

# 健康與財富

*Health and Wealth*

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# 10 Reasons for purchasing "Critical Illness Insurance"

**I saw on Facebook one day that one of my friends has posted her news that she had cancer. I also read several comments from her friends... After reading these comments, my comment is that I now have 10 good reasons for purchasing "Critical Illness Insurance"!**

Comment 1: It happens all of a sudden, and it's hard to accept. I am really afraid that one day my annual body check will show I have a serious illness. You have to be strong...

Comment 2: Don't worry. It's not that worse as you discover it at an early stage. Just maintain a positive attitude... and enough money...

Comment 3: It's true that with today's advanced medical science most illnesses are curable. But the associated medical expenses can use up all your savings. However, if you are in any difficulty, we can sort out the situation together. Bread and butter for your son is a must...

Comment 4: Medical fees at public hospitals are much lower, but queuing for treatment is another matter. Is being just over 30 a bit early for us to get such a disease? Take care.

Comment 5: I gather you quit your job recently. Do you hold any illness-related insurance policies? It seems that there is a type of insurance which enables you to claim a lump sum to cover such critical illnesses... so you can continue to pursue your dreams once your health is restored!

**My comment:** My friend, face it positively. We all support you. Dear all, after reading all your responses, there are 10 good reasons why I'm going to purchase "Critical Illness Insurance":

## 1. Critical Illness can happen at any time

According to the Hong Kong Cancer Registry, on average, 1 in every 5 women or 4 men will contract cancer before age 75. This is quite a high hit rate and it is the number 1 killer in Hong Kong. But cancer is just one of many critical illnesses. A high-pressure lifestyle, air pollution, and polluted and plasticized food and medicines are all affecting our health, leading to critical illnesses.

## 2. Issues arising from medical treatment

Thanks to medical advancements, the survival rates of critical illnesses are increasing. However, this also implies high medical costs. I have a friend who wanted to take out a critical illness policy for himself and his spouse. When he considered the sum insured he gathered information on the medical costs of several illnesses (see table). Costs of several hundred thousand dollars are quite common. In view of these numbers, I guess you would agree that it is better to prepare in advance.

## 3. Illness cannot wait

Under the public hospital system, Hong Kong residents need only pay HK\$100 for all surgical, radiotherapy and chemotherapy expenses. However, the waiting time is getting longer and longer, especially for a specialist consultation. According to news sources, the longest waiting time for a surgery treatment at Kwong Wah Hospital was 61 weeks, and for an Internal Medicine treatment at Prince of Wales Hospital was 33 weeks. Confirmed cancer cases take priority, but it all depends on the number of cases in the queue. Waiting time for oncology is around two to six weeks. I couldn't imagine how life would be for these 6 weeks?

## 4. Young people are not immune

The number of critical-illness cases has been on the rise in Hong Kong recently. Moreover, these illnesses are hitting people at a younger age. It is better to prepare in advance for the soaring costs of medical treatment and convalescence. That's because insurance premiums for younger applicants are lower. Take a non-smoking man applying for "Critical Illness Supreme Benefit" insurance with sum insured of US\$100,000 and coverage up to age 65 as an example; the total premium paid by an age-25 applicant is only 70% of that of an age-45 applicant. Besides, the age-25 applicant can enjoy protection for 20 years more. The earlier you apply, the higher the savings.

Applicant age	Annual premium (USD)(A)	Payment term (yr)(B)	Total premium (USD)(A) X (B)	Compare to that of an age 45 applicant
25	356	40	14,240	Less 30%
35	566	30	16,980	Less 17%
45	1,022	20	20,440	--

## 5. No company medical benefits

It is not that worse if you are employed while being diagnosed with one of these illnesses. At least the medical benefits provided by your company can offset part of the expenses. But in the event that you are in between

jobs, or unemployed or retired, there is no coverage. That's why it is better to get insurance to give yourself peace of mind.

### 6. Strengthen the safety net

Medical fees continue to rise. Your company's medical benefits may not be able to cover the burgeoning expenses. It is important for us to transfer the potential financial risk of these illnesses through insurance.

### 7. An illness not only affects individuals

Public hospitals only provide basic treatment for patients, and not always the best available medication or treatment. If you want targeted therapy or chemotherapy or medication with fewer side-effects, you have to bear your own costs. I have another friend who has kidney disease. Dialysis costs several thousand dollars a month and because of dialysis she cannot work as normal. With less income but higher expenses, she has to turn to her family and

Medical fees for treating some common critical illness		
Illness	Medical treatment	Reference medical fees (full treatment / HK\$)
Lung cancer	Surgical operation and chemotherapy for phase 1 and 2 cancer	Approx. \$140,000
	Surgical operation, chemotherapy and radiotherapy for phase 3 cancer	Approx. \$220,000
	Chemotherapy and radiotherapy for phase 4 cancer	Approx. \$100,000 - \$174,000
Breast cancer	Surgical operation and chemotherapy for phase 1 and 2 cancer	Approx. \$100,000
	Surgical operation, chemotherapy and radiotherapy for phase 3 cancer	Approx. \$220,000
	Chemotherapy for phase 4 cancer	Approx. \$60,000 - \$210,000
Colon cancer	Surgical operation for phase 1 and 2 cancer	Approx. \$60,000 - \$100,000
	Surgical operation and chemotherapy for phase 3 cancer	Approx. \$200,000
	Chemotherapy for phase 4 cancer	Approx. \$184,000 - \$480,000
Liver cancer	Surgical operation for phase 1 and 2 cancer	Approx. \$50,000 - \$100,000
	Surgical operation and chemotherapy for phase 3 cancer	Approx. \$220,000
	Chemotherapy for phase 4 cancer	Approx. \$100,000 - \$174,000
Heart Disease	Heart Bypass Surgery	Approx. \$398,000 (incl. in-patient room charges for standard 4-bed ward, anesthetist fees, doctor fees and in-hospital doctor's call fees)
	Percutaneous coronary intervention therapy, or commonly known as coronary angioplasty	Approx. \$130,000 (incl. surgical implantation fee for a stent, 2 days room charges for standard 4 to 6-bed ward, doctor fees and in-hospital doctor's call fees)

Source: Registered Medical Practitioner Dr. Wong Pit See and private hospitals. The above fees are for reference only. Actual fees depend upon actual medical condition, prescription, and doctor's fee. If you have any queries, please consult your family doctor.



that puts a financial burden on them. How can she focus on her recovery with such worry and guilt feelings?

### 8. A life-saving lump sum

Purchasing insurance means transferring the risk to the insurance company. The Critical Illness Insurance allows you to receive a lump sum once being diagnosed with any of the illnesses covered. This can ease the financial burden for you and your family and enable you to receive appropriate quality treatment.

### 9. Save resources for other needy people in society

According to the Population Projections by the Census and Statistics Department, the Hong Kong population is rapidly aging. The proportion of the population aged 65 and above is projected to rise significantly from 13% in 2009 to 28% in 2039. That implies a decrease in the tax-paying population and an increase in the dependent population. If you are able to manage the risk of illness in advance, the needy will get a better share of the relevant resources from the government. You are protecting yourself and doing good to the society at the same time.

### 10. We can still have a "dream"

We are still young and can pursue our endless dreams, as long as we are healthy. With good health we can continue to fight for and live out our dreams.

# "Liver-friendly" Lifestyle

**"The liver is one of the main life-support systems of the human body, so liver disease can be life-threatening!" says Professor Ronnie TP Poon of the Division of Hepatobiliary & Pancreatic Surgery, The University of Hong Kong.**

**"The liver is as important as the heart," says Dr. Patrick Lau Chi Pan, Specialist in Medical Oncology and also Researcher in the Department of Pathology, The University of Hong Kong.**

**These two liver-cancer specialists both emphasize the importance of the liver. So it is worrisome that liver cancer is the number 3 killer in Hong Kong.**

An imbalanced diet caused by high work pressure and eating out, together with a lack of exercise and sleep, impact adversely on the liver. The liver is a major organ to the human body. As Professor Poon points out, it is a bio-chemical factory producing proteins, eliminating toxins, and storing nutrients in order to maintain the normal function of our bodies. But sometimes liver impairment can evolve into liver cancer.

## Preventing "inflammation" from evolving into "cancer"

Some 80% of liver cancer cases are induced by the hepatitis-B virus, which is contagious. Other factors include hepatitis C, cirrhosis induced by alcohol and the evolution of the immune system itself, and aflatoxin poisoning caused by moldy peanuts, and so on. As Dr. Lau puts it, "The hepatitis B and C viruses only attack the liver. The liver is responsible for the breaking down and elimination of alcohol. In addition, the immune system attacks its own liver cells. All these factors cause direct damage to the liver and inflammation, which may later develop into cirrhosis and be complicated by cancer."

The two categories of liver cancer are primary cancer and metastatic cancer. The former means that the cancer begins in the liver, while the latter originates in another organ and is transmitted to the liver via the blood. Most liver-cancer cases are primary cancer. Therefore protecting our livers is of paramount importance. This is especially true for those who suffer from hepatitis B or C, including hepatitis-B carriers, because long-term inflammation causes cirrhosis and impairs liver function,



resulting in a 7.3 times higher risk of developing cancer than in the general population.

## A "silent killer" that goes unnoticed in the early stages

Early-stage liver cancer is not easy to detect, even by family doctors.

"Early-stage liver-cancer patients may feel a little discomfort in the upper right-hand part of their abdomen. But the symptoms can be mild and easily overlooked. Tiredness, loss of appetite, or weight loss may accompany these, but these are also general symptoms of other diseases so doctors can sometimes misdiagnose the disease as a stomach problem and prescribe digestive or stomach medications. The tumor can be double the size if it is diagnosed after three months," says Professor Poon. "The patient would not feel intense pain in the initial stages as there are few pain neurons in the liver. Only when the tumor grows to reach the liver capsule, which contains the most pain neurons, will the patient start to feel discomfort. But once the pain is felt, it is already the late stage of cirrhosis or liver cancer. This explains why 30% of liver cancer cases are already in the late stage when they are diagnosed."

## Total liver protection lifestyle

The best policy is to take care of our livers in our daily life, without causing damage and inflammation, to keep it functioning healthily.

### 1. Regular body check

Since it is not easy to detect early-stage liver cancer, a regular body check is essential. Professor Poon reminds us in addition to have a blood test to check liver function and detect any hepatitis virus infection, a "liver ultrasound" scan is also helpful in checking whether there is

cirrhosis or a tumor. Besides, due to the rapid growth of liver cancer, people at high risk of liver cancer should have a liver function test every six months to one year. Hepatitis carriers may carry the virus without developing hepatitis, but there are still opportunities for it to cause cancer. If a hepatitis-B virus invades a gene location which is vital to cell growth, it can directly induce liver cancer. While taking the blood test, "alpha-fetoprotein index (AFP)" of liver-cancer secretions should be checked.

## 2. Precautions against Hepatitis B

Hepatitis B can be transmitted through blood or body fluids. Besides a regular liver check, we should take preventive measures against transmission of Hepatitis B. Advice from doctors includes:

1. Have the relevant vaccination. This applies especially to hepatitis-B high-risk groups, including new-born babies, hepatitis-B virus carriers and their families or sex partners, medical professionals who usually come into contact with blood, and patients who have blood transfusions.
2. Do not share needles, razors, nail clippers, and toothbrushes. Tattooing, acupuncture, eyebrow tattooing or mole removal can cause infection. Therefore, the equipment must be thoroughly disinfected or disposed of after use.
3. Use condoms
4. Wear rubber gloves and use one portion of bleach plus four portions of water to handle equipment contaminated by blood or body fluids
5. Carry out pre-pregnancy examination

## 3. Consume alcohol in strict moderation

Many people drink at business functions or at gatherings with friends. It is important to keep an eye on the quantity consumed.

"Taking one or two glasses of red wine a week to promote blood circulation is not a problem. But if you drink every day, even it is a few bottles or cans of beer, the total alcohol intake can be equivalent to drinking spirits," says Professor Poon.

According to the Department of Health's recommendations, we should pay attention to alcohol content (beer around 5%, red /white wine around 10%-15%, whisky around 30%-40%), type of beverage (e.g., the human body absorbs sparkling wine like Champagne faster than non-sparkling wine), and drinking habit. For example, do not drink on an empty stomach because alcohol absorption is slower if the stomach is lined with food. You should start with a non-alcoholic drink and alternate with an alcoholic drink. You should set a limit on your alcoholic drink consumption and build a healthy drinking habit. To maintain control of your volume of intake, do not drink too fast or in an uncontrolled

manner. In addition, do not drink before taking medicine or during your medication period. Excessive alcohol in the liver will lead to a fatty liver, thus impairing its function. Severe cases can cause hepatitis. In addition, to avoid excessive fat accumulation in the liver, do not eat excessively greasy or sweet foods.

The Government's recommendation for alcohol intake is not more than 2 "standard units of drink" (unit) for men and not more than 1 unit for women every day. One unit contains 10 grams of alcohol (see table). A can of beer (about 350 ml) is equal to 1.5 units and contains about 15 grams of alcohol.

**Table: Standard units of various types of alcoholic drinks.**

Imported wine	Standard unit of drink
1 glass of spirits (whisky, gin, vodka) (approx. 30 ml)	1
1 glass of fortified wine (Sherry, martini wine, port wine) (approx. 60 ml)	1
1 regular-size glass of table wine (approx. 120 ml)	1.5
1 can of beer (approx. 350ml)	1.5
1 pint of beer	2
Chinese wine	Standard unit of drink
1 glass of double-distilled rice wine (approx. 200 ml)	6
1 glass of triple-distilled rice wine (approx. 200 ml)	7.7
1 glass of Sorghum wine (approx. 200 ml)	12.4

Source: Department of Health

## 4. Strengthen our immune system

"Cancer means your immune system loses the war!" says Dr. Lam Chun Lit, Specialist in Gastroenterology & Hepatology. "The body's immune system is designed to fight the bad cells in the body. Exercise strengthens the immune system and can help prevent cancer. On the other hand, negative emotions suppress the immune system, therefore staying positive and optimistic is a good cure for cancer. If the human body is infected by the hepatitis virus, it can only be a hepatitis carrier without suffering from hepatitis itself if the immune system is strong."

In order to protect our livers, we should pay more attention to every detail of our daily lives. In addition, why not apply for a comprehensive Critical Illness insurance policy to eliminate the financial risk and enjoy peace of mind?



# During rampant Inflation, cash is not king

## Investing to counter inflation

**As the Chinese saying goes, "Inflation is much fiercer than a tiger". There is no doubt the general public feels deeply the pain of the soaring price of daily necessities. Unfortunately, inflation is expected to follow an upward trend in the foreseeable future, which means cash will depreciate further. If you do not want to be swallowed by the "tiger", the escape door is investment.**

This year, Mainland China's Consumer Price Index for June rose 6.4% and Hong Kong's inflation rate also rose 5.6% in June, both compared with the same period last year. These figures are new highs for recent years. In fact, inflation is not only a major concern in Asia but throughout the world. Paul Pong, Managing Director of Pegasus Fund Managers Ltd, helps us analyze the rampant inflation in major economies and shares his views on combating inflation.

"Firstly, we will explore the inflation outlook of the two major markets: one is the mature markets, consisting of Europe and the US, while the other is the emerging markets. The latter has been troubled by inflation for a long time. India has raised interest rates more than 10 times to bring down inflation. Brazil's interest rate is now at a double-digit figure. Not only have governments of emerging markets failed to alleviate the problem but also those of mature markets." Pong points out that the inflation problem in mature markets like Europe and the US already present and is expected to follow an upward trend.

### Inflation is vigorous with stagflation worsening the situation

Pong explains that the low inflation rate in mature markets in the past was due to keen competition for exports among emerging markets. Even with the burgeoning costs of raw materials, emerging markets did not transfer their costs to mature markets. Thus, imported inflation was rare in mature markets. Following the financial tsunami, the economies of emerging markets surged. The average economic growth of the Emerging Seven (E7 - the BRIC countries, Mexico, Turkey and Indonesia) reached 7%, while the Group of Seven economies (G7 - Britain, the United States,

France, Germany, Italy, Canada, Japan) only managed 2%. The difference is over three times. This prompted emerging markets to reflect on how their surging operating costs were affecting the price of exports. Inflation was then exported to mature markets (see Chart 1).

In addition, the currencies of emerging markets continue to appreciate. The Korean Won has risen 6.6% this year alone, while the Russian Ruble and Brazilian Real also have risen 8.8% and 5.4% respectively. Even with foreign-exchange controls, the Yuan has appreciated by 2.1%. The rise in prices of exports from these countries is now indirectly driving imported inflation in mature markets (see Table 1).

**Table 1: Year-to-date appreciation rate of major currencies against the US dollar**

Currency	Appreciation rate (%)	Currency	Appreciation rate (%)
Swiss Franc	15.2	Brazilian Real	5.4
Russian Ruble	8.8	Singapore Dollar	5.4
New Zealand Dollars	8.7	Canadian Dollar	4.2
Korean Won	6.6	Pound	3.6
Euro	6.4	Japanese Yen	3.1

Source: Pegasus Fund Managers (data as of July 14, 2011)

"Rising inflation rate in mature markets is inevitable. But we are more concerned about stagflation, which means the inflation rate is higher than the economic growth rate." Pong explains that if the US economy improves, that would lead to further inflation. On the other hand, if the U.S. economy is stagnant or even slips, the Federal Reserve Board



could launch QE3 that will further depreciate the dollar and stoke inflation.

As for emerging markets, on top of the inflationary pressure brought by their own strong economic growth, QE3 would certainly intensify the inflation problem. According to Pong, the launch of QE1 and QE2 earlier caused capital to surge onto financial markets when it sought a way out. Since the return on investment in emerging markets was relatively attractive, this attracted a lot of capital and pushed up inflation, as emerging markets have blamed. Right after QE2 inflation in emerging markets gradually came under control. If the US launches QE3, the inflation problem will continue to deteriorate. Uncontrolled inflation would eventually force emerging markets to close the gate and impose exchange controls, which is disadvantageous to global trade. Pong foresees the possibilities of Brazil, India, and China to raise interest rates further to curb inflation.

## Countering inflation investment strategy

In such an inflationary situation, the idea that "Cash is King" is obviously outdated in both mature and emerging markets. To enhance the purchasing power of money on hand, Pong suggests 3 proposals:

### 1. Emerging Markets or Asia bond funds

"Emerging Markets or Asia bond funds offer relatively higher yield. At the same time, the interest rates of Emerging Markets are expected to increase. China would have a chance to raise interest rates two or three times this year. Though interest rates in Brazil are already high, there is still room for further increases. Regarding the investment region and focus, E7 bond funds are worth considering, and diversification over bond funds denominating in different currencies is important," says Pong.

In terms of bond fund investment, the yield is important. However, Pong also points out that "when the inflation cycle persists, high yield can be expected. When inflation reaches its peak, interest rates will fall but fund prices go up. So you can enjoy both the yield and the rise in fund price. Moreover, the value of these currencies is expected to continue to appreciate, which is a bonus to investors."

### 2. Gold mining and commodities funds

Imported inflation has weakened the purchasing power of the US dollar and caused its depreciation. Traditionally the price of gold goes in the opposite direction to the US dollar. Therefore gold and gold mining funds are the first choices during the inflationary cycle. At the same time Pong is optimistic about gold mining funds as these are closely

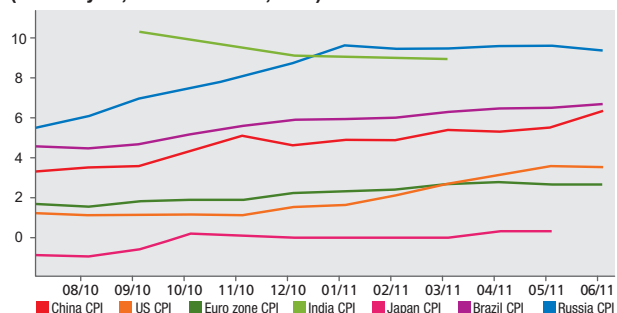
linked with the price of gold. Production costs for gold mining remain unchanged when the price of gold goes up, thus creating an operating leverage. Thus the performance of gold mining funds would be better than the gold price.

"Apart from gold mining funds, oil is another anti-inflation commodity. The oil price is expected to go back up to US\$110 per barrel, but the increase should be less than gold mining funds. Although commodities can counter inflation and attract hot money inflows, the demand for oil is also affected by economic performance, such as any slowdown in the global economy. Oil prices may not rise as much as the price of gold, or even gold mining stocks," says Pong. In addition to a lump-sum investment, Pong suggests the dollar cost averaging method, i.e., monthly fixed installment investing in gold mining, mining, or energy funds to fight the long-term war with inflation.

### 3. High-dividend stocks funds

One way of combating inflation is to obtain higher interest returns and wait for the appreciation of assets. High-dividend stocks funds fulfill both criteria. "Investing in these stock funds generally produces a dividend of 3%-4%. Coupled with the low valuation of the current stock market, returns would also include the appreciation of the stock price. Such stocks funds are more attractive in regions like Hong Kong and the US where interest rates are very low. In fact most US enterprises have strong cash flow. Share repurchases, and mergers and acquisitions are common. These factors are advantageous to stock prices and therefore the price of US stocks is expected to rise." Pong stressed that high-dividend stocks funds in Hong Kong and the US can be used as a counter-inflation tool.

**Chart 1: Inflation trend of major economies (from July 31, 2010 to June 30, 2011).**



Disclaimer: The information or comment was updated as of August 2011. The above information about investment choice, insurance, securities or other investments is for reference purposes only and does not constitute a recommendation or invitation to anyone or in any territory for the purchase or sales of any investment. The information and data in this document may be incomplete or condensed, and may change according to the market environment or other conditions. The Company has made all possible care to ensure the accuracy of the information contained herein. However, the Company, the author and the interviewee accept no responsibility as to the completeness of the information, data and opinions provided herein. Should you make your investment decision relying upon the information in this article, you do so at your own risk. Investment involves risk. The price of investment units may go down as well as up. Past performance is not indicative of future performance.

# Celebrating the 160<sup>th</sup> Anniversary of MassMutual

## "Dare to Dream a Brighter Future"



The management of MassMutual Asia and VIPs attended the MassMutual 160<sup>th</sup> Anniversary cocktail reception.

Imbued with the spirit of "Dare to Dream", George W. Rice, a young entrepreneur in his twenties from Springfield, Massachusetts, in the United States' New England region, established the Massachusetts Mutual Life Insurance Company on May 15, 1851, with the mission of enabling people to achieve their long-term goals and realize their dreams through insurance. To this day, the vision of "Dare to Dream a Brighter Future" has led the growth of MassMutual.

With the full support and trust of our customers over the past 160 years, MassMutual has become a diversified global financial-services organization now managing US\$448 billion<sup>1</sup> in assets. Ranking as one of the "Five Largest US Life Insurance Companies"<sup>2</sup>, MassMutual's business covers the United States, South America, Europe and Asia. The Group has ridden out several financial crises and still demonstrates robust financial strength reflected in its exceptionally high ratings from major ratings agencies.

### MassMutual Asia helps customers build a bright future

A flagship subsidiary of the Group in Asia, MassMutual Asia has inherited the vision of "Dare to Dream a Brighter Future". MassMutual Asia is

dedicated to delivering professional one-stop risk- and wealth-management consulting services to customers to help them achieve their long-term goals and dreams. We firmly believe that our customers also share our vision of "Dare to Dream" in planning for a brighter future for themselves and their families.

### A celebratory gathering at "The House of Dancing Water"

In celebration of MassMutual's 160<sup>th</sup> Anniversary and acknowledgement of the support from our customers, MassMutual Asia specially hosted grand celebrations on May 14 and 15 at The City of Dreams, Macau. Over 3,000 VIPs, financial consultants, and business partners were invited to attend the cocktail reception and watch "The House of Dancing Water", a breathtaking production created and directed by the world's iconic showmaker, Franco Dragone, who spent five years developing this spectacular.

1. Figure as of December 31, 2010.

2. Ranked according to the aggregate results of [Insurance: Life, Health (Mutual)] and [Insurance: Life, Health (Stock)] on the total revenues for 2010, based on the FORTUNE 500 as published on May 23, 2011.





## Critical Illness Supreme Benefit

In recent years, the number of hospitalizations due to critical illness has seen a rising trend. The same trend is also true for the cost of medical treatment. To help customers effectively transfer the risk of critical illness, MassMutual Asia proudly presents the Critical Illness Supreme Benefit. This supplementary benefit offers comprehensive coverage of up to 56 critical illnesses, 8 carcinoma-in-situ / early stage cancers as well as 8 severe child diseases. It covers the largest number of illnesses compared with similar plans on the market, and rarely will you find "accidental reconstructive surgery" cover in other policies. If the insured is diagnosed of any one of the critical illnesses covered, a lump sum advance payment from the sum insured of the life insurance plan will be made, which can be used to help relieve any financial burden. To give customers greater peace of mind, this supplementary benefit also provides an Extension of Life Protection, enabling the insured to opt for a permanent life insurance plan.

## Extension of Benefit Expiry Date for Accident Benefits

Accidents are always unexpected. It can happen at any place, any time, and at any age. To meet the protection needs of our customers against accidents, starting from July 25, MassMutual Asia has extended the benefit expiry date for the Integrated Accident Benefit, Accidental Death and Disablement Benefit, and Accidental Death Benefit, from the insured's 70<sup>th</sup> birthday to the policy anniversary following the insured's 75<sup>th</sup> birthday. This upgrade applies to all existing and new customers.



## Addition of Two Life Protection Options for a series of Universal Life Plans



To satisfy the different protection and savings needs of our customers, starting from July 25, MassMutual Asia has added two life protection options to the FLEXI-Life Insurance Plan, Dragon 2000 Flexible Insurance Plan, Dragon 2000+ Flexible Insurance Plan, Dynasty Saving Insurance Plan, ParentCare Insurance plan, and Prosperous Life Insurance Plan. In addition to the existing "Increasing Benefit", a "Level Benefit" and "Incremental Benefit" are now also available. The three options provide different levels of protection. Customers may opt for the best protection and savings balance for their policies to suit their own needs.

Life Protection Options	Death Benefit
Increasing Benefit	"Policy Value" + "Basic Sum Insured"
Incremental Benefit	"Policy Value" or "Basic Sum Insured + 50% of Policy Value - 50% of all withdrawals made within the 12 months preceding the date of the insured's death" (whichever is higher)
Level Benefit	"Policy Value" or "Basic Sum Insured - all withdrawals made within the 12 months preceding the date of the insured's death" (whichever is higher)

For more detailed information on these new products or upgrade service, please visit [www.massmutualasia.com](http://www.massmutualasia.com).

The above contains general information on the plans only. Please refer to the policy document for benefit coverage and exact terms and conditions.

### MassMutual Jr. Space Camp Program Space Dreams Made Possible in the Spirit of "Dare to Dream"

The 13<sup>th</sup> MassMutual Junior Space Camp Program, exclusively sponsored and organized by MassMutual Asia, continues to receive overwhelming support from children, parents, and schools. After three rounds of rigorous selection, eight Jr. Astronauts were chosen from some 2,000 applicants - Marcus Ng, Chloe Yeung, Jessamyn Chiu, Michael Lau, Travis Lui, Adrian Ngai, Chie Tong, and Gabrielle Tam. Each accompanied by one parent, the Jr. Astronauts embarked on a nine-day space exploration journey on July 27 at the US Space Camp in Huntsville, Alabama, and at the Kennedy Space Center in Florida.

During their journey, the Jr. Astronauts experienced a number of challenging space camp missions, including the "Space Shuttle Mission Trainer" that involved the Jr. Astronauts and their parents in executing a space shuttle mission in a full-scale space orbiter and ground-control center; performing missions outside the space shuttle while in orbit; experiencing moon-walking in a simulated environment with one-sixth of the Earth's gravity; and tumbling and spinning in the "Multi-axis Trainer" to experience the weightlessness and free movement in space.



During the trip, the Jr. Astronauts had the opportunity to meet with a real-life astronaut who has completed several space missions. The accompanying parents greatly appreciated the opportunity to learn and experience together with their children, a training program which significantly strengthened the parent-child bond.

The theme of this year's program is "Dare to make your space dreams come true". With the vision of "Dare to Dream", together with perseverance, inquisitiveness, and self-confidence, "It is Possible" to make space dreams come true.

### Go Volunteering Support Volunteer Service Trust



The Volunteer Service Trust is a charity registered under the Inland Revenue Ordinance, and funds volunteer projects and volunteers' skill enhancement and personal development. To mark the 10th Anniversary of the International Year of Volunteers (IYV+10) declared by the United Nations, the Trust has initiated a fund-raising campaign which grants special recognition to donors of HK\$50,000 or more. Dr Stephen Riady, Patron of the Campaign, and also a Trustee, has pledged full support, matching donations dollar for dollar.

"Every dollar we receive from you will be treasured," said Mr J.P. Lee, SBS, OBE, JP, Chairman of the Trust. Donations may be made by cheque payable to "The Incorporated Trustees of Volunteer Service Trust", or deposited to the Trust account at CITIC Bank International, account no. 018-735-203557500. Please send your cheque or the pay-in slip with your name and address details to Mr T. O. Yip, Trustee and Secretary, at T. O. Yip & Co. Limited, 5/F, Effectual Building, 16 Hennessy Road, Wanchai, Hong Kong. Donations of HK\$100 or above are tax deductible. For further information, please contact Ms Carol Fung at 2891 7722 or Ms Likie Lee at 2527 3825.

Simply present this coupon at any Quality HealthCare center to enjoy the following body check-up plan at discounted prices:

### Plan 1

Original Price: ~~HK\$1,250~~  
Discounted Price: HK\$700

- Physical Examination & Medical History
  - Weight, height, blood pressure, pulse, breasts and pelvic examination (Female)
- Complete Blood Count
- Urine Routine & Microscopy
- Stool routine (ova and parasite check)
- Diabetes Screening - Fasting Glucose
- Total Cholesterol
- Chest X-ray
- Pap Smear (Female)
- PSA (Male)
- Medical Report with Comments

### Plan 2

Original Price: ~~HK\$2,350~~  
Discounted Price: HK\$1,180

- Physical Examination & Medical History
  - Weight, height, blood pressure, pulse, breasts and pelvic examination (Female)
- Complete Blood Count
- Urine Routine & Microscopy
- Stool Routine (ova and parasite check) and Occult Blood Check
- Diabetes Screening - Fasting Glucose
- Kidney Function
  - Urea
  - Creatinine
- Liver Function
  - SGPT
  - SGOT
  - Alkaline Phosphatase
- Lipid Profile
  - Total Cholesterol
  - Triglycerides
- Gout Screening
  - Uric Acid
- T4
- Resting Electrocardiogram
- Chest X-ray
- Pap Smear (Female)
- Prostate Specific Antigen (Male)
- Medical Report with Comments



Customer Service Hotline: (852) 2851 3303



Simply present this coupon to enjoy a 15% discount upon any purchase at Comvita stores or showrooms.

Customer Service Hotline: (852) 2562 2335



**Terms & Conditions:**

- This offer is valid from September 1, 2011 to August 31, 2012.
- The coupon may be used once only but can be used by more than one person at the same time.
- The coupon cannot be redeemed for cash.
- The coupon may not be used in conjunction with other promotional offers.
- To enjoy this offer, use of the coupon must be indicated at the time of appointment booking and be presented before payment.
- MassMutual Asia Ltd. is not responsible for the transaction between the service vendor and the customer.
- In the event of any dispute, Quality HealthCare reserves the right of final decision.
- Quality HealthCare reserves the right to revise any terms and conditions of this promotional offer without prior notice.

**Quality HealthCare Body Check-up Centers:**

Districts: Sheung Wan, Central, Admiralty, Causeway Bay, Tsim Sha Tsui, Jordan, Mong Kok, Kowloon Bay, Sha Tin, Tseung Kwan O and Tsing Yi



**Terms & Conditions:**

- This coupon is valid from now until September 30, 2011.
- The coupon is applicable to all Comvita stores and showrooms in the Hong Kong SAR except for the showroom at Hong Kong International Airport.
- The coupon is not applicable to discounted products, UMF20+ Manuka Honey and UMF25+ Manuka Honey.
- The coupon may be used once only and is based on a single invoice. To enjoy the offer, coupon should be presented before payment.
- The coupon cannot be redeemed for cash.
- The coupon may not be used in conjunction with other promotional offers.
- MassMutual Asia Ltd. is not responsible for the transaction between the vendor and the customer (including the product quality).
- The supply of products is limited and is available only while stocks last.
- Comvita reserves the right to revise the products and prices without prior notice.
- In the event of any dispute, Comvita reserves the right of final decision.

