

Meeting individual learning needs
Unleashing children's full potential



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Foreword

“Ten years to grow a tree, a hundred years to nurture a person.” No one understands the wisdom of this proverb better than those who have children to raise. Parenting requires a major commitment not only in terms of money but time and effort. At the same time, every child is like a unique acorn. Much attention should be paid to their personality if they are to be nurtured into a mighty oak tree.

To an extent, personality is nature, and cannot be changed easily. That’s why they say what we are at 3 is what we will be at 80. One of the key goals of parenting is thus to determine the optimal strategy for raising children based on their unique personality traits. This will help them understand their own strengths and weaknesses, and find the best way forward. This booklet includes useful information to help you understand your child’s personality and bring out their full potential.

Meanwhile, the use of AI has become so widespread in recent years that educators are also adopting the technology to help enhance the learning experience. What are the things you should be mindful of in that regard? We have prepared a summary for your reference.

In addition to pursuing higher education locally, many Macau students also look overseas for opportunities. We have collected a wealth of information on local and international study options, wealth management, protection solutions and more to help you plan the great journey your child deserves.

Chapter 1

Tailoring teaching methods to student personalities

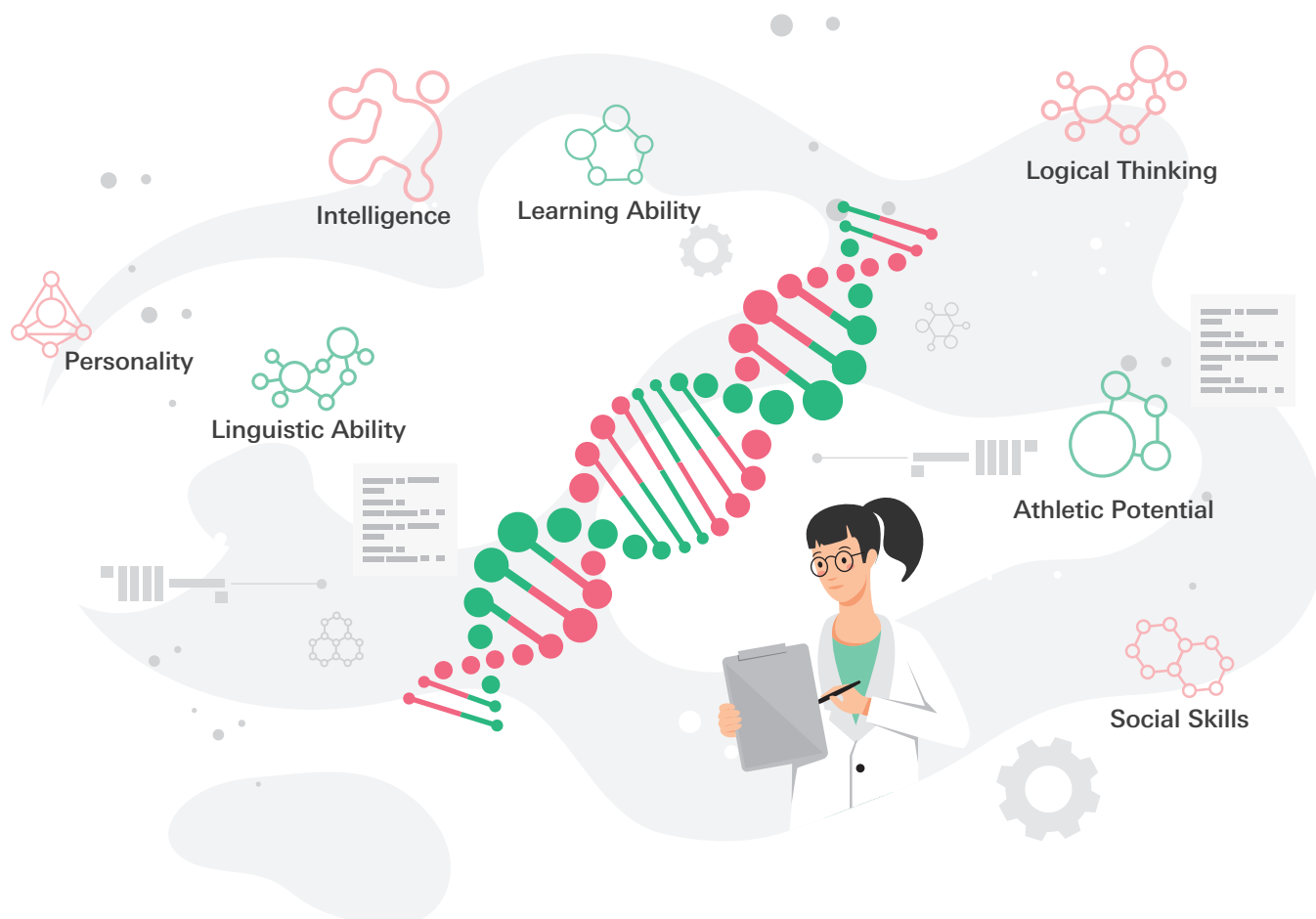
From the moment they were born, each child is a unique individual, with a personality that is as distinct and endearing as anyone else's. Understanding your child's personality is the first step towards designing a learning environment based on their needs, one that will deliver results and help you communicate with them effectively.

DNA reveals personality and ability

The consensus among the paediatric community is that a child's personality, intelligence, etc., have both a genetic and an environmental basis. As for whether the father's or the mother's DNA has a larger influence on the child's genetic makeup, the answer can only be an inexact estimate, since each chromosome carries a complex genetic code on which there is as yet insufficient data.

DNA testing

For parents who want to ascertain their kids' talents and potential, arranging a DNA test can be an option. Assessment can include the metrics below and extend to dozens more, at a cost of MOP4,600 to MOP71,900^{1,2}.



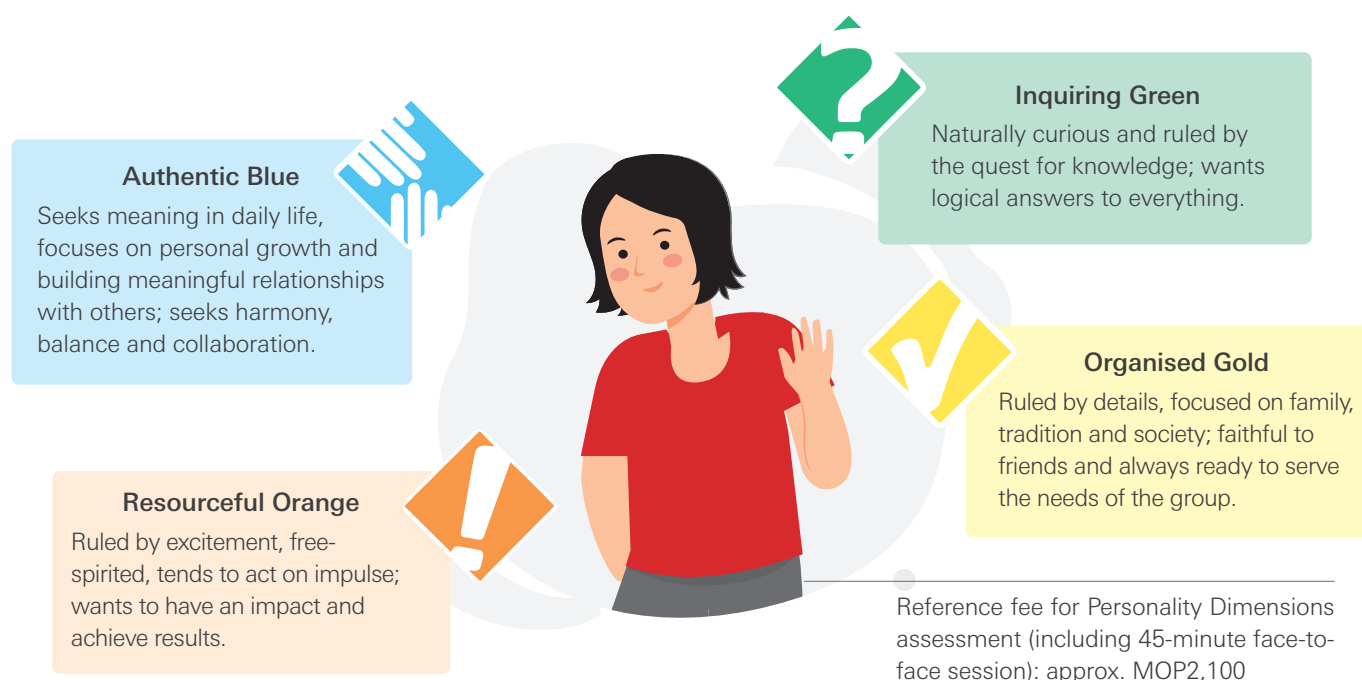
1. ESDlife: Child Genetic Testing.

2. Approximate MOP amounts based on the exchange rates published by the Monetary Authority of Macao on 20 May 2025.

Child personalities – an expert perspective

There is no shortage of educational or mental health organisations that offer child personality and aptitude assessments to help parents determine their children's learning needs.

Personality Dimensions is an integrated personality assessment tool developed by a team of experts in Canada. Through a combination of activities and expert assessments, the system can construct a child's profile in terms of unique aptitudes, core needs, values and psychological stress points. Personalities are categorised into 4 colours^{3,4,5}:



Other assessment services at a glance⁶

Wechsler Intelligence Scale for Children (WISC)

Key features: Cantonese edition of the assessment and evaluation tool based on the UK's Wechsler Intelligence Scale for Children. Provides a broad assessment of general intellectual ability encompassing three composite scores - Verbal, Performance and Full Scale IQs – tied to different age groups.

Reference fee: approx. MOP9,100

3. Human Empowerment & Achievement Training (HEAT), Caritas Family Service: Caritas Personality Dimensions Programmes.

4. Life Transformer: Personality Dimensions.

5. Macau Social Workers Association: News (20 July, 2021).

6. Connexion Psychological Practice: Psychological assessment.

MBTI: know your children better

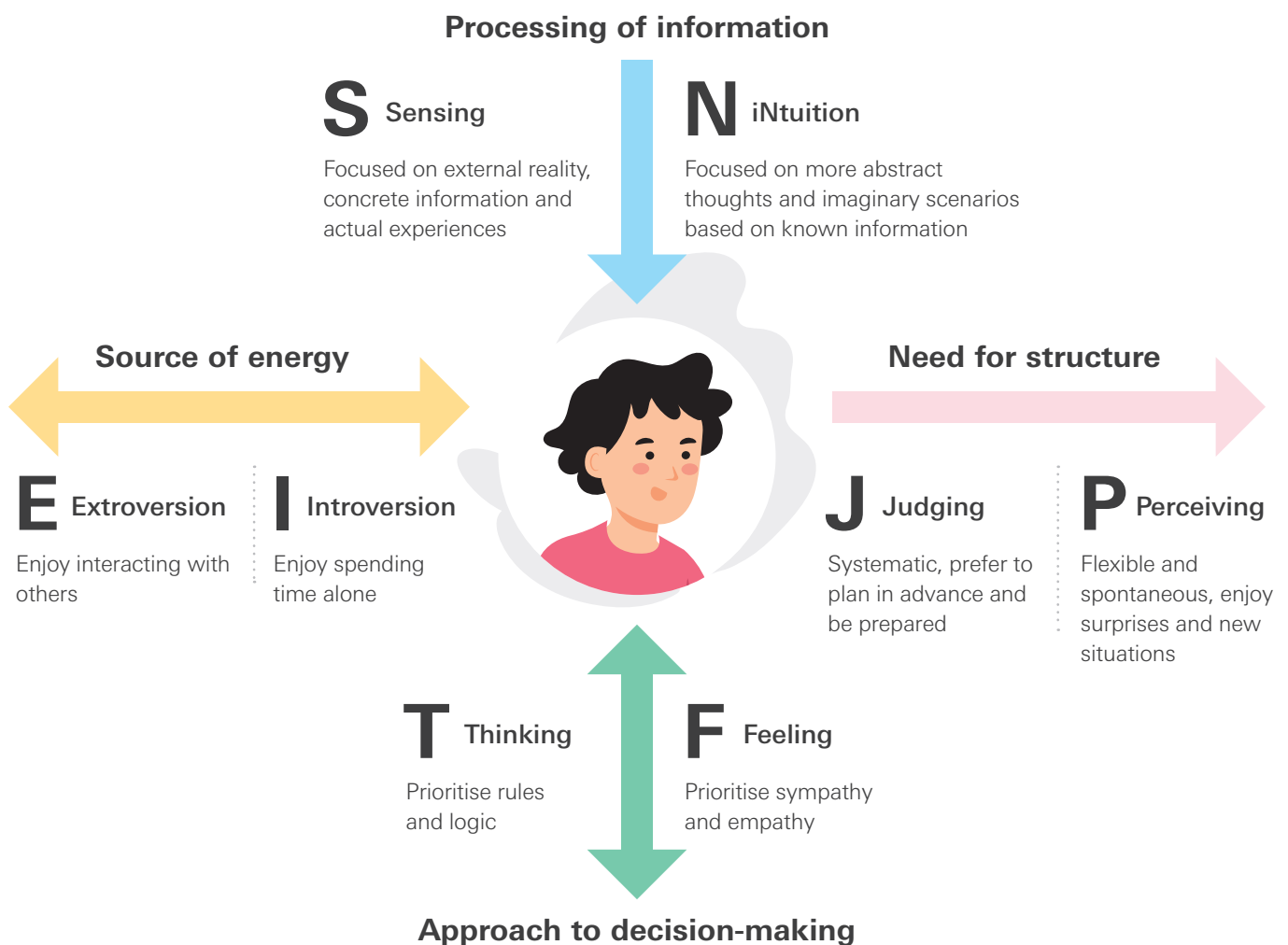
MBTI (Myers-Briggs Type Indicator) has become one of the most popular personality assessment tools in recent years. It groups individuals into 16 personality types, yielding results that can indicate your likely preferences in different areas such as relationships, education and career. With this tool, parents can gain insights into their children's personalities and how they learn best. This will in turn help facilitate communication and strengthen family bonds.

Since the MBTI system is capable of uncovering not only personality traits but leadership and decision-making abilities, many companies use it as a screening tool to identify employees with aptitudes for executive positions, then provide training and promotion opportunities accordingly. Organisations that have adopted MBTI as a tool for cultivating leaders include Fortune 100 companies, universities, government departments of various countries, leading accounting firms and hotel chains¹.

Overview of the 16 MBTI personality types²

MBTI is designed to measure 4 personality dimensions, each of which represents two contrasting tendencies. You can select the tendency in each dimension that best describes you, and assemble your own 4-letter personality identifier:

Illustration of MBTI personality types

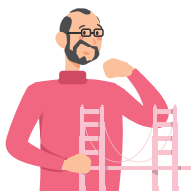


1. The Myers-Briggs Company: All About the Myers-Briggs (MBTI) Assessment.

2. The Myers-Briggs Company: Myers-Briggs Type Indicator.

16 personality types in 4 main categories³. Which type are you?

NT group: Analysts



INTJ: Architect



INTP: Logician

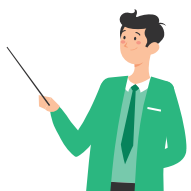


ENTJ: Commander



ENTP: Debater

NF group: Diplomats



INFJ: Advocate



INFP: Mediator

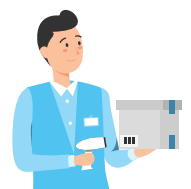


ENFJ: Protagonist



ENFP: Campaigner

SJ group: Sentinels



ISTJ: Logistician



ISFJ: Defender



ESTJ: Executive



ESFJ: Consul

SP group: Explorers



ISTP: Virtuoso



ISFP: Adventurer



ESTP: Entrepreneur



ESFP: Entertainer

Examples:



Leah

13 years old

- Likes to spend time with friends, take part in group activities on campus, and is energised by interacting with others (**E**).
- Prefers to collect information through firsthand experiences. Her favourite place is the science lab (**S**).
- Focuses on rules, prioritises logic before empathy when making moral judgements (**T**).
- Flexible, accepts sudden changes (**P**).

Preliminary analysis: **ESTP personality type**

Bear in mind that this is a very rough estimate. If a test subject feel that their personality is not clearly defined enough after this initial evaluation, they can complete a more detailed assessment online. In addition, psychologists have pointed out that, since most people's personalities are not made up of extreme opposites, a dichotomous approach to categorising personalities may not yield the most accurate results. If you have questions, be sure to seek independent expert opinion.

Know the personality, raise the learning efficacy^{1,2,3}

The effectiveness of your child's preferred learning mode is also tied to MBTI. If, for instance, a student does not have strong communication skills, doing group projects will likely be more difficult. On the other hand, group discussions would be doubly rewarding for someone who is sociable and outgoing.

How to Learn: Dos & Don'ts

INTJ: Architect

✓ Dos

- Open-minded learning environment
- Challenges convention
- Explores different viewpoints

✗ Don'ts

- Rote learning

Notable people: Tesla and SpaceX CEO Elon Musk; Academy Award-winning director Christopher Nolan



INTP: Logician

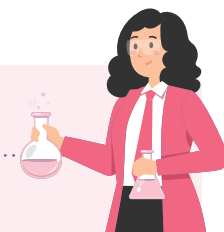
✓ Dos

- Quiet environment
- Keeps asking question, investigates thoroughly
- Encourages creativity

✗ Don'ts

- Too many team or group activities

Notable people: Physicist Albert Einstein; English naturalist and biologist Charles Darwin



NT group: Analysts

Learning focus

- Like analysis as a self-challenge
- Examine the theories and reasons behind
- Pay attention to things outside established frameworks

Optimal learning mode

- Analytically minded
- Problem-solving challenges
- Look for inspiration
- High-intensity and concise

Preferred activities

- Chess and similar games
- Scientific experiments
- Debates

ENTP: Debater

✓ Dos

- Environment that encourages questions and challenges
- Interacts with others for intellectual stimulation

✗ Don'ts

- One-way teaching that lacks innovation

Notable people: American inventor Thomas Edison; American writer Mark Twain



ENTJ: Commander

✓ Dos

- Competitive learning environment
- Provides clear learning targets

✗ Don'ts

- Aimless lessons that lack focus

Notable people: Apple founder Steve Jobs; Hong Kong magnate Li Ka Shing



1. Dimwood: MBTI Learning.
2. Personality Club: Celebrity personalities.
3. Pdb: Welcome to Pdb – The Personality Database.

INFJ: Advocate

✓ Dos

- Harmonious learning environment
- Clear objectives
- Memorises key points with the help of illustrations

✗ Don'ts

- Rote memorisation, learning by repetition

Notable people: Greek philosopher Plato; Serbian tennis player Novak Djokovic



INFP: Mediator

✓ Dos

- Learns in an environment that encourages questions and imagination
- Ensures enough time for thinking and execution

✗ Don'ts

- Excessively fast-paced teaching

Notable people: English playwright William Shakespeare; English author George Orwell



NF group: Diplomats

Learning focus

- Like new and interesting information
- Interaction and positive feedback

Optimal learning mode

- Creative and imaginative
- Activities that involve discussion and exchange of ideas
- Motivated by teacher's recognition
- Space for unrestricted innovation

Preferred activities

- Creative writing
- Philosophical discussions
- Reading sci-fi fiction

ENFP: Campaigner

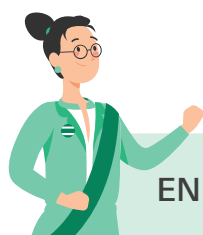
✓ Dos

- Likes different viewpoints and learning in an environment focusing on interaction
- Asks questions and proposes ideas, be creative
- Feels understood and appreciated

✗ Don'ts

- Required to memorise large quantities of details

Notable people: Academy Award-winning actor Robin Williams; Disney co-founder Walt Disney



ENFJ: Protagonist

✓ Dos

- Learns in an environment that encourages exchange of ideas
- Draws motivation from interaction
- Sets syllabus and goals

✗ Don'ts

- Spending time discussing details before the direction is set

Notable people: 44th US president Barack Obama; American actor Morgan Freeman





ISFJ: Defender



- A respectful, appreciative environment
- Exchanges and applies ideas, discusses with others
- Regular progress with clear learning methods and goals



- Teaching that is disorganized and lacks details

Notable people: Mother Teresa; American golfer Tiger Woods



ESTJ: Executive



- Learning within an organised, challenging framework
- Taking notes to record facts and details
- Clear visual teaching aids



- Teaching method that is abstract, indirect and overly emotive

Notable people: 5th US president James Monroe; British celebrity chef Gordon Ramsay

SJ group: Sentinels

Learning focus

- Practical information and subjects with a human focus
- Caring about and providing service to others
- Like interacting with others and receiving praise

Optimal learning mode

- Provide guidance using examples
- Harmonious, friendly learning environment
- Learning and applying knowledge with trusted individuals
- Need support and encouragement from teachers

Preferred activities

- Cooking
- Volunteer work
- Artistic creation

ISTJ: Logistician



- Learning based on a framework and procedures
- Independent thinking and observation
- Detailed notes and information



- Group discussions and sharing

Notable people: American investment guru Warren Buffett; Queen Elizabeth II



ESFJ: Consul



- Harmonious, collaborative environment
- Regular hours for learning and efficient group activities
- Task assignment with clear expectations



- Frequently changed rules, ambiguous instructions

Notable people: American supermodel Tyra Banks; American pop star Taylor Swift

ISFP: Adventurer



✓ Dos

- Harmonious, inclusive atmosphere
- Fun, aesthetically minded, open learning mode
- Thoughtful, objective guidance

✗ Don'ts

- High-pressure learning environment

Notable people: American pop icon Michael Jackson; Canadian singer Avril Lavigne

ISTP: Virtuoso



✓ Dos

- Liberal, challenging environment that provides options
- Clear, direct instructions; firsthand experience
- Sufficient time for practice and experimentation

✗ Don'ts

- Formal, overly theoretical lessons

Notable people: Ex-NBA star Michael Jordan; Jeet Kune Do founder Bruce Lee

SP group: Explorers

Learning focus

- Factual, practical information
- Logic and theories

Optimal learning mode

- Clear and concise notes
- Planned learning process
- Apply knowledge, participate in activities
- Sufficient time for practice

Preferred activities

- Photography
- Math contests
- Writing computer programmes

ESTP: Entrepreneur



✓ Dos

- Open, energetic, fun and stimulating environment
- Team experiments
- Challenging and competitive

✗ Don'ts

- Dull, repetitive lessons

Notable people: American singer Madonna; British film director Alfred Hitchcock

ESFP: Entertainer



✓ Dos

- Flexible learning environment that encourages sharing and exchange
- Use of real-life examples
- Support, encouragement, praise from teachers and fellow students

✗ Don'ts

- Critical, rigid learning environment

Notable people: British celebrity chef Jamie Oliver; American tennis player Serena Williams

Chapter 2

Targeted teaching for nurturing children's talent

Education is no longer only about the transmission of knowledge. It is also about respecting individuality, uncovering potential, and nurturing the next generation. The idea of targeted teaching may have been around for a long time, but it's easier said than done. It is encouraging, however, that there have been many positive examples of child development tailored to personalities and abilities to inspire achievement in different fields.

Edgar Cheung: from hobby to fencing stardom

Two-time Olympic gold medallist in foil fencing Cheung Ka Long first showed his potential when he started learning the sport at the tender age of 10. His parents were basketball players once and understood that athletic development should start as early as possible. That's why they started nurturing their son's talent at a young age.

When Ka Long was 15 years old, before he became a member of the Hong Kong team, his father started arranging for him to compete on the fencing World Cup circuit, paying for the air tickets, accommodations, and application fees out of his own pocket. He and his wife, knowing full well that their son had a special talent, did not try to force-feed him with a conventional education. Instead, they supported their son's decision to turn pro when he was in Secondary 4 so he could go all in. The rest, as they say, is history.





Bruce Liu: there's more to life than playing the piano

When he was just 24 years old, Bruce Liu beat over 500 other contestants from around the world to win the 18th International Chopin Piano Competition. Some of the credit for this achievement must go to his parents, who recognised their son's talent many years ago but also understood that not everyone thrives under pressure.

That is why Bruce had quite an atypical musical journey. Even though he started learning the piano at a young age, his parents and piano teachers never put him under much pressure. When other musical prodigies were practicing for 8 hours a day, he was putting in just 3 to 4 hours daily. The rest of his time was devoted to other pursuits such as swimming and kart racing. He was not the type to sit for hours. Fortunately, his parents were supportive and never pushed him too hard. As a result, he was playing because he wanted to, and never lost his spark.

Tirion Law: staying committed to the art of ballet

Hong Kong-born ballerina Tirion Law made history when she skipped a rank with her promotion to Principal Dancer of the National Ballet of Canada. She started dancing at the age of 4. Watching ballet performances with her parents, she was captivated by how elegant the dance moves were and fell in love with the art form.

At first, she was learning at community centres. After meeting ballet teacher So Hon Wah in a ballet summer course, she commuted almost daily from her home in Kwai Chung to the ballet school in Fortress Hill for her practice, and then back again. Commuting alone took 3 hours every day. Her parents always picked her up after ballet school and the family enjoyed dinner together at home every night.

Her parents and teacher were impressed by her dance talent, but what they appreciated even more was her perseverance. No matter how tough the lessons became, she never thought of giving up. Their support paid off when Tirion received a scholarship from the New Zealand School of Dance. After becoming a professional dancer, she joined first the Hong Kong Ballet and then the National Ballet of Canada. With her virtuosity, she has won her plenty of international recognition and is destined for even greater things in the future.



Planning early to cultivate children's talent

Raising a child takes more than an education fund that covers their journey from kindergarten to university. Parents would no doubt also want to uncover any talent their kid might have outside of academic learning, and prepare them for future success. Whether you prefer all-round development for your kid or focusing on a single talent, the necessary financial commitment would be considerable.

Developing an interest to the full requires long-term efforts, including lessons, examinations, overseas exchange programmes, internships, competitions and more, and it may take 10 years or even longer. How much would it take? The two examples below are presented for your reference.

Example 1: focusing on a single talent

Connie and her husband have an 18-year-old daughter, Joey. Like many Macau parents, they made a point of exposing Joey to various extracurricular activities from an early age. Of all the experiences she had had, Joey's favourite was equestrianism, for which she had shown considerable talent. Her parents therefore decided to focus on her development in this area. Connie and her family moved to the UK several years ago, where her daughter continued to explore the sport.

Lessons - reference costs

Joey took one piano lesson per week throughout the 6 years of primary school, starting from the age of 6:

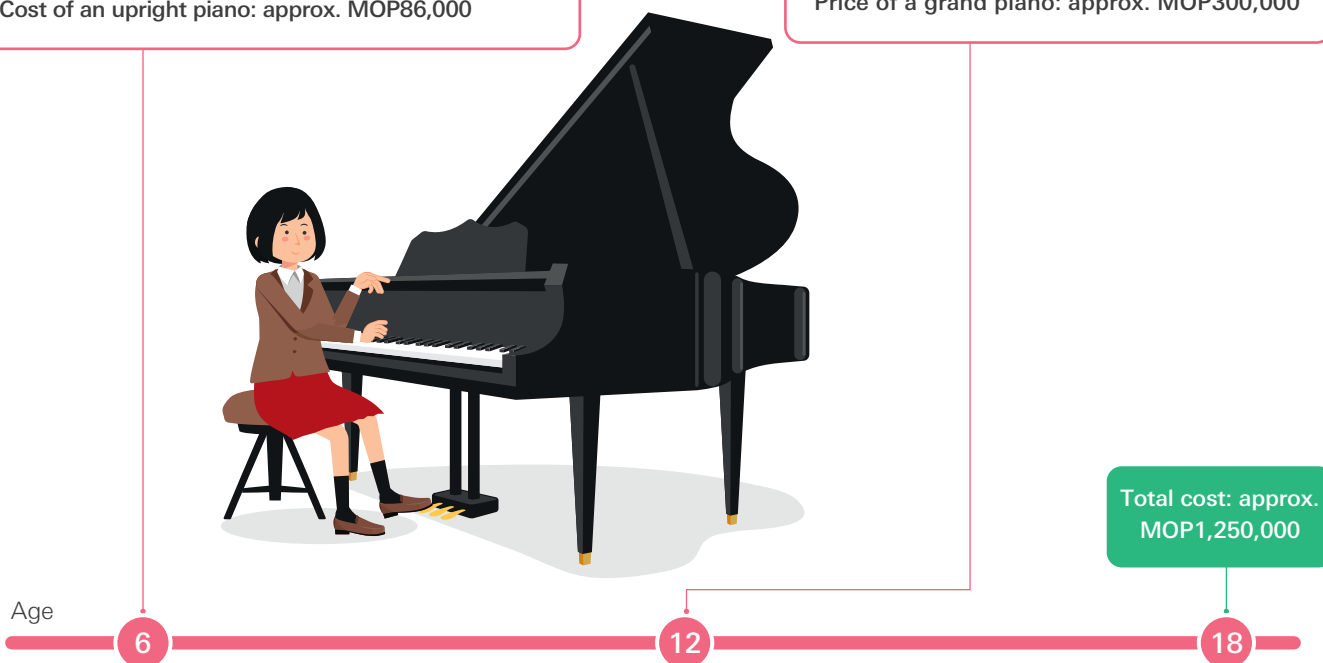
Approx. MOP600 x 1 lesson (45 mins.) x 52 weeks x 6 years = approx. MOP187,200

Cost of an upright piano: approx. MOP86,000

Connie was so impressed by Joey's musical talent that she decided to help her reach the next level. When Joey started secondary school, therefore, she began taking two lessons per week with another piano teacher. Over 6 years:

Approx. MOP1,000 x 2 lessons x 52 weeks x 6 years = approx. MOP624,000

Price of a grand piano: approx. MOP300,000

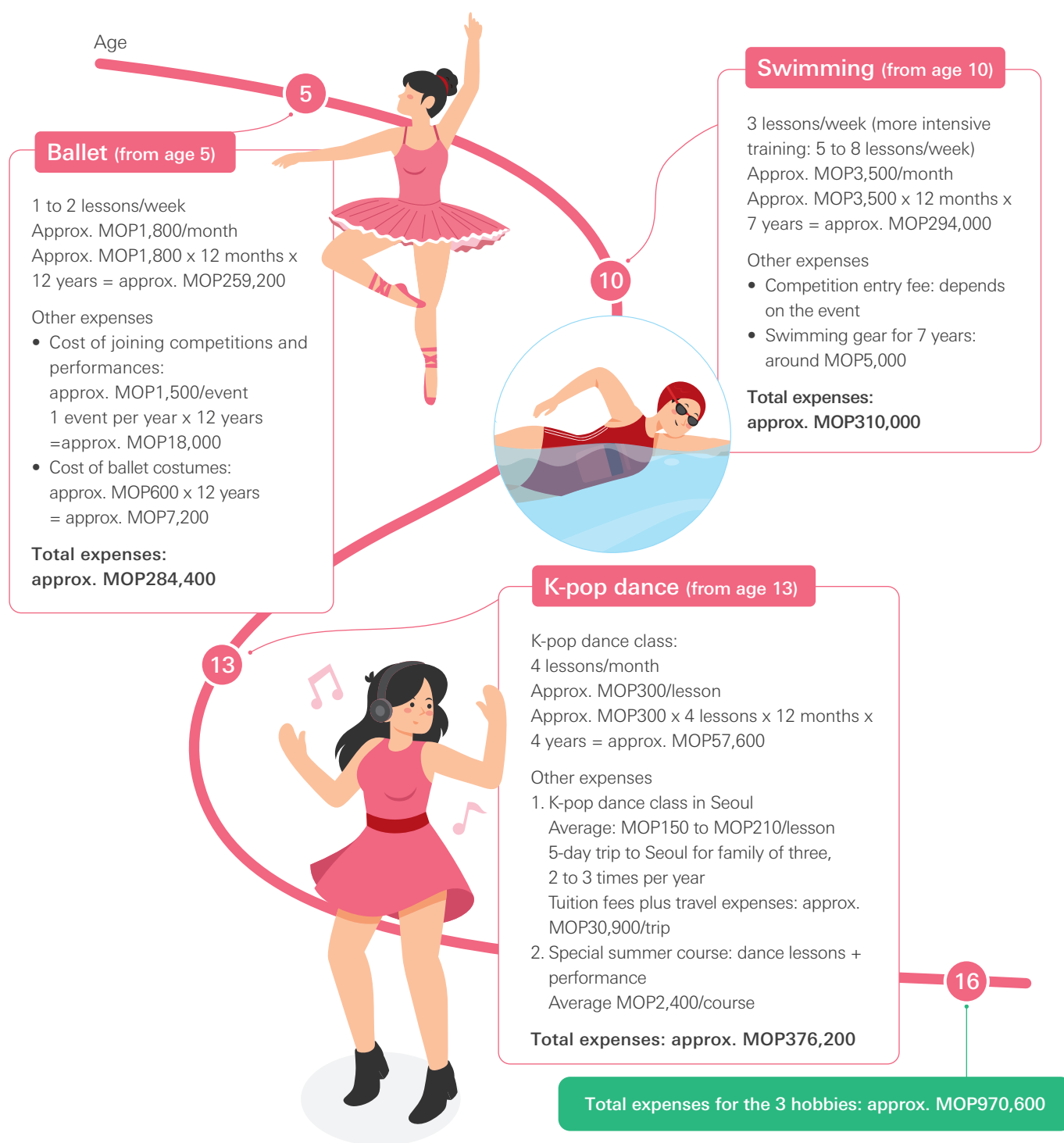


They also needed to cover other miscellaneous expenses. The fees for successive piano exams as well as music theory diploma exams amounted to approximately MOP11,000. In addition, the costs of entering competitions, buying sheet music, recordings, concert tickets, etc. were also considerable.

Example 2: all-round development

Irene and her husband live an active lifestyle. Their 16-year-old daughter, Mary, is also very energetic and has multiple interests. Mary has taken part in many extracurricular activities since she was small, including ballet, swimming and K-pop dancing. In particular, she has been practicing ballet for 12 years.

Lessons - reference costs



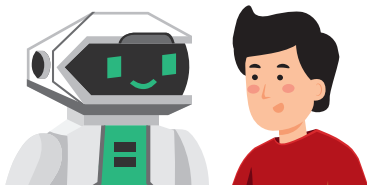
Chapter 3

Adopting technology, opening minds

Making youth education more efficient with AI

The use of AI is becoming increasingly widespread in education circles in Macau, thanks to its ability to help raise teaching efficacy and cost effectiveness, especially in early childhood and adolescent education. In fact, the technology does not just help us teach better and more efficiently but can tailor syllabi to individual students’ needs. There are now digital tech companies that provide a range of AI-enabled teaching services - generating personalised topics, monitoring learning progress, analysing performance and more - to help students become better thinkers and improve their answering skills for exams. Please enquire with the relevant companies for the latest information on services and costs.

Reference costs – AI teaching aids^{1,2}
(per semester or per session)



AI learning platform	AI analyses learning progress and students’ needs, provides appropriate syllabi.	Approx. MOP1,000
AI writing assessment system	Helps assess and revise essays instantly, thus reducing teachers’ workloads.	Approx. MOP1,000
AI public speaking training programme	Helps learners become more confident by developing a better understanding of their own public speaking ability.	Approx. MOP1,500

Making good use of AI³

There is a variety of generative AI tools on the market that are capable of providing near-instant answers, information and copy. But in order to boost teaching efficacy, strengthen analytical ability and promote holistic development, remember the 3 keys below:



1 Develop the habit of thinking independently

When using AI, making a point of thinking independently. Do not accept AI-generated copy or opinion unquestioningly. Fact-check and amend sentences to ensure the essay is fully articulating your position or viewpoint.



2 Be mindful of information sources

AI is just like other sources of information. The answers it provides may contain bias and inaccuracies. Remember to cross-reference AI output with other reliable sources and analyse information with common sense.



3 Respect intellectual property rights

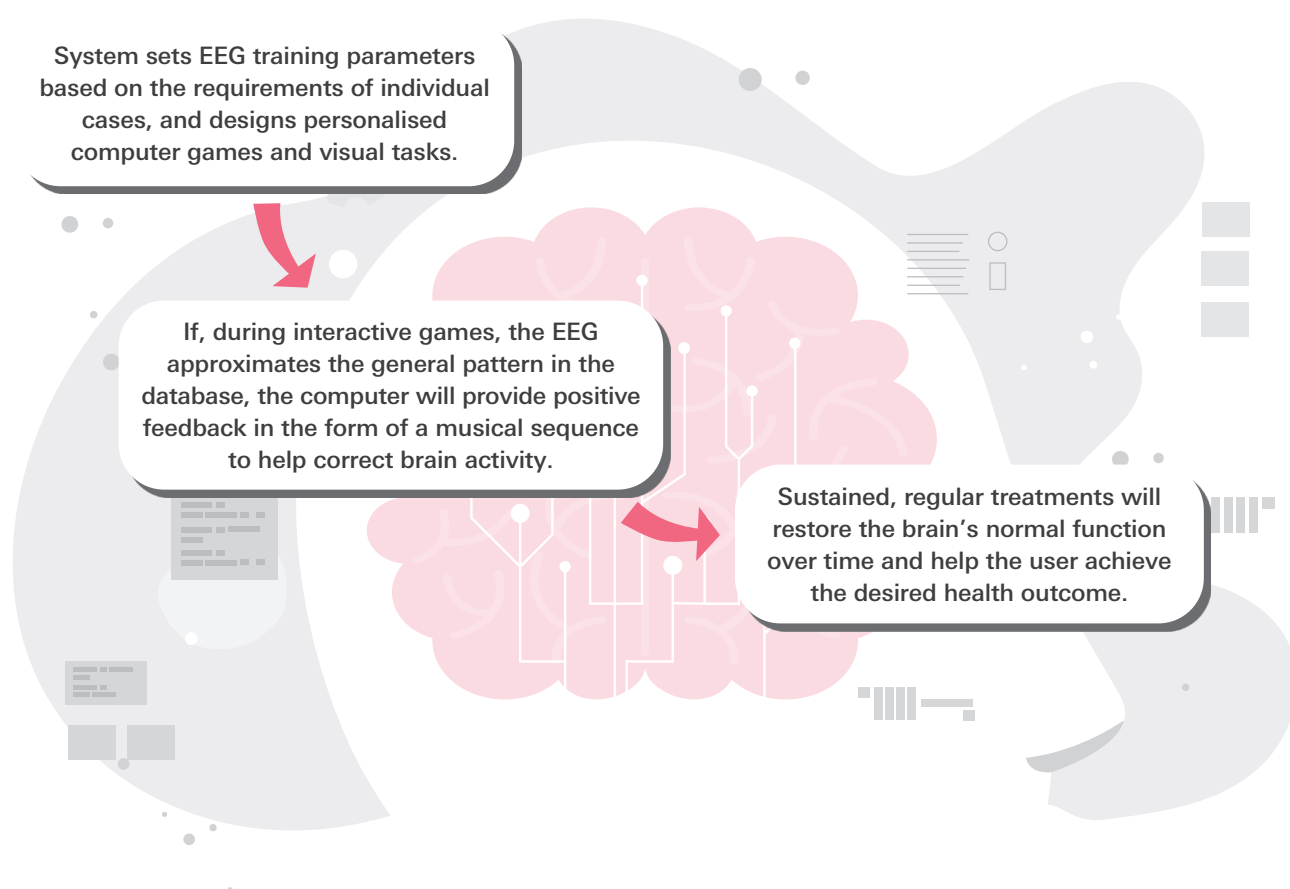
AI may borrow from other authors without authorisation. Checking copy diligently will help students avoid plagiarism or violating copyrights.

1. 3HK: AI shaping the future of teaching (2024).
2. Approximate MOP amounts based on the exchange rates published by the Monetary Authority of Macao on 20 May 2025.
3. Hong Kong Examinations and Assessment Authority: Hong Kong Diploma of Secondary Education Examination, Information on School-based Assessment (August 2023).

Brain waves indicate mood problems

Few would disagree that raising teaching efficacy is a priority. After the pandemic, however, students' mental health has become a key concern. In addition to paying more attention to their children, parents should make use of technology to assess any emotional issues their children might have before seeking help.

Neurofeedback machines use electroencephalograms (EEGs) and big data analysis to assist doctors in diagnosing autism, anxiety, attention deficit hyperactivity disorder (ADHD) and other mood problems, then provide treatment through brain waves⁴:



Reference costs - neurofeedback machine medical services^{2,5}

Neurofeedback assessment
(including 1 paediatrician consultation)

Approx. MOP2,900

Neurofeedback treatment – 10 sessions
(including 2 paediatrician consultations)

Approx. MOP8,200

By adding many new possibilities to the realm of education, technology can not only help raise students' interest in learning and boost their performance, but enable parents to better understand their children's needs.

4. Luxmed: Neurofeedback machines.

5. Luxmed: Assessment and Diagnosis – Fees and Services.

Chapter 4

Studying overseas, opening new vistas

When it comes to pursuing a post-secondary education, students in Macau have many options. Not only can they apply to local colleges and universities, but they can also consider higher education opportunities available in Hong Kong, mainland China or overseas.

Each year, there are approximately 4,400 secondary school graduates in Macau who enroll in local or overseas universities or post-secondary diploma programmes. These aspiring students make up approximately 95% of all graduates¹.



1. Bureau of Education and Youth Development: Survey on higher education for Macao secondary school graduates of the 2023/2024 school year.

IB or traditional programme: which one is right for your child?

The **International Baccalaureate** (IB) was created by a group of teachers from the International School of Geneva in Switzerland in 1968. Today, the programme is offered to students aged 3 to 19 in over 150 countries worldwide. In Macau, 3 schools are accredited to offer the IB programme², which include 3 core elements: Theory of Knowledge, the Extended Essay, and Creativity, Activity, Service (CAS). In addition, there are 6 subject groups: Studies in Language and Literature (first language), Language Acquisition (second language), Individuals and Societies, Sciences, Mathematics, Arts.

Many parents choose IB for their children because it offers pathways to universities worldwide. Keep in mind, though, that the traditional curriculum, is still the mainstream in Macau. Be sure to look into the 4 key differences between the two systems when choosing one for your kids:

Programme	① Programme content	② Teaching mode	③ Students' personality	④ Language requirements
IB programme	Emphasis on holistic education and cross-disciplinary research and application, independent thinking, and character-building.	Fosters students' curiosity and inquisitiveness, encourages them to ask questions proactively and finding answers.	Suitable for independent kids who like asking questions, thinking and self-expression.	Secondary school IB students are required to write reports or theses of over 1,000 words for each subject, so the programme requires higher Chinese and English (especially English) proficiency.
Traditional programme	A relatively stronger focus on maths and science than language-based subjects.	Instruction is more unidirectional, and tends to rely on model answers. Students are relatively more passive during the learning process.	Kids tend to be more reserved, passive, dependent and deferential to authority.	Requires a certain level of language proficiency but less writing than the IB programme.

2. International Baccalaureate: Delivering a powerful continuum of student-centric learning for students aged 3-19 years.

Looking for an ideal learning environment

For a long time, Macau parents have been sending their children overseas not only for wider horizons but more higher education and future career opportunities. The UK and Australia, for example, have 160¹ and 40² accredited universities respectively. And in recent years, the US, Europe, Japan, mainland China, Singapore, etc. have also emerged as viable options for many Macau parents.

Study trips expand horizons

To prepare their children for studying abroad, parents can sign them up for overseas study trips. The cultural immersion made possible by these trips can help them identify their children's preferences and plan accordingly.

Reference costs: US and Europe study trips³

University of Oxford Study Trip, UK

Age: 13 to 17

Programme & activities:

- English lessons: 20 hours/ week
- Various extracurricular activities
- Local sightseeing tours

Duration: 1 week

Cost: approx. MOP21,500⁴

UC Berkeley Study Trip, US

Age: 13 to 17

Programme & activities:

- Morning classes or tests
- Drama, craft workshop, group challenges, etc.
- Tour of Silicon Valley, San Francisco, aquarium, etc.

Duration: 2 weeks

Cost: approx. MOP38,100⁴

University of British Columbia Study Trip, Canada

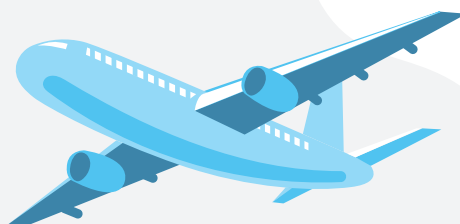
Age: 10 to 17

Programme & activities:

- Morning classes or tests
- Sports, talent shows, aviation experiences, etc.
- Tour of Metrotown, Whistler, Granville Island, etc.

Duration: 2 weeks

Cost: approx. MOP28,200⁴



1. British Council: Choosing a university or college.

2. Study Australia: List of Australia's universities.

3. Rise Smart Overseas Education Centre: 2025 Summer Study Trips to the UK, US, Canada, Switzerland.

4. Approximate MOP amounts based on the exchange rates published by the Monetary Authority of Macao on 20 May, 2025.

University tuition fees and living expenses at popular overseas study destinations

A university education is the cornerstone of personal development in the future. It also needs to be supported with a sizable education fund. The figures below can help you budget for an overseas university education for your child.

Study destinations	Annual tuition fee ⁵ (approx. MOP ⁴)	Annual living expenses (approx. MOP ⁴)	Duration of undergraduate programme	Total expenses (approx. MOP ⁴)
UK	290,900 - 759,500	146,700 - 191,600 ⁶	3	1,312,900 - 2,853,100
US	498,800 - 543,500	120,900 - 201,500 ⁷	4	2,478,700 - 2,979,800
Canada	158,400 - 724,000	101,900 - 224,200 ⁸	4	1,041,100 - 3,792,800
Australia	137,700 - 586,200	139,100 - 335,000 ⁹	4	830,400 - 2,763,700
Japan	43,800 - 317,800	49,300 - 174,300 ¹⁰	4	372,600 - 1,968,400
Singapore	190,600 - 1,126,600	111,900 - 223,900 ¹¹	3	907,700 - 4,051,600

5. Websites of various universities and colleges. Tuition fees and other information are provided for reference only and subject to individual institutions' official announcements. Exchange rate movements and inflation may impact total expenses.

6. GOV.UK: Study in the UK on a Student visa.

7. Study Wise: What are the Living Expenses in USA for International Students? (16 January 2025).

8. Study in Canada: Cost of Studying in Canada for International Students.

9. IDP IELTS: Cost of Living in Australia for International Students 2024.

10. Scholars Avenue: Cost of Study in Japan for International Students.

11. upGrad: Cost of Living in Singapore (2025): A Complete Breakdown (25 February 2025).

Admission requirements and living expenses for studying at 5 leading universities

Universities	Admission requirements ¹	Annual tuition fee ¹ (approx. MOP ²)	Total budget: undergraduate programme & living expenses (approx. MOP ²)
Imperial College London	<ul style="list-style-type: none"> • IELTS: 6.5 or above, minimum 6.0 on each part 	420,900 - 578,000	1,702,900 - 2,308,800
University of Cambridge	<ul style="list-style-type: none"> • IELTS: 7.5 or above 	290,900 - 759,500	1,312,900 - 2,853,100
University of Oxford	<ul style="list-style-type: none"> • IELTS: 7.5 or above (depending on programme requirements) 	379,500 - 662,700	1,578,900 - 2,562,600
Massachusetts Institute of Technology	<ul style="list-style-type: none"> • Take SAT or ACT exams, but no minimum score required • English proficiency exam results <ul style="list-style-type: none"> - IELTS: 7 or above; or - TOEFL: 90 or above; or - PTE: 65 or above; or - Cambridge English Qualifications: 185 or above; or - Duolingo English Test: 120 or above 	498,800	2,478,700 - 2,801,100
Yale University	<ul style="list-style-type: none"> • Only ACT, SAT, AP or IB results accepted, but no minimum requirements • English proficiency exam results <ul style="list-style-type: none"> - IELTS: 7 or above; or - TOEFL: 100 or above; or - Duolingo English Test: 120 or above 	541,900	2,651,200 - 2,973,500

1. Websites of various universities and colleges. Tuition fees and other information are provided for reference only and subject to individual institutions' official announcements. Exchange rate movements and inflation may impact total expenses.

2. Approximate MOP amounts based on the exchange rates published by the Monetary Authority of Macao on 20 May, 2025.

Beware of invisible costs of cross-border money transfers

Overseas study requires considerable financial backing. In addition to constantly escalating tuition fees and living expenses, there may well be other costs involved. A study³ has found that, for international students in the 10 most expensive study destinations in the world, there are often additional processing fees incurred by cross-border money transfers, which add up to USD1.1 million (approx. MOP8.66 million²) each year. On average, international students in the US pay an extra USD570 each for cross-border money transfers (approx. MOP4,600²) each year. Parents and students should keep in mind these hidden costs, so as to avoid unnecessary expenses.



Money transfer tips

Look out for hidden costs

Before sending money overseas, calculate the total cost, including pre-paid fees and processing fees that are set at a certain percentage of the total amount. Many so-called free money transfer services may not be free after all, because the currency exchange rates offered by some financial companies include undisclosed charges, so consumers often end up paying extra unknowingly.

Compare charges for different services

Money transfer processing fees increase over time and as the number of transactions goes up. That is why you should avoid relying solely on credit or debit cards issued in Macau for your overseas spending. Be sure to compare the actual total costs of traditional and digital money transfers.

Take advantage of student discounts

Get into the habit of checking for student offers. Making full use of student-only discounts and membership offers will help you manage your finances much more efficiently.

3. Wise: Poor money transfer rates cost international students in the US \$437 million each year (24 May 2023).

Chapter 5: Case study

Long-term thinking: building a DIY education fund

James, a 31-year-old¹ professional, is married to Sherman. They have a 3-year-old¹ son, Albert. James wants to put aside some money for his son's education and future development. He therefore decides to take out **HSBC Wealth Goal Insurance Plan III** ("HSBC Wealth Goal III").

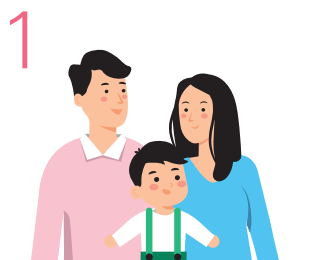
Policyholder & life insured	James (Age ¹ 31)	Premium payment period	5 years
Annual premium	USD80,000	Total Basic Plan premium paid ²	USD400,000



Remarks: The above example is hypothetical. All figures shown are rounded off, non-guaranteed and for illustrative purposes only. Please see the relevant product brochure and policy provisions for details and terms and conditions.

1. Age refers to the age on the next birthday.

2. Total Basic Plan premium paid means the total Basic Plan premium due on the day of the life insured's death (whether paid or not).



James and his wife have been nurturing Albert's talent by exposing him to different experiences and activities since a young age.



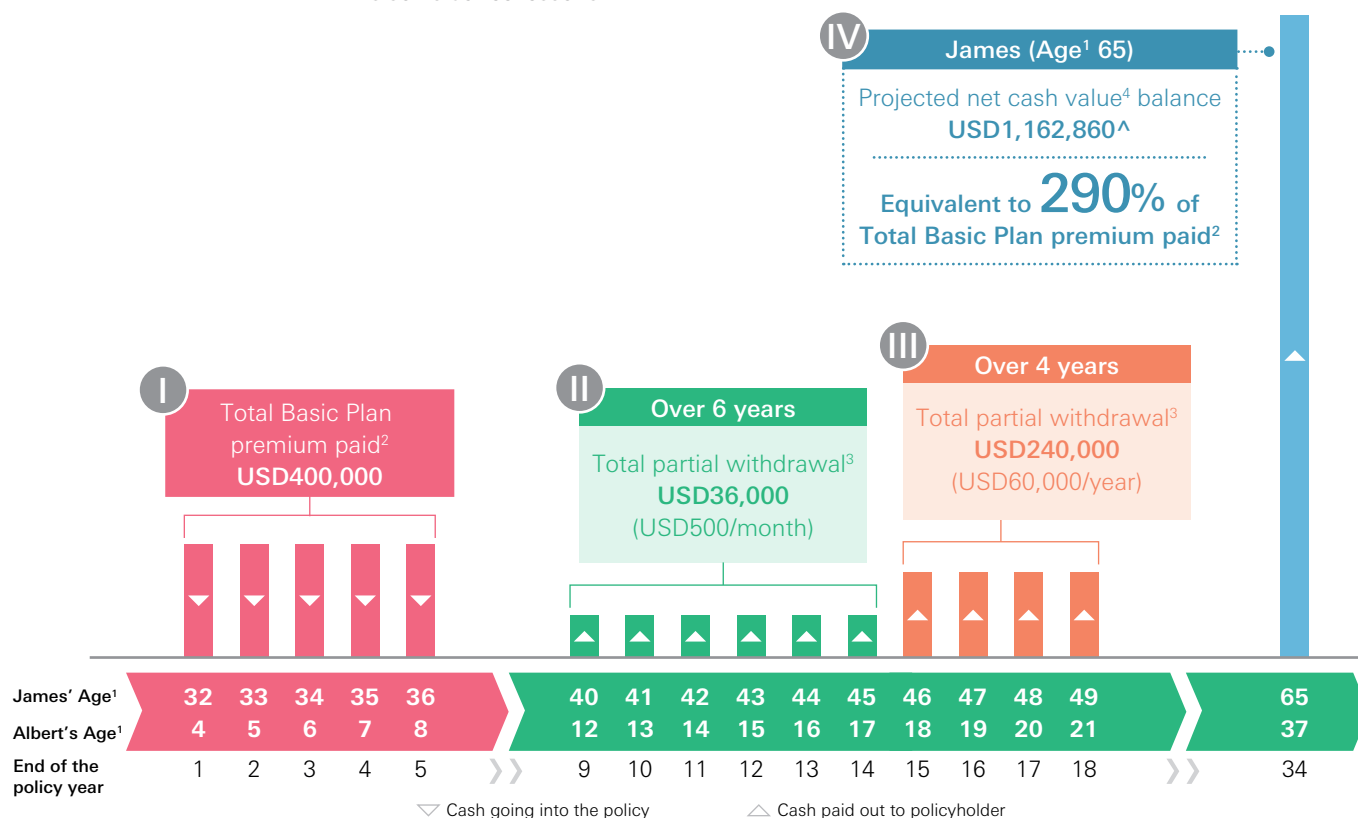
Albert has a natural sense of rhythm and a talent for dance. He has won a number of awards at dance competitions and has been training at a dance school since he was Age¹ 12. James uses HSBC Wealth Goal III to create a passive income, and makes regular partial withdrawals³ of USD500 at the end of each month for 6 years to pay for his son's dance lessons.



As an excellent dancer, Albert earns extra points when applying to foreign universities and at Age¹ 18, he successfully gains admission to a prestigious American institution. To support his son's overseas education, James makes regular partial withdrawals³ of USD60,000 at the end of each policy year for 4 years to pay for the tuitions and living expenses.



James retires at Age¹ 65. He decides to surrender his policy and collect its cash value⁴ in order to enjoy a comfortable retirement.



Total withdrawal amount (II) (III) + Projected net cash value (IV)
Equivalent to **359%*** of Total Basic Plan premium paid² (James Age¹ 65)

Notes:

[^] The remaining projected Net Cash Value⁴ contains a Guaranteed Cash Value of USD244,454 and a non-guaranteed Special Bonus⁵ of USD918,406.

* [USD36,000 (regular partial withdrawal³ for policy years 9 to 14 monthly) + USD240,000 (regular partial withdrawal³ for policy years 15 to 18 annually) + USD1,162,860 (Remaining projected Net Cash Value⁴ at policy year 34)] / [USD400,000 (Total Basic Plan Premium Paid²)] = 359%

3. Net Cash Value⁴ can be taken out from the Policy during the policy term by way of partial surrender as below: cash withdrawals made will be deducted from the Guaranteed Cash Value and Special Bonus⁵ (if any) entitlement, by way of reducing the Policy Amount of the Policy. With reduction of Policy Amount, the Total Basic Plan Premium Paid² under this policy will be adjusted and reduced proportionally and consequential adjustments will be made in the calculations of Guaranteed Cash Value, Special Bonus⁵ (if any) and Death Benefit. Regular partial withdrawal of the Policy may be

subject to following two requirements: (i) a minimum amount of USD250 per regular withdrawal; and (ii) a minimum amount of the Preservation Balance of USD12,500 after such withdrawal transaction, which are determined by the Company from time to time without prior notice to policyholder. The actual amount and number of years available for regular withdrawal is dependent on the actual amount of non-guaranteed Special Bonus⁵ payable under the Policy.

4. The Net Cash Value is, at any time, the amount equal to the Guaranteed Cash Value plus Special Bonus⁵ (if any), less any Indebtedness⁶.

5. The Special Bonus is a non-guaranteed payment made at the Company's discretion.

6. Indebtedness is the sum of all outstanding policy loans and automatic premium loans advanced in accordance with the Policy plus the accrued interest on such loans as well as any outstanding premiums or payments.

Chapter 6: Case study

Careful planning: preparing children for joining the elite

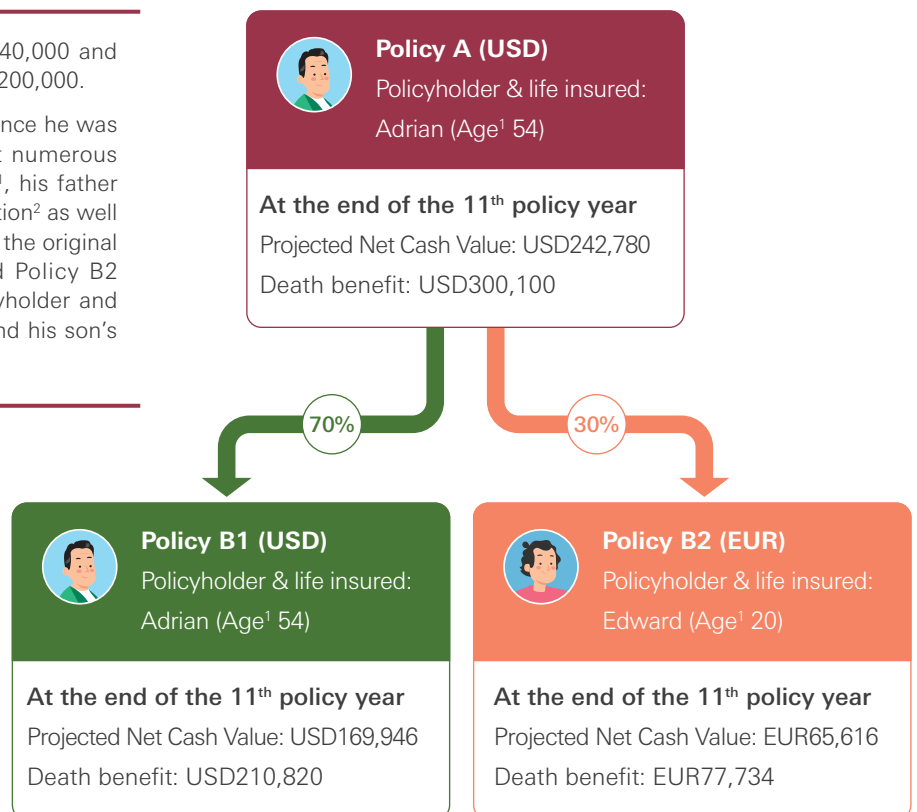
Adrian, 43¹, is the owner of a cafe chain. He and his wife, Lizzy, have two children: 9-year-old¹ Edward and 6-year-old¹ Jenny. One of Adrian's goals is to build up the financial capability he will need to support his children's future development. He also wants a solution that offers long-term wealth growth potential and legacy planning flexibility to enable him to secure his family's future. After careful consideration, he chooses **HSBC Eminent Goal Multi-Currency Insurance Plan** ("HSBC Eminent Goal").

Policyholder & life insured	Adrian	Premium payment period	5 years
Annual premium	USD40,000	Total Basic Plan premium paid	USD200,000

Adrian pays an annual premium of USD40,000 and the Total Basic Plan Premium Paid is USD200,000.

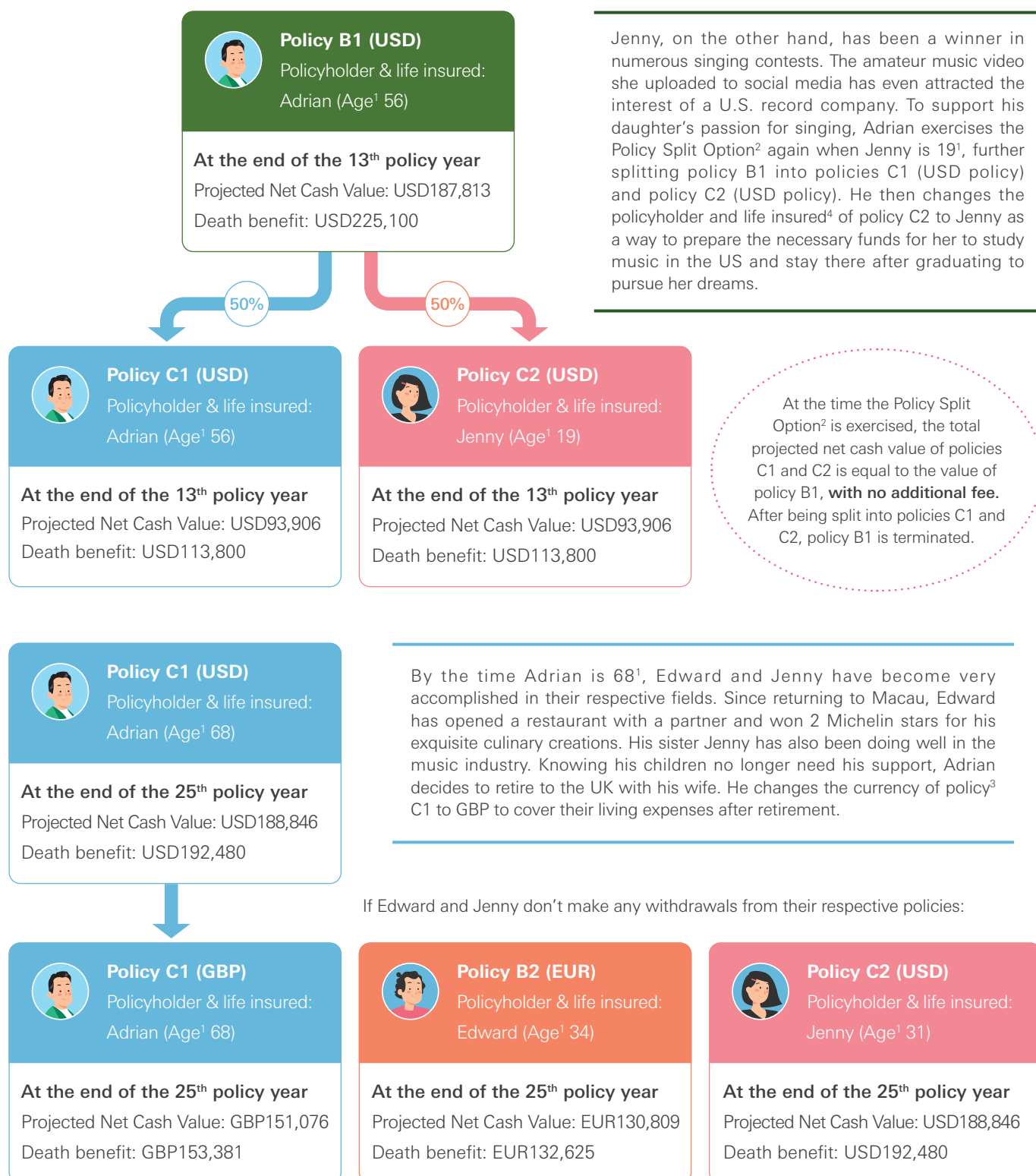
Edward has shown a talent for cooking since he was a small child, and has been awarded at numerous junior chef competitions. When he is 20¹, his father Adrian decides to exercise Policy Split Option² as well as Currency Switch Option³, thus dividing the original policy into policy B1 (USD policy) and Policy B2 (EUR policy). He also changes the policyholder and life insured⁴ of policy B2 to Edward to fund his son's culinary education in Europe.

At the time the Policy Split Option² and Currency Switch Option³ are exercised, the total projected net cash value of policies B1 and B2 is equal to the value of policy A, **without no additional fee or market value adjustment required**. After being split into policies B1 and B2, policy A is terminated.



Remarks: The above example is hypothetical. All figures shown are rounded off, non-guaranteed and for illustrative purposes only. Please see the relevant product brochure and policy provisions for details and terms and conditions.

- Age means the age of the life insured or the policyholder where applicable at his/her next birthday.
- Each Policy can be segregated into at most 3 split policies with a new policy number assigned for each split policy. The policyholder of the split policies can further apply for Policy Split Option to split into a maximum of other 3 split policies. The Policy Amount⁶ of any split policies must not be less than such minimum amount requirement as may be determined by the Company from time to time. There is no Indebtedness⁶ under any Policy before policy split and such Policy is not under assignment. Your Policy will be terminated if the request to split policy is approved by us. The policy term, policy date, issue date and policy years of any split policies shall be the same as the respective original Policy before policy split. Save as otherwise provided in the policy provisions or herein, all benefits, terms and conditions of the original Policy shall apply to the respective split policies. All supplementary benefits(s) attached to the basic plan will be detached from the original Policy and attached to the respective split policies. Original policyholder can appoint new policyholders and life insured and exercise Currency Switch Option⁷ for the split policies at the time he/she exercises this option. Change of Life Insured⁴ is subject to evidence of insurability and approval by the Company which is based on the underwriting conditions of the life insured. Currency Switch Option⁷ is subject to availability of the policy currency at the time of applying such option, the Company's approval and applicable laws and regulations.
- Starting from the 3rd policy anniversary or when the Policy is fully paid at the end of the premium payment period (whichever is later), you can exercise currency switch option, convert your Policy to USD / RMB / HKD / GBP / CAD / AUD / EUR / SGD / MOP (MOP is to be made available for the Policies issued in Macau only). Projected Net Cash Value and Total Basic Plan Premium Paid are calculated according to the illustrative exchange rate USD to EUR = 1:0.9, USD to GBP = 1:0.8. The illustrative exchange rate is for reference only. The actual exchange rate applied will be the prevailing exchange rate as of the effective date of exercising the Currency Switch Option as determined by the Company from time to time and at our sole discretion. Net Cash Value, Total Basic Plan Premium Paid and Policy Value Management Balance (if any) will be switched into the converted currency using the prevailing exchange rate as of the effective date of exercising the Currency Switch Option, subject to rounding difference, and no market value adjustment will be applied.



4. Each policyholder is entitled to the Change of Life Insured of the Policy for unlimited times after the 1st policy year, or the Policy is fully paid at the end of the premium payment period, whichever is later. Change of Life Insured is subject to evidence of insurability and approval by the Company which is based on the underwriting conditions of the life insured. Any such request will be assessed on a case-by-case basis and is at our discretion, with consideration of multiple factors, including but not limited to the change in underlying claim risk, change in policy term, latest economic outlook.

5. Policy Amount is an amount used to determine the premiums payable under the Policy and your Guaranteed Cash Value and Special Bonus 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.

6. 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.

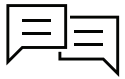
7. By exercising the Currency Switch Option, you can switch the policy currency to a different currency that the Company makes available at the time of the application for Currency Switch Option. The policy values under the basic plan of the Policy will be switched to the converted currency according to the "Product Summary" section and detailed terms and conditions outlined within the policy provisions. All supplementary benefit(s) attached to the basic plan will also be denominated in the converted currency. The Company shall have the absolute right and discretion to approve the application for exercising the Currency Switch Option and impose any requirements and conditions, as the Company deems appropriate.

Featured interview

Living the Dream – From Hong Kong to the NBA

It wasn't so long ago when he was playing pick-up games on the basketball courts at Southorn Playground and Victoria Park Basketball Courts in Hong Kong, but since then, he has reached a very different level.

David Muoka was born and raised in Hong Kong. In 2024, the 6ft. 10in. basketball player made history when he became the first Hong Kong native to break into the NBA. Currently playing for the Windy City Bulls, the NBA G League* team affiliated with the Chicago Bulls, David is setting his sights even higher. We talk to him about his amazing journey and what it takes to reach for the stars.



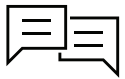
When did you first become interested in basketball?

For as long as I can remember, I've always loved to watch and play the game. My dad and I used to watch NBA games at 6 in the morning before I went to school, because of the time difference. I'd say the love for the game that I had back then is what drives me still today.



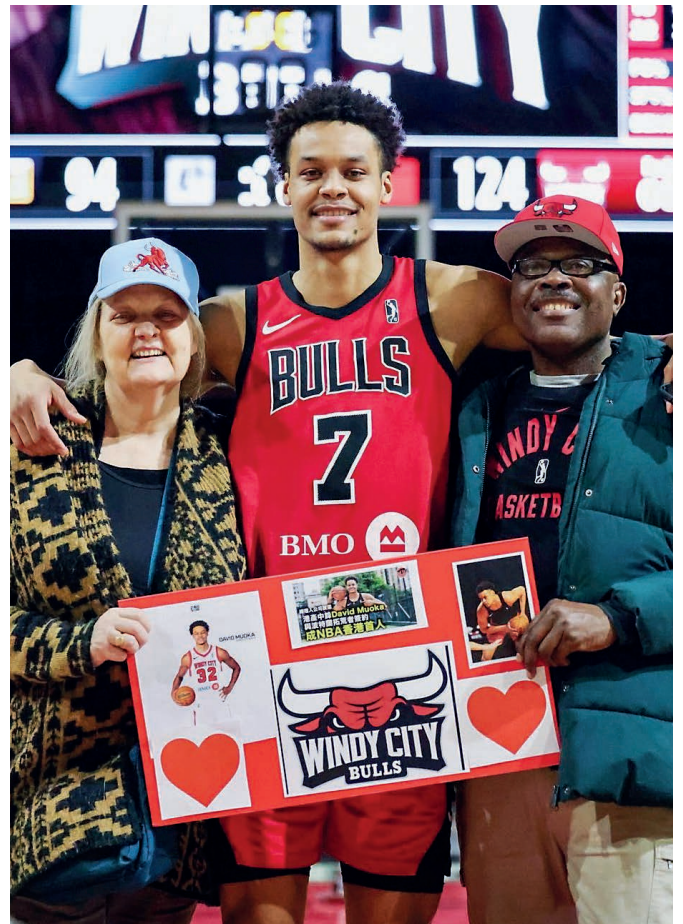
How did your parents support your basketball dreams?

Even when I was just a kid, they were taking me to the basketball courts, and I would play with the grown men. They have always supported me in that sense, physically and patiently, always coming to my games, taking me to practice and picking me up afterwards. And apart from the considerable financial support, they backed me up spiritually as well, always reminding me to keep going.

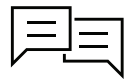


What made you want to pursue a career in basketball?

I would say, just my passion for the game. Growing up in Hong Kong, I didn't just watch NBA games. I was always going to the Blake Garden basketball court in Mid-Levels, Southorn Playground and Victoria Park Basketball Courts to play against the adults. I had a lot of fun. That's how my passion for the game kept growing, and it eventually drove me to pursue a professional career.



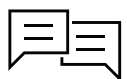
David Muoka Center, Windy City Bulls



Growing up, did you feel you had to sacrifice a lot for your passion?

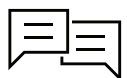
I would definitely say I missed out on a lot of nights out with my friends and different parties and so on because I was working out. I still had a great time growing up with my friends and great memories, but I often had to sacrifice time with my friends or even my family just to be at the gym. I wouldn't have it any other way, because without that sacrifice and all the time and hard work, I wouldn't be here.

* The G League is a professional basketball league that serves as the development league of the NBA.



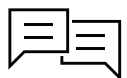
What is your goal as a professional basketball player?

Being an NBA player is one thing, becoming an NBA star or a high-level NBA player is a different step. I want to establish myself as one of the best NBA players. That goal has always given me my competitive drive. I don't like to go on a court and say, this person is better than me or this person can beat me in a game playing one-on-one. So being the best version of myself as an NBA player, that would be my goal.



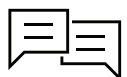
Have you encountered any obstacle that made you want to give up or lose motivation? What kept you going?

I feel that everyone encounters obstacles in some shape or form. I am no exception. Sometimes we would lose a game which I felt we should have won, or I would feel I didn't perform in a game and had let my team down. But my competitive drive and the passion I had for the game always kept me going. I loved basketball so much that even when I did encounter obstacles, I couldn't really see myself giving up.



What does Hong Kong mean to you?

Hong Kong has always been and will always be my home. I was born and raised in the city for 18 years, and it's still home for me because I go back every summer. My mom and dad still live there. Every time I step out on a basketball court, I just want to make people in Hong Kong proud. The city will always have a very special place in my heart. Hopefully, very soon, I'll be representing Hong Kong on the international stage as well.



People talk about nature vs. nurture. In your case, how much would you say is natural talent and how much is hard work?

When I was growing up, I didn't know I was going to be this tall but I still loved basketball regardless. I didn't play basketball because I was tall, I played basketball because I loved it. I think that passion was what drove me to work so hard. Nowadays, I go to the weight room and lift almost every day. Natural talent has something to do with it, of course, but I feel that hard work is definitely what has brought me to where I am today.



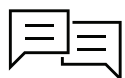
Besides basketball, do you have other hobbies?

I like playing video games a lot. I like to go out with my teammates or, when I'm back home, with my family. But I have to say, my biggest hobby is probably playing video games, which might not be the best, but I feel that it has in a way helped me stay focused, because I would stay home and play video games instead of going out in some situations. So it helps keep me on the right track.



Playing basketball is obviously not something you can do till you're 60 years old. Have you thought about a second career? What's your plan in terms of life after basketball?

I majored Economics and International Business in school. In terms of career choices when I'm done playing, I have many ideas. I want to give back to the community back home in Hong Kong or give back to kids worldwide, using my business/sports background as a platform to build a foundation to help them chase their dreams, whether as athletes or following other career paths.



What would you say to encourage athletes in Hong Kong or young people aspiring to be professional athletes?

First of all, I would just say, 加油 (add oil, which roughly translates to "keep it up")! It's really as simple as that, keep going. Very often, I feel that the kids back home give up on their dreams because they don't see the light at the end of the tunnel, so to speak, in terms of how they are going to make it as a professional athlete or succeed in their career.

It's natural to sometimes be anxious or worried about how you're going to make it. But don't give up. The odds might be stacked against you, but once you have that dream, all you have to do is keep believing in yourself and working hard.



If you could travel back in time, what would you say to yourself 10 years ago?

I would probably tell myself to be more focused and more positive about the challenges I would face in life, because I feel that all the challenges we face in life are for a reason. You can either let the challenges break you or you can let them build you. Looking back, I would sometimes let challenges or obstacles break me or hinder my focus. Obviously it's a part of growing up and maturing and learning, but I would just tell myself to look at those challenges in a more positive way, knowing that they would build me into the basketball player and the human being I want to be one day.





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Afterword

No two children are the same. Each one is blessed with a unique personality and talent. And every parent feels a responsibility to bring out the best version of their child. We live in an age when technological advances are bringing a wealth of options for teachers and learners. But a legacy of love and wisdom will always come from the family's core values, a good upbringing, and the lifelong bond between parents and child.

A great learning journey is marked by care, understanding, thoughtfulness and guidance, and tailored to the child's needs. If done right, it will eventually turn potential and dreams into reality. Your children deserve no less. After all, they are not only a blessing, but all the motivation you need to build a wonderful future.

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