

盈達年金計劃

Early Income Annuity Plan

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HSBC Life
滙豐保險

籌劃現在 掌握寫意將來

嚮往隨心遂意的人生？今天就作出精明的抉擇，讓未來的您實現幸福美滿的生活！

規劃無憂生活從不簡單。盈達年金計劃為您提供合適的保障，助您實踐人生不同的目標，無論是在您剛成家時為子女準備教育資金，或是在退休後開展您人生的新一頁。



今天就為自己編畫一個寫意無憂的將來

盈達年金計劃（「盈達」、「您的計劃」或「您的保單」）為您簡化儲蓄及退休規劃，為處於不同人生階段的您提供長期穩定的收入，並同時保障您和摯親以面對未來不能預見的事情。

現在，您可選擇在短短數年內繳付保費，以換取在可見未來的穩定年金收入。透過保證年金[#]，您可持續累積您的財富並享受長遠的人壽保障，一切隨您心意！

盈達如何運作？

盈達是一份包含儲蓄成分的人壽保險計劃，其並非等同於或類似任何類型的存款。盈達為您提供：

靈活性



- 靈活性以滿足您不同人生階段的需要。您可於較短的儲蓄期後**按月收取每月年金金額²直到99歲^{1^}**；或選擇將您的年金**保留在計劃中**，繼續**積存生息**，以滿足您未來不同狀況的所需。

穩定性



- 人壽保障確保摯親未來的穩定生活。按您預設的意願，在受保人不幸身故時，您的受益人可收取**一筆過身故賠償**，或在餘下的年金期內收取**每月年金金額²**。

回報



- 預期盈虧平衡可**最快於第8個保單年度^{*}**實現，既享有人壽保障，同時輕鬆賺取回報。

選項



- 多一個選項讓您可透過**繳付額外保費**，獲得額外保障以**應對嚴重認知障礙¹⁰**。

[#] 年金金額包括保證年金金額及非保證年金金額（如有）。詳情請參閱「例子」部分及「計劃摘要」部分。

[^] 僅適用於投保年齡¹介乎於55歲至70歲之受保人。

^{*} 盈虧平衡是指在特定的保單年度內由保證利益及非保證利益共同達成之淨現金價值³為基本計劃總繳保費⁴的100%。有關非保證利益的詳情，請參閱「主要風險 — 非保證利益」部分。

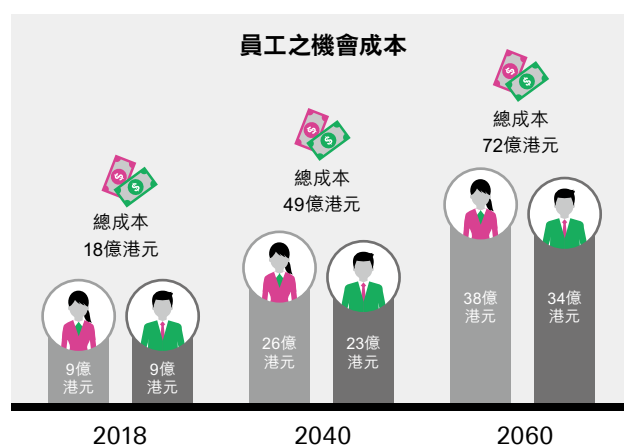
認知障礙保障¹⁰

自選附加保障：

- 須另繳額外保費；
- 不適用於合計保費金額⁷保單及1年儲蓄期的保單；
- 受保人年齡¹須介乎為**55至70歲之間**，並須於投保基本計劃時一併投保。

認知障礙是長者**殘疾及依賴他人照顧^{**}**的主要原因之一，並導致社會在長者護理方面面對沉重壓力。香港社會服務聯會估計，**至2036年^{^^}**，香港的**認知障礙患者將達至28萬人**。

認知障礙不僅對患者造成**經濟影響**，對為患者提供照顧的家庭成員亦然。根據調查結果顯示，這些提供長者護理的人士甚至可能因為其照顧責任而失去事業發展機會和收入，機會成本的預計增幅約為四倍 — 由**2018年的18億港元增加至2060年的72億港元^{**}**。



我們明白世事無常，現在您可選擇在您的基本計劃之上附加認知障礙保障¹⁰，以確保自己的經濟狀況能受到適當的保護，免受此病的影響。若受保人被確診患有嚴重認知障礙¹⁰⁺⁺，您或您的認知障礙保障收益人⁺將可收取以下賠償，以減輕潛在的財務負擔，助您在療養之路上更為安心：

保單開始

於儲蓄期



儲蓄期結束

於年金期



年金期結束
(保單結束)

- 您**已繳付**至此保障之**全數保費**將退還給您。而認知障礙保障¹⁰亦將會隨即終止。
- 您或您的認知障礙保障收益人⁺將可收取**額外100%基本計劃之每月保證年金金額²**(每位受保人可享之最高金額為每月港幣30,000元或3,750美元)**直至受保人身故或年屆99歲¹**(以較早者為準)，不論已選擇之任何年金期。

有關此自選附加保障之詳細條款及細則以及不保事項，請參閱有關之產品概念單張、附加保障單張及保單條款。

盈達讓您更安心

涵蓋附加保障：

(受制於申請資格 — 毋須另繳額外保費)

盈達為您提供身故賠償，確保您的摯親獲得保障。除此之外，盈達更透過各種涵蓋附加保障，在保單年期內為您提供財務協助以應付不時之需。

額外意外死亡保障⁵



- 若受保人在保單完結或80歲¹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⁴的30%作為額外意外死亡保障賠償。

末期疾病保障⁵



- 若受保人在保單完結或80歲¹前（以較早者為準）不幸被診斷患上末期疾病，並很可能於一年內離世，您的保單可提前支付身故賠償。當我們支付末期疾病保障⁵賠償後，保單將會隨即終止。

失業延繳保費保障⁶

(不適用於合計保費金額⁷保單)



- 若保單持有人於年滿65歲¹前連續失業30日或以上，繳付到期保費寬限期可延遲長達365日，而期間受保人仍然獲享保障。

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

申請盈達年金計劃簡易方便，申請一般可獲得批核⁸，毋須進行任何健康檢查。



^{##} 世界衛生組織2019年5月14日新聞稿

^{**} 香港長者護理 — 2018至2060年香港長者護理的預計社會成本

^{^^} 立法局2015年6月17日新聞稿：認知障礙

⁺ 您可指定您本人或您保單內的任何一位受益人作為認知障礙保障¹⁰的認知障礙保障收益人

^{**} 「嚴重認知障礙」指由專科註冊醫生並是腦神經專科醫生、精神科專科醫生或神經精神科專科醫生明確診斷受保人為嚴重永久性認知障礙，並因此永久需要他人持續監護的情況，並在滿分為30分的簡短智能測驗中，得分低於10分。

例子

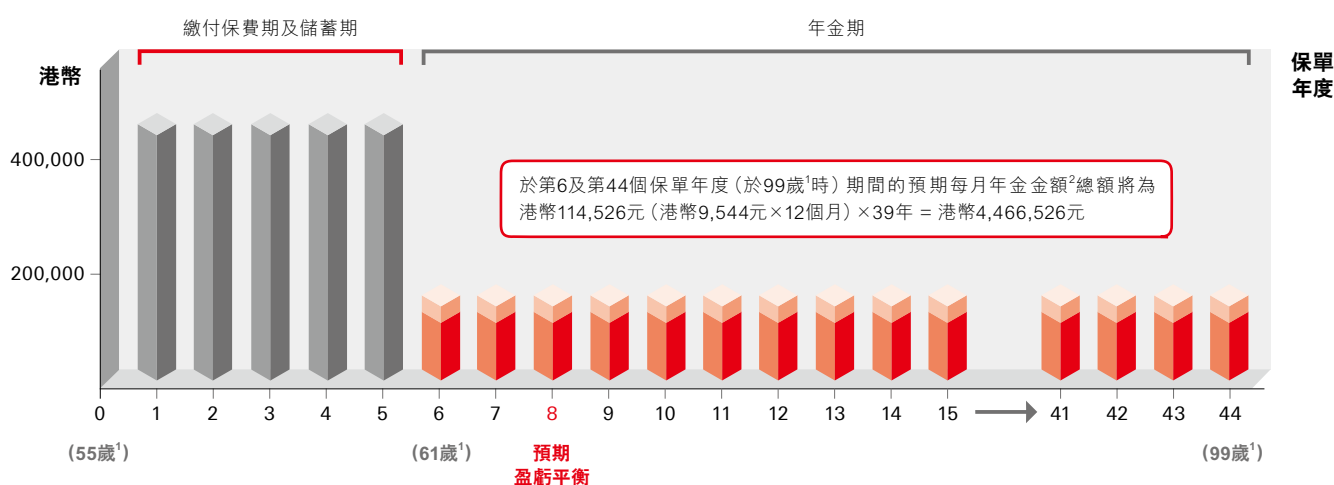
以下例子只供說明之用。不同的繳付保費期、儲蓄期及年金期可適用於不同情況，有關詳情請參閱「計劃摘要」部分。

例子1及2的假設：

- 所有的保費在繳付保費期到期前全數繳付。
- 在保單期內，沒有提取保單內的任何累積紅利及利息，及沒有作出任何影響紅利的調整。
- 計算累積紅利及累積每月年金金額²時所使用的現時年利率為3.2%，此息率並非保證，我們將會不時自行調整息率。實際息率或會比年利率3.2%較低或較高。

例子1：以現金形式收取所有每月年金金額²

投保年齡 ¹	55	年金期	直至99歲 ¹
每年保費	港幣500,014元	每月保證年金金額	港幣7,003元
繳付保費期	5年	每月非保證年金金額	港幣2,541元
儲蓄期	5年	每月年金金額 ²	港幣9,544元 (港幣7,003元+港幣2,541元)



每年保費

已繳總保費⁴：

港幣2,500,071元

每月保證年金金額

每月非保證年金金額

年金期內的每月年金金額²總和：

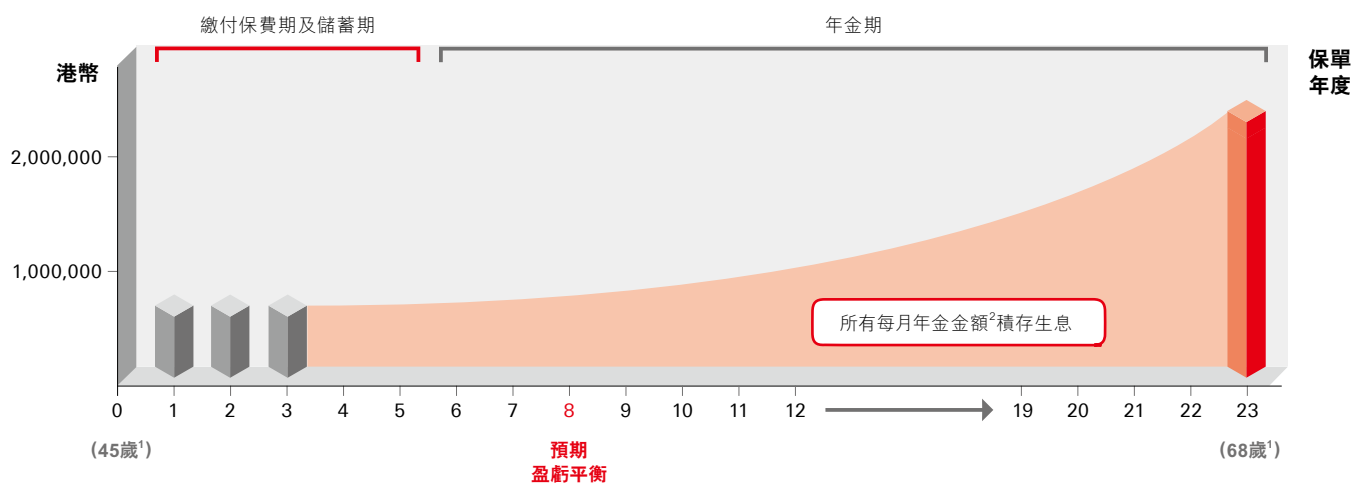
港幣4,466,526元 = 保單期滿時，可獲享已繳總保費⁴的179%

例子

以下例子只供說明之用。不同的繳付保費期、儲蓄期及年金期可適用於不同情況，有關詳情請參閱「計劃摘要」部分。

例子2：所有每月年金金額²存於計劃內積存生息

投保年齡 ¹	45	年金期	20年
每年保費	港幣499,990元	每月保證年金金額	港幣7,062元
繳付保費期	3年	每月非保證年金金額	港幣1,235元
儲蓄期	3年	每月年金金額 ²	港幣8,297元 (港幣7,062元+港幣1,235元)



每年保費

已繳總保費⁴：

港幣1,499,970元

保單期滿時的淨現金價值³

保單期滿時的淨現金價值³：

港幣2,770,245元 = 保單期滿時，可獲享已繳總保費⁴的185%

註：

當參考上述例子時，請留意以下的假設：

- 每月保證年金金額即每月保證基本年金金額²加每月保證額外年金金額²。
- 每月非保證年金金額並非保證及會不時調整。實際未來金額或會比以上說明的較低或較高。
- 累積預計可得紅利為每月非保證年金金額之組成部分。累積預計可得紅利及累積每月年金金額²適用之保單紅利、息率為非保證及不時調整，或會比上述假設較低或較高。
- 以上例子僅供參考，並非旨在預測您就此保單可得的實質金額。
- 於保單期滿時，您可獲享已繳總保費⁴的百分比乃保單期滿時的每月年金金額²總和或累積每月年金金額²加上任何累積紅利及利息再扣除任何債項除以在保單期內已繳總保費⁴的比率。該百分比並非保證。累積每月年金金額²乃根據現時的紅利分配及息率預計，並非保證。我們將會不時自行調整紅利分配和息率。現時息率請參閱保險計劃建議書。

計劃摘要

如何投保盈達？

繳付保費期	3/5年		
儲蓄期	1/3/5年		
年金期	<ul style="list-style-type: none"> 20年；或 直至99歲¹（僅適用於投保年齡¹介乎於55歲至70歲之受保人） 		
保單貨幣	港幣/美元		
保單年期	21/23/25年，或直至99歲 ¹		
合資格申請人士 ⁸	繳付保費期	年金期	投保年齡 ¹
	3	20年	受保年齡 ¹ 35至75歲
	3	至99歲 ¹	受保年齡 ¹ 55至70歲
	5	20年	受保年齡 ¹ 35至70歲
	5	至99歲 ¹	受保年齡 ¹ 55至70歲
保費繳付方法	<p>合計保費金額⁷、按月或按年透過以下方式繳付：</p> <ul style="list-style-type: none"> 滙豐銀行戶口；或 支票；或 滙豐銀行信用卡（不適用於合計保費金額⁷） <p>註：</p> <ul style="list-style-type: none"> 如為合計保費金額⁷保單，除受保人身故或退保外，合計保費金額⁷結餘及其累積利息一經繳付後將不可提取。 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⁴將會比選擇按年繳付的為高。 		
最低每月保證年金金額	港幣2,000元/250美元		
年金金額選擇方式	<p>按月收取現金</p> <ul style="list-style-type: none"> 在年金期內於每個月結日收取每月年金金額²；或 <p>積存生息</p> <ul style="list-style-type: none"> 將每月年金金額²存於計劃內積存生息（如有）（該息率將由本公司不時釐定），直至年金期完結。 <p>註：您可於保單期內任何時間就以上兩項年金金額選擇方式之間轉換。</p>		

計劃摘要

首期年金	<ul style="list-style-type: none"> • 儲蓄期：1年 <ul style="list-style-type: none"> - 由第13個月結日起收取直至年金期完結 • 儲蓄期：3年 <ul style="list-style-type: none"> - 由第37個月結日起收取直至年金期完結 • 儲蓄期：5年 <ul style="list-style-type: none"> - 由第61個月結日起收取直至年金期完結
保證現金價值 — 在保單期內您的保單的現金價值	<p>保證現金價值是根據每月保證年金金額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。</p>
紅利	<p>紅利（如有）為非保證並每年由本公司酌情決定並於該保單年度結束時存入您的戶口內，而您必須在寬限期屆滿前已繳付此保單周年內應繳的所有到期保費。</p> <p>您可獲派發年度紅利（如有），並可選擇：</p> <ul style="list-style-type: none"> • 存於計劃內積存生息（如有）；或 • 以現金收取。 <p>年度紅利及息率（任何累積紅利及利息及任何累積每月年金金額²所賺取的利息），均非保證。</p> <p>每月非保證年金金額須視乎累積的紅利及利息以及預計可得的紅利（如有）而定。累積紅利及利息之金額（如有）於支付每期非保證年金金額後將隨之遞減，直至年金期完結時將減至零。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>
退保利益 — 如您終止保單，或部分退保，您將獲支付的金額	<p>可獲派保證現金價值和：</p> <ul style="list-style-type: none"> • 累積紅利及利息（如有）； • 加上累積每月年金金額²及利息（如有）（如在年金期內退保）； • 加上扣除退保費用後之合計保費金額⁷結餘及其累積利息（如選擇合計保費金額⁷），有關退保費用金額由本公司不時釐定； • 減去任何未償還保單貸款、利息和未付之保費 <p>有關退保費用之詳情，請參閱保單條款。</p>

計劃摘要

<p>身故賠償</p>	<ul style="list-style-type: none"> 於儲蓄期內，身故賠償將相等於受保人身故當日之以下較高金額： <ul style="list-style-type: none"> 保證現金價值的101%；及 基本計劃之已繳總保費⁴的101% 加上任何累積紅利及利息及扣除任何未償還保單貸款、利息和未付之保費。 於年金期內，身故賠償將相等於受保人身故當日之以下較高金額： <ul style="list-style-type: none"> 保證現金價值的101%；及 基本計劃之已繳總保費⁴的101%及扣除任何已派發之每月保證年金金額²總和（如有） 加上任何累積的每月年金金額²和任何累積紅利及利息，扣除任何未償還保單貸款、利息和未付之保費。 <p>如為合計保費金額⁷保單，該總值會包括合計保費金額結餘⁷及其累積利息。</p>
<p>身故賠償安排</p>	<p>按保單持有人所作出的書面指示⁹，受益人將可收取：</p> <ul style="list-style-type: none"> 一筆過全數支付的身故賠償；或 於受保人身故前之累積每月年金金額²的一筆過款項（如有）加按月收取尚未支付的每月年金金額²（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及受保人於年金期內不幸身故）。
<p>附加保障</p>	<p>除上述保障外，您亦可於保單期內享有以下涵蓋附加保障，毋須另繳保費：</p> <ul style="list-style-type: none"> 額外意外死亡保障⁵ 末期疾病保障⁵ 失業延繳保費保障⁶（不適用於合計保費金額⁷保單） <p>及附加以下自選附加保障在您的基本計劃之上，須另繳額外保費：</p> <ul style="list-style-type: none"> 認知障礙保障¹⁰須於投保基本計劃時一併投保，而受保人年齡¹須介乎為55至70歲之間（不適用於合計保費金額⁷保單及1年儲蓄期的保單） <p>有關附加保障之特點、詳細條款及細則以及不保事項，請參閱有關之(1)附加保障保單條款及(2)相關產品概念單張、附加保障單張及認知障礙保障¹⁰保單條款。</p>

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

重要事項

冷靜期

盈達是一份具備儲蓄成份的長期人壽保險計劃，部分保費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，並獲退還已繳付的所有保費及保費徵費。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³可能少於您已繳付的保費總額。

自殺條款

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

保單貸款

您可於年金期開始前申請保單貸款，惟貸款額（包括任何未償還的貸款）不得超過減去任何未償還保單貸款、利息和未付之保費前之淨現金價值³的90%。我們會不時釐定有關貸款的息率，並會向您發出通知。進行任何部分退保後，保單的保證現金價值會因而降低。當保單貸款及應付利息超過淨現金價值³時，您的保單可能會失效。

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

稅務申報及金融罪行

我們或會不時要求關於您及您的保單的相關資料，您必須向我們提供相關資料，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扣除未償還保單貸款、利息和未付之保費前的淨現金價值³；或
- 若我們合理地認為繼續維持您的保單或與您的關係可能會使我們違反任何法律，或任何權力機關可能對我們或滙豐集團成員採取行動或提出譴責；或
- 我們有權根據任何附加保障的條款終止您的保單。

有關終止條款的詳細條款及細則，請參閱保單條款。

合計保費金額⁷方式

合計保費金額⁷方式可讓您預繳所需的保費，於保費到期日扣除所需之每年保費後的合計保費金額⁷結餘將積存生息，息率為非保證並會由我們不時釐定。若合計保費金額⁷及其累積利息超出您的保單所需的總保費，我們將於扣除所有於您的保單下尚欠之保費後將餘額退回。若合計保費金額⁷及其累積利息不足以支付您的保單所需的總保費，我們將以書面要求您儘快繳付保費差額。如您未能支付保費差額，可能令您的保單失效。

有關合計保費金額⁷的主要風險因素詳情，請參閱「主要風險 — 退保之風險」部份。

適用法例

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

漏繳保費

我們會給您30日的繳付保費寬限期。倘若您在寬限期完結時未能付款，您所選擇的不能作廢選擇將會生效。如您未有作出不能作廢選擇，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³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³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³。

只有在截至相關月結日為止的所有到期保費已繳清時，我們才會支付每月年金金額²。

主要風險

在投保盈達前，請您注意以下主要風險：

信貸風險及無力償債風險

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

非保證利益

計算紅利的紅利分配並非保證，並會由我們不時釐定。

每月非保證年金金額須視乎累積的紅利及利息以及預計可得的紅利（如有）金額而定，任何影響紅利的調整，其中可能包括但不限於提取紅利、更改紅利分配或用以計算累積紅利及利息的息率，將導致重新計算每月非保證年金金額；而未來派發的紅利或會作出相應的調整。

累積紅利之利息及累積之每月年金金額²之利息（如有）是根據非保證息率而釐定，我們擁有絕對權利不時調整息率。

派送紅利與否及所派送紅利的金額多少，**取決於我們就保單的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）及保單失效率並不確定，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。

主要風險

延誤或漏繳到期保費的風險

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

退保風險

如您在早期退保，您可收回的款額或會明顯少於您已繳付的保費。若為合計保費金額⁷之保單，則於退保時合計保費金額⁷的結餘及其累積利息需扣除由我們不時釐定的退保費用，及因您所選擇的保費供款年期而異。

流動性風險

我們預期您將持有本保單直至整個保單年期屆滿為止。如您有任何非預期事件而需要流動資金，您可根據保單的相關條款申請保單貸款，或作全數或部分退保以提取現金。但這樣可能導致保單失效或較原有保單期提早終止。此舉必定存在風險，或令您只能收回少於您已繳付的保費的款額。於保費繳付期後，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，而合計保費金額⁷結餘則不可提取。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³。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

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

保單貨幣風險

您須面臨匯率風險。如您選擇 (i) 以外幣作為保單貨幣；或 (ii) 以保單貨幣以外的其他貨幣支付保費或收取賠償額，您實際支付或收取的款額，將因應我們不時釐定的保單貨幣兌本地／繳付保費貨幣的匯率而改變。您必須注意，匯率之波動會對您的款額構成影響，包括繳付保費、保費徵費及支付的賠償額。

有關分紅保單

我們發出的分紅人壽保單提供保證及非保證利益。保證利益可包括身故賠償、保證現金價值及其他利益，視乎您所選擇的保險計劃而定。非保證利益由保單紅利組成，讓保單持有人分享人壽保險業務的財務表現。盈達的保單紅利（如有），將以**年度紅利**方式派發，並由我們每年宣派。一經宣派，年度紅利的金額將獲保證。有關詳情，請參閱本產品冊子的「計劃摘要」部份。

紅利會受哪些因素影響？

年度紅利（如有）並非保證，是否派發保單紅利及其金額多少取決於包括但不限於下列因素：

- 保單資產的投資回報表現；
- 賠償、失效率及營運開支；及
- 對投資的長期表現的預期及以上其他因素。

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

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。

為確保保單持有人之間的公平性，我們將慎重考慮不同保單組別（例如：產品、產品更替及貨幣）的經驗（包括：投資表現），務求每組保單將獲得最能反映其保單表現的公平回報。為平衡您與我們之間的利益，我們已成立一個由專業團隊組成的專責委員會，負責就分紅保單的管理和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) 透過非保證紅利及獎賞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。我們亦會利用**增長資產**，包括股票類投資及另類投資工具如房地產、私募股權或對沖基金，以及結構性產品包括衍生工具，以提供更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如基礎建設債券）	80%-100%
增長資產	0%-20%
• 股票	0%-15%
• 另類投資工具	0%-15%

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：

- 保單的資產過去的投資表現；
- 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；及
- 在一段期間內，經通脹調整的預期經濟增長。

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資產分配比例。

積存息率

您可選擇以不同方式收取紅利、儲蓄現金及年金金額，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），唯受保單條款的相關條款及細則約束。

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：

- 投資組合內債券的孳息率；
- 當時的市況；
- 債券孳息率的展望；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紅利（如有）及積存息率的政策。欲了解更多最新資料，請瀏覽我們的網站 [<https://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. 年齡指受保人或保單持有人（視乎適用情況而定）於下一次生日的年齡。
2. 每月年金金額即每月保證年金金額加上每月非保證年金金額（如有），而其中的每月保證年金金額包括每月保證基本年金及每月保證額外年金。
3. 淨現金價值指於年金期開始前，相等於保證現金價值加上累積紅利及利息，再減去任何未償還保單借款、利息和未付之保費之後的金額。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年金金額²，加上任何累積紅利及利息，再扣除任何未償還保單借貸、利息和未付之保費的金額。
4. 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）。若為合計保費金額⁷保單，合計保費金額⁷結餘將不會用以計算已繳總保費，除非該部分的保費已到期。有關詳細條款及細則，請參閱保單條款。
5. 額外意外死亡保障及末期疾病保障將於受保人年屆80歲¹或支付有關賠償後或保單終止時（以較早者為準）終止。當我們支付有關賠償後，您的保單將會隨即終止。
6. 失業延繳保費保障適用於年齡介乎46歲¹至64歲¹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¹的保單周年日或已清繳所有到期保費或您的保單終止時（以較早者為準）終止。該保障並不適用於合計保費金額⁷保單。
7. 合計保費金額方式可讓您預繳所需的保費。每年應繳之保費將在保費到期日由合計保費金額結餘扣除。詳情請參閱「重要事項 — 合計保費金額方式」部分。如需完全或部分退保，合計保費金額⁴結餘及其累積利息的相關部分在扣除退保費用（退保費用將由本公司自行決定及不時調整）後將被退還。請注意，若您選擇以合計保費金額方式支付保費，您必須確定這筆預繳的保費可保留於計劃內，除受保人身故或退保外，合計保費金額結餘及其累積利息一經繳付後將不可提取。因此，我們建議您應該在申請計劃時選擇適合個人財務狀況的繳付保費方式。
8. 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」、「盈達年金計劃」、「滙豐盈達延期年金計劃」、「聚富入息保險計劃」和「滙豐聚富入息延期年金計劃」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：
 - (1) 超過「保證核保」限額港幣40,000,000元／5,000,000美元，受保人須回答一些簡單的健康問題；或
 - (2) 超過「簡易核保」限額港幣70,000,000元／8,750,000美元，我們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。

註

9. 此書面要求必須於受保人在生時由保單持有人提出並經我們接受及批註。
10. 認知障礙保障為自選附加保障並須另繳額外保費，此保障不適用於合計保費金額⁷保單及1年儲蓄期的保單，受保人年齡¹須介乎為**55至70歲之間**，並須於投保基本計劃時一併投保此保障。

若受保人於儲蓄期內被確診患上嚴重認知障礙，已繳付至認知障礙保障之總保費將會退還給保單持有人，而認知障礙保障亦會隨即終止。若受保人於年金期內被確診患上嚴重認知障礙，每月認知障礙賠償金額為額外100%基本計劃之每月保證年金金額²，而每位受保人每月可享之最高金額為港幣30,000元或3,750美元。每月認知障礙賠償會支付直至受保人身故或年屆99歲¹，以較早者為準。請留意，此自選附加保障並沒有附帶任何退保利益。

認知障礙保障會於以下情況發生當日自動終止（以較早者為準）：

- i) 按相關保單條款在您的保單終止、到期、失效或退保時；或
- ii) 保障終止日；或
- iii) 於儲蓄期間，因受保人罹患嚴重認知障礙而獲退還此保障之已繳保費；或
- iv) 首次每月認知障礙入息已獲支付（惟本保障終止並不影響往後由我們所支付之每月認知障礙入息）；
- v) 在保單期內的任何時候，您基本計劃或此保障的保費未能在繳付保費到期前繳付。

有關此自選附加保障之特點、詳細條款、細則及不保事項，請參閱有關之產品概念單張、附加保障單張及保單條款。

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「盈達年金計劃」如何助您實現個人目標。

歡迎蒞臨滙豐分行，以安排進行理財計劃評估。

瀏覽 www.hsbc.com.hk/insurance

親臨 任何一間滙豐分行

盈達年金計劃

滙豐人壽保險(國際)有限公司

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

香港特別行政區辦事處

香港九龍深旺道1號滙豐中心1座18樓

本公司獲保險業監管局授權及受其監管，於香港特別行政區經營長期保險業務。

「盈達年金計劃」由本公司所承保。

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。本產品由本公司所承保，並只擬在香港特別行政區透過滙豐銷售。

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

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

2019年7月

滙豐人壽保險(國際)有限公司榮獲以下獎項：



INHKEIAP-PB(07)19)TC

認知障礙保障

盈達年金計劃 — 自選附加保障

長者患上認知障礙的概況

根據世界衛生組織（「世衛」）指出，認知障礙是全球導致年長人士殘疾及需要依賴他人照顧的主要原因之一，除患者以外，認知障礙亦同時為其家人及社會帶來一定的負擔*。

在香港，2018年的長者護理成本約港幣388億元。而按估計，有關的成本在2030年及2040年將會分別達到港幣731億元及1,260億元*。總括而言，香港的人均壽命雖然愈來愈長，但與其健康指數卻不是同步增長，因此，家庭成員也會同受影響，需要背負著沉重的責任及負擔。

* 香港長者護理 — 2018至2060年香港長者護理的預計社會成本



認知障礙保障



自選附加保障：

- 須另繳額外保費；
- 不適用於合計保費金額保單及1年儲蓄期的保單；
- 受保人年齡²須介乎為**55至70歲**之間，並須於投保基本計劃時一併投保。

認知障礙是一種腦部逐漸衰退的疾病，常伴有情緒波動及辭不達意的徵狀。在患病晚期，患者將嚴重依賴他人照顧其日常生活所需。

滙豐保險明白到**嚴重認知障礙**對需要照顧親人摯愛的您，不論在身心及經濟上，以至承擔長遠醫療費用，均需面對龐大的壓力。所以，我們與您並肩同行，特意在盈達年金計劃（「盈達」或「基本計劃」）內推出一項自選附加保障 — 認知障礙保障（「保障」）。您只需在您的基本計劃之上繳付額外保費，讓您的經濟狀況在受保人一旦患上嚴重認知障礙時，也能受到適當的保護。

如受保人於儲蓄期內患上嚴重認知障礙：

您已繳付至此自選附加保障之全數保費將退還給您。而此保障亦將會隨即終止。

如受保人於年金期內患上嚴重認知障礙：

您或您的認知障礙保障收益人將可收取之每月認知障礙入息（即**額外100%基本計劃之每月保證年金金額**—每位受保人可享之最高金額為每月港幣30,000元或3,750美元）直至**受保人身故或年屆99歲²**（以較早者為準），不論已選擇之任何年金期。

保單開始

儲蓄期完結

年金期完結（保單結束）

認知障礙保障如何運作？



李先生是一位55歲²的專業人士

- 李先生希望在退休的日子能一直維持穩定的收入。因此，他計劃在退休後定時收取每月年金金額¹，以應付他和太太的生活開支。
- 當李先生留意到他身邊一些朋友的親人患有嚴重認知障礙後，他憂慮自己也會患上此病。所以，他希望若不幸被確診時能為家人減輕可能需要面對的財政負擔。

李先生選擇以盈達年金計劃及認知障礙保障以滿足他的所需：

李先生選擇繳付五年保費，以現金方式收取為期20年的每月年金金額¹。他的太太為基本計劃的唯一受益人，他並同時委任他的太太作為認知障礙保障收益人，以指定他的太太在他於年金期內不幸被確診患上嚴重認知障礙時，可收取基本計劃的每月年金金額¹（每月年金金額¹的支付方式必須為「現金提取」）。

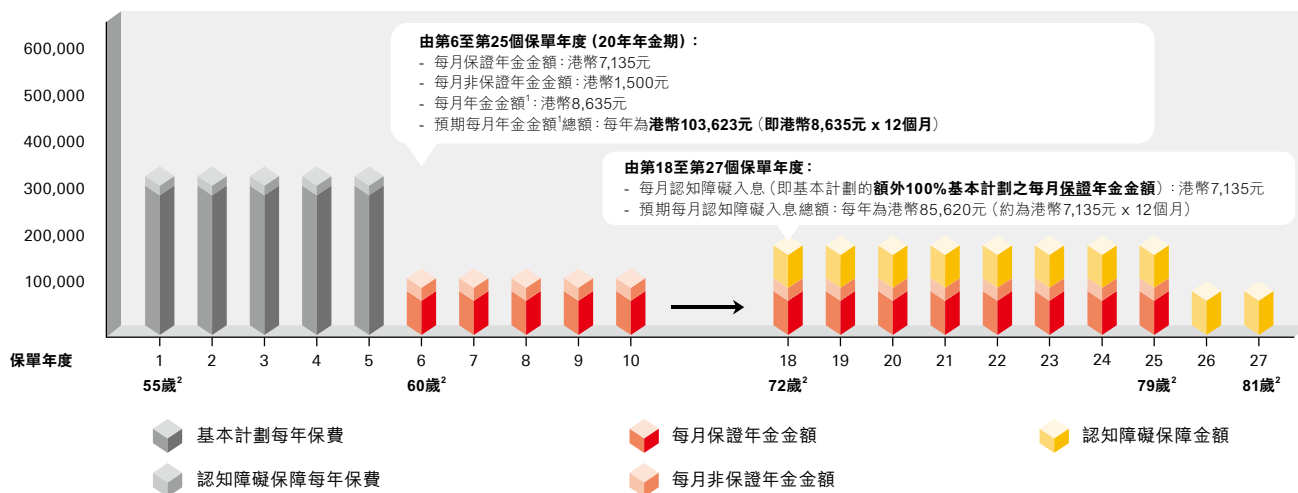
每年保費	港幣300,027元（基本計劃）／港幣11,459元（認知障礙保障）
儲蓄期	5年
年金期	20年
已繳總保費	（基本計劃之保費：港幣300,027元 + 認知障礙保障之保費：港幣11,459元）x 5年保費繳付期 = 港幣1,557,428元

例子

- 李先生在首5年內繳清所有保費。
- 他由60歲²（第6個保單年度）開始收取每月年金金額¹。
- 他於72歲²（第18個保單年度）時被確診患上嚴重認知障礙，並於81歲²（第27個保單年度）身故。



若我不幸被確診患上嚴重認知障礙時，此保障有助減輕家人在我的治療、護理及醫療開支上的財政負擔及壓力，讓我安心無憂。



於20年年金期間之每月年金金額 ¹ 總額：	港幣103,623元 x 20年 = 港幣2,072,460元
直至李先生身故時的每月認知障礙入息總額：	港幣85,620元 x 10年 = 港幣856,200元
預期每月年金金額 ¹ 總額加上每月認知障礙入息總額：	港幣2,928,660元 → 於保單期滿時，可獲已繳總保費的188% ³

投保認知障礙保障前您需要知道什麼？

認知障礙保障為盈達年金計劃的一項自選附加保障。若受保人的年齡²介乎為55至70歲之間，您便可透過繳付額外保費，與基本計劃一併投保此保障，惟本保障不適用於合計保費金額保單及一年儲蓄期的保單，並受限於以下**不保事項**：



不保事項：

1. 受保人在簽發日期、保單日期或保單復效的生效日期（以較遲者為準）前已有的任何已存在的狀況⁵；或
2. 因以下任何情況（直接或間接）導致或促成（全部或部分）的嚴重認知障礙：
 - a) 任何自己蓄意造成的傷害或企圖自殺，不論神志是否清醒；或
 - b) 受到酒精或非由註冊醫生處方的藥物影響而中毒；或
 - c) 任何人體免疫力缺乏病毒（HIV）或任何與HIV有關的疾病，包括後天免疫力缺乏症（即愛滋病），或任何由此而致的突變、衍化或變異；或
 - d) 所有精神疾病相關成因；或
 - e) 可逆轉之器質退化性腦病。



更多認知障礙保障實用資料：

嚴重認知障礙	「 嚴重認知障礙 」指由專科註冊醫生並是腦神經專科醫生、精神科專科醫生或神經精神科專科醫生明確診斷受保人為嚴重永久性認知障礙，並因此永久需要他人持續監護的情況，並在滿分為30分的簡短智能測驗中，得分低於10分。
認知障礙保障收益人	您可指定您本人或您保單內的任何一位受益人作為認知障礙保障收益人，以收取認知障礙保障。如受保人於年金期內不幸被確診患有嚴重認知障礙，您亦可以指定您的認知障礙保障收益人收取基本計劃之每月年金金額 ¹ 及每月認知障礙入息，每月年金金額 ¹ 的支付方式必須為「現金提取」。
認知障礙保障	<ul style="list-style-type: none"> • 若受保人於儲蓄期確診患有嚴重認知障礙：您可收回已繳付予此保障的全數保費，而此附加保障將於保費退還後隨即終止。 • 若受保人於年金期確診患有嚴重認知障礙：您或您指定的認知障礙保障收益人可收取每月認知障礙入息，直至受保人身故或年屆99歲²（以較早者為準）。
保障額	此保障的保障額（「每月認知障礙入息」）為基本計劃之每月保證年金金額 ¹ 的100%，每位受保人最多可收取的金額為每月港幣30,000元或3,750美元。 <small>註：此自選附加保障並沒有任何退保利益。若您退保部分基本計劃，此認知障礙保障的保障額將作出相應的調減。在我們接受此申請後，所減少之保費將由我們決定並顯示於已更改的保單附表內。</small>
保障終止條款	此保障會於以下情況發生當日自動終止（以較早者為準）： <ol style="list-style-type: none"> i) 按相關保單條款在您的基本計劃終止、到期、失效或退保時；或 ii) 保障終止日；或 iii) 於儲蓄期間，因受保人罹患嚴重認知障礙而獲退還此保障之已繳保費；或 iv) 首次每月認知障礙入息已獲支付（惟本保障終止並不影響往後由我們所支付之每月認知障礙入息）；或 v) 在保單期內的任何時候，您基本計劃或此保障的保費未能在繳付保費到期前繳付。

有關此自選附加保障之詳細條款、細則及不保事項，請參閱有關之附加保障單張及保單條款。

註：

1. 每月年金金額即每月保證年金金額加上每月非保證年金金額（如有），而其中的每月保證年金金額包括每月保證基本年金及每月保證額外年金。
2. 年齡指受保人或保單持有人（視乎適用情況而定）於下一次生日的年齡。
3. 已繳總保費之百分比為非保證。有關假設詳情，請參閱「例子假設」部分。
4. 計算累積紅利及利息／累積每月年金金額¹（如有）時所使用的現時年利率為3.2%，此息率並非保證，本公司將會不時自行調整息率。實際息率或會比年利率3.2%較低或較高。
5. 「已存在的狀況」指以下描述的任何狀況或疾病：
 - 以前曾存在或一直存在；或
 - 致病因素以前存在或一直存在；或
 - 受保人知曉該狀況或疾病及其病徵或病狀；或
 - 任何化驗室的測試或調查顯示可能有該狀況或疾病的存在；或
 - 受保人出現認知障礙徵兆或病徵，其包括但不限於喪失記憶力、難以管理時間、不能夠在工作場所、家居或社區獨立活動或缺乏能力照顧自己。

如您需要更多資料或對「已存在的狀況」存有疑問，您須尋求獨立專業意見。

例子假設：

- (i) 以每月形式收取年金金額。每月年金金額¹乃根據現時的紅利分配及息率預計，並非保證及會不時調整。現時息率請參閱保險計劃建議書。實際未來金額或會比以上說明的較低或較高。
- (ii) 所有的保費在繳付保費期到期前全數繳付。
- (iii) 在保單期內，沒有提取保單內的任何累積紅利及利息，及沒有作出任何影響紅利的調整。
- (iv) 計算累積紅利及累積每月年金金額¹（如有）時所使用的現時年利率⁴為3.2%。
- (v) 已繳總保費的息率為非保證的。

主要風險：

- **信貸風險及無力償債風險**—您須承受我們的信貸風險。
- **非保證利益**—計算紅利的紅利分配並非保證，並會由我們不時釐定。派送紅利與否及所派送紅利的金額多少，取決於我們就保單的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、增長資產的價格波動及其他各種市場風險因素所影響。
 - **賠償因素**—實際死亡率及發病率並不確定。
 - **續保因素**—實際退保率（全數或部分退保）及保單失效率並不確定。
 - **開支因素**—已支出及被分配予此組保單的實際直接及間接開支可能較預期為高。
- **延誤或漏繳到期保費的風險**—如有任何延誤或漏繳基本保障及／或自選附加保障到期保費，可能會導致保單終止。結果或令您只能收回明顯少於您已繳付的保費的款額。
- **退保風險**—如您在早期退保，您可收回的款額或會明顯少於您已繳付至基本計劃的保費。認知障礙保障（基本計劃的自選附加保障）並沒有任何退保利益。若您退保部分基本計劃，認知障礙保障的保障額將作出相應的調減。
- **流動性風險**—我們預期您將持有本保單直至整個保單年期屆滿為止。如您有任何非預期事件而需要流動資金，您可根據保單的相關條款申請保單貸款，或作全數或部分退保以提取現金。但這樣可能導致保單失效或較原有保單期提早終止。此舉必定存在風險，或令您只能收回少於您已繳付的保費的款額。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。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**—您必須考慮通貨膨脹風險，因為這可能導致將來的生活費較今天的為高。您或您所指定的受益人將來收到的實質金額仍可能較低。
- **保單貨幣風險**—您須面臨匯率風險。您實際支付或收取的款額，將因應我們不時釐定的保單貨幣兌本地／繳付保費貨幣的匯率而改變。

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及此附加保障：

- 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
- 本公司有權根據任何附加保障的條款終止您的保單。

有關此自選附加保障之特點、詳細條款、細則及不保事項，請參閱有關之附加保障單張及保單條款。

以上圖表所顯示的數字及各價值的相對比例已作整數調整。實際數字會不時調整，或會比上述假設較低或較高。詳情請參閱保險建議書顯示的數字。以上所刊載之資料乃一摘要並只供參考之用，並非旨在預測您就此保單可得的實際金額。您應同時參閱相關的產品冊子、認知障礙保障之附加保障單張、保單條款及保險計劃建議書了解更多詳情。

認知障礙保障為盈達年金計劃的一項自選附加保障。本附加保障由滙豐人壽保險（國際）有限公司（「本公司」或「我們」）所承保，而且是本公司而非香港上海滙豐銀行有限公司（簡稱「滙豐」）之產品，並只擬在香港特別行政區銷售。滙豐為本公司之保險代理商，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，有關產品合同條款的任何糾紛，應直接由本公司與您共同解決。

由滙豐人壽保險（國際）有限公司（註冊成立於百慕達之有限公司）刊發

Optimise the future you deserve

Life is good. But your future could be great with a smart decision today. Planning for a worry-free life has never been easier. EarlyIncome Annuity Plan offers the right protection to help you fulfil your goals in life goals, be it funding your children's education during your family's early years or exploring new horizons during your retirement.



Reward yourself today with a promising future

EarlyIncome Annuity Plan (“EarlyIncome”, “your plan” or “your policy”) simplifies your savings and retirement planning at different stages of your life, and provides stable income in the long run, while protecting you and your loved ones against unforeseen events.

Now you can choose to pay your premium over just a few years and enjoy the freedom of steady annuity payments in the future. With a guaranteed annuity[#], you can keep accumulating your wealth while enjoying life protection at the same time.

How does EarlyIncome work?

EarlyIncome is a life insurance product with a savings element and is not equivalent or similar to any kind of deposit. It offers:

Flexibility



- Flexibility to meet your needs at various stages of your life with **Monthly Annuity Payments² up to age^{1^} 99** after a short accumulation period. Or you can simply opt to **accumulate substantial savings** by deferring the receipt of annuity payments to address your own unique needs and circumstances in the future.

Security



- Future security options for your loved ones with life protection. In the unfortunate event of the life insured’s passing, your beneficiary(ies) will receive – at your discretion – a **Death Benefit in a lump sum or in the form of Monthly Annuity Payments²** for the remaining annuity period.

Return



- A projected breakeven that can be achieved **as soon as the eighth policy year*** for a worry-free return with life protection.

Option



- The choice to **top up** your plan with additional premiums for additional protection **against Severe Dementia¹⁰**.

[#] Annuity payments includes both guaranteed annuity payments and non-guaranteed annuity payments (if any). For details, please refer to sections on “Examples” and “Product Summary”.

[^] Only applicable to the Proposed Insured who is aged¹ 55 to 70.

^{*} Breakeven means that the Net Cash Value³ which is contributed by both guaranteed and non-guaranteed benefits to total premium paid⁴ at a particular policy year is 100%. For the details of non-guaranteed benefits, please refer to section “Key risks - Non-guaranteed benefits”.

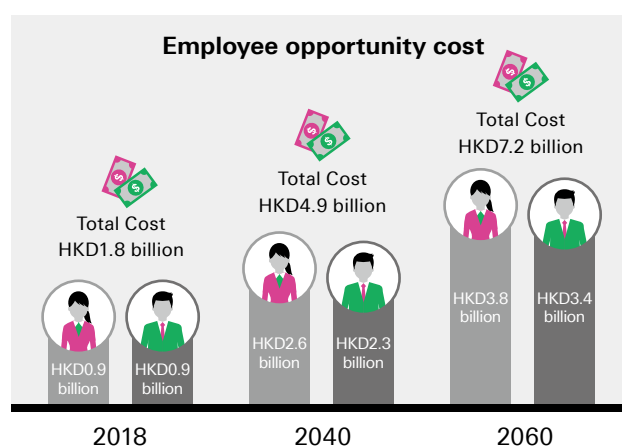
Dementia Protection¹⁰

Optional Supplementary Benefit:

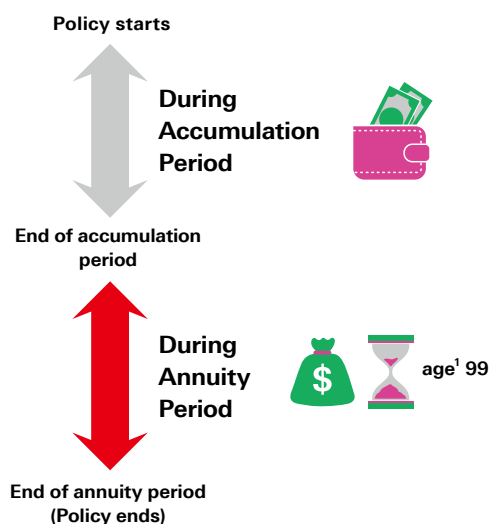
- With additional premiums required;
- Not applicable to aggregate premium⁷ policies and policies with 1-year accumulation period;
- Can only be enrolled together with the application for the basic plan by any life insured aged¹ **between 55 and 70 years**.

Dementia is one of the **major causes of disability and dependency** among aged people^{##} and results in a pressing issue of eldercare in our society. The Hong Kong Council of Social Services estimates that there will be up to **280,000 dementia sufferers in Hong Kong by 2036^{^^}**.

The **financial impact** of dementia is not only on people with dementia, but also on family members providing care. According to research findings, people providing eldercare may even lose career advancement opportunities and income due to their caregiving duties. The opportunity cost is projected to increase approximately four times – from **HKD1.8 billion in 2018 to HKD7.2 billion in 2060^{**}**.



We understand that life is full of unforeseen events that may impact us in various ways. Now with Dementia Protection¹⁰, you can choose to top up your Basic Plan to insure yourself and be protected financially against this disease. You or the Dementia Benefit Recipient⁺ will receive the following benefits to alleviate the potential financial burden if the life insured is diagnosed with Severe Dementia^{10 ++}. You can focus on getting well hassle-free along the journey.



- Your **100% premium paid** to this benefit will be refunded to you. The Dementia Protection¹⁰ will cease after the refund of the premium.
- You or the Dementia Benefit Recipient⁺ will receive an **additional 100% of the Monthly Guaranteed Annuity Payment² of the basic plan**, subject to a maximum amount of HKD 30,000 / USD 3,750 per month per life insured, until **the life insured passes away or reaches age¹ 99** (whichever is earlier) regardless of the annuity period as chosen.

Please refer to the respective concept flyer, supplementary benefit factsheet and Policy Provisions for the detailed terms and conditions and exclusions of this optional supplementary benefit.

More peace of mind from EarlyIncome

Embedded Supplementary Benefits:

(Subject to eligibility – **With no additional premiums required**)

EarlyIncome will ensure your loved ones are looked after with a **Death Benefit**. What's more, it provides financial assistance to cover unexpected expenses with various embedded supplementary benefits during the policy term.

Additional Accidental Death Benefit⁵



- Should the life insured pass away from an accident before the end of the Policy Term or the age¹ of 80 (whichever is earlier), an additional 30% of the total premium paid⁴ will be paid to your Beneficiary(ies) in addition to the Death Benefit payable under your policy.

Terminal Illness Benefit⁵



- The Death Benefit will be paid in advance if the life insured is diagnosed with a terminal illness before the end of the Policy Term or the age¹ of 80 (whichever is earlier) and the illness is likely to result in death within one year. Your policy will end upon the Terminal Illness Benefit⁵ payment.

Unemployment Benefit⁶

(Not applicable to the aggregate premium⁷ policy)



- If the Policyholder has become unemployed for at least 30 consecutive days before the age¹ of 65, the Grace Period for premium payments will be extended up to 365 days, during which the life insured will continue to enjoy the policy's full protection.

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

Easy Application

Application for an EarlyIncome Annuity Plan is easy. Approval is generally guaranteed⁸ and medical examinations are not required.



^{##} News release (14 May 2019) - World Health Organization

^{**} Eldercare Hong Kong – The Projected Societal Cost of Eldercare in Hong Kong 2018 to 2060

^{^^} Legco news release (17 June 2015): Dementia

^{*} You may designate a beneficiary, other than yourself, in your Policy as the Dementia Benefit Recipient to receive the Dementia Protection¹⁰ benefit.

^{**} "Severe Dementia" means an unequivocal diagnosis by a Registered Medical Practitioner who is a specialist of Neurologist, Psychiatrist or Neuropsychiatrist of severe permanent cognitive impairment resulting in the permanent need for continuous supervision of the life insured, with a Mini Mental State Examination score of less than 10 out of 30-point questionnaire.

Examples

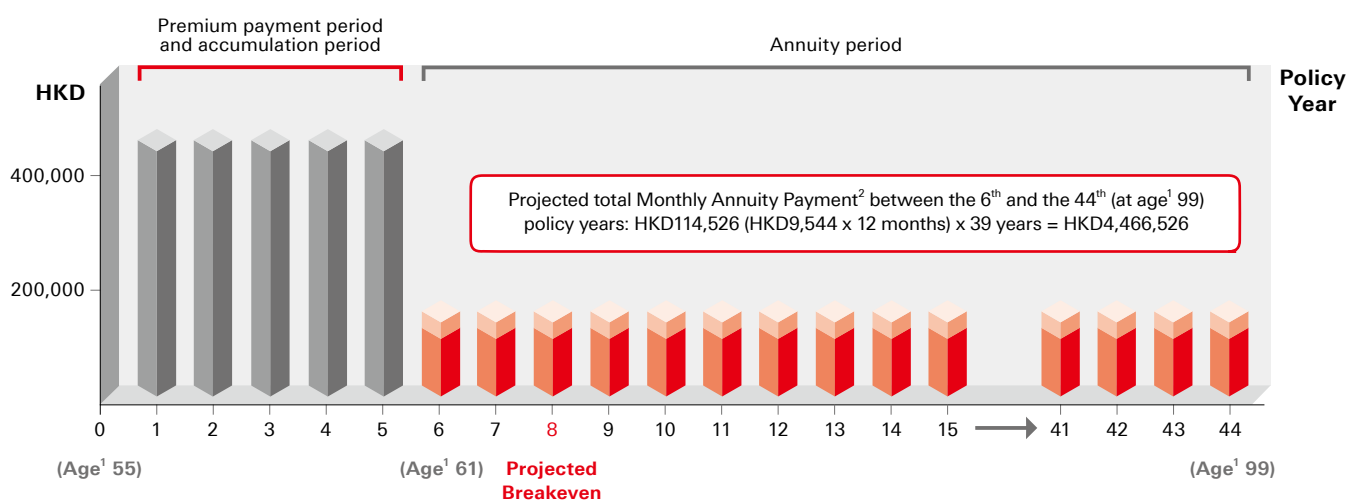
The following example is for illustration only. There are various premium payment periods, accumulation periods and annuity periods to suit different circumstances. For details, please refer to the section "Product Summary".

Assumptions for Example 1 and 2

- All premiums are paid in full when due during the premium payment period.
- No withdrawal of accumulated dividends and interest under your policy and no adjustment affecting the dividends has been made during the policy term.
- The current interest rate used for accumulated dividends and interest/accumulated Monthly Annuity Payments² is 3.2% p.a.. This interest rate is not guaranteed and may be adjusted by us at our discretion from time to time. The actual interest rate may be lower or higher than 3.2% p.a..

Example 1: Receive all Monthly Annuity Payments² in cash

Issue age ¹	55	Annuity period	To age ¹ 99
Annual premium	HKD500,014	Monthly Guaranteed Annuity Payment	HKD7,003
Premium payment period	5 years	Monthly Non-guaranteed Annuity Payment	HKD2,541
Accumulation period	5 years	Monthly Annuity Payment ²	HKD9,544 (HKD7,003+HKD2,541)



Annual Premium

Total premium paid⁴:

HKD2,500,071

Monthly Guaranteed Annuity Payment

Monthly Non-guaranteed Annuity Payment

Total Monthly Annuity Payment² during annuity period:

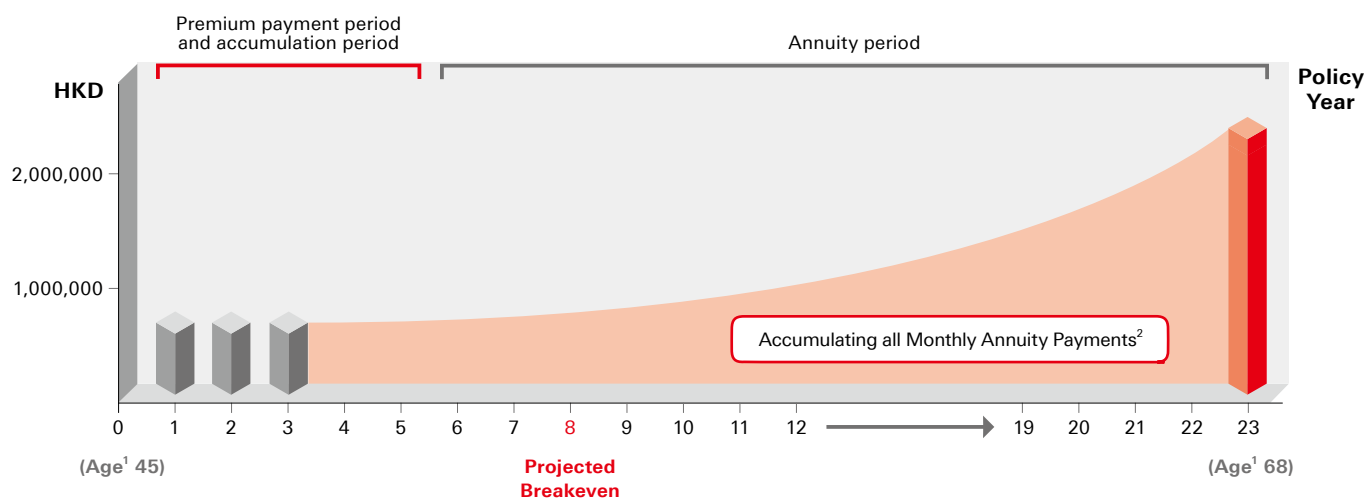
HKD4,466,526 = 179% of total premium paid⁴ at maturity

Examples

The following example is for illustration only. There are various premium payment periods, accumulation periods and annuity periods to suit different circumstances. For details, please refer to the section "Product Summary".

Example 2: Roll over all Monthly Annuity Payments² under the Policy

Issue age ¹	45	Annuity period	20 years
Annual premium	HKD499,990	Monthly Guaranteed Annuity Payment	HKD7,062
Premium payment period	3 years	Monthly Non-guaranteed Annuity Payment	HKD1,235
Accumulation period	3 years	Monthly Annuity Payment ²	HKD8,297 (HKD7,062+HKD1,235)



Annual Premium

Total premium paid⁴:

HKD1,499,970

Net Cash Value³ at maturity

Net Cash Value³ at maturity:

HKD2,770,245 = 185% of total premium paid⁴ at maturity

Notes:

When considering the above examples, please note the following:

- Monthly Guaranteed Annuity Payment means Monthly Guaranteed Base Annuity² plus Monthly Guaranteed Additional Annuity².
- The amount of the Monthly Non-guaranteed Annuity Payment is not guaranteed and may vary from time to time. The actual future amount may be lower or higher than that illustrated above.
- Policy dividends and interest rate applied to accumulated projected dividends, which form part of the Monthly Non-guaranteed Annuity Payments, and accumulated Monthly Annuity Payments² are not guaranteed and may change from time to time which may be lower or higher than those illustrated above.
- The example is shown for reference only and does not intend to predict the actual amounts payable under your policy.
- At maturity, the percentage of total premium paid⁴ that you may get is the ratio of total Monthly Annuity Payment² or accumulated Monthly Annuity Payment² received at the end of the policy term plus any accumulated dividends and interests less any outstanding policy loans, interest and premiums to total premium paid⁴ and such percentage is not guaranteed. The accumulated Monthly Annuity Payment² is projected based on the current dividend scales and interest rate(s) which are not guaranteed. We may adjust the dividend scale and the rates of interest at its discretion from time to time. Please refer to the insurance proposal for the current interest rate.

Product summary

How can you apply for EarlyIncome?

Premium payment period	3/5 years		
Accumulation period	1/3/5 years		
Annuity period	<ul style="list-style-type: none"> • 20 years; or • To age¹ 99 (only available to the Proposed Insured who is aged¹ 55 to 70) 		
Policy currency	HKD/USD		
Policy term	21/23/25 years, or to age ¹ 99		
Eligible applicant⁸	Premium payment period	Annuity period	Issue age ¹
	3	20 years	Insurance Age ¹ 35 to 75
	3	To age ¹ 99	Insurance Age ¹ 55 to 70
	5	20 years	Insurance Age ¹ 35 to 70
	5	To age ¹ 99	Insurance Age ¹ 55 to 70
Premium payment method	Aggregate premium ⁷ , monthly or annually, through: <ul style="list-style-type: none"> • HSBC bank account; or • Cheque; or • HSBC credit card (not applicable to aggregate premium⁷) Notes: <ul style="list-style-type: none"> • For aggregate premium⁷ option, no withdrawal from the balance of the aggregate premium⁷ together with interests accumulated is allowed once paid except in the event of death or surrender. • If you choose to pay your premium monthly in respect of a policy year, the total premium paid⁴ for that policy year will be higher than if you pay annually. 		
Minimum Monthly Guaranteed Annuity Payment	HKD2,000/USD250		
Annuity payment option	Payment at monthly interval <ul style="list-style-type: none"> • Receive Monthly Annuity Payment² on each Monthiversary during the Annuity Period; or Rollover <ul style="list-style-type: none"> • Accumulate all paid Monthly Annuity Payment² to earn interests (if any) (the interest rate will be determined at our discretion from time to time) until the end of the Annuity Period. Note: You can opt to switch between these two annuity payment options anytime during the policy term at your choice.		

Product summary

<p>First annuity payment</p>	<ul style="list-style-type: none"> • Accumulation Period: 1 year <ul style="list-style-type: none"> - Pay from the 13th Monthiversary until the end of the Annuity Period • Accumulation Period: 3 years <ul style="list-style-type: none"> - Pay from the 37th Monthiversary until the end of the Annuity Period • Accumulation Period: 5 years <ul style="list-style-type: none"> - Pay from the 61st Monthiversary until the end of the Annuity Period
<p>Guaranteed Cash Value – The cash value of your policy at any time during the policy term</p>	<p>Guaranteed Cash Value is calculated by reference to the Monthly Guaranteed Annuity Payment and the tabular cash value rates shown in the Policy Schedule. Such rates, and therefore the Guaranteed Cash Values, will vary by Policy Year.</p>
<p>Dividends</p>	<p>Dividend, if any, is non-guaranteed so whether dividend will be paid or the amount of dividend will be determined annually by us and any such dividend will be paid to your policy on each Policy Anniversary, provided that the premiums due to such anniversary have been paid before the expiry of the grace period.</p> <p>You may receive annual dividends (if any) by the following means:</p> <ul style="list-style-type: none"> • accumulate in your Plan with interest (if any); or • take out as cash. <p>The annual dividends and interest rates (earned on any accumulation interest rate on dividends and Monthly Annuity Payment²) are not guaranteed.</p> <p>The Monthly Non-guaranteed Annuity Payment is derived from accumulated dividends and interest and projected dividends (if any). The amount of accumulated dividends and interest (if any) after each Monthly Non-guaranteed Annuity Payment will gradually decrease with the intention that it will be reduced to zero at the end of the Annuity Period. Please refer to section “Key risks - Non-guaranteed benefits” for the details of key risk factors.</p>
<p>Surrender Benefit – the amount you will receive if you terminate your policy or a portion thereof</p>	<p>Guaranteed Cash Value plus:</p> <ul style="list-style-type: none"> • Accumulated dividends and interests (if any); • If surrender is made during the Annuity Period: Plus any accumulated Monthly Annuity Payment² and interests • If aggregate premium⁷ option is chosen: Plus balance of aggregate premium⁷ together with interests accumulated after deduction of Surrender Charge as determined by us from time to time • Less any outstanding policy loans, interest and premiums <p>For the details of the Surrender Charge, please refer to Policy Provisions.</p>

Product summary

<p>Death Benefit</p>	<ul style="list-style-type: none"> • During the accumulation period, Death Benefit payable is the higher of: <ul style="list-style-type: none"> - 101% of the Guaranteed Cash Value and; - 101% of the total premium paid⁴ for the Basic Plan at the date of death of the life insured, plus any accumulated dividends and interest less any outstanding policy loans, interest and premiums • During the annuity period, Death Benefit payable is the higher of: <ul style="list-style-type: none"> - 101% of the Guaranteed Cash Value and; - 101% of the total premium paid⁴ for the basic plan, less any total Monthly Guaranteed Annuity Payment² paid (if any) at the date of death of the life insured, plus any accumulated Monthly Annuity Payment² and any accumulated dividends and interest less any outstanding policy loans, interest and premiums. <p>If your policy is paid by aggregate premium⁷, the Death Benefit includes the balance of the aggregate premium⁷ and any interests accrued to the balance of aggregate premium⁷.</p>
<p>Death Benefit settlement</p>	<p>Based on the written instruction⁹ of the Policyholder, the Beneficiary(ies) will receive:</p> <ul style="list-style-type: none"> • the Death Benefit in one lump sum payment; or • Accumulated Monthly Annuity Payment² (if any) before the life insured's death in one lump sum; plus the unpaid Monthly Annuity Payment² until the end of the Annuity Period (Note: This option is only applicable if it is elected when the life insured is alive and the life insured's death occurs during the Annuity Period) .
<p>Supplementary benefits</p>	<p>In addition to the above benefits, you may be eligible for the following embedded supplementary benefits during the policy term, with no additional premiums required:</p> <ul style="list-style-type: none"> • Additional accidental death benefit⁵ • Terminal illness benefit⁵ • Unemployment benefit⁶ (Not applicable to aggregate premium⁷ policies) <p>And the following optional supplementary benefit by topping up your basic plan with additional premiums required:</p> <ul style="list-style-type: none"> • Dementia Protection¹⁰ can only be enrolled together with the application for the basic plan by any life insured aged¹ between 55 and 70 years (Not applicable to aggregate premium⁷ policies and policies with 1-year accumulation period) <p>For features, detailed terms and conditions and exclusion, please refer to the respective (1) Policy Provisions of the embedded supplementary benefits and (2) respective concept flyer, supplementary benefit factsheet and Policy Provisions for Dementia Protection¹⁰.</p>

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

Important notes

Cooling-off period

EarlyIncome is a long-term life insurance plan with a savings element. Part of the premium pays for the insurance and related costs including but not limited to policy acquisition, maintenance and claims costs.

If you are not satisfied with your policy, you have a right to cancel it within the cooling-off period and obtain a refund of any premiums and levies 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 your policy before the end of the policy term, the projected Net Cash Value³ may be less than the total premium you have paid.

Suicide

If the life insured dies by suicide within one year of the Issue Date or from the effective date of reinstatement, whichever is later, whether sane or insane, 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.

Policy Loan

You may apply for a policy loan before the commencement of the Annuity Period, provided that the amount borrowed (including any previous unpaid borrowed amount) does not exceed 90% of the Net Cash Value³ 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 will reduce the Guaranteed Cash Value. Should the policy loan with interest exceed the Net Cash Value³ before any outstanding policy loans, interest and premiums, your 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) 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 benefit 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 payment by the end of the Grace Period; or
- The Policy Loan with accrued interest exceeds the Net Cash Value³ before outstanding policy loans, interest and premiums; or
- We reasonably consider that by continuing your policy or the relationship with you, we may break any laws or we, or a member of the HSBC Group, may be exposed to action or censure from any authority; or
- We have the right to terminate according to any supplementary benefits terms.

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

Aggregate premium⁷ option

The aggregate premium⁷ option allows you to pre-pay the required premiums. The balance of the aggregate premium⁷ after deducting the annual premium on the relevant premium due dates will be accumulated with interests at such interest rate which is not guaranteed and may change from time to time at our discretion. If the aggregate premium⁷ together with interests accumulated exceed the total premiums required under your policy, any balance amount will be refunded to you as soon as all premiums due under your policy have been settled. If the aggregate premium⁷ together with interests accumulated are not sufficient to cover the total premiums required under your policy, you will then be requested to settle the premium shortfall upon receiving our written notification for the premiums due. Any failure to pay for the premium shortfall may result in lapsation of your policy. Please refer to section "Key risks - Risk from surrender" for the details of key risk factors for aggregate premium⁷.

Please refer to section "Key risks - Risk from surrender" for the details of key risk factors for aggregate premium⁷.

Applicable laws

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

Missing premium payment

We will give you a 30-day Grace Period for making premium payments. If you cannot make the payment by the end of the Grace Period, 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 Value³ of your policy calculated immediately before the due date of the relevant unpaid premium is greater than the amount of the unpaid premium. We will apply interest on such a loan at a rate determined by us from time to time. If the Net Cash Value³ at the time is not enough to cover the unpaid premium, your policy will be discontinued and we will pay you the Net Cash Value³ as at the due date of the first unpaid premium.

Please note that the Monthly Annuity Payment² will only be paid if all premiums due up to the relevant Monthiversary have been fully paid.

Key risks

Please take note of the following key risks before taking out the EarlyIncome policy:

Credit and insolvency risks

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

Non-guaranteed benefit

The scales for calculating dividends are not guaranteed and are determined by us from time to time.

The Monthly Non-guaranteed Annuity Payment is mainly derived from the accumulated dividends and interests and projected dividends (if any). Any adjustment affecting the dividends, which may include but is not limited to dividend withdrawal, change of dividend scale or applicable accumulation interest rate on dividends, will trigger re-calculation of the Monthly Non-guaranteed Annuity Payment and the future dividends to be credited in your policy may be adjusted accordingly.

The accumulation interest rate on dividends and Monthly Annuity Payments² (if any) is not guaranteed and may be adjusted by us at its discretion from time to time.

Whether dividends are payable and the size of the dividends to be paid **depend on how well we have 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 rate and its outlook** (which affect both interest earnings and values of assets), fluctuations in prices of growth assets and various market risks including but not limited to currency risk, credit spread and default risk.
- **Claims factors – The actual experience of mortality and morbidity is uncertain** which may lead to a higher than expected claim or living benefit payment and impact the overall performance of the product.
- **Persistency factors – The actual experience of policy surrender (full or partial) and policy lapse is uncertain**, and therefore it has impacts on both the current performance and future return of the portfolio of the policies.
- **Expense factors – The actual amount of any direct** (e.g. commission, underwriting, policy acquisition and maintenance expenses) **and indirect expenses** (e.g. general overhead costs) **incurred and apportioned to the group of policies may be higher than expected** and impact the overall performance of the product.

Key risks

Risks from the delay or missing the payment of premiums due

Delayed or missed payments **may lead to a discontinuation of your policy. As a consequence, you will only receive an amount which may be significantly less than the premiums you paid.**

Risk from surrender

If you surrender your policy in the early years, **you may receive an amount significantly less than the premiums paid.** For aggregate premium⁷ policy, a Surrender Charge to be determined at our discretion from time to time will be imposed on the balance of the aggregate premium⁷ together with interest accumulated upon Policy Surrender and it varies by the premium payment period you have chosen.

Liquidity risk

We would expect you to keep your policy for the entire policy term. In the event that you have liquidity needs for any unexpected events, you may apply for a policy loan or surrender your policy in full or in part for cash pursuant to the policy terms. However, **this may cause your policy to discontinue or to be terminated earlier than the original policy term. There is always a risk that you could only receive an amount which may be less than the premiums you paid.** After premium payment period, you may also apply for withdrawal of any amounts that are accumulated within your policy, but the amount available for withdrawal is not guaranteed and the withdrawal of aggregate premium⁷ balance is not allowed. **Any partial surrender, Policy Loan, accrued loan interest and withdrawal will reduce the Death Benefit and Net Cash Value³. Consequently, the value payable under certain circumstances such as surrender or maturity will be reduced.**

Inflation risk

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

Policy currency risk

You are exposed to exchange rate risks. If you choose (i) to set a foreign currency as your policy currency, or, (ii) to pay premiums or receive benefits in currencies other than the policy currency, **the actual amount you paid or received will then be subject to the prevailing exchange rate** determined by us between the policy currency and the local/payment currencies. You must take note that exchange rate fluctuations may affect your payment amounts including premium payments, levy payments and benefit payments.

More about participating policy

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

For EarlyIncome, the policy dividends, if any, is in the form of **Annual dividends**, which are declared by us on an annual basis. Once declared, the amount of annual dividends for the year is guaranteed.

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

What factors will affect your dividends?

The annual dividends, if any, is not guaranteed. The size of the dividends and whether it is payable depend on factors including but not limited to:

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

If the performance over the long term is better than expected, the 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 also 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.

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 return and expected future investment performance
- Insurance risks (eg lapses, surrenders and claims of different groups of policies)
- Operating expense (eg our underwriting and general overhead costs)

More about participating policy

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, consideration 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 non-guaranteed dividends and bonuses; 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 such as infrastructure debt)	80%-100%
Growth Assets	0%-20%
• Equities	0%-15%
• Alternative investments	0%-15%

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

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

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

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

Accumulation interest rate

You can choose to receive your dividends and annuity payments in cash or you may leave them with us to accumulate with interest (if any) subject to the relevant terms and conditions as specified in the Policy Provisions.

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

- Portfolio bond yields;
- Prevailing market conditions;
- Expectation of bond yields; and
- The likelihood and duration of policyholders leaving their payment for accumulation.

The policy of determining the dividends (if any) and accumulation of interest rates may be reviewed and adjusted by us from time to time. For more updated information, please visit our website [<https://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. Age means the age of the life insured or the Policyholder where applicable at his/her next birthday.
2. Monthly Annuity Payment means Monthly Guaranteed Annuity Payment which consists of Monthly Guaranteed Base Annuity and Monthly Guaranteed Additional Annuity plus Monthly Non-guaranteed Annuity Payment (if any).
3. Net Cash Value means before the commencement of the Annuity Period, an amount equal to the sum of Guaranteed Cash Value plus accumulated dividends and interest, less any outstanding policy loans, interest and premiums. On or after commencement of the Annuity Period, Net Cash Value means sum of the Guaranteed Cash Value and any accumulated Monthly Annuity Payment², plus any accumulated dividends and interest, less any outstanding policy loans, interest and premiums.
4. Total premium paid refers to the total amount of premiums due for the Basic Plan (whether or not actually paid) as of the date of death of the life insured. For aggregate premium⁷ policy, the balance of aggregate premium⁷ will not be counted as the total premium paid until such part of premium is due. Please refer to the Policy Provisions for detailed terms and conditions.
5. Additional Accidental Death Benefit and Terminal Illness Benefit will terminate when the life insured attains the age¹ of 80 or payout of the relevant benefits or the Policy is terminated (whichever is earlier). Your policy will terminate once we pay this benefit.
6. Unemployment benefit is applicable to any policyholder aged¹ between 46 and 64 years who is the holder of a Hong Kong Identity card. The benefit will terminate on the policy anniversary at which the policyholder attains the age¹ of 65 or all due premiums have been paid or your policy is terminated (whichever is the earliest). Such benefit is not applicable for aggregate premium⁷ policy.
7. The aggregate premium option allows you to pre-pay the required premiums. The required annual premium will then be deducted from the aggregate premium balance on the relevant premium due dates. Please refer to section "Important notes - Aggregate premium option" for the details. If you surrender your policy in full or in part, the relevant portion of the balance of aggregate premium together with interests accumulated will be paid subject to deduction of a Surrender Charge to be determined at our discretion from time to time. Please be aware that if you choose the aggregate premium option, you should ensure that you can afford to leave your pre-paid lump sum in your policy as no withdrawal from the balance of the aggregate premium together with interests accumulated is allowed once paid except in the event of death or surrender. You are therefore advised to choose at the time of application the premium payment method that best fit your financial circumstances.
8. 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, EarlyIncome Annuity Plan, HSBC EarlyIncome Deferred Annuity Plan, Income Goal Insurance Plan and HSBC Income Goal Deferred Annuity Plan are
 - (1) more than the "guaranteed approval" limit of HKD40,000,000/USD5,000,000, the life insured is required to complete a number of simple health questions; or
 - (2) more than the simplified underwriting limit of HKD70,000,000/USD8,750,000, the application will be further reviewed by us, and the acceptance of the application will be subject to our discretion.

9. The written request must be made by the Policyholder and is accepted and endorsed by us while the life insured is alive.
10. The Dementia Protection is an optional supplementary benefit requiring additional premiums. It is not applicable for aggregate premium⁷ policies and policies with 1-year accumulation period and can only be enrolled together with the application for the basic plan by any life insured aged¹ **between 55 and 70 years**.

The total premium paid for the Dementia Protection will be refunded to the policyholder if the life insured is diagnosed with Severe Dementia during the accumulation period, and the Dementia Protection will cease. The benefit amount for the Monthly Dementia Income is an additional 100% of Monthly Guaranteed Annuity Payment² of the basic plan, subject to a maximum amount of HKD 30,000/USD3,750 per month per life insured, if the life insured is diagnosed with Severe Dementia during the annuity period. The Monthly Dementia Income is payable until the earlier of the Insured's age¹ of 99 or life insured's death. Please note that there is no surrender benefit for this optional supplementary benefit.

This benefit will automatically terminate from the earliest of the following dates:

- i) If whenever applicable, your basic plan terminates, expires, lapses, or is surrendered in accordance with the relevant provisions of your Policy; or
- ii) The Benefit Cessation Date; or
- iii) Upon the refund of premiums paid for this benefit as the result of life insured's diagnosis of Severe Dementia during accumulation period; or
- iv) Upon the first payment of the Monthly Dementia Income (Termination of this benefit shall not prejudice the ongoing payment of the Monthly Dementia Income by us); or
- v) If whenever applicable during the policy term, your premium payments for basic plan or this benefit is missed.

Please refer to the respective concept flyer, supplementary benefit factsheet and Policy Provisions for its features, detailed terms, conditions and exclusions.

More information

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

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

Click www.hsbc.com.hk/insurance

Visit any HSBC branch

EarlyIncome Annuity Plan

HSBC Life (International) Limited

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

Hong Kong SAR office

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

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

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

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

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

July 2019

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



INHKEIAP-PB(07)19E

Dementia Protection

EarlyIncome Annuity Plan - Optional Supplementary Benefit

Prevalence of dementia among the elderly

According to the World Health Organisation ("WHO"), dementia is one of the major causes of disability and dependency among older people worldwide and places significant burdens on families and societies*.

In Hong Kong, the cost of eldercare is around **HKD38.8 billion** per year in 2018 and is projected to rise to **HKD73.1 billion** by 2030, and **HKD126 billion** by 2040*. Life expectancy is increasing, but healthy aging isn't, thus, the responsibilities being placed on family members could have detrimental effects and place huge burdens on their shoulders.

* Eldercare Hong Kong – The Projected Societal Cost of Eldercare in Hong Kong 2018 to 2060.



Dementia Protection



Optional Supplementary Benefit:

- With additional premiums required;
- Not applicable to aggregate premium policies and policies with 1-year accumulation period;
- Can only be enrolled together with the application for the basic plan by any life insured aged² **between 55 and 70 years**.

Dementia is a progressive disease of the brain, and it is often accompanied by fluctuating emotions and poor verbal expression. In the later stages of the disease, dementia sufferers rely heavily on others to help them with their daily needs.

At HSBC Life, we understand that **Severe Dementia** can be overwhelming for those with the physical or financial responsibility to take care of loved ones and shoulder the long-term medical costs. That's why we introduce Dementia Protection ("benefit") which is an optional supplementary benefit of the EarlyIncome Annuity Plan ("EarlyIncome" or "basic plan"). By paying an additional premium on top of your basic plan, you can cover yourself against the financial burdens if the life insured is diagnosed with Severe Dementia.

If the life insured is diagnosed with Severe Dementia during the accumulation period:

You will recover your **premiums paid for this optional supplementary benefit** which will terminate right after the refund of premium.

If the life insured is diagnosed with Severe Dementia during the annuity period:

You or the Dementia Benefit Recipient will receive the Dementia Monthly Income which is an **additional 100% of the Monthly Guaranteed Annuity Payment** of the basic plan, subject to a maximum amount of HKD 30,000 / USD 3,750 per month per life insured, until **the life insured passes away or reaches age³ 99** (whichever is earlier) regardless of the annuity period as chosen.



Policy starts



End of accumulation period



End of annuity period (Policy ends)

How does Dementia Protection work?



Mr Lee is a 55-year-old² professional

- Mr Lee has a strong desire for a stable income throughout his retirement years. He plans to receive Monthly Annuity Payments¹ after his retirement to support the living expenses of his wife and himself.
- When he noticed that some of his friends had relatives with Severe Dementia, he is worried about getting the disease himself, and wanted to alleviate the potential financial burden for his family just in case.

Mr Lee chooses EarlyIncome Annuity Plan and Dementia Protection to meet his needs:

Mr Lee pays his premiums in 5 years in order to receive Monthly Annuity Payments¹ in cash for 20 years. Meanwhile, Mr Lee nominates his wife who is the sole beneficiary of his basic plan as the Dementia Benefit Recipient and also assigns her to receive the Monthly Annuity Payments¹ of the basic plan ("Cash out" has to be selected as the payment option of the Monthly Annuity Payment¹) should he be diagnosed with Severe Dementia during the annuity period.

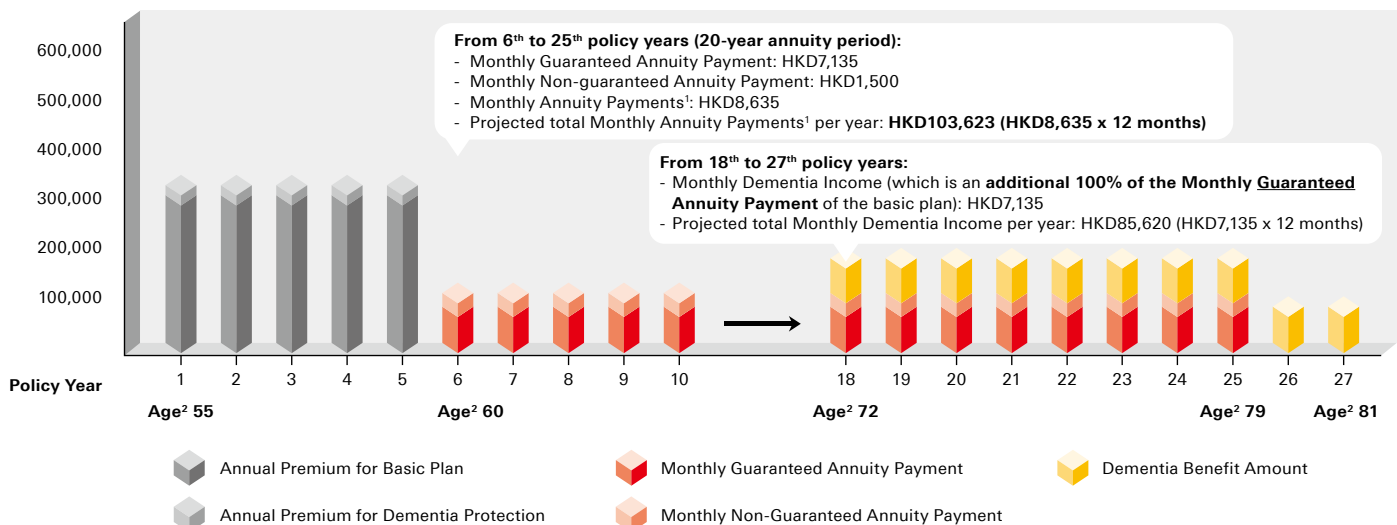
Annual premium	HKD300,027 (for basic plan) / HKD11,459 (for Dementia Protection)
Accumulation period	5 years
Annuity period	20 years
Total premium paid	(Basic plan premium of HKD300,027 + Dementia Protection premium of HKD11,459) x 5 years premium payment period = HKD1,557,428

Example

- Mr Lee has paid up all his premiums in the first 5 years.
- He starts to receive Monthly Annuity Payments¹ from age² 60 (6th policy year).
- He **is diagnosed with Severe Dementia at age² 72 (18th policy year) and passes away at age² 81 (27th policy year).**



"This benefit gives me peace of mind and relieves my family of the financial burden and pressure of the treatment, nursing and medical expenses if I am diagnosed with Severe Dementia."



Total Monthly Annuity Payment ¹ for 20-year annuity period:	HKD103,623 x 20 years = HKD2,072,460
Total Monthly Dementia Income until Mr Lee passes away:	HKD85,620 x 10 years = HKD856,200
Projected total Monthly Annuity Payment ¹ plus total Monthly Dementia Income:	HKD2,928,660 → 188%³ of total premium paid at maturity

What do you need to know before applying for Dementia Protection?

Dementia Protection is an optional supplementary benefit of the EarlyIncome Annuity Plan. You can enroll for this benefit together with the application for the basic plan if the life insured is aged² between 55 and 70 years by paying additional premiums. However, this benefit is not applicable to aggregate premium policies and policies with 1-year accumulation periods and is subject to the **following exclusions**:



Exclusions:

1. Any pre-existing condition⁵ from which the life insured was suffering prior to the Issue Date, the Policy Date or the effective date of reinstatement, whichever is the latest; or
2. Any Severe Dementia resulting directly or indirectly from, or caused by or contributed by (in whole or in part), any of the following:
 - a) any self-inflicted injury or attempted suicide while sane or insane; or
 - b) intoxication by alcohol or drugs not prescribed by a Registered Medical Practitioner; or
 - c) any Human Immunodeficiency Virus (HIV) or any HIV-related illness including Acquired Immune Deficiency Syndrome (AIDS) or any mutations, derivation or variations thereof; or
 - d) all psychiatric related causes; or
 - e) reversible organic brain disorder.



More useful information about Dementia Protection:

Severe Dementia	<p>“Severe Dementia” means an unequivocal diagnosis by a Registered Medical Practitioner who is a specialist of Neurologist, Psychiatrist or Neuropsychiatrist of severe permanent cognitive impairment resulting in the permanent need for continuous supervision of the life insured, with a Mini Mental State Examination score of less than 10 out of 30-point questionnaire.</p>
Dementia Benefit Recipient	<p>You may designate a beneficiary, if not yourself, in your Policy as the Dementia Benefit Recipient to receive the Dementia Protection benefit. You may also allow the Dementia Benefit Recipient to receive your Monthly Annuity Payments¹ together with the Monthly Dementia Income payments should the life insured be diagnosed with Severe Dementia during the annuity period. “Cash out” has to be selected as the payment option of the Monthly Annuity Payment¹.</p>
Dementia Protection	<ul style="list-style-type: none"> • If the life insured is diagnosed with Severe Dementia during the Accumulation period: you will receive all your premiums paid for this benefit and this supplementary benefit will cease after the refund of premium. • If the life insured is diagnosed with Severe Dementia during the Annuity Period: you or your assigned beneficiary(ies) will receive the Monthly Dementia Income until the death of the life insured or age² 99 of the life insured (whichever is earlier).
Benefit amount	<p>The benefit amount of this benefit (“Monthly Dementia Income”) is 100% of the Monthly Guaranteed Annuity Payment of your basic plan, subject to a maximum of HKD30,000/USD3,750 per month per life insured.</p> <p>Note: There is no surrender benefit for this optional supplementary benefit. If you surrender a portion of the basic plan, the benefit amount of Dementia Protection will also be reduced accordingly. If such request is accepted by us, the reduced premium will be determined by us as shown under the revised policy schedule.</p>
Benefit termination	<p>This benefit will automatically terminate from the earliest of the following dates:</p> <ol style="list-style-type: none"> i) If whenever applicable, your basic plan terminates, expires, lapses, or is surrendered in accordance with the relevant provisions of your Policy; or ii) The Benefit Cessation Date; or iii) Upon the refund of premiums paid for this benefit as the result of life insured’s diagnosis of Severe Dementia during accumulation period; or iv) Upon the first payment of the Monthly Dementia Income (termination of this benefit shall not prejudice the ongoing payment of the Monthly Dementia Income by us); or v) If whenever applicable, your premium payments for basic plan or this benefit is missed.

Please refer to the respective supplementary benefit factsheet and Policy Provisions of Dementia Protection for detailed terms, conditions and exclusions of this optional supplementary benefit.

Endnotes:

1. Monthly Annuity Payment means Monthly Guaranteed Annuity Payment which consists of Monthly Guaranteed Base Annuity and Monthly Guaranteed Additional Annuity plus Monthly Non-guaranteed Annuity Payment (if any).
 2. Age means the age of the life insured or the Policyholder where applicable at his/her next birthday.
 3. The percentage of the total premium paid is not guaranteed. Please also refer to section "Assumptions for the illustrative examples" for detailed assumptions.
 4. The interest rate used for accumulated dividends and accumulated Monthly Annuity Payments¹ (if any) 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..
 5. "Pre-existing Condition" means any condition or illness:
 - which existed or was existing; or
 - where its cause existed or was existing; or
 - where the life insured had knowledge, signs or symptoms of the condition or illness; or
 - where any laboratory test or investigation showed the likely presence of the condition or illness; or
 - where the life insured has demonstrated signs or symptoms of cognitive impairment including but not limited to memory loss, difficulty with time relationships, unable to function independently either at work, home or in the community or is not fully capable of self-care.
- If you need more details or are in doubt about these conditions, you should seek independent professional advice.

Assumptions for the illustrative examples:

- (i) Monthly payment as the annuity payment option. The Monthly Annuity Payment¹ is projected based on the current dividend scales and interest rate(s) which are not guaranteed and may vary from time to time. The actual future amount may be lower or higher than the illustrated above.
- (ii) All premiums are paid in full when due during the premium payment period.
- (iii) No withdrawal of accumulated dividends and interest (if any) under the policy, non-guaranteed dividend scale will not be adjusted.
- (iv) The interest rate⁴ used for accumulated dividends and accumulated Monthly Annuity Payments¹ (if any) is 3.2% p.a.
- (v) The percentage of the total premium paid is not guaranteed.

Key risks:

- **Credit and insolvency risks** - You are subject to the credit risk of the Company.
- **Non-guaranteed benefit** - The scales for calculating dividends are not guaranteed and are determined by the Company from time to time. Whether dividends are payable and the size of the dividends 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 rate and its outlook and fluctuations in prices of growth assets, etc.
 - **Claims factors** – The actual experience of mortality and morbidity is uncertain.
 - **Persistency factors** – The actual experience of policy surrender (full or partial) and policy lapse is uncertain.
 - **Expense factors** – The actual amount of any direct and indirect expenses incurred and apportioned to the group of policies may be higher than expected.
- **Risks from the delay or missing the payment of premiums due** - Any delay in or missing of the payment of premiums due for the basic plan and/or this optional supplementary benefit may lead to policy lapses and the amount, if any, you get back may be significantly less than what you have paid.
- **Risk from surrender** - You may receive an amount significantly less than the premiums paid for the basic plan if you surrender the policy in early years. For this Dementia Protection (an optional supplementary benefit of the basic plan), there is no surrender benefit. If you surrender a portion of the basic plan, the benefit amount of Dementia Protection will also be reduced accordingly.
- **Liquidity risk** - We would expect you to keep your policy for the entire policy term. In the event that you have liquidity needs for any unexpected events, you may apply for a policy loan or full or partial surrender your policy. This may cause your policy to discontinue or to be terminated earlier than the original policy term. There is always a risk that you could only receive an amount which may be less than the premiums you paid. Any partial surrender, Policy Loan, accrued loan interest and withdrawal will reduce the Death Benefit and Net Cash Value. Consequently, the value payable under certain circumstances such as surrender or maturity will be reduced.
- **Inflation risk** - Risk of inflation will likely cause the future cost of living to rise. You or your assigned beneficiary(ies) will receive an amount that is less in real terms in the future.
- **Policy currency risk** - You are exposed to exchange rate risks. The actual amount you paid or received will then be subject to the prevailing exchange rate.

Termination conditions:

We have the right to terminate your policy (together with this supplementary benefit) 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 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
- We have the right to terminate according to any supplementary benefits terms.

Please refer to the respective supplementary benefit factsheet and Policy Provisions of Dementia Protection for detailed terms, conditions and exclusions of this optional Supplementary Benefit.

The figures as shown and the relative proportion of various values depicted in the above charts are subject to rounding adjustment. The actual benefit amount may change from time to time and may be lower or higher than those illustrated above. Please refer to the figures shown in your insurance proposal for details. The information shown above is intended as a general summary and is for illustrative purpose only and does not intend to predict the actual amount payable under your policy. You should read this material in conjunction with the respective product brochure, supplementary benefit factsheet of Dementia Protection, Policy Provisions and illustration.

Dementia Protection is an optional Supplementary Benefit to the EarlyIncome Annuity Plan, which is underwritten by HSBC Life (International) Limited ("the Company" or "we" or "us"), is a product of the Company but not The Hongkong and Shanghai Banking Corporation Limited (referred to as "HSBC") and it is intended only for sale in the Hong Kong SAR. HSBC is an insurance agent of the Company. 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.