

健康與財富

Health and Wealth

- At the Crossroads of a Bear Market
- Be Aware of the Warning Signals from the Colon
- Map Out Your Ideal Retirement Life
- Exclusive Offers



The Financial Turmoil: 5 Frequently Asked Questions



The financial turmoil has had a devastating effect on the world's economy. However, thanks to its exceptional financial strength and stability, MassMutual Financial Group¹ remains

well-positioned and has the necessary capital strength to ride above this difficult situation and to meet the needs of all policyholders and customers.

MassMutual Financial Group

Q1. Can MassMutual¹ overcome this financial crisis?

Ans: Established in 1851, MassMutual has over 157 years of financial-services experience and has remained financially robust despite successive global financial crises, including the two World Wars, the Great Depression starting in 1929, and the "9/11" attacks. Its status as a global financial-services institution is a strong indication that MassMutual possesses the necessary experience to rise above financial crises and challenges. In addition, MassMutual is ranked "One of the Five Largest US Life Insurance Companies"² and consistently receives the highest ratings, including "AAA", from the major ratings agencies³, in recognition of our financial strength.

Q2. How do we differentiate MassMutual, whose major business is insurance, from other financial institutions? Are there any advantages for MassMutual in view of the current market environment?

Ans: As a financial institution focusing primarily on insurance, MassMutual does not depend on short-term financing to operate its business, a factor which clearly differentiates us from banks and investment banks that require regular access to capital markets in order to function. In fact, MassMutual is committed to maintaining strong capital levels. For many years, MassMutual has maintained a broadly diversified investment portfolio consisting of high-quality assets and strictly controls that proportion of its assets invested in financial institutions.

Q3. What is the difference between a mutual company, like MassMutual, and a stock company?

Ans: Mutual companies operate differently from stock companies in the sense that mutual companies have no shareholders. The interests of mutual companies are shared with all policyholders. Mutual companies do not take the risk of seeking short-term returns due to stock-price pressure and their business-development strategy, which is quite different from that of a stock company, is solely to benefit the interests of policyholders.

MassMutual Asia

Q4. As a wholly owned affiliate of MassMutual Financial Group, will MassMutual Asia be able to withstand this financial crisis?

Ans: Despite the market downturn, MassMutual Asia's Hong Kong and Macau businesses both recorded satisfactory results for 2008. Premium income from new business amounted to HK\$1 billion, of which regular premiums contributed HK\$720 million, an increase of 16%. Total premium income grew to over HK\$2.9 billion.

Legal Framework

Q5. Company stability is not the only factor that matters, comprehensive legislation is also important. How does legislation in Hong Kong and Macau regulate insurance companies to safeguard the interests of insurance policyholders?

Ans: The operations of insurance companies in Hong Kong and Macau are regulated by their governments. The Insurance Companies Ordinances of both Hong Kong and Macau require that all insurance companies must, in accordance with the guidance notes published by the respective government, calculate and ensure that they maintain an adequate Statutory Reserve to cover the benefits of their policyholders. Regulators further require all insurance companies to maintain a Required Margin of Solvency, over and above the Statutory Reserve, to ensure that a sufficient amount of capital is available to cope with their future financial obligations.

As of the end December 2008, MassMutual Asia not only maintained a sufficient Statutory Reserve, it also held surplus capital far exceeding the Required Margin of Solvency specified by the regulatory bodies.

1. MassMutual Financial Group is a marketing designation for the Massachusetts Mutual Life Insurance Company (MassMutual) and its affiliates. 2. The "Five Largest US Life Insurance Companies" is a ranking published by FORTUNE Magazine on July 21, 2008 and is calculated according to the aggregate results of [Insurance: Life and Health (Mutual)] and [Insurance: Life and Health (Stock)] on the total revenue for the year 2007. 3. All financial ratings are assigned to Massachusetts Mutual Life Insurance Company and its subsidiaries, C.M. Life Insurance Company and MML Bay State Life Insurance Company. Ratings as of May 4, 2009. Ratings are subject to change.

At the Crossroads of a Bear Market

Since the outbreak of the financial turmoil, investors have been disturbed and made uneasy by the volatile market atmosphere. From the investment-psychology point of view, this phenomenon is common. If you want to get yourself out of this psychological trap, you may have to ask yourself, "What was my strategy when I first started investing?"

Your answer to this question is probably either "regular long-term investment for steady growth of capital over time" or "short-term speculation for quick returns". If in the former case, the recent market fluctuation is just a ripple in your investment time-line. If a long-term investment strategy is adopted, encountering short-term volatility is unavoidable. In the latter scenario, you should review your personal financial needs before making any decision.

The ups and downs of the economic cycle constantly recur. Looking back over the past 40 years, from the oil shock of 1973 to the stock crash in 1987, the Asian Financial Crisis in 1998, the burst of the dot.com bubble in 2001, SARS in 2003, and even to the current financial turmoil, investment markets have risen and fallen alarmingly. However, most markets have a trend of recovering over the long term (see Figure 1).

Figure1: Hang Seng Index (1969 to present)



Data as of April 30, 2009

Short-term speculation is really not recommended in the current fluctuating market. Nor should the investment risk be too concentrated. Therefore, investing in a monthly portfolio investment plan and using "dollar-cost averaging" is a viable long-term investment strategy to consider. By investing a fixed amount regularly in a portfolio of investment at regular

intervals over a period of time, you buy fewer units per dollar invested when the price is up. But when the price is down, you are able to purchase more units per dollar invested. Over time, the investment portfolio consists of fewer high-cost assets and more low-cost assets, and thus the unit cost is lowered. This yields a lower average cost of buying the investment unit. Not only that, dollar-cost averaging helps reduce the risk of "buying high and selling low" and wrong market timing, as well as makes your money work harder for you through compound growth.

Below is an example demonstrating how "dollar-cost averaging" can help to achieve a lower average cost of investment in different market conditions.

Assume monthly fixed investment amount = HK\$1,000

Market trend	Down		Mixed		Up	
Investment amount	Unit price	Units	Unit price	Units	Unit price	Units
\$1,000	\$18.00	55.56	\$18.00	55.56	\$18.00	55.56
\$1,000	\$17.00	58.82	\$19.00	52.63	\$19.00	52.63
\$1,000	\$16.00	62.50	\$16.00	62.50	\$22.00	45.45
\$1,000	\$14.00	71.43	\$20.00	50.00	\$24.00	41.67
\$1,000	\$13.00	76.92	\$17.00	58.82	\$26.00	38.46
Total \$5,000		325.23		279.51		233.77
Average unit cost		\$15.37		\$17.89		\$21.39
Average unit price	\$15.60		\$18.00		\$21.80	

The above example is for reference only

The downturn in financial markets, a high unemployment rate and the outbreak of Influenza A H1N1 make risk management more important than ever before. We recommend that you check whether you have adequate cash flow to handle any unforeseen events. From a prudent financial planning point of view, it would be advisable to maintain an emergency fund equivalent to nine to 12 months' of your total household expenses. You should also take this opportunity to review whether you and your family's life, medical and health insurance coverage are adequate with your financial planner. This can help reduce potential loss of wealth accumulated by your hard work if you were to suffer from any misfortune.

The above information is for reference purposes only and does not constitute a recommendation, offer, inducement or invitation for the purchase or sales of any investment or insurance. Investors should remember that each investment is subject to market and exchange-rate fluctuations and to the risks inherent in all investments. Past performance is not indicative of future performance.

Be Aware of the Warning Signals from the Colon

When abdominal pain or diarrhea occurs, people often attribute it to unclean food and treat the problem by taking patent medicines. Some people even view diarrhea as beneficial colon-cleansing for slimming purposes. However, if the abdominal pain or diarrhea persists for no obvious reason, it must be treated with caution as this may signal the onset of disease in the colon.

A stressful life, lack of exercise and an unhealthy diet among city dwellers raise the chance of colon problems occurring, including the second biggest killer in Hong Kong – colon cancer. Recent years have seen an upward trend in the number of new cases and deaths registered as a result. In 80% of patients, colon cancer occurs spontaneously, while only 20% is inherited, proving that there is no early-warning system for this fatal disease.

Colon Cancer – Contemporary City Disease

Colon cancer is more commonly found in people aged around 50; however, those suffering from colon cancer are getting younger and younger in recent years. This may be attributed to a busy life and a high-fat, low-fiber diet, a habit that can result in food residues remaining in the colon for a longer period, increasing the time that carcinogens are in contact with the colon wall. Intake of foods high in fiber, such as grains, vegetables, and fruits, etc., has been proved to reduce the incidence of colon cancer. In general, the cause of cancer is the mutation of mucous-membrane cells and production of carcinogens inside the colon, leading to a mutation in the cell structure resulting in benign adenoma.

Many colon problems also have a high chance of turning into cancer, for example, Ulcerative Colitis, a common illness in Hong Kong, and Crohn's Disease, a disease with a high morbidity rate. Both are forms of colitis, which is a critical disease that could lead to cancer. For Ulcerative Colitis, the probability of turning into cancer is 3.5% to 10%; while for patients with a case history of more than 10 years, the probability of having cancer is increased to 12%.



Attention to Colon Cancer Symptoms Prevention is Better Than Cure

If you experience frequent diarrhea or constipation, feces with blood or mucus, change in excretory habits, or weight loss, you are advised not to treat these problems lightly. Although such symptoms are similar to Hemorrhoids or Colitis, they may also be the signs of colon cancer. Therefore do seek professional medical advice immediately and have a thorough medical check-up. If colon cancer is detected in its early stages, the probability of recovery is much higher. However, regular health check-ups are recommended; for example, a Faecal Occult Blood Test once a year, a Sigmoidoscopy or Barium Enema every five years, and the most accurate test, the Colonoscopy, every 10 years.

The Latest Therapeutic Technologies and Costs

Recent advances in therapeutic technologies have raised cancer recovery rates significantly. Apart from the cure rate of 80% - 90% following surgery during the 1st and 2nd stages of cancer, the survival rate can also be extended on average by two years by Targeted Therapy to stabilize the patient's condition in the 4th stage of cancer. However, the costs of new cancer treatments are high and vary according to the stage. The cost of therapy in later-stage cancer can be even as much as HK\$500,000 (see Table 1). Although public medical services in Hong Kong are more affordable, the long waiting lists may delay the treatment.

Table 1: Costs of Colon Cancer Therapy

Stage	Type of Therapy	Cost for Reference
Early Stage	Surgery	Around HK\$50,000
Mid-stage	Surgery and Supplementary Chemotherapy	Around HK\$200,000
Later-stage	Chemotherapy	Around HK\$180,000 - HK\$480,000

Note: This information is provided by AmMed Cancer Center and is for reference only.

Provision for Medical Expenses

Of course, none of us wants to suffer from any illness, let alone cancer. Since prevention is always better than cure, we should pay close attention to our lifestyle habits and diet. By taking positive action, we can cover ourselves with a comprehensive protection plan, including hospital benefits and critical-illness protection, in order to finance the treatment. In the unfortunate event of suffering from a critical illness, an adequate and comprehensive medical and health protection plan will provide prompt access to quality treatment and relieve any burden on family members.



Beware of Colon Cancer

- Because of unhealthy dietary habits, colon cancer is the second biggest cancer killer in Hong Kong.
- According to statistics from The Hong Kong Cancer Registry, the number of deaths due to colon cancer in Hong Kong in 2006 was 1,628, of which 923 were males and 705 females.
- In every 21 men, one person is likely to contract colon cancer; for every 31 women, one of them will suffer from this cancer#. This indicates that men are more vulnerable to colon cancer than women.

Based on cumulative risk (0-74 years)

Tips for Colon Cancer Prevention

✓	✗
<ul style="list-style-type: none">• Cruciferous vegetables, such as broccoli, cauliflower and kale, contain a botanical compound, Indole, which helps neutralize carcinogens in the body.• Carrots, pumpkins and spinach are rich in vitamin C and E, which helps prevent the formation of carcinogens called Nitrosamines.• The World Health Organisation recommends that each person should have 400g or above of vegetables and fruits every day. Besides, plenty of high-fiber food such as oatmeal, brown rice and wheat bread, together with sufficient water, will help promote movements and reduce the time that carcinogens stay in the colon. This can minimize the risk of colon cancer.	<ul style="list-style-type: none">• Avoid high-fat food, such as chicken feet, chicken wings, belly pork, bacon, deep-fried dim sum, canned food, offal, etc.• Eat less oily food, such as deep-fried instant noodles and E-fu noodles.• Eat less barbequed food, pickles, smoked food, food deep-fried in very hot oil, and salty foods, all of which may contribute to colon and stomach cancer.• Avoid being in a tense mood as it may also make cell mutation easier and lead to cancer.

Note: Due to differences in individual health conditions, please seek professional medical advice if you feel unwell.

Map Out Your Ideal Retirement Life

Although everybody's ideal retirement life varies, it is nevertheless important to have enough savings and a healthy body in order to overcome two major challenges – "living too long" and "being threatened by critical illnesses" before enjoying the golden years in comfort.

According to the United Nations 2007 census report, the life expectancy of Hong Kong males and females is 79 years and 85 years respectively, ranking the first and second highest in the world. In addition, the average life expectancy of Hong Kong males and females is expected to increase to 82.8 years and 88.3 years respectively by 2036, meaning that the average retirement life of Hong Kong people will be 30 to 40 years or longer, resulting in the risk of "living too long".

A further complication is that the Hong Kong lifestyle is stressful and usually means an unbalanced diet. Once people get sick, they are burdened by huge medical expenses and, if they don't have adequate medical insurance coverage, they need to fall back on their retirement savings to pay these expenses. Thus, the perfect retirement plan should include comprehensive risk management to cover unforeseen medical events.

Step-by-Step Retirement Planning

First of all, we need to understand our own financial status and needs. For illustration purposes, let's take a look at Ms. Chan's case. Aged 30 and single, Ms. Chan now works at supervisory level in a financial institution and is earning a salary of \$30,000 per month. After deducting insurance, MPF and other monthly expenses, Ms. Chan has \$7,000 for savings or investments. Based on Ms. Chan's expected monthly retirement expenses of \$10,000 (based on present values), a life expectancy of 85 and an average inflation rate and bank interest rate of 3%, the total retirement funds required will be over \$7.5 million (Table 1). So, how can Ms. Chan accumulate the required retirement fund? It's not easy, but step-by-step retirement planning can help Ms. Chan build a strong foundation for her retirement life.

Table 1: Retirement funds required for Ms. Chan

Expected retirement age	55
Life expectancy	85
Expected years of retirement life	30
Expected monthly retirement expenses (present value)	\$10,000
Monthly expenses upon retirement* (future value)	\$20,938
Retirement funds required	\$7,537,680 (\$20,938 x 30 x 12)

* The assumed average inflation rate and bank interest rate is 3% p.a.

Retirement Planning Step 1: MPF – Basic Foundation for Retirement

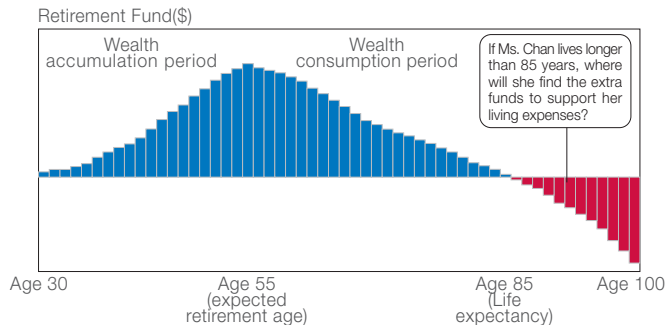
Although the MPF scheme can accumulate some funds for her retirement, the amount accumulated is unlikely to be sufficient to cover all retirement expenses. Thus, Ms. Chan should consider other financial solutions, along with the MPF scheme.

Retirement Planning Step 2: The Annuity Plan – A Strong Safety Net for Retirement

Since no one can predict how long we will live, the funds required for retirement constitute a variable. If Ms. Chan lives a few years more than expected, she may exhaust her retirement fund after age of 85 and her standard of living would fall dramatically (Figure 1). How can Ms. Chan avoid the risk involved in living too long? An annuity plan is a good choice. With a regular-savings annuity plan, Ms. Chan can enjoy a stable monthly "lifelong income", covering her expenses during longer-than-envisaged retirement years.

Since an annuity plan is designed to free Ms. Chan from the risk of living too long, the "lifelong income" should be able to cover her basic daily expenses. Let's assume that of the \$20,938, her monthly

Figure 1: The "risk" of "living too long"



expenses upon retirement, some 40% to 50% would be the funds required for her basic living expenses, i.e., around \$10,000. Simply contribute \$3,000 per month for a total of 25 years, she can accumulate retirement funds sufficient to enjoy a lifelong income of over \$9,000 per month upon retirement (with the assumed declared rate of 5%), which would be 44% of the \$20,938 monthly expenses required upon retirement (Table 2).

Table 2: The annuity plan builds a strong safety net for Ms. Chan's retirement

Yearly premium	\$40,000
Average monthly planned premium	\$3,333.33 (about 11% of the monthly salary)
Payment term	25 years (from present age 30 to retirement age 55)
Expected monthly annuity income from the age of 55	\$9,302 (assumed declared rate 5%) \$16,701 (assumed declared rate 9%)

The above example is based on Ms. Chan insured with Target Annuity Saver. The target premium is paid annually. The figures illustrated are based on the above assumed declared rates (inclusive of retrospective interest), extra bonuses, premium paid up to premium payment term and current scale of charges for the plan. The assumed declared rates are not guaranteed and do not represent the upper or lower limits of the actual rate to be declared. The assumed declared rates are for reference only. The monthly annuity income is calculated based on the accumulated cash value, lifetime fixed-income annuity option, current annuity rate and current annuity interest rate. The actual annual annuity income will be calculated based on the then annuity rate in effect on the annuity date.

Retirement Planning Step 3: Monthly Savings Portfolio Investment Plan – A long-term Wealth Builder

Even with her MPF scheme and an annuity plan, there may still be a gap between Ms. Chan's savings and the retirement funds

required. Ms. Chan may therefore consider a regular-savings portfolio investment plan. This offers the advantages of "dollar-cost averaging", which can lower the cost of investments over time and smooth out short-term fluctuations in markets by diversifying investments in different investment choices. Ms. Chan can develop her portfolio investment plan according to her own risk tolerance level.

Effective Risk Management

We can follow the above step-by-step guide for better planning. However, how can we create better protection against the threat from critical illness?

Sufficient Medical Benefits

Apart from building a safety net for retirement, we need to have sufficient health protection, including not only the basic hospital benefits, but also sufficient insurance to protect us from the expensive medical costs incurred in the event of contracting a critical illness. It is recommended that Ms. Chan should add a medical plan to her life insurance plan, enabling her to afford the hospitalization fees incurred as a result of illness and injury. Besides, an insured amount of \$500,000 in Critical Illnesses Benefits can further ensure that she can afford the medical expenses incurred during critical illness (Table 3).

Table 3: Medical Protection Required for Ms. Chan

Plans	Sum Insured	Annual Premium
1. Critical Illness Benefits	\$500,000	\$880
2. Medical Benefits	Maximum benefit per disability \$141,060	\$1,495
Annual Total Premium		\$2,375

The above case of Ms. Chan seems to be a typical case of Hong Kong people. Optimum retirement planning should include both retirement planning and risk management, giving you peace of mind and enabling you to enjoy your retirement to the full.

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Target Annuity Saver - Your Ideal Retirement Solution

MassMutual Asia has always held a uniquely competitive edge in the retirement planning and annuity market by being one of the few companies to offer a "lifetime annuity." Customers are assured a guaranteed income for as long as they live. To enable its customers to enjoy a carefree retirement life, MassMutual Asia has launched the new "Target Annuity Saver," which offers lifetime annuity protection and helps you build a retirement reserve early, gearing you towards the goal of a perfect retirement life.

"Target Annuity Saver" offers a wide range of advantages:

- Lifetime annuity income - a benefit not widely available in the market
- Six annuity options - the widest range available in the market
- 3% guaranteed annuity interest rate* is guaranteed when calculating the annuity income - unique in the market
- Up to 4% Extra Bonus# - enhancing returns
- 4% guaranteed interest rate^ - offering stable returns
- Up to 53 payment-term options - mapping your financial plan with flexibility
- Free Accident Waiver of Premium Benefit - offering extra protection
- Death Benefit - guaranteed refund of capital

Enjoy Yourself at a Michelin-three-star restaurant



To encourage people to plan ahead for a carefree retirement life, from now until June 15, 2009, successful applicants for any "Target Saver" series plan will be presented with a gourmet Abalone Noodle gift set (6 pcs). In addition, if the premium requirements are met, additional rewards will be offered.



Monthly Planned Premium	Single Premium	Rewards
US\$1,000 or above	US\$100,000 or above	A Chef's Abalone Tasting Menu from Michelin-three-star restaurant Lung King Heen (for 2 pax) or HK\$2,000 in PARKnSHOP coupons
US\$300 or above	US\$30,000 or above	HK\$800 in PARKnSHOP coupons

If the policy is calculated in HK\$/MOP\$, the minimum monthly planned premiums are HK\$/MOP\$8,000 and HK\$/MOP\$2,400 respectively, while for single premium policies, the minimum amounts are HK\$/MOP\$800,000 and HK\$/MOP\$240,000 respectively.

* The annuity rate based on the guaranteed annuity interest rate may be higher or lower in the future due to factors such as the mortality experience, expenses, etc.

The Extra Bonus will be credited to your fund at the end of the 10th policy year and every five years thereafter. The amount will be calculated based on the relevant Extra Bonus rate and the average monthly policy value over the five years preceding the payment of the Extra Bonus.

^ The "guaranteed interest rate" is only applicable to a policy that has been in force for 15 years or more.

Note: Please refer to the promotion flyer for detailed terms and conditions of the sales promotion. For benefit coverage, and terms and conditions of the plan, please refer to the policy document.

Wealth for Life

The global economy is in turmoil. This, when coupled with the crisis caused by the outbreak of Influenza A H1N1, causes us all to reconsider whether the protection we have arranged for ourselves and our families is adequate. We have therefore launched the "Wealth for Life" promotion to ensure that the lives of you and your family are well protected and provided for.

"Wealth for Life" Promotion

From now until June 15, 2009, for any successful application for a FLEXI-ULife Insurance Plan[^] and Waiver of Premium Benefit/ Payor's Benefit with a monthly planned premium of US\$150 or above, HK\$200 in PARKnSHOP coupons will be awarded (for existing customers only) in addition to a propitious "Wealth for Life" gold-plated ox ornament.



On top of this great offer, if two or more rider benefits^Δ are added to the same policy, up to HK\$1,000 in PARKnSHOP coupons will also be offered.

Monthly Planned Premium [#]	PARKnSHOP coupons
US\$1,000 or above	HK\$ 1,000
US\$500 or above	HK\$ 500
US\$150 or above	HK\$ 150

[^] The above promotion offer is applicable to other designated life insurance plans for an increase in planned premium. Please refer to the terms and conditions of the promotion flyer.

^Δ Waiver of Premium Benefit and Payor's Benefit are excluded.

[#] If the policy is calculated in HK\$/MOP\$, the minimum monthly planned premiums are HK\$/MOP\$8,000, HK\$/MOP\$4,000 and HK\$/MOP\$1,200 respectively.

Note: Existing customers means those who are policyowners of any individual life insurance policy issued by MassMutual Asia in force as of January 4, 2009. The gold-plated ox ornament is about 5.5cm in height. Please refer to the promotion flyer for detailed terms and conditions of the sales promotion. For benefit coverage, and terms and conditions of the plan, please refer to the policy document.

Special Offers for Juvenile Plans

MassMutual Asia understands the boundless love parents have for their children from the day they are born. For this reason, we have designed a series of comprehensive and flexible protection and savings plans specially for children which let you to lay the foundations for a better education and a better life.

To encourage customers to plan ahead for their children's future, MassMutual Asia has specially launched a new Juvenile Plan Sales Promotion. From now until July 15, 2009, with any successful application for a designated juvenile plan, regardless of the sum insured, a "Summer Outdoor Mini-Fan" will be awarded, bringing you cool breezes throughout

the long hot summer. During the promotion period, parents making a successful application for designated plans for themselves while at the same time applying for any juvenile plan for their children, and with total monthly planned premium of these policies reaching US\$250 or above, will be awarded a "Dream Voyage" bedding set for two.



Note: Please contact your financial consultant or refer to the promotion flyers for details of the various promotions. For benefit coverage, and terms and conditions of the plans, please refer to the respective policy documents.

Make a Breakthrough It is Possible! MassMutual Jr. Space Camp

The MassMutual Jr. Space Camp Program, fully sponsored by MassMutual Asia, is marking its 11th anniversary this year. A series of high-profile promotion campaigns has been launched, and the 1st Round Recruitment will be held on June 28 (Hong Kong)/ June 29 (Macau). All children are welcome to participate.

This year, an "All-round Jr. Astronaut Training Camp" has been specially organized for the 50 children short-listed by the selection program. The Training Camp will include workshops led by instructors from the Program for the Gifted and Talented at the Chinese University of Hong Kong, as well as an interactive exploration of astronomy conducted by the Hong Kong Space Museum. Six Jr. Astronauts, each with one parent, will then be selected to attend an overseas Space Camp in the United States during August with all expenses paid by MassMutual Asia. The horizons of the six Jr. Astronauts will be broadened by experiencing innovative space training programs and simulations for astronauts.

For full details of the program and application procedure, please refer to the related promotion flyer or log onto the MassMutual Jr. Space Camp Website: www.itispossible.com.hk



MassMutual Asia Awarded Caring Company Logo for Fourth Consecutive Year



Fully aware of its corporate social responsibilities, MassMutual Asia has

always been an enthusiastic supporter of charity events. In recognition of its determined efforts to be a volunteering, giving, and employee-friendly organization, MassMutual Asia has been awarded the "Caring Company Logo" for the fourth consecutive year by the Hong Kong Council of Social Service.

e-Policy Service System

MassMutual Asia puts customers first by offering innovative products and value-added services to address their particular needs. Customers may use the "e-Policy Service" to execute the following functions conveniently and efficiently:

- Enquiry of policy details
- Change of correspondence address and telephone number
- "e-Fund Change" - change of premium allocation and switching of investment choices (only applicable to customers of investment-linked insurance plans)



Policyowners who are not yet user of the "e-Policy Service" may visit our corporate website: www.massmutualasia.com and click the "e-Policy Service" link to download the "Account Registration Form". Policyowners may have access to the above service upon registration approval.

Risks are inherent in all investments. The price of investments may go down as well as up. Past performance is not indicative of future performance.

Exclusive Offers



By presenting this coupon at any Quality HealthCare center, you will qualify for the following body check-up plans at discounted prices:

Plan 1 Original price: ~~HK\$1,340~~ Discounted price: HK\$680

- Physical examination and medical history
- Weight, height, blood pressure, pulse, breasts and pelvic examination (female)
- Complete blood count
- Routine urinalysis and microscopy
- Stool routine (ova and parasite check)
- Diabetes screening - fasting glucose
- Total cholesterol
- Chest X-ray
- Pap Smear (female)
- Prostate Specific Antigen (PSA) (male)
- Medical report with comments

Plan 2 Original price: ~~HK\$2,505~~ Discounted price: HK\$1,180

- Physical examination and medical history
- Weight, height, blood pressure, pulse, breasts and pelvic examination (female)
- Complete blood count
- Routine urinalysis and microscopy
- Stool routine (ova and parasites check) and occult blood check
- Diabetes screening - fasting glucose
- Kidney function
 - Urea
 - Creatinine
- Liver function
 - SGPT
 - SGOT
 - Alkaline Phosphatase
- Lipid profile
 - Total cholesterol
 - HDL-Cholesterol
 - LDL-Cholesterol
 - Triglycerides
- RA Factor
- Gout screening
 - Uric acid
- T4
- Chest X-ray
- Resting electrocardiogram
- Pap Smear (female)
- Prostate Specific Antigen (PSA) (male)
- Medical report with comments



Customer Service Hotline: (852) 2851 3303



By presenting this coupon, you are entitled to purchase 1pc of Hung Fook Tong Herbal Tortoise Plastron Jelly at the discounted price of **HK\$30** (original price HK\$38).



Customer Service Hotline: (852) 2920 2206



By presenting this coupon, you will be entitled to a free OTO PF-720 Pedometer (valued at HK\$399) with any purchase of value **HK\$1,000** net or above.



Customer Service Hotline: (852) 2549 4611

The above is a translation of coupons attached to the Customer Newsletter.
For exact terms and conditions and to enjoy these special offers, you should present the original coupons attached to the Customer Newsletter.

Exclusive Offers

Terms and Conditions

- This offer is only applicable at Hung Fook Tong Herbal Teahouse, Health Express, HFT Express, Herbal Tea and Soup Square, and HFT Mall Square in the Hong Kong SAR (excluding counters at supermarkets and department stores).
- This coupon may be used once only; only one coupon may be used at one time; and photocopies are not acceptable.
- This coupon may not be redeemed for cash.
- This coupon may not be used in conjunction with HFT cash coupons, discount coupons, membership cards or other promotions.
- Please present this coupon before payment to enjoy the offer.
- The supply of Herbal Tortoise Plastron Jelly for each day is limited and is sold while stocks last.
- MassMutual Asia Ltd. is not responsible for any transaction between Hung Fook Tong Holdings Ltd. and the customer.
- Hung Fook Tong Holdings Ltd. reserves the right to change the prices and types of its products without prior notice.
- In the event of any dispute, Hung Fook Tong Holdings Ltd. reserves the right of final decision.
- Hung Fook Tong Holdings Ltd. reserves the right to change any terms and conditions of this promotional offer without prior notice.
- This coupon is valid from May 1, 2009 to August 31, 2009.

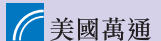


Terms and Conditions

- This coupon may be used once only by any number of persons at the same time; photocopy is not acceptable.
- This coupon may not be used in conjunction with other promotional offers.
- This coupon may not be redeemed for cash.
- Please indicate the use of this coupon at the time of appointment and present this coupon before payment.
- MassMutual Asia Ltd. is not responsible for any transaction between Quality HealthCare and the customer.
- In the event of any dispute, Quality HealthCare reserves the right of final decision.
- Quality HealthCare reserves the right to change any terms and conditions of this promotional offer without prior notice.
- This coupon is valid from May 1, 2009 to Dec 31, 2009.

Quality HealthCare Body Check-up Centers

Districts: Sheung Wan, Admiralty, Causeway Bay, Shau Kei Wan, Tsim Sha Tsui, Mongkok, Kowloon Bay, Sha Tin, Tseung Kwan O and Tsing Yi.



Terms and Conditions

- This offer is only applicable at OTO showrooms (excluding counters at department stores)
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