

# 聚富入息保險計劃 II

## Income Goal Insurance Plan II

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**HSBC Life**  
滙豐保險

## 盡心綢繆 構建美好將來

讓您累積儲蓄，實踐您人生的不同目標。





# 締造美好生活的明智方案

## 「聚富入息保險計劃 II」如何運作？

「聚富入息保險計劃 II」（「本計劃」或「本保單」）是一份兼備儲蓄成份的長期保險。本計劃的目的是讓您於10年的儲蓄期內累積儲蓄，您便可享有為期10年以每月保證年金金額<sup>1</sup>形式收取的穩定收入，助您達成個人願望。您更可按個人需要，選擇收取年金金額的方式。而在保單期完結時，您亦有機會獲享一筆過的特別獎賞<sup>2</sup>，作為額外的資金來源。

而在整個保單期內，如受保人不幸身故，受益人可獲的身故賠償，連同保單持有人已獲本公司支付的每月保證年金金額<sup>1</sup>總額（如有），將最少相等於已繳總保費<sup>3</sup>的101%。

本計劃並非等同於或類似任何類型的存款。

## 您可於年金期得到什麼？

### 穩定收入



- 以**每月保證年金金額<sup>1</sup>**的形式向您支付源源穩定的年金。**特別獎賞<sup>2</sup>**會在保單期滿時宣派。

### 靈活選項



- 彈性的年金派發機制讓您制定退休收入的方式，您可選擇**按月收取年金或累積一筆過的退休金額**。

### 應付波動



- 保單價值管理權益<sup>4,5</sup>**以鎖定您部分的保單價值，助您應付不能預見的金融市場波動。

## 您可獲享多少保障？

### 人壽保障<sup>6</sup>

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）作為對家人的財政支援。

### 額外保障

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

#### 額外意外死亡保障<sup>7</sup>



- 若受保人在保單完結或 80 歲<sup>8</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，另可額外獲發已繳總保費<sup>3</sup>的 30% 作為額外意外死亡保障<sup>7</sup>賠償。

#### 付款人供款保障<sup>9</sup>

（不適用於以公司為保單持有人及躉繳保單）



- 如受保人的受保年齡<sup>10</sup>在 18 歲或以下，一旦您不幸身故或暫時傷殘至連續 183 日，隨後的保費將獲得豁免直至保單持有人康復或付款人供款保障<sup>9</sup>終止（以較早者為準）。

#### 失業延繳保費保障<sup>11</sup>

（不適用於以公司為保單持有人及躉繳保單）



- 若保單持有人於年滿 65 歲<sup>8</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本計劃的保障。

以下附加保障為自選性質，並須繳付額外保費：

#### 特選危疾保障

（額外賠償）<sup>12</sup>

（不適用於躉繳保單）



- 您可繳付額外保費以享有此自選保障。如受保人於 65 歲<sup>8</sup>前被診斷患上列明於此附加保障資料單張的任何一項受保疾病，本計劃將支付特選危疾保障<sup>12</sup>的賠償額。申請此項保障須回答有關健康狀況的問題<sup>13</sup>。

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「聚富入息保險計劃 II」過程簡易方便，申請一般可獲保證批核<sup>14</sup>，毋須進行任何健康檢查。



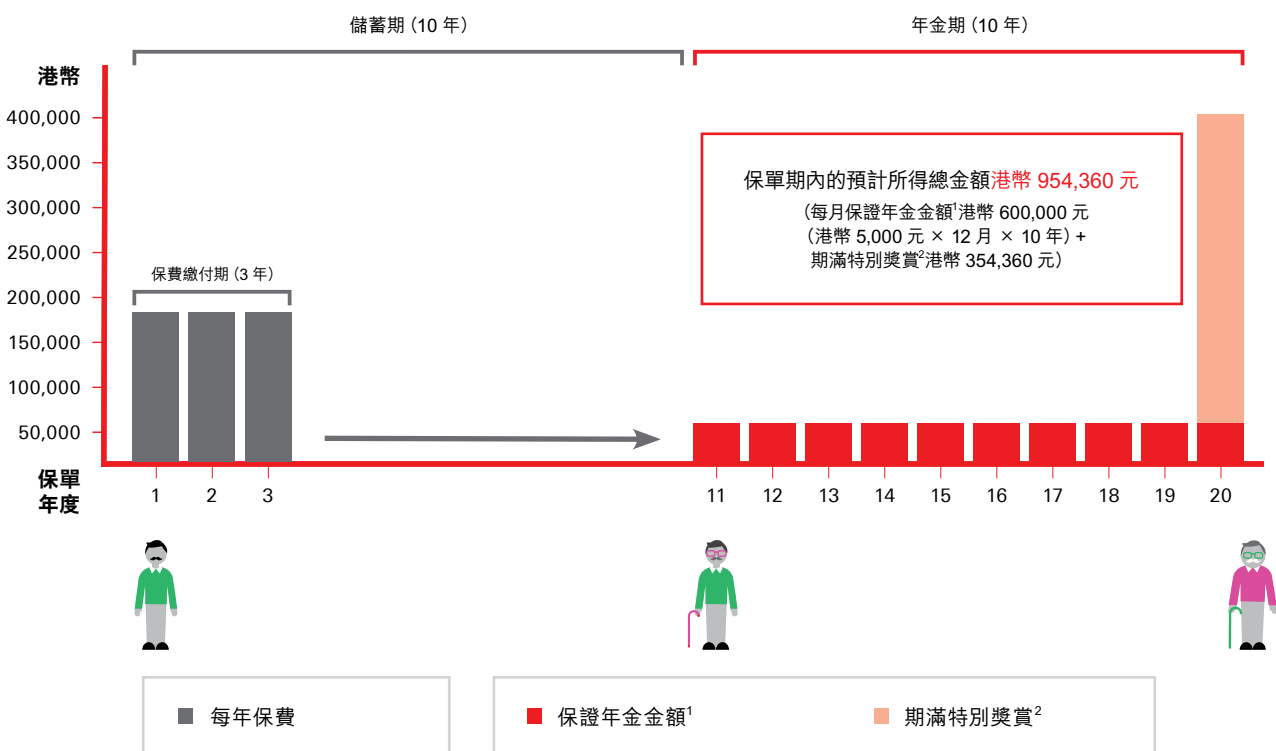
# 例子

## 例子1A — 按月收取每月保證年金金額<sup>1</sup>

Adrian 是一位 45 歲的兼職特技員，並愛好攝影。他希望在自己年老並開始接任較少工作時，能有穩定的收入以支援他的生活及興趣的開支。

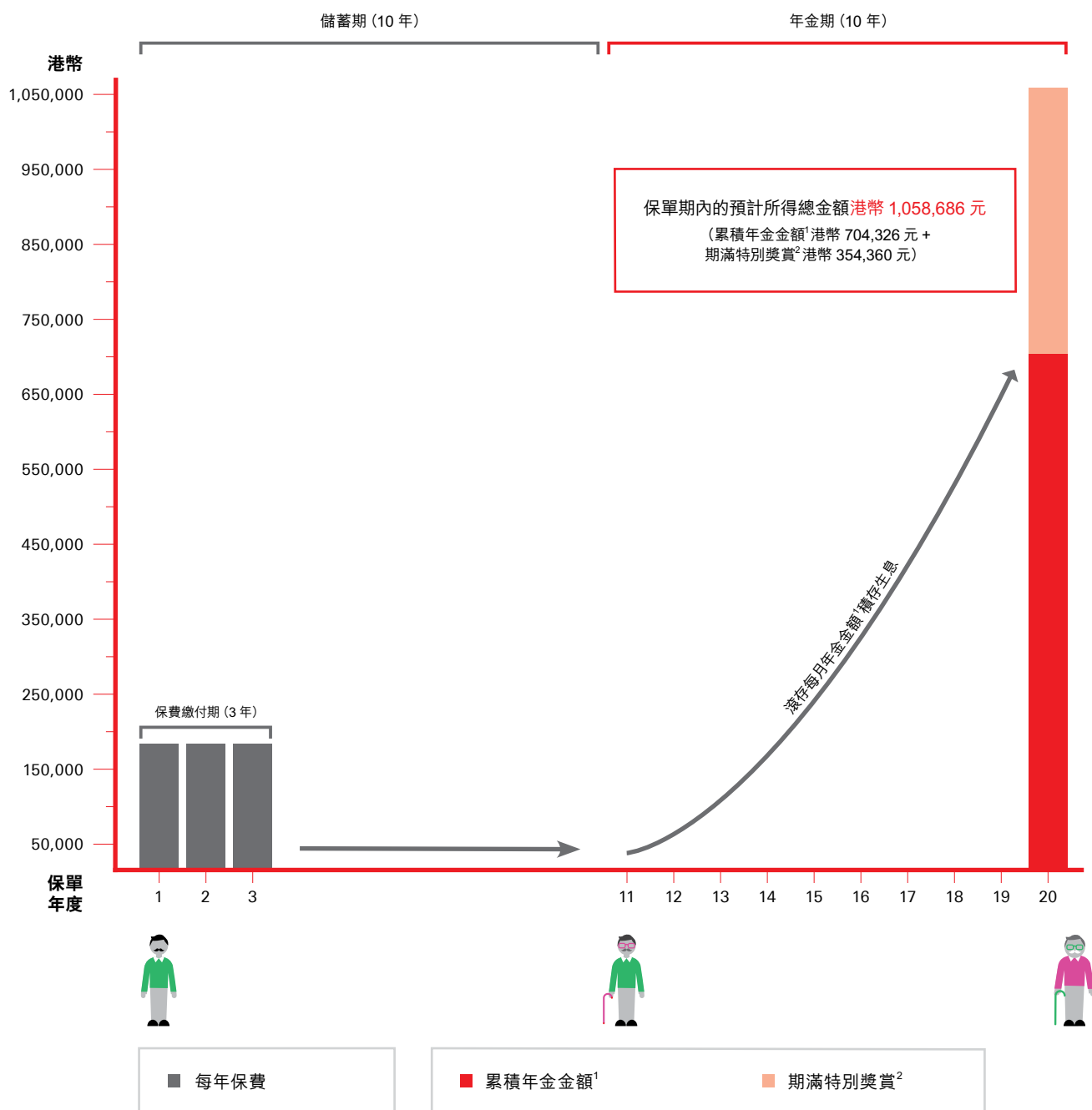
|                     |            |                       |            |
|---------------------|------------|-----------------------|------------|
| 受保人年齡 <sup>10</sup> | 45歲        |                       |            |
| 保費繳付期               | 3年         | 已繳總保費 <sup>3</sup>    | 港幣571,305元 |
| 儲蓄期                 | 10年        | 年金期                   | 10年        |
| 每年保費                | 港幣190,435元 | 每月保證年金金額 <sup>1</sup> | 港幣5,000元   |

- Adrian 由 55 歲<sup>8</sup>時開始每月收取**港幣 5,000 元**的每月保證年金金額<sup>1</sup>
- Adrian 的保單在他 65 歲<sup>8</sup>期滿時，他會收取一筆過**港幣 354,360 元**的特別獎賞<sup>2</sup>。他計劃於使用該筆資金與太太環遊世界，享受生活。



### 例子1B — 滾存每月保證年金金額<sup>1</sup>

- Adrian 選擇在他 55 歲<sup>8</sup>年金期開始時把年金金額滾存於保單內積存生息。
- 在 Adrian 65 歲<sup>8</sup>保單期滿時，除累積年金金額<sup>1</sup>外，他將額外收取一筆過**港幣 354,360 元**的特別獎賞<sup>2</sup>，讓他在退休時可與太太享受生活。



## 例子2 — 滾存每月保證年金金額<sup>1</sup>及行使保單價值管理權益<sup>4,5</sup> 以享更大財務穩定性



Annie 於 55 歲<sup>10</sup>時投保本計劃，並選擇把年金金額滾存於保單內。她決定在 70 歲<sup>8</sup>時，即於保單生效 15 年後行使保單價值管理權益<sup>4,5</sup>，鎖定保單價值的一半，以應付不能預見的金融市場的波動。

|                     |            |                       |            |
|---------------------|------------|-----------------------|------------|
| 受保人年齡 <sup>10</sup> | 55歲        |                       |            |
| 保費繳付期               | 3年         | 已繳總保費 <sup>3</sup>    | 港幣571,305元 |
| 儲蓄期                 | 10年        | 年金期                   | 10年        |
| 每年保費                | 港幣190,435元 | 每月保證年金金額 <sup>1</sup> | 港幣5,000元   |

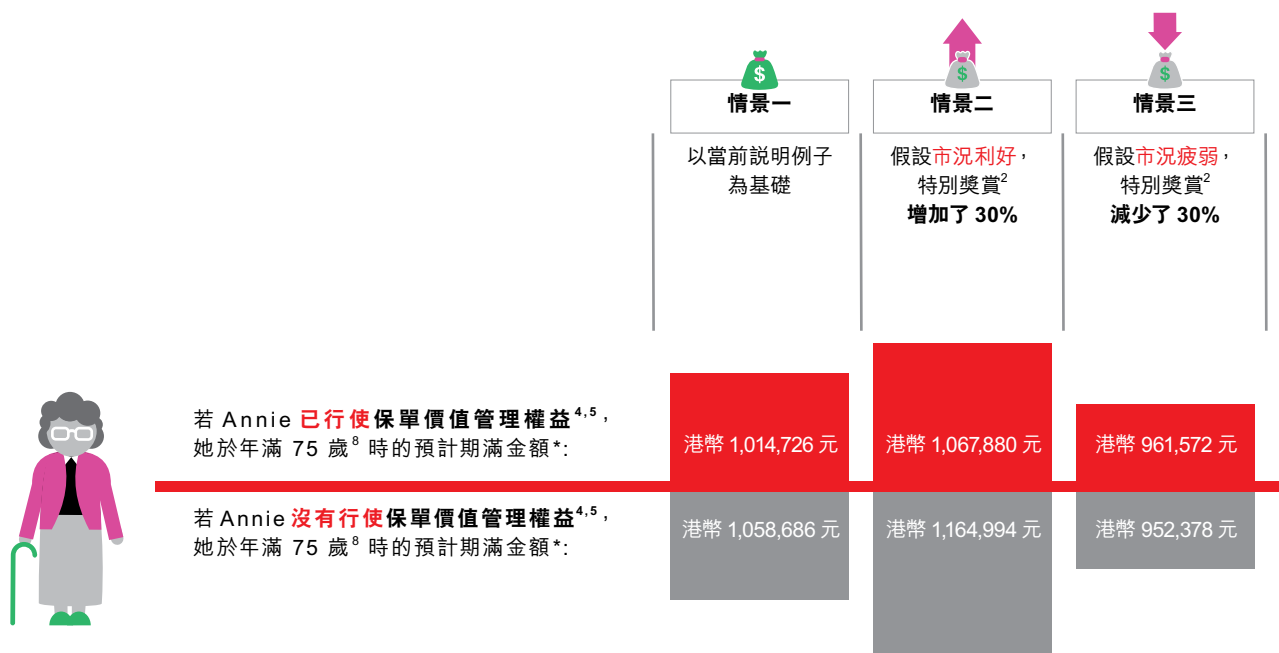
以下的說明例子顯示本保單的期滿金額在不同的假設情景下，如何受到 Annie 是否行使保單價值管理權益<sup>4,5</sup>的決定而改變。

在 Annie 70 歲<sup>8</sup>時的預計淨現金價值及特別獎賞<sup>2</sup>：港幣 879,253 元

|                                                         |                                                |
|---------------------------------------------------------|------------------------------------------------|
| <b>鎖定金額</b><br>(鎖定預計淨現金價值及特別獎賞 <sup>2</sup> 50%)        | <b>保單結餘</b><br>(預計淨現金價值及特別獎賞 <sup>2</sup> 50%) |
| <b>港幣 439,627 元</b><br>(成為部分的保單價值管理收益結餘 <sup>15</sup> ) | <b>港幣 439,627 元</b><br>(按照保單的條款繼續保留在計劃當中)      |

在 Annie 行使保單價值管理權益後<sup>4,5</sup>經調整之每月保證年金金額<sup>1</sup>將為港幣 2,500 元。

**預計淨現金價值**為保證現金價值及累積每月年金金額<sup>1</sup>的總和減去任何債項<sup>16</sup>。特別獎賞<sup>2</sup>的金額在不同的假設情景下亦不盡相同。**預計期滿金額**為預計淨現金價值、特別獎賞<sup>2</sup>及保單價值管理收益結餘<sup>15</sup>的總和。保單價值管理權益<sup>4,5</sup>一經行使將不能取消、終止或逆轉。



\* 假設沒有提取任何保單價值管理收益結餘<sup>15</sup>及有關結餘<sup>15</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>4,5</sup>如何幫助保障本計劃中部分的期滿金額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>2</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>15</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>2</sup> (如有) 亦將受影響而上升, 而本計劃中的期滿金額總和則會較 Annie 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>4,5</sup>, 本保單的期滿金額, 在未來的某一個時間, 可能會較 Annie 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>4,5</sup>後的潛在變更。在行使權益後, 本保單的每月保證年金金額<sup>1</sup>及已繳基本計劃總保費<sup>3</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 1 及 2 的假設：**

- i. 所有保費在保費繳付期到期前已全數繳付。
- ii. 現時港幣的累積年金金額利息之年利率為 3.2%。此息率並非保證的，本公司擁有權利不時調整息率。實際息率或會比年利率 3.2% 較低或較高。
- iii. 在保單期內並未作出部分退保。
- iv. 在本保單生效期間並未借取保單貸款。

**註：**

- 以上例子所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

|            |                                                                                                                                                                                                                                                                                          |
|------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 保費繳付期      | 躉繳或3年                                                                                                                                                                                                                                                                                    |
| 儲蓄期        | 10年                                                                                                                                                                                                                                                                                      |
| 年金期        | 10年                                                                                                                                                                                                                                                                                      |
| 保單貨幣       | 港幣／美元                                                                                                                                                                                                                                                                                    |
| 保單年期       | 20年                                                                                                                                                                                                                                                                                      |
| 投保年齡       | 出生15日後至受保年齡 <sup>10</sup> 65歲                                                                                                                                                                                                                                                            |
| 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；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>                                       |
| 最低每月保證年金金額 | 港幣800元／100美元                                                                                                                                                                                                                                                                             |
| 年金金額選擇方式   | <ul style="list-style-type: none"> <li>• 按月收取現金 <ul style="list-style-type: none"> <li>— 在年金期內於每個月結日收取每月保證年金金額<sup>1</sup>；或</li> </ul> </li> <li>• 積存生息 <ul style="list-style-type: none"> <li>— 將所有已支付的每月保證年金金額<sup>1</sup>存於保單內積存生息（如有）（該息率將由本公司不時釐定），直至年金期完結。</li> </ul> </li> </ul> |
| 首期年金       | 由第121個月結日起收取直至年金期完結                                                                                                                                                                                                                                                                      |
| 保證現金價值     | 保證現金價值是根據每月保證年金金額 <sup>1</sup> 和保單附表上列明之現金價值率計算。此現金價值率及所計算的保證現金價值，會隨著保單年度而有所不同。                                                                                                                                                                                                          |

## 計劃摘要

|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>淨現金價值</b>    | <p>淨現金價值指於年金期開始前，相等於保證現金價值扣除任何債項<sup>16</sup>之後的金額。於年金期開始或以後，淨現金價值是指保證現金價值加上任何累積之每月保證年金金額<sup>1</sup>和利息（如有），再扣除任何債項<sup>16</sup>之後的金額。</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>特別獎賞</b>     | <p>特別獎賞（如有）是非保證的及將由本公司擁有絕對酌情權下宣派。任何潛在特別獎賞的金額將在宣派時由本公司決定。</p> <p>特別獎賞（如有）將在您全數或部分退保、終止保單、本保單期滿或失效或受保人身故時宣派。在行使保單價值管理權益<sup>4,5</sup>後，部分的保證現金價值、特別獎賞（如有）及累積每月保證年金金額<sup>1</sup>及利息（如有）將被調撥至保單價值管理收益結餘<sup>15</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金額（如有）。保單年結通知書上所顯示的特別獎賞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>                                                                                                                                                                                                                                                                     |
| <b>保單價值管理權益</b> | <p>在本保單已生效 10 個保單年度或以上後，若沒有未償還的債項<sup>16</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及特別獎賞<sup>2</sup>（如有）。您選擇鎖定的金額在行使保單價值管理權益後是保證的，並會被調撥至保單價值管理收益結餘<sup>15</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> <ul style="list-style-type: none"> <li>(i) 每次調撥的淨現金價值及特別獎賞<sup>2</sup>（如有）；及</li> <li>(ii) 此項權益行使後剩餘的每月保證年金金額<sup>1</sup></li> </ul> <p>在行使此項權益後，本保單的每月保證年金金額<sup>1</sup>及已繳總保費<sup>3</sup>將按比例調整和減少，在計算保證現金價值、特別獎賞<sup>2</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> |

## 計劃摘要

|                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|-------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>保單價值管理收益結餘</b> | <p>指行使保單價值管理權益<sup>4,5</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（如有）。</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>退保利益</b>       | <p>退保利益相等於：</p> <ul style="list-style-type: none"> <li>• 保證現金價值；</li> <li>• 加上特別獎賞<sup>2</sup>（如有）；</li> <li>• 加上累積每月保證年金金額<sup>1</sup>及利息（如有）（如在年金期內退保）；</li> <li>• 加上保單價值管理收益結餘<sup>15</sup>（如有）；</li> <li>• 減去任何債項<sup>16</sup>（如有）。</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>身故賠償</b>       | <p>如您於保單期內身故，受益人將可收取：</p> <ul style="list-style-type: none"> <li>• 於儲蓄期內：             <ul style="list-style-type: none"> <li>(i) 以下較高者：                 <ul style="list-style-type: none"> <li>— 保證現金價值的 101%；及</li> <li>— 身故當日之基本計劃之已繳總保費<sup>3</sup>的 101%；</li> </ul> </li> <li>(ii) 加上特別獎賞<sup>2</sup>（如有）；</li> <li>(iii) 減去任何債項<sup>16</sup>（如有）。</li> </ul> </li> <li>• 於年金期內：             <ul style="list-style-type: none"> <li>(i) 以下較高者                 <ul style="list-style-type: none"> <li>— 保證現金價值的 101%；及</li> <li>— 身故當日之基本計劃之已繳總保費<sup>3</sup>的 101% 減去任何已派發之每月保證年金金額<sup>1</sup></li> </ul> </li> <li>(ii) 加上累積每月保證年金金額<sup>1</sup>及利息（如有）；</li> <li>(iii) 加上特別獎賞<sup>2</sup>（如有）；</li> <li>(iv) 加上保單價值管理收益結餘<sup>15</sup>（如有）；</li> <li>(v) 減去任何債項<sup>16</sup>（如有）。</li> </ul> </li> </ul> |

## 計劃摘要

|                              |                                                                                                                                                                                                                                                                                                                 |
|------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>身故賠償安排</b>                | <p>按保單持有人所作出的書面指示<sup>17</sup>，受益人將可收取：</p> <ul style="list-style-type: none"> <li>• 一筆過全數支付的身故賠償；或</li> <li>• 一筆過提取於受保人身故前已累積的每月保證年金金額<sup>1</sup>及利息（如有）及按月收取尚未支付的每月保證年金金額<sup>1</sup>（如有）直至年金期結束為止（只適用於受保人在生時已選擇此方式和受保人在年金期不幸身故的情況）。保單價值管理收益結餘<sup>15</sup>（如有）和特別獎賞<sup>2</sup>（如有）會於身故賠償時一筆過支付。</li> </ul> |
| <b>涵蓋附加保障<br/>(不需繳付額外保費)</b> | <p>額外意外死亡保障<sup>7</sup>、付款人供款保障<sup>9^</sup>及失業延繳保費保障<sup>11^</sup></p> <p><sup>^</sup>不適用於以公司為保單持有人及躉繳保費保單</p>                                                                                                                                                                                                 |
| <b>自選附加保障<br/>(需繳付額外保費)</b>  | <p>特選危疾保障（額外賠償）<sup>12^</sup></p> <p><sup>^</sup>不適用於躉繳保費保單</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，您應同時參閱保險計劃建議書及保單條款。



## 重要事項

### 冷靜期

聚富入息保險計劃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。

如您不滿意您的保單，您有權在冷靜期內取消保單，並獲退還任何已繳付的保費及保費徵費，但退還的已繳保費可能須經過市值調整。市值調整指於我們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）。您必須於冷靜期內（即將保單交付給您或您的代表後或將通知書（通知您已經可以領取保單及冷靜期的屆滿日）發給您或您的代表後起計21天（以較早者為準）），將已簽署的通知書連同您的保單（若已收取）送達滙豐人壽保險（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。

冷靜期結束後，若您在期滿前取消您的保單，預計的淨現金價值及特別獎賞<sup>2</sup>（如有）可能少於您已繳付的保費總額。

### 躉繳保單之市值調整

在冷靜期內，躉繳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起一年內（以較遲者為準）自殺身亡，無論自殺時神志是否清醒，我們的責任將只限於發還已繳付給我們的金額，減去我們自保單日期之後所支付的任何金額。有關詳情，請參閱保單條款。

## 重要事項

### 保單貸款

您可於年金期開始前申請保單貸款，惟貸款額加上任何未償還的貸款不得超過淨現金價值的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>4,5</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，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。

### 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。

## 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未減去任何未償還保單貸款、利息和未付之保費前的淨現金價值；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
- 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

本計劃只供任何介乎出生15日後至受保年齡<sup>10</sup>65歲的人士申請。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。

### 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。如當時的淨現金價值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任何淨現金價值及特別獎賞<sup>2</sup>（如有）。

請注意，只有在截至相關月結日為止的所有到期保費已繳清時，本公司才會支付每月保證年金金額<sup>1</sup>。

## 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>2</sup> (如有) 及累積每月保證年金金額<sup>1</sup> 之利息的分配並非保證，並會由本公司不時釐定。預計非保證之利益是根據本公司特別獎賞<sup>2</sup> 的分配及累積之每月保證年金金額<sup>1</sup> 之利息 (如有) 而釐定，本公司擁有絕對權利不時作出調整。

派發特別獎賞<sup>2</sup> 與否以及特別獎賞<sup>2</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>15</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可能會導致保單失效，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

如您在早期退保，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。如您有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，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。您亦可申請提取累積於保單內的款額，惟可供提取的款額是非保證的。任何部分退保、保單貸款、應付貸款利息及提款均可能減少保單的身故賠償及淨現金價值。而任何在年金期開始前的部分退保則可能減少特別獎賞<sup>2</sup>。因此，在某些情況下，如退保或期滿時可取回的價值將會減少。

### 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。

「聚富入息保險計劃II」的保單紅利（如有），將以下列方式派發：

**特別獎賞<sup>2</sup>**是一次性的紅利，並只於受保人身故或因退保、部分退保、保單失效或保單期滿導致保單終止時，或於行使保單價值管理權益後<sup>4,5</sup>宣派。

特別獎賞<sup>2</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，請參閱本產品冊子的「計劃摘要」部份。

### 特別獎賞<sup>2</sup>會受哪些因素影響？

保單紅利（包括特別獎賞<sup>2</sup>，如有）並非保證，特別獎賞<sup>2</sup>的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、退保率及營運開支；及
- 對投資的長期表現的預期及以上其他因素。

若長遠表現優於預期，紅利派發金額將會增加；若表現較預期低，則紅利派發金額將會減少。

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？

#### 來自非保證紅利的潛在增長

除了可保證利益之外，當基金的整體表現優於支持保證利益所需的基本水平時，您也可獲取額外的紅利。

#### 緩和短期的市況波動

我們會盡量減低因短期市況波動所導致的紅利變動，以讓您享有較穩定的回報。請參閱下文保單紅利的理念內「長遠穩定的回報」一節。

#### 具競爭力的長遠回報

您的保單由我們多元的投資組合所支持。我們透過與您分擔風險，讓彼此利益一致。

# 有關分紅保單

## 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。這些風險可能來自不同方面並會導致一些差異，而影響您的保單回報及我們的盈利。

我們將與您分擔來自以下因素的差異，包括但不限於：

- 投資回報與預期未來的投資表現
- 保險風險（例如：失效、退保及各組保單的索償）
- 營運開支（例如：我們的核保和一般經營成本）

我們會就派發給您的紅利水平進行定期檢討。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紅利，與您分享或分擔盈虧。

### 公平對待各組保單持有人

我們會將您的保單與其他類似的保單匯集，讓較大組別的保單持有人共同分擔風險。「匯集」的作用在於讓您所屬的保單組別分散和分擔風險，並且有更大筆資金從而增加投資的靈活性。

為確保分紅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、貨幣及繕發年份）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紅利的釐定提供獨立意見。

### 長遠穩定的回報

在考慮調整紅利分配的時候，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，才會對紅利水平作出調整。

面對短期市況波動，透過平穩策略，我們無需即時對紅利作出相應調整，而可維持紅利不變，或可作出比原先較小幅度的調整。因此，短期的投資表現（較預期為高或低），不應被視為紅利即將作出調整的訊號，必須同時考慮長期的過往投資表現及對未來表現的預期，以及以上段落（1）所述的其他非投資相關的差異。

### 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>2</sup>為您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。本公司亦會利用**增長資產**，包括股票類投資及另類投資工具如房地產、私募股權或對沖基金，以及結構性產品包括衍生工具，以提供更能反映長遠實質經濟增長的回報。

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（主要是港元及美元）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。

## 有關分紅保單

### 目標資產分配

| 資產種類                      | 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) | 60%-100% |
| 增長資產                      | 0%-40%   |

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。

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目標分配比例。

就已行使保單價值管理權益<sup>4,5</sup>的保單，組成其保單價值管理收益結餘<sup>15</sup>的資產將會100%投資固定收益資產中。

### 積存息率

您可選擇以不同方式收取年金金額，包括以現金方式提取或將該等金額交由我們積存生息 (如有)，或可選擇行使保單價值管理權益<sup>4,5</sup>，以調撥部分淨現金價值及特別獎賞<sup>2</sup>至保單價值管理收益結餘<sup>15</sup>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>2</sup>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. 在選擇按月收取現金的情況下，只會支付每月保證年金金額。在選擇積存生息的情況下，每月保證年金金額會累積於保單內積存生息（如有）。此利息是非保證並由本公司不時釐定。
2. 特別獎賞的金額（如有）是非保證的，本公司擁有絕對酌情權決定支付金額。
3. 已繳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）。有關詳細條款及細則，請參閱保單條款。
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及特別獎賞<sup>2</sup>調撥至保單價值管理收益結餘<sup>15</sup>，前提是：
  - 本保單已生效 10 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>16</sup>。
5. 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特別獎賞<sup>2</sup>及(ii) 該權益行使後之每月年金金額<sup>1</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。
6. 若受保人在保單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。
7. 額外意外死亡保障將於受保人年屆 80 歲<sup>8</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。
8. 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。
9. 付款人供款保障適用於受保年齡<sup>10</sup>介乎出生15日後至18歲的受保人及受保年齡<sup>10</sup>介乎19歲至60歲的保單持有人。保障將於保單持有人年屆65歲<sup>8</sup>或受保人年齡年屆25歲<sup>8</sup>或保單持有人康復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。
10. 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。
11. 失業延繳保費保障適用於受保年齡<sup>10</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>8</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。
12. 特選危疾保障（額外賠償）適用於受保年齡<sup>10</sup>介乎15日至60歲並持有香港身份證或澳門身份證的受保人。保障將於本保單終止、到期、失效或退保，或受保人年屆65歲<sup>8</sup>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。

13. 受保人須回答有關健康狀況的簡單問題。如選擇特選危疾保障(額外賠償)<sup>12</sup>，根據受保人於申請期間所提供的資料，本公司保留一切接受或拒絕此申請之權利。
14. 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」限額港幣2,500,000元／312,500美元(適用於出生15日後至受保年齡<sup>10</sup>18歲的受保人)及港幣40,000,000元／5,000,000美元(適用於受保年齡<sup>10</sup>19至65歲的受保人)，受保人須回答一些簡單的健康問題；或
  - 超過「簡易核保」限額港幣70,000,000元／8,750,000美元，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。
15. 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。
16. 債項指所有未償還的保單貸款、保單貸款之任何應付利息及本保單下任何未付之保費總和。
17. 此書面要求必須於受保人在生時由保單持有人提出並經本公司接受及批註。

## 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「聚富入息保險計劃 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



# 聚富入息保險計劃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」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(簡稱「滙豐」)為本公司之保險代理商。「聚富入息保險計劃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之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之其他事實。本產品冊子所刊載之資料乃一摘要。有關詳盡之條款及細則,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:



ANNB2\_PB\_0120\_TC

# 退休計劃

## 年金保險 — 聚富入息保險計劃 II



張先生，55歲<sup>5</sup>，與太太同住

- 張先生希望能確保未來財政穩健，讓自己及太太安享退休生活。
- 他希望有一個兼具增值潛力及額外保障成份的儲蓄方案

張先生需要一個長線儲蓄管理方案



「聚富入息保險計劃II」可為張先生的需要提供：

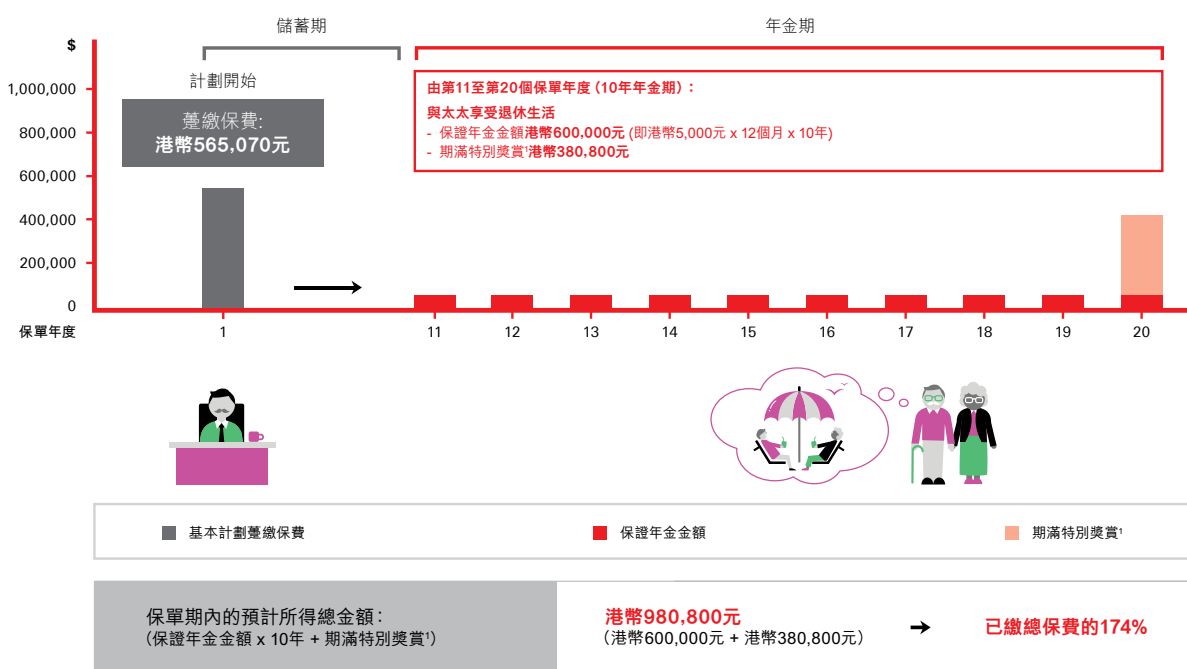
- 保單期滿特別獎賞<sup>1</sup>提供潛在額外回報
- 讓年金金額存於計劃內積存生息<sup>2</sup>的選擇方式，以獲更高潛在回報
- 定期派發年金（每月保證年金金額）
- 讓指定受益人收取尚未支付的年金金額<sup>3</sup>的安排
- 因應意外死亡及保單持有人失業的額外保障<sup>4</sup>

「聚富入息保險計劃II」如何運作？

保單持有人及受保人：張先生（受保年齡<sup>5</sup>55歲）

假設：

年金金額選擇方式為按月收取現金



- 以上例子所述的數字含捨入調整及僅供說明用途之用。詳情請參閱您的保險計劃建議書顯示的數字。
- 請注意，保單提早退保或會導致取回的款項少於您就本保單已繳付的總保費。
- 以上顯示的資料只為摘要及僅作為一般參考，您必須與產品冊子及計劃建議書一併閱讀，詳細內容請參閱相關產品的保單條款及細則。

# 教育

## 年金保險 — 聚富入息保險計劃 II



李太，35歲<sup>5</sup>，已婚會計師，育有一名兩歲女兒Anna

- 李太擔憂年年遞增的教育開支，她希望另外儲備一筆經費支付女兒的大學學費，同時可為她的家庭提供保障。
- 她希望有一個兼具增值潛力及保障成份的儲蓄方案。

李太需要一個長線儲蓄管理方案



「聚富入息保險計劃II」可為李太的需要提供：

- 保單期滿特別獎賞<sup>1</sup>提供潛在額外回報
- 讓年金金額存於計劃內積存生息<sup>2</sup>的選擇方式，以獲更高潛在回報
- 定期派發年金（每月保證年金金額）
- 因應傷殘及身故<sup>4</sup>的付款人供款保障<sup>6</sup>，讓您更安心
- 因應意外死亡及保單持有人失業的額外保障<sup>4</sup>

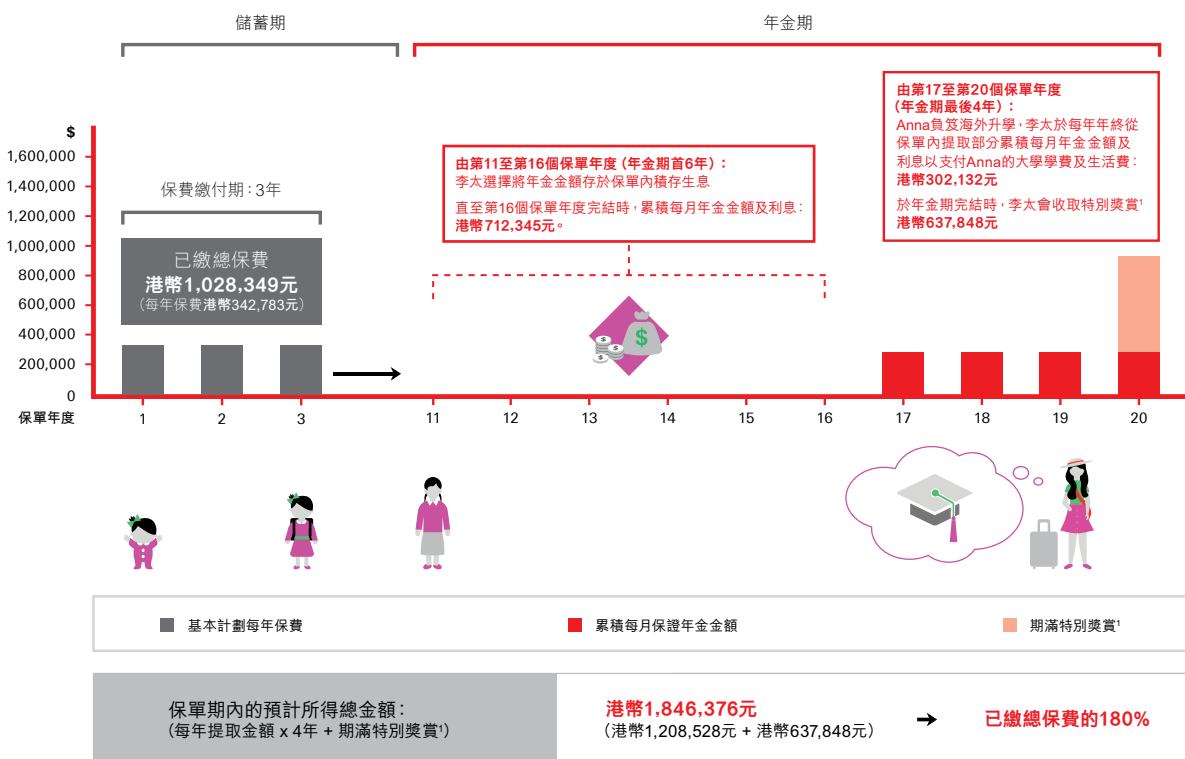
「聚富入息保險計劃II」如何運作？

保單持有人：李太（受保年齡<sup>5</sup>：35歲）

受保人：Anna（受保年齡<sup>5</sup>：2歲）

假設：

- 1) 年金金額選擇方式：讓年金金額存於計劃內積存生息<sup>2</sup>。
- 2) 所有的保費在保費繳付期到期前已全數繳付。
- 3) 累積年金金額之年利率為3.2%。此息率並非保證的，本公司擁有權利不時調整息率。實際息率或會比年利率3.2%較低或較高。



- 以上例子所述的數字含捨入調整及僅供說明用途之用。詳情請參閱您的保險計劃建議書顯示的數字。
- 請注意，保單提早退保或會導致取回的款項少於您就本保單已繳付的總保費。
- 以上顯示的資料只為摘要及僅作為一般參考，您必須與產品冊子及計劃建議書一併閱讀，詳細內容請參閱相關產品的保單條款及細則。

**註:**

1. 特別獎賞的金額(如有)是非保證的,本公司擁有絕對酌情權決定支付金額。
2. 年金金額選擇方式有兩種,分別為按月收取現金及積存生息直至年金期完結(即年金期第十年)。有關積存生息方式,所有每月保證年金金額將會保留於保單內積存生息(該息率將由本公司不時釐定)直至年金期完結。您亦可選擇在年金期內任何時間提取已累積的年金金額。
3. 按保單持有人所作出的書面指示,受益人在保單期內可以下列方式收取身故賠償:(i) 一筆過全數支付的身故賠償;或(ii) 及按月收取尚未支付的每月年金金額直至年金期結束為止(只適用於受保人在年金期不幸身故的情況)。特別獎賞<sup>1</sup>將會受保人身故時一筆過支付。
4. 有關詳細條款及細則,請參閱保單及附加保障保單條款。
5. 受保年齡指您的下一次生日年齡。
6. 付款人供款保障適用於受保年齡<sup>5</sup>介乎出生15日後至18歲的受保人及受保年齡<sup>5</sup>介乎19歲至60歲的保單持有人。

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,您或您指定的受益人將來從保單收到的實質金額可能較低。

「聚富入息保險計劃II」是由滙豐人壽保險(國際)有限公司(「本公司」)承保。該公司已獲保險業監管局(保監局)授權經營。香港上海滙豐銀行有限公司(簡稱「滙豐」)為滙豐人壽保險(國際)有限公司之授權保險代理商。

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## Welcome your great future with a cherry on top

A delightful life comes with the attainment of numerous life goals with the accumulated wealth you built up.





# A key way to live life to the fullest

## How does the Income Goal Insurance Plan II work?

The Income Goal Insurance Plan II (“Income Goal”, the “Plan” or the “Policy”) is a long-term insurance plan with savings element. It is designed to help you build up savings by participating in the Plan for a pre-set period of 10 years. You will then receive a steady stream of income in the form of Monthly Guaranteed Annuity Payment<sup>1</sup> for 10 years according to your chosen Annuity Payment Option, to suit your needs and achieve your personal aspirations. A Special Bonus<sup>2</sup> may become payable as an additional source of funding at the end of the Policy Term.

At any time during the Policy Term, if the Life Insured passes away, the Death Benefit payable to the Beneficiary(ies) plus the total amount of Monthly Guaranteed Annuity Payment<sup>1</sup> paid to the policyholder (if any) will be equal to at least 101% of the Total Premiums Paid<sup>3</sup>.

**The Plan is not equivalent or similar to any kind of deposit.**

## What can you get during the annuity period?

### Stability



- Receive a steady income in the form of **Monthly Guaranteed Annuity Payment<sup>1</sup>**. A **Special Bonus<sup>2</sup>** may be declared at policy maturity.

### Flexibility



- Enjoy the flexibility of tailoring your retirement income by creating a **stream of monthly payments or accumulate a lump-sum retirement amount** to suit your desired lifestyle.

### Security



- A **Policy Value Management Option<sup>4,5</sup>** to lock-in a portion of your policy value to protect you from unforeseeable financial market fluctuations.



# How much protection can you enjoy?

## Life cover<sup>6</sup>

The Life Insured can enjoy life protection during the Policy Term. In the unfortunate event of the death of the Life Insured, the Beneficiary(ies) will receive the Death Benefit (please refer to Product Summary for details) as financial support for the family.

## Extra protection

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

### Additional Accidental Death Benefit<sup>7</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>8</sup> of 80 (whichever is earlier), an additional 30% of the Total Premiums Paid<sup>3</sup> will be paid to the Beneficiary(ies) in addition to the Death Benefit payable under the Policy.

### Payor's Benefit<sup>9</sup> (Not applicable to corporate Policyholders and to single premium policies)



- If you pass away or become temporarily disabled for 183 consecutive days, the subsequent premiums will be waived, provided the Life Insured's Insurance Age<sup>10</sup> is 18 or below, until you recover or the Payor's Benefit<sup>9</sup> terminates (whichever is earlier).

### Unemployment Benefit<sup>11</sup> (Not applicable to corporate Policyholders and to single premium policies)



- If you become unemployed for at least 30 consecutive days before the age<sup>8</sup> of 65, the grace period for your premium payments will be extended up to 365 days, during which you will still enjoy the full protection of Income Goal.

The following optional Supplementary Benefit requires additional premiums:

### Critical Illness Select (Additional Payment)<sup>12</sup> (Not applicable to single premium policies)



- At an extra cost, you can enhance your plan's coverage with this optional benefit, which protects the Life Insured against critical illnesses until the age<sup>8</sup> of 65. The Critical Illness Select<sup>12</sup> benefit will be paid if the Life Insured is diagnosed with one of the covered illnesses listed in the additional protection leaflet. Health questions are required when applying for this benefit<sup>13</sup>.

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

## Hassle-free Application

Applying for the Income Goal Insurance Plan II is simple. Approval is generally guaranteed<sup>14</sup> and medical examinations are not required.



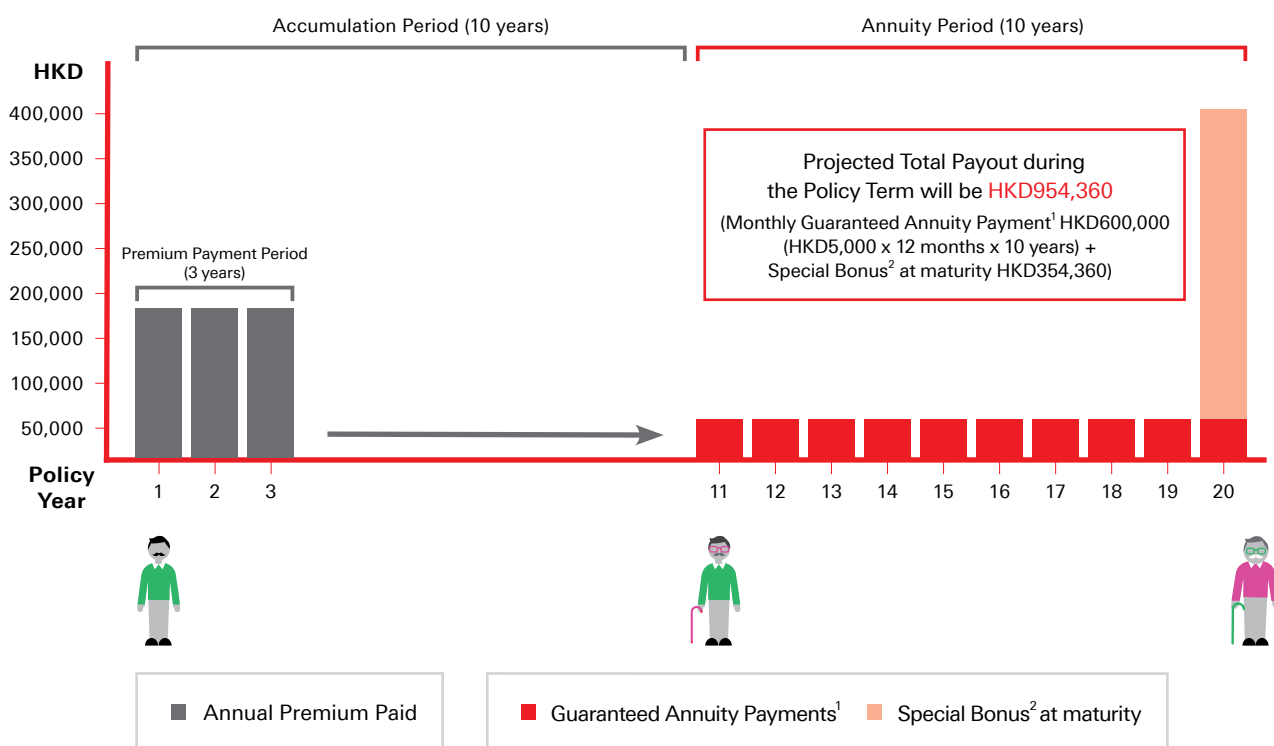
# Examples

## Example 1A – Receive Monthly Guaranteed Annuity Payment<sup>1</sup>

Adrian Chan is a 45-year-old freelance stunt man and a photography enthusiast. He is keen on generating a stable stream of income to support his hobby and the expenses during his more senior years when he will receive fewer freelance assignments.

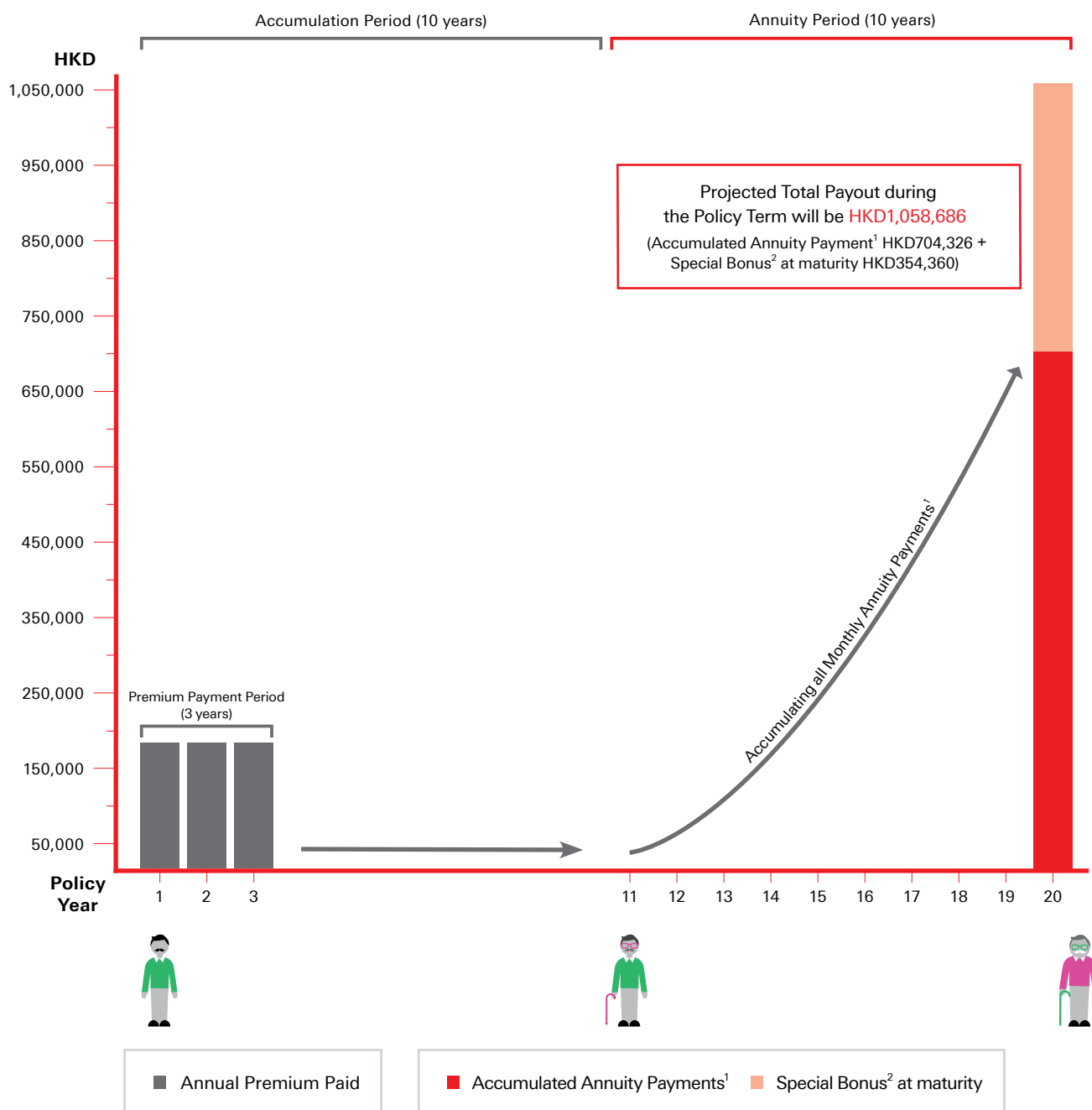
|                                             |            |                                                 |            |
|---------------------------------------------|------------|-------------------------------------------------|------------|
| Insurance Age <sup>10</sup> of Life Insured | 45         |                                                 |            |
| Premium Payment Period                      | 3 years    | Total Premiums Paid <sup>3</sup>                | HKD571,305 |
| Accumulation Period                         | 10 years   | Annuity Period                                  | 10 years   |
| Annual Premiums                             | HKD190,435 | Monthly Guaranteed Annuity Payment <sup>1</sup> | HKD5,000   |

- Adrian starts receiving Monthly Guaranteed Annuity Payment<sup>1</sup> of **HKD5,000** each month from the age<sup>8</sup> of 55
- His Policy will mature at his age<sup>8</sup> of 65, at which time he will receive a Special Bonus<sup>2</sup> of **HKD354,360** in the form of a lump sum payment. Adrian plans to use the money to travel the world with his wife.



### Example 1B – Rollover of Monthly Guaranteed Annuity Payments<sup>1</sup>

- Adrian chooses to accumulate the annuity payments from his Policy to earn interest (if any) at the start of the Annuity Period when at his age<sup>8</sup> of 55.
- His Policy will mature at his age<sup>8</sup> of 65, at which time he will receive a Special Bonus<sup>2</sup> of HKD354,360 in the form of a lump sum payment in addition to the accumulated annuity payments<sup>1</sup> so that he can enjoy financial security with his wife when he retires.



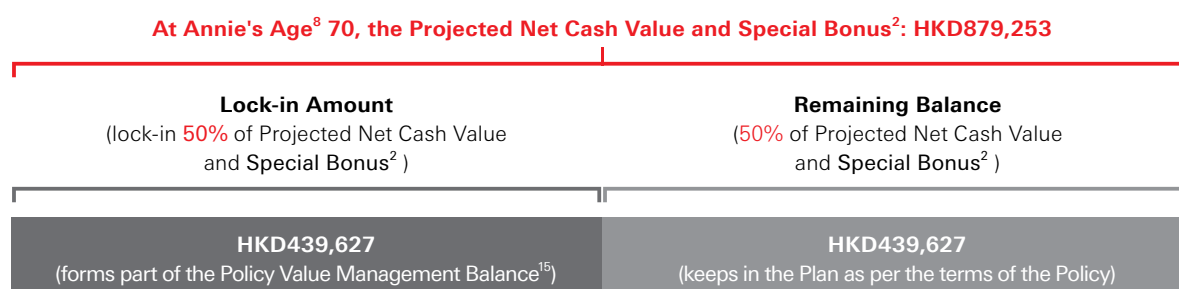
## Example 2 – Rollover of Monthly Guaranteed Annuity Payments<sup>1</sup> and Exercise of Policy Value Management Option<sup>4,5</sup> for more financial certainty



Annie enrolls in the Plan at age<sup>10</sup> 55 and she chooses to accumulate the annuity payments from her Policy. She decides to exercise the Policy Value Management Option<sup>4,5</sup> at the age<sup>8</sup> of 70, after the Policy has been in force for 15 years, to lock-in half the Policy's cash value, and to protect it from unforeseeable financial market fluctuations.

|                                             |            |                                                 |            |
|---------------------------------------------|------------|-------------------------------------------------|------------|
| Insurance Age <sup>10</sup> of Life Insured | 55         |                                                 |            |
| Premium Payment Period                      | 3 years    | Total Premiums Paid <sup>3</sup>                | HKD571,305 |
| Accumulation Period                         | 10 years   | Annuity Period                                  | 10 years   |
| Annual Premiums                             | HKD190,435 | Monthly Guaranteed Annuity Payment <sup>1</sup> | HKD5,000   |

The following illustrations show, based on different scenarios, how the maturity amount of the Policy would change depending on whether Annie decides to exercise the Policy Value Management Option<sup>4,5</sup>.



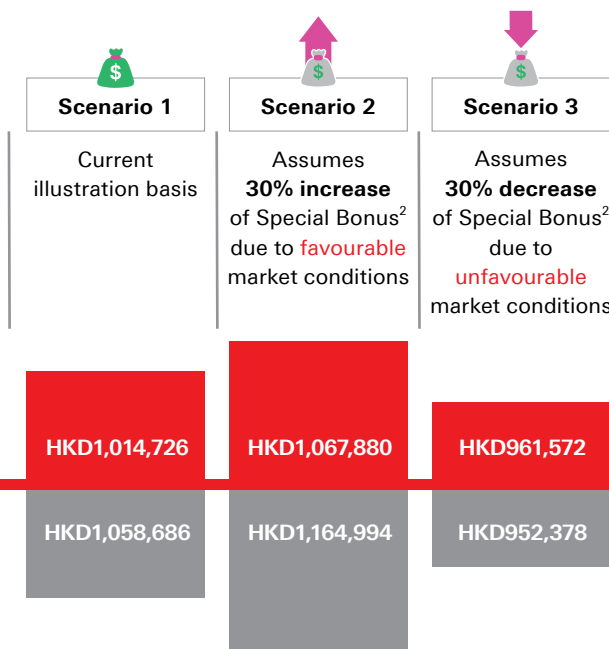
The adjusted Monthly Guaranteed Annuity Payment<sup>1</sup> after Annie exercising the Policy Value Management Option<sup>4,5</sup> will be HKD2,500.

**Projected Net Cash Value** is the sum of the Guaranteed Cash Value and Accumulated Monthly Annuity Payments<sup>1</sup> less any Indebtedness<sup>16</sup>. The amount of the Special Bonus<sup>2</sup> will vary in different scenarios. **Projected maturity amount** is the sum of Projected Net Cash Value, Special Bonus<sup>2</sup> and Policy Value Management Balance<sup>15</sup>. No Policy Value Management Option<sup>4,5</sup> can be cancelled, terminated or reversed once this option has been exercised.



If Annie **has exercised** the Policy Value Management Option<sup>4,5</sup>, the projected maturity amount\* when she reaches Age<sup>8</sup> 75 would be:

If Annie **hasn't exercised** the Policy Value Management Option<sup>4,5</sup>, the projected maturity amount\* when she reaches Age<sup>8</sup> 75 would be:



\*Assuming no withdrawal from the Policy Value Management Balance<sup>15</sup> has been made and this Balance<sup>15</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>4,5</sup> could help to partially protect the maturity amount 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 amount of Special Bonus<sup>2</sup> (if any) under the Plan and the portion of the proceeds transferred to the Policy Value Management Balance<sup>15</sup> will be protected against the market falls, thereby reducing 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 amount of the Special Bonus<sup>2</sup> (if any) under the Plan and the maturity amount would be lower than if the Policyholder had not chosen to exercise the option.

In other words, if the Policyholder exercises the Policy Value Management Option<sup>4,5</sup>, the maturity amount under the Policy at a future point in time may be higher or lower than it would be if she had not chosen to exercise the option.

The above example only illustrates the potential changes in the maturity amount if the Policy Value Management Option<sup>4,5</sup> is exercised. As a result of the exercise of this option, the Monthly Guaranteed Annuity Payment<sup>1</sup> and Total Premiums Paid<sup>3</sup> under this Policy will be adjusted and reduced proportionally. Please refer to Product Summary and Policy Provisions for more details on the option.

**Assumptions made for examples 1 and 2:**

- i. All premiums are paid in full during the Premium Payment Period.
- ii. The current interest rate for HKD accumulated annuity payment is 3.2% p.a.. This interest rate is not guaranteed and may be adjusted by the Company at its discretion from time to time. The actual interest rate may be lower or higher than 3.2% p.a..
- iii. No partial surrender has been made during the Policy Term.
- iv. No Policy Loan has been taken out while the Policy is in force.

**Notes:**

- The figures and charts shown in the above examples are based on the listed assumptions and are subject to rounding adjustment.
- The past, current, projected and/or potential benefits and/or returns (e.g. bonuses, interest rates) presented are not guaranteed and are 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. They are for illustrative purposes only and do not represent actual payments nor the actual scenario. You should refer to your insurance proposal for illustrated figures and details.
- You should also remain aware of the impact of inflation over time, which will likely reduce the spending power of accumulated amounts significantly over time.



# Product summary

|                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|---------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Premium payment period</b>                                 | Single premium or 3 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Accumulation Period</b>                                    | 10 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Annuity Period</b>                                         | 10 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Policy currency</b>                                        | HKD/USD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Policy Term</b>                                            | 20 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Issue age</b>                                              | 15 days after birth to Insurance Age <sup>10</sup> of 65                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Premium payment method</b>                                 | <p>Single premium, monthly or annual, through:</p> <ul style="list-style-type: none"> <li>• HSBC bank account, or</li> <li>• Cheque, 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 premiums in monthly payments mode for a Policy Year, the total premiums payable for that Policy Year will be greater than that in annual payment mode.</li> </ul>                                                                                |
| <b>Minimum Monthly Guaranteed Annuity Payment<sup>1</sup></b> | HKD800/USD100 per month                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Annuity Payment Options</b>                                | <ul style="list-style-type: none"> <li>• Payment at monthly intervals <ul style="list-style-type: none"> <li>- Receive a Monthly Guaranteed Annuity Payment<sup>1</sup> on each Monthiversary during the Annuity Period; or</li> </ul> </li> <li>• Rollover <ul style="list-style-type: none"> <li>- Accumulate the Monthly Guaranteed Annuity Payment<sup>1</sup> to earn interest, if any (the interest rate will be determined at the Company's discretion from time to time), until the end of the Annuity Period.</li> </ul> </li> </ul> |
| <b>First annuity payment</b>                                  | Paid from the 121 <sup>st</sup> Monthiversary until the end of the Annuity Period                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Guaranteed Cash Value</b>                                  | Guaranteed Cash Value is calculated with reference to the Monthly Guaranteed Annuity Payment <sup>1</sup> and the tabular cash value rates shown in the Policy Schedule. Such rates, and therefore the Guaranteed Cash Values will vary by Policy Year.                                                                                                                                                                                                                                                                                       |

# Product summary

|                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|---------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Net Cash Value</b>                 | <p>Net Cash Value means before the commencement of the Annuity Period, an amount equal to the sum of Guaranteed Cash Value less any Indebtedness<sup>16</sup>. On or after commencement of the Annuity Period, Net Cash Value means the sum of Guaranteed Cash Value plus any accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> with interest (if any), less any Indebtedness<sup>16</sup>.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>Special Bonus</b>                  | <p>The Special Bonus (if any) is non-guaranteed. It will be declared at the Company's absolute discretion. The amount of any potential Special Bonus will be determined by the Company when it becomes payable.</p> <p>The Special Bonus (if any) shall be paid when you fully or partially surrender or terminate the Policy, when it matures or lapses or in the event of the death of the Life Insured. Upon the exercise of the Policy Value Management Option<sup>4,5</sup>, a portion of the Guaranteed Cash Value, Special Bonus (if any), and accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> with interest (if any) will be allocated to the Policy Value Management Balance<sup>15</sup> to accumulate with interest.</p> <p>The Company will update you on the amount of the Special Bonus (if any) for each policy anniversary on the respective annual statements. Such amounts as shown on the annual statement(s) may be lower or higher than those illustrated on the annual statement(s) issued earlier. Please refer to the section "Key risks – Non-guaranteed benefits" for the details on key risk factors.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Policy Value Management Option</b> | <p>After the Policy has been in force for 10 Policy Years or longer and if there is no Indebtedness<sup>16</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 and Special Bonus<sup>2</sup> (if any). The amount you choose to lock-in is guaranteed upon the exercise of the Policy Value Management Option and will be allocated to the Policy Value Management Balance<sup>15</sup> to accumulate at 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 and Special Bonus<sup>2</sup> (if any) to be allocated per transaction; and</li> <li>(ii) the remaining Monthly Guaranteed Annuity Payment<sup>1</sup> after the exercise of this option</li> </ul> <p>Upon the exercise of this option, the Monthly Guaranteed Annuity Payment<sup>1</sup> and Total Premiums Paid<sup>3</sup> under the Policy will be adjusted and reduced proportionally and consequential adjustments will be made in the calculations for Guaranteed Cash Value, Special Bonus<sup>2</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 has been exercised.</p> |

# Product summary

|                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|-----------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Policy Value Management Balance<sup>15</sup></b> | <p>The amount of the accumulated proceeds from the exercise of the Policy Value Management Option<sup>4,5</sup> which is allocated to the Policy to accumulate at such non-guaranteed interest rate(s) that as determined at the Company's discretion from time to time, and less any previously withdrawn amounts. Such Balance, 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>Surrender Benefit</b>                            | <p>Surrender Benefit is equivalent to:</p> <ul style="list-style-type: none"> <li>• Guaranteed Cash Value;</li> <li>• <u>plus</u> Special Bonus<sup>2</sup> (if any) ;</li> <li>• <u>plus</u> accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> with interests (if any) (if surrender is made during the Annuity Period);</li> <li>• <u>plus</u> Policy Value Management Balance<sup>15</sup> (if any) ;</li> <li>• <u>less</u> Indebtedness<sup>16</sup> (if any).</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>Death Benefit</b>                                | <p>If you pass away during the Policy Term, the beneficiary(ies) will receive:</p> <ul style="list-style-type: none"> <li>• During the Accumulation Period: <ul style="list-style-type: none"> <li>(i) the higher of : <ul style="list-style-type: none"> <li>- 101% of the Guaranteed Cash Value; and</li> <li>- 101% of the Total Premiums Paid<sup>3</sup> for the Basic Plan, at the date of death of the Life Insured;</li> </ul> </li> <li>(ii) <u>plus</u> Special Bonus<sup>2</sup> (if any)</li> <li>(iii) <u>less</u> Indebtedness<sup>16</sup> (if any).</li> </ul> </li> <li>• During the Annuity Period: <ul style="list-style-type: none"> <li>(i) the higher of: <ul style="list-style-type: none"> <li>- 101% of the Guaranteed Cash Value; and</li> <li>- 101% of the Total Premiums Paid<sup>3</sup> for the Basic Plan, at the date of death of the Life Insured less any total amount of Monthly Guaranteed Annuity Payment<sup>1</sup> paid;</li> </ul> </li> <li>(ii) <u>plus</u> accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> with interest (if any);</li> <li>(iii) <u>plus</u> Special Bonus<sup>2</sup> (if any);</li> <li>(iv) <u>plus</u> Policy Value Management Balance<sup>15</sup> (if any);</li> <li>(v) <u>less</u> Indebtedness<sup>16</sup> (if any).</li> </ul> </li> </ul> |

# Product summary

|                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Death Benefit settlement</b>                                            | <p>Based on the written instructions<sup>17</sup> of the Policyholder, the Beneficiary(ies) will receive:</p> <ul style="list-style-type: none"> <li>• the Death Benefit in one lump sum payment; or</li> <li>• Accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> with interest (if any) before the death of the Life Insured in one lump sum plus the unpaid Monthly Guaranteed Annuity Payment<sup>1</sup> (if any) until the end of the Annuity Period (this option is only applicable if it is elected during Life Insured's lifetime and the death of the Life Insured occurs during the Annuity Period). Policy Value Management Balance<sup>15</sup> (if any) and Special Bonus<sup>2</sup> (if any) will be paid in a lump sum at the point of death claim.</li> </ul> |
| <b>Embedded Supplementary Benefits (no additional premiums required)</b>   | <p>Additional Accidental Death Benefit<sup>7</sup>, Payor's Benefit<sup>9^</sup> and Unemployment Benefit<sup>11^</sup></p> <p><sup>^</sup> Not applicable to corporate Policyholders and single premium policies</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Optional Supplementary Benefits (with additional premiums required)</b> | <p>Critical Illness Select (Additional Payment)<sup>12^</sup></p> <p><sup>^</sup> Not applicable to single premium policies</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

Income Goal Insurance Plan II is a long-term life insurance plan with a savings element. Part of the premiums pay for 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. The refund of premium is subject to any 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 of your Policy received by us has fallen below the amount of the single premium paid. 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 days after the delivery of your policy or issue of a 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 the Policy before the end of the term, the projected Net Cash Value plus Special Bonus<sup>2</sup> (if any) may be less than the total premium you have paid.

### Market value adjustment for single premium policies

During the Cooling-off Period, a 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 you pass away by suicide within one year of the Issue Date or from the effective date of reinstatement, whichever is later, whether in a sane or insane condition, our liability will be limited to the amount paid to us less any amount we may have paid to you since the Policy Date. Please refer to Policy Provisions of the Basic Plan for detailed terms and conditions.

## Important notes

### Policy Loan

You may apply for a policy loan before the commencement of the Annuity Period but the amount you borrow plus any previous unpaid borrowed amount must not exceed 90% of your policy's Net Cash Value before any outstanding policy loans, interest and premiums. We will advise you of the rate of interest as determined by us from time to time.

Any partial surrender or upon the exercise of the Policy Value Management Option<sup>4,5</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 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.

### 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 members of HSBC Group at financial crime risk, we may:

- take necessary actions so that we or our members of HSBC Group 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 benefits or payments is withheld 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.



## Important notes

### 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 Net Cash Value<sup>15</sup> before any outstanding policy loans, interest and premiums; 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
- 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 the Policy are the laws of Bermuda. However, in the event of any dispute arising in the Hong Kong Special Administrative Region ("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 old after birth and the Insurance Age<sup>10</sup> of 65. The Plan is subject to the relevant requirements on nationality and/or addresses and/or residency of the Policyholder and/or Life Insured as determined by the Company from time to time.

### Overdue payment of premiums

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, the non-forfeiture option which you have selected will then take effect. If no non-forfeiture option is selected, we will grant you an automatic premium loan to cover the unpaid premium provided that the Net Cash Value 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 to such a loan at a rate determined by us from time to time. If the Net Cash Value at the time is not enough to cover the unpaid premium, your Policy will be discontinued and we will pay you the Net Cash Value and Special Bonus<sup>2</sup> (if any) as of the due date of the first unpaid premium.

Please note that the Monthly Guaranteed Annuity Payment<sup>1</sup> will only be paid if all premiums due up to the relevant Monthiversary have been fully paid.

## 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 scales for calculating Special Bonus<sup>2</sup> (if any) and interest on accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> are not guaranteed and are determined by the Company from time to time.** The projected non-guaranteed benefits are based on the Company's Special Bonus<sup>2</sup> scales and the applicable accumulation interest rates (if any) for the accumulated Monthly Guaranteed Annuity Payment<sup>1</sup> may be adjusted by the Company at its discretion from time to time.

Whether Special Bonus<sup>2</sup> is payable and the size of the Special Bonus<sup>2</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 further described below:

- **Investment risk factors – The investment performance of the assets supporting the policies could be affected by changes in interest rates and the expectations regarding such performance** (which affect both interest earnings and values of assets), **fluctuations in the 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) and policy lapse and exercise of Policy Value Management Option<sup>4,5</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** (e.g. commission, underwriting, policy acquisition and maintenance expenses) **and indirect expenses** (e.g. general overhead costs) **incurred and allocated to the group of policies may be higher than expected** and may impact the overall product performance.

The interests earned on the Policy Value Management Balance<sup>15</sup> (where applicable) are determined based on any 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 delaying or missing the payment of premiums due

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

### Risks from surrender

If you surrender the Policy during its 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.** You may also apply for withdrawal of any amounts that are accumulated within the Policy, but the amount available for withdrawal is not guaranteed. **Any partial surrender, Policy Loan, accrued loan interest and withdrawal will reduce the Death Benefit and Net Cash Value.** Any partial surrender will reduce the Special Bonus<sup>2</sup>. **Consequently, the value payable under certain circumstances such as surrender or maturity will be reduced.**

### 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 of its contractual obligations.

### Policy currency risk

**You are subject to exchange rate risks.** If your Plan is denominated in a currency other than your local currency, or, If you choose to pay premiums or receive benefits in a currency 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 currency. Fluctuations in exchange rates may have an impact on the amounts 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 Income Goal Insurance Plan II, the policy dividends, if any, is in the form of:

**Special Bonus<sup>2</sup>**, is a one-off bonus. It is only paid out upon the death of Life Insured or policy termination due to surrender, partial surrender, lapse or maturity, or upon the exercise of Policy Value Management Option<sup>4,5</sup>.

The Special Bonus<sup>2</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>2</sup>?

The Policy dividends (including Special Bonus<sup>2</sup>), if any, is not guaranteed. The size of the Special Bonus<sup>2</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 the investment and other experiences mentioned above.

If the performance over the long term is better than expected, the dividends paid would increase. If the performance is below expectations, the dividends 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?

#### Potential growth through non-guaranteed dividends

In addition to the guaranteed benefits, you will receive additional dividend payments if the fund performance is better than that required to support the guaranteed benefits.

#### Smoothing of short-term market fluctuations

You can also benefit from more stable returns as we try to minimise changes in dividend payouts in response to short-term market fluctuations. Please refer to "Stable long-term returns" in the Dividend philosophy section below.

#### Long-term competitive return

Your policy is supported by our well-diversified investment portfolio. Through risk sharing between you and us, our interest is aligned with yours.

# More about participating policy

## 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. Risks may arise from different sources, creating variances that may affect your policy's return and our profit.

Variances arising from the following factors are shared between you and ourselves, including, but not limited to:

- Investment returns and expected future investment performance
- Insurance risks (e.g. lapses, surrenders and claims of different groups of policies)
- Operating expense (e.g. our underwriting and general overhead costs)

We regularly review dividend 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 dividend adjustments.

### Fairness across policyholder groups

We group your policy with other similar policies to pool the risks amongst a larger number of policyholders. "Pooling" means that the risks are spread and shared across your group, and that a larger sum of money can be invested with more flexibility.

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 dividends.

### Stable long-term returns

When considering adjusting the dividend scales, we strive to maintain a more stable payout to you by smoothing, which means the dividend 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.

Rather than changing dividends in response to short-term fluctuations, smoothing allows us to keep dividends unchanged or make less severe adjustments than would otherwise have been the case. As such, it is important not to necessarily view any short-term investment (over and under) performance as an indication of an upcoming change in dividends. This will be considered together with longer-term historical investment performance and future expectations, as well as the other non-investment variances.

### 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>2</sup>; and
- iii) maintains an acceptable level of risk.

The assets supporting the participating policies predominantly consist of **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 HKD and USD) and industries. The assets are carefully managed and monitored according to our own acceptable level of risk.

# More about participating policy

## Target asset allocations

| Asset type                                                                     | Allocation percentage |
|--------------------------------------------------------------------------------|-----------------------|
| Fixed Income Assets (government bonds, corporate bonds and alternative credit) | 60%-100%              |
| Growth Assets                                                                  | 0%-40%                |

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

We also 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 target asset allocation from time to time.

For policies with the Policy Value Management Option<sup>4,5</sup> exercised, the assets supporting the Policy Value Management Balance<sup>15</sup> are 100% invested into fixed income assets.

## Accumulation interest rate

You can choose to receive your annuity payments in cash or you may choose to exercise the Policy Value Management Option<sup>4,5</sup> to allocate a portion of the Net Cash Value and Special Bonus<sup>2</sup> to the Policy Value Management Balance<sup>15</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 asset;
- Prevailing market conditions;
- Expectation of fixed income asset yields; and
- The likelihood and duration of policyholders leaving their payment for accumulation.

The policy of determining the Special Bonus<sup>2</sup> 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 Under the payment at monthly intervals option, only Monthly Guaranteed Annuity Payment is paid out. Under the rollover option, Monthly Guaranteed Annuity Payment is accumulated with interest (if any) which is non-guaranteed and determined at our discretion from time to time.
- 2 The amount of Special Bonus, if any, is not guaranteed and is subject to the Company's absolute discretion.
- 3 Total Premiums Paid refers to the total amount of premiums 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.
- 4 You may apply to exercise the Policy Value Management Option to allocate a portion of the Net Cash Value and Special Bonus<sup>2</sup> as of the date of such a request is processed, to the Policy Value Management Balance<sup>15</sup> provided that:
  - This Policy has been in force for 10 Policy Years or more;
  - All premiums are paid up when due; and
  - There is no Indebtedness<sup>16</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 and Special Bonus<sup>2</sup> to be allocated per transaction; and (ii) the Monthly Guaranteed Annuity Payment<sup>1</sup> after the exercise of this option. Such minimum amount requirements are determined by the Company from time to time without prior notice to Policyholder.
- 6 If the Life Insured passes away by suicide within one year of the Issue Date or from the effective date of reinstatement, whichever is later, whether in a sane or insane condition, 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.
- 7 The additional Accidental Death Benefit will terminate when the Life Insured attains the age<sup>8</sup> of 80 or payout of the relevant benefits 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.
- 8 The Policy Anniversary on which the Policyholder or the Life Insured reaches the specified age is based on age at next birthday.
- 9 The eligibility of Payor's Benefit is applicable to the Life Insured who is 15 days old after birth to the Insurance Age<sup>10</sup> of 18 and Policyholders who are at Insurance Age<sup>10</sup> of 19 to 60. The benefit will terminate when the Policyholder attains the age<sup>8</sup> of 65 or the Life Insured attains the age<sup>8</sup> of 25 or the Policyholder recovers or all premiums have been paid or the Policy is terminated, whichever is earlier. Such benefits are not applicable to single premium policies. Please refer to the Policy Provisions of the Supplementary Benefits for detailed terms and conditions and exclusions.
- 10 Insurance Age means the age of the Life Insured or Policyholder where applicable at his or her next birthday.
- 11 Unemployment Benefit is applicable to Policyholder's Insurance Age<sup>10</sup> between 19 and 64 who is the holder of a Hong Kong Identity Card. The benefit will terminate when the Policyholder attains the age<sup>8</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 policies. Please refer to the Policy Provisions of the Supplementary Benefits for detailed terms and conditions and exclusions.
- 12 Critical Illness Select (Additional Payment) is applicable to the Life Insured's Insurance Age<sup>10</sup> between 15 days and age 60 who is the holder of a Hong Kong Identity Card or Macau Identity Card. The benefit will terminate if the Policy terminates, expires, lapses, or is surrendered (whichever is applicable) or when the Life Insured attains the age<sup>8</sup> of 65 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.

## Endnotes

- 13 The Life Insured is required to complete a number of simple health questions. If Critical Illness Select (Additional Payment)<sup>12</sup> Application is selected, we reserve the right to accept or reject any Applications for such optional Supplementary Benefit based on the information provided by the Life Insured during application.
- 14 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 HKD2,500,000/USD312,500 for a Life Insured who is 15 days after birth to Insurance Age<sup>10</sup> of 18 and HKD40,000,000/USD5,000,000 for a Life Insured who is at the Insurance Age<sup>10</sup> of 19 to 65, the Life Insured is required to complete a number of simple health questions; or
  - more than the simplified underwriting limit of HKD70,000,000/USD8,750,000, the application will be further reviewed by the Company, and the acceptance of the application will be subject to the Company's discretion.
- 15 Policy Value Management Balance means the amount of the accumulated proceeds from the exercise of the Policy Value Management Option<sup>4,5</sup> which is allocated to the Policy to accumulate at such non-guaranteed interest rate(s) as are determined at the Company's discretion from time to time, and less any previously withdrawn amounts.
- 16 Indebtedness means the sum of all outstanding Policy Loans, any interest accrued on such Policy Loans, and any outstanding premiums under this Policy.
- 17 The written request must be made by the Policyholder and is accepted and endorsed by the Company while the Life Insured is alive.

## More information

Planning for your financial future is important. Let us review your current and future needs and help you decide if Income Goal Insurance Plan II is the right product to help you fulfill 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

# Income 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 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. Income 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:



ANNB2\_PB\_0120LE

Issued by HSBC Life (International) Limited (Incorporated in Bermuda with limited liability)



# Retirement

## Annuity Insurance Income Goal Insurance Plan II



### Mr Cheung, aged<sup>5</sup> 55, living with his wife

- Mr Cheung wants a secured financial future for himself and his wife when he retires.
- He is looking for a savings solution with growth potential and extra protection.

### Mr Cheung needs a long-term managed solution



### Income Goal Insurance Plan II helps address his needs by providing:

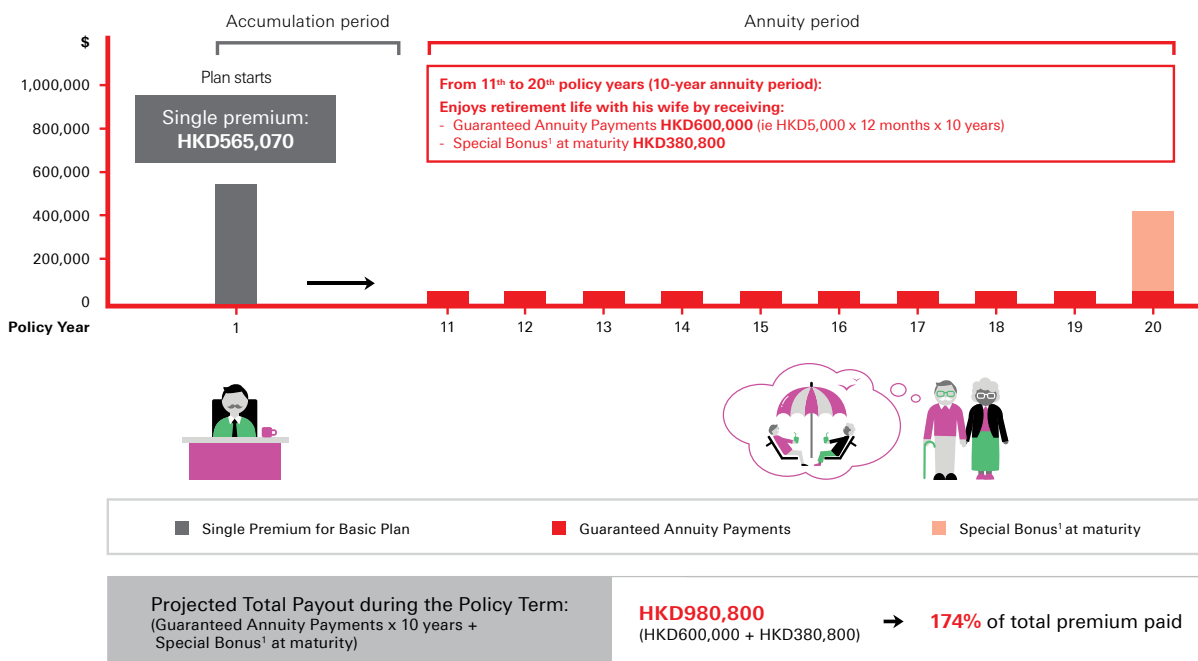
- Potential upside return from a Special Bonus<sup>1</sup> at policy maturity
- A rollover option<sup>2</sup> to accumulate annuity payments for potential higher returns
- A regular annuity income stream of Monthly Guaranteed Annuity Payments
- An option that allows him to select beneficiary(ies) to receive outstanding annuity payments<sup>3</sup>
- Extra protection<sup>4</sup> of accidental death and unemployment benefit for policyholder

### How does Income Goal Insurance Plan II work?

Policyholder and Life Insured: Mr Cheung (Insurance Age<sup>5</sup>: 55)

### Assumption:

Monthly payments under the Annuity Payment Option.



- The figures shown in the above 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.
- Please note that in the event of the early surrender of the policy, you may get back a lesser amount than the total premiums you have paid for the policy.
- 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 illustrations.

# Education

## Annuity Insurance

### Income Goal Insurance Plan II



**Mrs Lee, aged<sup>5</sup> 35, an accountant who is married and has a 2-year-old daughter, Anna**

- Mrs Lee is concerned about the rising costs of education and wants to set aside an amount to pay her daughter's university fees in the future and protect her family.
- She is looking for a savings solution with growth potential and built-in protection.

**Mrs Lee needs a long-term managed solution**



#### Income Goal Insurance Plan II helps address her needs by providing:

- Potential upside return from a Special Bonus<sup>1</sup> at policy maturity
- A rollover option<sup>2</sup> to accumulate annuity payments for potential higher returns
- A regular annuity income stream of Monthly Guaranteed Annuity Payment
- Added peace of mind with Payor's Benefit<sup>6</sup> in case of disability and death<sup>4</sup>
- Extra protection<sup>4</sup> from accidental death and unemployment benefits for the policyholder

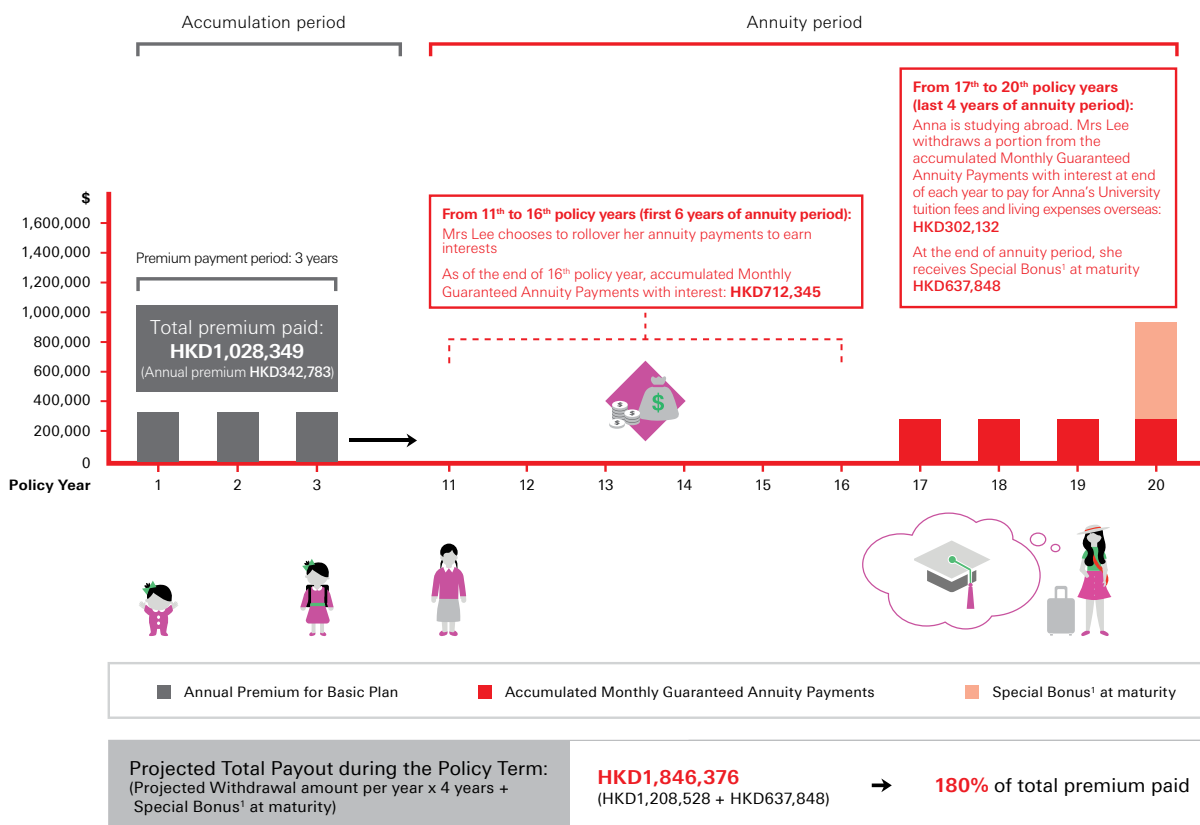
#### How does Income Goal Insurance Plan II work?

Policyholder: Mrs Lee (Insurance Age<sup>5</sup>: 35)

Life Insured: Anna (Insurance Age<sup>5</sup>: 2)

#### Assumptions:

- 1) Monthly Annuity Payment Option: rollover option<sup>2</sup> selected to accumulate annuity payments.
- 2) All premiums are paid in full during the Premium Payment Term.
- 3) The interest rate used for the accumulated annuity payments is 3.2% p.a.. This interest rate is not guaranteed and may be adjusted by the Company at its discretion from time to time. The actual interest rate may be lower or higher than 3.2% p.a..



- The figures shown in the above examples are subject to rounding adjustment and are for illustrative purposes only. Please refer to the figures as shown in your insurance proposal for details.
- Please note that in the event of the early surrender of the policy, you may get back a lesser amount than the total premiums you have paid for the policy.
- 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 illustrations.

**Endnotes:**

1. The amount of Special Bonus, if any, is not guaranteed and is subject to the Company's absolute discretion.
2. There are two annuity payment options: monthly payments or a rollover of monthly payments until the end of the 10-year Annuity Period. For the rollover option, all Monthly Guaranteed Annuity Payments will be kept in your policy to earn interest (at an interest rate that will be adjusted at the Company's discretion from time to time) until the end of the Annuity Period. You can also choose to withdraw the accumulated annuity payments at any time during the Annuity Period.
3. The policyholder may select one of the below payout options for your beneficiary(ies) to receive the Death Benefit payment during the Policy Term: Option (i): receiving the Death Benefit in one lump sum payment; or Option (ii): receiving the unpaid Monthly Annuity Payments on a monthly basis until the end of the Annuity Period (this option is only applicable if the death of the Life Insured occurs during the Annuity Period). Special Bonus<sup>1</sup> will be paid as a lump sum payment at the point of death of the life insured.
4. Please refer to Product Brochure and respective Supplementary Benefit provisions for the detailed terms and conditions.
5. Insurance Age means your age at your next birthday.
6. The eligibility of Payor's Benefit is applicable to the life insured who is 15 days old after birth to age<sup>5</sup> 18 and policyholders aged<sup>5</sup> between 19 and 60.

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 of its contractual obligations.

Income Goal Insurance Plan II is underwritten by HSBC Life (International) Limited ("the Company") which is authorised and regulated by the Insurance Authority (IA). The Hongkong and Shanghai Banking Corporation Limited (referred to as "HSBC") is an insurance agent of the Company.

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. If the policyholder discontinues and / or surrenders the insurance plan during policy's early years, the amount of the benefit he / she will get back may be considerably less than the amount of the total premiums he / she has paid. Past, current, projected and / or potential benefits and / or returns (e.g. bonuses, dividends, interests) presented herein are not guaranteed and are for illustrative purposes only. The actual future amounts of benefits and / or returns may be lower or higher than the currently quoted benefits and / or returns. This product is a product of the Company but not HSBC and it is intended only for sale in the Hong Kong SAR.

Please refer to the respective Product Brochure for details and the associated risk, and to the policy provisions for the detailed terms and conditions.

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.