

# 終身人壽保險

Whole Life Insurance

## 滙盛人生保險計劃

### HSBC Family Goal Insurance Plan

照顧人生每個階段 累積財富保障兼備

Wealth growth and health protection for every life stage

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**HSBC Life**  
滙豐保險

滙豐人壽保險（國際）有限公司澳門分公司  
HSBC Life (International) Limited, Macau Branch

## 照顧人生每個階段 累積財富保障兼備

步入人生不同階段就像經歷四季的變化。隨着您結婚成家、養育子女，步入耳順之年，每個階段都會面對不同的需要和負擔。正如揚帆遠航，即使今天一帆風順，並不保證明天一樣風平浪靜。同樣地，當您規劃職業生涯和家庭生活時，必須為意料之外的事情做好充分準備。

**「滙盛人生保險計劃」(「滙盛」或「您的保單」) 是一個3合1的方案，給予您**



在您為事業努力打拼的時候，**人壽保障**可以守護您的家庭幸福



萬一發生不幸的事情，例如失業、癌症、傷殘和末期疾病，**家庭的財務重擔**亦會得到分擔



**潛在的儲蓄升值**為您帶來更精彩的退休生活。

人生不會是必然平坦的大道，未來難以預料的事很多，而滙盛的產品特點則可助您毋懼面對任何人生的風浪，勇往向前，免除後顧之憂。



## 照顧人生每個階段 累積財富保障兼備

滙盛是一份包含儲蓄成分的終身人壽保險計劃，專為迎合不同的需要，不論是家庭、嚴重疾病以至退休而設。滙盛並非等同於或類似任何類型的銀行存款。

在不同的人生階段，我們需要肩負起不同的財務責任，包括日常生活開銷、償還房貸，甚至不可預期的醫療開支。萬一，作為經濟支柱的您，若不幸患病、傷殘、甚至離世，您的責任將會變成家人的負擔。滙盛於首20個保單年度，在您最需要的時候加強保障，助您克服人生中各種挑戰，確保您能順利地延續人生旅程。

當您開始退休生活，潛在的儲蓄增值，令您可以更多姿多彩的方式享受人生。

### 滙盛：3合1方案計劃讓您向安穩的生活啟航

#### 1 當您在事業發展路途上努力奮鬥，人壽保障將守護你的家庭幸福：

如受保人不幸身故，您的受益人將獲支付：

- (i) **於首20個保單年度內**
  - 保額（約為應付保費總額<sup>1</sup>的3倍）另加非保證特別獎賞<sup>13</sup>
- (ii) **於首20個保單年度後**
  - 已繳基本計劃總保費<sup>2</sup>加上2,500美元或保證現金價值（以較高者為準）；另加非保證特別獎賞

#### 2 一發生不幸的事情，家庭的財務重擔亦會得到分擔：

無懼人生意想不到的情況，若不幸地發生任何以下的事宜（以較早者為準），我們將提前支付賠償：

- (i) **癌症及傷殘預支保障<sup>3</sup>**
  - 若受保人於首20個保單年度內患上癌症或完全及永久傷殘，您將獲支付**已繳基本計劃總保費的110%**，加上**非保證特別獎賞**
  - 若受保人的18歲<sup>5</sup>以下子女<sup>4</sup>不幸地患上癌症，此提前支付賠償也適用
- (ii) **末期疾病保障<sup>6</sup>**
  - 若受保人在65歲前被診斷患上末期疾病，您將獲提前支付此保單的身故賠償

#### 3 您的退休生活將會更多姿多采：

- 您可享受有於保單期間內**保證現金價值及非保證特別獎賞**的潛在保單價值增長
- 而於首20個保單年度之後，您更可選擇行使**保單價值管理權益<sup>16,17</sup>**（有關詳情請參閱「計劃摘要」）以鎖定保單價值的一部分，獲享更多穩定性

#### + 失業延繳保費保障（只適用於合資格客戶）<sup>7</sup>

若保單持有人在65歲前連續失業達30日，您將可獲延遲繳付到期保費長達365日



有關產品特點詳情，請參閱「計劃摘要」部分。

美元與澳門幣的參考匯率為1美元：8.15澳門幣，參考匯率可轉換成與澳門幣相等值的金額。實際匯率以轉帳日期為準。

## 參考案例

以下參考案例僅供說明。  
詳情請參閱「計劃摘要」部分。



劉先生剛結婚並借取首次按揭貸款。

他希望配置一份保障可以同時滿足以下兩個需求：



### 累積財富

為將來美好的安逸生活作準備



### 為家人提供財務支援

萬一他患上嚴重疾病或身故，可以減輕家庭財務壓力，分擔按揭債務

因此，他決定投保滙盛：

保單持有人及受保人	劉先生
投保年齡	35
保額	180,018美元 <span style="border: 1px solid black; padding: 2px;">約為應付保費總額的3倍</span>
每年保費	6,000美元
保費繳付期	10年
已繳基本計劃總保費	6,000美元 x 10年 = 60,000美元

### 例子的假設：

- i. 劉先生為非吸煙人士。
- ii. 在保單期內並未作出部分退保。
- iii. 所有保費均已在到期時全數繳付。
- iv. 在本保單生效期間並無任何未償還保單貸款。
- v. 在情境一下，特別獎賞分配於保單期內相對於原本所展示的維持不變。

### 註：

- 以上顯示的數字及圖表均以上列的假設為基礎，並作整數調整。
- 所顯示的過往、現時、預計及／或潛在利益及／或回報（例如獎賞、利息）均為非保證，並僅供說明之用。未來實際的利益及／或回報或會較現時所列的利益及／或回報為高或低。當前的案例只供說明之用，並不代表實際派發的金額及實際情況。詳情及顯示的數字請參閱您的保險建議書所顯示的數字。
- 特別獎賞（如有）是非保證的。任何潛在特別獎賞的金額將在宣派時由我們決定。
- 情境二只說明現金價值總和在行使保單價值管理權益後的潛在變更。在行使權益後，本保單的保額及已繳基本計劃總保費將按比例調整和減少。有關此項權益的詳情，請參閱「計劃摘要」。
- 您也應了解通貨膨脹隨著時間所帶來的影響，這可能會顯著地降低累積金額的購買力。

## 參考案例

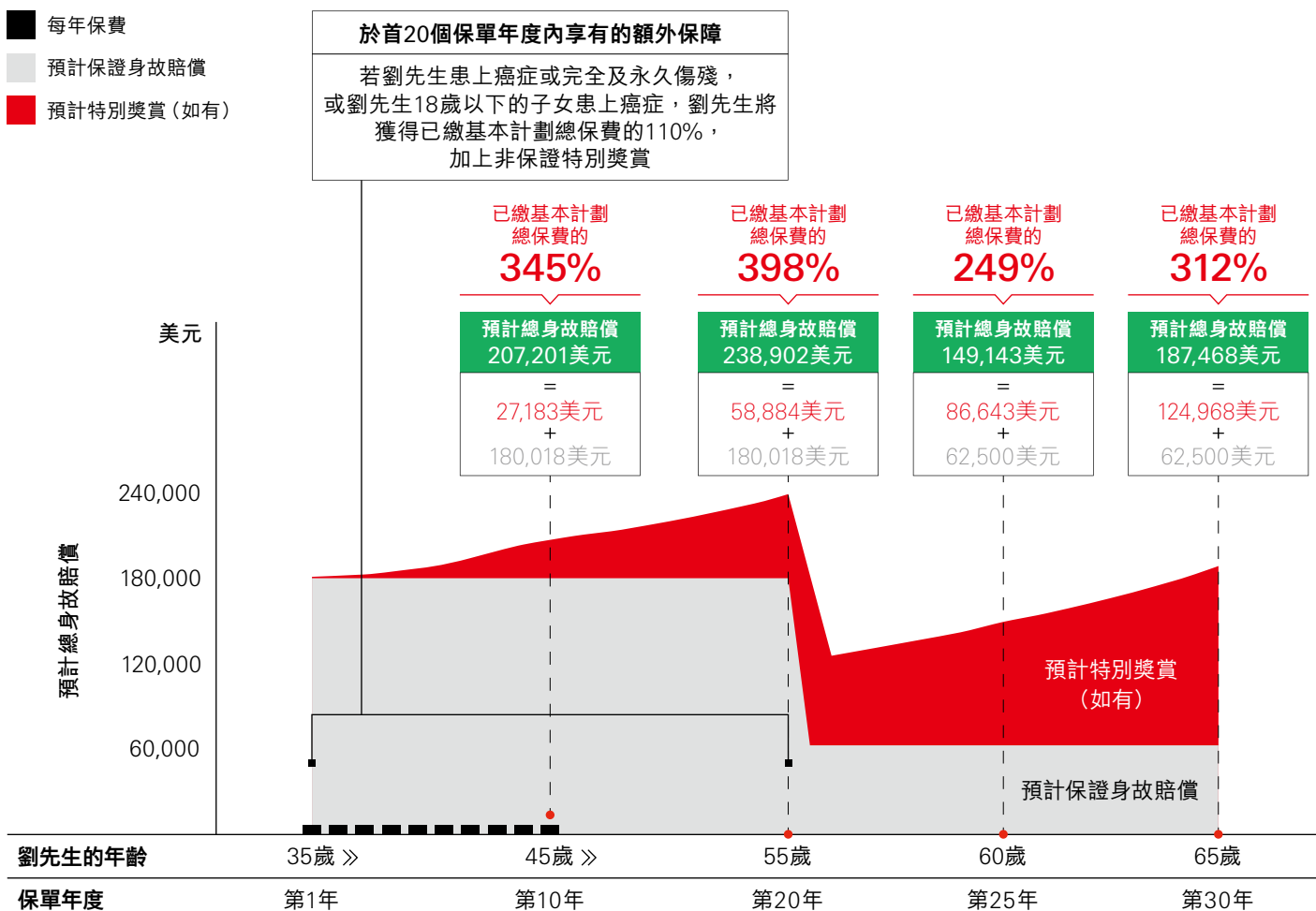
以下參考案例僅供說明。  
詳情請參閱「計劃摘要」部分。

### 情境一：滙盛如何保障劉先生？

#### 若劉先生於相關年齡選擇退保

劉先生的年齡	45歲	55歲	60歲	65歲
保單年度	第10年	第20年	第25年	第30年
預計於保單退保時的淨現金價值 <sup>11</sup>	62,050美元 (已繳基本計劃 總保費的103%)	102,556美元 (已繳基本計劃 總保費的171%)	135,361美元 (已繳基本計劃 總保費的226%)	179,170美元 <b>已繳基本計劃 總保費的 299%</b>
<div style="border: 1px solid black; padding: 5px; width: fit-content;">                     預計於保單退保時的淨現金價值 = 預計特別獎賞(如有) + 預計保證現金價值                 </div>				
<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;"> <b>於首20個保單年度後可選擇的保障</b>                      劉先生可選擇行使保單價值管理權益以鎖定部分保單價值， 讓他倍加安心                 </div>				

#### 若劉先生於相關年齡不幸身故



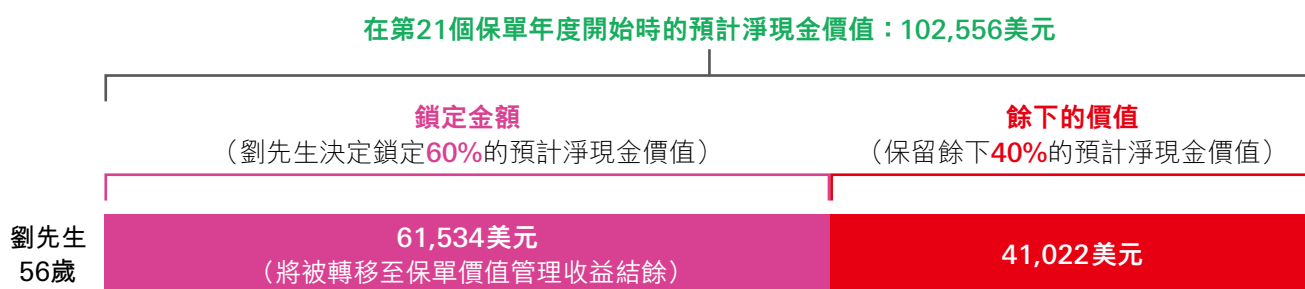
\*上述各個保單年度的預計回報是根據當前假設的投資回報來計算，因此是非保證的。上述例子僅供參考，並作整數調整。有關主要風險因素的詳情，請參閱「主要風險 — 非保證利益」部分。

## 參考案例

以下參考案例僅供說明。  
詳情請參閱「計劃摘要」部分。

### 情境二：若劉先生於第21個保單年度開始時行使保單價值管理權益， 他如何獲得利益？

有別於情境一，劉先生在第21個保單年度開始時行使保單價值管理權益以鎖定部分預計淨現金價值（102,556美元），免受投資市場波動的影響。



視乎當前市況而定，預計現金價值總和（相等於餘下預計淨現金價值加上預計保單價值管理收益結餘）在未來某一個時間（例如1年後）可能會較劉先生沒有行使此項權益的情況為高或低。

#### 於第21個保單年度後在不同市況下的預計現金價值總和\*：

	根據當前假設的 投資回報	假設市況利好 特別獎賞上升15%	假設市況疲弱 特別獎賞減少了15%
沒有行使保單價值管理權益的 現金價值總和	108,346美元	117,661美元	99,029美元
行使了保單價值管理權益後的 現金價值總和	106,102美元	109,829美元	102,376美元
行使了保單價值管理權益後的 現金價值相差	-2,244美元	-7,832美元	+3,347美元

- 若市況利好，特別獎賞可能增加。若劉先生行使保單價值管理權益，現金價值總和會較低。
- 若市況疲弱，特別獎賞可能減少。在此情況下，行使保單價值管理權益，可以保障劉先生計劃內部分已被鎖定的淨現金價值（61,534美元）。

\* 假設沒有提取任何保單價值管理收益結餘，而有關結餘按年利率2%的非保證積存息率積存，我們會不時調整息率。

## 計劃摘要

### 保費供款年期／投保年齡

如欲投保<sup>8</sup>，您的投保年齡必須介乎：

保費供款年期	投保年齡
5／10年	19至55歲
15年	19至50歲
20年	19至45歲

### 保單貨幣

美元

### 保單年期

至99歲

### 核保要求

簡易核保(若投保額符合以下條件，有關申請將以簡易核保處理)：

50歲或以下的受保人為625,000美元<sup>9</sup>

51至55歲的受保人為312,500美元

如保額超出上述限額，必須進行全面核保。

### 最低保費金額(每份保單)

25,000美元

### 保證現金價值

- 在保單期內您的保單的現金價值

保證現金價值是指在保單期內，您的保單隨時間積存的現金價值。此現金價值是按當時適用的保單金額計算。

### 淨現金價值

相等於在任何時候的保證現金價值加上特別獎賞(如有)扣除任何債項<sup>12</sup>之後的金額。

## 計劃摘要

### 特別獎賞

特別獎賞（如有）是非保證的及將由本公司擁有酌情權下宣派。任何潛在特別獎賞的金額將在宣派時由本公司決定。

本公司將在您全數或部分退保<sup>14</sup>、終止保單、本保單期滿或失效或受保人身故時，向您或受益人宣派特別獎賞（如有）。在行使保單價值管理權益後，部分的保證現金價值及特別獎賞（如有）將被調撥至保單價值管理收益結餘<sup>18</sup>以累積生息。

本公司將在相關的年結通知書上更新每個保單周年日的特別獎賞金額（如有）。保單年結通知書上所顯示的特別獎賞金額可能比早前發出的保單年結通知書上所顯示的金額較低或較高。有關主要風險因素的詳情，請參閱「主要風險 — 非保證利益」部分。

### 退保利益

保證現金價值加上：

- 特別獎賞（如有）；及
- 保單價值管理收益結餘（如有）；
- 減去任何債項（如有）

### 部分退保

您可要求調減本保單之保單金額<sup>15</sup>從而部分退保。

若申請部分退保，您必須以本公司指定的表格提交書面要求。如有關要求獲本公司批准，調減保單金額部分中應佔的淨現金價值（如有）將退回予保單持有人。

在調減保單金額，本保單的已繳基本計劃總保費將按比例調整和減少。在計算保證現金價值、特別獎賞（如有）及身故賠償時，亦會根據本保單的條款進行相應的調整。保單批註及經修訂的保單附表將在調減保單金額生效時簽發予保單持有人。

### 保單價值管理權益

在本保單已生效20個保單年度或以上後，若沒有未償還的債項，而所有到期保費亦已繳付，您將可申請行使此項權益以鎖定本計劃中的部分淨現金價值。您選擇鎖定的金額在行使保單價值管理權益後是保證的，並會被調撥至保單價值管理收益結餘以非保證息率累積生息，而該息率將由本公司不時釐定。若申請行使此項權益，您必須以本公司指定的表格提交書面指示。

行使此項權益需受下列兩項最低限額要求所限制，而有關的限額均由本公司不時釐定及調整，並不會提前通知保單持有人：

- (i) 每次調撥的淨現金價值；及
- (ii) 此項權益行使後剩餘的保單金額

在行使此項權益後，本保單的保單金額及已繳基本計劃總保費將按比例調整和減少，在計算保證現金價值、特別獎賞（如有）及身故賠償時，亦會進行相應的調整。如有關行使保單價值管理權益的要求獲本公司批准，保單批註及經修訂的保單附表將會簽發予保單持有人。此項權益一經行使，將不能取消、終止或逆轉。



## 計劃摘要

### 保單價值管理收益結餘

指行使保單價值管理權益調撥入本保單下，按本公司具絕對酌情權不時釐定的非保證息率積存生息，並減去任何已提取之金額的累積金額。在保單期滿前，保單持有人可隨時以書面填妥並提交本公司指定的表格，以現金方式提取本保單下的保單價值管理收益結餘（如有）。

### 現金價值總和

相等於淨現金價值加上保單價值管理收益結餘（如有）的金額。

### 身故賠償

如受保人於保單期內身故，受益人將可收取：

於首20個保單年度內	於首20個保單年度之後
<ul style="list-style-type: none"> <li>保額（約為應付保費總額的3倍）；</li> </ul>	<ul style="list-style-type: none"> <li>於受保人身故當日的以下較高者：               <ul style="list-style-type: none"> <li>(i) 已繳基本計劃總保費加上2,500美元；或</li> <li>(ii) 保證現金價值</li> </ul> </li> </ul>
<ul style="list-style-type: none"> <li>加上特別獎賞（如有）；</li> </ul>	<ul style="list-style-type: none"> <li>加上特別獎賞（如有）；</li> <li>加上保單價值管理收益結餘（如有）；</li> </ul>
<ul style="list-style-type: none"> <li>減去任何未償還保單貸款、利息和未付之保費</li> </ul>	<ul style="list-style-type: none"> <li>減去任何未償還保單貸款、利息和未付之保費</li> </ul>

本公司在收到我們認為滿意的書面有效索償證明後，將會支付因受保人身故而須支付的任何款項。有效索償證明包括：

- (i) 受保人身故及死因證明；
- (ii) 索償人有權領取款項的證據；
- (iii) 本保單；及
- (iv) 本公司為證明索償的有效性而合理要求的任何其他資料。

### 期滿利益

當受保人年滿99歲時，將獲派付保證現金價值加上特別獎賞（如有），再加上

- 保單價值管理收益結餘（如有）；
- 減去任何債項（如有）

### 附加保障（毋須另繳保費）

- 癌症及傷殘預支保障
- 末期疾病保障
- 失業延繳保費保障

有關詳細條款及細則，以及不保事項之詳情，請參閱保單條款內有關附加保障的部分。

## 重要事項

### 核保的披露責任

您必須披露所有影響本公司作出核保決定的資料。本公司有權就故意失實陳述或欺詐的情況宣告保單無效。若您在提交文件中，錯誤申報非健康資料（包括但不限於年齡），本公司有權根據正確資料調整過去、現在及將來的保費或根據法律規定宣告保單無效或終止保單。

### 冷靜期

「滙盛人生保險計劃」是一份包含儲蓄成分的人壽保險計劃，並非等同於或類似任何類型的銀行存款。部分保費將付作保險及相關之費用，包括但不限於開立保單，售後服務及索償之費用。

如您對本保單不滿意，您有權透過發出書面通知取消保單及取回所有已繳交的保費。如要取消，您必須於「冷靜期」內（即是為緊接人壽保險保單或冷靜期通知書交付予保單持有人或保單持有人的指定代表之日起計的21個曆日的期間（以較早者為準）），在該通知書上親筆簽署作實及退回本保單（若已收取），並確保滙豐人壽保險（國際）有限公司澳門分公司\*位於澳門南灣大馬路619號時代商業中心1字樓的辦事處直接收到該通知書及本保單。

冷靜期結束後，若您在保單年期完結之前取消本保單，預計的淨現金價值可能少於您已繳付的保費總額。

### 取消保單

冷靜期過後，您可隨時填妥本公司指定的表格要求退保，並取回現金價值總和。保單全數退保後，本公司將獲全面解除對保單的責任。

### 自殺條款

若受保人在簽發日期或保單復效日期（以較遲者為準）起計一年內自殺身亡，無論自殺時神志是否清醒，我們須向保單持有人的保單支付的身故賠償，將只限於保單持有人自保單日期起已繳付給我們的保費金額，減去我們已向受益人支付的任何金額。有關詳細條款及細則，請參閱基本計劃之保單條款。

### 保單貸款

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

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

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

## 重要事項

### 稅務申報及金融罪行

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

- 作出所需行動讓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本保單的款項或利益，並把該等款項或利益支付予稅務機關；及
- 終止本保單

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

### 保單終止條款

我們有權於以下任何情況之下終止本保單：

- 如果您未能在寬限期屆滿前繳付到期保費；
- 保單貸款加應付利息大於保證現金價值；
- 若我們合理地認為繼續維持您的保單或與您的關係會使我們違反任何法律，或任何權力機關可能對我們或集團成員採取行動或提出譴責；或
- 我們有權根據任何附加保障的條款終止您的保單

有關終止條款的詳情請參閱保單條款。

### 適用法律

規管本保單的法律為澳門法律。然而，如在澳門特別行政區內提出任何爭議，則澳門特別行政區法院的非專屬司法管轄權將適用。

### 漏繳保費

應繳保費有30日的寬限期。倘若您在寬限期完結時未能付款，而不能作廢的價值<sup>19</sup>大於未付保費金額，則本公司將授予一筆自動保費貸款，以支付到期保費。有關貸款將按本公司不時釐定的息率計息。如本保單的不能作廢的價值不足以支付到期保費，將導致保單失效，保單持有人將會收到第一次未付保費到期日當天的任何淨現金價值。

<sup>19</sup>滙豐人壽保險（國際）有限公司澳門分公司是滙豐人壽保險（國際）有限公司於澳門特別行政區成立的分公司。

## 主要風險

### 信貸風險及無力償債風險

「滙盛人生保險計劃」乃一份由滙豐人壽保險(國際)有限公司澳門分公司簽發的保單，因此，您受本公司的信貸風險所影響。您支付的保費將成為本公司資產的一部分，您對任何該等資產均沒有任何權利或擁有權。如追討賠償，您只可向本公司追索。

### 非保證利益

計算特別獎賞(如有)的分配並非保證，並由我們不時釐定及將按本公司的酌情權宣派。派發特別獎賞與否，以及特別獎賞的金額多少，取決於保單資產的投資回報表現以及其他因素，包括但不限於賠償、失效率、開支等及對於未來長遠表現的預期。主要風險因素進一步說明如下：

- **投資風險因素** — 保單資產的投資表現受息率水平、其前景展望(此將影響利息收入和資產價值)、增長資產的價格波動及其他各種市場風險因素所影響，包括但不限於貨幣風險、信貸息差及違約風險。
- **賠償因素** — 實際死亡率及發病率並不確定，以致實際的身故賠償或生活保障支付金額可能較預期為高，從而影響產品的整體表現。
- **續保因素** — 實際退保率(全數或部分退保)、保單失效率及保單價值管理權益的行使率並不確定，保單組合現時的表現及未來回報會因而受到影響。
- **開支因素** — 已支出及被分配予此組保單的實際直接(如佣金、核保、開立保單及售後服務的費用)及間接開支(如一般經營成本)可能較預期為高，從而或會影響產品的整體表現。
- 從保單價值管理收益結餘(如適用)中賺取的利息是以非保證息率計算的，且本公司可能不時調整該息率。

### 延誤或漏繳到期保費的風險

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

## 主要風險

### 退保之風險

如您需要在早期全數或部分退保本保單，您可收回的款額或會明顯少於您已繳付的保費。

### 流動性風險

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

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

### 通脹風險

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

### 保單貨幣風險

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

## 主要不保事項

### 末期疾病保障

末期疾病保障將於受保人年屆65歲的保單周年日或支付有關賠償後或您的保單終止時（以較早者為準）終止。我們支付有關賠償後，您的保單將會隨即終止。在以下任何情況中，末期疾病保障將不會獲賠償：

- 受保人在保單簽發日期或保障之生效日期或最後保單復效日期（以較遲者為準）前已患上的疾病；或
- 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。

有關詳細條款及細則，以及不保事項之詳情，請參閱相關保單條款。

### 癌症及傷殘預支保障

癌症及傷殘預支保障將於第20個保單年度終止。在我們支付上述保障之後，您的保單將會終止。

在以下任何情況中，就癌症而支付的保障將不會獲賠償：

- 受保人或他／她的子女在保單簽發日期或本保障之生效日期或最後保單復效日期（以較遲者為準）前已患上的疾病；或
- 在一年等候期內出現或診斷出徵兆或病徵的任何癌症；或
- 並非經註冊醫生處方的酒精或藥物中毒；或
- 於確診癌症當日或之前已存在的人體免疫力缺乏病毒（HIV）感染（除保單條款內界定的「因輸血和職業感染人體免疫力缺乏病毒」以外）

在以下任何情況中，就完全及永久傷殘而支付的保障將不會獲賠償：

- 受保人在保單簽發日期或保單日期或最後保單復效日期（以較遲者為準）前已患上的疾病；或
- 蓄意自殘；或
- 神經失常或患有精神虛弱或精神病；或
- 觸犯或企圖觸犯刑事罪行；或
- 意外或非意外地服用或吸食任何毒品、藥物、鎮靜劑或毒藥，惟遵照註冊醫生處方者除外；或
- 參與危險性運動（包括必須使用繩子或嚮導的爬山活動、地底岩洞探險、跳傘、徒手潛水或其他水下活動、冬季運動、任何運用足部以外的競賽、越野賽跑或打馬球），已於投保申請書中列明者除外；或
- 如受保人進入、操作、服務或乘搭於任何設計於地球大氣層之內或外飛行之航運工具，或受保人脫離該航運工具而上升或下降，但受保人以乘客或機艙服務員之身分乘搭商業航空公司經營之固定航線除外。

有關詳細條款及細則，以及不保事項之詳情，請參閱相關保單條款。

## 有關分紅保單

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

「滙盛人生保險計劃」的保單紅利（如有），將以下列方式派發：

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

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

有關詳情，請參閱本小冊子內「計劃摘要」部分。

### 特別獎賞會受哪些因素影響？

特別獎賞（如有）並非保證，是否派發特別獎賞及其金額多少取決於包括但不限於下列因素：

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

若長遠表現優於預期，特別獎賞派發金額將會增加；若表現較預期低，則特別獎賞派發金額將會減少。

有關主要風險因素的詳情，請參閱本小冊子內「主要風險 — 非保證利益」部分。

### 分紅保單有甚麼主要的優勢？

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

## 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。我們會就派發給您的特別獎賞水平進行定期檢討。過往的實際表現及管理層對未來長期表現的預期，將與預期水平比較作出評估。倘若出現差異，我們將考慮透過調整特別獎賞分配，與您分享或分擔盈虧。

#### 公平對待各組保單持有人

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

#### 長遠穩定的回報

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

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

#### 投資政策及策略

我們採取的資產策略為：

- i) 有助確保我們可兌現向您承諾的保證利益；
- ii) 透過特別獎賞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	長線目標分配比例%
固定收益資產 (政府債券、企業債券及另類信貸投資如基礎建設債券)	30% - 50%
增長資產	50% - 70%

註：實際的分配比例可能會因市場波動而與上述範圍有些微偏差。

在決定實際分配時，我們並會考慮（包括但不限於）下列各項因素：

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

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

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

### 積存息率

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

積存利息的息率並非保證的，我們會參考下列因素作定期檢討：

- 投資組合內固定收入資產的孳息率；
- 當時的市況；
- 對固定收入資產孳息率的展望；
- 與此積存息率服務相關的成本；及
- 保單持有人選擇將該金額積存的時間及可能性。

我們可能會不時檢討及調整用以釐定特別獎賞（如有）及積存息率的政策。

欲了解更多最新資料，請瀏覽本公司網站<https://www.hsbc.com.mo/zh-mo/insurance/important-information/>。

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. 保額除以整個保費期內預計應繳總保費的百分比為修訂至最接近之個位數字，此百分比將取決於您所選擇的保費繳付模式<sup>10</sup>。如您選擇按月繳交保費，則預計應繳總保費會較高，導致該百分比相應較低。
2. 已繳基本計劃總保費是指受保人身故當日的到期之保費總額（無論是否已實際繳付）。
3. 有關癌症及傷殘預支保障詳細條款及細則，請參閱主要不保事項—癌症及傷殘預支保障部分。
4. 子女是指受保人親生及領養的18歲以下的兒子或女兒，繼子或女。
5. 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。
6. 有關末期疾病保障詳細條款及細則，請參閱主要不保事項—末期疾病保障部分。
7. 失業延繳保費保障適用於年齡介乎19歲至55歲並持有澳門居民身份證的保單持有人。保障將於保單持有人年屆65歲的保單周年日或已清繳所有到期保費或本保單終止時（以較早者為準）終止。
8. 申請滙豐受我們就保單持有人及／或受保人的國籍（國家／地區）及／或地址及／或居留國家或地區而不時釐定的相關規定所限制。
9. 批核中「全面核保」或「簡易核保」申請及已生效保單之總投保額（以每名準受保人計）乃根據保人之受保年齡而有所不同，該金額包括「本計劃」及「本公司」指定人壽保險計劃。有關核保要求，請向滙豐保險財富策劃顧問查詢。本公司保留權利根據準受保人及／或保單持有人於投保時所提供之資料而決定是否接受有關之投保申請。
10. 如果您選擇按月繳付有關保單年度的保費，於該保單年度內須繳付的保費總額將會比選擇按年繳付的為高。
11. 淨現金價值是指保證現金價值加上特別獎賞，減去任何未償還的保單借貸、利息和未付之保費。
12. 債項指所有未償還的保單貸款，或按照本保單借取的自動保費貸款，加上該等貸款的任何累計利息及任何未付之保費或款項。
13. 特別獎賞的金額是非保證的，並按本公司的酌情權宣派。
14. 本保單進行部分退保後，本公司可按酌情權宣派調減保單金額部分中應佔的特別獎賞（如有），而該金額（如有）將成為部分退保付款的部分而支付，但須受適用的要求所限制。
15. 保單金額是用來決定基本計劃內所需繳付的保費、現金價值和根據本保單基本計劃內可收取之特別獎賞。它並不代表身故賠償金額或您保單內的現金價值。
16. 您可申請行使保單價值管理權益以將截至處理該申請當日之部分淨現金價值調撥至保單價值管理收益結餘，前提是：
  - 本保單已生效20個保單年度或以上；
  - 所有保費均已在到期時全數繳付；及
  - 本保單下沒有任何債項。
17. 行使保單價值管理權益需受兩項最低限額要求所限制，包括：(i)每次調撥的淨現金價值及(ii)該權益行使後之保單金額。本公司會不時釐定上述的最低限額要求而不會提前通知保單持有人。
18. 保單價值管理收益結餘是指行使保單價值管理權益調撥入本保單下，按本公司具酌情權不時釐定的非保證息率積存生息，並減去任何已提取之金額的累積金額。
19. 不能作廢的價值指在相關未付保費到期日之前一日所計算的淨現金價值。

## 更多資料

策劃未來的理財方案，是人生的重要一步。我們樂意助您評估目前及未來的需要，讓您進一步了解「滙盛人生保險計劃」如何助您實現個人目標。歡迎與我們聯絡，以安排進行理財計劃評估。

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

**親臨** 任何一間滙豐分行

**預約** 會面，馬上掃瞄二維碼



# 滙盛人生保險計劃

## 滙豐人壽保險（國際）有限公司

HSBC Life (International) Limited 滙豐人壽保險（國際）有限公司是於百慕達註冊成立之有限公司，及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

## 滙豐人壽保險（國際）有限公司澳門分公司

HSBC Life (International) Limited, Macau Branch 滙豐人壽保險（國際）有限公司澳門分公司（「本公司」或「我們」）是根據澳門法律成立之分公司。本公司為滙豐集團旗下從事承保業務的附屬公司之一。

## 澳門特別行政區辦事處

澳門南灣大馬路619號時代商業中心1字樓

本公司獲澳門金融管理局授權及受其監管，於澳門特別行政區經營長期保險業務。

對於滙豐人壽保險（國際）有限公司（「滙豐保險」）與您之間因銷售過程或處理有關交易而產生的合資格爭議（定義見金融消費糾紛調解計劃的受理範圍），滙豐須與您進行金融消費糾紛調解計劃程序；此外，有關涉及您上述保單條款及細則的任何糾紛，將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。

2022年6月

## 滙豐人壽保險（國際）有限公司榮獲以下獎項：

HSBC Life (International) Limited  
(Digital Policy Value Projections)



投資者及理財教育獎  
Investor and Financial  
Education Award 2021



由滙豐人壽保險（國際）有限公司澳門分公司（註冊成立於百慕達之有限公司）刊發  
Issued by HSBC Life (International) Limited, Macau Branch (Incorporated in Bermuda with limited liability)



MAC\_FGIP\_PB\_0622\_TC

# Wealth growth and health protection for every life stage

The transition through different life stages is like the changing of the seasons. Getting married, raising children, entering your golden years, each new beginning brings different needs and financial obligations. Just as calm seas today do not guarantee smooth sailing tomorrow, setting a future course for your career and family means preparing for things you can't predict today.

## HSBC Family Goal Insurance Plan ("Family Goal" or "your policy") is a 3-in-1 protection solution that offers



Life protection that safeguards your family's wellbeing while you're working hard to advance your career

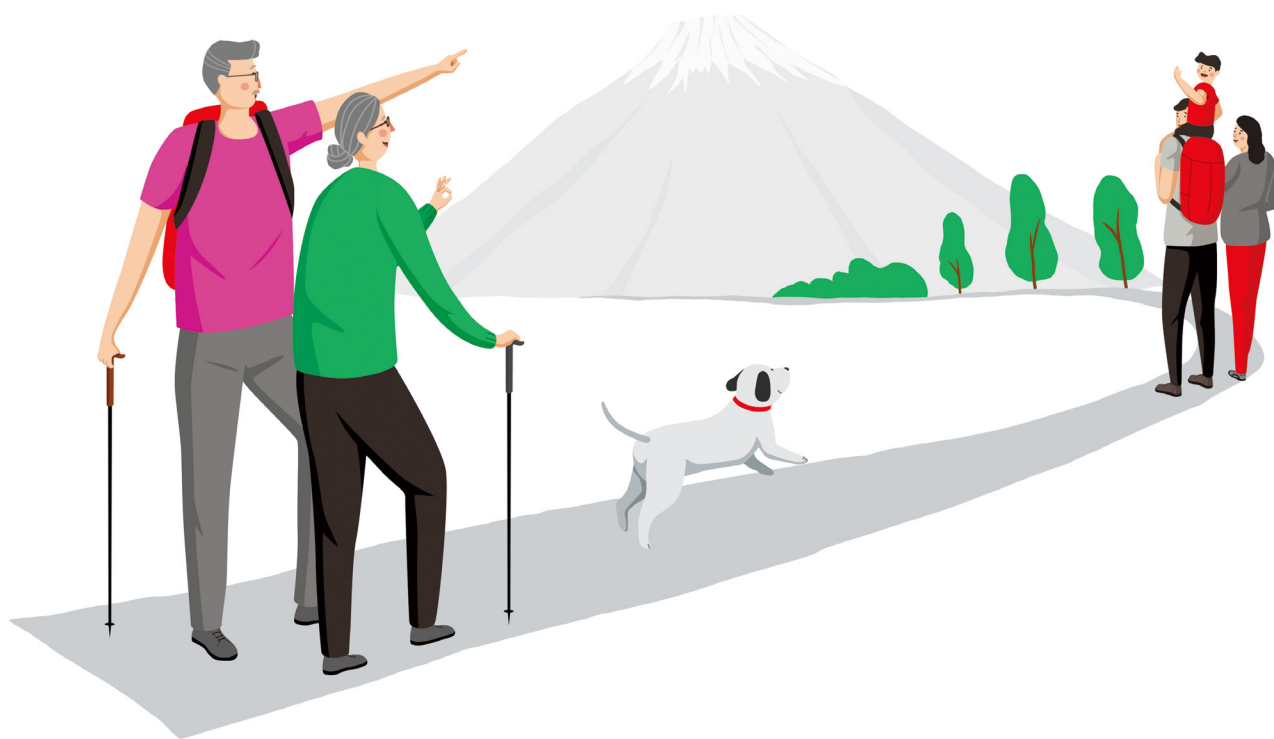


A financial safety net in the unfortunate event of unemployment, cancer, disability and terminal illness



Potential wealth growth for enriching your retirement life.

Life is not always a tranquil voyage, and the future might bring different surprises. With HSBC Family Goal Insurance Plan, you will always have the peace of mind to keep going through strong winds and high waves.



# Wealth growth and health protection for every life stage

Family Goal is a whole life insurance plan with a savings element, designed to cater for your needs from family matters to serious medical issues to your retirement. It is not equivalent or similar to any kind of bank deposit.

Different life stages bring different sets of financial commitments, from day-to-day expenses, mortgage payments to unexpected medical outlays. If you, as the main source of income for your family, ever become ill, disabled or even pass away, your responsibility could well become your loved ones' financial liability. HSBC Family Goal Insurance Plan is designed to boost your protection at crucial moments during the first 20 policy years, helping you overcome challenges and extend your wonderful life journey.

And when you retire, the potential wealth growth offered by the Policy could allow you to open an unforgettable new chapter in your life.

## Family Goal: A 3-in-1 solution that allows you to set your sail for security

### 1 Focus on your career knowing that your family's wellbeing is well-protected

In the unfortunate event of the death of life insured, your beneficiary(ies) will receive:

- (i) **Within the policy's first 20 years**
  - The sum insured (equivalent to around 3X total premiums<sup>1</sup> to be paid) plus the **non-guaranteed Special Bonus**<sup>13</sup>
- (ii) **After the policy's first 20 years**
  - The higher of **Total Basic Plan Premium Paid**<sup>2</sup> plus **USD2,500 or guaranteed cash value** plus the **non-guaranteed Special Bonus**

### 2 Lighten your family's financial burden in the face of unforeseen events

In the unfortunate event of any of the below event happens (whichever is the earlier), an advance payment based on the below will be paid:

- (i) **Cancer and disability (advance payment) benefit**<sup>3</sup>
  - If the life insured is diagnosed with cancer or is suffering from total and permanent disability within the Policy's first 20 years, you will receive **110% of Total Basic Plan Premium Paid** plus the **non-guaranteed Special Bonus**
  - This advance payment shall be extended to apply to cover life insured's child<sup>4</sup> who is under the age<sup>5</sup> of 18 and suffers from cancer
- (ii) **Terminal Illness Benefit**<sup>6</sup>
  - If the life insured is diagnosed with a terminal illness before the age of 65, you will receive an advance payment of the death benefit under this policy

### 3 Look forward to a fulfilling retirement

- You can realise potential growth in policy value through **guaranteed cash value** and **non-guaranteed Special Bonus** throughout the policy term
- Upon attaining the 20<sup>th</sup> policy year, you have been given the choice to exercise the **Policy Value Management Option** (as detailed in the Product summary section below) to lock in part of the policy value for more certainty

### + Unemployment Benefit (only applicable to eligible customers)<sup>7</sup>

If the policyholder becomes unemployed for 30 consecutive days and is age before 65, you are entitled to defer your premium payment due for up to 365 days



Please refer to the "Product summary" section for details of the product features.

The reference exchange rate between USD and MOP is 1 USD : 8.15 MOP, which could be used to derive the MOP equivalent amount. The exact exchange rate shall be subjected to the date of fund transfer.

## Example

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



Mr Lau got married recently and has taken out a mortgage loan for a property for the first time.

He wants to buy an insurance policy that meets the following two needs at the same time:



### Wealth accumulation

Accumulate wealth and build a life of prosperity and certainty



### Relieve financial stress

Alleviates the financial pressures on his family and help pay his mortgage if he suffers from serious medical issues or passes away

He then decides to purchase Family Goal:

<b>Policyholder and life insured</b>	Mr Lau
<b>Issue age</b>	35
<b>Sum insured</b>	USD180,018 <span style="border: 1px solid black; padding: 2px;">ie around <b>3X</b> the Total premium to be paid</span>
<b>Annual premium</b>	USD6,000
<b>Premium payment term</b>	10 years
<b>Total Basic Plan Premium Paid</b>	USD6,000 x 10 years = USD60,000

#### Assumptions for the example:

- i. Mr Lau is a non-smoker.
- ii. No partial surrender has been made during the policy term.
- iii. All premiums have been paid in full during the premium payment period.
- iv. There is no outstanding policy loan while this Policy is in force.
- v. Special Bonus scale in Scenario 1 remains unchanged from original illustrated throughout the policy term.

#### Notes:

- The figures and charts shown in this example are based on the listed assumptions and are subject to rounding adjustments.
- Past, current, projected and/or potential benefits and/or returns (eg bonuses, interest) presented are not guaranteed and are for illustrative purpose only. The actual future amounts of benefits and/or returns may be higher than or lower than the currently quoted benefits and/or returns. They are for illustrative purpose only and do not represent the actual payments and the actual scenario. You should refer to your insurance proposal for illustrated figure and details.
- The Special Bonus (if any) is non-guaranteed. The amount of any potential Special Bonus will be determined by us when it becomes payable.
- Scenario 2 of this example only illustrates the potential changes of the aggregate cash value upon exercising the Policy Value Management Option. The sum insured and Total Basic Plan Premium Paid under your policy will be adjusted and reduced proportionally if the PVMO is exercised. Please refer to the "Product summary" section for more details of the option.
- You should also be aware of the impact of inflation over time, which will likely significantly reduce the spending power of accumulated amounts.

## Example

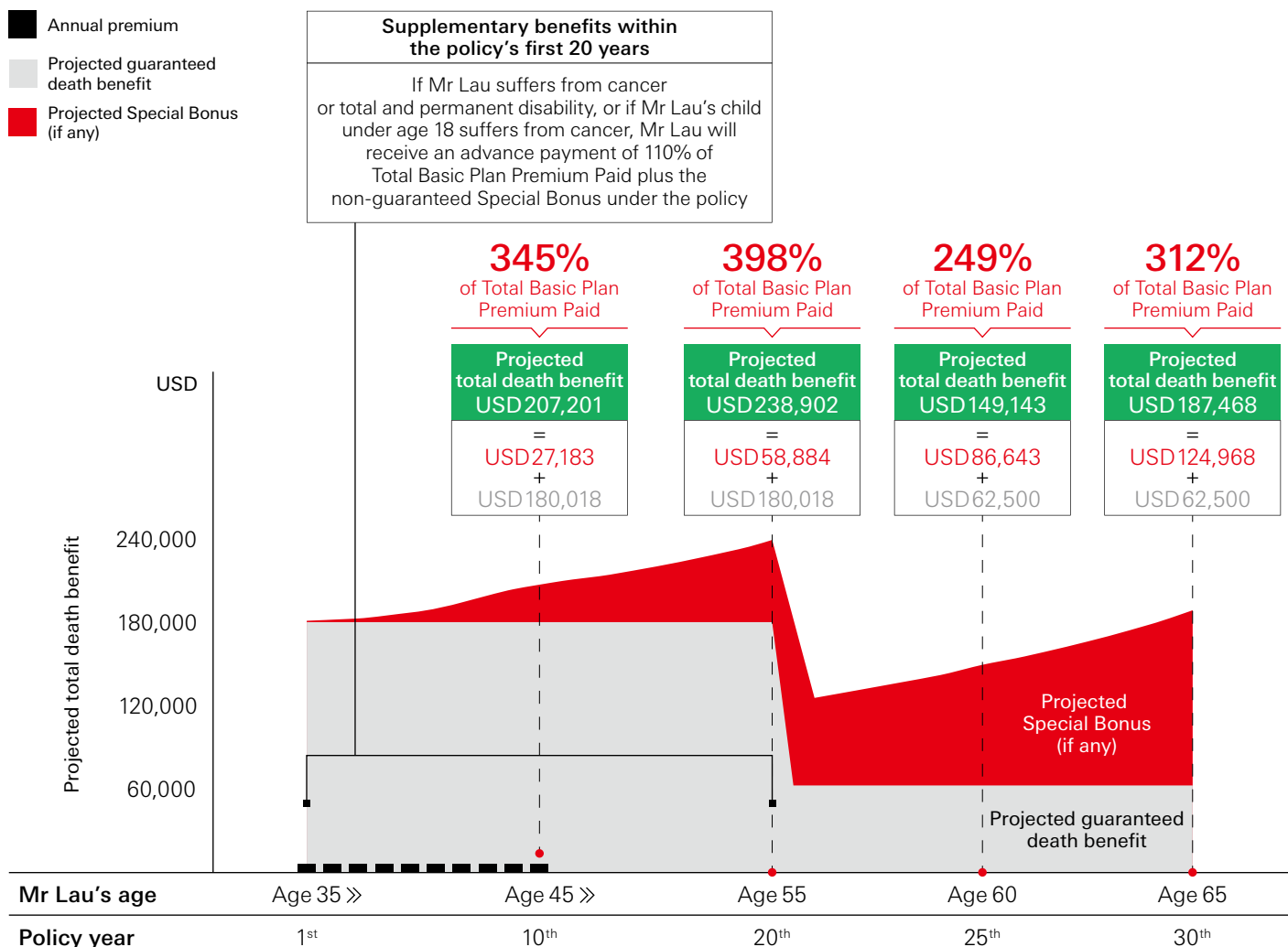
The following example is for illustrative purposes only. Please refer to the "Product summary" section for details.

### Scenario 1: How does the plan benefit Mr Lau?

#### If Mr Lau chooses to surrender the Policy at relevant age

Mr Lau's age	Age 45	Age 55	Age 60	Age 65
Policy year	10 <sup>th</sup>	20 <sup>th</sup>	25 <sup>th</sup>	30 <sup>th</sup>
Projected net cash value <sup>11</sup> upon policy surrender	USD62,050 (103% of Total Basic Plan Premium Paid)	USD102,556 (171% of Total Basic Plan Premium Paid)	USD135,361 (226% of Total Basic Plan Premium Paid)	USD179,170 <b>299%</b> of Total Basic Plan Premium Paid
<div style="border: 1px solid black; padding: 5px;">           Projected net cash value upon policy surrender            =            Projected guaranteed cash value            +            Projected Special Bonus (if any)         </div>				
				<div style="border: 1px solid black; padding: 5px;"> <b>Option available after the policy's first 20 years</b>            Mr Lau has a choice to exercise the Policy Value Management Option to lock in a portion of the policy value for more certainty         </div>

#### If Mr Lau passes away at relevant age



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



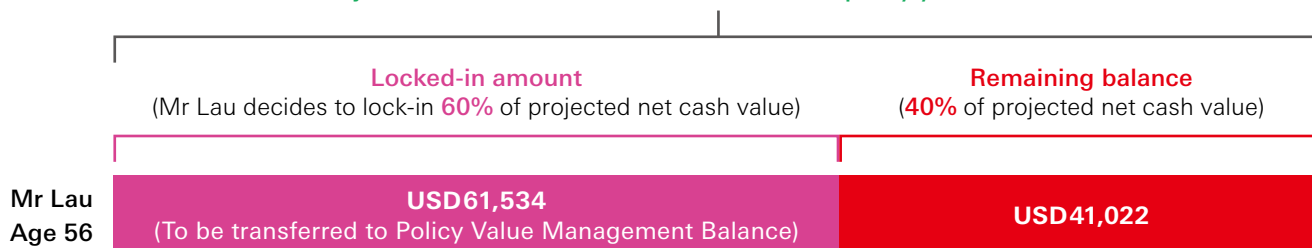
## Example

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

### Scenario 2: How does the plan benefit Mr Lau if he exercises the Policy Value Management Option at the start of the 21<sup>st</sup> policy year

In contrast to Scenario 1 above, Mr Lau exercises the Policy Value Management Option ("PVMO") at the start of the 21<sup>st</sup> policy year to **lock-in part of the projected net cash value (USD102,556)** from fluctuation in the investment market.

Projected net cash value at the start of the 21<sup>st</sup> policy year: USD102,556



Depending on the prevailing market conditions, the projected aggregate cash value (which equals remaining Projected net cash value plus Projected Policy Value Management Balance) at a future point in time (eg one year later) may be higher or lower than it would have been if Mr Lau had not exercised this option.

### Projected aggregate cash value\* under different market conditions at the end of the 21<sup>st</sup> policy year:

	Under current projected investment return	Assume 15% increase in Special Bonus due to favorable market condition	Assume 15% decrease in Special Bonus due to unfavorable market condition
Aggregate cash value <u>without</u> exercising PVMO	USD108,346	USD117,661	USD99,029
Aggregate cash value <u>with</u> PVMO exercised	USD106,102	USD109,829	USD102,376
Difference in aggregate cash value with PVMO exercised (compared to not exercising PVMO)	-USD2,244	-USD7,832	+USD3,347

- If the market rises, the Special Bonus may rise. The aggregate cash value might be lower if Mr Lau has exercised PVMO.
- If the market falls, the Special Bonus may fall. In this case, the exercising of PVMO may help to protect a portion of the Mr Lau policy's net cash value (USD61,534) locked in.

\* It is assumed that no withdrawal from the Policy Value Management Balance has been made and such balance will be accumulated at a non-guaranteed accumulation interest rate of 2% p.a. which may be adjusted by us from time to time.

## Product summary

### Premium payment period/ Issue age

To apply<sup>8</sup>, your issue age needs to be:

Premium payment period	Issue age
5/10 years	19 to 55
15 years	19 to 50
20 years	19 to 45

### Policy currency

USD

### Policy term

Up to age 99

### Underwriting requirement

**Simplified underwriting (The application will be processed through simplified underwriting if certain conditions are met):**

USD625,000<sup>9</sup> for the life insured aged 50 or below

USD312,500 for the life insured aged between 51 and 55

**Full underwriting** is required for any Sum Insured amount higher than the above limits.

### Minimum sum insured (per policy)

USD25,000

### Guaranteed cash value

– the cash value of your policy  
at any time during the policy term

Guaranteed cash value refers to the cash value of your Policy that accumulates over time during the policy term. It is calculated based on the Policy Amount at the relevant time.

### Net cash value

At any time, the amount equal to guaranteed cash value plus Special Bonus, if any, less any Indebtedness<sup>12</sup>.

## Product summary

### Special Bonus

The Special Bonus (if any) is non-guaranteed. It will be declared at the Company's absolute discretion. The amount of any potential Special Bonus will be determined by the Company when it becomes payable.

The Special Bonus (if any) shall be paid when you or beneficiary(ies) to death benefit fully or partially surrender or terminate the Policy, when it matures or lapses or in the event of the death of the life insured. Upon exercising the Policy Value Management Option, a portion of the guaranteed cash value and Special Bonus (if any) will be allocated to the Policy Value Management Balance to accumulate with interest.

The Company will update you the amount of the Special Bonus (if any) of each policy anniversary on the respective annual statement. Such amounts as shown on the annual statement(s) may be lower or higher than those illustrated on the earlier annual statement(s) issued. Please refer to section "Key risks – Non-guaranteed benefit" for the details of key risk factors.

### Surrender benefit

Guaranteed cash value plus the:

- Special Bonus (if any); and
- Policy Value Management Balance (if any) ;
- Less Indebtedness (if any).

### Partial surrender

You may request to partially surrender this policy by reducing the Policy Amount<sup>15</sup>.

To apply for it, you have to submit a written request in a form prescribed by the Company. If the request is approved by the Company, the net cash value attributable to the reduced portion of the Policy Amount, if any, will be payable to the Policyholder.

Upon the reduction of Policy Amount, the Total Basic Plan Premium Paid under this Policy will be adjusted and reduced proportionally. Consequential adjustments will be made in the calculations of guaranteed cash value, Special Bonus (if any) and death benefit in accordance with the terms of the Policy. A policy endorsement with the revised policy schedule will be issued to the policyholder upon the reduction of policy amount has taken effect.

### Policy Value Management Option

After the Policy has been in force for 20 policy years or longer and if there is no indebtedness outstanding and all premiums have been paid when due, you may apply to exercise this option to lock-in a portion of the Plan's net cash value. The amount you choose to lock-in is guaranteed upon exercising the Policy Value Management Option and will be allocated to the Policy Value Management Balance to accumulate with a non-guaranteed interest rate, which will be adjusted from time to time as determined by the Company. To apply for this option, you need to submit a written request in a form prescribed by the Company.

The exercise of this option is subject to the following two minimum amount requirements which shall be determined by the Company and adjusted from time to time without prior notice to Policyholders:

- (i) The net cash value to be allocated per transaction; and
- (ii) The remaining policy amount after the exercise of this option

Upon exercising this option, the policy amount and total basic plan premium paid under the Policy will be adjusted and reduced proportionally and consequential adjustments will be made in the calculations of guaranteed cash value, Special Bonus (if any) and Death Benefit. If the request is approved by the Company, a policy endorsement with the revised policy schedule will be issued to the policyholder. Cancellation, termination or reversal will not be allowed after this option is exercised.

## Product summary

**Policy Value Management Balance** The amount of the accumulation of the proceeds from exercising the Policy Value Management Option which is allocated to the Policy to accumulate at such non-guaranteed interest rate(s) that are determined at the Company's discretion from time to time, and less any previously withdrawn amounts. Such Balance, if any, can be withdrawn in cash by the policyholder at any time before the Policy matures by submitting to us a written request in a form prescribed by the Company.

**Aggregate Cash Value** An amount equal to net cash value plus Policy Value Management Balance, if any.

**Death benefit** If the life insured dies during the policy term, the beneficiary(ies) will receive:

Within the first 20 policy years	After the first 20 policy years
<ul style="list-style-type: none"> <li>Sum Insured (around 3X total premium to be paid);</li> </ul>	<ul style="list-style-type: none"> <li>The higher of               <ul style="list-style-type: none"> <li>(i) Total Basic Plan Premium Paid plus an amount of USD2,500; or</li> <li>(ii) guaranteed cash value at the date of the life insured's death</li> </ul> </li> </ul>
<ul style="list-style-type: none"> <li>Plus the Special Bonus (if any);</li> </ul>	<ul style="list-style-type: none"> <li>Plus the Special Bonus (if any);</li> </ul>
<ul style="list-style-type: none"> <li>Less any outstanding policy loans, interest and premiums</li> </ul>	<ul style="list-style-type: none"> <li>Plus the Policy Value Management Balance (if any);</li> <li>Less any outstanding policy loans, interest and premiums</li> </ul>

Any amount payable on the death of the Life Insured will be paid after we have received written proof of the validity of claim satisfactory to us. Proof of the validity of claim shall include:

- (i) Evidence of the death of the life insured and the cause of death;
- (ii) Evidence of the right of the claimant to be paid;
- (iii) This Policy; and
- (iv) Any other information which we may reasonably require to establish the validity of the claim.

**Maturity benefits** Guaranteed cash value plus a Special Bonus (if any) plus

- Policy Value Management Balance (if any);
- Less Indebtedness (if any)

will be paid when the Life Insured reaches the Age of 99.

**Supplementary benefits  
(no additional premiums required)**

- Cancer and Disability (Advance Payment) Benefit**
- Terminal Illness Benefit**
- Unemployment Benefit**

Please refer to the respective terms of the Supplementary Benefits for detailed terms, conditions and exclusions.

## Important note

### Disclosure obligation for underwriting

You are required to declare all requisite information that would affect the underwriting decisions of the Company. The Company has the right to declare the policy void due to any misrepresentation or fraud. If the non-health related information of the insured person (including but not limited to age) is misstated in the application, the Company may adjust the premium, for the past, current or future policy year on the basis of the correct information, or declare the Policy void or terminate the Policy in accordance with the law.

### Cooling-off period

HSBC Family Goal Insurance Plan is a life insurance plan with a savings element, which is not equivalent or similar to any kind of bank deposit. 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 within the cooling-off period and obtain a refund of any premiums by giving a written notice to HSBC Life (International) Limited, Macau Branch\*. Your request to cancel must be signed by you together with the policy (if received) should be received by the HSBC Life (International) Limited, Macau Branch\* at 1/F, Edf, Comercial Si Toi, 619 Avenida da Praia Geande, Macau within the cooling-off period (that is, a period of 21 calendar days immediately following either the day of delivery of the policy or the day of delivery of the cooling-off notice to the policyholder or the nominated representative, whichever is earlier).

After the expiration of the cooling-off period, if you cancel the Policy before the end of the policy term, the projected net cash value that you receive may be less than the total premium you have paid.

### Policy cancellation

You can request to surrender the Policy at any time after the cooling-off period for its Aggregate Cash Value by filing a form specified by us. Upon full surrender, the Company's liability under this policy shall be fully discharged.

### Suicide

If the life insured commits suicide, whether sane or insane, within one year of the issue date or from the effective date of reinstatement, whichever is later, the death benefit payable under policyholder's policy will be limited to the refund of the amount of premiums policyholder paid to us less any amount we paid to the beneficiary(ies) since the policy date. Please refer to policy provisions of the basic plan for detailed terms and conditions.

### Policy loan

You may apply for a Policy Loan provided that the amount borrowed (including any previous unpaid borrowed amount) does not exceed 90% of the guaranteed cash value after Indebtedness. You will be advised of the rate of interest determined by the Company which may change from time to time.

Any partial surrender or upon exercising the Policy Value Management Option may reduce the guaranteed cash value and death benefit of the Policy. When the Policy Loan with accrued interest exceeds the guaranteed cash value, the Policy may lapse.

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

## Important note

### Tax reporting and financial crime

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

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

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

### Termination conditions

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

- If you cannot make the overdue premium payments by the end of the Grace Period or
- The Policy Loan with accrued interest exceeds the guaranteed cash value
- We reasonably consider that by continuing your policy or our relationship with you, we may break any laws or a member of our Group may be exposed to action or censure from any authority
- We have the right to terminate according to any Supplementary Benefits terms

Please refer to the policy provisions for more details of the termination conditions.

### Applicable laws

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

### Missing premium payment

There is a 30-day Grace Period for premium payments that are due. If you cannot make the payment by the end of the Grace Period, an Automatic Premium Loan will be granted to cover the unpaid premium provided that the Non-forfeiture Value<sup>19</sup> is greater than the amount of the unpaid premium. Interest will apply on such loan at a rate determined by the Company which may change from time to time. When the Non-forfeiture Value is not enough to cover the unpaid premium, the Policy will lapse and any net cash value as at the first unpaid premium due date will be paid to the policyholder.

<sup>19</sup> HSBC Life (International) Limited, Macau Branch is the branch office established by HSBC Life (International) Limited in the Macau SAR.

## Key risks

### Credit and insolvency risks

HSBC Family Goal Insurance Plan is an insurance policy issued by HSBC Life (International) Limited, Macau Branch. **You are subject to the credit risk** of the Company. Your premiums paid will form part of the Company's assets. You do not have any rights or ownership over any of those assets. Your recourse is against the Company only.

### Non-guaranteed benefit

**The scale for calculating the Special Bonus (if any) is not guaranteed and will be determined by us from time to time.** It will be declared at the Company's discretion. Whether the Special Bonus is payable and the size of the Special Bonus to be paid **depend on the investment performance of the assets supporting the policies, as well as other factors including but not limited to, claims, lapse experience, expenses and the long-term expected future performance.** The key risk factors are described below:

- **Investment risk factors** – **The investment performance of the assets supporting the policies could be affected by changes in interest rates and expectations of it** (which affect both interest earnings and values of assets), fluctuations in prices of growth assets and various market risks including, but not limited to, currency risk, credit spread and default risk
- **Claims factors** – **The actual experience of mortality and morbidity is uncertain** which may lead to a higher than expected claim or living benefit payment and impact the overall performance of the product
- **Persistency factors** – **The actual experiences of policy surrender (full or partial), policy lapse and exercise of Policy Value Management Option are uncertain**, and therefore has impacts on both the current performance and future return of the policies' portfolio
- **Expense factors** – **The actual amount of any direct expenses** (eg commission, underwriting, policy acquisition and maintenance expenses) **and indirect expenses** (eg general overhead costs) **incurred and allocated to the group of policies may be higher than expected** and may impact the overall product performance
- The interests earned on the Policy Value Management Balance (where applicable) are determined based on an interest rate that is not guaranteed and may be adjusted by the Company at its discretion from time to time.

### Risk from the delay or missing premium payments due

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

## Key risks

### Risks from surrender

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

### Liquidity risk

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

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

### Inflation risk

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

### Policy currency risk

**You are subject to exchange rate risks.** If your Plan is denominated in currencies other than local currency, or, if you choose to pay premium or receive benefit in currencies other than the policy currency(ies), **the actual amount paid or received by you will be subject to change according to the prevailing exchange rate** to be determined by the Company from time to time between the policy currency and the local/payment currencies.

The fluctuation in exchange rates may have impact on the amount of payments including but not limited to premium payments and benefit payments.



## Key exclusions

### Terminal illness benefit

Terminal Illness Benefit will terminate on the Policy Anniversary at which the life insured attains the age of 65, or payout of such benefit or your policy is terminated (whichever is the earliest). Your policy will terminate once we pay this benefit. No Terminal Illness Benefits shall be payable under any of the below conditions:

- Any pre-existing condition from which the life insured was suffering prior to the Issue Date of the Policy or the effective date of this Benefit or the effective date of last reinstatement, whichever is the latest. or
- Any Human Immunodeficiency Virus (HIV) or any HIV-related illness including Acquired Immune Deficiency Syndrome (AIDS) or any mutations, derivation or variations thereof.

Please refer to the relevant policy provisions for the details of terms and conditions and exclusions.

### Cancer and disability (advance payment) benefit

Cancer and Disability (Advance Payment) Benefit will terminate upon the 20<sup>th</sup> policy year. Your policy will terminate once we pay this benefits to you.

No benefits for any Cancer under the policy shall be payable under any of the below conditions:

- Any pre-existing condition from which the life insured or his/her Child was suffering prior to the Issue Date, the Policy Date or the effective date of the last reinstatement, whichever is the latest. or
- Any cancer signs or symptoms first diagnosed within one-year waiting period. or
- Intoxication by alcohol or drugs not prescribed by a Registered Medical Practitioner. or
- Presence of Human Immunodeficiency Virus (HIV) infection on or before the diagnosis date of Cancer (except for "HIV Due to Blood Transfusion and Occupationally Acquired by HIV" as defined in the policy term)

No benefits for any Total and Permanent Disability shall be payable under any of the below conditions:

- Any pre-existing condition from which the life insured was suffering prior to the Issue Date, the Policy Date or the effective date of the last reinstatement, whichever is the latest. or
- Willful self-inflicted injury. or
- Insanity or mental infirmity or disease. or
- Committing or trying to commit a criminal offence. or
- Taking or absorbing, accidentally or otherwise, any drug, medicine, sedative or poison, except as prescribed by a Registered Medical Practitioner. or
- Engaging in hazardous sports (including mountaineering necessitating the use of ropes or guides, pot-holing, parachuting, skin-diving or other underwater pastimes, winter sports, racing of any kind other than on foot, steeple chasing or polo), other than those stated in the application; or
- Entering, operating, or servicing, riding in or on, ascending or descending from any kind of device designed for flight in or beyond the earth's atmosphere except while the Life Insured is a passenger or air crew in an aircraft operated by a commercial passenger airline on a regular scheduled passenger trip over its established passenger route.

Please refer to the relevant policy provisions for the details of terms and conditions and exclusions.

## More about participating policy

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

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

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

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

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

### What factors will affect your Special Bonus?

Special Bonus (if any) is not guaranteed. the size of the Special Bonus and whether it is payable depends on factors including but not limited to:

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

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

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

### What are the key benefits of participating policies?

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

# More about participating policy

## Dividend philosophy

### Establishing a risk-sharing mechanism

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

### Fairness across policyholder groups

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

### Stable long-term returns

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

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

### Investment policy and strategy

We follow an asset strategy that

- i) helps to ensure that we can meet the guaranteed benefits that we have committed to you.
- ii) delivers competitive long-term returns to you through Special Bonus. and
- iii) maintains an acceptable level of risk

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

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

## More about participating policy

### Target asset allocations

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

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

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

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

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

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

### Accumulation interest rate

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

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

- Portfolio yields of fixed income asset;
- Prevailing market conditions;
- Expectations of future fixed income asset yields;
- The cost associated with the provision of this interest accumulation service; and
- The likelihood and duration of policyholders leaving their payment for accumulation

The policy of determining the Special Bonus (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.mo/insurance/important-information/>.

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

## Endnotes

1. The sum insured as a percentage of the total premiums expected to be paid over the full premium period is a rounded percentage that varies depending on your chosen premium payment mode<sup>10</sup>. If you choose monthly payments, such percentage will be lower due to higher amount of total annual premiums projected to be paid.
2. Total Basic Plan Premium Paid refers to the total amount of premiums due for the Basic Plan (whether or not actually paid) as of the life insured's date of death.
3. For details about Cancer and disability (advance payment) benefit, please refer to Key exclusions - Cancer and disability (advance payment) benefit.
4. Child means a biological and adopted son or daughter, step-son, step-daughter of the life insured who is of age under 18.
5. Age means the age of the life insured or the policyholder where applicable at his/her next birthday.
6. For details about Terminal Illness Benefit, please refer to Key exclusions - Terminal illness benefit.
7. Unemployment benefit is applicable to any policyholder aged between 19 and 55 years who is the holder of a Macau Resident Identity Card. The benefit will terminate on the policy anniversary at which the policyholder attains the age of 65 or all due premiums have been paid or your policy is terminated (whichever is the earliest).
8. Application for Family Goal is subject to our relevant requirements on your and/or the life insured's nationality (country/region/territory) and/or addresses and/or residency as determined by us from time to time.
9. The maximum total sum insured for pending approval/simplified underwriting applications and in force policies (per life insured) may differ and is subject to insurance age of the life insured. For details of the underwriting requirements, please contact HSBC Life insurance specialist(s). The Company reserves the right to accept or decline any applications for this policy based on the information provided by the life insured and/or policyholder during enrolment.
10. If you choose to pay your premiums monthly for a policy year, the total premium paid for that policy year will be higher than if you pay annually.
11. Net cash value means an amount equal to the guaranteed cash value plus Special Bonus less any outstanding policy loan, interest and premiums.
12. Indebtedness means the sum of all outstanding Policy Loans or Automatic Premium Loans advanced in accordance with the Policy, any accrued interest on such loans, and any outstanding premiums or payments under this Policy.
13. The amount of Special Bonus is not guaranteed and the payment is subject to the Company's discretion.
14. Upon the partial surrender of the Policy, a portion of the Special Bonus (if any) attributable to the reduced portion of the Policy Amount may be declared at the Company's discretion and such amount, if any, will be payable as part of the partial surrender payment subject to the applicable requirements. Please refer to the Policy Provisions for detailed terms and conditions of partial surrender.
15. Policy Amount is an amount used to determine the premiums payable under the Policy and your cash values and Special Bonuses to be received under the basic plan of this policy. It does not represent the amount of death benefit payable or cash value of your policy.
16. You may apply to exercise this Policy Value Management Option to allocate a portion of the net cash value as of the date of such request is processed, to the Policy Value Management Balance provided that:
  - This Policy has been in force for 20 Policy Years or more;
  - All premiums are paid up when due; and
  - There is no Indebtedness under the Policy.
17. The exercise of the Policy Value Management Option is subject to the minimum amount requirements on (i) the net cash value to be allocated per transaction; and (ii) the Policy Amount after the exercise of this option. Such minimum amount requirements are determined by the Company from time to time without prior notice to Policyholder.
18. Policy Value Management Balance means the amount of the accumulation of the proceeds from exercising the Policy Value Management Option which is allocated to the Policy to accumulate at such non-guaranteed interest rate(s) that are determined at the Company's discretion from time to time, and less any previously withdrawn amounts.
19. Non-forfeiture Value means the net cash value calculated as at the date immediately preceding the due date of the relevant unpaid premium.

## More information

Planning for your financial future is important. Let us review your current and future needs and help you decide if HSBC Family Goal Insurance Plan is the right product to help you fulfil your personal goals. You are welcome to contact us and arrange for a financial planning review.

**Click** [www.hsbc.com.mo/insurance](http://www.hsbc.com.mo/insurance)

**Visit** any HSBC branch

**Book** an appointment by scanning the QR code now



# HSBC Family Goal Insurance Plan

## HSBC Life (International) Limited

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

## Hong Kong Special Administrative Region office

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

## HSBC Life (International) Limited, Macau Branch

HSBC Life (International) Limited, Macau Branch ("the Company", "we" or "us") is a branch incorporated in accordance with Macau laws, and is one of the HSBC Group's insurance underwriting subsidiaries.

## Macau Special Administrative Region office

1/F, Edf. Comercial Si Toi, 619 Avenida da Praia Grande, Macau

The Company is authorised and regulated by the Autoridade Monetária de Macau to carry on long-term insurance business in the Macau Special Administrative Region.

In respect of an eligible dispute (as defined in the admissibility scope in the Mediation Scheme for Financial Consumption Disputes) arising between HSBC Life (International) Limited ("HSBC Life") and you out of the selling process or processing of the related transaction, HSBC is required to enter into a Financial Consumption Dispute Mediation process with you; however, any dispute over the contractual terms of the above insurance 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.

June 2022

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

HSBC Life (International) Limited  
(Digital Policy Value Projections)



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



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