

分紅保單利益說明

XYZ 人壽保險公司

[A] 重要事項:

此文件僅概括說明閣下保單的預計退保發還金額及身故賠償額，旨在顯示任何非保證金額的比重，並闡釋在指定情景下非保證金額的變動情況。然而卻絕不影響保單合約內所訂明的條款及條件。

[B] [產品名稱] 建議書摘要

1. 受保人姓名: _____ 年齡: _____ 性別: _____ [C] 吸煙者 / 非吸煙者

2. 保障摘要

[D] 保單貨幣: _____

保障項目	[E] [投保時]保險金額 / 保障金額	[F] [投保時]每[月/季/半年/年]保費	保費供款年期	保障年期
基本計劃 附加保障計劃 如: 意外死亡保障 雙倍賠償 住院現金				

[G] [投保時]每[月/季/半年/年]總保費:

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申請人姓名: _____ 簽署: _____ 日期: _____

生效日期:

(1) 新產品 (不遲於 2016 年 4 月 1 日)

(2) 現行產品之新造及有效保單 (不遲於 2017 年 1 月 1 日)

3. 基本計劃 – 說明摘要

[H] 保單 年度終 結	[I] 繳付保費 總額	退保發還金額				身故賠償額			
		[J-1] 保證金額	非保證金額		[J-4] 總額	[K-1] 保證金額	非保證金額		[K-4] 總額
			[J-2] 累積紅利及 利息	[J-3] 終期紅利			[K-2] 累積紅利及 利息	[K-3] 終期紅利	
1	9,999,999	9,999,999	9,999,999	9,999,999	9,999,999	9,999,999	9,999,999	9,999,999	9,999,999
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65歲 (5年區 間)									
100歲									

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申請人姓名：_____ 簽署：_____ 日期：_____

退保發還金額 – 不同投資回報下的說明

XYZ人壽保險公司

下表旨在說明在悲觀及樂觀情景下對退保發還金額的影響。這兩種情景是分別假設投資回報低於及高於本公司現時預計的投資回報，並假設其他相關影響因素維持不變而計算的金額。此兩種情景並不代表實際投資回報的上限和下限，實際支付的非保證金額或會比所示者較高或較低。以下情景僅用以表達因應本保單的投資政策及目標而對本公司預計回報可能引致的差異，只作參考用途。

4 基本計劃 – 退保發還金額 – 不同投資回報下的說明

[H] 保單 年度終結	[I] 繳付保費 總額	退保發還金額								
		[J-1] 保證金額	悲觀情景			[J-4] 總額	樂觀情景		[J-4] 總額	
			非保證金額		[J-2] 累積紅利及 利息		[J-3] 終期紅利	非保證金額		
			[J-2] 累積紅利及 利息	[J-3] 終期紅利				[J-2] 累積紅利及 利息		[J-3] 終期紅利
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申請人姓名：_____ 簽署：_____ 日期：_____

身故賠償額-不同投資回報下的說明

XYZ人壽保險公司

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5. 基本計劃 – 身故賠償額 – 不同投資回報的說明

[H] 保單 年度終結	[I] 繳付保費 總額	身故賠償額							
		[K-1] 保證金額	悲觀情景			樂觀情景			[K-4] 總額
			非保證金額		[K-4] 總額	非保證金額		[K-4] 總額	
			[K-2] 累積紅利及 利息	[K-3] 終期紅利		[K-2] 累積紅利及 利息	[K-3] 終期紅利		
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以上摘要說明：請參考說明部份。

申請人姓名：_____ 簽署：_____ 日期：_____

6. 說明

- (i) 第3、4及5部份乃概括說明閣下基本計劃的主要利益，並未將第2部份所列之附加保障（如適用者）計算在內，且假設閣下已全數支付應繳保費。如欲得悉更多資料，或索取更詳盡的建議書，請與本公司或閣下的保險中介人聯絡。

[非必須] (ii) 由於需要將金額調整為整數，上列保費總額或會與應繳保費總額稍有出入。

[只適用於復歸紅利計劃] (iii) 任何復歸紅利和終期紅利之面值將在公司支付身故賠償額時一同派發。在保單退保(全部或部份)或保單終止(非因受保人身故而引致)時，公司會支付該等紅利之現金價值。該等紅利之現金價值及面值未必相等。

[只適用於復歸紅利計劃] (iv) 復歸紅利一經派發，其面值即為保證金額，但其現金價值並非保證金額。/ [復歸紅利一經派發，其面值及現金價值即為保證金額。]

- (v) 第3部份預計的非保證金額乃根據本公司現時假設投資回報而計算，該金額並非保證。實際獲發之金額或會比所示者較高或較低。第4及5部份作為例子，說明因本公司現時假設的投資回報轉變而對退保發還金額及身故賠償額可能造成的影響。在某些情況下，非保證金額可能為零。

- (vi) 第4及5部份下悲觀情景是假設年度化投資回報率比現時預期每年下跌約x%；樂觀情景是假設年度化投資回報率比現時預期每年上升約y%。

- (vii) 如第3、4及5部份所示，閣下可將預計的非保證紅利金額及其他現金保障收益存放於本公司生息，有關息率為非保證類別。第3部份用以計算累積金額之現時年利率為 A%，實際利率將不時調整，或會比A%較高或較低。因應上述提及第4、5部份假設投資回報的改變，悲觀及樂觀情景下用以計算累積金額之年利率分別為 B%及C%，此利率是非保證的。閣下可選擇提取全數或部份金額，此舉將不會影響第2部分所示保障額，惟上列退保發還金額及身故賠償額將會相應調低。

- (viii) 當檢視第3、4及5部份說明的金額時，應留意未來生活成本很可能因通脹而上調。

7. 過往紅利資料

[顯示過往派發紅利資料的網址]

若閣下希望知道本公司過往派發紅利的資料作參考用途，可瀏覽以上網址。

警告

- 除非閣下打算就已選擇的保險計劃期內支付全期保費，否則不應投保本產品。
- 如果閣下提早終止本產品或提前停止支付保費，閣下可能會蒙受重大損失。

聲明

我確認已閱讀及明白本銷售說明文件所提供的資料，並已收到本計劃的主要推銷文件及相關的過往紅利資料(如適用)。

申請人姓名: _____ 簽署: _____ 日期: _____

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- (vii) 如第3、4及5部份所示，閣下可將預計的非保證紅利金額及其他現金保障收益存放於本公司生息，有關息率為非保證類別。第3部份用以計算累積金額之現時年利率為 A%，實際利率將不時調整，或會比A%較高或較低。因應上述提及第4、5部份假設投資回報的改變，悲觀及樂觀情景下用以計算累積金額之年利率分別為 B%及C%，此利率是非保證的。閣下可選擇提取全數或部份金額，此舉將不會影響第2部分所示保障額，惟上列退保發還金額及身故賠償額將會相應調低。
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申請人姓名: _____ 簽署: _____ 日期: _____

HKFI Guidance Note on Illustration Document for Participating Policies

1. **Purpose**

The purpose is to ensure each prospective policyholder is provided as a minimum with a summary illustration of the benefits of a participating insurance (except universal life).

2. **Standard Requirements**

The standard information to be included in the Illustration Document of a typical participating policy (except universal life) is set out on the attached sample format.

3. **Company Customization**

Companies may customize the Illustration Document, except otherwise stated, to exclude the information not applicable to the product and not relevant to customers; and to include additional information provided that such additional information is not misleading and does not otherwise detract from the information disclosed in the standard requirements. The additional information should be relevant to illustrate the product details to customers.

Despite that, companies are required to follow the insurance terminology specified in the template wherever possible for the sake of consistency across industry. In cases where the company has genuine need to use its own terminology, Insurance Authority ("IA") will consider on individual case basis depending on its justifications and whether the terminology is misleading or not. In addition, companies should follow the order of table whereby total premiums paid column is shown before the benefit payment columns, and surrender values are shown before the death payments.

Only those figures which are guaranteed can be highlighted (i.e. bold or color font). The Illustration Document can be prepared on more than one sheet of A4 paper, if necessary, with printing on both sides in which event there must be an indication that the illustration continues overleaf. Applicant's signature is required for all pages of the Illustration Document.

4. **Assumption setting**

In setting the best estimate assumptions for the base scenario, Appointed Actuary should have regard to the AGN on Best Estimate Assumptions by ASHK, in particular Appendix A, which provides guidance and consideration on setting the benefit illustration assumptions.

5. **Pessimistic and Optimistic Scenarios**

According to GN16, additional high and low return scenarios must be provided in the benefit illustration to show the variability of the ultimate results. A wider range of scenarios is expected for investment strategy with higher volatility. For consistency purpose, the terms "Pessimistic Scenario" and "Optimistic Scenario" should be used. The underlying change in investment returns and accumulation interest rate (if applicable) in these scenarios are required to be disclosed in the Explanation Notes underneath.

Companies are required to adopt 25th and 75th percentiles of the investment returns in the projections as pessimistic and optimistic scenarios (except otherwise as allowed by the IA after a company has demonstrated to the satisfaction of the IA that it has practical difficulties for so doing) while keeping other assumptions (except dividend/coupon accumulation interest rates, if applicable) unchanged. Companies could adopt a lower than 25th percentile as the pessimistic scenario but could not adopt a higher than 75th percentile as the optimistic scenario.

6. **Illustration Preparation**

An Illustration Document must be prepared by the company in conjunction with each policy to be issued. This document has to be provided to the prospective policyholder for review prior to signing the application form in which case the prospective policyholder must sign a Declaration as stated in the attached sample in respect of the illustration of benefits and premiums which will be those stated in the policy.

7. **Language & Font**

The Illustration Document will be in the same language(s) as used by the company in its other pre-sale literature. English or Chinese translation of the Illustration Document should be available to customers upon request. The Illustration Document should be presented in a font (i.e. typeface and size) that is easy to read and legible.

8. **Complaints or Disputes**

Companies are required to maintain records in respect of complaints or disputes arising from the issue of the Illustration Document and to provide these records to the HKFI and the IA upon request.

9. **Commencement Date**

The requirement to provide an Illustration Document based on this updated requirement will apply to all policies and come into effect with the same timeline as GN16, but companies are encouraged to comply with this request before such date.

HKFI Guidance Note on Illustration Document for Participating Policies
Explanatory Notes to Companies

- A. This “health warning” is required to be stated clearly in the format shown at the beginning of all Illustration Documents.
- B. The Illustration Document is to be provided for each participating product/policy/plan offered by the company (except universal life). Only those figures which are guaranteed can be highlighted (i.e. bold and/or color font).
- C. If a Smoker/Non Smoker discount is provided then the appropriate class must be stated otherwise this section may be blank.
- D. If payment currency is different from policy currency or policy currency is other than Hong Kong Dollars, it should be stated clearly and the applicant should be aware of the relevant exchange rate risk.
- E. The protection amount could be a sum assured or the value of a regular payment as in the case of hospital income riders attaching to the policy. Where the sum assured varies, the initial sum assured at the policy commencement has to be stated.
- F. Where the premium varies over the premium payment term, the initial premium at the policy commencement has to be stated. The monthly, quarterly, semi-annually or annually premium actually paid by the policyholder is to be stated. In case of single premium, it should be stated as ‘Single Premium’ with premium payment term of 1.
- G. This is the total (initial) monthly, quarterly, semi-annually or annually premium paid by the policyholder for the basic plan and its riders (if applicable) which may differ from the sum of the individual monthly, quarterly, semi-annually or annually premiums depending on the rounding convention used by the company.
- H. Only End of Policy Year should be shown. Illustrations of benefits are to be provided to maturity and for the years:
- (a) stated for not less than 30 years (with a 5-year interval after policy year 5) or benefit term if shorter, and
 - (b) at age 65 or on the maturity of the policy if earlier, and
 - (c) at age 100 or on the maturity of the policy if earlier.
- I. The total premiums each year are the accumulated premiums actually due to be paid by the policyholder since policy inception.
- J-1. Guaranteed Surrender Value refers to the total of the values the company guarantees to pay upon total surrender of the policy provided premiums are fully paid. If the company offers no guaranteed cash values then the amounts shown must be zeros.
- J-2. Non guaranteed Surrender Value – Accumulated Dividends (or Reversionary Bonus) and Interest refers to the total of the non guaranteed annual/regular dividend (or cash value of Reversionary Bonus) projected to be declared by the company plus any interest accumulation on dividends or any guaranteed cash payments or endowments if the interest rate is not guaranteed.
- J-3. Non guaranteed Surrender Value – Terminal Dividend (or Bonus) refers to the non-guaranteed elements projected to be paid by the company upon total surrender of the policy provided premiums are fully paid (e.g. Terminal dividend or terminal bonus).
- J-4. Surrender Value is the total value of the policy including all guaranteed and non-guaranteed amounts (i.e. sum of J-1 to J-3).
- K-1. Guaranteed Death Benefit refers to the total of the values the company guarantees to pay upon death of the person insured. If the company offers no guaranteed death benefits then the amounts shown must be zeros.

- K-2. Non guaranteed Death Benefit – Accumulated Dividends (or Reversionary Bonus) and Interest refers to the total of the non guaranteed annual/regular dividend (or Reversionary Bonus) projected to be declared by the company plus any interest rate accumulation if the interest is non guaranteed on the dividends or any guaranteed cash payments or endowments.
- K-3. Non guaranteed Death Benefit – Terminal Dividend (or Bonus) refers to the non-guaranteed elements projected to be paid by the company upon death of the insured (e.g. Terminal dividend or terminal bonus).
- K-4. Death Benefit will include guaranteed death benefit, any projected dividends, reversionary bonus or terminal bonus and accumulated guaranteed cash payment or endowments paid by the company plus any interest rate accumulation (i.e. sum of K-1 to K-3) (please refer to Explanation Notes (iv) and (vi)).
- L. The date on which the illustration is generated or printed is to be provided for possible future reference.