

Ref : Mv004/11

To : Authorized Representatives of Life Insurance Members

cc : Commissioner of Insurance (without enclosure)

From : Alex Chu, Chairman of Life Insurance Council

Date : 12 January 2011

Subject : **Pamphlet on "Questions you need to ask before taking out an ILAS product"**

The attached circular dated 23 December 2010 from Commissioner of Insurance regarding the captioned Pamphlet refers.

For clarity purpose, please note the following at distribution of the Pamphlet:

1. black & white copy of the Pamphlet is acceptable;
2. any size smaller than A4 size is unacceptable; and
3. the Pamphlet must be bilingual.

For Members wishing to add the Pamphlet in their intranets, it is suggested that those Members build a hyperlink with HKFI's website (<http://www.hkfi.org.hk>), instead, to avoid any confusion in case there is any future updating of the Pamphlet.



AC/JW/sw

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香港金鐘道六十六號
金鐘道政府合署二十一樓



OFFICE OF THE COMMISSIONER
OF INSURANCE

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Queensway Government Offices,
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覆函請註明本處檔號

In reply please quote this ref. INS/LEG/4/1

23 December 2010

來函檔號 Your ref.

電話 Tel. 2867 2564

RECEIVED 23 DEC 2010

To : Chief Executives of insurers authorized
to carry on long term business

Dear Sirs,

Pamphlet on
"Questions you need to ask before taking out an ILAS product"

As part of our efforts to enhance consumer protection, the Insurance Authority and The Hong Kong Federation of Insurers have jointly prepared a pamphlet setting out key issues that potential policyholders should consider before they procure Investment Linked Assurance Scheme products. The pamphlet is to be distributed to potential policyholders at the point of sale.

This new measure will take effect from 1 February 2011. Please ensure that your appointed agents (and technical representatives of corporate agents) are fully aware of the new requirement. A copy of the pamphlet is attached for your information. You may download the pamphlet from the website of the Federation at <http://www.hkfi.org.hk>.

Yours faithfully,

(Ms Annie Choi)
Commissioner of Insurance

Encl.

c.c. Chairman, The Hong Kong Federation of Insurers
Chairman, Insurance Agents Registration Board

[FT(18)-L-4-1-CA-15]

HKFI (The Secretariat)



CORRESPONDENCE SHOULD BE ADDRESSED TO "THE COMMISSIONER OF INSURANCE" AND NOT TO INDIVIDUAL OFFICERS
來函請書明保險業監理專員收

購買投資 相連壽險

問 知多點 點

Questions you need to ask

before taking out
an ILAS product

HKFi
The Hong Kong
Federation of Insurers
香港保險業聯會

<http://www.hkfi.org.hk>

我付出的錢用來買甚麼？

- 購買附帶中期至長期投資成分的保險產品，一般年期超過五年。
- 部分保費用以認購自行選擇的投資項目，其餘的保費則會用來購買壽險保障和支付相關費用。

投資回報有保證嗎？

- 投資表現和整體回報是沒有保證的。
- 投資回報取決於所選擇的相關基金表現，例如：債券、股票、及／或貨幣市場基金等。

供款年期有多長呢？

- 「整付保費產品」— 一次性繳付整筆保費。
- 「定期供款產品」— 需在指定的供款年期内定期繳交保費，供款年期可能長達十數年。請務必確定自己願意及有能力在整段供款年期内，定期繳交保費。

保單生效後，我可否停止供款， 或改變供款金額？

- 你可以暫停供款，但或須繳付罰款，除非你的投資相連壽險計劃設有「寬限保費假期」條款。
- 某些計劃容許投保人在某些條件下，增加或減少保費，例如：減少保費或須繳付罰款。

有甚麼費用和收費？

常見的費用和收費如下：

保單收費	投資收費	相關基金收費
購買保單的初期費	初期費，即認購費	管理費
提早取消保單的退保費	投資管理費用	表現費
人壽保障費用	更換投資項目的轉換費	託管費及行政費
行政／管理所需的雜費	投資項目的表現費	信託人費
從保單提取資金所需付的提款費	贖回保單資產的贖回費	

- 各保險產品所訂的費用和收費金額和名目不盡相同。
- 務必細閱「主要推銷刊物」及保單條款。

保單到期前，我可以提取資金嗎？

- 須視乎保單條款及條件而定。
- 或須繳付提早提款費，而有關費用會詳列於「主要推銷刊物」及保單條款內。
- 此舉可能令你的投資出現重大虧損。

如果對保單有任何疑問，應該怎辦？

- 直接向你的保險中介人或保險公司查詢。
- 或請登入香港保險業聯會網頁，參看「投保投資相連壽險計劃精明攻略」，

網址：<http://www.hkfi.org.hk/ILAS/index.html>