

# 終身人壽保險

Whole Life Insurance

## 滙康保險計劃

### HSBC Health Goal Insurance Plan

增強針對主要嚴重疾病的保障 同時為您的財富增值

Strengthen your protection against major critical illnesses while growing your wealth

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HSBC Life  
滙豐保險



## 為了您的健康及財富

在2016年，全球約有5,690萬的死亡個案，而當中的54%就是因癌症、心臟疾病及中風等而死亡\*。



### 香港的三個主要致命疾病：



#### 癌症

2017年之死亡人數為14,354人<sup>+</sup>，直到2030年，診斷個案的數字預計將會再增加40%<sup>#</sup>。



#### 心臟疾病

在所有主要死亡原因中，心臟疾病所佔的死亡人數已超出了13%，於2017年的心臟疾病的總死亡人數為6,318人<sup>^</sup>。



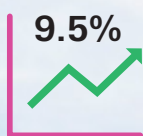
#### 中風

中風每年導致大約3,000人死亡，然而，近年中風個案更有年輕化趨勢<sup>\*\*</sup>。

### 還有更多令人擔心的問題：

#### 健康支出

於2017年，全球的醫療成本平均上升9.5%，是預計通脹率的3倍。當中，香港的比率還要更高，醫療成本的增長率更是本地通脹率的6倍<sup>++</sup>，而人均按年支出已超過港幣21,000元<sup>^</sup>。



#### 診斷核實及治療方案

全球獲證實的可避免醫療失誤個案約有150萬宗，為病者的生命引致不必要的困苦及醫療開支，每個失誤引致的額外開支平均為11,366美元<sup>^^</sup>。



\* 根據世界衛生組織於2018年5月發佈的“十大死因研究報告／The top 10 causes of death”

<sup>+</sup> 香港特別行政區衛生署衛生防護中心於2017年按主要死因、性別及年齡組別劃分的死亡數目 (<https://www.chp.gov.hk/tc/statistics/data/10/27/340.html>)

<sup>#</sup> 根據香港癌症登記處於2016年發佈的十大癌症紀錄

<sup>^</sup> 根據香港健康寶庫 HealthyHK 中，衛生署於2017年9月以及衛生署衛生防護中心所發表之冠心病研究報告

<sup>\*\*</sup> 根據中風基金之中風統計 ([http://www.strokefund.org/stroke\\_part2.php](http://www.strokefund.org/stroke_part2.php))

<sup>++</sup> 根據“Mercer Marsh Benefits™ survey finds Hong Kong medical costs increased by 9%, 6 times the local inflation rate [22 June 2018]”之統計 (<https://www.mercer.com.hk/newsroom/2018-mmb-medical-trends-around-the-world.html>)

<sup>^^</sup> 根據2018年4月7日在“Health Affairs”期刊上發表的一項研究 (<https://www.healthaffairs.org/doi/full/10.1377/hlthaff.2011.0084>)

## 嶄新健康儲蓄兼備方案 與您並肩同行

面對人生抉擇時，我們往往需要有所取捨。這就如同許多保險計劃一樣，有些只提供終身儲蓄保障，亦有些旨在幫助緩解在遇上嚴重疾病時所帶來的影響。而透過「滙康保險計劃」（「滙康」、「您的計劃」或「您的保單」），我們致力保障您的健康及財富：



- **健康**：以現金形式發放一筆過癌症、心臟疾病及中風賠償款項，而有關的賠償皆**不會影響**您的保單價值。
- **財富**：給予**財富增值**以持續增加您的保單價值，為將來的美好生活作好準備。

「滙康」是一份具儲蓄成分的長期分紅人壽保險計劃，其並非等同於或類似任何類型的銀行存款。

### 「滙康」為您提供：

#### 財富累積



- 您只需以躉繳方式一筆過或是分開數年支付保費，即可獲得長遠的財富增長及**潛在儲蓄回報**。

#### 3倍嚴重疾病保障<sup>1</sup>



- 若受保人在80歲<sup>2</sup>前確診患上癌症、心臟疾病或中風<sup>1</sup>，可收取額外的一筆過的賠償，此賠償上限為三次（即每個疾病種類為一次），而賠償總額可高達保單總保費的150%，而您的保單價值在賠償後將**保持不變**。

#### 保障轉移<sup>3</sup>



- 您可於第三個保單年度後，或在保費繳付期完結後而所有保費均在到期時已全數繳付（以較後者為準），把**保障轉移最多三次**，以作為贈予您摯愛的一份禮物。

註：若原有受保人沒有獲支付嚴重疾病保障<sup>1</sup>，嚴重疾病保障<sup>1</sup>將與基本計劃一併轉移至新的受保人。

### 環球醫療關顧服務<sup>4</sup>

（個人化護理及與美國頂尖哈佛級別專家及醫院獨有聯繫）



個人護理專員在整個診斷、治療至康復的過程中，為您提供專業貼心的關顧服務。



您的診斷將由多名頂尖哈佛級別專家進行核實，他們將與您在本地的醫生討論您的病例，並共同制定治療方案選項。



為您安排通往美國排名前1%的醫院就醫及有關的醫療預約，更提供禮賓服務包括機票、住宿及康復護理等支援。  
（只適用於合資格保單<sup>4</sup>）

環球醫療關顧服務<sup>4</sup>由一間領先的環球患者護理組織提供予受保人的附加增值服務，此服務提供國際級的「個人護理專員」、「診斷核實及治療方案」、「醫生與醫生對話」以及「美國醫護關顧服務」。有關服務之詳情，請參閱相關的單張。

## 為您的財富和健康福祉護航

我們明白到您的財務及身體狀況與您的生活方式皆息息相關，因此，「滙康」旨在助您**強化長遠的人壽及健康保障**，讓您的未來更加寫意無憂：

### 財富保障



為了令您的財務更穩健，「滙康」讓您在第 20 個保單年度後行使**保單價值管理權益**<sup>5,6</sup>，以鎖定部分您當前的保單價值，應對未來投資市場所帶來的波動。

### 人壽保障



生活充滿著不同變數，這或許會影響您的計劃。因此，在發生不幸事件時，「滙康」確保您的摯愛獲得**身故賠償**。

而您亦可享有以下的附加保障（受申請資格限制），**毋須另繳保費**，助您安然渡過困難時期。

### 末期疾病保障<sup>7</sup>



若受保人在 65 歲<sup>2</sup> 前被確診患上末期疾病，保單持有人可**提前獲得身故賠償**。

### 失業延繳保費保障<sup>8</sup> (不適用於躉繳保費之計劃)



如保單持有人在 65 歲<sup>2</sup> 前連續失業 30 日或以上，繳付到期保費寬限期可**延長至 365 日**，而期間保單持有人仍可獲得「滙康」的全面保障。

有關詳細條款、細則以及不保事項，請參閱附加保障之保單條款。詳情請參閱「有關分紅保單」部分。

### 簡易核保<sup>9</sup>

申請「滙康保險計劃」過程簡易方便。您只需於投保時回答幾條簡單的核保問題，簡易核保毋須進行身體檢查<sup>9</sup>。



## 例子

以下例子僅供說明，詳情請參閱「計劃摘要」部分。

### 開展您的「滙康」計劃 — 以下是Patrick的故事：



**Patrick是一位45歲<sup>2</sup>的企業家，經營一間小型貿易公司**

Patrick在高中畢業後一直是自僱人士。他是家中的主要經濟支柱，並育有一位正在就讀中學的兒子。雖然Patrick有一筆儲蓄及保險保障，但考慮到醫療費用正不斷上升，他希望及早計劃，以確保他在遇上嚴重健康問題時能夠得到更好的財務保障。同時，當他不幸去世，他希望可以為他的家人留下一筆資金以維持他們的生活水平。

### Patrick希望透過儲蓄讓他年老時得到更大的保障



他在尋找終身保障及潛在的儲蓄回報，以確保他能夠在晚年享有舒適的生活。



他需要針對主要嚴重疾病的額外保障，讓他在不幸患上這些疾病時，以幫助家人減輕潛在的財務負擔。



他希望在遺產傳承方面保持靈活，這可以讓他選擇轉讓保單給他的兒子。

### Patrick選擇「滙康」以符合他的所需：

每年保費	50,000美元	繳付保費期	5年
已繳基本計劃總保費 <sup>10</sup>	50,000美元 x 5年 = 250,000美元		

#### 假設：

- Patrick為非吸煙人士。
- 在保單期內並未作出部分退保。
- 所有保費均已在到期時全數繳付。
- 在本保單生效期間並無借取保單貸款。
- 特別獎賞<sup>13</sup>分配及投資回報於整個保單期內相對於原本所展示的假設維持不變。
- 任何實際情況將根據更改受保人<sup>3</sup>的個別核保條件而定。
- 下列之情境一及情境二為獨立個案，兩個情境並沒有任何關連。

#### 註：

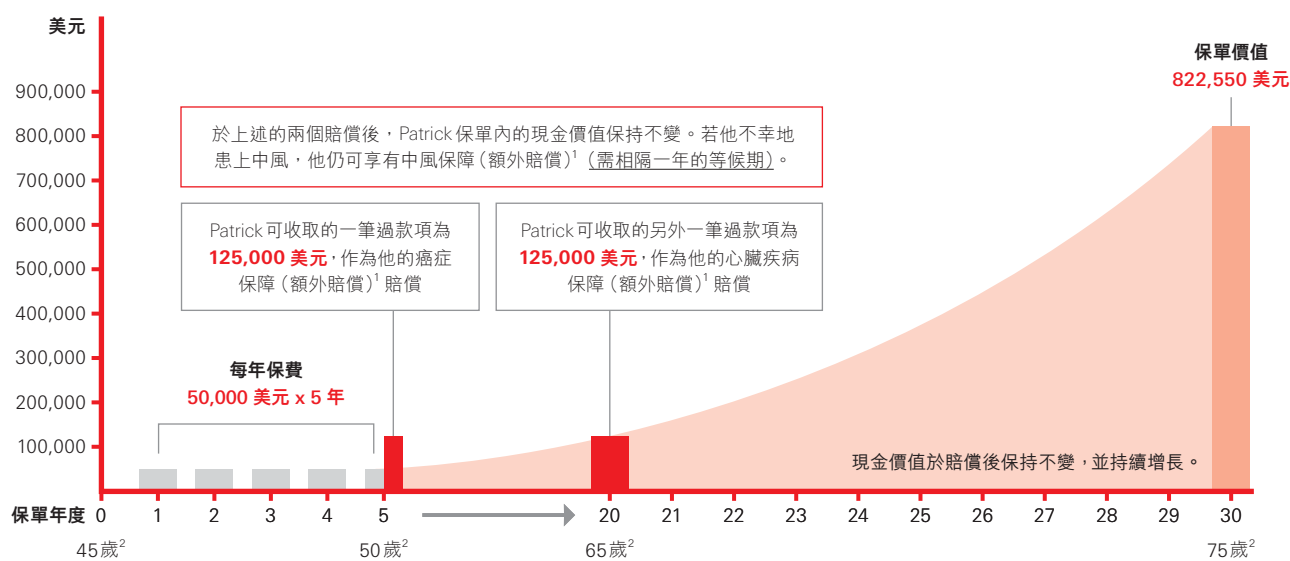
- 下列之情境所顯示的數字及圖表均以上述所列之假設為基礎，並作整數調整。
- 例子所顯示的過往、現時、預計及／或潛在利益及／或回報（例如特別獎賞<sup>13</sup>）均為非保證，並僅供說明之用。未來的實際利益及／或回報或會較現時所列的利益及／或回報為高或低。
- 特別獎賞<sup>13</sup>（如有）是非保證的並在宣派時由我們決定。
- 下列之情境二僅說明累積現金價值在行使保單價值管理權益<sup>5,6</sup>後的潛在變更。在行使此項權益後，您的保單之名義金額<sup>11</sup>、已繳基本計劃總保費<sup>10</sup>、保證現金價值、特別獎賞<sup>13</sup>及嚴重疾病保障<sup>1</sup>（如有）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」。
- 您應了解隨著時間通貨膨脹所帶來的影響，這可能會顯著地降低累積金額的購買力。

# 例子

以下例子僅供說明，詳情請參閱「計劃摘要」部分。

## 情境一：

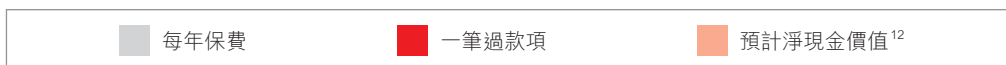
- Patrick 於保單的首五年已繳付所有保費。
- 他於 50 歲<sup>2</sup> 時確診患上肺癌，並於 65 歲<sup>2</sup> 時再確診患上心臟疾病，他在接受治療後，兩次病患均已康復。
- 於 75 歲<sup>2</sup> 時，他選擇透過更改保單權益及受保人<sup>3</sup>，以轉讓他的保單給他的兒子作為遺產傳承<sup>###</sup>。



## 於第 30 個保單年度完結時：

預計特別獎賞 <sup>13</sup> (如有) <b>565,500 美元</b>	+	保證現金價值 <b>257,050 美元</b>	=	預計淨現金價值 <sup>12</sup> <b>822,550 美元</b>	
				相等於已繳基本計劃總保費 <sup>10</sup> 的 <b>329%</b>	
保單價值加上在確診兩個涵括之嚴重疾病後所收取到的兩筆款項： <b>822,550 美元 + 250,000 美元 = 1,072,550 美元</b>				=	相等於已繳基本計劃總保費 <sup>10</sup> 的 <b>429%</b>

註：由於此保單已作出了嚴重疾病之賠償，此嚴重疾病保障<sup>1</sup> 的運作將在行使更改受保人<sup>3</sup> 之選項後隨即終止。



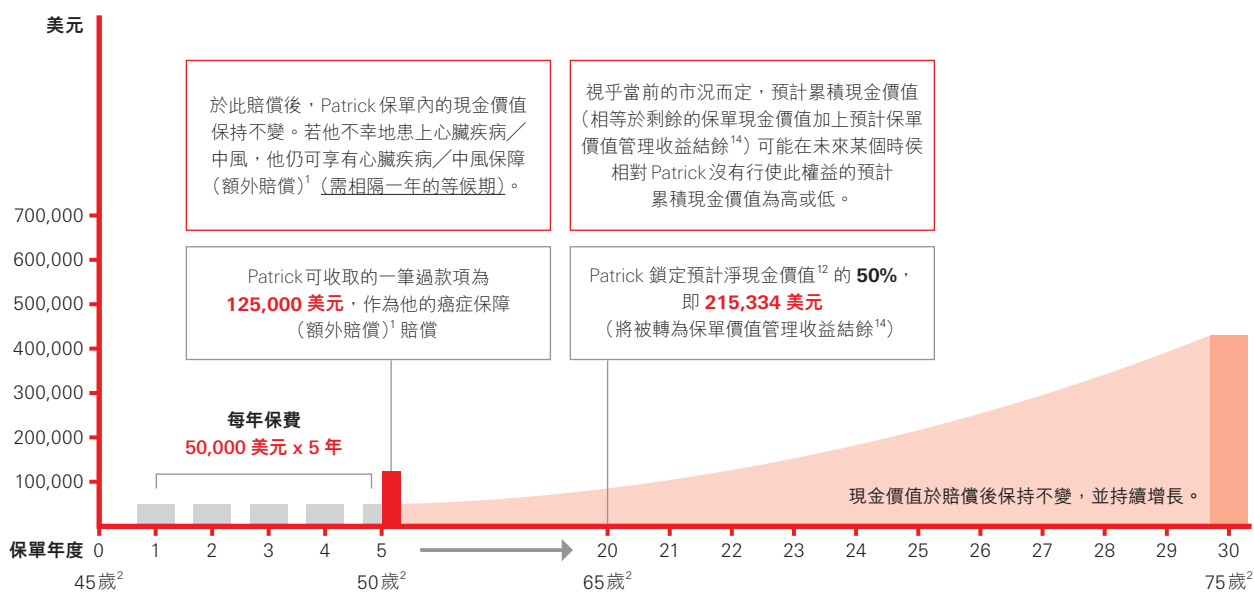
<sup>###</sup> 更改受保人<sup>3</sup> 須提供可證明，並須由滙豐人壽保險 (國際) 有限公司 (「本公司」或「我們」) 按受保人的投保條件而批核。更改受保人<sup>3</sup> 或會引致保單的名義金額<sup>11</sup>、保證現金價值、特別獎賞<sup>13</sup> (如有)、身故賠償及嚴重疾病保障<sup>1</sup> 的調整，而相關的調整或會較現時的數字為高或低。任何因更改受保人<sup>3</sup> 而引致新名義金額<sup>11</sup> 較原有的名義金額<sup>11</sup> 為低，保單持有人或可支付額外保費以申請增加新受保人之名義金額<sup>11</sup> 至最多為原有的名義金額<sup>11</sup>。任何相關的申請將會按每個個案而檢視，並由我們酌情決定。

# 例子

以下例子僅供說明，詳情請參閱「計劃摘要」部分。

## 情境二：

- Patrick 於保單的首五年已繳付所有保費。
- 他於 50 歲<sup>2</sup> 時確診患上肺癌，他在接受治療後已康復。
- 於 65 歲<sup>2</sup> 時，他行使保單價值管理權益<sup>5,6</sup> 以鎖定保單之一半現金價值，免受任何投資市場波動的影響。<sup>\*\*\*</sup>



## 於第 20 個保單年度完結時：



## 於第 20 個保單年度完結時，在不同市況下之預計累積現金價值：

根據當前 假設的投資回報	假設市況利好 特別獎賞 <sup>13</sup> 升 15%	假設市況疲弱 特別獎賞 <sup>13</sup> 減少 15%
<b>沒有行使保單價值管理權益<sup>5,6</sup> 的累積現金價值</b>		
430,668 美元	464,306 美元	397,031 美元
<b>行使了保單價值管理權益<sup>5,6</sup> 後的累積現金價值</b>		
430,668 美元	447,487 美元	413,849 美元
<b>行使了保單價值管理權益<sup>5,6</sup> 後的累積現金價值的差異</b>		
<b>不變</b>	<b>-16,819 美元</b> 若市況利好，特別獎賞 <sup>13</sup> 可能會增加。 若 Patrick 行使保單價值管理權益 <sup>5,6</sup> ， 累積現金價值或會較低。	<b>+16,819 美元</b> 若市況疲弱，特別獎賞 <sup>13</sup> 可能減少。 在此情況下，行使保單價值管理權益 <sup>5,6</sup> ， 可以保障 Patrick 已鎖定的 部份預計淨現金價值 <sup>12</sup> 。

<sup>\*\*\*</sup> 行使保單價值管理權益<sup>5,6</sup> 會令保單的名義金額<sup>11</sup>、已繳總保費、保證現金價值及特別獎賞<sup>13</sup> 按比例地下調。而身故賠償及嚴重疾病保障<sup>1</sup> 賠償亦會因此而相應減少。

## 計劃摘要

### 投保「滙康」需要知道什麼？

合資格申請人士 <sup>9</sup>	如欲投保，您的年齡 <sup>2</sup> 必須介乎出生15日至65歲		
保單貨幣	美元		
保單年期	至99歲 <sup>2</sup>		
保費供款年期／投保年齡	<b>保費供款年期</b>	<b>投保年齡</b>	
	躉繳保費或3年	出生後15天至65歲 <sup>2</sup>	
	5年	出生後15天至60歲 <sup>2</sup>	
	10年	出生後15天至55歲 <sup>2</sup>	
繳付保費方式	<p>您可選擇以下列方式繳付保費：</p> <ul style="list-style-type: none"> <li>• 繳付模式： <ul style="list-style-type: none"> <li>(i) 按年；或</li> <li>(ii) 按月；或</li> <li>(iii) 躉繳保費</li> </ul> </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基本計劃總保費<sup>10</sup> 將會比選擇按年繳付的為高。</li> </ul>		
	<ul style="list-style-type: none"> <li>• 繳付方法： <ul style="list-style-type: none"> <li>(i) 您的滙豐銀行戶口（繳付首次保費）／您的任何銀行戶口（繳付往後保費）；或</li> <li>(ii) 您的滙豐銀行信用卡（不適用於躉繳保費）；或</li> <li>(iii) 支票</li> </ul> </li> </ul>		
最低保費金額	<b>每份保單按不同保費供款年期及繳付保費方式之最低所需保費：</b>		
	<b>保費供款年期</b>	<b>繳付保費方式</b>	
		<b>年繳保費</b>	<b>月繳保費</b>
	躉繳保費	100,000 美元	---
	3年	33,333 美元	2,916.60 美元
5年	20,000 美元	1,750.00 美元	
10年	10,000 美元	875.00 美元	



## 計劃摘要

### 您可從「滙康」獲得什麼？

<p><b>保證現金價值</b> — 在保單期內您的保單的現金價值</p>	<p>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名義金額<sup>11</sup> 計算。</p>
<p><b>特別獎賞</b><sup>13</sup></p>	<p>特別獎賞<sup>13</sup> (如有) 是非保證的。任何潛在的特別獎賞<sup>13</sup> 金額將在宣派時由我們決定。當您全數或部分退保或終止保單、或本保單期滿或失效，或當我們支付身故賠償或末期疾病保障<sup>7</sup> 時，我們將會向您或您的受益人派付特別獎賞<sup>13</sup> (如有)。</p> <p>如您行使保單價值管理權益<sup>5,6</sup>，我們會將部分保證現金價值及特別獎賞<sup>13</sup> (如有) 調撥至保單價值管理收益結餘<sup>14</sup>，以累積生息。</p> <p>我們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>13</sup> 金額 (如有)。保單年結通知書上所顯示的特別獎賞<sup>13</sup> 金額可能比之前所發出的保單年結通知書上所顯示的金額為低或高。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>保單價值管理權益</b><sup>5,6</sup></p>	<p>在第20個保單年度屆滿後，若沒有未償還的保單貸款或到期未繳之保費，您或可申請行使此項權益以鎖定您保單中的部分淨現金價值<sup>12</sup>。在您行使此項權益後，您所選擇鎖定的金額即獲得保證，並調撥至保單價值管理收益結餘<sup>14</sup>，按非保證息率累積生息，有關息率由我們不時釐定。</p> <p>行使此項權益需符合下列兩項最低限額要求，而有關的限額均由我們不時釐定：</p> <p>(i) 每次調撥的淨現金價值<sup>12</sup>；及</p> <p>(ii) 行使此項權益後的剩餘名義金額<sup>11</sup></p> <p>如欲申請行使此項權益，您必須遞交一份我們指定的表格。在行使此項權益後，保單的名義金額<sup>11</sup> 及已繳基本計劃總保費<sup>10</sup> 將按比例調低，並引致於計算保證現金價值、特別獎賞<sup>13</sup> (如有)、嚴重疾病保障<sup>1</sup> 及身故賠償時，根據保單條款作相應的調整。如您的申請獲批核後，我們將會向您簽發經修訂的保單文件。當您行使此項權益後，您將不能取消、逆轉或終止有關安排。</p>
<p><b>保單價值管理收益結餘</b><sup>14</sup></p>	<p>指您透過行使保單價值管理權益<sup>5,6</sup> 而鎖定的現金價值，此金額將被調撥入您的保單下，按非保證息率積存生息，並減去任何之前已提取的金額。在保單期滿前，您可隨時遞交一份我們指定的表格，申請以現金方式提取有關結餘。</p>

## 計劃摘要

### 嚴重疾病保障<sup>1</sup>

嚴重疾病保障<sup>1</sup> 包括癌症保障（額外賠償）、心臟疾病保障（額外賠償）及中風保障（額外賠償），而這些保障內之每項保障僅限賠償一次。如您於80歲<sup>2</sup>前確診患上嚴重疾病保障<sup>1</sup>內之任何疾病，而在確診後生存不少於14天，您可收取相等於您保單的名義金額<sup>11</sup> 50%的額外一筆過的賠償（「保障賠償」）。嚴重疾病保障<sup>1</sup>之賠償最多支付三次，並與上一次於這些保障內之任何保障賠償相隔一年的等候期，及須受以下的不保事項約束：

- 受保人在簽發日期、保單日期、保單復效的生效日期或當嚴重疾病保障<sup>1</sup>根據保單條款仍然生效情況下更改受保人<sup>3</sup>的生效日期前（以較遲者為準）已有的任何已存在的狀況；或
- 受保人在簽發日期、保單日期、保單復效的生效日期或當嚴重疾病保障<sup>1</sup>根據保單條款仍然生效情況下更改受保人<sup>3</sup>的生效日期（以較遲者為準）隨後之九十天內患上的任何疾病；或
- 並非經註冊醫生處方的藥物中毒或酒精濫用；或
- 於確診嚴重疾病當日或之前已存在的人體免疫力缺乏病毒（HIV）感染（除保單條款內界定的「因輸血和職業感染人體免疫力缺乏病毒」以外）。

在受保人年齡<sup>2</sup>達80歲時、嚴重疾病保障<sup>1</sup>已獲支付或保單已被終止時（以較早者為準），這些嚴重疾病保障<sup>1</sup>亦將會隨即終止。

有關詳細條款、細則以及不保事項，請參閱相關的保單條款。若您對定義及不保事項存有疑問，您應諮詢專業人士或尋求專業建議。

### 退保利益 —

如您終止保單，或部分退保，您將獲支付的金額

若您任何時候退保您的保單，您將獲支付：

- 保證現金價值；
- 加上特別獎賞<sup>13</sup>（如有）；
- 加上保單價值管理收益結餘<sup>14</sup>（如有）；
- 扣除任何未償還保單貸款、利息和未付之保費

### 部分退保

您可要求調減您的保單之名義金額<sup>11</sup>從而部分退保。任何調減保額的申請需符合以下兩項最低限額要求，而有關的限額由我們不時釐定：

- 每次調減名義金額<sup>11</sup>的最低金額；及
- 調減名義金額<sup>11</sup>後之最低名義金額<sup>11</sup>

如欲申請部分退保，您必須遞交一份我們指定的表格。如我們批核有關的要求，您將獲支付根據調減名義金額<sup>11</sup>的部分所計算的淨現金價值<sup>12</sup>。此金額可能包括我們根據調減名義金額<sup>11</sup>的部分釐定及宣派的部分特別獎賞<sup>13</sup>（如有）。

在調減保名義金額<sup>11</sup>後，您的保單的已繳基本計劃總保費<sup>10</sup>將按比例調低，並於計算保證現金價值、特別獎賞<sup>13</sup>（如有）、嚴重疾病保障<sup>1</sup>及身故賠償時，根據保單條款作出相應調整。調減名義金額<sup>11</sup>生效時，我們將會向您簽發經修訂的保單文件。

## 計劃摘要

<p><b>期滿利益<sup>1</sup></b> — 您於保單年期屆滿時可獲得的金額</p>	<p>當受保人年屆99歲<sup>2</sup>時，您將會獲得期滿利益，相等於：</p> <ul style="list-style-type: none"> <li>• 保證現金價值；</li> <li>• 加上特別獎賞<sup>13</sup>（如有）；</li> <li>• 加上保單價值管理收益結餘<sup>14</sup>（如有）；</li> <li>• 扣除任何未償還保單貸款、利息和未付之保費。</li> </ul>
<p><b>身故賠償</b></p>	<p>如受保人於保單期內不幸身故，受益人將獲取於受保人身故當日之：</p> <ul style="list-style-type: none"> <li>• 已繳基本計劃總保費<sup>10</sup> 加上 2,500 美元或保證現金價值（以較高者為準）；</li> <li>• 加上特別獎賞<sup>13</sup>（如有）；</li> <li>• 加上保單價值管理收益結餘<sup>14</sup>（如有）；</li> <li>• 扣除任何未償還保單貸款、利息和未付之保費。</li> </ul>
<p><b>更改受保人<sup>3</sup></b></p>	<p>您可在保單下更改受保人<sup>3</sup> 最多三次。更改受保人<sup>3</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>若原有受保人沒有獲支付嚴重疾病保障<sup>1</sup>，嚴重疾病保障<sup>1</sup> 將與基本計劃一併轉移至新的受保人。否則，若任何之嚴重疾病保障<sup>1</sup> 已支付賠償予原有受保人，此保單內之嚴重疾病保障<sup>1</sup> 的運作將會在更改受保人後隨即終止。</p> <p>保單的期滿日將被重設至新受保人的99歲<sup>2</sup>。新的不可異議條款亦將同時適用。任何更改受保人<sup>3</sup> 或會引致保單的名義金額<sup>11</sup>、保證現金價值、特別獎賞<sup>13</sup>（如有）、身故賠償及嚴重疾病保障<sup>1</sup> 的調整。若新名義金額<sup>11</sup> 較原有的名義金額<sup>11</sup> 為低，保單持有人或可支付額外保費以申請增加新受保人之名義金額<sup>11</sup> 至最多為原有的名義金額<sup>11</sup>。任何相關的申請將會按每個個案而檢視，並由我們酌情決定。</p>
<p><b>附加保障</b></p>	<p>除上述保障外，您亦可於保單期內獲得以下附加保障，<b>毋須另繳保費</b>：</p> <ul style="list-style-type: none"> <li>• <b>末期疾病保障<sup>7</sup></b></li> <li>• <b>失業延繳保費保障<sup>8</sup>（不適用於躉繳保費之保單）</b></li> </ul> <p>有關詳細條款及細則，以及不保事項之詳情，請參閱保單條款內有關附加保障。</p>

本產品冊子所述內容只供參考之用，您應同時參閱相關的保險計劃建議書及保單條款了解更多詳情。

## 重要事項

### 冷靜期

「滙康保險計劃」是一份包含儲蓄成分的人壽保險計劃。部分保費將付作保險及相關之費用，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書可領取該保單及冷靜期屆滿日之冷靜期通知書予您或您的代表後21個曆日內（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<sup>12</sup>總額可能少於您已支付的保費總額。

### 躉繳保費之市值調整

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取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）起計一年內自殺身亡，無論自殺時神志是否清醒，我們須向保單持有人之保單支付的身故賠償，將只限於保單持有人自保單日期起已繳付給我們的保費金額，減去我們已向受益人支付的任何金額。

### 保單貸款

您可申請保單貸款，惟貸款額加上任何未償還的貸款不得超過保證現金價值的90%。我們會不時釐定有關貸款的息率，並會向您發出通知。

進行任何部分退保或行使保單價值管理權益<sup>5,6</sup>後，保單的保證現金價值會因而降低。當保單貸款及應付利息超過保證現金價值時，您的保單可能會失效。

請注意，我們從本保單向您支付任何款項之前，將先扣除任何未償還貸款、利息或未付之保費。我們對任何未償還貸款、利息或未付之保費的申索，均優先於您或您的受益人或保單受讓人或其他人的任何申索。

## 重要事項

### 稅務申報及金融罪行

您必須向我們提供我們不時要求關於您及您的保單的相關資料，以讓我們遵守對香港及外地之法律或監管機構、政府或稅務機關負有的某些責任。若您未有向我們提供所要求之資料或您讓我們或我們任何集團成員承受金融罪行風險，我們可能：

- 作出所需行動讓我們或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支付予稅務機關；及
- 終止您的保單。

如因上述任何原因導致任何利益或款項被扣起及／或您的保單被終止，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。我們建議您就稅務責任及有關您的保單的稅務狀況尋求獨立專業意見。

### 保單終止條款

我們有權於以下任何情況之下終止您的保單：

- 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
- 若我們合理地認為繼續維持您的保單或與您的關係會使我們違反任何法律，或任何權力機關可能對我們或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您的保單

有關終止條款的詳情請參閱保單條款。

### 適用法例

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

### 漏繳保費

我們會給您 30 日的繳付保費寬限期。倘若您在寬限期完結時未能付款，而您的保單於有關未付保費之到期日前一天計算的淨現金價值<sup>12</sup>大於未付保費金額，我們將向您授予一筆自動保費貸款，以支付到期保費。有關貸款將按我們不時釐定的息率計息。如當時在扣除未償還保單貸款後的保證現金價值<sup>12</sup>不足以支付到期保費，您的保單將會失效，而我們將向您支付於第一次未付保費到期當天的未償還保單貸款的保證現金價值<sup>12</sup>。

## 主要風險

在投保「滙康」前，請您注意以下主要風險：

### 信貸風險及無力償債風險

「滙康」乃一份由我們簽發的保單。您須承受我們的信貸風險，因您支付的所有保費將成為我們資產的一部分，惟您對我們的任何資產均沒有任何權利或擁有權。在任何情況下，您只可向我們追討賠償。

### 非保證利益

計算特別獎賞<sup>13</sup>（如有）的分配並非保證，並由我們不時釐定。派發特別獎賞<sup>13</sup>與否，以及特別獎賞<sup>13</sup>的金額多少，取決於保單資產的投資回報表現以及其他因素，包括但不限於賠償、失效率、開支等及對於未來長遠表現的預期。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到息率水平及對未來息率的預期（此將影響利息收入和資產價值）、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>5,6</sup>的行使率並不確定，保單組合現時的表現及未來回報會因而受到影響。
- **開支因素** – 已支出及被分配予此組保單的實際直接支出（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，從而或會影響產品的整體表現。
- 保單價值管理收益結餘<sup>14</sup>（如適用）所賺取的利息，是按非保證息率計算，我們可不時調整該息率。

### 延誤或漏繳到期保費的風險

如有任何延誤或漏繳到期保費，可能會導致保單終止。結果或令您只能收回明顯少於您已繳付的保費的款額。

### 退保風險

如您需要在早期全數或部分退保，您可收回的款額或會明顯少於您已繳付的保費。

## 主要風險

### 流動性風險

我們預期您將持有本保單直至整個保單年期屆滿為止。如您有任何非預期事件而需要流動資金，您可根據保單的相關條款申請保單貸款，或作全數或部分退保以提取現金。但這樣可能導致保單失效或較原有保單期提早終止。此舉必定存在風險，或令您只能收回少於您已繳付的保費的款額。

若您行使保單價值管理權益<sup>5,6</sup>，日後您的保單的現金價值總和（相等於淨現金價值<sup>12</sup>加上保單價值管理收益結餘<sup>14</sup>（如有））可能會較您不行使此權益時的情況為低或高。

### 通脹風險

您必須考慮通貨膨脹風險，因為這可能導致將來的生活費較今天的為高。由於通貨膨脹風險的緣故，您須預期即使我們已盡其所能履行保單責任，您或您所指定的受益人將來收到的實質金額仍可能較低。

### 保單貨幣風險

您須面臨匯率風險。如您選擇 (i) 以外幣作為保單貨幣；或 (ii) 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，將因應我們不時釐定的保單貨幣兌本地／繳付保費貨幣的匯率而改變。您必須注意，匯率之波動會對您的款額構成影響，包括繳付保費、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。

「滙康保險計劃」的保單紅利(如有)，將以下列方式派發：**特別獎賞<sup>13</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<sup>5,6</sup>或保單期滿時宣派。

特別獎賞<sup>13</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>13</sup> 會受哪些因素影響？

特別獎賞<sup>13</sup> (如有)並非保證，是否派發特別獎賞<sup>13</sup> 及其金額多少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>13</sup> 派發金額將會增加；若表現較預期低，則特別獎賞<sup>13</sup> 派發金額將會減少。

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>13</sup>。表現越佳，特別獎賞<sup>13</sup> 會越多；反之，表現越差，特別獎賞<sup>13</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>13</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>13</sup> 分配，與您分享或分擔盈虧。

### 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、產品更替及貨幣)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>13</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>13</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，才會對特別獎賞<sup>13</sup> 水平作出調整。

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。



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## 註

1. 嚴重疾病保障包括癌症保障（額外賠償）、心臟疾病保障（額外賠償）及中風保障（額外賠償），而這些保障內之每項保障僅限賠償一次，並需與上一次保障內之任何涵括疾病的賠償相隔一年的等候期。在受保人年齡<sup>2</sup>達80歲時、相關保障已獲支付或保單已被終止時（以較早者為準），這些保障亦將會隨即終止。如在支付保障賠償時有任何未償還之款項，必須於本公司就本保單支付保障賠償前繳清有關的款項。有關癌症、心臟疾病及中風之定義，及在那些特定情況下或會引致不能獲享保障賠償，請參閱相關的保單條款。若您對定義及不保事項存有疑問，您應諮詢專業人士或尋求專業建議。
2. 年齡指受保人或保單持有人（視乎適用情況而定）於下一次生日的年齡。
3. 每名保單持有人可在保單下更改受保人最多三次。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）。若原有受保人沒有獲支付嚴重疾病保障<sup>1</sup>，嚴重疾病保障<sup>1</sup>將與基本計劃一併轉移至新的受保人。否則，若任何之嚴重疾病保障<sup>1</sup>已支付賠償予原有受保人，此保單內之嚴重疾病保障<sup>1</sup>的運作將會在更改受保人後隨即終止。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。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。
4. 環球醫療關顧服務（「此服務」）是由一間領先的環球患者護理組織（「該組織」）提供予滙康保險計劃受保人（在此統稱為「病者」）的服務，此服務包括「個人護理專員」、「診斷核實及治療方案」、「醫生與醫生對話」及「美國醫護關顧服務」。「美國醫護關顧服務」僅適用於名義金額<sup>11</sup>為200萬美元或以上的滙康保險計劃保單。此服務由該組織或該組織所安排之供應商向正在尋求關於個人醫療狀況的進一步意見／建議之病者，給予醫療諮詢及治療建議的資源。此服務是由該組織於此保單仍生效時所提供的一項附加增值服務，您／病者有責任支付就您／病者在享用此服務因而產生的所有治療、醫療及相關費用／支出（無論是直接或間接）。  
**您需受由該組織就享用此服務所訂立的條款及細則約束。滙豐人壽保險（國際）有限公司不會為該組織之醫療諮詢及治療建議的服務質量承擔任何責任，而就該組織所提供予病者的服務範圍亦無任何管制之權利，我們對於病者就享用此服務時所引致的任何費用、損失或損害概不負責。我們有絕對權利隨時更改就保單內提供此服務之條款及細則而毋須提前通知。**
5. 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>12</sup>調撥至保單價值管理收益結餘<sup>14</sup>，前提是本保單需要生效了20個保單年度或以上、所有保費均已在到期時全數繳付及在本保單下並沒有任何債項。
6. 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<sup>12</sup>及(ii) 該權益行使後之名義金額<sup>11</sup>。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。
7. 末期疾病保障將於受保人年屆65歲<sup>2</sup>的保單周年日或支付有關賠償後或您的保單終止時（以較早者為準）終止。我們支付有關賠償後，您的保單將會隨即終止。
8. 失業延繳保費保障適用於受保年齡<sup>2</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>2</sup>或已清繳到期保費或保單終止時（以較早者為準）終止。該保障並不適用於合計保費金額<sup>2</sup>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。
9. 申請「滙康」受我們就保單持有人及／或受保人的國籍及／或地址及／或居留國家而不時釐定的相關規定所限制。每名受保人之名義金額<sup>11</sup>（包括所有屬「簡易核保」類別，批核中或已生效之「滙康保險計劃」的申請或保單）不能超過2,000,000美元（50歲<sup>2</sup>或以下之受保人）或1,000,000美元（51歲<sup>2</sup>至60歲<sup>2</sup>之受保人）或500,000美元（61歲<sup>2</sup>至65歲<sup>2</sup>之受保人），否則申請將根據全面核保程序處理。
10. 已繳基本計劃總保費指受保人於身故當日的到期基本計劃之保費總額（無論是否已實際繳付）。若為合計保費金額保單，合計保費金額結餘將不會用以計算已繳總保費，除非該部分的保費已到期。

## 註

11. 名義金額是用來決定基本計劃內所需繳付的保費、現金價值、特別獎賞<sup>13</sup>和根據本保單基本計劃內可收取之癌症／心臟疾病／中風保障(額外賠償)<sup>1</sup>的金額。它並不代表身故賠償金額。
12. 淨現金價值是指保證現金價值加上特別獎賞<sup>13</sup>，減去任何未償還的保單借貸、利息和未付之保費。
13. 特別獎賞的金額是非保證的，並按本公司的酌情權宣派。
14. 保單價值管理收益結餘是指行使保單價值管理權益<sup>5,6</sup>調撥入本保單下，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。

## 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「滙康保險計劃」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

# 滙康保險計劃

## 滙豐人壽保險（國際）有限公司

HSBC Life (International) Limited 滙豐人壽保險（國際）有限公司（「本公司」或「我們」）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（「滙豐」）為本公司之保險代理商。「滙康保險計劃」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5月

滙豐人壽保險（國際）有限公司榮獲以下獎項：



## For your health and wealth

Among the 56.9 million deaths worldwide in 2016, 54% were due to Cancer, Heart Disease and Stroke\*.



### Three major life-threatening diseases in Hong Kong:



#### Cancer

Number of deaths hit **14,354 in 2017\*** and the number of diagnosed cases is projected to rise by **up to 40% by 2030#**.



#### Heart Disease

Among all the leading causes of death, more than 13% are from Heart Disease. There were a total of **6,318 deaths from Heart Disease in 2017^**.



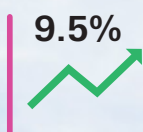
#### Stroke

Kills around **3,000 people a year**. However, a **decline in age of Stroke incidences** was observed in recent years\*\*.

### There are other important concerns:

#### Health expenditure

Global medical costs increased on average by **9.5%** in 2017, almost three times the estimated inflation rate. Hong Kong's ratio was even higher; medical costs grew by **six times the local inflation rate\*\*** with annual per capita spending at more than **HKD21,000^**.



#### Diagnosis verification and treatment opinions

**1.5 million preventable medical errors** were identified worldwide resulting in avoidable hardships to patients' lives and medical costs which on average were **USD11,366 per error^^**.



\* "The top 10 causes of death" released by the World Health Organization in May 2018

+ Number of Deaths by Leading Causes of Death by Sex by Age in 2017, Centre for Health Protection, Department of Health HKSAR (<https://www.chp.gov.hk/en/statistics/data/10/27/340.html>)

# Hong Kong Cancer Registry, Top Ten Cancers in 2016

^ Coronary Heart Diseases, HealthyHK, Department of Health [Sep 2017], Centre for Health Protection of the Department of Health

\*\* Stroke Statistic, Stroke Fund, ([http://www.strokefund.org/eng/stroke\\_part2.php](http://www.strokefund.org/eng/stroke_part2.php))

++ Mercer Marsh Benefits™ survey finds Hong Kong medical costs increased by 9%, 6 times the local inflation rate [22 June 2018] (<https://www.mercer.com.hk/newsroom/2018-mmb-medical-trends-around-the-world.html>)

^^ A study published on 7 April 2018 in the policy journal Health Affairs. (<https://www.healthaffairs.org/doi/full/10.1377/hlthaff.2011.0084>)

# A pioneering health and savings solution that grows with you

Life often asks us to choose one option over another; many insurance plans do the same. Some offer whole life savings and protection, while others help cushion the impact when a critical illness strikes. With **HSBC Health Goal Insurance Plan** ("HSBC Health Goal" or "your plan" or "your policy"), we aim to protect both your health and wealth:



- **Health** by providing a lump-sum payment in cash for Cancer, Heart Disease and Stroke claim(s) **without affecting** your policy value.
- **Wealth** by offering **savings appreciation** to grow your policy value continuously for a more fulfilling life tomorrow.

HSBC Health Goal is a long-term participating life insurance product with a savings element. **It is not equivalent or similar to any kind of bank deposit.**

## How does HSBC Health Goal help you?

### Wealth accumulation



- Pay a single premium or premiums over a few years, to reap the rewards of long-term wealth growth with **potential return on savings**.

### 3 X Critical Illness Benefits<sup>1</sup>



- Receive an additional lump-sum payment upon the diagnosis of Cancer, Heart Disease or Stroke<sup>1</sup> until age<sup>2</sup> 80, up to three times (once for each type of diseases), with the total payment up to 150% of the total premiums paid for the policy. Your policy value will **remain unchanged after these claims**.

### Benefit transfer<sup>3</sup>



- Extend a gift by **transferring the coverage of your policy** to your loved ones up to three times after the 3<sup>rd</sup> policy year or after the premium payment period provided that all premiums are fully paid (whichever is later).

Note: Critical Illness Benefits<sup>1</sup> will be transferred together with the basic plan to the new life insured provided no claim has been made under Critical Illness Benefits<sup>1</sup> by the original life insured.

## Global Medical Care Services<sup>4</sup>

(Personalised care and privileged access to leading Harvard-level specialists and hospitals in the U.S.)



**Personal Care Manager** to provide you with dedicated care from diagnosis, treatment to recovery.



Your diagnosis will be reviewed by multiple **Harvard-level specialists**, who will develop a treatment plan and discuss your case and treatment options with your local doctors.



Arranging access to the **top 1% ranked hospitals in the U.S.** and making medical appointments on your behalf; plus concierge services covering travel, accommodations and after-care support.  
(Applicable to eligible policies only<sup>4</sup>)

Global Medical Care Services<sup>4</sup> are value-added services provided by a leading global patient care organisation to the life insured. The Services consist of **world-class** Personal Care Manager, Diagnosis Verification and Treatment Plan, Doctor-to-Doctor Dialogue and US Care Management. Please refer to the relevant leaflet for service details.

# Enhance both your financial and physical wellbeing

We understand your financial and physical wellbeing depends on a combination of interconnected lifestyle factors. By taking these into account, HSBC Health Goal offers more benefits to **enhance your lifelong insurance coverage and health protection**, and helps you realise a more secure future:

## Wealth protection



For your financial wellbeing, HSBC Health Goal offers a **Policy Value Management Option**<sup>5,6</sup> after the 20<sup>th</sup> policy anniversary to let you lock in part of your prevailing policy value to protect it against future fluctuations in the investment market.

## Life protection



Life is full of uncertainties that we need to be prepared for. HSBC Health Goal ensures that, even under the most unfortunate circumstances, your loved ones will be well taken care of by a **Death Benefit**.

Subject to eligibility, you can realise the following Supplementary Benefits **with no additional premiums required** to help you through challenging times.

## Terminal Illness Benefit<sup>7</sup>



If the life insured is diagnosed with a terminal illness before the age<sup>2</sup> of 65, the policyholder can claim the **Death Benefit in advance**.

## Unemployment Benefit<sup>8</sup>

(Not applicable to single premium policies)



The policyholder will enjoy an extended premium payment **grace period of up to 365 days** while still enjoying the full protection of HSBC Health Goal, should the policyholder become unemployed for at least 30 consecutive days before the age<sup>2</sup> of 65.

Please refer to the Policy Provisions of the Supplementary Benefits for detailed terms, conditions and exclusions. For details, please refer to the "More about participating policy" section.

## Simplified Underwriting<sup>9</sup>

Applying for an HSBC Health Goal Insurance Plan is simple and easy. All you need to do is answer a few simple underwriting questions. No medical examination is required for simplified underwriting<sup>9</sup>.



# Examples

The following examples are for illustrative purposes only. Please refer to the "Product summary" section for details.

## Starting your Health Goal – Let's look at Patrick's story:



### Patrick is a 45-year-old<sup>2</sup> entrepreneur running a small trading company

Patrick has been self-employed since graduating from high school. He is the sole breadwinner of his family and has a son who is in high school. Patrick has set aside some savings and is covered by insurance protection. However, in view of rising medical costs, he wants to plan ahead to ensure he is well protected against the financial consequences of any major health issues. He also wants his family to have the security of a lump-sum benefit when he passes away.

### Patrick wants to set aside savings to enjoy greater protection during his later years



He is looking for lifelong protection and potential growth of his savings to ensure a comfortable life in his later years.



Patrick needs extra protection to help ease the financial burden on his family in the event of a critical illness.



He prefers flexibility in his legacy planning. This could mean the option to transfer the policy to his son if he chooses.

### Patrick chooses HSBC Health Goal to meet his needs:

Annual premium	USD50,000	Premium payment period	5 years
Total basic plan premiums paid <sup>10</sup>	USD50,000 × 5 years = USD250,000		

#### Assumptions:

- Patrick is a non-smoker.
- No partial surrender has been made during the policy term.
- All premiums have been paid in full during the premium payment period.
- There is no outstanding policy loan while this policy is in force.
- The Special Bonus<sup>13</sup> scale and investment returns are assumed to remain unchanged throughout the policy term.
- The underwriting conditions applicable to the changing of life insured<sup>3</sup> in a real-life situation would depend on individual circumstances, to be assessed on a case-by-case basis.
- Scenarios 1 and 2 below are independent events and the scenarios are not related to each other.

#### Notes:

- The figures and charts shown in the below scenarios are based on the above assumptions and are subject to rounding adjustments.
- Past, current, projected and/or potential benefits and/or returns such as Special Bonus<sup>13</sup> presented in this example are not guaranteed and are shown for illustrative purposes only. The actual future amounts of benefits and/or returns may be higher or lower than the currently quoted benefits and/or returns.
- The Special Bonus<sup>13</sup> (if any) is not guaranteed and is determined by us when it becomes payable.
- Scenario 2 below only illustrates the potential changes in the aggregate cash value upon the exercise of the Policy Value Management Option ("PVMO")<sup>5,6</sup>. The Notional Amount<sup>11</sup>, Total Basic Plan Premiums Paid<sup>10</sup>, Guaranteed Cash Value, Special Bonus<sup>13</sup> and the Critical Illness Benefits<sup>1</sup> (if any) under your policy will be adjusted and reduced proportionally if the PVMO<sup>5,6</sup> is exercised. Please refer to the "Product Summary" section for more details of the option.
- You should also be aware of the impact of inflation over time, which will likely to reduce the purchasing power of the accumulated amounts significantly.

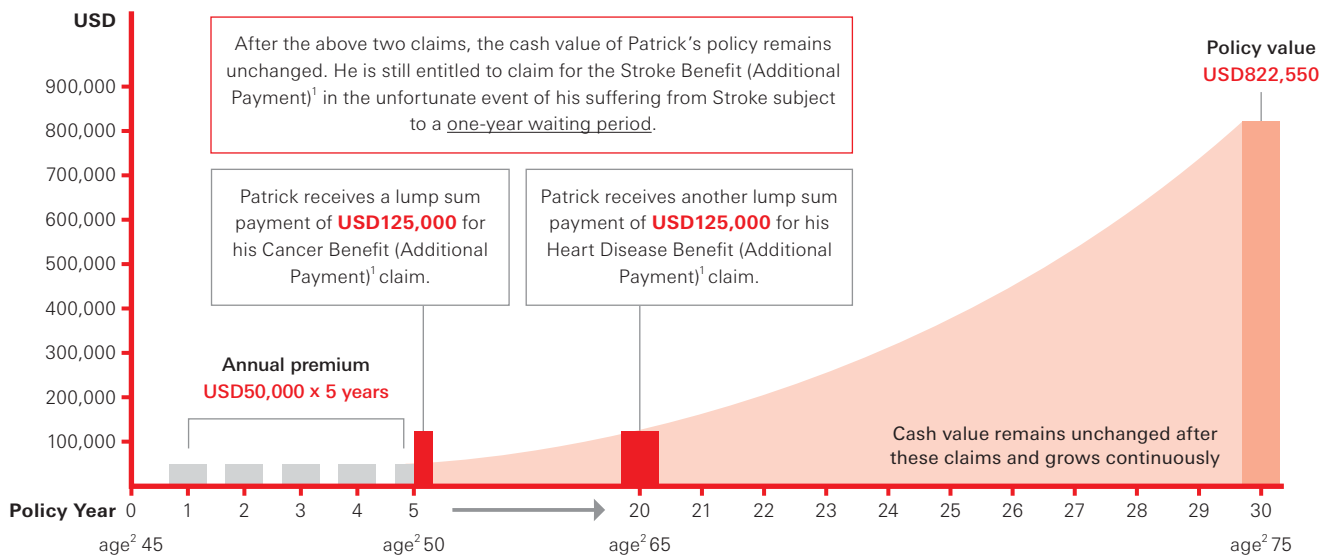


# Examples

The following examples are for illustrative purposes only. Please refer to the "Product summary" section for details.

## Scenario 1:

- Patrick has paid all his premiums in the first five years of his policy.
- He is diagnosed with Lung Cancer at age<sup>2</sup> 50 and Heart Disease at age<sup>2</sup> 65. He recovers on both occasions after treatment.
- At age<sup>2</sup> 75, he transfers his policy through the change of policy ownership and change of life insured<sup>3</sup> options to his son as an inheritance<sup>##</sup>.



## At the end of the 30<sup>th</sup> policy year:

Projected Special Bonus <sup>13</sup> (if any) <b>USD565,500</b>	+	Guaranteed Cash Value <b>USD257,050</b>	=	Projected Net Cash Value <sup>12</sup> <b>USD822,550</b>
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**329% of Total Basic Plan Premiums Paid<sup>10</sup>**

The policy value and two additional payments received upon diagnosis of two recognised critical illnesses were: <b>USD822,550 + USD250,000 = USD1,072,550</b>	=	<b>429% of Total Basic Plan Premiums Paid<sup>10</sup></b>
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Note: As claims for critical illness has been made under this policy, such Critical Illness Benefits<sup>1</sup> feature shall cease to operate immediately upon the exercising of the change of life insured<sup>3</sup> option.

■ Annual premium    ■ Lump sum payment    ■ Projected net cash value<sup>12</sup>

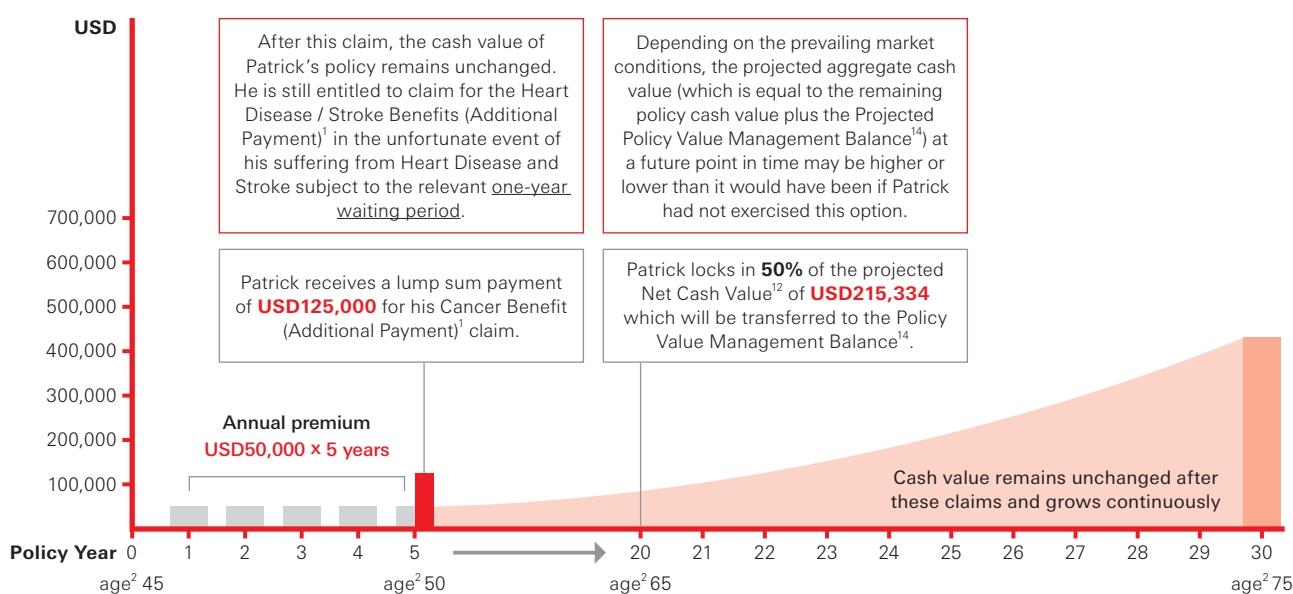
<sup>##</sup> Change of life insured<sup>3</sup> is subject to evidence of insurability and approval by HSBC Life (International) Limited ("the Company" or "we" or "us") which is based on the underwriting conditions of the life insured. The change of life insured<sup>3</sup> may trigger consequential adjustments in the Notional Amount<sup>11</sup>, Guaranteed Cash Value, Special Bonus<sup>13</sup> (if any), the Death Benefit and Critical Illness Benefits<sup>1</sup> (if any) which may be higher or lower than the original figures. For any change of life insured<sup>3</sup> which triggers the new Notional Amount<sup>11</sup> to be lower than the original Notional Amount<sup>11</sup>, the Policyholder may apply to increase the new Notional Amount<sup>11</sup> for the new life insured up to the amount of the original Notional Amount<sup>11</sup> before the change with the payment of additional premium. Any such request will be assessed on case-by-case basis and is at our discretion.

# Examples

The following examples are for illustrative purposes only. Please refer to the "Product summary" section for details.

## Scenario 2:

- Patrick has paid all his premiums in the first five years of his policy.
- He is diagnosed with Lung Cancer at age<sup>2</sup> 50. He recovers after treatment.
- He exercises the Policy Value Management Option<sup>5,6</sup> ("PVMO") at age<sup>2</sup> 65 to lock-in half the policy's cash value and protects it from any financial market fluctuations.\*\*\*



## At the end of the 20<sup>th</sup> policy year:

Projected Special Bonus<sup>13</sup> (if any)  
**USD224,250**

+

Guaranteed Cash Value  
**USD206,418**

=

Projected Net Cash Value<sup>12</sup>  
**USD430,668**

**172% of Total Basic Plan Premiums Paid<sup>10</sup>**

■ Annual premium

■ Lump sum payment

■ Projected net cash value<sup>12</sup>

## Projected aggregate cash value under varying market conditions at the end of the 20<sup>th</sup> policy year:

Under <u>current</u> projected investment return	Assuming a 15% increase in the Special Bonus <sup>13</sup> due to favourable market conditions	Assuming a 15% decrease in the Special Bonus <sup>13</sup> due to unfavourable market conditions
Aggregate cash value without exercising PVMO <sup>5,6</sup>		
USD430,668	USD464,306	USD397,031
Aggregate cash value <u>with</u> PVMO <sup>5,6</sup> exercised		
USD430,668	USD447,487	USD413,849
Difference in aggregate cash value with PVMO <sup>5,6</sup> exercised (compared to not exercising PVMO <sup>5,6</sup> )		
<b>No difference</b>	<b>- USD16,819</b> If the market rises, the Special Bonus <sup>13</sup> may rise. The aggregate cash value <b>might be lower</b> if Patrick has exercised PVMO <sup>5,6</sup> .	<b>+ USD16,819</b> If the market falls, the Special Bonus <sup>13</sup> may fall. In this case, exercising the PVMO <sup>5,6</sup> may help to <b>protect the portion of Patrick's locked-in Projected Net Cash Value<sup>12</sup></b> .

\*\*\* The exercise of the PVMO<sup>5,6</sup> will decrease the policy's Notional Amount<sup>11</sup>, total premiums paid, Guaranteed Cash Value and Special Bonus<sup>13</sup> proportionally. The Death Benefit and Critical Illness Benefits<sup>1</sup> will therefore be reduced accordingly.

# Product summary

## What do you need to know before applying for HSBC Health Goal?

<b>Eligible applicant<sup>9</sup></b>	To apply, your issue age <sup>2</sup> needs to be between 15 days and 65 years of age		
<b>Policy currency</b>	USD		
<b>Policy term</b>	Up to age <sup>2</sup> 99		
<b>Premium payment period /issue age</b>	<b>Premium payment period</b>	<b>Issue age</b>	
	Single premium or 3 years	15 days after birth to age 65 <sup>2</sup>	
	5 years	15 days after birth to age 60 <sup>2</sup>	
	10 years	15 days after birth to age 55 <sup>2</sup>	
<b>Premium payment option</b>	<p>You may choose to pay your premiums as below:</p> <ul style="list-style-type: none"> <li>Payment mode:           <ul style="list-style-type: none"> <li>(i) Annually; or</li> <li>(ii) Monthly; or</li> <li>(iii) A single premium</li> </ul> </li> </ul> <p>Note:</p> <ul style="list-style-type: none"> <li>If you choose to pay your premiums monthly in respect of a policy year, the Total Basic Plan Premiums Paid<sup>10</sup> for that policy year will be higher than if you pay annually.</li> </ul>		
	<ul style="list-style-type: none"> <li>Payment methods:           <ul style="list-style-type: none"> <li>(i) From your HSBC bank account (for initial premium) / any bank account (for subsequent premium(s)); or</li> <li>(ii) From your HSBC credit card (not applicable to single premium); or</li> <li>(iii) By cheque</li> </ul> </li> </ul>		
<b>Minimum premium amount</b>	Minimum premium required <b>per policy</b> of different premium payment periods and payment modes:		
	<b>Premium payment period</b>	<b>Payment mode</b>	
		<b>Annual premium</b>	<b>Monthly premium</b>
	Single premium	USD100,000	-
	3 years	USD33,333	USD2,916.60
5 years	USD20,000	USD1,750.00	
10 years	USD10,000	USD875.00	

# Product summary

## What does HSBC Health Goal offer?

<p><b>Guaranteed Cash Value –</b> The cash value of your policy at any time during the policy term</p>	<p>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 Notional Amount<sup>11</sup> at the relevant time.</p>
<p><b>Special Bonus<sup>13</sup></b></p>	<p>The Special Bonus<sup>13</sup> (if any) is non-guaranteed. The amount of any potential Special Bonus<sup>13</sup> will be determined by us when it becomes payable. We will pay the Special Bonus<sup>13</sup> (if any) to you or your beneficiary(ies) when you fully or partially surrender or terminate your policy, when your policy matures or discontinues, or when we pay out the Death Benefit or the Terminal Illness Benefit<sup>7</sup>.</p> <p>If you exercise the Policy Value Management Option<sup>5,6</sup>, we will allocate a portion of the Guaranteed Cash Value and Special Bonus<sup>13</sup> (if any) to the Policy Value Management Balance<sup>14</sup> to accumulate with interest.</p> <p>We will update you regarding the amount of the Special Bonus<sup>13</sup> (if any) of each policy anniversary on the respective annual statement. Such Special Bonus<sup>13</sup> amounts as shown on the annual statement(s) may be lower or higher than those projected 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>Policy Value Management Option<sup>5,6</sup></b></p>	<p>After the 20<sup>th</sup> Policy Year, if there is no outstanding policy loan or premiums, you may apply to exercise this option to lock in a portion of your policy’s Net Cash Value<sup>12</sup>. The amount you choose to lock in is guaranteed upon exercising this option and will be allocated to the Policy Value Management Balance<sup>14</sup> to accumulate with a non-guaranteed interest rate as determined by us from time to time.</p> <p>The exercise of this option is subject to the following two minimum amount requirements as determined by us from time to time:</p> <ul style="list-style-type: none"> <li>(i) The Net Cash Value<sup>12</sup> to be allocated per transaction; and</li> <li>(ii) The remaining Notional Amount<sup>11</sup> after the exercise of this option</li> </ul> <p>To apply for this option, you must submit a form made available by us. Upon exercising this option, the Notional Amount<sup>11</sup> and Total Basic Plan Premiums Paid<sup>10</sup> under your policy will be reduced proportionally, which will result in adjustments in the calculations of Guaranteed Cash Value, Special Bonus<sup>13</sup> (if any), Critical Illness Benefits<sup>1</sup> and Death Benefit according to the policy terms. We will issue the revised policy documents to you if your request is approved. After you have exercised this option, you cannot cancel, reverse or terminate the arrangement.</p>
<p><b>Policy Value Management Balance<sup>14</sup></b></p>	<p>The amount of cash value you have locked in from exercising the Policy Value Management Option<sup>5,6</sup>, which is allocated to your policy to accumulate with a non-guaranteed interest rate, and less any previously withdrawn amounts. You can apply to withdraw in cash from such balance at any time before your policy matures by submitting a form made available by us.</p>

# Product summary

<p><b>Critical Illness Benefits<sup>1</sup></b></p>	<p>Critical Illness Benefits<sup>1</sup> consist of Cancer Benefit (Additional Payment), Heart Disease Benefit (Additional Payment) and Stroke Benefit (Additional Payment). Each of these Benefits is payable once only. If you are diagnosed with any of diseases covered under these Critical Illness Benefits<sup>1</sup> before the age<sup>2</sup> of 80 and have survived for no less than 14 days following the diagnosis, you will receive an additional lump sum payment which is equal to 50% of your policy's Notional Amount<sup>11</sup> ("Benefit Payment"). A maximum of <u>three times</u> Critical Illness Benefits<sup>1</sup> are payable and subject to a one-year waiting period from the last claim of any of these benefits and the following exclusions:</p> <ul style="list-style-type: none"> <li>• Any pre-existing conditions from which the Life Insured was suffering prior to the Issue Date, the Policy Date, the effective date of last reinstatement or the effective date of Change of Life Insured provided that the Critical Illness Benefits<sup>1</sup> are still eligible for claims pursuant to the policy term, whichever is the latest; or</li> <li>• Any illness contracted by the Life Insured within the first ninety (90) days following the Issue Date, the Policy Date, the effective date of last reinstatement or the effective date of Change of Life Insured provided the Critical Illness Benefits are available pursuant to the policy term, whichever is the latest, or</li> <li>• Intoxication by drugs not prescribed by a Registered Medical Practitioner or abuse of alcohol; or</li> <li>• Presence of Human Immunodeficiency Virus (HIV) infection on or before the diagnosis date of Critical Illness (except for "HIV Due to Blood Transfusion and Occupationally Acquired HIV" as defined in the policy term).</li> </ul> <p>These Critical Illness Benefits<sup>1</sup> will terminate when the life insured attains the age<sup>2</sup> of 80, payout of the relevant Critical Illness Benefits<sup>1</sup> or the policy is terminated (whichever is earlier).</p> <p>Please refer to the respective Policy Provisions for detailed terms, conditions and exclusions. You should consult with professionals or seek professional advice if you are in doubt about the definitions and exclusions.</p>
<p><b>Surrender Benefit –</b> The amount you will receive if you terminate your policy or a portion thereof during the policy term</p>	<p>If you surrender your policy at any time, you will receive:</p> <ul style="list-style-type: none"> <li>• the Guaranteed Cash Value;</li> <li>• <u>plus</u> the Special Bonus<sup>13</sup> (if any);</li> <li>• <u>plus</u> the Policy Value Management Balance<sup>14</sup> (if any);</li> <li>• <u>less</u> any outstanding policy loans, interest and premiums</li> </ul>
<p><b>Partial Surrender</b></p>	<p>You may partially surrender your policy by reducing the Notional Amount<sup>11</sup> provided that the following two minimum amount requirements are met as determined by us from time to time:</p> <ul style="list-style-type: none"> <li>• a minimum amount of reduction of Notional Amount<sup>11</sup> per transaction; and</li> <li>• a minimum amount of the Notional Amount<sup>11</sup> after such transaction</li> </ul> <p>To apply for it, you must submit a form made available by us. If we approve your request, you will receive the Net Cash Value<sup>12</sup> as calculated based on the reduced portion of the Notional Amount<sup>11</sup>. This may include a portion of the Special Bonus<sup>13</sup> (if any) as declared and determined by us based on the reduced portion of the Notional Amount<sup>11</sup>.</p> <p>Upon the reduction of the Notional Amount<sup>11</sup>, the Total Basic Plan Premiums Paid<sup>10</sup> under your policy will be reduced proportionally, which will result in adjustments in the calculations of Guaranteed Cash Value, Special Bonus<sup>13</sup> (if any), Critical Illness Benefits<sup>1</sup> and Death Benefit according to the policy terms. We will issue the revised policy documents to you once the reduction of Notional Amount<sup>11</sup> has taken effect.</p>

# Product summary

<p><b>Maturity Benefit<sup>1</sup> –</b> The amount you will receive at the end of the policy term</p>	<p>You will receive a Maturity Benefit which is equivalent to:</p> <ul style="list-style-type: none"> <li>• the Guaranteed Cash Value;</li> <li>• <u>plus</u> the Special Bonus<sup>13</sup> (if any);</li> <li>• <u>plus</u> the Policy Value Management Balance<sup>14</sup> (if any);</li> <li>• <u>less</u> any outstanding policy loans, interest and premiums</li> </ul> <p>when the life insured reaches the age<sup>2</sup> of 99.</p>
<p><b>Death Benefit</b></p>	<p>If the life insured passes away during the policy term, the beneficiary(ies) will receive:</p> <ul style="list-style-type: none"> <li>• Total Basic Plan Premiums Paid<sup>10</sup> plus an amount of USD2,500 or Guaranteed Cash Value (whichever is higher);</li> <li>• <u>plus</u> Special Bonus<sup>13</sup> (if any);</li> <li>• <u>plus</u> Policy Value Management Balance<sup>14</sup> (if any) ;</li> <li>• <u>less</u> any outstanding policy loans, interest and premiums</li> </ul> <p>at the date of the life insured's death.</p>
<p><b>Change of life insured<sup>3</sup></b></p>	<p>You are entitled to the change of life insured<sup>3</sup> of your policy for up to three times after the third policy year or after the end of the premium payment period provided all premiums are fully paid, whichever is later. Change of life insured<sup>3</sup> is subject to evidence of insurability and our approval which is based on the underwriting conditions of the life insured.</p> <p>Critical Illness Benefits<sup>1</sup> will be transferred together with the basic plan to the new life insured provided no claims has been made under the Critical Illness Benefits<sup>1</sup> by the original life insured. However, if any of these benefits has been claimed by the original life insured before the acceptance of change of life insured, the Critical Illness Benefits<sup>1</sup> under this policy shall cease to operate for the new life insured.</p> <p>The maturity date of the policy will also be reset to age<sup>2</sup> 99 of the new life insured. A new incontestability period will also apply. Any change of life insured<sup>3</sup> may trigger consequential adjustments in the Notional Amount<sup>11</sup>, Guaranteed Cash Value, Special Bonus<sup>13</sup> (if any), the Death Benefit and Critical Illness Benefits<sup>1</sup> (if any). If it triggers a lower new Notional Amount<sup>11</sup>, the Policyholder may apply to increase the new Notional Amount<sup>11</sup> for the new life insured up to the amount of the original Notional Amount<sup>11</sup> before the change with the payment of additional premium. Any such request will be assessed on case-by-case basis and is at our discretion.</p>
<p><b>Supplementary Benefits</b></p>	<p>In addition to the above benefits, you may be eligible for the following Supplementary Benefits during the policy term, <b>with no additional premium required:</b></p> <ul style="list-style-type: none"> <li>• <b>Terminal Illness Benefit<sup>7</sup></b></li> <li>• <b>Unemployment Benefit<sup>8</sup> (Not applicable to single premium policies)</b></li> </ul> <p>Please refer to the respective terms of the Supplementary Benefits for detailed terms, conditions and exclusions.</p>

The content in this Product Brochure is 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

HSBC Health Goal is a 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 your policy, you have a right to cancel it within the cooling-off period and obtain a refund of any premiums and levies paid, subject to any market value adjustment (applicable to single premium policies). A written notice signed by you together with your policy (if received) should be received 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 calendar days after the delivery of your policy or issue of a cooling-off notice informing you or your representative about the availability of your policy and expiry date of the cooling-off period, whichever is the earlier).

After the expiration of the cooling-off period, if you cancel your policy before the end of the policy term, the projected Net Cash Value<sup>12</sup> may be less than the total premiums 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 us has fallen below the amount of the single premium paid.

### Suicide

If the life insured commits suicide, whether sane or insane, within one year of the Issue Date or from the effective date of reinstatement, whichever is later, the Death Benefit payable under the policyholder's policy will be limited to the refund of the amount of premiums the policyholder paid to us less any amount we paid to the beneficiary(ies) since the Policy Date.

### Policy loan

You may apply for a policy loan but the amount you borrow plus any previous unpaid borrowed amount must not exceed 90% of your policy's Guaranteed Cash Value. We will advise you of the rate of interest as determined by us from time to time.

Any Partial Surrender or the exercise of the Policy Value Management Option<sup>5,6</sup> will reduce the Guaranteed Cash Value. Should the policy loan with interest exceed the Guaranteed Cash Value, we may discontinue your policy.

Please be reminded that when we make any payment to you under your policy, we will deduct any outstanding loan, interest and premiums from the amount otherwise payable. Our claim for any outstanding loan, interest and premiums will be prior to any claim made by you, your beneficiary(ies), the assignee(s) or other persons under your policy.

## Important notes

### Tax reporting and financial crime

You are required to provide us with information that we may occasionally request from you regarding you and your policy so that we can comply with certain obligations to legal or regulatory bodies, government or tax authorities in Hong Kong and overseas. If you fail to provide us with such requested information, or if you place/expose us or any of our member of HSBC Group at financial crime risk, we may:

- Take necessary actions so that we or our members can meet our/their obligations; and
- Be unable to provide new, or continue to provide all services to you; and
- Be required to withhold payments or benefits that would otherwise be due to you or your policy and pay them to tax authorities; and
- Terminate your policy.

In the event that any benefit or payments is withheld and/or your policy is terminated by us as a result of any of the above reasons, the amount you receive plus the total amount you have received before policy termination (if any) may be less than what you have paid. We recommend that you seek your own independent professional advice on your tax liabilities and tax positions related to your policy.

### Termination conditions

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

- If you cannot make the overdue premium payments 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 your policy or our relationship with you, we may break any laws or a member of HSBC Group may be exposed to action or censure from any authority; or
- We have the right to terminate according to any Supplementary Benefits terms.

Please refer to the Policy Provisions for more details of the termination conditions.

### Applicable laws

The laws governing your 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.

### Missing premium payment

We will give you a 30-day grace period for making premium payments. If you cannot make the payment by the end of the grace period, we will grant you an automatic premium loan to cover the unpaid premium provided that the Guaranteed Cash Value<sup>12</sup> less any outstanding policy loan of your policy calculated immediately before the due date of the relevant unpaid premium is greater than the amount of the unpaid premium. We will apply interest on such a loan at a rate determined by us from time to time. If the Guaranteed Cash Value<sup>12</sup> less any outstanding policy loan<sup>5</sup> at the time is not enough to cover the unpaid premium, your policy will be discontinued and we will pay you the Guaranteed Cash Value<sup>12</sup> less any outstanding policy loan<sup>5</sup> as at the due date of the first unpaid premium.



## Key risks

Please take note of the following key risks before taking out the HSBC Health Goal policy:

### Credit and insolvency risks

HSBC Health Goal is an insurance policy issued by us. **You are subject to our credit risk** because all your premiums paid become part of our assets. You do not have any rights or ownership over any of our assets. You can only claim against us under all circumstances.

### Non-guaranteed benefit

**The scale for calculating the Special Bonus<sup>13</sup> (if any) is not guaranteed and will be determined by us from time to time.** Whether the Special Bonus<sup>13</sup> is payable and the size of the Special Bonus<sup>13</sup> to be paid **depend on the investment performance of the assets supporting the policies, as well as other factors including but not limited to, claims, lapse experience, expenses and the long-term expected future performance.** 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 rates and expectations of it** (which affect both interest earnings and values of assets), fluctuations in prices 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>5,6</sup> are uncertain**, and therefore has impacts on both the current performance and future return of the policies' portfolio
- **Expense factors – The actual amount of any direct expenses** (eg. commission, underwriting, policy acquisition and maintenance expenses) and indirect expenses (eg. general overhead costs) **incurred and allocated to the group of policies may be higher than expected** and may impact the overall product performance
- Interests earned on the Policy Value Management Balance<sup>14</sup> (where applicable) are not guaranteed and may be adjusted by us from time to time

### Risk from delayed or missing premium payments

If there is any delay or missed due payment, **it may lead to a discontinuation of your policy. As a consequence, you will only receive an amount which may be significantly less than the premiums you paid.**

### Risk from surrender

In the event that you have to fully or partially surrender your policy in the early years, **you may receive an amount significantly less than the premiums paid.**

## Key risks

### Liquidity risk

**We would expect you to keep your policy for the entire policy term. In the event that you have liquidity needs for any unexpected events, you may surrender your policy** in full or in part for cash pursuant to the policy terms. However, **this may cause your policy to discontinue. There is always a risk that you could only receive an amount which may be less than the premiums you paid.**

If you exercise the Policy Value Management Option<sup>5,6</sup>, the aggregate cash value (an amount equal to the Net Cash Value<sup>12</sup> plus Policy Value Management Balance<sup>14</sup>, if any) under your policy at a future point in time may be lower or higher than if you have not exercised such option.

### Inflation risk

You must take into account the **risk of inflation, which will likely cause the future cost of living to rise.** With inflation in place, you should expect that **you or your assigned beneficiary(ies) will receive an amount that is less in real terms in the future,** even if we have done our best to serve your policy.

### Policy currency risk

**You are exposed to exchange rate risks.** If you choose (i) to set a foreign currency as your policy currency, or, (ii) to pay premiums or receive benefits in currencies other than the policy currency, **the actual amount you paid or received will then be subject to the prevailing exchange rate** determined by us between the policy currency and the local/payment currencies. You must take note that exchange rate fluctuations may affect your payment amounts including 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 Health Goal, the policy dividends, if any, is in the form of **Special Bonus<sup>13</sup>** which is declared upon early termination of the policy due to, for example, death or surrender, the exercise of Policy Value Management Option<sup>5,6</sup> or at policy maturity.

The Special Bonus<sup>13</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 the "Product Summary" section of this brochure for more details.

### What factors will affect your Special Bonus<sup>13</sup>?

Special Bonus<sup>13</sup> (if any) is not guaranteed; the size of the Special Bonus<sup>13</sup> and whether it is payable depends 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 the investment and other experiences mentioned above.

If the performance over the long term is better than expected, the Special Bonus<sup>13</sup> paid would increase. If performance is below expectation, the Special Bonus<sup>13</sup> paid would decrease.

Please refer to the "Key risks – Non-guaranteed benefit" section 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>13</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>13</sup>, and, conversely, the worse the performance, the lower the Special Bonus<sup>13</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 Special Bonus<sup>13</sup> levels payable to you. Both the past actual performance and management's expectation of the long-term future performance will be assessed against the assumed level. If variances arise, considerations will be undertaken regarding sharing these with you through Special Bonus<sup>13</sup> adjustments.

### 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 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>13</sup>.

### Stable long-term returns

When considering adjusting the Special Bonus<sup>13</sup> scales, we strive to maintain a more stable payout to you by smoothing. This means the Special Bonus<sup>13</sup> levels 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>13</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.

# More about participating policy

## 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>13</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 US dollars) and industries. The assets are carefully managed and monitored according to our own acceptable level of risk.

## Target asset allocations

Asset type	Long-term 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.

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<sup>5,6</sup> exercised, the assets supporting the Policy Value Management Balance<sup>14</sup> are 100% invested into fixed-income assets.

## Accumulation interest rate

You can choose to exercise the Policy Value Management Option<sup>5,6</sup> to allocate a portion of the Net Cash Value<sup>12</sup> to the Policy Value Management Balance<sup>14</sup> 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 assets' yields; and
- The likelihood and duration of policyholders leaving their payment for accumulation

The policy of determining the Special Bonus<sup>13</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. Critical Illness Benefits consist of Cancer Benefit (Additional Payment), Heart Disease Benefit (Additional Payment) and Stroke Benefit (Additional Payment). Each of these benefits is payable once only and subject to a one-year waiting period from the last claim of any such diseases covered under these benefits. These benefits will terminate when the life insured attains the age<sup>2</sup> of 80, payout of the relevant benefit(s) or the policy is terminated (whichever is earlier). Any payments outstanding at the time of Benefit Payment under the policy must be paid to us before we make the relevant Benefit Payment. Please refer to the Policy Provisions for the definitions of Cancer, Heart Disease and Stroke; and under what circumstances one may be excluded from the above Benefits Payments. You should consult with professionals or seek professional advice if you are in doubt about the definitions and exclusions.
2. Age means the age of the life insured or the policyholder where applicable at his/her next birthday.
3. Each policyholder is entitled to the change of life insured of policy for up to three times after the third policy year or after the end of the premium payment period provided all premiums are fully paid, whichever is later. Critical Illness Benefits<sup>1</sup> will be transferred together with the basic plan to the new life insured provided no claims has been made under the Critical Illness Benefits<sup>1</sup> by the original life insured. However, if any of these benefits has been claimed by the original life insured before the acceptance of change of life insured, the Critical Illness Benefits<sup>1</sup> under this policy shall cease to operate for the new life insured. 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.
4. Global Medical Care Services (the "Services") are provided by a leading global patient care organisation ("the organisation") to the life insured (hereinafter called "the patient") of HSBC Health Goal Insurance Plan policy. The Services consist of Personal Care Manager, Diagnosis Verification and Treatment Plan, Doctor-to-Doctor Dialogue and US Care Management services. US Care Management service is only applicable to HSBC Health Goal Insurance Plan policy with Notional Amount<sup>11</sup> of USD2 million or more. The Services provided by the organisation or through the service providers arranged by the organisation are used as a resource for consultative medical advice and treatment recommendations for the patient who seek further opinions/suggestions on his/her medical conditions. The Services are value-added services provided by the organisation while this policy is effective. It is your/patient's responsibility to pay for all the treatment and medical costs and the related costs/expenses incurred by you/the patient, whether directly or indirectly in relation to the receiving of the Services.

**You are subject to the relevant terms and conditions as determined by the organisation for the use of their services. HSBC Life (International) Limited is not responsible for the quality of the medical advice/treatment recommendations and have no control over the scope of services provided by the organisation to the patient and we are not liable for any costs, losses or damages suffered by the patient or you for the use of such Services. We have the absolute discretion to revise and change the terms and conditions for the offering of the Services under this policy at any time without giving you prior notice.**

5. You may apply to exercise this Policy Value Management Option to allocate a portion of the Net Cash Value<sup>12</sup> as of the date of such request is processed, to the Policy Value Management Balance<sup>14</sup> provided that the policy has been in force for 20 policy years or more; all premiums are paid up when due; and there is no outstanding policy loans, interest and premiums under the Policy.
6. The exercise of the Policy Value Management Option is subject to the minimum amount requirements on (i) the Net Cash Value<sup>12</sup> to be allocated per transaction; and (ii) the Notional Amount<sup>11</sup> after the exercise of this option. Such minimum amount requirements are determined by us from time to time without prior notice to Policyholder.

## Endnotes

7. Terminal Illness Benefit will terminate when the life insured attains the age<sup>2</sup> of 65 or payout of the relevant benefits or the Policy is terminated (whichever is earlier). Your policy will terminate once we pay this benefit.
8. Unemployment Benefit is applicable to any policyholder aged<sup>2</sup> between 19 and 64 years who is a Hong Kong Identity card holder. This benefit will terminate on the Policy Anniversary at which the policyholder attains the age<sup>2</sup> of 65 years or all due premiums have been paid (whichever is earlier). Such benefit is not applicable to single premium policies.
9. Application for HSBC Health Goal is subject to our relevant requirements on nationality and/or addresses and/or residency of the policyholder and/or the life insured as determined by us from time to time. The proposed Notional Amount<sup>11</sup> and the total Notional Amount<sup>11</sup> of all the pending and inforce HSBC Health Goal Insurance Plan applications or policies for each Proposed Insured subject to 'simplified underwriting' shall not exceed USD2,000,000 (for Proposed Insured aged<sup>2</sup> 50 or below) or USD1,000,000 (for Proposed Insured aged<sup>2</sup> 51 to 60) or USD500,000 (for Proposed Insured aged<sup>2</sup> 61 to 65). Full underwriting will be applied otherwise.
10. Total Basic Plan Premiums Paid refers to the total amount of premiums due for the basic plan (whether or not actually paid) as of the date of death of the life insured. If you choose to prepay the required premiums, the balance of the prepaid premiums will not be counted as the Total Basic Plan Premiums Paid until such part of premium is due.
11. Notional Amount is an amount used to determine the premiums payable under this policy and your cash values, Special Bonus<sup>13</sup> and amounts of Cancer/Heart Disease/Stroke Benefit (Additional Payment)<sup>1</sup> to be received under the basic plan of this policy. It does not represent the amount of death benefit payable.
12. Net Cash Value means an amount equal to the Guaranteed Cash Value plus Special Bonus<sup>13</sup> less any outstanding policy loan, interest and premiums.
13. The amount of Special Bonus, if any, is not guaranteed and subjected to our absolute discretion.
14. Policy Value Management Balance means the amount of the accumulation of the proceeds from exercising the Policy Value Management Option<sup>5,6</sup> which is allocated to the policy to accumulate at such non-guaranteed interest rate(s) that are determined at our discretion from time to time, and less any previously withdrawn amounts.

## More information

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

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

**Click** [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 Health Goal Insurance Plan

## HSBC Life (International) Limited

HSBC Life (International) Limited (“the Company” or “we”) 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 Health Goal Insurance Plan is underwritten by the Company and it is only intended 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 full terms and conditions.

May 2020

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

