

# Life Insurance Endowment



Target Protection Plus

HSBC Life (International) Limited

**HSBC**   

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**Insurance**

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.

Registered office

6 Front Street, Hamilton HM11, Bermuda

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.

Target Protection Plus is underwritten by the Company.

The Hongkong and Shanghai Banking Corporation Limited (referred to as "HSBC") is an insurance agent of the Company. This product is a product of the Company but not HSBC and it is intended only for sale 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 their 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.

June 2017



**Whatever you are planning for your future, a sound plan is always a good idea.**

**But what if something happen to you along the way. How will your family cope with? Target Protection Plus (the "Plan" or the "Policy") is an insurance plan with savings element which will help you meet your financial goals.**

# How does Target Protection Plus work?

The Plan is a life insurance plan offering both life protection and savings solution. This enables you to build up a cash sum for important stages in yours and your family's life while securing invaluable life insurance cover.

In respect of savings, you have guaranteed savings, which consist of the Guaranteed Cash Value and Guaranteed Cash Bonus payable at maturity. The Plan may also pay non-guaranteed annual dividends, which you can cash out flexibly or accumulate in the Plan to boost your savings.

When the Plan matures, you can choose to receive the proceeds in a lump sum or in regular payments. You can even choose to receive partial proceeds first and receive the rest as regular payments to suit your financial needs.

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



# What can you get during the Policy Term?

- **Guaranteed Cash Value**
- **Annual dividends (if any)**

Please refer to “Product Summary” for details.

# How much protection can you enjoy?

## Life cover<sup>1</sup>

The Life Insured can enjoy life protection during the Policy Term. In the unfortunate event of death of the Life Insured, the Plan will pay out the Sum Insured, which is meant to be your target savings amount, plus any non-guaranteed dividends that have been accrued.

## Death Benefit options for single payment<sup>2</sup> policy

You can choose to pay a single payment<sup>2</sup> which operates as a prepayment of all premium at a discounted rate. You can choose one of the two Death Benefit options listed below that best suits your circumstances:

### Option A<sup>3</sup>

<b>Total Death Benefit amount</b>	Sum Insured plus <ul style="list-style-type: none"><li>• Any Accumulated Dividends and Interest; plus</li><li>• balance of single payment with interest accrued, if any; plus</li><li>• Paid-up Additions (if any); less</li><li>• Indebtedness (if any)</li></ul>
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### Option B<sup>3</sup>

<b>Total Death Benefit amount</b>	Sum Insured plus <ul style="list-style-type: none"><li>• Any Accumulated Dividends and Interest; plus</li><li>• Paid-up Additions (if any); less</li><li>• Indebtedness (if any)</li></ul>
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The amount of single payment<sup>2</sup> required for Option A<sup>3</sup> is higher than that of single payment<sup>2</sup> for Option B<sup>3</sup> in respect of that same amount of Sum Insured.

## Extra protection

The below Supplementary Benefits are embedded in the Basic Plan of the Policy with no additional premiums required. These embedded Supplementary Benefits are not applicable to single payment<sup>2</sup> policies.

- **Waiver of Premium on Disability Benefit<sup>4</sup>**

If the Life Insured suffers disability while the Policy is in force and before the Policy Anniversary at which the Life Insured's age<sup>5</sup> is 65 and remains so disabled for a continuous period of 183 days, all subsequent premiums due (including premiums paid for the Basic Plan and the optional Supplementary Benefits you have chosen) after such disability began and during its uninterrupted continuance will be waived.

- **Unemployment Benefit<sup>6</sup>**

If you become unemployed for at least 30 consecutive days before you reach the age<sup>5</sup> of 65, the Grace Period for payment of the subsequent premiums for both the Basic Plan and the optional Supplementary Benefits you have chosen will be extended for up to 365 days with the Policy's full protection.

- **Payor's Benefit<sup>7</sup> (for Life Insured Insurance Age<sup>8</sup> of 18 or below)**

You can take out the Policy that covers the life of your child who is from 15 days after birth to Insurance Age<sup>8</sup> of 18. If you were to die or become temporarily disabled for a continuous period of 183 days, the future premiums will be waived until you recover or the Payor's Benefit terminates according to the terms of the relevant Supplementary Benefits Provisions.

For detailed terms and conditions of the above embedded Supplementary Benefits and the exceptions, please refer to the respective Supplementary Benefits Provisions.

## Optional Supplementary Benefits

The Plan gives you the choice of additional optional Supplementary Benefits (with additional premiums required), including accidental death and dismemberment, female disease, hospital cash, major illnesses, and total and permanent disability. These optional Supplementary Benefits are not applicable to single payment<sup>2</sup> policies. For detailed terms and conditions of the above optional Supplementary Benefits, please refer to the respective factsheets and the Supplementary Benefits Provisions.

## Guaranteed conversion at maturity

When your Policy matures, the Plan guarantees that Life Insured's Insurance Age<sup>8</sup> who is less than 60 can convert the policy into a new whole life or an endowment insurance plan which is marketed by us and is available as such time for the same amount of the Sum Insured with no further underwriting. Please refer to Policy Provisions for terms and conditions of such conversion.

# Product Summary

<b>Premium payment term</b>	5 years
<b>Issue Age</b>	15 days after birth to Insurance Age <sup>8</sup> 60
<b>Policy Term</b>	10 years
<b>Policy currency</b>	HKD / USD
<b>Minimum Sum Insured</b>	HKD100,000 / USD12,500
<b>Premium payment method</b>	<p>Single payment<sup>2</sup>, 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 payment<sup>2</sup>)</li> </ul> <p>Note: If you choose single payment<sup>2</sup> option, you can pre-pay all required premium at a discount but it is subject to a surrender charge which will be imposed on the balance of the single payment portion if you surrender the Policy in the first 5 Policy Years (Please refer to “Product Summary-Surrender Charge” for the applicable surrender charge rates and periods).</p> <p>If you choose to pay your premium monthly for a Policy Year, the total premium paid for that Policy Year will be higher than if you pay annually.</p>
<b>Guaranteed Cash Bonus</b>	10% of Sum Insured payable at end of the Policy Term.
<b>Guaranteed Cash Value</b>	<p>Guaranteed Cash Value refers to the amount as calculated by reference to the Sum Insured amount and the tabular Cash Value rates shown in the Policy Schedule. Such rates, and hence the Guaranteed Cash Values derived, would vary by Policy Year of the policy.</p> <p>Guaranteed Cash Value increases gradually throughout the Policy Term (except when non-forfeiture options have been exercised). You can access it if you surrender the Policy early, make partial withdrawal from the Plan or when the Plan matures.</p>
<b>Annual dividend</b>	<p>This is a participating policy. 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 the 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"> <li>• accumulate in the Plan with interest (if any); or</li> <li>• take out as cash; or</li> <li>• purchase as Paid-up Additions</li> </ul>
<b>Surrender Benefit</b>	<p>Guaranteed Cash Value plus the following:</p> <ul style="list-style-type: none"> <li>• Accumulated Dividend and Interest (if any); plus</li> <li>• Balance of single payment with interest accrued (if any) after deduction of applicable surrender charge (if single payment<sup>2</sup> option is chosen, please refer to “Product Summary-Surrender Charge” for the applicable surrender charge rates and periods); plus</li> <li>• Cash value of Paid-up Additions (if any); less</li> <li>• Indebtedness (if any)</li> </ul> <p>Note: If you surrender the Policy in full or in part earlier than the original Policy Term, the Net Cash Value<sup>9</sup> (if any) you get back may be less than the premiums paid. For single payment<sup>2</sup> option, the balance of single payment with any interest accrued (if any) will be paid subject to a surrender charge to be determined at the Company’s discretion from time to time (Please refer to “Product Summary-Surrender Charge” for the prevailing surrender charge rates and periods).</p>
<b>Death Benefit</b>	<p>Sum Insured plus the following:</p> <ul style="list-style-type: none"> <li>• Accumulated Dividend and Interest (if any); plus</li> <li>• Balance of single payment with interest accrued (if any) (if single payment<sup>2</sup> option – Option A<sup>3</sup> is chosen); plus</li> <li>• Paid-up Additions (if any); less</li> <li>• Indebtedness (if any)</li> </ul>
<b>Maturity Benefit</b>	<p>Death Benefit as of maturity; plus</p> <ul style="list-style-type: none"> <li>• Guaranteed Cash Bonus</li> </ul>

<b>Maturity settlement option</b>	<ul style="list-style-type: none"> <li>• Lump sum payment; or</li> <li>• Receive a regular payment; or</li> <li>• Receive a part of the Maturity Benefit and, receive the rest as regular payment.</li> </ul>														
<b>Maturity Conversion Privilege option</b>	Without any proof of insurability, subject to certain conditions, the Life Insured has the right to apply for a new whole life or an endowment insurance plan which is marketed by us and is available at such time for the same amount of the Sum Insured. Please refer to Policy Provisions for detailed terms and conditions.														
<b>Indebtedness</b>	<p>Indebtedness is the sum of all outstanding Policy Loans or Automatic Premium Loans advanced in accordance with this Policy plus the accrued interest on such loans, plus any outstanding premiums.</p> <p>Any Indebtedness on this Policy outstanding at the time of any payment under this Policy shall be deducted from the amount otherwise payable under this Policy.</p>														
<b>Paid-up Additions</b>	The amount of non-participating insurance, which is payable at the same time as any payment of the Sum Insured, purchased with a single sum by using the annual dividend at the Life Insured's age <sup>5</sup> at the relevant Policy Anniversary.														
<b>Embedded Supplementary Benefits (no additional premiums required)</b>	<p>Waiver of Premium on Disability Benefit<sup>4</sup></p> <p>Unemployment Benefit<sup>6</sup></p> <p>Payor's Benefit<sup>7</sup> (for Life Insured Insurance Age<sup>8</sup> of 18 or below)</p> <p>Note: These embedded Supplementary Benefits are not applicable to single payment<sup>2</sup> policies.</p>														
<b>Optional Supplementary Benefits (with additional premiums required)</b>	<p>Accidental Death and Dismemberment Benefit</p> <p>Female Benefit</p> <p>Hospital Cash Benefit</p> <p>Major Illness Benefit (Advance/Additional)</p> <p>Total and Permanent Disability Benefit</p> <p>Issuance and benefit term of each benefit are subject to relevant terms and conditions. Please refer to the relevant leaflets and Policy Provisions.</p> <p>Note: These Optional Supplementary Benefits are not applicable to single payment<sup>2</sup> policies.</p>														
<b>Non-forfeiture options</b>	<p>If premium is not paid by the end of the day on which it was due and the Non-forfeiture Value is greater than zero, you may elect one of the following Non-forfeiture options, by written notice to the Company to be received by us before the end of the Grace Period:</p> <ul style="list-style-type: none"> <li>• Surrender, or</li> <li>• Reduced Paid-up insurance, or</li> <li>• Extended term insurance</li> </ul> <p>Please refer to the Policy Provisions for details of Non-forfeiture options.</p> <p>Note: Non-forfeiture Value means the Net Cash Value<sup>9</sup> calculated as at the date immediately preceding the due date of the relevant unpaid premium.</p>														
<b>Surrender Charge</b>	<p>Prevailing Surrender Charge rates applicable to surrender of single payment<sup>2</sup> policies are set out in the table below:</p> <table border="1"> <thead> <tr> <th>During Policy Year</th> <th>Surrender Charge rate</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>10%</td> </tr> <tr> <td>2</td> <td>8%</td> </tr> <tr> <td>3</td> <td>6%</td> </tr> <tr> <td>4</td> <td>4%</td> </tr> <tr> <td>5</td> <td>2%</td> </tr> <tr> <td>6 and thereafter</td> <td>0%</td> </tr> </tbody> </table> <p>Note: The above scale is for reference only. It is subject to change as determined by the Company from time to time.</p>	During Policy Year	Surrender Charge rate	1	10%	2	8%	3	6%	4	4%	5	2%	6 and thereafter	0%
During Policy Year	Surrender Charge rate														
1	10%														
2	8%														
3	6%														
4	4%														
5	2%														
6 and thereafter	0%														



# Important Notes

## **Cooling-off period**

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

If you are not satisfied with the Policy, you have a right to cancel it and obtain a refund of any premium(s) paid, subject to any market value adjustment (applicable to single payment<sup>2</sup> policies) (see section below for details of market value adjustment), by giving written notice. To cancel, you must sign on such notice, return the Policy (if received) and ensure that such notice and the Policy must be received directly by the office of HSBC Life (International) Limited at 18/F, Tower 1, HSBC Centre, 1 Sham Mong Road, Kowloon, Hong Kong within the Cooling-off Period (that is, 21 days after the delivery of the Policy or issue of a notice informing the availability of the Policy to you or your representative, whichever is the earlier).

After the expiration of the Cooling-off Period, if you cancel the Policy before the end of the Policy Term, the Net Cash Value<sup>9</sup> that you may receive may be less than the total premium you have paid.

## **Market value adjustment for single payment<sup>2</sup> policy**

During the Cooling-off Period, the single payment<sup>2</sup> 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 payment<sup>2</sup> at the time when the cancellation notice on the Policy is received by us has fallen below the amount of the single payment<sup>2</sup> paid.

## **Suicide**

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

## **Eligibility**

The Plan is generally available to anyone who is between 15 days after birth and Insurance Age<sup>8</sup> of 60. The Plan is subject to the relevant requirements on nationality and/or addresses of the Policyholder and/or Life Insured as determined by the Company from time to time.

## **Policy currency**

The Plan is available in Hong Kong dollars and US dollars and both premiums and benefits will be paid in the selected currency.

If the premium payments are paid in currencies other than the policy currency(ies), the premium payments would be subject to change according to the prevailing exchange rate of policy currency(ies) to payment currency(ies) to be determined by the Company from time to time; likewise any payments settled in currencies other than the policy currency(ies) would be subject to change according to the prevailing exchange rate of policy currency(ies) to payment currency(ies) to be determined by the Company from time to time. The fluctuation in exchange rates may have impact on the amount of payments including but not limited to premium payments and benefit payments.

## **Policy Loan**

If you need access to ready cash, you might consider borrowing from the Plan provided that the amount borrowed (including any previous unpaid borrowed amount) does not exceed 90% of the Net Cash Value<sup>9</sup> before Indebtedness. You will be advised of the rate of interest from time to time. Any partial surrender, Policy Loan and accrued loan interest may reduce the Net Cash Value<sup>9</sup> and Death Benefit of the Policy.

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

## **Tax reporting and financial crime**

The Company and other members of the HSBC Group have certain obligations to Hong Kong and foreign legal or regulatory bodies and government or tax authorities regarding you and your Policy and the Company may from time to time request information from you in relation to these obligations.

There are consequences, which will be set out in your Policy Terms, if you fail to provide to the Company information that is requested from you or if you present a financial crime risk to a member of the HSBC Group. Such consequences include that the Company may:

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

The amount you get back in the event of benefits or payments withholding and/or Policy Termination by the Company as mentioned above plus the total amount that you have received from the Policy (if any) before Policy Termination may be less than the amount of the premium(s) you have paid. The Company recommends that you seek your own independent professional advice on your tax liabilities.

## **Taxation**

You should consult your own professional advisors for tax position in relation to your Policy.

## **Missing payment of premium**

There is a 30-day Grace Period for premium payments that are due. If you cannot make the payment by the end of the Grace Period, the Policy will lapse with effect from the due date of the first unpaid premium unless the Net Cash Value<sup>9</sup> calculated as the date immediately preceding the due date of the relevant unpaid premium is greater than zero. In the latter case, if you have elected a non-forfeiture option, it will then take effect; or if no non-forfeiture option is elected and the amount of Net Cash Value<sup>9</sup> is greater than the relevant unpaid premium, an Automatic Premium Loan equivalent to the amount of the unpaid premium will be granted and applied to pay such due premium. Interest will apply on the principal of all Policy Loans (including Automatic Premium Loan) made under the Policy and you will be advised of such rate of interest at that time, which may be adjusted by the Company at its discretion from time to time. When the Net Cash Value<sup>9</sup> is not enough to cover the relevant unpaid premium, your policy may be continued as a term insurance for a certain period depending on the size of Net Cash Value<sup>9</sup> and the Insurance Age<sup>8</sup> of the Life Insured at that time, and all embedded Supplementary Benefits and optional Supplementary Benefits (if any) will terminate automatically. Your Policy will terminate at the end of such certain period.

### **Termination condition**

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

- If you cannot make the overdue premium payment by the end of a 30-day Grace Period, the Policy will terminate with effect from the due date of the first unpaid premium and Net Cash Value<sup>9</sup> (if any) will be refunded to you unless non-forfeiture option has taken effect or an Automatic Premium Loan has been granted; or
- We reasonably consider that by continuing the Policy or the relationship with you we may break any laws or the Company, or a member of the HSBC Group may be exposed to action censure from any authority.

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

### **Surrender**

If you surrender the Policy, you will receive the Net Cash Value<sup>9</sup> of the Policy. If you have chosen a single payment<sup>2</sup> policy and you early surrender the Policy, it is subject to surrender charge being imposed on the balance of the single payment portion. Please refer to “Product Summary – Surrender Charge” for the applicable surrender charge rates and periods.

### **Applicable law**

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

# Key Risks

## **Credit and insolvency risks**

The Plan 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 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 under this Plan, 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 is subject to various market risk factors including but not limited to:

- Interest rate risks – The risk that the values of assets and the interest earnings will be affected by the change of interest rate level and its outlook, and lead to investment loss.
- Equity risk – The risk that the prices and volatilities of equity type investments will change and lead to investment loss.
- Credit risk – The risk of investment losses due to the default or change in credit rating of issuers of debt securities or counterparties.
- Currency risk – The risk that the values of investments that are in other currencies different from the policy currency will be affected by the change of exchange rates.

**Claims factor** – The actual experience of mortality and morbidity is uncertain which may lead to a higher than expected claim or living benefit payment and result in worse performance.

**Persistency factor** – The actual experience of policy surrender (full or partial) and policy lapse is uncertain, and therefore it has impacts both the current performance and future return of the portfolio of the Policies.

**Expense factor** – The actual amount of expenses incurred and apportioned to the group of policies may be higher than expected and impact the overall performance of the product. The expenses may include direct expenses which are specifically related to the group of policies, such as commission, underwriting, policy acquisition and maintenance expenses. It may also include indirect expenses such as general overhead costs which will be allocated to the group of policies.

The accumulation interest rate on dividends and Guaranteed Cash Bonuses is not guaranteed and may be adjusted by the Company as its discretion from time to time.

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

You should pay the premium for the entire premium payment term. Any delay in 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**

For a Policy being surrendered in the early years, the surrender proceeds to be received under the Policy may be significantly less than the premiums paid. For single payment<sup>2</sup> policy, if you surrender the Policy in full or partially in the first 5 Policy Years, a surrender charge which is subject to change by us from time to time will be imposed on the balance of single payment. For the applicable surrender charge rates and periods, please refer to the surrender charge table as shown in "Product Summary - Surrender Charge" above.

### **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 and the amount of Death Benefit and Net Cash Value<sup>9</sup> will reduce accordingly subsequent to the withdrawal.

### **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 term in the future even if the Company meets all of its contractual obligations.

### **Policy currency risk**

You are subject to exchange rate risks for plans denominated in currencies other than local currency. Exchange rate fluctuates from time to time. You may suffer a loss of your benefit values and the subsequent premium payments (if any) may be higher than your initial premium payment as a result of the exchange rate fluctuations.

# More About Participating Policy

## **Participating policy**

Policies under the Plan are participating policies which consist of both the guaranteed benefits and non-guaranteed benefits. The non-guaranteed benefits comprise the policy dividends which allow Policyholders to participate in the financial performance of the life insurance operation. The policy dividends, if any, are in form of annual dividends which are declared by the Company on an annual basis. Once declared, the amount of annual dividend for the year becomes vested and will be credited to your Policy. Please refer to “Product Summary” above for more details of annual dividends.

The policy dividends are not guaranteed, whether they 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. Please refer to section “Key risks - Non-guaranteed benefit” for the details of key risk factors. If the performance over the long-term is better than the assumed level, then dividends paid would increase and if performance is worse than the assumed level then dividends paid would reduce.

The key feature of participating policies over other forms of insurance policies is that in addition to the guaranteed benefits receivable, Policyholders will also benefit from additional dividend payments if the insurance company’s performance is better than that required to support the guaranteed benefits. The better the performance, the greater the dividend payments, and, conversely, the worse the performance, the lower the dividend payments.

## **Dividend philosophy**

The Company conducts regular review on the level of dividends payable to Policyholders. Both the actual performance in the past and also management’s outlook of the long-term future performance will be assessed against the assumed level, and where variances arise, gains and losses will be shared with Policyholders in a fair and equitable manner through the adjustment of dividend scales.

When considering the adjustment of dividend scales, the Company also operates a smoothing philosophy in order to maintain a more stable payout to Policyholders, so the level of dividends will only be changed if the actual performance is significantly different from the assumed level over a period of time or if management’s expectation of the long-term future performance changes substantially.

In order to ensure the fairness between Policyholders of the Plan, the Company will carefully consider the experiences of different groups of policies (e.g. different products, currencies, issue years etc.) so that each group of policies will receive a fair return reflecting mostly its own performance. To balance the interest between Policyholders and shareholders, a dedicated committee is established to provide independent advice on the management of the participating policies and the determination of dividends.

## Investment policy and strategy

The Company follows an asset strategy that:

- i) Help to ensure that we can meet the guaranteed benefits that we have committed to you;
- ii) Delivers to you competitive long-term returns through the non-guaranteed dividends; and
- iii) Abides by a pre-defined set of risk tolerance.

The assets supporting the participating policies predominantly consist of fixed income assets issued by government and corporate entities with good credit quality (average A-rated or above) and long-term prospects. Growth assets, including equity-type investments and alternative investments such as property, private equity and hedge fund, as well as structured products including derivatives, are utilized in order to deliver returns reflecting real economic growth in the long run.

Our investment portfolios are well diversified in different types of assets, and are invested in different geographical markets (mainly Asia, the US and Europe), currencies (mainly HKD and USD) and industries. The assets are carefully managed and monitored according to a pre-defined set of risk appetite.

### Target asset allocation

Asset type	Allocation%
Fixed income	80%-100%
Growth assets	0%-20%
- Equities	0%-15%
- Alternative investments	0%-15%

There could be slight deviation from the above range due to market fluctuation.

Actual allocations will take into consideration past investment performance of the assets supporting the policies, prevailing market conditions and future outlook, and the guaranteed and non-guaranteed benefits of the policies. This includes assessing factors such as risk tolerance and real economic growth over the appropriate time horizon.

### Accumulation interest rate

Policyholders can choose, amongst other options, to receive their dividends (if any) by leaving them in the Plan to accumulate with interest (if any). The rates of interest are not guaranteed and will be determined by the Company from time to time. The review on such accumulation interest rates will be conducted regularly with reference to the portfolio bond yields, prevailing market conditions, outlook on bond yields, and the likelihood of Policyholders leaving their payment for accumulation.

The Policy in determining the dividends and accumulation interest rates may be reviewed and adjusted by the Company from time to time. For more updated information, please visit our website [<https://www.personal.hsbc.com.hk/1/2/hk/insurance/life/detail#policy>]. You may also visit the above website to understand the Company's dividend history for reference purposes. The past performance or current performance of the Company's business may not be a guide for future performances.



# Endnotes

- 1 If the Life Insured commits suicide, within one year of the Issue Date or from the effective date of reinstatement, whether sane or insane, our liability will be limited to the amount of premiums paid to us less any amount paid by us to you since the Policy Effective Date or the effective date of reinstatement, whichever is later. Please refer to Policy Provisions of the Basic Plan for detailed terms and conditions.
- 2 The single payment option allows you to pre-pay all the required premiums at a discount. The pre-paid amount after deducting the premiums due will be locked into an investment to ensure the premiums are paid and the projected investment return will be sufficient for future payments, thus you cannot withdraw the balance of a single payment unless you surrender the Policy; a surrender charge will be imposed on the balance of the single payment portion before the refund. Please refer to "Product Summary-Surrender Charge" for the applicable surrender charge rates and periods.
- 3 If you surrender the Policy in full or in part, the balance of single payment with any interest accrued will be paid subject to a surrender charge to be determined at the Company's discretion from time to time (Please refer to "Product Summary-Surrender Charge" for the prevailing surrender charge rates).

If the Life Insured dies before the end of the premium payment term: for Option A, the Beneficiary(ies) is/are entitled to the Sum Insured amount, Accumulated Dividends with Interests (if any), Sum Insured of Paid-Up Additions (if any) plus the balance of single payment for the remaining premium payment term. For Option B, the Beneficiary(ies) is/are entitled to the Sum Insured amount, Sum Insured of Paid-Up Additions (if any) plus Accumulated Dividends with Interests (if any), without getting back the balance of single payment.

- 4 Waiver of Premium on Disability Benefit is applicable to Life Insured's Insurance Age<sup>8</sup> between 19 and 60 who is the holder of the Hong Kong Identity Card or Macau Identity Card. This benefit will terminate upon the Policy Anniversary at which the Life Insured attains the age<sup>5</sup> of 65, the policy is terminated or paid up (whichever is earlier). This benefit is not applicable to single payment<sup>2</sup> policy. Please refer to the provisions of "Waiver of Premium on Disability Benefit" for the detailed terms and conditions.
- 5 The Policy Anniversary at which you or the Life Insured, as the case maybe, reach(es) the specified age based on age at next birthday.
- 6 Unemployment Benefit is applicable to Policyholder's Insurance Age<sup>8</sup> between 19 and 64 who is the holder of the Hong Kong Identity Card. The benefit will terminate when the Policyholder attains the age<sup>5</sup> of 65 or all due premiums have been paid or the Policy is terminated (whichever is earlier). This benefit is not applicable to single payment<sup>2</sup> policy. Please refer to the provisions of "Unemployment Benefit" for the detailed terms and conditions.

7 Payor's Benefit is applicable to the Life Insured from 15 days after birth to Insurance Age<sup>8</sup> 18 and Policyholder's Insurance Age<sup>8</sup> between 19 and 60. The benefit will terminate when the Policyholder attains the age<sup>5</sup> of 65 or the Life Insured attains the age<sup>5</sup> of 25 or the Policyholder recovers or all premiums have been paid or the Policy is terminated, whichever is earlier. This benefit is not applicable to single payment<sup>2</sup> policy. Please refer to the provisions of "Payor's Benefit" for the detailed terms and conditions.

8 Insurance Age means age at next birthday.

9 Net Cash Value means at any time, an amount equal to the Guaranteed Cash Value plus any Accumulated Dividend and Interests plus Cash Value of any Paid-up Additions less any Indebtedness.

## More Information

Planning for your financial future is important. We will be happy to help review your current and future needs and help you decide if Target Protection Plus 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.

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

**Visit** any HSBC branch



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