

Life Insurance

Genesis

宏摯傳承保障計劃

This product leaflet is for use by the customers of DBS Bank (Hong Kong) Limited (the 'Bank'). **Genesis 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.



Genesis

Where there are options, there are solutions. A rewarding wealth journey originates from the ability to acquire not only assets but added financial capabilities along the way. After all, in an ever-changing world, it is flexibility that is the source of your greatest financial strength.

That is why we now bring you **Genesis**. It provides long-term potential return that is complemented by flexible withdrawal options to meet your liquidity needs, an advance benefit for designated critical and mental illnesses, plus a currency switch option to support your future planning. At the same time, we can help you craft an enduring legacy with enhanced flexibility.

With Genesis, a truly rewarding future begins today.

Genesis is a long-term participating life insurance product with a savings element, supplemented with an option for advance realization of terminal bonus for designated illnesses, and is provided and underwritten by Manulife. This product leaflet provides only general information on this product. It does not form part of the policy and does not contain the 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.

Feature highlights



Potentially accelerate your long-term savings



Exercise flexible withdrawal options without cashing in your policy



Access standby funds through Body and Mind Advance Benefit



Seize future global opportunities with 7 currencies for switching



Prepare for the unexpected with Incapacity Care Service



Pass on your wealth with flexibility





Potentially
accelerate your
long-term savings

Genesis is designed to complement your goals at any life stage. You can choose from various premium payment periods to suit your needs – with a single payment or over a period of 3, 5, 10, or 15 years.

We will help you 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, when the life insured passes away or when your policy is terminated.

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).



Exercise flexible
withdrawal options
without cashing in
your policy

Your children's education, a comfortable retirement, your love of travel... different priorities call for different cash flow arrangements. The plan is designed to give you the flexibility to withdraw cash from your policy in a way that best suits your needs.

Without having to cash in your policy, you can make withdrawals through one of the payment options below.

1. **Easy Choice — Set up hassle-free lifelong regular income stream**

You can enjoy the peace of mind of knowing that you will receive a regular non-guaranteed income drawn from the terminal bonus (see note 1), after your total premium has been paid in full and for as long as your policy is in force.

You can choose the policy anniversary on which you want to start receiving the non-guaranteed income ('Income Start Anniversary') and if it is to be paid monthly or annually (see note 3). **We will then determine for you how much you may expect to receive for each payout.**



Take John as an example (see note 4 and 5):

John pays a single premium of **USD100,000** for the policy and he chooses to receive a non-guaranteed income **annually starting from the 1st policy anniversary.**

Without cashing in the policy, John may expect to receive around **USD4,612**, equivalent to **~4.6%** of total premiums paid, on every policy anniversary for as long as his policy is in force.

Alternatively, you can leave the non-guaranteed income with us to earn interest (see note 6) until you want to withdraw it in the future.

After you have started receiving the non-guaranteed income, you still have the flexibility to suspend and restart the income payments and change the income payment mode from annual to monthly, or vice-versa. Your non-guaranteed income will then be re-calculated accordingly. (see note 3)

2. Realization option — Tailor withdrawals to your needs

By allowing you to decide when and how much to withdraw, this option is designed to give you greater control over how to support your financial objectives.

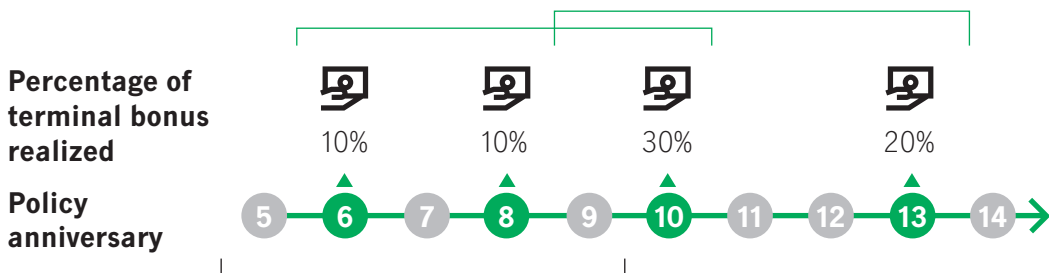
As soon as you reach your 5th policy anniversary, or on every policy anniversary thereafter (“Realization Anniversary”), you can choose to make withdrawals by realizing your terminal bonus (see note 1).

You will have the flexibility to determine when and how much you want to withdraw (see notes 2 and 7) as long as:

- For each of the policy year from the 5th to 9th policy anniversary (see note 7), the aggregate realization percentage shall not exceed 10%; and
- The aggregate realization percentage over any 5 consecutive policy years is no more than 50%.

Example 1 – Make irregular withdrawals

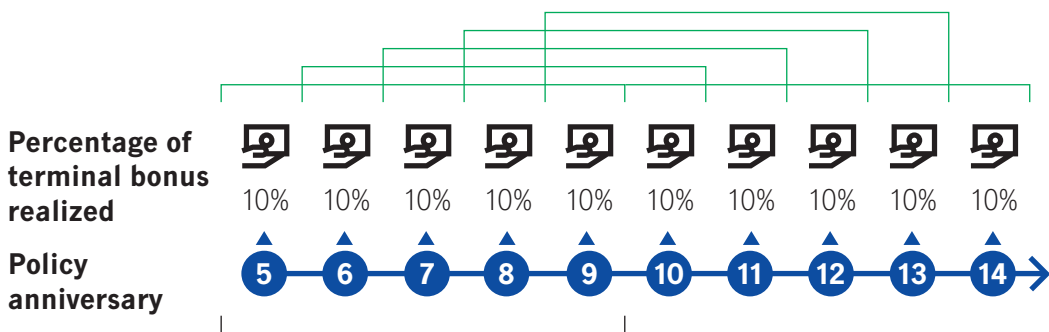
✓ No more than 50% over any 5 consecutive policy years



✓ No more than 10% for each of the policy year from the 5th to 9th policy anniversary

Example 2 – Create regular income

✓ No more than 50% over any 5 consecutive policy years



✓ No more than 10% for each of the policy year from the 5th to 9th policy anniversary

Also, you may take advantage of this option to secure the potential gains from your terminal bonus. The realized terminal bonus can be left with us to earn interest (see note 2) until you want to withdraw it in the future.

After the 1st policy anniversary, you may change from Easy Choice to the realization option, or vice-versa. Once the payment option has started, you are not allowed to change to another option. (see note 3)

Alternatively, you may choose to make withdrawals by partially cashing in your policy. In other words, you may 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 8 and 9).

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



Access standby funds through Body and Mind Advance Benefit

The impact of a critical illness or mental health problem goes far beyond the physical and emotional. The financial implications can be just as challenging, and we understand how important it is to be able to access the financial support you need, just when you need it most.

That is why we offer an **additional one-time option** for you to **realize up to 100% of the terminal bonus** in the event that the life insured is diagnosed with any of the designated illnesses below. The realized terminal bonus can be left with us to earn interest (see note 2) until you want to withdraw it in the future, thereby giving you access to standby financial resources on your recovery journey. (see note 10 and 'Elimination period' section under 'Important Information' below)

Designated illnesses covered by Body and Mind Advance Benefit



Critical illnesses

- Apallic syndrome
- Cancer
- Coma
- Heart attack (Myocardial infarction)
- Stroke
- Major head trauma
- Paralysis
- Terminal illness
- Total and permanent disability⁺



Mental illnesses

- Autism
- Bipolar disorder
- Mental incapacity
- Schizophrenia
- Severe dementia

⁺The coverage for total and permanent disability will take effect when the life insured reaches the age of 16.

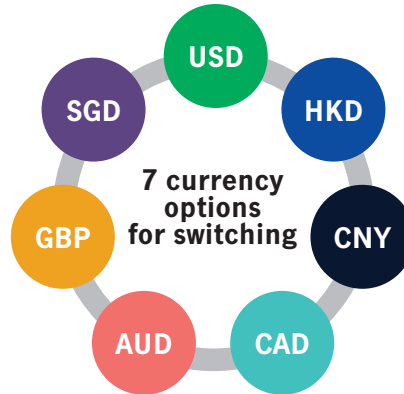
After you have exercised this option, you still have the opportunity to build up your terminal bonus again in the future (see note 1). You can still make withdrawals through the arrangements as stated in 'Exercise flexible withdrawal options without cashing in your policy' section.



Seize future global opportunities with 7 currencies for switching

In the future, you may find it necessary to refocus your wealth on a different currency to accommodate evolving needs or capture new market opportunities.

The plan comes with a **currency switch option** that gives you the flexibility to change your policy currency to any of the ones listed below ('currency switch'), so you can embrace new possibilities.



- United States Dollar (USD)
- Hong Kong Dollar (HKD)
- Renminbi (CNY)
- Canadian Dollar (CAD)
- Australian Dollar (AUD)
- British Pound Sterling (GBP)
- Singapore Dollar (SGD)

Starting from the 3rd policy anniversary, you can change the policy currency once per policy year by converting your plan to a designated Manulife plan (may or may not be the same as Genesis) that is available in your chosen currency ('new currency'), without having to undergo any medical examination (see note 12). 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 the guaranteed cash value, non-guaranteed terminal bonus and non-guaranteed income (if any) may change. The notional amount, premiums due and payable (if any) and 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 13).

You can rest assured that the surrender value in total after the currency switch (in the 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 13).





Prepare for the unexpected with Incapacity Care Service[@]

The future will always be uncertain. That's exactly why we have to be certain that we are prepared for whatever comes our way. By putting an effective contingency plan in place, we can protect not only our loved ones' financial wellbeing but our own peace of mind.

With **Incapacity Care Service**, you can appoint a family member ("Designated Person") to act on your behalf and execute one of the below policy management instructions as pre-set by you, which will be activated if you ever become mentally and/or physically incapacitated while the policy is in force (see note 11), thus giving your loved ones the assurance of a thoughtful pre-arrangement in difficult times.

Option 1 – Ownership transfer

Transfer policy ownership to the Designated Person.

Option 2 – One-off withdrawal from the policy

Withdraw a certain percentage (as designated by you) of the policy value, with the proceeds paid to the Designated Person.

[@] 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. Please note that the service may not be available with the designated new plan after the currency switch option is exercised.



Pass on your wealth with flexibility

You have worked hard to build your legacy. It's therefore only natural that you would want to ensure it will last a lifetime and beyond. With the plan, you have the option to **change the life insured** to another loved one. For instance, you can take up the plan for yourself and subsequently change the life insured to your child as a way to preserve your wealth for the next generation (see note 14).

At the same time, we offer a range of flexible value-added services to help you ensure continuity for your legacy.

- **Contingent life insured[@]**

You can choose to nominate a contingent life insured, who will become the new life insured of the policy in the event that the original life insured passes away unexpectedly. As a result, the policy will continue to be in force, and all its benefits will be retained (see note 15).

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

Apart from paying the death benefit to your beneficiary(ies) in a lump sum as set out in the plan, you can customize an alternative death benefit settlement option (see note 16), thereby safeguarding your loved ones' financial future in a way that best reflects your wishes. For example, you may choose to pay the death benefit by instalments, or a mix of both lump sum and instalments, at a start date and payment frequency specified by you. You can also designate the death benefit to be paid in a fixed or at an increasing percentage each year.

- **Successive policyowner[@]** (see note 17)

For added legacy planning flexibility, apart from arranging how the death benefit is to be paid to the beneficiary, you can also nominate a loved one as the successive policyowner. In the event of your passing, the policy will be transferred to the successive policyowner.

Legacy Choice^{@*} even allows you to transfer the policy at a designated date or a designated age of the successive policyowner. For example, if the intended successive policyowner is currently under the age of 18, you can first pre-appoint an interim policyowner. Upon your passing, the interim policyowner will be responsible for managing the policy based on the policy administration rights pre-set by you until the designated date or the designated age of the successive policyowner (must be 18 or above), at which point the interim policyowner's administration rights will end and the ownership of the policy will be transferred. You will therefore enjoy the peace of mind of knowing that the value, protection and wealth growth potential of the policy will be passed on to the heir of your choice.

- **Policy split[@]**

Starting from the 5th policy anniversary or the end of the premium payment period (whichever is later), you may choose to split your policy for more effective legacy planning. The respective commencement dates of the split policies will be the same as that of the original policy (see note 18).

[@] 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. Please note that the service may not be available with the designated new plan after the currency switch option is exercised.

* Applicable to policies issued in Hong Kong only.



Other features



Enjoy peace of mind with life protection

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

- guaranteed cash value plus non-guaranteed terminal bonus (see note 1); or
- total premiums due and paid (see note 9)



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.



Extra benefit to guard against accidental death

If the life insured passes away due to an accident within the first 5 policy years, we will pay an additional accidental death benefit, up to 100% of total premiums due and paid (see notes 9 and 19), to help relieve the unexpected financial hardship faced by the family.



Premium holiday

If you choose to pay for the plan over 5, 10 or 15 years, you may take a premium holiday (see note 20) 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. Any Income Start Anniversary, income payment option and income payment mode under Easy Choice chosen before the premium holiday will be revoked. Once the premium holiday ends, you may set up Easy Choice again if no realization option has been exercised.

Plan at a glance

Genesis

Product objective & nature	A long-term participating life insurance product with a savings element, supplemented with an option for advance realization of terminal bonus for designated illnesses				
Product type	Basic plan				
Premium structure	Level and premium rate is guaranteed				
Premium payment period[^]	Single premium	3 years	5 years	10 years	15 years
Issue age[^]	0-80	0-75	0-75	0-70	0-60
Benefit term	Whole life				
Policy currency	USD/ HKD (Option to switch to USD/ HKD/ CNY/ CAD/ AUD/ GBP/ SGD from the 3rd policy anniversary)				
Payment mode	Minimum premium requirement				
Annually	USD6,500/ HKD50,000 (Single premium)	USD3,500/ HKD30,000	USD2,500/ HKD20,000	USD1,500/ HKD12,000	USD1,000/ HKD8,000
Semi-annually		USD1,820/ HKD15,600	USD1,300/ HKD10,400	USD780/ HKD6,240	USD520/ HKD4,160
Quarterly		USD925/ HKD7,950	USD660/ HKD5,300	USD395/ HKD3,180	USD265/ HKD2,120
Monthly		USD315/ HKD2,700	USD225/ HKD1,800	USD135/ HKD1,080	USD90/ HKD720
Body and Mind Advance Benefit	One-time option to realize up to 100% of the terminal bonus, available one year after the later of the issue date or the policy year date, in the event that the life insured is diagnosed with any of the designated illnesses (see note 10 and 'Elimination period' section under 'Important Information' below)				
Currency switch option	Available from the 3rd policy anniversary (see notes 12 and 13)				
Change of life insured	Available from the 1st policy anniversary or 1 year after the policy is issued, whichever is later (see note 14)				
Death benefit	<p>We will pay the designated beneficiary(ies) an amount which is equal to the higher of:</p> <ul style="list-style-type: none"> • guaranteed cash value plus any terminal bonus (see note 1) or • total premiums due and paid (see note 9) <p>⊕ any non-guaranteed income / realized terminal bonus left with us for interest accumulation (see notes 2 and 6)</p> <p>⊖ any outstanding debts (see note 21)</p>				
Accidental death benefit	Additional up to 100% of total premiums due and paid (see note 9 and 19) if the life insured passes away due to an accident within the first 5 policy years				

[^] You may be required to pay premiums after retirement and in some cases beyond age 80. As a result, you are advised to save enough money to cover the premiums in the future.

Remark: Age means age nearest birthday.

Case 1 Long-term wealth growth potential for building a retirement income and an enduring legacy

Ted, 55, is a successful entrepreneur. He and his wife have a son, Toby. He is looking for a savings insurance plan that will enable him to diversify his investment portfolio and build a stable retirement income. Since he intends to pass on his wealth to Toby eventually, the plan would ideally offer long-term wealth growth potential as well. After careful consideration, he decides to take up Genesis. (see notes 22 and 5)

Policyowner: Ted (Age 55) **Premium payment period:** Single payment
Life insured: Ted (Age 55) **Total premium:** USD100,000

- Guaranteed cash value
- Non-guaranteed terminal bonus

Projected breakeven in 3 years!

Projected total surrender value **USD101,441**
 ■ USD68,600
 ■ USD32,841

1.01 times the total premium paid

Easy Choice

Total withdrawal **USD201,240**



Projected total surrender value **USD181,787**
 ■ USD110,031
 ■ USD71,756

Total USD383,027
3.83 times the total premium paid

Easy Choice

Total withdrawal **USD603,720**



Projected total surrender value **USD212,854**
 ■ USD141,875
 ■ USD70,979

Total USD816,574
8.17 times the total premium paid

Easy Choice

Total withdrawal **USD1,006,200**



Projected total surrender value **USD220,952**
 ■ USD180,230
 ■ USD40,722

Total USD1,227,152
12.27 times the total premium paid



Policy anniversary

3

11

30

70

110

Ted (Age 55) pays a single premium of USD100,000.

Ted (Age 66) retires. He exercises **Easy Choice** and starts receiving a non-guaranteed income of **USD10,062 per year** (~10% of total premium paid).

Ted (Age 85) passes on the policy to his son **Toby (Age 45)** by changing the life insured and policyowner (see note 24) to Toby.

Thereafter, **Toby** receives **USD10,062 per year** from Easy Choice

Toby (Age 85) decides to pass on the policy to the next generation by changing the life insured and policyowner (see note 24) to his son **Tom (Age 45)**.

Thereafter, **Tom** receives **USD10,062 per year** from Easy Choice.

Tom (Age 85) has the option to pass the policy on to his heir.

Easy Choice

Ted gets a total of USD201,240


Toby gets a total of USD402,480

Tom gets a total of USD402,480



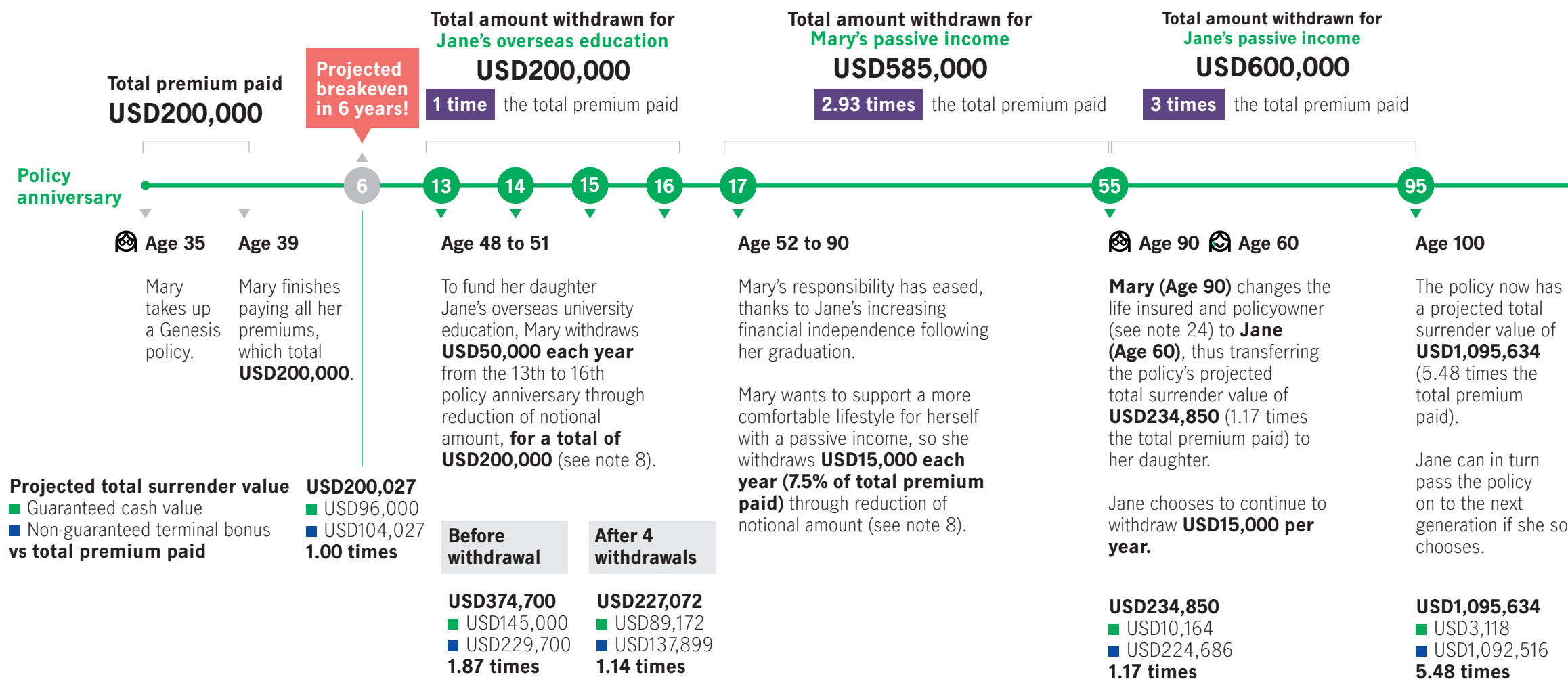
Case 2 Versatile solution for preparing a child's education fund and a passive income for the future

Mary is 35 years old and the mother of a 5-year-old daughter, Jane. Her primary goal, other than securing her family's financial future, is to send Jane overseas to continue her education when she is older. She also plans to start receiving a passive income once Jane graduates and starts her own career, which will enable her to live more comfortably and can be passed on to Jane in the future. She therefore purchases Genesis. (see notes 23 and 5)

	Policyowner: Mary (Age 35)	Premium payment period: 5 years
	Life insured: Mary (Age 35)	Annual premium: USD40,000
		Total premium: USD200,000

Total withdrawal: **USD1,385,000** **6.93 times** the total premium paid

Withdraw 100% of total premium paid → Get passive income of USD15,000 PER YEAR (equivalent to 7.5% of total premium paid)



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 'The main risks affecting the non-guaranteed terminal bonus, non-guaranteed income and the accumulation interest rate of non-guaranteed income / 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, exercise the realization option or Body and Mind Advance Benefit, 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 or Body and Mind Advance Benefit. 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 'The main risks affecting the non-guaranteed terminal bonus, non-guaranteed income and the accumulation interest rate of non-guaranteed income / realized terminal bonus' paragraph in the 'Important Information' section below.
3. To set up Easy Choice, you must submit a written application in a prescribed format required by us to select an Income Start Anniversary, income payment option and income payment mode upon policy application or after the 1st policy anniversary. The non-guaranteed income is determined from time to time by us at our sole discretion. Exercising this payment option will reduce any future terminal bonus. The Income Start Anniversary, income payment option or income payment mode is allowed to be changed after the 1st policy anniversary. The change will be made effective at the subsequent policy anniversary.

For single premium policy with the Income Start Anniversary set as the 1st policy anniversary, change of Income Start Anniversary and change from Easy Choice to realization option are not allowed. You may only apply for suspension and restart of income payments and change of income payment option and income payment mode after the 1st policy anniversary.

Once submitted, the application for the setup or change cannot be withdrawn or reversed. The non-guaranteed income will be adjusted based on the new selection. Please see the policy provisions for more details and rules on the setup and change of Easy Choice.

4. Figures in this example are based on the assumptions that John is a non-smoker, in good health and currently lives in Hong Kong. We also assume that throughout the policy term, (i) no Body and Mind Advance Benefit has been exercised; (ii) no policy loan is taken out; (iii) no currency switch option has been exercised; (iv) the non-guaranteed income is paid out as soon as it is payable under the policy and (v) no withdrawal is made through the reduction of notional amount (see notes 8 and 9).
5. The amount of terminal bonus and/or non-guaranteed income (as the case may be) in the case is only an estimate based on the current bonus projection. The terminal bonus and/or non-guaranteed income (as the case may be) is not guaranteed and is for illustrative and example purposes only. The actual terminal bonus amounts and/or non-guaranteed income (as the case may be) 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.

6. The accumulation interest rate for building up the non-guaranteed income left with us is not guaranteed and we may change it from time to time. Please see 'The main risks affecting the non-guaranteed terminal bonus, non-guaranteed income and the accumulation interest rate of non-guaranteed income / realized terminal bonus' paragraph in the 'Important Information' section below.
7. You can exercise the realization option within 31 days from the Realization Anniversary (that is, the 5th policy anniversary or every anniversary thereafter) as long as the aggregate realization percentage under the policy over any consecutive 5 policy years does not exceed 50% and for the first 5 policy years following the first Realization Anniversary, the aggregate realization percentage for each of the policy year shall not exceed 10%. 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.
8. Any reduction in notional amount will reduce your future benefits including the non-guaranteed income (if any), guaranteed cash value, terminal bonus, death benefit, Body and Mind Advance 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.
9. 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.
10. The Body and Mind Advance Benefit can be exercised 1 year after the later of the issue date or the policy year date. Exercising the Body and Mind Advance Benefit may significantly reduce any future terminal bonus and non-guaranteed income (if any). For the avoidance of doubt, the realized percentage of the terminal bonus under Body and Mind Advance Benefit will not count into the aggregate realization percentage under the realization option. Please see the 'Body and Mind Advance Benefit Provision' for the definition of the designated illnesses, and the terms and conditions for the Body and Mind Advance Benefit.
11. Please see the relevant leaflet for details applicable to Incapacity Care Service on:
 - i. the covered mentally / physically incapacitated conditions;
 - ii. the mechanism on the one-off withdrawal; and
 - iii. your rights and restrictions of setting up this service.
12. 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 Genesis, 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 'Risk from exercising currency switch option' paragraph in the 'Important Information' section below.

13. Upon our approval of the application for currency switch:
- i. Genesis will be converted to the new plan (may or may not be the same as Genesis) 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, non-guaranteed income (if any) 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 accumulated non-guaranteed income / 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 'Risk from exercising currency switch option' paragraph in the 'Important Information' section below.

14. 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 age of the new life insured is 60 or below; or
 - ii. the age of the new life insured is not greater than that of the current life insured and is not greater than 80; and
 - iii. 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.

15. 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.
16. Please see the relevant leaflet for more details on your rights and the restrictions applicable to the death benefit settlement options.
17. Please see the relevant leaflet for more details on your rights and restrictions applicable to the successive policyowner.

18. 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 the 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.
19. 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 paid 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.
20. For details of premium holiday, please see the policy provisions and 'Risk from taking a premium holiday' under the 'Important Information' section below.
21. 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.
22. Figures in this case are based on the assumptions that Ted is a non-smoker, in good health and currently lives in Hong Kong. We also assume that throughout the policy term, (i) no Body and Mind Advance Benefit has been exercised; (ii) no policy loan is taken out; (iii) no currency switch option has been exercised; (iv) the non-guaranteed income is paid out as soon as it is payable under the policy and (v) no withdrawal is made through the reduction of notional amount (see notes 8 and 9).
23. Figures in this case are based on the assumptions that Mary is a non-smoker, in good health and currently lives in Hong Kong. We also assume that throughout the policy term, (i) no Easy Choice / realization option has been exercised; (ii) no policy loan is taken out; (iii) no currency switch option has been exercised; (iv) withdrawals are made through reduction of the notional amount (see notes 8 and 9); (v) no Body and Mind Advance Benefit is exercised; (vi) no premium holiday has been exercised; and (vii) all premiums are paid annually in full when due.
24. 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 which includes guaranteed cash value, non-guaranteed terminal bonus and any accumulated non-guaranteed income / 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 (if applicable).

- 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 non-guaranteed income / realized terminal bonus, the 'automatic premium loan' (see point 12 below) will apply and the policy will continue in force. If there is not enough guaranteed cash value and accumulated non-guaranteed income / 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, non-guaranteed income and the accumulation interest rate of non-guaranteed income / realized terminal bonus

Non-guaranteed income is distributed from the terminal bonus. The terminal bonus and hence the non-guaranteed income are 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 and Body and Mind Advance 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.

Persistency – 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 non-guaranteed income / 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 non-guaranteed income / 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 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, non-guaranteed terminal bonus and non-guaranteed income (if any) 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 non-guaranteed income / 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, the Body and Mind Advance 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 non-guaranteed income / 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 non-guaranteed income / 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 after the grace period 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 non-guaranteed income / 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;
 - iii. you cash in the policy in full and we have paid the surrender value;
 - iv. when the outstanding debt equals or exceeds the guaranteed cash value plus accumulated non-guaranteed income / 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, exercise of currency switch option, Easy Choice and realization option. Any Easy Choice exercised (if any) will be revoked when the premium holiday becomes effective. 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 premium 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

For claims procedure, please refer to the 'Notice and Proof of Claims' and 'Notice and Proof of Claims of Body and Mind Advance Benefit' sections in the policy provisions and visit www.manulife.com.hk/claims-procedure-en for details.

17. Elimination period

'Elimination Period' means the 90-day period after the issue date, the policy year date, the effective date of reinstatement or the effective date of the change of life insured (whichever is later) of the basic plan. The Elimination Period will still apply if the designated illness is directly and solely caused by an accident.

No Body and Mind Advance Benefit will be entitled if any health condition in respect of designated illness is:

- i. diagnosed;
- ii. treated;
- iii. yet to be confirmed but may require further investigations; or
- iv. for which the existence or onset of any signs or symptoms linked to any illness or disease were present, within or prior to the Elimination Period.

18. Exclusions and limitations

No Body and Mind Advance Benefit will be entitled if:

- i. Designated illness is caused directly or indirectly by Acquired Immune Deficiency Syndrome (AIDS), AIDS Related Complex (ARC), or infection by Human Immunodeficiency Virus (HIV);
- ii. Designated illness arises as a result of suicide, attempted suicide or intentionally self-inflicted injury, whether the life insured is sane or insane;
- iii. Any physical, psychiatric and neurodevelopmental conditions for which no benefit is payable under the 'Elimination Period of Body and Mind Advance Benefit' provision;
- iv. Designated illness is caused directly or indirectly by the taking of drugs (except under the direction of a registered medical practitioner), poison or alcohol;
- v. Designated illness is caused directly or indirectly by war or any act of war, declared or undeclared, riots, insurrection or civil commotion; or
- vi. Designated illness is resulted from participation in any criminal event.

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.)

What we have said above is an outline of the circumstances under which we will not pay the policy. You should see the policy provisions for the exact terms and conditions and pay particular attention to those terms where we will not pay the policy benefits and restriction on policy assignment.

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.

This product leaflet is only for distribution in the Hong Kong Special Administrative Region.

Manulife (International) Limited (incorporated in Bermuda with limited liability)

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Important Notes from the Bank:

1. The Bank, being registered with the Insurance Authority as a licensed insurance agency, is appointed as an insurance agency of Manulife for the distribution of life insurance products in the Hong Kong Special Administrative Region.
2. The Bank distributes the product for Manulife and the product is a product of Manulife but not the Bank.
3. In respect of an eligible dispute (as defined in the Terms of Reference for the Financial Dispute Resolution Centre in relation to the Financial Dispute Resolution Scheme) arising between the Bank and the customer out of the selling process or processing of the related transaction, the Bank will enter into a Financial Dispute Resolution Scheme process with the customer; however, any dispute over the contractual terms of the product should be resolved directly between Manulife and the customer.
4. You are reminded to refer to the product leaflet for details of product risks.
5. You are reminded to carefully review the relevant product materials provided to you and be advised to seek independent professional advice when considered necessary.