



恩長之選人壽保障計劃

Respected Choice Life Insurance Plan

美國萬通亞洲恩長之選人壽保障計劃，讓你向年長的摯親表達愛意關懷，計劃提供充裕資金，使你在應付樓宇按揭、投資計劃及其他日常開支之餘，仍可應付突如其來的開支。

未雨綢繆 作好準備

恩長之選人壽保障計劃為你摯愛的恩長提供全面保障。倘若遇上不幸事故發生，你即可獲得保障額¹及累積紅利和利息以應不時之需。

多項保障 隨年遞增

此外，保單生效滿10年後，更可獲享「額外保障」，讓你在日益高漲的生活指數下，仍可獲得充裕的保障。

「應急錢」助你財務周轉更輕鬆

恩長之選人壽保障計劃特設「應急錢」，能在你需要額外現金周轉時，即時作出妥善安排，助你靈活調動資金。你只需填妥申請表，連同保單一併交回，便可獲得高達保證現金價值90%的貸款額，周轉應急最為方便。

悠長保障 供款期短

特為50至70歲長者而設的恩長之選人壽保障計劃優點特多。你只需於保障年期的首10年供款，便可讓你的恩長享有悠長的保障，直至年滿100歲。

毋須驗身 手續簡便

美國萬通亞洲深明你的恩長可能會因繁複的驗身手續而卻步，投保恩長之選人壽保障計劃可省卻這些冗繁的程序；受保人毋須驗身，手續簡單，倍感輕鬆方便²。

MassMutual Asia's Respected Choice Life Insurance Plan enables you to show your love and care for your beloved parents. It provides you with sufficient funds and relieves you from the financial strain imposed by fixed mortgage, investment plan and other daily expenses.

Financial Security Against Uncertainty

Respected Choice provides you and your elderly family members with total peace of mind. At a time of need, a significant and immediate cash payment including the Sum Insured¹, accumulated dividends and interest will be at your fingertips.

Escalating Protection

What's more, you can take advantage of extra protection with the Bonus Sum Insured declared from the 10th policy anniversary onwards. This extra benefit helps to keep the protection amount in line with the escalating cost of living.

Instant Aid Provided Against A Rainy Day

If you need cash for emergencies, simply present your insurance policy to us with an application form and you will have instant access to a policy loan of up to 90% of the Guaranteed Cash Value.

Extensive Coverage With Short Premium Payment Term

Respected Choice is available for adults aged between 50 to 70 and the benefit term is up to your elderly family members' 100th birthday with premiums only payable for the first 10 years.

No Medical Examination Required

It is perfectly understandable that your elderly family members may not want to undergo medical examinations, and no such test is required under this plan². Application procedure is kept simple to make life easier for you and your elderly family members.



- ¹ 除因意外死亡，若受保人於第一及第二保單年內身故，可獲得之身故保障額將分別為保障額的30%及60%。

In the event of the death (except for accidental death) of the Insured occurring within the first and second policy years, the death benefit payable will be 30% and 60% respectively of the Sum Insured.

- ² 豁免驗身只適用於保障額為港幣／澳門幣240,000元／美元30,000或以下之投保申請。

Exemption from medical examination is only applicable to applicants for policies with Sum Insured of not greater than HK\$/MOP240,000 / US\$30,000.

本冊子只提供計劃的一般資料，僅供參考之用，並非保單的一部份。有關保障範圍、詳情及條款，請參閱保單文件。如有垂詢，歡迎致電本公司之顧問、特許分銷商或保險經紀聯絡，或致電客戶服務熱線：香港(852) 2533 5555，澳門(853) 2832 2622。

This brochure contains general information, is for reference only and does not form part of the policy. Please refer to the policy document for benefit coverage and exact terms and conditions. For enquiries, please contact our consultants, franchised agents or brokers, or call our Customer Service Hotline in Hong Kong on (852) 2533 5555, or in Macau on (853) 2832 2622.



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「恩長之選人壽保障計劃」一覽表

Respected Choice Life Insurance Plan - At a Glance

| 保障 Benefit | | |
|---|--|---|
| 年終紅利 (非保證) Annual Dividend (Non-guaranteed) | 每年宣佈，並於保單週年日撥入保單。 Declared annually and credited to the policy on each policy anniversary. | |
| 額外保障 (非保證) Bonus Sum Insured (Non-guaranteed) | 在保單生效滿10年起於每年保單週年日宣佈，並將於每次宣佈後12個月內，在受保人於保障期滿前身故或保障期滿時派發。 Declared on each policy anniversary from the 10 th policy anniversary onwards and paid on the death of the Insured prior to the Maturity Date or on maturity of the policy provided this occurs within the 12-month period following the declaration. | |
| 退保價值 ³ Surrender Value ³ | 保證現金價值 + 累積紅利及利息 (如有) Guaranteed Cash Value + Accumulated Dividends and Interest (if any) | |
| 身故保障 ^{1, 4} Death Benefit ^{1, 4} | 基本保障額 + 累積紅利及利息 (如有) + 額外保障 (如有) + 紅利繳清保險的保障額 (如有) Basic Sum Insured + Accumulated Dividends and Interest (if any) + Bonus Sum Insured (if any) + Paid-up additional Sum Insured (if any) | |
| 保單資料 Policy Information | | |
| 保單類別 Plan Type | 基本計劃 Basic Plan | |
| 保單貨幣單位 Currency | 香港保單 Policy Issued in Hong Kong : 美元/港元 US\$/HK\$ | 澳門保單 Policy Issued in Macau : 美元/澳門元 US\$/MOP |
| 保費 Premium | 每年/每半年/每季/每月繳付 Annual / Semi-annual / Quarterly / Monthly Payment | |
| 最低保障額 Minimum Sum Insured | 5,000美元/40,000港元/澳門元 US\$5,000/HK\$/MOP40,000 | |
| 最高保障額 Maximum Sum Insured | 個別考慮 Individual Consideration | |
| 投保資料 Basic Information | | |
| 投保年齡 (以上次生日年齡計算) Issue Age (At Last Birthday) | 50-70歲 Age 50-70 | |
| 保障年期 Benefit Term | 至100歲 To Age 100 | |
| 繳付保費年期 Premium Payment Term | 10年 10 Years | |

³ 任何保單貸款將會從退保價值中扣除。

Any policy debt will be deducted from the Surrender Value.

⁴ 任何保單貸款及受保人身故的該個保單年內未繳付的保費將會從身故保障額中扣除。

Any policy debt and any unpaid premium for the policy year in which the death of the Insured occurs will be deducted from the Death Benefit.

重要資料

紅利/終期紅利理念

你的保單為分紅保險計劃並可分享由我們釐定之相關產品組別中的盈餘。於釐定週年紅利及/或終期紅利時，我們致力確保保單持有人和本公司能得到合理的盈餘分配。我們將最少每年檢視及釐定週年紅利及/或終期紅利一次。我們將會參考包括但不限於以下因素的過往經驗和預期未來展望，以釐定保單的週年紅利及/或終期紅利。

理賠：包括產品所提供的身故保障的成本。

支出費用：包括與保單直接及間接有關的費用。

投資回報：包括所投資的資產賺取的利息/紅利收入及市場價格變動。投資表現會受利息/紅利收入之波動以及各種市場風險因素如信貸息差、違約風險、股票價格、房地產價格及商品價格之波動及滙率而影響。

退保：包括保單失效、退保、部分退保及其他扣減項目及保障支付，以及其對投資的相關影響。

為了提供更平穩的週年紅利及/或終期紅利，我們或會在投資表現強勁的時期保留回報，用作在投資表現較弱的時期支持或維持較高之週年紅利及/或終期紅利。

投資政策、目標及策略

美國萬通保險亞洲有限公司(「美國萬通亞洲」)的投資目標是優化保單持有人的長線回報並維持風險於可接受的水平。資產會被投放於不同類型的投資工具，包括環球股票、債券及其他固定收益資產、房地產和商品市場。此多元化之投資組合目的在於達到可觀且穩定的長線投資回報。

我們會根據投資的資產之過往及預期的表現、波幅及相關風險去選擇投資的資產及管理我們的投資組合。

美國萬通亞洲採取積極的資產配置策略，資產分佈將會不時因市場環境的轉變及經濟展望而作出調整。

為達至長線目標回報，美國萬通亞洲採用一套以固定收益資產及股票類資產為組合的投資策略。現時的長線投資策略按以下分配，投資在以下資產：

| 資產類別 | 目標資產組合 (%) |
|-------------|------------|
| 債券及其他固定收益資產 | 80% - 100% |
| 股票類資產 | 0% - 20% |

債券及其他固定收益資產主要包括擁有高信用評級的政府債券及不同行業的企業債券(主要投資於美國市場)，提供一個多元化及高質素之債券投資組合。

股票類資產主要包括環球股票(公共及/或私募股權)、互惠基金、交易所交易基金、高息債券、房地產及商品市場。投資遍佈於不同地區及涉及不同的行業。另外，我們或會使用衍生工具作為資產風險管理。

投資策略或會不時根據市場環境及經濟展望而作變動。

詳情請瀏覽本公司網頁

<http://corp.massmutualasia.com/tc/Insure/Life-Insurance/Hong-Kong/Respected-Choice-Life-Insurance-Plan.aspx>

主要產品風險

繳付保費年期及保障年期

繳付保費年期為10年及保障年期最長可至受保人100歲。如在保費到期日起計31天寬限期屆滿前，仍未繳付保費，自動保費貸款將會生效。如逾期未繳付的保費加上任何尚未償還的保單債項超過當時的保單最高貸款額(即保證現金價值的90%)，保單的所有保障將會終止，而於償還保單債項後所剩餘的退保價值(如有)將會支付予你。

終止

在下列任何情況下，保單將會終止：

- 於保障到期日當日
- 寬限期屆滿，除非自動保費貸款適用
- 保單貸款到達最高限額
- 保單持有人呈交書面要求終止本保單
- 受保人身故

提早退保

本產品是為長線持有而設。如你提早終止保單，所獲得的退保價值或會遠低於你的已繳保費。

通脹風險

當實際通脹率較預期為高，即使美國萬通亞洲按保單條款履行合約義務，保單持有人獲得的金額的實質價值可能較少。

信貸風險

本計劃由美國萬通亞洲承保及負責，保單持有人的保單權益會受其信貸風險所影響。

保單冷靜期

如保單未能滿足你的要求，而你並未根據本保單提出任何索償，你可以書面方式要求取消保單，連同保單退回本公司(香港：香港灣仔駱克道33號美國萬通大廈27樓/澳門：澳門南灣大馬路517號南通商業大廈16樓E2座)，並確保本公司的辦事處於交付保單的21天內，或向你/你的代表人發出《通知書》(說明已經可以領取保單和冷靜期屆滿日)後起計的21天內(以較早者為準)收到書面要求。於收妥書面要求後，保單將被取消，你將可獲退回已繳保費金額，但不包括任何利息。

Important Information

Dividend / Terminal Bonus Philosophy

Your policy is a participating policy and can share the divisible surplus from the product group determined by us. Annual dividends and/or terminal bonuses will be determined with an aim to ensure fair sharing of profits between policyholders and the Company. The annual dividends and/or terminal bonuses will be reviewed and determined by us at least once per year. In determining the annual dividends and/or terminal bonuses, we will take reference to both past experience and expected future outlooks for factors including, but not limited to, the following into account.

Claims: These include the costs of providing coverage such as death benefit.

Expenses: These include both direct and indirect expenses related to the policy.

Investment performance: This includes interest / dividend income and changes in the market value of the invested assets. Investment performance could be affected by fluctuations in interest / dividend income and various market risk factors, such as credit spread, default risk, fluctuations in equity prices, property prices, commodity prices, exchange rates, etc.

Surrenders: These may include policy lapses, surrenders, partial surrenders and other deductions and benefit payments; and the corresponding impact on investments.

To provide more stable annual dividends and/or terminal bonuses, we may retain returns during periods of strong performance to support or maintain stronger annual dividends and/or terminal bonuses during periods of less favourable performance.

Investment Policy, Objective and Strategy

MassMutual Asia Ltd.'s investment objective is to optimize policyholders' returns over the long term with an acceptable level of risk. Assets are invested in a broad range of investment vehicles, including global equities, bonds and other fixed-income instruments, properties and commodities. This diversified investment portfolio aims to achieve attractive and stable long-term returns.

Past and expected future performance, volatility, and the associated risks of investment assets are considered in selecting investment assets and managing our investment portfolio.

MassMutual Asia Ltd. implements a proactive asset-allocation strategy and asset allocations are adjusted in response to changing market conditions and economic outlook.

To achieve the long-term target returns, MassMutual Asia Ltd. implements a strategy utilizing a mix of fixed-income and equity-like investments. The current long-term target strategy is to allocate Assets as follows:

| Asset Class | Target Asset Mix (%) |
|--|----------------------|
| Bonds and other fixed-income instruments | 80% - 100% |
| Equity-like assets | 0% - 20% |

Bonds and other fixed-income investments mainly include high credit rating government bonds and corporate bonds (which are mainly invested in the geographical region of the United States) across a variety of industries, making up a diversified bond portfolio with high asset quality.

Equity-like assets include global equities (public and / or private), mutual funds, exchange-traded funds, high yield debts, properties and commodities. Investments are diversified across various geographical areas and industries. Derivatives may also be used for risk-management purposes.

This investment strategy may be subject to change, depending on the prevailing market conditions and economic outlook.

For more details, please visit our website at <http://corp.massmutualasia.com/en/Insure/Life-Insurance/Hong-Kong/Respected-Choice-Life-Insurance-Plan.aspx>

Key Product Risks

Premium Payment Term and Benefit Term

The premium payment term is 10 years and the benefit term is up to age 100 of the Insured. If the premium is not paid before the end of the 31-day Grace Period from such premium due date, an Automatic Premium Loan will be triggered. If the overdue premium plus any existing loan balance exceeds the Maximum Loan Limit (i.e. 90% of the Guaranteed Cash Value), all coverage under the policy will be terminated and the Surrender Value (after deducting any Policy Debt) will be paid to you (if any).

Termination

The policy will be terminated when one of the following events occurs:

- On the Benefit Expiry Date
- The Grace Period ends, unless the Automatic Premium Loan applies
- The amount of Policy Debt reaches the Maximum Loan Limit
- The policy owner submits a written request to terminate this policy
- The Insured dies

Early Surrender

The product is intended to be held in the long-term. Should you terminate the policy early, you may receive a Surrender Value considerably less than the total premiums paid.

Inflation Risk

Where the actual rate of inflation is higher than expected, the policy owner might receive less in real terms even if MassMutual Asia Ltd. meets all of its contractual obligations.

Credit Risk

This plan is underwritten by MassMutual Asia Ltd. The insurance benefits are held solely responsible by the company and subject to its credit risk.

Cooling-off Period

If you are not satisfied with the policy and have not made any claim under this policy, you may return it under a signed covering letter to us (Hong Kong: 27/F, MassMutual Tower, 33 Lockhart Road, Wanchai, Hong Kong/ Macau: Avenida Praia Grande No. 517, Edificio Comercial Nam Tung 16-E2, Macau) within 21 days after the delivery of the policy or issue of the Notice (which states that the policy is available for collection and the expiry date of the cooling-off period) to you or your representative, whichever is earlier. We will cancel the policy upon receipt of your written request and refund all premiums paid, without any interest.

美國萬通保險亞洲有限公司 MassMutual Asia Ltd.

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