

## 萬用壽險(非投資相連)利益說明

XYZ 人壽保險公司

[A]

**重要事項:**

此文件旨在概括說明閣下保單的退保發還金額及身故賠償額，然而卻絕不影響保單所訂明的條款及條件。以下假設的派息率僅作說明之用，除非另有指明，否則該派息率並非保證利率，亦非根據過往表現而釐定。將來實際的派息率可能有所差別!

[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:

=====

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)

## 3a. 基本計劃 - 說明摘要

下表旨在說明在保證基礎/保守假設基礎及現時假設基礎下計算的保單價值。保證基礎是以保證最低派息率及最高收費來計算，並不包括任何非保證紅利(如有)。/[保守假設基礎是以保證最低派息率 / 每年派息率為 0% 及最高收費 / 現時收費(收費率有可能調整)來計算，並不包括任何非保證紅利(如有)。]現時假設基礎是以現時預計派息率及現時收費(收費率有可能調整)來計算，並包括任何非保證紅利(如有)，計算的金額並非保證金額。實際獲發之金額比所示者會較高或較低。在某些情況下，非保證紅利可能為零(如適用)。現時假設派息率並不應理解為對未來投資回報的預期或估計。將來的派息率或會較高或較低。關於最高收費及現時收費，請參考收費摘要。

[H] 保單 年度終結	[I] 繳付保費 總額	[L] 保證基礎 / 保守假設基礎			[M] 現時假設基礎		
		[保證最低派息率的描述 / 每年 0% 派息率]			[現時假設派息率的描述]		
		以最高收費 / 現時收費計算			以現時收費計算		
		[J] 戶口 價值	[J] 退保發 還金額	[J] 身故賠 償額	[K] 戶口 價值	[K] 退保 發還金額	[K] 身故 賠償額
1							
2							
3							
4							
5							
10							
15							
20							
25							
30							
65 歲 (5 年區 間)							
100 歲							

以上摘要說明: 請參考說明部份。

申請人姓名: \_\_\_\_\_ 簽署: \_\_\_\_\_ 日期: \_\_\_\_\_

## 3b. 基本計劃 - 說明摘要 (非必須)

下表是用作說明在悲觀及樂觀情景下計算的戶口價值、退保發還金額以及身故賠償額。所示的金額是根據悲觀及樂觀情景下設定的未來派息率、現時收費水平及非保證紅利(如有) 作出計算，該金額並非保證。此估算僅用以表達按照本公司目前的投資政策及目標，本保單在不同市場情況下計算出的戶口價值、退保發還金額以及身故賠償額，只作參考用途。此兩種情景並不代表實際派息率的上限和下限。實際獲發之金額或會比所示者較高或較低。在某些情況下，非保證紅利可能為零(如適用)。此假設的派息率並不應被理解為對未來投資回報的預期或估計。將來的派息率或會較高或較低。關於現時收費，請參考收費摘要。

[H] 保單年度 終結	[I] 繳付保費 總額	[N] 悲觀情景			[N] 樂觀情景		
		派息率: 每年 X%			派息率: 每年 Y%		
		以現時的收費計算			以現時的收費計算		
		[O] 戶口 價值	[O] 退保發 還金額	[O] 身故賠 償額	[O] 戶口 價值	[O] 退保發 還金額	[O] 身故 賠償額
1							
2							
3							
4							
5							
10							
15							
20							
25							
30							
65 歲 (5 年區間)							
100 歲							

以上摘要說明: 請參考說明部份。

申請人姓名: \_\_\_\_\_ 簽署: \_\_\_\_\_ 日期: \_\_\_\_\_

#### 4. 說明

- (i) 上列為保單主要利益的說明摘要，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。
  - (ii) 第 3a 及 3b(非必須)部份顯示的乃基本計劃說明摘要，並未將第 2 部份所列之附加或額外保障（如適用者）計算在內，且假設閣下沒有行使停止支付保費選擇，及已全數支付應繳保費。
- [非必須]
- (iii) 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。
  - (iv) 當檢視以上說明的金額時，閣下請考慮因通脹而引致未來生活成本上漲的風險。

#### 5. 過往派息率資料

[顯示過往派息率資料的網址]

若閣下希望知道本公司過往派息率的資料作參考用途，可瀏覽以上網址。請注意，網址上所顯示的過往派息率並未扣除相關保單收費(如保險成本、保單行政費用等)。

## 收費摘要

以下顯示第三部份所用以計算基本計劃的收費。除非另有列明，否則現時收費並非保證，本公司有權在提前#個月以書面通知閣下後調整相關收費。(註: # 不可以少於 1)

### 1) 保費費用

所繳保費的 x% 會即時被扣除。

### 2) 退保費用

若保單於第 N 年之前終止[或保單期滿(如適用)]，閣下會被收取下表的退保費用。

保單年度	退保費用率(按[戶口價值]計算) [P]
1	
2	
3	
等	

### 3) 保險成本

保險成本金額會按受保人的實際年齡、性別、吸煙習慣、保險金額及下表的保險成本費率而釐定。保險成本費率會按淨保額計算，淨保額為保險金額減去戶口價值或零，以較高者為準。本公司保留增加保險成本費率至下列最高費率的權利[如有最高費率] / 本公司保留增加不設上限的保險成本費率[如沒有最高費率]。

保單年度 [Q]	實際年齡	保險成本費率 (現時費率)	保險成本費率 (最高費率) [R]
1			(如沒有最高費率，請列明“不適用”)
2			
3			
等			
(保單完結年度)	(期滿時的年齡)		

### 4) 保單行政費用

保單行政費用將會從戶口中扣除，並會按[戶口價值]及下表的保單行政費率而釐定。本公司保留增加保單行政費率至下列最高費率的權利[如有最高費率] / 本公司保留增加不設上限的保單行政費率[如沒有最高費率]。

保單年度	保單行政費率 (按[戶口價值]計算) (現時費率)	保單行政費率 (按[戶口價值]計算) (最高費率) [R]
1		(如沒有最高費率，請列明“不適用”)
2		
3		
等		

申請人姓名: \_\_\_\_\_ 簽署: \_\_\_\_\_ 日期: \_\_\_\_\_

5) 所有其他現時及最高(如適用)的收費及費用(例如保單費用等)亦須披露。

#### 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。
- 如(i)閣下戶口價值不足繳付保單收費、或(ii)保單借貸結餘(如適用)超過戶口價值，閣下的保單可能會被終止。

#### 聲明

我確認已閱讀及明白本銷售說明文件及收費摘要所提供的資料，並已收到本計劃的主要推銷文件及相關的過往派息率資料(如適用)。

申請人姓名: \_\_\_\_\_ 簽署: \_\_\_\_\_ 日期: \_\_\_\_\_

## **HKFI Guidance Note on Illustration Document for Universal Life (Non-Linked) 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 universal life (non-linked) insurance.

### 2. **Standard Requirements**

The standard information to be included in the Illustration Document of a typical universal life (non-linked) policy 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 may be 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 and/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. **Charges**

The charges adopted in producing the illustration have either to be those used currently by the company or if different then this must be clearly stated and the charges could be higher than that of the current level. Companies are reminded that no misleading statement, promise or representation is made in the illustration, and that the Appointed Actuary has the responsibility to take all reasonable steps to ensure that the company's potential policyholders should not be misled as to their expectations.

### 5. **Rate of Return**

Companies should project the values using two different assumptions. The first one is based on the minimum guaranteed crediting interest rates prescribed under the policy. If the policy does not offer any minimum guaranteed crediting interest rate, a conservative crediting interest rate of 0% per annum should be used. The second one is based on the current assumed crediting interest rate (i.e. the current crediting interest rate assumption based on best estimate) forecast by the companies. The crediting interest rates are before policy charges. In setting the best estimate assumptions in the Current Assumed Basis, 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.

### 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 on the same timeline as GN16, but companies are encouraged to comply with this request before such date.

**HKFI Guidance Note on Illustration Document for Universal Life (Non-Linked) 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 universal life (non-linked) product/policy/plan offered by the company. 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 may be a sum assured or the value of a regular payment as in the case of hospital income for riders attaching to the policy. Where the sum assured varies, the initial sum assured is 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. Account Value, the total benefit amount payable on total surrender of the policy and the total benefit amount payable on death under Guaranteed Basis / Conservative Basis shall include only the guaranteed benefit and exclude any non-guaranteed bonus.
- K. Account Value, the total benefit amount payable on total surrender of the policy and the total benefit amount payable on death under Current Assumed Basis shall include both the guaranteed and non-guaranteed bonus.
- L. Under Guaranteed Basis or Conservative Basis, minimum guaranteed crediting interest rate (or 0% p.a. if not available) and maximum scale of charges (or current scale of charges if not available) should be adopted in the projection. The term “Guaranteed Basis” can only be used if and only if all values under the projection are guaranteed; otherwise, the term “Conservative Basis” should be used.
- M. Under Current Assumed Basis, current best estimate crediting interest rate and current scale of charges should be adopted in the projection. From time to time, current best estimate crediting interest rate may not be the same as the current crediting interest rate.
- N. Illustration based on an assumed crediting interest rate under Pessimistic and Optimistic Basis. This illustration is optional and can be shown only if:
- (a) the plan has significant (which is 20% or more) target equity investment, and
  - (b) in the opinion of the company’s appointed actuary, the optional illustration is not misleading to the applicants.

This illustration is allowed mainly for demonstration of variability of crediting interest rates due to exposure of equities. It should not be used as benchmark for future crediting interest rates in misleading applicants.

Companies are required to adopt 25<sup>th</sup> and 75<sup>th</sup> percentiles of the investment returns in the projections (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) as pessimistic and optimistic scenarios while keeping other assumptions (except dividend/coupon accumulation interest rates, if applicable) unchanged.

- O. Account Value, the total benefit amount payable on total surrender of the policy and the total benefit amount payable on death under Pessimistic Basis and Optimistic Basis shall include both the guaranteed and non-guaranteed bonus.
- P. Surrender charge rates / surrender charge amount (if applicable) should be disclosed. For surrender charge rates shown, the base to which the rates apply should be clearly stated.
- Q. Cost of Insurance rates in each of the first 10 policy years should be disclosed. For charges in later years, companies can show the rates with a 5-year interval until maturity.
- R. A column disclosing maximum rates of charges should be shown. In case there is no maximum charge, "N.A." should be marked in the column to represent 'not applicable'.
- S. The date on which the illustration is generated or printed is to be provided for possible future reference.