



Customer
Newsletter
11 • 2016

健康與財富
Health and Wealth

165
HERITAGE



MassMutual
FINANCIAL GROUPSM



Safeguard
your wealth

Last year, MassMutual Asia provided customers with a total of HK\$480 million in claims payments, over HK\$100 million of which went to pay for critical illnesses. As a matter of fact, anyone can contract a critical illness at any time. The medical expenses for critical illness treatment and the loss of income can deal a severe blow to a family's financial situation. For that reason alone, having sufficient health coverage is crucial to safeguarding your wealth.

Critical illnesses are illnesses that are life threatening, difficult to treat or rare. Generally speaking, the treatment period is longer and thus the medical expenses incurred are relatively higher. Worst of all, on contracting a critical illness, patients may also suffer from loss of income because the treatment may keep them from working. The claims statistics of MassMutual Asia indicate that most people only have critical illness coverage of less than HK\$500,000. As a result, over 70% of the claims payments are of less than HK\$400,000.

Having Coverage ≠ Sufficient Coverage

In the unfortunate event of contracting a critical illness, if the coverage is not sufficient to cover the actual medical expenses, one will have to absorb the difference. In fact, of all critical-illness claims at MassMutual Asia, some 78% of the claims are due to cancer. Given that cancer treatments are costly, having health coverage alone is not enough, and the key here is to ensure that sufficient coverage is in place to cope with the huge medical expenses that may be incurred.

Cost for treating stage III colorectal cancer	
Treatment cost (surgery, chemotherapy, radiotherapy and drug target)	\$500,000
Medical Expenses (three years of target-drug treatment, regular check-up and testing, etc.)	\$450,000
Loss of income (\$40,000 x 36 months)	\$1,440,000
Total	\$2,390,000

The above information on medical expenses is provided by a registered medical practitioner and is for reference only. Actual fees will depend upon the patient's medical condition, the medication and doctors' fees. The income amount is based on the median monthly household income of households residing in private permanent housing in the 2015 Quarterly Report on General Household Survey, Census and Statistics Department, Hong Kong (Published in August 2015).

The best strategy for safeguarding your wealth is to give your health the protection it deserves.

The claims statistics of MassMutual Asia in 2015 offer some insights:

? WHY

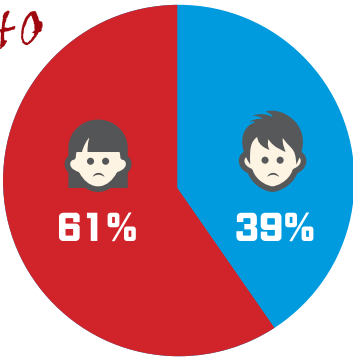
Illness	%
Cancer	78%
Cardiovascular Diseases ¹	11%
Brain Diseases ²	4%
Stroke	4%
Pregnancy Complications	1%
Kidney Failure, Insulin Dependent Diabetes Mellitus (Juvenile Onset)	1%
Others (Deafness, Dysfunction etc.)	1%



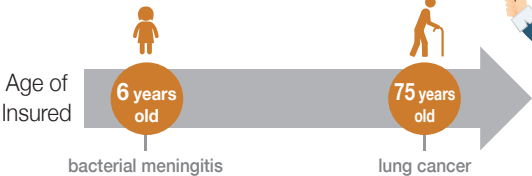
Cancer, cardiovascular diseases, stroke are common. In fact, there are other critical illnesses that are life threatening.

Note:
1. Including ischemic heart disease, cardiomyopathy, myocardial infarction, coronary artery disease, angioplasty, heart valve replacement and surgery to aorta, etc.
2. Including encephalitis, nervous system diseases, brain tumour, bacterial meningitis, and brain surgery, etc.

? WHO

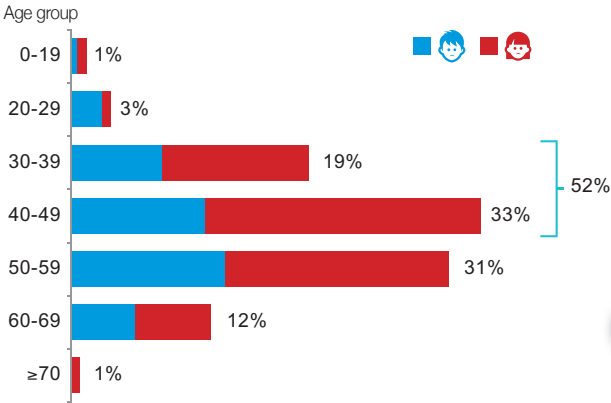


Do you know the age of the youngest and oldest insured when diagnosed with a critical illness?



Anyone may contract a critical illness regardless of age and gender.

? WHEN



Note: The percentage includes both males and females

People aged 30-49 are in the prime of their career. However, over 50% of critical-illness claims come from this age group.

Those aged 50-59 accounted for 30% of claims due to critical illness. Most of them are the family breadwinner and are responsible for the home mortgage, children's education and daily expenses.



If unable to work due to critical illness, without sufficient financial support, how can anyone cope with the medical costs and family expenses?



"Sufficient" and "Prevention"

The key to a quality retirement life is to have sufficient savings and adequate medical coverage.

According to the latest survey by the Public Opinion Programme of the University of Hong Kong commissioned by MassMutual Asia, Hong Kong people aspire to a worry-free retirement life that allows them to travel whenever they want. However, their "confidence level" in realizing their dream retirement life hit a record low, dropping to 5.4 from 6.1 (out of 10), mainly due to:

Insufficient savings for retirement and underestimation of inflation. Respondents calculated that their retirement funds would only be HK\$4.09 million on average, far less than what they will actually need.

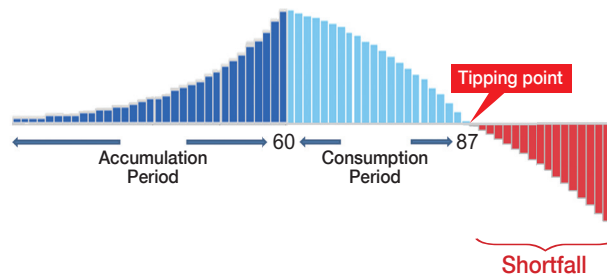
A longer lifespan implies a need for a bigger retirement fund. Figures from the Hong Kong Census and Statistics Department show that average life expectancy at birth is now 81 years for males and 87 years for females. Take a female who retires at age 60 as an example: with average monthly retirement expenses at HK\$12,300 (present value), the actual amount required for retirement will be far higher than the expected total of HK\$4.09 million, after taking inflation into consideration.

Case Study

Average age of respondents	41
Average expected retirement age	60
Life expectancy ¹	87
Expected years in retirement	27
Expected monthly retirement expenses (present value)	\$12,300
Monthly retirement expenses ² (future value)	\$21,600
Actual retirement funds required	\$6,998,400
Expected retirement funds required	\$4,090,000
Shortfall in retirement funds	42%

Note: Above figures are rounded to the nearest hundred.
 1. Hong Kong Annual Digest of Statistics 2015 by The Hong Kong Census and Statistics Department
 2. The average inflation rate and bank interest rate are both estimated to be 3% per year.

It is not possible to estimate a person's life expectancy. If we are fortunate enough to live a long life, once we hit the retirement tipping point and our retirement funds run out, how can we deal with the shortfall during the rest of our days?



"Health problems" is the second biggest concern of Hong Kong people, with up to 53% of respondents worrying about contracting a critical illness such as cancer. However, half of them are not insured against critical illness. Even if they are, less than 20% of them are covered by a sum insured of more than HK\$500,000, indicating that protection remains highly inadequate.

It seems that Hong Kong people seriously underestimate what is needed for retirement and that their awareness of risk management remains low. So how can we guarantee a worry-free retirement life?

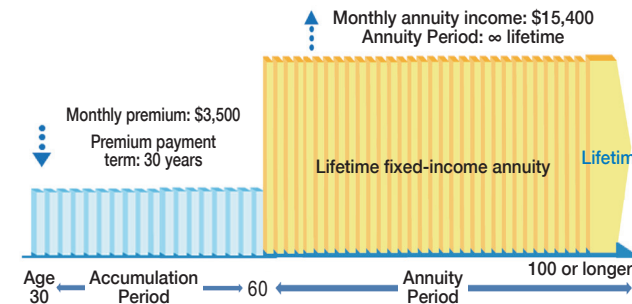
Remember the keywords

To clear obstacles against a quality retirement life, keep in mind the two keywords:

"Sufficient" retirement funds

How much is enough? Life expectancy cannot be predicted. No matter how much you have in your savings, it may still run out one day. Only an annuity plan can assure you of a worry-free retirement life and prevent you from hitting the retirement tipping point.

Take Benny (aged 30) as an example. He plans to retire at age 60, and estimates that his monthly retirement expenses will be HK\$12,300, which projects to HK\$29,900 after taking inflation into consideration. Benny then takes out an annuity plan. With a monthly premium of HK\$3,500, he will be able to secure a monthly annuity income for the rest of his life, sparing him from the risk of hitting the retirement tipping point, even though he lives beyond average life expectancy.



Note: The above example is based on a male customer insured with Target Lifetime Annuity Saver. The target premium is paid annually and the figures for the target yearly premium and total premium payment are rounded to the nearest ten dollars. The figures illustrated are based on the assumed declared interest rate 4.5% (inclusive of Retrospective Interest), Guaranteed Special Bonus, Extra Bonuses, premium paid-up-to date, 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 annual annuity income is calculated based on the accumulated cash value, lifetime fixed-income annuity option, and current annuity rate. The annuity rate is calculated based on the current mortality rate, current annuity interest rate, expenses, etc. The actual annual annuity income will be calculated based on the annuity rate in effect on the annuity date.

A "genuine" annuity offers stable returns during the accumulation period, and lifetime annuity income offers sustainability during the annuity period, and can hedge the financial impact of longevity risk.

Whose needs can be met by an annuity plan ?

Couples with children: The guaranteed monthly annuity income spares you from becoming a financial burden on your children due to insufficient retirement funds. You can also opt for the joint-annuitant option that allows your other half to continue to receive the annuity for the rest of his/her life in the event of the death of either annuitant.

Affluent singles: Living a single life is totally fine. Map out a sound retirement plan with an annuity as early as possible so that you can secure an enjoyable retirement life just as before you retire.

Post-80/90s: Time is the greatest asset of young people. They love to spend. Taking out an annuity plan when you are still young can not only help control overspending, but also gives you the benefit of the compounding effect, allowing you to save up more for your retirement with ease.

Investors: An unpredictable investment market may disturb your retirement plans. According to the "Multi-pillar Retirement System" advocated by the World Bank, including an annuity plan in your investment portfolio will help balance the overall risk. Not only that, the lifelong annuity income is a constant source of income to support your retirement life.

"Avoid" wealth erosion

Medical expenses are an "involuntary expenditure", especially the treatment costs for critical illnesses such as cancer and heart disease, which can easily mount up to over HK\$1 million. Without proper coverage for critical illness as a safety net, you may need to use your retirement funds to cope with expensive treatment costs. Indeed, a small portion of your savings is already enough to offset the financial risk brought about by critical illness. For example, for a non-smoking male, aged 30, it only costs tens of dollars per day to take out a premium-refundable critical-illness protection plan with a sum insured of HK\$1 million and coverage up to age 100. If he remains healthy, he can get a partial refund of premiums, or even full refund of premiums paid, upon policy surrender.

So, start your planning early to secure a quality retirement life!



Eggs - The Cancer Fighter

Many people are aware of the risk of cancer and are willing to spend a lot of money on superfoods that claim to prevent cancer, but they seem to forget that an egg that costs only a few dollars also helps fight cancer. Eggs are good for human and plant health, and contribute positively to the environment.

Gabriel Pun, an accredited practicing dietitian of the Hong Kong Dietitians Association, says that eggs contain the amino acids, unsaturated fatty acids, vitamins, choline, folic acid, high-density cholesterol, protein, fats and minerals that are essential to human beings. Among them, vitamin A, vitamin E, selenium and zinc are antioxidants that neutralize free radicals. Eating eggs together with other foods that are high in selenium, such as vegetables and nuts, are even more effective in fighting against cancer.

In addition, a study by the University of Alberta also revealed that the two amino acids, Tryptophan and Tyrosine, in eggs also present antioxidant properties to a certain extent, and are believed to help prevent cancer and cardiovascular diseases. The two types of carotene, Lutein and Zeaxanthin, in egg yolks are also proved by scientific research to be cancer-fighting elements.

However, it is generally believed that even though eggs are beneficial to child development, they are also high in cholesterol, which increases the risk of cardiovascular diseases for adults. Therefore, many people limit their consumption of eggs or only eat the egg whites.

Yolk and white together

Pun believes that most of the nutrients of an egg are stored in the yolk. As egg whites mainly contain protein and water, eating only the egg whites will not yield the benefits of the nutrients in the egg yolks. For example, lutein in the egg yolks protects the retina, and vitamins A, D, E and B are beneficial to human organs. And egg yolk is one of the few foods that is high in vitamin D, which aids calcium absorption. Therefore, we are recommended to eat both the yolk and the white.

The 2015-2020 Dietary Guidelines lately published by the U.S. Department of Health and Human Services and the U.S. Department of Agriculture have dropped the recommendation of "no more than 300 mg of cholesterol per person per day" since there is no proof that dietary cholesterol and lipids are significantly correlated. A test conducted by the University of Eastern Finland on the relationship between the amount of dietary cholesterol and cardiovascular disease also came to the conclusion that eating eggs or more cholesterol does not increase the risk of cardiovascular disease.

Pun noted that an excessive intake of saturated fats (fat meat, animal skin, condensed milk, evaporated milk) and trans fats (pastries, coconut cream bun, cookies, etc.) leads to more bad cholesterol being generated by the liver, and is the real culprit in high levels of cholesterol. On the other hand, eating one to two eggs per day does not increase the risk of cardiovascular disease or stroke. Nevertheless, patients with diabetes and cardiovascular



disease are advised not to eat more than four eggs per week. Besides, it is noteworthy that cooking methods such as boiling or steaming eggs are preferred to avoid an excessive intake of fats.

Indeed, eating an appropriate amount of eggs is not only beneficial to the human body, but also acts as a low cost "supplement" for plants and the living environment. Whole eggs carry a highly nutritious value, and making use of the nutrients in the egg shells can turn them into a cleaner and fertilizer. The U.S. website Good Housekeeping provides tips on making good use of egg shells in daily life.

Egg Shells for a Green Life

Natural fertilizer: egg shells rapidly decompose in soil and provide a rich source of calcium and minerals for the soil. Scattering crushed egg shells onto the soil helps plants grow and slows the rotting of roots.

Nontoxic pest control: putting egg shells around the plants and flowers can prevent insects or snails from eating the plants, and is an environmentally-friendly practice.

Seed starters: filling half an egg shell with garden soil before planting seeds helps the seeds grow faster.

Eggs are absolutely environmentally friendly. Swedish researchers discovered that among the foods that are rich in protein, a single egg will produce around 20kg of eggs (around 350 eggs) over a period of 1.5 years, making it the most environmentally-friendly food, thanks to the short feeding time, high yield and low energy consumption.

Food (1kg)	Greenhouse gas emission (g)	Energy consumption (MJ)
Egg	1,600	8.2
Pork	4,300	22.6
Beef	13,400	37.2

It is surprising that such a small thing as an egg can be beneficial not only to the human body, but also to plants and the environment. Apparently, cancer-fighting practices are one of the ways to live a low-carbon, environmentally-friendly lifestyle.



Recognition for Innovation and the "Dare to dream" Spirit

MassMutual is 'where dreams are made' and is dedicated to developing innovative solutions in protection, investment and retirement. Thanks to this commitment, we have been honored with a number of accolades.

Four Honors from BENCHMARK Wealth Management Awards 2015



Best-in-Class -
Critical Illness



Outstanding Achiever -
Retirement Product



Outstanding Achiever -
Universal Life Product



Outstanding Achiever -
Product Innovation (Insurance)

Three Titles from Bloomberg Businessweek Financial Institution Awards 2016



Retirement Planning -
Excellence



Critical Illness Protection -
Excellence



Life Insurance - Outstanding
Performance

CAPITAL Merits of Achievement in Banking and Finance - Best in Insurance for four consecutive years (2012-2015)



"Hong Kong Business High Flyers Awards 2015 - Innovative Insurance Company" for two consecutive years

Non-stop Celebrations for MassMutual's 165th Anniversary

Title Sponsorship for Kay Tse's "Missing Kay" Concert

In celebration of MassMutual's 165th anniversary, MassMutual Asia is proud to title sponsor the "MassMutual Presents 'Missing Kay' World Tour HK". Both Kay and MassMutual share the same belief: as Kay endeavors to innovate while we live our corporate vision of "MassMutual - Where Dreams Are Made".



Celebrating the our 165th anniversary with charity work

As we celebrate MassMutual's 165th anniversary, it is particularly meaningful for us to demonstrate our concern for the needy in Hong Kong. With 800 consultants and staff participating in the Community Chest New Territories Walk for Millions, we contributed a total donation of over HK\$180,000 and received the Outstanding Walk Team Award from the Community Chest. In addition, in January, MassMutual Asia hosted the "Stage a Thrilling Life" Charity Seminar at the Hong Kong Convention Centre in January, inviting pop artists Kay Tse and Alfred Hui to share their visions of life and to give a live singing performance. All proceeds from the ticket sales totaling \$318,000 have been donated to the Hong Kong Anti-Cancer Society.



Premium Discount offer up to HK\$10,000

To thank our customers for their loyal support, from November 1 to December 12, 2016, a premium discount of up to HK\$10,000 will be offered upon successful application for any designated individual basic plans with an average monthly target premium meeting the requirements shown below.

Premium Discount Amount	HK\$10,000	HK\$2,000
Average Monthly Target Premium	US\$2,000 / HK\$16,000 or above	US\$500 / HK\$4,000 or above

Note: The above promotion offer is not applicable to investment-linked plans and or single-premium plans and is subject to terms and conditions. Please contact our consultants or refer to the promotion flyer for details.



Extra Cancer Care

The risk of cancer is high in Hong Kong, and on average one in every five women or four men may suffer from cancer. Worst of all, up to 40% of people newly diagnosed with cancer are aged in their 20s to 50s and in the prime of their careers. Faced with medical costs mounting up to over a million dollars and the loss of income during treatment, financial planning assumes the utmost importance. Extra Cancer Care provides all-round coverage from diagnostic investigation and medical treatment to ongoing monitoring after treatment. The plan offers a maximum lifetime limit of up to HK\$9 million, with full reimbursement of the actual medical expenses for diagnosis and treatment.



額外癌症保障
Extra Cancer Care

- Extra Cash Benefit:** Monthly living benefit and hospital cash

Extra Care Benefit: Relevant Chinese herbalist consultation, dietician consultation, physiotherapist consultation, home nursing and psychological counselling during the treatment and within the five subsequent years.

Multiple Cancer Benefits: Compared to similar plans in the market, this plan offers more relaxed criteria for cancer claims. For example, any return of a particular cancer will be considered as another cancer as long as the period elapsing between the diagnosis dates of two different cancers is only one year or more.
- Market Unique

Market Unique

PrimeWealth Saver



首屆財富儲蓄保
PrimeWealth Saver

Many of us dream of buying a home, starting a business, offering quality education to our children and enjoying a worry-free retirement. To make our dreams come true, it is important to map out a sound financial plan as early as possible. PrimeWealth Saver offers various benefits to help you grow your wealth and achieve your lifelong goals:

- Higher Returns:** The proactive asset allocation strategy optimizes long-term potential returns and provides a non-guaranteed Terminal Bonus.
- Capital Guarantee:** The Guaranteed Cash Value is based on the duration for which the policy has been in force and can be up to 250% of the Total Premiums Paid.
- Short Premium Payment Term:** A premium payment term option of 5 or 10 years with a fixed premium amount.
- Lifelong Annuity:** The lifetime annuity option is offered which guarantees lifelong annuity income for the rest of the policyowner's life

Hospital Benefits

With medical technologies advancing day by day, some surgical procedures can now be performed in clinics. More importantly, these save much time and hassle as the patient does not need hospitalization. MassMutual Asia's Hospital Benefits provides comprehensive coverage and reimburses the actual hospitalization and medical expenses as well as clinical surgery costs covering some 30 types of surgical procedure performed in the day-case unit of a hospital or designated clinic. Such procedures include the removal of cataracts, hemorrhoidectomy (external/internal), operations for detached retina, gastroscopy and colonoscopy. For full details of these benefits, please refer to the policy document or the "Clinical Surgery for Hospital Benefits" in the "Customer Newsletter" section on the MassMutual Asia website.

Note: *The information above is for reference only. For details of the benefits, please refer to the product brochure or contact our consultants.



住院保障計劃
Hospital Benefits

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

Plan 1

Original Rate: HK\$2,060
Preferential Rate: HK\$1,010

- 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)
- Prostate Specific Antigen (Male)
- Medical Report with Comments

Plan 2

Original Rate: HK\$3,900
Preferential Rate: HK\$1,720

- 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
- Thyroid Function
- T4
- Resting Electro-cardiogram
- Chest X-ray
- Pap Smear (Female)
- Prostate Specific Antigen (Male)
- Medical Report with Comments

(CS Code : BB93)

(CS Code : BB94)

Customer Service Hotline: (852)2851 3303



OTO
Balance Life

Simply present this coupon to enjoy HK\$200 discount upon any purchase of HK\$1,000 or above at OTO Showrooms.



Customer Service Hotline: (852)2549 4611

Terms & Conditions:

- This offer is valid from now until June 30, 2017.
- 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, Quarry Bay, Tsim Sha Tsui, Mong Kok, Kowloon Bay, Jordan, Sha Tin, Tseung Kwan O, Tsing Yi, Tuen Mun and Discovery Bay



Terms & Conditions:

- The voucher is valid from now until February 28, 2017.
- The voucher is valid at OTO showrooms in Hong Kong (except consignment counters at department stores).
- The voucher cannot be used in conjunction with other special offers or discounts.
- The voucher cannot be refunded, redeemed for cash, for a gift voucher or for any other product.
- The voucher cannot be used for purchasing display items, accessories, paying for maintenance, components, or transportation or any other service charge.
- The voucher must be presented before payment to enjoy the offer and can only be used once and solely in one transaction; photocopy is not acceptable.
- No change will be given for any unused balance of the voucher.
- In event of any dispute, OTO Bodycare (H.K.) Ltd. reserves the right of final decision and the right to revise the above terms and conditions without prior notice.
- MassMutual Asia Ltd. is not responsible for any transaction between OTO Bodycare (H.K.) Ltd. and the client.



Using Personal Data for Direct Marketing Activities:

MassMutual Asia Limited may use your name and contact details for direct marketing activities in relation to health, medical, insurance, financial or retirement products or services. If you prefer not to receive any direct marketing promotions or materials from MassMutual Asia Limited, please send your request in writing to our Personal Data Protection Officer at 12/F, 38 Gloucester Road, Hong Kong. We will cease to so use your personal information for direct marketing activities without any charge, upon receipt of your written request.

Movie Treat from MassMutual: "From Where Dreams are Made - Rex Tso"

To celebrate our 165th anniversary, Rex Tso is invited to be MassMutual's brand ambassador. Being Hong Kong's first professional boxer unbeaten in 20 fights, Rex Tso lives the same vision as MassMutual. Directed by the renowned director, Mr Larry Lau, "From Where Dreams are Made - Rex Tso" is about the "dare to dream" story of the "Wonder Kid". The micro movie has gained wide applause since launch and drawn over 800,000 views.



MassMutual Asia has sponsored the "Battle of Victors" to support Rex Tso in achieving his 20th consecutive victory.



MassMutual gave Tsim Sha Tsui MTR Station a makeover, covering the station platform with the positive message of 'MassMutual - Where Dreams Are Made' and featuring Rex who speaks out Hong Kong people's dreams for retirement, health and protection in the campaign.

To watch "From Where Dreams are Made - Rex Tso", please go to:

