

Life Insurance

ManuGlobal Saver

宏利環球貨幣保障計劃

This product leaflet is for use by the customers of DBS Bank (Hong Kong) Limited (the 'Bank'). **ManuGlobal Saver is a long-term participating life-insurance plan underwritten by Manulife (International) Limited (incorporated in Bermuda with limited liability) ('Manulife').** The Bank is acting as a licensed insurance agency of Manulife.

The product is an insurance product and is neither a bank deposit nor a bank saving plan.



ManuGlobal Saver

Feature highlights

These days, it is increasingly important to maintain international financial capabilities to prepare for the possibilities and opportunities that may arise not only locally, but globally. Maintaining the flexibility to access foreign currencies has become a key part of your wealth planning.

That's why we offer **ManuGlobal Saver**, designed to help you accumulate your wealth and tap into currencies' potential with extra flexibility. You can choose any of the 7 currencies as your policy currency to build and grow your wealth, with the flexibility to convert it to another currency in the future to meet your evolving needs. We also provide you with different legacy planning tools to help you pass your wealth to future generations.



7 currencies for selection to suit your future planning



Terminal bonus to potentially accelerate your long-term savings



Currency switch option to suit your evolving needs



Extra liquidity with realization option and flexible withdrawal options



Enjoy peace of mind with life protection



Pass on your wealth to future generations with different tools

This product leaflet provides only general information on this product. It does not form part of the policy and does not contain full terms of the policy. Before making a purchase, you should read the policy provisions for the exact terms and conditions that apply to this product. You can ask us for a copy.

COFFEE

LONDON

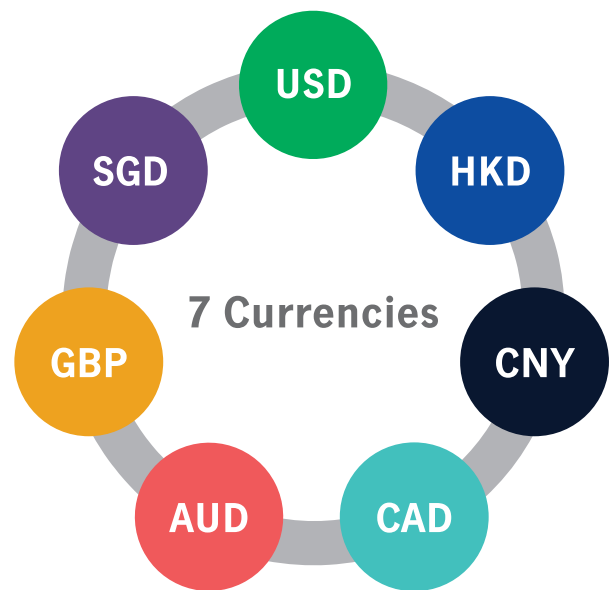




7 currencies for selection to suit your future planning

With ManuGlobal Saver, you can build your wealth in the currency that suits your future needs, whether you want to prepare for your retirement, your children's education or other goals, wherever it may be.

You can choose your policy currency from any of the 7 currencies - United States Dollar (USD), Hong Kong Dollar (HKD), Renminbi (CNY), Canadian Dollar (CAD), Australian Dollar (AUD), British Pound Sterling (GBP) or Singapore Dollar (SGD), each offering different policy returns.



Terminal bonus to potentially accelerate your long-term savings

You will have the opportunity to accumulate your wealth with the guaranteed cash value and boost your potential return through a non-guaranteed terminal bonus (see note 1), which will be a one-off payment made to you:

- when you end your policy and cash it in; or
- when the life insured passes away (see note 1); or
- when your policy is terminated because i) you fail to pay the premium within 31 days after the due date and your policy does not meet the requirements of an automatic premium loan (not applicable to single premium payment); or ii) the amount you owe is equal to or more than the sum of the guaranteed cash value and any accumulated realized terminal bonus.

The amount of the terminal bonus is mainly affected by the performance of the underlying investments, including but not limited to bonds, equities and other non-fixed income assets, so the amount will move up and down over time (see note 2).



Currency switch option to suit you revolving needs

As your life stage changes or when the dynamic global market presents new opportunities, your priorities may also evolve. The plan comes with a '**currency switch option**' that allows you to change your policy currency to another currency as those listed above ('currency switch'), giving you extra flexibility to keep pace with market trends and emerging opportunities.

Starting from the 3rd policy anniversary, you can change the policy currency once per policy year by converting your plan to a designated Manulife's plan (may or may not be the same as ManuGlobal Saver) that is available in your chosen currency ('new currency'), without having to undergo any medical examination (see note 3 and case 1). The commencement date of your policy will remain the same after the currency switch.

As at the effective date of the currency switch, the surrender value in the existing policy currency will be converted at the prevailing currency exchange rate, while the amount of guaranteed cash value and non-guaranteed terminal bonus may change. The notional amount, premiums due and payable (if any), projected policy values will be determined and adjusted by us and may be higher or lower than the corresponding values before the currency switch (see note 4).

You can rest assured that the surrender value in total after the currency switch (in new currency) is equivalent to that before the currency switch (in original policy currency) as at the effective date of the currency switch (see note 4 and case 1).



Extra liquidity with realization option and flexible withdrawal options

You can realize the potential gain from your terminal bonus without cashing in your policy. On the 15th policy anniversary or every anniversary thereafter, you'll have the flexibility to lock in up to 50% of your terminal bonus amount by exercising the '**realization option**' (see notes 2 and 5). You can decide whether to leave the realized terminal bonus with us to earn interest (see note 2), or withdraw it at any time for extra liquidity. You can exercise your 'realization option' as many times as you wish as long as the aggregate realization percentage is not more than 50% of each policy.

In case you need extra cash flow, you may choose to partially withdraw your guaranteed cash value and non-guaranteed terminal bonus through reduction of notional amount, but this will reduce the subsequent policy values and benefits (see notes 6 and 7).

By making withdrawals, the future benefits under your policy will be reduced.





Enjoy peace of mind with life protection

If the life insured unfortunately passes away, we will pay a death benefit consisting of any realized terminal bonus left with us for interest accumulation and the higher of:

- the sum of the guaranteed cash value and non-guaranteed terminal bonus (see note 1); or
- the aggregate sum of the premiums due and paid (see note 7)



Pass on your wealth to the next generations with different tools

To enjoy the peace of mind knowing that your legacy will last beyond your lifetime, you'll have the option to **change the life insured** to another loved one. For example, you can take up the plan for yourself and subsequently change the life insured to your child, thus passing the wealth onto your future generations. (see note 8 and case 3)

What's more, we also offer a range of value-added services below to help you build a financial legacy for you and your future generations with extra flexibility:

- **Contingent life insured[@]**

You can choose to nominate a contingent life insured. In case the current life insured passes away unexpectedly, the policy may continue to be in force with the nominated contingent life insured becoming the new life insured. As such, all benefits under the policy will be retained (see note 9).

- **Death benefit settlement option[@]**

You can choose to have the death benefit paid to your beneficiary(ies) in a lump sum as set out in the plan, or by instalments or a mix of both as an alternative death benefit settlement option (see note 10), safeguarding your loved ones' financial future in a way that best reflects your wishes.

- **Policy split[@]**

Starting from the 5th policy anniversary or end of premium payment period (whichever is later), you may choose to split your policy for more effective legacy planning. The respective commencement date of the split policy(ies) is the same as that of your policy (see note 11).

[@]This is an administrative arrangement and is not part of the product features. Such application is subject to our prevailing administrative rules which shall be determined and modified by us from time to time without prior notice. The availability of the service and the acceptance of the application are at our sole and absolute discretion.

Other features



Additional protection for your family

If the life insured passes away due to an accident within the first 5 policy years, we will pay an additional Accidental Death Benefit, equal to 100% of the aggregate sum of the premiums due and paid (see notes 7 and 12), to help relieve the unexpected financial hardship faced by the family.



Easy application process

Applying for the plan is easy. The life insured will not have to undergo any medical examination to prove their good health, up to a certain notional amount that is subject to our prevailing administrative rules.



Different options for paying your premiums

To help you plan more easily, you can choose to pay for the plan in a single payment or over 3^Δ, 5 or 10 years to suit your needs.

^ΔThis is a limited offer. We reserve the right to withdraw the offer of 3-year premium payment period option at any time without notice. Acceptance of your policy application of 3-year premium payment period option is subject to the availability of the aforesaid option at the time of application.



Flexible financial planning

If you choose to pay for the plan over 5 or 10 years, you may take a premium holiday (see note 13) for up to 2 years at any time after the 2nd policy anniversary, during which all premium payments and guaranteed cash value will be frozen.



Plan at a glance

ManuGlobal Saver

Limited offer

Premium payment period	Single premium	3 years ^Δ	5 years	10 years
Issue age	0-75	0-70	0-70	0-65
Benefit term	Whole life			
Policy currency	USD / HKD / CNY / CAD / AUD / GBP / SGD			
Minimum notional amount	USD1,500/ HKD12,000/ CNY10,000/ CAD2,000/ AUD2,000/ GBP1,000/ SGD2,500			
Payment mode	Minimum premium requirement			
Annually	USD6,500/ HKD50,000/ CNY43,000/ CAD8,500/ AUD8,500/ GBP4,000/ SGD10,000 (Single premium)	USD3,500/ HKD30,000/ CNY25,000/ CAD5,000/ AUD5,000/ GBP2,500/ SGD6,000	USD2,500/ HKD20,000/ CNY17,000/ CAD3,500/ AUD3,500/ GBP1,500/ SGD4,000	USD1,500/ HKD12,000/ CNY10,000/ CAD2,000/ AUD2,000/ GBP1,000/ SGD2,500
Semi-annually		USD1,820/ HKD15,600/ CNY13,000/ CAD2,600/ AUD2,600/ GBP1,300/ SGD3,120	USD1,300/ HKD10,400/ CNY8,840/ CAD1,820/ AUD1,820/ GBP780/ SGD2,080	USD780/ HKD6,240/ CNY5,200/ CAD1,040/ AUD1,040/ GBP520/ SGD1,300
Quarterly		USD925/ HKD7,950/ CNY6,625/ CAD1,325/ AUD1,325/ GBP660/ SGD1,590	USD660/ HKD5,300/ CNY4,500/ CAD925/ AUD925/ GBP395/ SGD1,060	USD395/ HKD3,180/ CNY2,650/ CAD530/ AUD530/ GBP265/ SGD660
Monthly		USD315/ HKD2,700/ CNY2,250/ CAD450/ AUD450/ GBP225/ SGD540	USD225/ HKD1,800/ CNY1,530/ CAD315/ AUD315/ GBP135/ SGD360	USD135/ HKD1,080/ CNY900/ CAD180/ AUD180/ GBP90/ SGD225
Currency switch option	Available from the 3rd policy anniversary (see notes 3 and 4)			
Change of life insured	Available from the 1st policy anniversary or 1 year after the policy is issued, whichever is later (see note 8)			
Death benefit	We will pay the designated beneficiary(ies) an amount which is equal to: The higher of: - the guaranteed cash value plus any terminal bonus (see note 1); or - the aggregate sum of the premiums due and paid (see note 7) ⊕ any realized terminal bonus left with us for interest accumulation (see note 2) ⊖ any outstanding debts (see note 14)			
Accidental Death Benefit (see note 12)	Additional 100% of the aggregate sum of the premiums due and paid (see note 7) if the life insured passes away due to an accident within the first 5 policy years			

^Δ This is a limited offer. We reserve the right to withdraw the offer of 3-year premium payment period option at any time without notice. Acceptance of your policy application of 3-year premium payment period option is subject to the availability of the aforesaid option at the time of application.

Case 1 Navigating life across different countries

Joe is a 30-year-old professional based in Hong Kong. He is looking for a savings tool that would allow him to start accumulating his wealth now and give him the flexibility to convert it to another currency in the future. He decides to take up ManuGlobal Saver, for which he will pay a single premium of **USD150,000**. (see notes 15)

**Projected total surrender value*:
(vs total premium paid)**

**USD594,239
(4.0 times)**



**AUD802,223[#]
(equivalent to USD594,239)
(4.0 times)**

Age 30

Age 55



Joe takes up a ManuGlobal Saver policy.



Joe sees an exciting business opportunity in Australia and he wants to invest time and money there. He decides to exercise the **currency switch option** to convert his policy currency from USD to AUD without having to undergo any medical examination (see note 3).

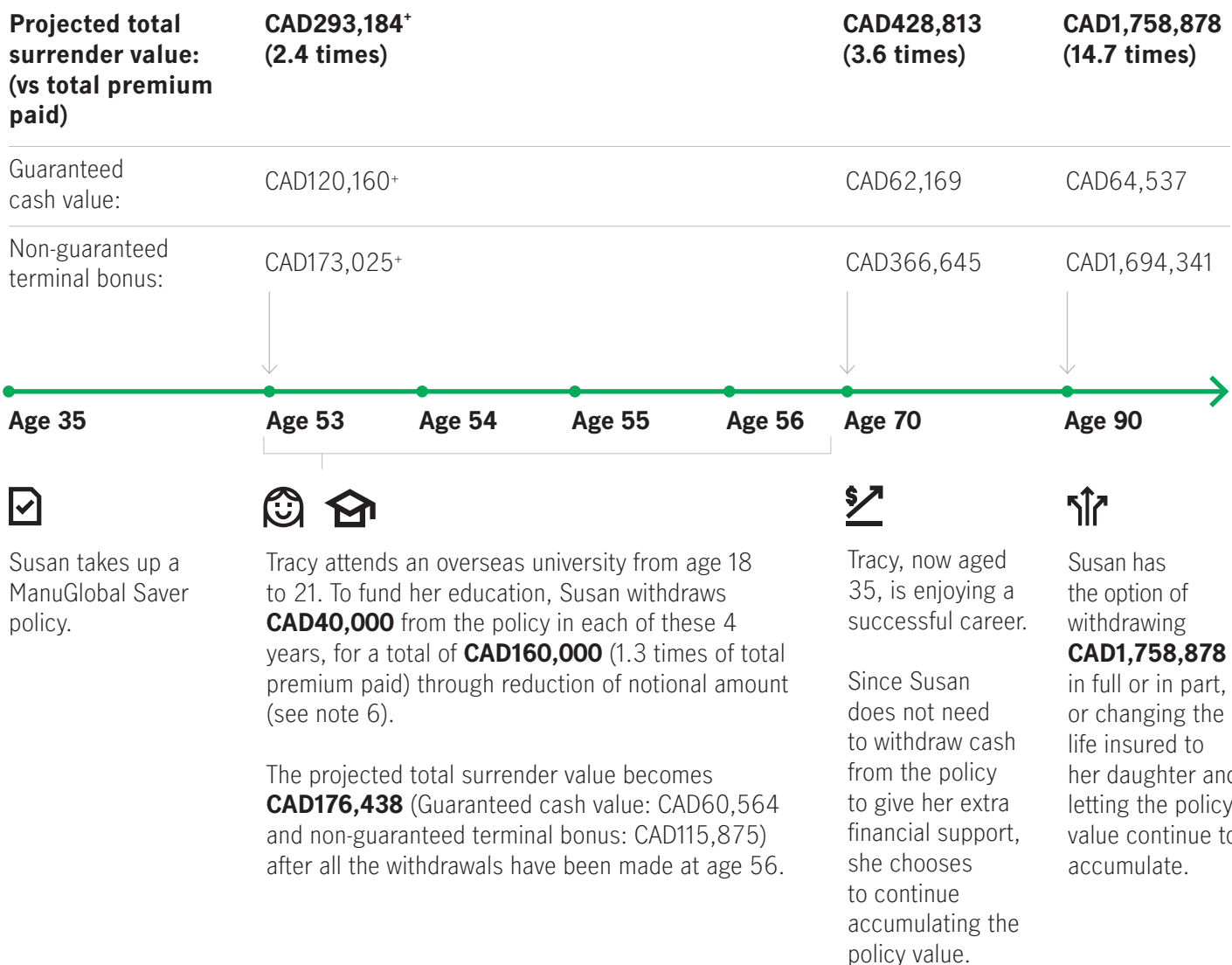
The total surrender value[#] after the currency switch (in AUD) is equivalent to that before the currency switch (in USD) as at the effective date of the currency switch. The policy value will continue to accumulate (see note 4).

*The total surrender value contains guaranteed cash value and non-guaranteed terminal bonus (see note 4 and Point 1 'Nature of the product' paragraph in the 'Important Information' section).

[#]Value is based on the illustrative exchange rate of USD1 : AUD1.35. The illustrative exchange rate used is for your reference only. The actual exchange rate applicable will be the prevailing currency exchange rate at the time of exercising the currency switch option as determined by us from time to time at our sole and absolute discretion, which may fluctuate and may not be the same as the illustrative exchange rate shown above.

Case 2 Building a child's future

Susan is a 35-year-old marketing executive and the mother of a newborn daughter, Tracy. Her primary goal, other than securing her family's financial future, is to send Tracy overseas to continue her education when she is older. She therefore purchases ManuGlobal Saver with a single premium of **CAD120,000**. (see notes 16 and 17)



⁺Value before withdrawals.

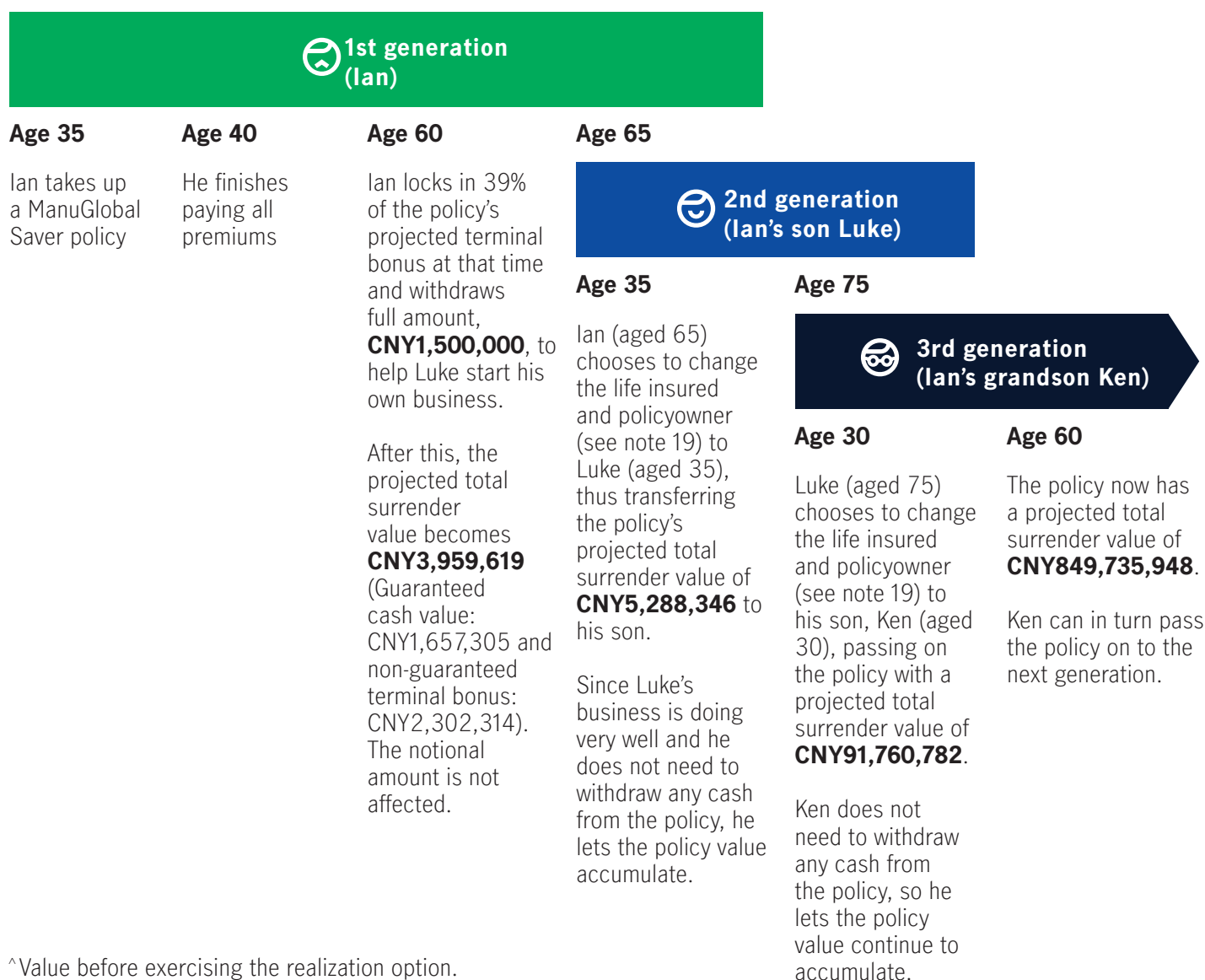
Case 3 A legacy for future generations

Ian is married with a 5-year-old son, Luke. He hopes to set his son up for future success. As such, he starts growing his wealth that enables him to provide financial support to his son in the future. He takes up ManuGlobal Saver when he is 35, for which he will pay an **annual premium of CNY300,000** for 5 years, for a total of **CNY1,500,000**. He will have the flexibility to make withdrawals from his policy when Luke grows up, or choose to pass it down to future generations. (see notes 16 and 18)

Projected total surrender value: (vs total premium paid)	CNY5,459,619[^] (3.6 times)	CNY5,288,346 (3.5 times)	CNY91,760,782 (61.2 times)	CNY849,735,948 (566.5 times)
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Guaranteed cash value:	CNY1,657,305 [^]	CNY1,716,120	CNY2,268,435	CNY2,838,435
Non-guaranteed terminal bonus:	CNY3,802,314 [^]	CNY3,572,226	CNY89,492,347	CNY846,897,513

Policy year 0 Policy year 5 Policy year 25 Policy year 30 Policy year 70 Policy year 100



Notes

1. The terminal bonus is not guaranteed. We will review and adjust the terminal bonus at least once a month, but we may do so more often. Terminal bonus will not be payable upon the death of the life insured if the sum of the guaranteed cash value and terminal bonus is less than the aggregate sum of premium due and paid. Please see Point 4 'The main risks affecting the non-guaranteed terminal bonus and the accumulation interest rate of realized terminal bonus' paragraph in the 'Important Information' section below.
2. There may be a delay in making payment when you cash in your policy or exercise the realization option, especially during periods when the market is experiencing significant rises and falls in value. The actual amount of the terminal bonus that you can get will only be determined after your request has been processed. Under certain circumstances, for example, if the request is not received by us before our prevailing cut-off time or is not in our prescribed written format, such amount can be lower or higher than the amount of the terminal bonus tentatively indicated to you at the time you submit the request. Please check with Manulife for the prevailing operational rules and the latest amount of the terminal bonus under your policy before exercising the realization option. The accumulation interest rate for building up the realized terminal bonus left with us is not guaranteed and we may change it from time to time. Please see Point 4 'The main risks affecting the non-guaranteed terminal bonus and the accumulation interest rate of realized terminal bonus' paragraph in the 'Important Information' section below.
3. The application for currency switch must meet all of the following conditions and is subject to our prevailing rules and approval of the application at our sole and absolute discretion.
 - i. the application for currency switch must be made within 31 days from a Currency Switch Anniversary (that is, the 3rd policy anniversary or every anniversary thereafter);
 - ii. no previous application of currency switch has been submitted within the same policy year;
 - iii. once submitted, the application for exercising the currency switch option cannot be withdrawn or changed;
 - iv. the notional amount of the policy following the currency switch must not be less than the minimum amount we permit at the time of the application; and
 - v. you must settle all outstanding debts before we approve the application for currency switch.

The plan available (determined by us at our sole and absolute discretion) ('new plan') in the new currency may or may not be the same as ManuGlobal Saver, and may have different benefits, plan features, policy terms and investment strategy. Please check the details of the differences between the plans before you exercise this option and consider whether the new plan suits your needs.

Please see Point 7 'Risk from exercising currency switch option' paragraph in the 'Important Information' section below.

4. Upon our approval of the application for currency switch:
 - i. ManuGlobal Saver will be converted to the new plan (may or may not be the same as ManuGlobal Saver) in the new currency. All benefits, plan features, policy terms and investment strategy will follow those as provided by the new plan. The commencement date of your policy (also known as 'policy year date' in the policy provisions) will remain unchanged after the currency switch;
 - ii. the surrender value as at the effective date of the currency switch will be converted to the new currency at the prevailing currency exchange rate, subject to rounding differences. The notional amount, premium(s) due and payable (if any), guaranteed cash value and terminal bonus of your policy after the currency switch will be determined and adjusted by us at our sole and absolute discretion, based on factors including but not limited to the prevailing currency exchange rate, the investment yield and asset values of the existing and new underlying portfolio of assets, and/or the transactions from the existing to new assets;
 - iii. the projection of guaranteed cash value and terminal bonus after the currency switch will be determined based on factors including but not limited to projected investment return and asset values of the underlying portfolio of assets of the new plan;
 - iv. Any realized terminal bonus after the currency switch will be accumulated with the corresponding interest rate of the new plan. The interest rate is not guaranteed and shall be determined by us from time to time, and may not be the same as that before the currency switch; and

- v. Any supplementary benefits attached to your policy will remain in force and the currency of such supplementary benefit will be changed to the new currency, provided that such supplementary benefit is offered under the new plan and is available in the new currency. If such supplementary benefit is not offered under the new plan or is not available in the new currency, it shall be automatically terminated.

The prevailing currency exchange rate is determined by us from time to time at our sole and absolute discretion, with reference to the prevailing exchange rate in the market. Please see Point 7 'Risk from exercising currency switch option' paragraph in the 'Important Information' section below.

- 5. You can exercise the realization option within 31 days from the Realization Anniversary (that is, the 15th policy anniversary or every anniversary thereafter) as long as the aggregate realization percentage under the policy does not exceed 50%. To exercise the realization option, you must submit a written application in a prescribed format required by us. Once submitted, the application for exercising such option cannot be withdrawn and no realized terminal bonus will be allowed to be reversed. Exercising the realization option will reduce any future terminal bonus.
- 6. Any reduction in notional amount will reduce your future benefits including the guaranteed cash value, terminal bonus, death benefit and Accidental Death Benefit. The notional amount after the reduction must meet the minimum notional amount requirement which we set from time to time without giving you notice.
- 7. If the notional amount has ever been adjusted, each premium due and paid shall correspond to the notional amount as at the time when the death benefit is payable.
- 8. Starting from the first policy anniversary or 1 year after the policy is issued, whichever is later, you have an option to change the life insured to another person with whom you have insurable interest, without affecting your policy value, provided that:
 - i. the actual age of the new life insured is 60 or below; or
the actual age of the new life insured is not greater than that of the current life insured and is not greater than 75;
and
 - ii. such application must be completed during the lifetime of both current life insured and new life insured.

Acceptance of such application is subject to our approval at our absolute discretion as well as our prevailing administrative rules and guidelines which we may determine from time to time at our absolute discretion. Once the change of life insured is effective, all supplementary benefits (if any) shall be automatically terminated.

- 9. The contingent life insured shall be appointed during the lifetime of the life insured and while the policy is in force. In order to change the life insured to contingent life insured after the death of the life insured, an application with relevant documents shall be submitted to us within the prescribed period. Please see the relevant leaflet for more details and the terms and conditions applicable to the contingent life insured option.
- 10. You can choose either one of the death benefit settlement options while the life insured is alive and the policy is still in force. Please see the relevant form for more details on your rights and the restrictions applicable to the death benefit settlement options.
- 11. You can choose to split your policy by splitting the notional amount of your policy to new policy(ies) ('split policy(ies)'). Based on the split percentage requested by you, the notional amount and the policy values and benefits under your policy will be transferred to the split policy(ies), subject to rounding differences. In case the realization option has been exercised under your policy, the aggregate realization percentage under your policy will be applied to the split policy(ies) upon split. Both your policy and split policy(ies) must fulfill the minimum notional amount and minimum premium requirement, as well as other prevailing administrative rules which shall be determined and modified by us from time to time without prior notice. You must settle all outstanding debts before we approve the application for policy split. Please contact the licensed staff of the Bank or call our customer service hotline for more information.

12. The payable amount of Accidental Death Benefit is subject to the maximum total amount of USD125,000/ HKD1,000,000/ CNY750,000/ CAD125,000/ AUD125,000/ GBP62,500/ SGD125,000 (applicable based on policy currency), less the aggregate amount of the same or similar benefits we will pay under all insurance policies covering the same life insured and issued by us. Please see the policy provisions for the circumstances that we will / will not pay the Accidental Death Benefit.
13. For details of premium holiday, please see the policy provisions and Point 14 'Risk from taking a premium holiday' under the 'Important Information' section below.
14. Outstanding debt refers to indebtedness to us against the policy, and it includes but is not limited to any premium in default, any outstanding policy loan amount and interest accrued to date.
15. Figures in this case are based on the assumptions that Joe is a non-smoker, in good health and currently lives in Hong Kong. We also assume that throughout the policy term, (i) no realization option has been exercised on the terminal bonus; (ii) no policy loan is taken out, and (iii) no withdrawal is made. This case is only a reference. All dollar amounts mentioned in the case are rounded to the nearest whole number. For your own illustrations, please contact the licensed staff of the Bank or call our customer service hotline.
16. The amount of terminal bonus in the case is only an estimate based on the current bonus projection. The terminal bonus is not guaranteed and is for illustrative and example purposes only. The actual terminal bonus amounts we will pay may be lower or higher than those illustrated in the case. Under certain circumstances, the non-guaranteed benefits may be **zero**. This case is only a reference. All dollar amounts mentioned in the case are rounded to the nearest whole number. For your own illustrations, please contact the licensed staff of the Bank or call our customer service hotline.
17. Figures in this case are based on the assumptions that Susan is a non-smoker, in good health and currently lives in Hong Kong. We also assume that throughout the policy term, (i) no realization option has been exercised on the terminal bonus; (ii) no policy loan is taken out; (iii) no currency switch option has been exercised and (iv) withdrawals are made through reduction of the notional amount (see notes 6 and 7).
18. Figures in this case are based on the assumptions that Ian is a non-smoker, in good health and currently lives in Hong Kong. We assume that throughout the policy term, (i) no premium holiday has been exercised; (ii) realization option has been exercised on the terminal bonus at the end of policy year 25, (iii) no policy loan is taken out; (iv) no currency switch option has been exercised; (v) the realized terminal bonus is withdrawn as soon as it is realized, (vi) all premiums are paid annually in full when due, and (vii) no supplementary benefits are attached.
19. The original policyowner will lose all rights and interests under the policy including entitlement to all benefits of the policy upon exercising the option of change of life insured without retaining as a policyowner.

Important Information

This plan is a participating plan. A participating plan provides you with non-guaranteed benefits, namely, terminal bonus.

Your policy will have a 'notional amount', which is an amount we use to work out the premium and other policy values and benefits of the plan. This notional amount does not represent the total amount of death benefit we will pay. Any change in this notional amount will lead to a corresponding change in the premiums and other policy values and benefits of the plan.

Terminal bonus philosophy

Our participating plan aims to offer a competitive long-term return to policyowners and at the same time make a reasonable profit for shareholders. We also aim to make sure we share profits between policyowners and shareholders in a fair way. In principle, all experience gains and losses, measured against the best estimate assumptions, are passed on to the policyowners. These gains and losses include claims, investment return and persistency (the likelihood of policies staying in force), and so on. However, expense gains and losses measured against the best estimate assumptions, are not passed on to the policyowners. Shareholders will be responsible for any gains or losses when actual expenses are different from what was originally expected. Expenses refer to both expenses directly related to the policy (such as commission, the expenses for underwriting (reviewing and approving insurance applications), issuing the policy and collecting premiums) as well as indirect expenses allocated to the product group (such as general overhead costs).

To protect terminal bonus from significant rises and falls, we use a smoothing process when we set the terminal bonus. When the performance is better than expected, we do not immediately use the full amount we have made to increase terminal bonus. And, when the performance is worse than expected, we do not pass back the full amount of losses immediately to reduce terminal bonus. Instead, the gains or losses are passed back to the policies over a number of years to make sure we provide a more stable terminal bonus year to year.

An exception to the above smoothing mechanism is the volatility in the market value of certain underlying investments, including but not limited to bonds, equities and other non-fixed income assets. Such experience gain/loss will be passed back to policyowners via adjustment in terminal bonus in a timely manner instead of smoothing out over time.

We share the gains and losses from the participating accounts among different classes and generations of policyowners, depending on the contribution from each class. When we manage terminal bonus, we aim to pass back these gains and losses within a reasonable time, while making sure we treat policyowners fairly. When considering the fairness between different groups of policyowners, we will consider, for example, the following.

- Products (including supplementary benefits) that you bought
- Premium payment periods or policy terms or the currency of the plan
- When the policy was issued

Declared terminal bonus does not form a permanent addition to the policy. It may be reduced or increased at subsequent declarations. Its actual amount will only be determined when it becomes payable or when you lock in the terminal bonus. The amount of the terminal bonus is largely affected by the performance of the underlying investments, so the amount is relatively volatile and will move up and down over time. Review and adjustment of projected terminal bonus is performed at least monthly and may be performed more frequently than monthly at any time upon Manulife's decision.

Written declaration by our Chairman of the Board, an Independent Non-Executive Director and the Appointed Actuary is in place to confirm the mechanism manages fairness between different parties. You may browse the following website to learn more about your participating policy.

www.manulife.com.hk/link/par-en

Investment policy, objective and strategy

Our investment policy aims to achieve targeted long-term investment results based on the set amount of risk we are willing to take ('risk tolerances'). It also aims to control and spread out risk, maintain enough assets that we can convert into cash easily ('liquidity') and manage assets based on our liabilities.

The long-term asset mix is expected to be within the ranges as listed below. There may be situations that the actual mix will move outside of these ranges if investment performance deviates from expected.

Asset class	Expected asset mix
Bonds and other fixed income assets	25% - 55%
Non-fixed income assets	45% - 75%

The bonds and other fixed income assets include mainly government and corporate bonds, and are mainly invested in the United States and Asia. Non-fixed income assets may include, for example, public and private equities and real estate and so on, and are mainly invested in the United States, Europe and Asia. Derivatives may be used mainly for hedging purposes.

For bonds and other fixed income assets, if the currency of the asset is not in the same currency as the policies, we use currency hedges. These are a way of counteracting the effect of any fluctuations in the currency. However, we give more flexibility to non-fixed income assets where those assets can be invested in other currencies not matching the policy currency. This is to benefit from diversifying our investment (in other words, spreading the risk).

Actual investments would depend on market opportunities at the time of buying them. As a result, they may differ from the expected asset mix.

The investment strategy may change depending on the market conditions and economic outlook. If there are any significant changes in the investment strategy, we would tell you about the changes, with reasons and the effect on the policies.

Fulfillment ratio

You may browse the following website on fulfillment ratio to understand our dividend and bonus history. This is only for reference purposes. Dividend / bonus history or past performance is not a guide for future performance of the participating products.

www.manulife.com.hk/link/div-en

Other product disclosures

1. Nature of the product

The product is a long-term participating life-insurance plan with a savings element. Part of the premium pays for the insurance and related costs. The savings element is reflected in the surrender value (also known as 'cash value' in policy provisions), which includes guaranteed cash value, non-guaranteed terminal bonus and any accumulated realized terminal bonus. The product is aimed at customers who can pay the premiums for the whole of the premium payment period. As a result, you are advised to save enough money to cover the premiums in the future. You should be prepared to hold this product for the long term to achieve the savings target.

2. Cooling-off period

If you are not happy with your policy, you have a right to cancel it within the cooling-off period and get a refund of any premiums and any levy paid.

- To do this, you must give us, within the cooling-off period, your written notice signed by you at Individual Financial Products, Manulife (International) Limited, 22/F, Tower A, Manulife Financial Centre, 223-231 Wai Yip Street, Kwun Tong, Kowloon, Hong Kong. In other words, your written notice to cancel your policy must reach us directly at the relevant address within a period of 21 calendar days immediately following the day we deliver to you or your nominated representative the policy or a notice telling you about the availability of the policy and the expiry date of the cooling-off period, whichever is the earlier. After the expiration of the cooling-off period, if you cancel the policy before the end of the term, the projected total cash value that you will receive may be considerably less than the total premium you have paid.

3. Premium term and result of not paying the premium (not applicable to single premium policy)

You should pay the premium (or premiums) on time for the whole of the premium payment period. If you do not pay a premium of the basic plan and/ or supplementary benefits (if any) on time, you have 31 days from the due date to pay it, during which the policy will continue in force. If we do not receive the premium after the 31-day period ends and as long as there is enough guaranteed cash value and accumulated realized terminal bonus, the 'automatic premium loan' (see point 11 below) will apply and the policy will continue in force. If there is not enough guaranteed cash value and accumulated realized terminal bonus in the policy, the policy will end and the life insured will not be covered. In this case, we may only pay you the terminal bonus, if any, and you may suffer a significant loss of principal.

4. The main risks affecting the non-guaranteed terminal bonus and the accumulation interest rate of realized terminal bonus

The terminal bonus is not guaranteed. Factors that may significantly affect the terminal bonus include, but are not limited to, the following:

Claims – our experience on insurance claims such as paying death benefit.

Investment return – includes both interest income, dividend income, the outlook for interest rates and any changes in the market value of the assets backing the product. Investment returns could be affected by a number of market risks, including but not limited to credit spread and default risk, and the rise and fall in share and property prices.

Please be aware that the amount of the terminal bonus is mainly affected by the performance of the underlying investments, so the amount is relatively volatile and will move up and down over time. If there is a significant fall in the market value of the underlying investments, your terminal bonus will also be reduced significantly from your previous terminal bonus available; and even if there is a mild rise in the market value of the underlying investments during a policy year, your actual terminal bonus can still be lower than what was shown for that policy year, since the growth in the market value was lower than what we assumed when we gave you the illustration for your terminal bonus.

Persistence – includes other policyowners voluntarily ending their insurance policies (premiums not being paid, cashing in all or part of the policy), and the corresponding effects on investments.

You can leave your realized terminal bonus with us to earn interest. The rate of interest that we can pay is based on the investment performance, market conditions and the expected length of time you leave your realized terminal bonus with us. This rate is also not guaranteed and may change from time to time due to changes in the investment environment.

5. Credit risk

Any premiums you paid would become part of our assets and so you will be exposed to our credit risk. Our financial strength may affect our ability to meet the ongoing obligations under the insurance policy.

6. Currency risk

This plan is available in foreign currency. You should consider the potential currency risks. The foreign-currency exchange rate may fall as well as rise. Any change in the exchange rate will have a direct effect on the amount of premium you need to pay and the value of your benefits in your local currency. The risk of changes in the exchange rate may cause a financial loss to you. This potential loss from the currency conversion may wipe out the value of your benefits under the policy or even be more than the value of benefits under your policy.

Due to exchange rate fluctuations, at the time of death of the insured during the policy term, surrender of the policy, or policy cancellation during the cooling-off period, there is a risk that the foreign currency has depreciated substantially against the local currency. In that case, if you pay your premium in local currency, you will suffer substantial loss because the policy value is denominated in foreign currency. The prevailing exchange rate shall be determined by Manulife from time to time. For details of the prevailing exchange rate, please visit our website (www.manulife.com.hk).

Renminbi is currently not freely convertible and conversion of Renminbi may be subject to certain policy, regulatory requirements and/or restrictions (which are subject to changes from time to time without notice). The actual conversion arrangement will depend on the policy, regulatory requirements and/or restrictions prevailing at the relevant time.

You could choose to receive payment of benefits and premium refund due to policy cancellation within cooling-off period in policy currency (or Hong Kong dollars) in different means subject to the prevailing administrative rules. Please note transaction in foreign currency cheque may subject to bank charges borne by customers and longer processing time in Hong Kong major banks.

You should also consider the potential currency risks mentioned above when exercising the currency switch option.

7. Risk from exercising the currency switch option:

- The amount of guaranteed cash value and non-guaranteed terminal bonus after exercising the currency switch option will be adjusted (may be higher or lower) and the adjustment may be significant.
- Any future premiums will be adjusted if the currency switch option is exercised within the premium payment period.
- The availability of currency at the time of exercising the currency switch option will be subject to the applicable laws and regulations.
- The new plan may not be the same as the existing plan of your policy, and may have different benefits, plan features, policy terms and investment strategy. Please note that the currency switch option may not be available in the new plan after exercising the currency switch option, which means you may not be able to further change the policy currency of the new plan and in a worst-case scenario, it may only be a one-time option depending on the new plan's features.
- Supplementary benefit will be terminated if it is not offered under the new plan or is not available in the new currency.

8. Inflation risk

The cost of living in the future is likely to be higher than it is today due to inflation. As a result, your current planned benefits may not be enough to meet your future needs.

9. Risk from cashing in (surrender) early

If you cash in the policy, the amount we will pay is the surrender value worked out at the time you cash in the policy, less any amount you owe us. Depending on when you cash in your policy (whether in full or part), this may be considerably less than the total premiums you have paid. You should refer to the proposal for the illustrations of the surrender value we project.

10. Liquidity and withdrawal risk

You can make withdrawals from realized terminal bonus which have built up, take a policy loan or even cash in the policy to get the surrender value. You may make partial withdrawals from the guaranteed cash value and terminal bonus but it would reduce the notional amount and the subsequent surrender value, death benefit, Accidental Death Benefit and other policy values and benefits. However, the notional amount after the reduction cannot be smaller than the minimum notional amount which we will set from time to time without giving you notice. Taking a policy loan will reduce your surrender value and death benefit.

11. Policy loan

You can take a policy loan of up to the loan value less any amount you owe us, where the loan value is 90% (we will decide this figure and may change it from time to time without giving you notice) of the sum of guaranteed cash value and any accumulated realized terminal bonus. The interest we charge on the policy loan is compounded every year (in other words, interest will generate further interest on it) at the rate we set and we may change the rate from time to time. If at any time the amount you owe us equals to or more than the sum of guaranteed cash value and accumulated realized terminal bonus, the policy will end. In this case, we may only pay you the terminal bonus, if any, and you may suffer a significant loss of principal. Any policy loan will reduce the policy's death benefit and surrender value. For details, please see the 'policy loan', 'automatic premium loan' and 'loan conditions' provisions in the policy provisions.

12. Automatic premium loan (not applicable to single premium policy)

We will provide an automatic premium loan to keep the policy in force if you fail to pay the premium on time (see point 3 above), as long as there is enough loan value in the policy. If the loan value less any amount you owe is not enough to pay the premium you have missed, we can change how often you pay premiums. If the sum of guaranteed cash value and accumulated realized terminal bonus less any amount you owe is less than a monthly premium, the policy will end. In this case, we may only pay you the terminal bonus, if any, and you may suffer a significant loss of principal. The interest we charge on the automatic premium loan is compounded every year (in other words, interest will generate further interest on it) at the rate we set and we may change the rate from time to time. The automatic premium loan will reduce the policy's death benefit and surrender value. For details, please see the 'policy loan', 'automatic premium loan' and 'loan conditions' provisions in the policy provisions.

13. Condition for ending the policy

This policy will end if:

- i. you fail to pay the premium within 31 days after the due date and your policy does not meet the requirements of an automatic premium loan (not applicable to single premium policy)
 - ii. the life insured dies and we have paid the death benefit and the Accidental Death Benefit (if applicable);
 - iii. you cash in the policy and we have paid the surrender value;
 - iv. when the outstanding debt equals or exceeds the guaranteed cash value plus accumulated realized terminal bonus; or
 - v. we approve your written request to end this policy;
- whichever happens first.

The written request mentioned above should be signed by you and sent to our address in Hong Kong as stated at the end of this product leaflet, attention to 'Individual Financial Products'.

14. Risk from taking a premium holiday (not applicable to policy in single or 3-year premium payment period)

We will charge you a handling fee if you choose to take a premium holiday, during which you may suspend your premium payment for up to two years in total. The first time you ask to do this, it is free. The handling fee is then HKD200 each time you apply but we can change this from time to time without giving you notice. You will also have to repay the indebtedness and terminate all supplementary benefits attached to your policy. During the premium holiday, we will not accept any policy changes that would result in a change in policy values, including but not limited to reduction of notional amount, policy loan and exercise of currency switch option. Please note that the terminal bonus value is not guaranteed and may be subject to change even during the premium holiday. The premium holiday will end immediately if we pay the death benefit and we will deduct those premiums you did not pay during the premium holiday from the value of your policy. In other words, we will deduct them from the benefit that we will pay. You can ask to end the premium holiday by sending us a notice and resume your premium payments when we have approved it. We will then reset your policy year date and the schedule of your premium.

15. Suicide

If the life insured commits suicide, whether sane or insane, within one year from the date of issue of the policy, our liability will be limited to a refund of the amount paid to the Company less any amount paid by us under the policy. For detailed terms and conditions including reinstatement, please refer to the policy provisions.

16. Claims procedure

Please visit www.manulife.com.hk/claims-procedure-en for details of claims procedure.

17. Exclusions and limitations

We will not pay the Accidental Death Benefit if the bodily injury causing the life insured's death is resulted directly or indirectly from any of the following:

- i. Any deliberately, self-inflicted injury or suicide, whether sane or insane;
- ii. Any drug, poison, alcohol, gas or fumes, voluntarily or otherwise taken, administered, absorbed or inhaled, other than as a result of an accident arising from a hazard incidental to the life insured's job;
- iii. War or any act related to war, or serving in the armed forces of any country at war or serving in a civilian force auxiliary;
- iv. Travelling or flight in any aircraft, except as a passenger on an aircraft operated by a regular airline;
- v. Taking part in driving or riding in any kind of race or underwater activities which take place at sea-depth greater than 130 feet, taking part in a sport in a professional capacity or where the life insured would earn income from, or other dangerous activities such as mountaineering, pot holing, parachuting or bungee-jumping;
- vi. Carrying out or attempting to carry out a criminal offence, or resisting or avoiding arrest;
- vii. Childbirth, pregnancy, miscarriage or abortion, whether or not this event may have been accelerated or caused by an accident; or
- viii. Riot and civil commotion while the life insured was carrying out certain types of work.
(Please see the policy provisions for the list of work.)

In this product leaflet, 'you' and 'your' refer to the policyowner. 'Manulife', 'we', 'us' and 'our' refer to Manulife (International) Limited (incorporated in Bermuda with limited liability).

You should not buy this product unless you fully understand the product features and risks. For more information, please contact the licensed staff of the Bank or call our customer service hotline on (852) 2510 3383. If you have any doubts, please get professional advice from independent advisors.

From January 1, 2018, the Insurance Authority starts collecting levy on insurance premiums from policyowners for policies issued in Hong Kong. For details of the levy and its collection arrangement, please visit our website at www.manulife.com.hk/link/levy-en.

To view our Privacy Policy, you can go to our website at www.manulife.com.hk. You may also ask us not to use your personal information for direct marketing purposes by writing to us at the address below. We will not charge you a fee for this.

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