

Circular No : Mv100/11 **By Fax & Email**

To : Authorized Representatives of Life Insurance Members

cc : Commissioner of Insurance
Chairman, Hong Kong Confederation of Insurance Brokers
Chairman, Professional Insurance Brokers Association
Life Insurance Companies being non-HKFI Members

From : Thomas Lee, Chairman, Life Insurance Council ("LIC")

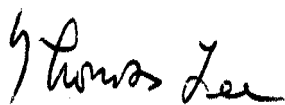
Date : 14 October 2011

Subject : **Pamphlet on "Questions you need to ask before taking out an Investment Linked Assurance Scheme ("ILAS") product"**

During a recent review, LIC has made some amendments (Annex) to the subject pamphlet; the latest version of which is enclosed and can be obtained from the HKFI website:

http://www.hkfi.org.hk/pdf_publications/ILAS_QA.pdf.

Please be reminded that insurance intermediaries have to distribute the pamphlet to potential policyholders at the point of sale of ILAS products.



TL/JW/rl

Encl. (4 pgs incl. this cover)

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

What am I buying?

我付出的錢用來買甚麼？

Bullet point 2 –

第二點 –

Part of the premiums are allocated to a policy account, the value of which will be determined by reference to the value of the selected investment options; the remaining part will pay the cost of insurance protection, policy fees and charges.

部份保費撥入保單賬戶，其價值是參照用以認購自行選擇的投資項目的價值而釐定；其餘的保費則會用來購買壽險保障和支付相關費用。

Can I stop or change the amount of premium payment after the policy has been issued?

保單生效後，我可否停止供款，或改變供款金額？

Bullet point 1 –

第一點 –

~~You can stop payment; however, it may attract a penalty unless there is~~ If at any time you cease paying premiums under your plan, charges may continue to be deducted even if the plan has a "Premium Holiday" provision clause.

無論你可以暫何時停止供款，但或須繳付罰款，除非即使你的投資相連壽險計劃設有「寬限保費假期」條款，各項收費可能仍然會繼續從賬戶中扣除。

Bullet point 2 –

第二點 –

Some policies allow increases or decreases of premium payment but this can be subject to certain conditions. For instance, decreases in premiums may attract a penalty fee.

某些計劃容許投保人在某些條件下，增加或減少保費，例如：減少保費或須繳支付費用罰款。

購買投資 相連壽險

問 知多點 點

Questions you need to ask

before taking out
an ILAS product

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。
- 部份保費撥入保單賬戶，其價值是參照自行選擇的投資項目的價值而釐定；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內定期繳交保費，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內，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？

- 無論何時停止供款，即使你的投資相連壽險計劃設有「寬限保費假期」條款，各項收費可能仍然會繼續從賬戶中扣除。
- 某些計劃容許投保人在某些條件下，增加或減少保費，例如：減少保費或須支付費用。

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>