.

# Post-Retirement

## Whole Life Insurance

### Accumulating wealth at retirement age with HSBC Wealth Goal Insurance Plan II



William Chan is 65 years old<sup>^</sup> and just retired. He has already prepared for himself a considerable retirement fund. However, considering the rising living and medical costs, he plans to set aside part of his assets to accumulate with long-term return to safeguard his retirement needs and ease his family burden against uncertainties.

#### He hopes to:



Enjoy steady growth of his assets



Accumulate more wealth for his family

## How does HSBC Wealth Goal Insurance Plan II work for Mr. Chan?



Mr. Chan decides to apply for HSBC Wealth Goal Insurance Plan II (the "Plan") for himself, which is denominated in USD



Mr. Chan is able to set aside USD100,000 a year and would like to pay his premiums in 3 years  
 Annual Premium USD100,000 × Premium Payment Term 3 years  
 = Projected Total Basic Plan Premium to be paid<sup>2</sup> USD300,000



Mr. Chan can grow the Net Cash Value<sup>3</sup> in his Plan and receive potential returns in his retirement age. In the unfortunate event of death, he can leave his family a Death Benefit

## Projected Net Cash Value<sup>3</sup> of Mr. Chan's Plan:

The figures as shown in the following examples are subject to rounding adjustment and are for illustrative purposes only.

Life Insured's Age <sup>1</sup>	Age <sup>1</sup> <b>65</b>	Age <sup>1</sup> <b>68</b>	Age <sup>1</sup> <b>75</b>	Age <sup>1</sup> <b>85</b>
	Mr. Chan purchases <b>HSBC Wealth Goal Insurance Plan II</b> with annual premium of <b>USD100,000</b> and payment term of 3 years.	Mr. Chan has paid up the premiums for the plan. Total Premium Paid (TPP) is <b>USD300,000</b> .	The projected Net Cash Value <sup>3</sup> is growing in the plan. Even in the unfortunate event that Mr. Chan passes away, the plan will leave his family a total projected Death Benefit of <b>USD432,701 (144% of TPP)</b> in which <b>USD302,500</b> is guaranteed.	Mr. Chan keeps enjoying his retirement life with his family. The projected Net Cash Value <sup>3</sup> will give him a peace of mind. After 20 Policy Years, Mr. Chan has the option to exercise the <b>Policy Value Management Option<sup>4,5</sup></b> to provide more certainty <sup>6</sup> over his policy value. He can also choose to withdraw cash from Policy Value Management Balance <sup>8</sup> if needed.
	<b>Projected Net Cash Value<sup>3</sup> (USD)</b> (Guaranteed Cash Value + Special Bonus <sup>7</sup> )			
	<b>Projected Total Return<sup>*</sup></b> (Projected Net Cash Value <sup>3</sup> as a multiple of Total Premiums Paid)	<b>0.8 times</b>	<b>1.2 times</b>	<b>2.2 times</b>

<sup>^</sup> Insurance Age means the age of the Life Insured or Policyholder where applicable at his or your next birthday.

<sup>\*</sup> The projected Net Cash Values<sup>3</sup> and returns, which exclude the withdrawal amount (if any), shown above for different Life Insured's Ages<sup>1</sup> are calculated using the current assumed investment returns and are for illustrative purposes only. The actual amount(s) payable may be higher or lower than those illustrated.

### Assumptions for the illustrative example presented:

- i. The Policy Value Management Option<sup>4,5</sup> has not been exercised during the policy term.
- ii. All premiums have been paid in full when due during the premium payment period.
- iii. There is no policy loan while this Policy is in force.
- iv. Special Bonus<sup>7</sup> scale remains unchanged as originally illustrated throughout the policy term.

HSBC Wealth Goal Insurance Plan II is an insurance policy issued by HSBC Life (International) Limited ("the Company") which is authorised and regulated by the Insurance Authority (IA). The Plan is not equivalent or similar to any kind of deposit.

#### Notes:

1. The Policy Anniversary at which the Policyholder or the Life Insured is of the specified age based on age at next birthday.
2. Total Basic Plan Premium Paid refers to the total amount of premium due for the Basic Plan (whether or not actually paid) as of the date of death of the Life Insured.
3. The Net Cash Value is, at any time, the amount equal to the Guaranteed Cash Value plus Special Bonus<sup>7</sup> (if any), less any Indebtedness<sup>9</sup>.
4. You may apply to exercise this Policy Value Management Option to allocate a portion of the Net Cash Value<sup>3</sup> as of the date of such request is processed, to the Policy Value Management Balance<sup>8</sup> provided that: i) This Policy has been in force for 20 Policy Years or more; ii) All premiums are paid up when due; and iii) There is no Indebtedness<sup>9</sup> under the Policy.
5. The exercise of the Policy Value Management Option is subject to the minimum amount requirements on (i) the Net Cash Value<sup>3</sup> to be allocated per transaction; and (ii) the Policy Amount after the exercise of this option. Such minimum amount requirements are determined by the Company from time to time without prior notice to Policyholder. Cancellation, termination or reversal will not be allowed after the Policy Value Management Option is exercised. In the event that you exercise the Policy Value Management Option, the Aggregate Cash Value (an amount equal to Net Cash Value<sup>3</sup> plus Policy Value Management Balance<sup>8</sup>, if any) under the Policy (which is used in the calculation of the surrender value and Death Benefit under the Policy) at a future point in time may be higher or lower than it would have been if you had not chosen to exercise the option.
6. Policy Value Management Option<sup>4,5</sup> could help to partially protect the Aggregate Cash Value of the Plan from the volatility of the underlying investment portfolio. That means, if the equity market falls after this option is exercised, it could result in a decrease in the Special Bonus<sup>7</sup> (if any) of the Plan and the portion of the proceeds being transferred to the Policy Value Management Balance<sup>8</sup> will be protected against the fall in the equity market and thereby reduce the risk exposures under this Plan. However, if the equity market rises after this option is exercised, it could result in an increase in the Special Bonus<sup>7</sup> (if any) of the Plan and the Aggregate Cash Value under this Plan would be lower than if those had not chosen to exercise the option.
7. The Special Bonus is a non-guaranteed payment made at the Company's discretion. The amount of any potential Special Bonus will be determined by the Company when it becomes payable. The Special Bonus (if any) shall be paid when you fully or partially surrender<sup>10</sup> or terminate the Policy, when it matures or lapses or in the event of the death of the Life Insured. Upon exercising the Policy Value Management Option<sup>4,5</sup>, a portion of the Guaranteed Cash Value and Special Bonus (if any) will be allocated to the Policy Value Management Balance<sup>8</sup> to accumulate with interest. The Company will provide updates on the amount of the Special Bonus, if any, on the annual statement of each Policy Anniversary. Such amounts shown on the annual statement(s) may be higher or lower than those illustrated on the benefit illustration at the point of sale. The actual future amounts of Special Bonus may be higher or lower than the amounts illustrated in the Policy Benefit Illustration attached to the annual statement(s).
8. Policy Value Management Balance means the amount of the accumulation of the proceeds from exercising the Policy Value Management Option<sup>4,5</sup> which is allocated to the Policy to accumulate at such interest rate(s) that are determined at the Company's discretion from time to time, and less any previously withdrawn amounts.
9. Indebtedness is the sum of all outstanding Policy Loans or Automatic Premium Loans advanced in accordance with the Policy plus the accrued interest on such loans as well as any outstanding premiums or payments.
10. Cash can be taken out from the policy during the policy term by way of partial surrender as below: cash withdrawals made will be deducted from the Guaranteed Cash Value and any Special Bonus entitlement, by way of reducing the Policy Amount of the policy. With reduction of Policy Amount, the Total Premiums Paid under this policy will be adjusted and reduced proportionally and consequential adjustments will be made in the calculations of Guaranteed Cash Value, Special Bonus (if any) and Death Benefit. Regular withdrawal of the policy is subject to following two requirements: (i) a minimum amount of USD 250 per withdrawal; and (ii) a minimum Policy Amount requirement of USD 25,000 for the policy. No withdrawal will be allowed when the Policy Amount of the policy is below the minimum Policy Amount required, which is determined by the Company from time to time without prior notice to Policyholder. The actual amount and number of years available for regular withdrawal is dependent on the actual amount of non-guaranteed Special Bonus payable under the policy.
11. Each policyholder is entitled to change the life insured under the same policy for one time only after the third policy year or at the end of the premium payment period provided that all premiums are fully paid when due, whichever is later. Change of life insured is subject to evidence of insurability and approval by the Company which is based on the underwriting conditions of the life insured.

#### Key Risks:

- The product is an insurance policy issued by the Company. You are subject to the credit risk of the Company. Your premiums paid will form part of the Company's assets. You do not have any rights or ownership over any of those assets. Your recourse is against the Company only.
- The scale for calculating the Special Bonus<sup>7</sup> (if any) is not guaranteed and is determined by the Company from time to time. Whether the Special Bonus<sup>7</sup> is payable and the size of the Special Bonus<sup>7</sup> to be paid depend on how well the Company has performed with regard to investment returns on the assets supporting the policies as well as other factors including but not limited to claims, lapse experience, expenses and the long-term future performance outlook. The key risk factors are described below:
  - Investment risk factors** – The investment performance of the assets supporting the policies could be affected by changes in interest rate and its outlook (which affect both interest earnings and values of assets), fluctuations in price of growth assets and various market risks including but not limited to currency risk, credit spread and default risk.
  - Claims factors** – The actual experience of mortality and morbidity is uncertain, which may lead to a higher than expected claim or living benefit payment and impact the overall performance of the product.
  - Persistency factors** – The actual experiences of policy surrender (full or partial), policy lapse and exercise of Policy Value Management Option<sup>4,5</sup> are uncertain, and therefore it has impacts on both the current performance and future return of the portfolio of the policies.
  - Expense factors** – The actual amount of any direct expenses (e.g. commission, underwriting, policy acquisition and maintenance expenses) and indirect expenses (e.g. general overhead costs) incurred and apportioned to the group of policies may be higher than expected and impact the overall performance of the product.
- The interests earned on the Policy Value Management Balance<sup>8</sup> (where applicable) are determined based on an interest rate that is not guaranteed and may be adjusted by the Company at its discretion from time to time.
- Any delay in or missing of the payment of premiums due may lead to policy lapses and the amount, if any, you get back may be significantly less than what you have paid.
- If you surrender or partially surrender<sup>10</sup> your Policy in early years, the surrender proceeds to be received under the Policy may be significantly less than the premiums paid.
- The Policy is designed to be held for the entire policy term. Should you have liquidity needs for any unexpected events, you may apply for a Policy Loan or surrender the Policy in full or in part, subject to the respective policy terms, however, this may cause the Policy to lapse or to be terminated earlier than the original policy term, and the amount (if any) you get back may be less than the premiums paid.
- In the event that you exercise the Policy Value Management Option<sup>4,5</sup>, the Aggregate Cash Value under the Policy (which is used in the calculation of the surrender value and Death Benefit under the Policy) at a future point in time may be lower or higher than it would have been if you had not chosen to exercise the option.
- Cost of living is likely to be higher in the future than it is today due to inflation, therefore you or your assigned Beneficiary(ies) may receive less from the Policy in real terms in the future even if the Company meets all its contractual obligations.
- You are subject to exchange rate risks. If your Plan is denominated in currencies other than local currency, or, if you choose to pay premium or receive benefit in currencies other than the policy currency(ies), the actual amount paid or received by you will be subject to change according to the prevailing exchange rate to be determined by the Company from time to time between the policy currency and the local / payment currencies. The fluctuation in exchange rates may have impact on the amount of payments including but not limited to premium payments, levy payments and benefit payments.

#### Termination Conditions:

The Company has the right to terminate the Policy under any of the following circumstances:

- If you cannot make the overdue premium payment by the end of the Grace Period; or
- The Policy Loan with accrued interest exceeds the Guaranteed Cash Value; or
- We reasonably consider that by continuing the Policy or the relationship with you, we may break any laws or the Company, or a member of the HSBC Group, may be exposed to action censure from any authority; or
- If the Company has the right to terminate pursuant to the terms of any Supplementary Benefits. Please refer to the Policy Provisions for detailed terms and conditions on termination.

Past, current, projected and/or potential benefits and/or returns (e.g. bonuses, interests) presented are not guaranteed and are for illustrative purposes only. The actual future amount(s) of benefits and/or returns may be higher or lower than the currently quoted benefits and/or returns. The figures as shown in the illustrative example are subject to rounding adjustment and are for illustrative purposes only. Please refer to the figures as shown in your insurance proposal for details.

The Information shown above is intended as a general summary and is for illustrative purposes only. You should read this material in conjunction with the respective product brochure and illustration. Please also refer to the Policy Provisions for the detailed terms and conditions. This product, which is underwritten by the Company, is a product of the Company but not The Hongkong and Shanghai Banking Corporation Limited (referred to as "HSBC") and it is intended only for sale in the Hong Kong SAR. HSBC is an insurance agent of the Company.