

Unless otherwise defined herein, all capitalized terms shall have the same meanings defined in the “Glossary” section of the product brochure of HSBC Wealth Select Protection Linked Plan.

Important information:

1. HSBC Wealth Select Protection Linked Plan (the “Plan” or “your Policy” or the “Policy” or the “ILAS Policy”) is an investment-linked assurance scheme, which is an insurance policy issued by HSBC Life (International) Limited, Macau Branch (incorporated in Bermuda with limited liability) (“HSBC Life” or “we” or “us”). Policyholder is referred to as “you” or “your”.
2. HSBC Wealth Select Protection Linked Plan is an insurance policy issued by us, which is not equivalent or similar to any kind of bank deposit. The premium you pay, after deduction of any fees and charges applicable to this Plan, will be invested by HSBC Life in the underlying fund(s) linked to your selected Investment Choices. Your investments are therefore subject to the credit risks of HSBC Life.
3. The premiums you pay towards the insurance policy will become part of the assets of HSBC Life. You do not have any rights or ownership over any of those assets. Your recourse is against HSBC Life only.
4. Your potential return on investments is calculated or determined by HSBC Life with reference to the performance of the underlying funds linked to the Investment Choices you selected. Due to the various fees and charges levied by HSBC Life on the ILAS Policy, the potential return on the Policy as a whole may be lower than the return of the underlying fund linked to the investment choices you selected. You are subject to the investment risk.
5. The Account Value of the ILAS Policy will be calculated by HSBC Life based on the performance of the underlying funds linked to the Investment Choices you select from time to time and the ongoing fees and charges which will continue to be deducted from the ILAS Policy. The Units of each Investment Choices allocated to the ILAS Policy are notional and solely for determining the Account Value and benefits under the ILAS Policy.
6. More importantly, you should be aware of the following regarding your Death Benefit and the Insurance Charges:
 - Part of the fees and charges you pay will be deducted from the value of the ILAS Policy and will be used to cover the Insurance Charges for the life coverage.
 - The Insurance Charges will reduce the amount that may be applied towards the Account Value in the underlying funds of the Investment Choice(s) selected.
 - The Insurance Charges may increase significantly during the term of the ILAS Policy due to factors such as age and investment losses, etc. This may result in significant or even total loss of your premiums paid.
 - If the value of the ILAS Policy becomes insufficient to cover all the ongoing fees and charges, including the Insurance Charges, the ILAS Policy may be terminated early and you could lose all your premiums paid and benefits.
 - You should consult your intermediary for details, such as how the charges may increase and could impact the value of the ILAS Policy.
7. The Investment Choices available under the Policy can have very different features and risk profiles. Some may be of high risk. Underlying funds available for selection are listed in the Investment Choice Brochure. The Plan is classified under Class C of life insurance product, as defined in the Macau Insurance Ordinance. It is not a fund authorised by the Autoridade Monetaria de Macau (the “AMCM”). HSBC Life is subject to the prudential regulation of the AMCM in carrying on long-term insurance business in the Macau Special Administrative Region. It does not mean the Plan is suitable for all investors nor is it an endorsement of its suitability for any particular investor or class of investors.
8. Investment involves risk.
 - (a) You should not purchase the ILAS Policy unless you understand it and it has been explained to you how it is suitable for you. You should read the offering documents for this plan and underlying funds corresponding to the investment choices you selected, which are made available by HSBC Life upon request. The final decision is yours.

- (b) Each investment choice is subject to market value fluctuations and to the risks inherent in all investments. The unit price of or the income (if any) from each investment choice may go down as well as up. Please read the principal brochure and the offering documents for the underlying funds corresponding to the investment choices involved for details. The past performance of each investment choice is not indicative of any future performance. Specific investment-related risk factors include:
- (i) Market risks – Return of this ILAS Policy is contingent upon the performance of the underlying funds corresponding to the investment choice(s) you selected and therefore there is a risk of capital loss.
 - (ii) Foreign exchange risks – The investment return of the ILAS Policy may be subject to foreign exchange risks as some of the underlying funds or the assets within such funds may be denominated in a currency which is different from that of the ILAS Policy.
 - (iii) Specific risks – investment choices which are invested in certain markets and companies (eg emerging markets, commodity markets and smaller companies, etc) may also involve a higher degree of risk and are usually more sensitive to price movements.
 - (iv) Risk associated with Risk Matching and De-risking Service – Risk Matching and De-risking Service (“Service”) is an optional service and you are free to opt in (or opt out) the service at policy inception or at any time after the policy is issued. After opting in the service, you will only be allowed to invest in one of the designated investment choices available under this service in accordance with your risk profile. The service adopts a pre-set de-risking process when you reach age 55. You should consider your own personal circumstances (including your risk profile and retirement plan) before opting in for this service. If you are in doubt as to whether this service is suitable for you, you should seek financial and/or professional advice.
9. Prior to making any decision regarding the Plan, and/or selecting an investment choice(s), you should refer to the offering documents for its underlying fund for full details on investment objectives and policies, risk factors and charges and not rely solely on the Investment Choice Brochure. The offering documents are made available by HSBC Life (International) Limited, Macau Branch at 1/F Edf. Comercial Si Toi, 619 Avenida da Praia Grande, Macau or at www.hsbc.com.mo/insurance. You should read the offering documents of the Plan for details including the risk factors.
10. Some investment choices have higher risk. Do not invest in the corresponding investment choices unless you fully understand and are willing to assume the risks associated with them. These instruments can be highly volatile and expose you to a high risk of loss.
11. **Early surrender/partial withdrawal penalty** - The ILAS Policy is designed to be held for a long-term period. regular premium payment during the premium payment period, you will be entitled to a Grace Period of 65 calendar days before the ILAS Policy lapses. Policy lapse, early surrender or partial withdrawal of the Policy may result in a significant loss of principal and bonuses to be entitled and/or may adversely impact the sustainability of the ILAS Policy. Poor performance of underlying funds corresponding to the Investment Choices may further magnify your investment losses,, while fees and charges are still deductible.

Investment-Linked Assurance Scheme

HSBC Wealth Select Protection Linked Plan

Where life protection meets potential wealth growth

ILAS Policy is an investment-linked assurance scheme classified under Class C of life insurance product, as defined in the Macau Insurance Ordinance. It is not a fund authorised by the Autoridade Monetária de Macau (the “AMCM”). HSBC Life is subject to the prudential regulation of the AMCM in carrying on long-term insurance business in the Macau Special Administrative Region.

Premium payment period and policy currency

You can choose USD or HKD as the policy currency, while the premium can be paid in a single payment or 5, 10 or 20 years with monthly or annual payment mode, whichever fits your personal needs. The premium payment period, premium amount payable during the regular premium payment period and policy currency cannot be changed once the Policy is issued. Premiums paid will then be allocated to the Investment Choice(s) selected by you. Please refer to the subsection “**Premium payment period and policy currency**” under Section A – “Plan features” in the product brochure for details.

Death Benefit

There are three levels of Sum Insured for your selection, 150%, 200%, 250% of Total Premium Payable -- if the life insured is at Age 65 or below. Please refer to the subsection “**Death Benefit**” under Section A – “Plan features” in the product brochure for details.

Investment Choices

We offer a spectrum of Investment Choices for your selection. You can select your Investment Choice(s) at policy inception and make a switch at any time after the Policy is issued. The Plan also supports unlimited switching at no cost. Please refer to the subsection “**Variety of Investment Choices for your selection**” under Section A – “Plan features” in the product brochure for details.

We also offer a Risk Matching and De-Risking Service to facilitate de-risking measures as part of policyholder’s preparations for retirement. To learn more, please refer to the Investment Choice Brochure.

Loyalty Bonus

You are entitled to the Loyalty Bonus on the last day of the 5th Policy Year and the last day of every Policy Year thereafter (i.e. Loyalty Bonus entitlement date), while the Policy is in effect, subject to certain terms and conditions. Please refer to the subsection “**Loyalty Bonus**” under Section A – “Plan features” in the product brochure for details.

Termination

The Policy automatically terminates upon occurrence of the earliest of the following events:

1. the Policy has matured; or
2. the death of the life insured; or
3. the Policy is cancelled during the cooling-off period; or
4. the Policy becomes void; or
5. the Policy is surrendered; or
6. the Policy lapses.

Please refer to the subsection “**Termination**” under Section D – “General Information” in the product brochure for details.

Fees and charges

The current fees and charges at Plan level include Policy Management Charge, Insurance Charge and Early Encashment Charge. Outside the Plan level, the underlying funds of the Investment Choices may have separate fees and charges. Please refer to Section B – “Summary of Fees and Charges” in the product brochure for details.

Special First-Year Premium Discount Promotion

General Customers / Selected Customers who **successfully apply any HSBC Wealth Select Protection Linked Plan during the Promotional Period below, with policy being issued on or before 31 August 2024**, can enjoy Special First-Year Premium Discount for single premium and regular premium options (the “First-Year Premium Discount”), subject to the relevant terms and conditions herein. Please refer to Appendix of this Promotion regarding the definitions of Selected Customers.

What is the Promotional Period?

22 April 2024 – 30 June 2024 (both dates inclusive)

What are the Promotion Offer Rates?

Depending on the Premium Payment Period selected, the corresponding First-Year Premium Discount are set out in the table below:

Premium Payment Period	Discount on Original First Year Premium	
	General Customers	Selected Customers
Single Premium	3%	3.2%
5 years	10%	12%
10 years	18%	20%
20 years	12%	14%

How will the First-Year Premium Discount be calculated and applied under different premium payment options?

1. For single premium option, the amount of premium to be paid by the policyholder after discount will be calculated as follows:
 - a. General Customers: Original First Year Premium X (1 - 3%)
 - b. Selected Customers: Original First Year Premium X (1 – 3.2%)

2. For regular premium option paid on an annual basis, the amount of premium to be paid by the policyholder after discount at the policy inception for the first year will be calculated as follows:
 - a. Applicable to customers purchasing a Policy with a 5 -year payment period:
 - General Customers: Original First Year Premium X (1 - 10%)
 - Selected Customers: Original First Year Premium X (1 - 12%)
 - b. Applicable to customers purchasing a Policy with a 10 -year payment period:
 - General Customers: Original First Year Premium X (1 - 18%)
 - Selected Customers: Original First Year Premium X (1 - 20%)
 - c. Applicable to customers purchasing a Policy with a 20 -year payment period:
 - General Customers: Original First Year Premium X (1 - 12%)
 - Selected Customers: Original First Year Premium X (1 - 14%)

3. For regular premium option paid on a monthly basis, the amount of total premium to be paid by the policyholder after discount at the policy inception for the first 5 months will be calculated as follows:
- a. Applicable to customers purchasing a Policy with a 5 -year payment period:
 - General Customers: First 5 months' premium – (Original First Year Premium X 10%)
 - Selected Customers: First 5 months' premium – (Original First Year Premium X 12%)
 - b. Applicable to customers purchasing a Policy with a 10-year payment period:
 - General Customers: First 5 months' premium – (Original First Year Premium X 18%)
 - Selected Customers: First 5 months' premium – (Original First Year Premium X 20%)
 - c. Applicable to customers purchasing a Policy with a 20-year payment period:
 - General Customers: First 5 months' premium – (Original First Year Premium X 12%)
 - Selected Customers: First 5 months' premium – (Original First Year Premium X 14%)
- and the monthly premium amount for and beyond the 6th month will not be discounted.

For avoidance of doubt, the amount of premium discount will not affect the total investment contribution (i.e. the allocation of investment choice will be based on Original First Year Premium) and the calculation of death benefit entitled to you.

In the event of partial withdrawal(s), policy surrender or lapse within first year, the First Year Premium Discount amount will be clawed back from the policy value of the Plan.

If you cancel the Policy within the cooling-off period, you will receive refund of any premiums paid, which does not include any First-Year Premium Discount offered to you, and subject to any market value adjustment and the deduction of any cash dividends paid to you from your selected Investment Choice(s). For further details of the refund amount after you cancel the Policy during cooling-off period, please refer to the subsection "Cooling off Period" under the section "D) General Information" in Product Brochure.

Illustrative Examples – How to calculate the First Year Premium Discount

Example 1 (Single Pay)

Mr. Chan who is General Customer successfully applied for a HSBC Wealth Select Protection Linked Plan within the promotion period and the policy was issued on or before 31 August 2024. The **Single Premium** was HK\$ 240,000 (i.e. Original First Year Premium), with sum insured equals 150% of Total Premium Payable (i.e. HK\$ 240,000).

Assuming that Mr. Chan had not withdrawn another application of, or cancelled another policy of, HSBC Wealth Select Protection Linked Plan, the First Year Premium Discount entitled would be 3%.

The total premium discount amount for Mr. Chan = Original First Year Premium x 3%
= HK\$ 240,000 x 3%
= HK\$ 7,200

Therefore, the single premium paid by Mr. Chan after discount = Original First Year Premium x (1 – 3%)

$$\begin{aligned} &= \text{HK\$ } 240,000 \times 97\% \\ &= \text{HK\$ } 232,800 \end{aligned}$$

Total sum insured was $\text{HK\$ } 240,000 \times 150\% = \text{HK\$ } 360,000$

Example 2 (Monthly Pay)

Mr. Liu who is General Customer successfully applied for a HSBC Wealth Select Protection Linked Plan within the promotion period and the policy was issued on or before 31 August 2024. He selected the regular premium option to pay **monthly premium of HK2,000 (i.e. HK\$ 24,000 p.a.) for premium payment term of 10 years**, with sum insured equals 150% of Total Premium Payable (i.e. $\text{HK\$ } 24,000 \times 10$ years).

Assuming that Mr. Liu had not withdrawn another application of, or cancelled another policy of, HSBC Wealth Select Protection Linked Plan, the First-Year Premium Discount entitled would be 18%.

$$\begin{aligned} \text{The total premium discount amount for Mr. Liu} &= \text{Original First Year Premium} \times 18\% \\ &= \text{HK\$ } 24,000 \times 18\% \\ &= \text{HK\$ } 4,320 \end{aligned}$$

$$\begin{aligned} \text{Therefore, for the first 5 months' premium for Mr. Liu} \\ &= (\text{monthly premium}) \times 5 - (\text{Original First Year Premium}) \times (\text{discount}) \\ &= \text{HK\$ } 2,000 \times 5 - (\text{HK\$ } 24,000 \times 18\%) \\ &= \text{HK\$ } 5,680 \end{aligned}$$

Mr. Liu would keep paying monthly premium of $\text{HK\$ } 2,000$ for and beyond the 6th month.

$$\begin{aligned} \text{Total first year premium paid by Mr. Liu after discount} &= \text{HK\$ } 5,680 + \text{HK\$ } 2,000 \times 7 \text{ months} \\ &= \text{HK\$ } 19,680 \end{aligned}$$

Total sum insured was $\text{HK\$ } 24,000 \times 10 \text{ years} \times 150\% = \text{HK\$ } 360,000$

The above examples are hypothetical and for illustrative purposes only.

Terms and Conditions of HSBC Wealth Select Protection Linked Plan Special First-Year Premium Discount Promotion:

1. The promotional offers in respect of the Plan (the "Promotion") are only applicable to applications successfully submitted by General Customers / Selected Customers (as defined in clauses 4 and 5 below) to HSBC Life (International) Limited, Macau Branch ("HSBC Life") in respect of a new purchase of the HSBC Wealth Select Protection Linked Plan from **22 April 2024 to 30 June 2024**, both dates inclusive (the "Promotional Period").
2. In order to be eligible for the Promotion,
 - (i) General Customers / Selected Customers must have successfully applied for and submitted the completed application of HSBC Wealth Select Protection Linked Plan to us within the Promotion Period; and
 - (ii) the policy must have been issued by HSBC Life on or before 31 August 2024.The Promotion shall at all times be subject to these Terms and Conditions.
3. Offers under the Promotion are not applicable to policies applied in a company's name.

4. “General Customers” are customers who apply for the HSBC Wealth Select Protection Linked Plan during the Promotional Period mentioned above.
5. “Selected Customers”, in respect of the Promotion, refer to persons in any of the groups defined in the Appendix of this Promotion.
6. If a General Customer / Selected Customer who is entitled to receive the Promotion is also entitled to other premium discount offer(s) under another concurrent promotion run by HSBC Life in the Macau Special Administrative Region in respect of the same type of designated product or service, such customer is only entitled to receive the premium discount offer of the highest value at HSBC Life’s discretion.
7. The offers under the Promotion are not exchangeable for cash and are not transferable.
8. The reference exchange rate between USD and MOP is 1 USD : 8.15 MOP and that between HKD and MOP is 1 HKD : 1.03 MOP, which could be used to derive the MOP equivalent amount. The exact exchange rate shall be subjected to the date of fund transfer.
9. HSBC Life reserves the right to accept or reject any application for HSBC Wealth Select Protection Linked Plan based on the information provided by an applicant as the potential policyholder and/or the potential life insured during the application as set out in the policy provision.
10. 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 Life 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 HSBC Life and you directly.
11. HSBC Life reserves the right to change these Terms and Conditions (including the definitions of Selected Customers) at any time and the offers may be withdrawn and/or terminated by HSBC Life at its discretion without prior notice to the General Customers / Selected Customers or to anyone. For the case of cancellation or amendment (if any) announced after an application is submitted, the application should still entitle to the offer prior to the change, subject to all the terms and conditions herein. HSBC Life accepts no liability for any such change, withdrawal and/or termination. HSBC Life shall not be liable for any loss, damages, costs or expenses which may arise (directly or indirectly) from any change of these Terms and Conditions, or any exercise of HSBC Life’s discretion in respect of the Promotion.
12. All offers under this promotion are provided subject to prevailing regulatory requirements.
13. In the event of dispute, the decision of HSBC Life shall be final and conclusive.
14. Should there be any discrepancy between the English and Chinese versions of these Terms and Conditions, the English version shall prevail.
15. These Terms and Conditions are governed by and construed in accordance with the laws of Macau SAR.
16. Each of HSBC Life and the General Customer / Selected Customer submits to the non-exclusive jurisdiction of the courts of Macau SAR but these Terms and Conditions may be enforced in the courts of any competent jurisdiction.

Glossary

“**Account Value**” means the sum of the market value of all your selected Investment Choice(s). The market value of each of your Investment Choice is determined by HSBC Life by multiplying the number of Units you hold by the latest available Unit Price of the Investment Choice. It will be rounded to the nearest 2 decimal places. Any remaining balance or shortfall after such rounding will be absorbed or borne by us, as applicable.

“**Age**” means on policy effective date, Policy Anniversary, the Age of the life insured or policyholder where applicable at the life insured's or policyholder's next birthday. The Age will remain the same during the corresponding Policy Year until next Policy Anniversary.

“**Death Benefit**” means at any time an amount calculated and payable upon the death of the life insured.



“Macau SAR” means the Macao Special Administrative Region of the People's Republic of China.

“Investment Choice” means one of the Investment Choices made available for the purpose of notional allocation of your premiums and the Investment Choices chosen must be denominated in your selected plan currency. Account Value under the policy currency will be determined in accordance with the investment provision.

“Original First Year Premium” means the total amount of premium committed to be paid by policyholder for the Plan within the first policy year, before any premium discounts and excluding top-up premiums and levy.

“Policy Effective Date” means the date on which the Policy becomes effective and referred to as such in the policy schedule.

“Sum Insured” means amount equivalent to 150%, 200% or 250% of Total Premium Payable which the level of Sum Insured is selected by Policyholder during policy inception and can be subsequently changed any time after 1st Policy Anniversary.

“Total Premium Payable” means for the purpose of computing the Death Benefit and Insurance Charge, the total amount of premiums committed to be paid by policyholders for the Plan within the premium payment period selected by policyholder at policy inception, excluding top-up premiums.

“Transaction” means any of the following: a partial withdrawal, a transfer, the allocation of a premium, the deduction of Charges, a change in your premium allocation instruction of Investment Choice(s), the production of a report, the allocation of bonuses, the distribution of maturity benefit, the distribution of Surrender Value, the distribution of Death Benefit, the distribution of Suicide Proceeds, the distribution of dividends of the underlying fund of any of your Investment Choices under this Policy, the reinstatement.

“Unit” means a notional Unit of an Investment Choice which is allocated to or cancelled from your Policy. The Unit(s) allocated to your Policy is notional and is solely for the purpose of determining the Account Value and benefits under your Policy.

“Unit Price” means the value on any relevant Transaction Date of one Unit of a particular Investment Choice, and is equal to the offer price of the corresponding underlying fund.

Should you have any queries on this Promotion, please contact us via any of the following means:

- Visit HSBC Life, Macau Branch Main office or contact your Intermediary
- 1/F, Edf. Comercial Si Toi, 619 Avenida da Praia Grande, Macau
- Call HSBC Life service hotline: (853) 2821 6133 during Mon to Fri from 9am to 8pm, Sat from 9am to 1pm, except public holidays
- Mail: 1/F, Edf. Comercial Si Toi, 619 Avenida da Praia Grande, Macau
- Email: hsbc.life.macau.support@hsbc.com.hk

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

Appendix - Definitions of Selected Customers

“Selected Customers” in respect of the Promotion refer to persons in any of the following group(s):

- i. Existing Life Customers:
Customers who have any in-force life insurance policy issued by HSBC Life at point of new application.
- ii. Eligible Staff:
Customers who are HSBC Macau staff / HSBC Life staff; OR their spouse or partner, parents, parents-in-law and children (with submission of proof of relationship).
- iii. Worksite Staff:
Customers who are staff of the eligible companies / organisations (“Eligible Companies”). For the detailed list of Eligible Companies, please check with staff of HSBC Life.
- iv. Targeted Customers:
Customer who has received direct communications via HSBC Life Wealth Planning Specialists for this offer.
- v. Expo Event Customers:
Customers who sign the insurance application during Expo event and/or customers who make an appointment booking with HSBC Life Wealth Planning Specialists during the Expo and sign the insurance application within one month counting from the end date of the Expo event.
- vi. Member Get Member:
Customers without any in-force or pending life insurance policy and got referral by an existing policyholder of HSBC Life’s Member Get Member program at the time of new application.

如非另有註明，本文件內特定詞彙含意均與滙萃保障相連保險計劃的產品冊子中所釐定的定義相同。

重要事項：

1. 「滙萃保障相連保險計劃」（「本計劃」或「您的保單」或「本保單」或「投連壽險保單」）是一項由滙豐人壽保險（國際）有限公司澳門分公司（於百慕達註冊成立之有限公司）（「滙豐保險」或「我們」）簽發的投資相連壽險計劃。保單持有人簡稱為「您」。
2. 「滙萃保障相連保險計劃」是滙豐保險簽發的保單，並非等同於或類似任何類型的銀行存款。您繳付的保費扣除本計劃任何適用的費用及收費後，將由滙豐保險投資於您選取的投資選擇相應的相關基金，因此，您的投資受滙豐保險的信貸風險所影響。
3. 您於保單繳付的所有保費均成為滙豐保險資產的一部分，您對任何該等資產均沒有任何權利或擁有權。您只對滙豐保險有追索權。
4. 您的潛在投資回報取決於您選取的投資選擇相應的相關基金的表現，並由滙豐保險計算及釐定。由於您須繳付滙豐保險對投連壽險保單徵收的各項費用及收費，保單整體潛在回報可能低於您選取的投資選擇相應的相關基金回報。您須承受投資風險。
5. 滙豐保險不時根據您選取的投資選擇相應的相關基金的表現，以及持續由投連壽險保單中扣除的費用及收費，計算投連壽險保單的戶口價值。分配至投連壽險保單的每項投資選擇的單位僅屬名義性質，純粹為釐定投連壽險保單戶口價值及有關保障金額而設定。
6. 更重要的是，您應留意以下有關身故賠償及保險費用事宜：
 - 您繳付的部份費用及收費將從您投連壽險保單的價值中扣減，並用作繳付人壽保障的保險費用。
 - 有關保險費用會減少可供投資於所選取投資選擇的相關基金的戶口價值金額。
 - 基於年齡及投資損失等因素，保險費用可能於投連壽險保單年期內大幅增加，有可能令您損失不少甚至全部已繳保費。
 - 如投連壽險保單的價值不足以繳付所有持續費用及收費（包括保險費用），投連壽險保單可能會被提早終止，而您可能失去全部已繳保費及利益。
 - 您應向中介人查詢有關詳情，例如相關收費在甚麼情況下會有所增加，如何影響投連壽險保單價值。
7. 本保單所提供的投資選擇在產品特點和風險概況方面可以有很大的差異，而當中部分投資選擇可能涉及高風險。投資選擇小冊子列明可供選擇的相關基金。根據《保險保險業條例》定義，本計劃屬於類別 C 人壽保險產品，並非澳門金融管理局認可的基金。滙豐保險受澳門金融管理局審慎監管，並於澳門特別行政區內經營長期保險業務，亦不代表本計劃適合所有投資者，或認許本計劃適合任何個別投資者或任何類別投資者。

8. 投資涉及風險。

- (a) 您必須了解投連壽險保單，並已獲清楚解釋，計劃對您是否合適，否則不應購買投連壽險保單。您應參閱本計劃銷售文件，以及您選取的投資選擇相應的相關基金的銷售文件，有關文件可向本滙豐保險索取。您擁有最終決定權。
- (b) 每項投資選擇均受市值波動及固有風險所影響。每項投資選擇之單位價格或收入（如有）可升可跌。有關詳情請參閱投資選擇相應的相關基金的主要推銷刊物及銷售文件。每項投資選擇之過往業績並不代表未來表現的指標。有關投資的特定風險因素包括：
 - (i) 市場風險 — 本投連壽險保單的回報取決於您所選取的投資選擇相應的相關基金的表現，因此您的投資本金可能會出現虧蝕。
 - (ii) 匯率風險 — 由於部分相關基金或該等基金之內的資產與您的投連壽險保單可能以不同貨幣計值，因此保單的投資回報可能涉及匯率風險。
 - (iii) 特定風險 — 投資於特定市場及公司（例如新興市場、商品市場及規模較細公司等）的投資選擇可能涉及較高風險，通常對價格變動較為敏感。
 - (iv) 風險配對及降低風險服務的有關風險 — 風險配對及降低風險服務（簡稱「服務」）屬自選服務，您可於保單簽發時或在保單簽發後的任何時間，自行選用或退出本服務。在選擇選用本服務後，您將只限投資在根據您的風險取向為您配對適用於本服務下的一項指定投資選擇。當您年齡達到 55 歲，本服務將採用預先安排的降低風險程序。選用本服務前，應考慮您的個人情況，包括您的風險取向及退休計劃。如想進一步了解您是否適合選用本服務，您應諮詢財務及/或專業意見。

9. 在對本計劃做出任何決定及/或選取投資選擇之前，您應參閱相關基金的銷售文件內有關投資目標及方針、風險因素及費用詳情。切勿單憑本投資選擇小冊子作決定。滙豐保險備有銷售文件以供查閱，歡迎親臨滙豐保險澳門特區辦事處（澳門南灣大馬路 619 號時代商業中心 1 字樓）或瀏覽 www.hsbc.com.mo/insurance。有關本計劃的詳情包括風險因素，請參閱本計劃的銷售文件。

10. 投資選擇涉及較高風險，除非您已完全明白及願意承受有關風險，否則不應投資於該等投資選擇。有關投資工具價格可能波動不定，為您帶來高虧損風險。

11. **提早退保/部分提取款項罰款** — 投連壽險保單為長期持有而設，若您於保費供款年期內未有向定期供款的投連壽險保單繳付定期保費，您將享有在投連壽險保單失效前 65 個曆日的繳費寬限期。保單失效、提早退保或部分提取款項，可能會導致本金及將會享有之獎賞承受重大損失，及/或對投連壽險保單的可持續性產生不利影響。假如投資選擇相應的相關基金表現欠佳，或會進一步擴大您的投資虧損，而一切費用及收費仍需被扣除。

投資相連壽險計劃

滙萃保障相連保險計劃

潛在財富增值 連結人壽保障實力

根據《保險業務法律制度》定義，本計劃屬於類別 C 人壽保險產品，並非澳門金融管理局認可的基金。滙豐保險受澳門金融管理局監管，並於澳門特別行政區內經營長期保險業務。

保費供款年期及保單貨幣

您可因應個人需要，選擇以美元或港元作為保單貨幣，並可選擇以一筆過或分 5 年 / 10 年 / 20 年以月繳或年繳的形式繳付保費。於保單簽發後，保費供款年期、於定期保費供款年期應繳保費金額及保單貨幣均不能更改。已繳保費將分配至您選取的投資選擇。有關詳情，請參閱產品冊子中章節 A) 計劃特點」部分的「保費供款年期及保單貨幣」。

身故賠償

本計劃為年齡為 65 歲或以下的受保人提供 3 種保額以供選擇：即應繳保費總額的 150%、200% 或 250%。有關詳情，請參閱產品冊子中章節 A) 計劃特點」部分的「身故賠償」。

投資選擇

我們提供一系列具不同投資目標的投資選擇。您可於保單簽發時選取投資選擇，並可於簽發後隨時轉換。本計劃免收轉換投資選擇費用，並且不限轉換次數。有關詳情，請參閱產品冊子中章節 A) 計劃特點」部分的「一系列投資選擇隨您選取」。

保單持有人可選用風險配對及降低風險服務，降低投資風險，以作退休準備。請參閱投資選擇小冊子，進一步了解詳情。

長期客戶獎賞

於本保單維持有效期間，您可於第 5 個保單年度最後 1 日及其後每個保單年度最後 1 日（即「長期客戶獎賞享權日」）專享長期客戶獎賞（須受條款及細則所限）。有關詳情，請參閱產品冊子中章節 A) 計劃特點」部分的「長期客戶獎賞」。

終止保單

如發生以下情況（以最早者為準），保單即自動終止：

1. 保單期滿；或
2. 受保人身故；或
3. 保單於冷靜期內取消；或
4. 保單變為無效；或
5. 保單退保；或
6. 保單失效

有關詳情，請參閱產品冊子中章節 D) 一般資訊」部分的「終止保單」。

費用及收費

本計劃的費用及收費包括保單管理費用、保險費用及提早贖回費用。本計劃以外，投資選擇的相關基金或會另行徵收費用及收費。有關詳情，請參閱產品冊子中章節 B) 部分的「費用及收費」。

首年保費折扣優惠特別推廣

一般客戶 / 特選客戶於以下推廣期間成功投保任何滙萃保障相連保險計劃，及其保單於 2024 年 8 月 31 日或之前成功批核發出，不論選擇躉繳或定期繳交保費，可享以下首年保費折扣特別優惠（「首年保費折扣優」），優惠受相關條款及細則約束。特選客戶的定義請參考本優惠的附錄。

推廣期是什麼？

2024 年 4 月 22 日至 2024 年 6 月 30 日（包括首尾兩天）。

是次推廣之折扣率優惠是什麼？

根據所選的保費供款年期，相應的首年保費折扣如下：

保費供款年期	原定首年保費可享折扣優惠	
	一般客戶	特選客戶
躉繳	3%	3.2%
5 年	10%	12%
10 年	18%	20%
20 年	12%	14%

首年保費折扣於不同保費供款選擇下將如何計算及應用？

- 選擇躉繳保費的客戶於折扣後的保費計算方法為：
 - 一般客戶: 原定首年保費 X (1-3%)
 - 特選客戶: 原定首年保費 X (1-3.2%)
- 選擇定期，每年繳交保費的客戶於保單簽發時之折扣後首年保費的計算方法為：
 - 適用於客戶投保 5 年保費供款年期的保單:
 - 一般客戶: 原定首年保費 X (1-10%)

- 特選客戶: 原定首年保費 X (1-12%)
- b. 適用於客戶投保 10 年保費供款年期的保單:
- 一般客戶: 原定首年保費 X (1-18%)
 - 特選客戶: 原定首年保費 X (1-20%)
- c. 適用於客戶投保 20 年保費供款年期的保單:
- 一般客戶: 原定首年保費 X (1-12%)
 - 特選客戶: 原定首年保費 X (1-14%)
3. 選擇定期，每月繳交保費的客戶於保單簽發時之折扣後首 5 個月保費(作為總保費) 的計算方法為：
- a. 適用於客戶投保 5 年保費供款年期的保單:
- 一般客戶: 首 5 個月保費- (原定首年保費 X 10%)
 - 特選客戶: 首 5 個月保費- (原定首年保費 X 12%)
- b. 適用於客戶投保 10 年保費供款年期的保單
- 一般客戶: 首 5 個月保費- (原定首年保費 X 18%)
 - 特選客戶: 首 5 個月保費- (原定首年保費 X 20%)
- c. 適用於客戶投保 20 年保費供款年期的保單
- 一般客戶: 首 5 個月保費- (原定首年保費 X 12%)
 - 特選客戶: 首 5 個月保費- (原定首年保費 X 14%)
- 於第 6 個月及以後的每月保費金額將不予折扣。

為免誤會，保費折扣的金額不會影響您應享的投資金額 (即分配至投資選擇的金額等同您的原定首年保費) 及身故賠償的計算。

如果保單在首年內部分提取款項、退保或失效，我們將予以追回首年保費折扣金額並由本計劃的保單價值中收回。

如果您於冷靜期內取消保單，您將獲退還所有已繳交的保費，但該退還之款項可能經過市值調整及扣除從您選取的投資選擇內已派發予您的任何現金股息，惟退還金額並不包括任何您已享有的首年保費折扣優惠。有關於冷靜期內取消保單後退款金額的詳情，請參閱產品冊子中章節 D) 一般資料」部分的「冷靜期」。

示例 - 如何計算首年保費折扣金額

示例 1 (躉繳)

陳先生(一般客戶)於推廣期內成功投保滙萃保障相連保險計劃，其保單於 2024 年 8 月 31 日或之前成功批核發出，躉繳保費額為港幣 240,000 元 (即原定首年保費)，保額是應繳保費總額 (即港幣 240,000 元) 的 150%。

假設陳先生沒有撤回或取消另一份滙萃保障相連保險計劃保單，該適用首年保費折扣為 3%。

$$\begin{aligned}\text{陳先生可享之總保費折扣金額} &= \text{原定首年保費} \times 3\% \\ &= \text{港幣 } 240,000 \text{ 元} \times 3\% \\ &= \text{港幣 } 7,200 \text{ 元}\end{aligned}$$

$$\begin{aligned}\text{因此，折扣後陳先生的躉繳保費} &= \text{原定首年保費} \times (1 - 3\%) \\ &= \text{港幣 } 240,000 \text{ 元} \times 97\% \\ &= \text{港幣 } 232,800 \text{ 元}\end{aligned}$$

總保額為港幣 240,000 元 \times 150% = 港幣 360,000 元。

示例 2 (月繳)

廖先生(一般客戶)於推廣期內成功投保滙萃保障相連保險計劃，其保單於 2024 年 8 月 31 日或之前成功批核發出。他選擇供款 10 年期並以定期每月繳交保費港幣 2,000 元 (即年度保費為港幣 24,000 元)，保額是應繳保費總額 (即港幣 24,000 元 \times 10 年) 的 150%。

假設廖先生沒有撤回或取消另一份滙萃保障相連保險計劃保單，該適用之首年保費折扣優惠為 18%。

$$\begin{aligned}\text{廖先生可享之總保費折扣金額} &= \text{原定首年保費} \times 18\% \\ &= \text{港幣 } 24,000 \text{ 元} \times 18\% \\ &= \text{港幣 } 4,320 \text{ 元}\end{aligned}$$

$$\begin{aligned}\text{因此，廖先生首 5 個月的保費} \\ &= (\text{月繳保費}) \times 5 - (\text{原定首年保費}) \times (\text{保費折扣}) \\ &= \text{港幣 } 2,000 \text{ 元} \times 5 - (\text{港幣 } 24,000 \text{ 元} \times 18\%) \\ &= \text{港幣 } 5,680 \text{ 元}\end{aligned}$$

廖先生將在第 6 個月及之後繼續每月支付港幣 2,000 元。

折扣後，廖先生的首年保費總額 = 港幣 5,680 元 + 港幣 2,000 元 x 7
= 港幣 19,680 元

總保額為港幣 24,000 元 x 10 年 x 150% = 港幣 360,000 元

以上示例純屬假設，並只供說明用途。

滙萃保障相連保險計劃特別首年保費折扣優惠之條款及細則：

1. 本計劃是次活動優惠（「優惠」）只適用合一般客戶 / 特選客戶（見下述定義 4 及 5）於 **2024 年 4 月 22 日至 2024 年 6 月 30 日**（包括首尾兩天）（「推廣期」）成功遞交滙萃保障相連保險計劃申請至滙豐人壽保險（國際）有限公司澳門分公司（「滙豐保險」）。
2. 就享有此推廣優惠，
 - (i) 一般客戶 / 特選客戶必須於推廣期內向我們成功遞交申請並投保滙萃保障相連保險計劃；及
 - (ii) 其保單必須於 2024 年 8 月 31 日或之前成功由滙豐保險批核發出。本優惠受此等條款及細則約束。
3. 是次推廣活動之優惠不適用於以公司名義投保的保單。
4. 「一般客戶」指凡於上述推廣期內申請滙萃保障相連保險計劃的客戶。
5. 本優惠內的「特選客戶」是指任何本優惠附錄中所定義的客戶。
6. 若一般客戶 / 特選客戶同時享有滙豐保險於澳門特別行政區（「澳門」）所提供的同一產品/服務的其他保費折扣優惠，惟滙豐保險保留權利對該合資格一般客戶 / 特選客戶只提供價值最高的一項保費折扣優惠。
7. 優惠不可轉讓或兌換現金。
8. 美元與澳門幣的參考匯率為 1 美元:8.15 澳門幣，港元與澳門幣的參考匯率為 1 港元:1.03 澳門幣，參考匯率可轉換成與澳門幣相等值的金額。實際匯率以轉帳當日期為準。
9. 滙豐保險將如保單條款所述因應可能的保單持有人及 / 或可能的受保人於申請期間所提供的資料保留接受或拒絕任何滙萃保障相連保險計劃之申請的權利。
10. 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相關交易處理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），滙豐保險需要與您進入金融消費糾紛調解程序；有關涉及上述保險產品合約條款的任何爭議應由滙豐保險與您直接解決。
11. 滙豐保險保留於任何情況下更改條款及細則（包括特選客戶的定義）的權利。滙豐保險亦可能運用它的酌情權取消及 / 或終止優惠而毋須事前通知一般客戶 / 特選客戶或任何人。如申請於宣佈取消或更改優惠（如有）前提交，該申請仍可享有更改前的優惠，並受此等條款及細則約束。滙豐保險不會為相關

改變、終止及 / 或取消決定所引致之影響負上任何責任。因本條款及細則的任何更改而可能造成的任何(直接或間接)損失、損害或支出或任何行使滙豐保險對此推廣的酌情權，滙豐保險概不負責。

12. 是次優惠均受有關的監管條例約束。
13. 若有任何爭議，滙豐保險保留最終決定權。
14. 如英文譯本與中文譯本在文義上出現分歧，概以英文為準。
15. 以上推廣條款及細則受澳門特別行政區法律所管轄，並按照香港法律詮釋。
16. 滙豐保險及一般客戶 / 特選客戶受澳門特別行政區法律管限，並據此解釋。有關各方受澳門法院之非專屬司法管轄權管轄。本條款及細則可由任何具司法管轄權之法院執行。

詞彙

「**戶口價值**」指您所選的所有投資選擇的總值。您每項投資選擇的市場價值由滙豐保險定明，以您所持單位數目乘以該投資選擇的最新單位價格計算，並調整至最接近的 2 個小數位。任何經調整後的餘額或差額將由本滙豐保險保留或承擔（如適用）。

「**年齡**」指在保單生效日期或保單周年日，受保人或保單持有人（如適用）在受保人或保單持有人的下一次生日年齡。該年齡將在相應的保單年度保持不變，直至下一個保單周年日。

「**身故賠償**」指受保人死亡時支付的賠償。

「**澳門特區**」指中華人民共和國澳門特別行政區。

「**投資選擇**」指本保險計劃內提供的投資選擇之中任何一項，用以在名義上分配您的保費，而該投資選擇必須以您選擇的保單貨幣定明。本保單之戶口價值根據投資條款釐定。

「**原定首年保費**」指保單持有人在第一個保單年度內，在於減免任何保費折扣前承諾支付的保費總額，當中不包括增額保費及徵費。

「**保單生效日期**」指保單附表列明作為保單生效日期之日期。

「**保額**」指保單持有人可於保單簽發時選擇的款額，相當於應繳總保費的 150%、200%或 250%，並可於第一個保單周年日之後隨時要求更改保額。

「**應繳保費總額**」指就計算身故賠償及保險費用而言，保單持有人承諾在保單開始時所選擇的保費供款年期內為本計劃繳付的保費總額，增額保費除外。

「交易」指以下任何一項：部分提取款項、轉換、分配保費、扣除各項費用、更改您的投資選擇保費分配指示、要求賬目報告、分配獎賞、分派期滿利益、分派退保價值、分派身故賠償、分派自殺賠償、派發保單內任何投資選擇的相關基金的股息、使保單復效。

「單位」指於您的保單內分配或取消投資選擇中的一個名義單位。單位是名義上分配至您的保單，並只用作計算戶口價值及您的保單利益之用。

「單位價格」指個別投資選擇之一個單位在有關交易日的價值，並相等於相應的相關基金認購價。

如有任何查詢，請透過以下途徑與我們聯絡：

- 親臨滙豐保險澳門特區辦事處或聯絡您的保險中介人
- 澳門南灣大馬路 619 號時代商業中心 1 字樓
- 滙豐保險服務熱線：(853) 2821 6133
星期一至五上午 9 時至晚上 8 時及星期六上午 9 時至下午 1 時 (公眾假期除外)
- 致函：澳門南灣大馬路 619 號時代商業中心 1 字樓
- 電郵：hsbc.life.macau.support@hsbc.com.hk

由滙豐人壽保險 (國際) 有限公司 - (註冊成立於百慕達之有限公司) 澳門分公司刊發。

附錄 - 特選客戶的定義

「特選客戶」是指以下任何一類客戶

(i) 現有人壽保單的客戶

- 持有任何由滙豐保險批核發出之生效的人壽保單的客戶。

(ii) 合資格的員工

- 合資格員工為滙豐澳門員工 / 滙豐保險員工的客戶；或其配偶或伴侶、父母、岳父母和子女（需提交關係證明）。

(iii) 合資格公司的員工

- 合資格公司/機構（「合資格公司」）之員工。有關「合資格公司」的詳細資料，請向滙豐保險的員工查詢。

(iv) 目標客戶

- 指直接通過滙豐保險的顧問收到此優惠詳情的客戶。

(v) 展會活動的客戶

- 指於滙豐保險舉辦的展覽或路演活動（“活動”）期間投保的客戶及/或於活動期間與滙豐保險理財顧問預約並在活動結束之日起計 1 個月內投保的客戶。

(vi) 客戶推薦

- 指沒有任何有效或待決人壽保險保單的客戶，並在新申請時獲得滙豐保險會員計劃下之現有保單持有人推薦。