

HSBC Hong Li Yue Yue Ying Annuity Insurance (Participating) - Type C: Education Planning

This is a participating insurance product, its dividend distribution is not guaranteed.

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"We" and "the company" in this brochure refer to HSBC Life Insurance Company Limited.



HSBC
Life

RBF-1901

Thousands of Kindly Feelings, A Comprehensive Planning

You work hard to strive for excellence, further your career and you also hope that this success can be continued; and you can use your accumulated wealth to create a good starting point for your child to let him/her have a glorious future.

Can he/she successfully complete the education, establish a career, get married and settle down and then begin to have a wonderful life? Actually, every step of climbing and progress in the beginning of life of your child needs your support, good care, encouragement and applause.

Parents shall provide the basic necessities of life, make the morality and knowledge cultivation available and prepare the comprehensive financial planning for their children to let them grow up healthily and strongly.

HSBC Hong Li Yue Yue Ying Annuity Insurance (Participating)-Type C, provides the sustained and stable Cash Coupon for your child's growth and enables your child to share in the participating business growth results of the company to let your kindly feelings for your child become a firm support for him/her to learn knowledge, establish a career, get married and purchase a property.



Benefit at a glance

The stable Cash Coupon to be paid on monthly basis

Since from the First Cash Coupon Payment Day, we will pay the 'Cash Coupon' to the Living Beneficiary, which is based on the Basic Sum Assured of corresponding Cash Coupon Payment Day, if the Insured is still alive by 24:00 of each Cash Coupon Payment Day. The Cash Coupon Payment Day means the First Cash Coupon Payment Day and its corresponding day in the following months.

Reversionary Bonus and Terminal bonus to share the market growth

This plan is entitled with the following dividend distribution methods:

1. Reversionary Bonus

- (1) **To be paid each month to increase living income:**
If the Insured is still alive by 24:00 of each Cash Coupon Payment Day and the contract is effective, in addition to the Cash Coupon of that month, the accumulated reversionary bonus which has been announced at that time will be paid to the Living Beneficiary.
 - (2) **To be paid to increase death claim payment:**
If the Insured dies before 24:00 of the First Cash Coupon Payment Day, in addition to the Death Benefit, the total number of all installments of Cash Coupon payments times the accumulated reversionary bonus which has been announced for the time will be paid to survived Death Beneficiary as additional part of death payment;
If the Insured dies after 24:00 of the First Cash Coupon Payment Day, in addition to the Death Benefit, the additional part of death benefit will be paid to survived Death Beneficiary, which equals the accumulated reversionary bonus which has been announced for the time multiplying the number of unpaid installments of Cash Coupon payments from the date of death of the Insured to the date of policy maturity.
 - (3) **To be paid to increase total permanent disability claim payment:**
If the Insured is diagnosed with total permanent disability before 24:00 of the First Cash Coupon Payment Day, in addition to the Total Permanent Disability Benefit, the total number of all installments of Cash Coupon payments times the accumulated reversionary bonus which has been announced for the time will be paid to the Insured as additional part of Total Permanent Disability payment;
If the Insured is diagnosed with total permanent disability after 24:00 of the First Cash Coupon Payment Day, in addition to the Total Permanent Disability Benefit, the additional part of Total Permanent Disability payment will be paid to the insured, which equals the accumulated reversionary bonus which has been announced for the time multiplying the number of unpaid installments of Cash Coupon payments from the date of Total Permanent Disability of the Insured to the date of policy maturity.
- Once Reversionary Bonus is announced, it will not be changed.

2. Terminal Bonus

- (1) **Terminal Bonus for Policy Maturity**
If the Insured is still alive by the policy maturity date and the policy is in force, we will pay the Terminal Bonus for Policy Maturity to the Living Beneficiary in a lump sum at policy maturity date.
- (2) **Terminal Bonus for Death/Total Permanent Disability Claim**
If the Insured dies any time after the first anniversary of the Policy during the policy term, we will pay the Terminal Bonus for Death Claim to the survived Death Beneficiary in a lump sum. If the Insured is diagnosed with Total Permanent Disability any time after the first anniversary of the Policy during the policy term, we will pay the Terminal Bonus for Total Permanent Disability Claim to the insured in a lump sum.
- (3) **Terminal Bonus for Surrender**
If you apply for surrender of the Policy (or Policy cancellation) any time after the fifth anniversary of the Policy during the policy term, we will pay the Terminal Bonus for Surrender to you in a lump sum.

Note: The dividend distribution is not certain. During the lapse period of the insurance contract, no dividend will be distributed.
For details, please refer to the insurance contract.



Death & Total Permanent Disability for life protection

1. Death Benefit

Upon the death of the Insured before 24:00 of the First Cash Coupon Payment Day, the Policy shall terminate and we will pay Death Benefit to the survived Death Beneficiary in accordance with either of the following terms whichever yields a greater amount:

- (1) Cash value of the Basic Sum Assured under the Policy upon death of the insured;
- (2) The total paid premium under the Policy upon death of the insured.

Upon the death of the insured after 24:00 of the First Cash Coupon Payment Day, the Policy shall terminate and we will pay Death Benefit to the survived Death Beneficiary in accordance with the greatest one among following three terms:

- (1) Cash value of the Basic Sum Assured under the Policy upon death of the insured;
- (2) Total premium amount paid under the Policy minus total cash coupon that has been paid upon death of the insured;
- (3) Twenty-Four times of the Basic Sum Assured under the Policy upon death of the insured.

2. Total Permanent Disability Benefit

Where the Insured is diagnosed with the Total Permanent Disability before 24:00 of the First Cash Coupon Payment Day, the Policy shall terminate and we will pay Total Permanent Disable Benefit to the Insured in accordance with either of the following terms whichever yields a greater amount:

- (1) Cash value of the Basic Sum Assured under the Policy when the Insured is diagnosed with the Total Permanent Disability;
- (2) The total paid premium under the Policy when the Insured is diagnosed with the Total Permanent Disability.

Where the Insured is diagnosed with the Total Permanent Disability after 24:00 of the First Cash Coupon Payment Day, the Policy shall terminate and we will pay Total Permanent Disable Benefit to the Insured in accordance with the greatest one among following three terms:

- (1) Cash value of the Basic Sum Assured under the Policy when the Insured is diagnosed with the Total Permanent Disability;
- (2) Total premium amount paid under the Policy minus total cash coupon that has been paid when the Insured is diagnosed with the Total Permanent Disability;
- (3) Twenty-Four times of the Basic Sum Assured under the Policy when the Insured is diagnosed with the Total Permanent Disability.

Note: Only one Total Permanent Disability Benefit will be paid even if there is more than one Total Permanent Disability caused in the same event.

The Living Beneficiary change service for multi children family

You can apply this education planning for your kid and have the kid as the Insured of the Policy. Unless otherwise agreed, the default living beneficiary is the insured himself/herself. If you think about including your other kids into this education planning, you could come to us to apply for Living Beneficiary change and specify the benefit allocation percentage for each living beneficiaries.

Note: The change of Living Beneficiary shall comply with the company's related operating rule at the time of the change application and will be effective by the remark or endorsement is issued or attached under the Policy.



Application Process & Rule

Application Process

Step 1

Decide the Basis Sum Assured according to your need on education fee level

Step 2

Choose the matched Cash Coupon Payment Starting Age and Cash Coupon Payment Period according to the period of your education planning

Step 3

Choose the proper Premium Payment Term according to your current financial situation and affordability

Application Rule

HSBC Hong Li Yue Yue Ying Annuity Insurance (Participating) - Type C provides following application plans to apply for **education planning**:

| Cash Coupon Payment Starting Age | Cash Coupon Payment Period/ Policy term | Available Premium Payment Term | Available Issue Age Range |
|----------------------------------|---|--------------------------------|---|
| Age 7 | Till Age 25 | 3 / 5 years | 3 years pay: From 30 days to age 2 5 years pay: From 30 days to age 2 |
| Age 12 | Till Age 25 | 3 / 5 years | 3 years pay: From 30 days to age 7 5 years pay: From 30 days to age 5 |
| Age 15 | Till Age 25 | 3 / 5 years | 3 years pay: From 30 days to age 10 5 years pay: From 30 days to age 8 |
| Age 18 | Till Age 25 | 3 / 5 years | 3 years pay: From 30 days to age 10 5 years pay: From 30 days to age 8 |
| The 6 th policy year | Till maturity (policy term of 20 years) | Single; 3 / 5 years | From 30 days to age 17 |
| The 6 th policy year | Till maturity (policy term of 25 years) | Single; 3 / 5 years | From 30 days to age 17 |
| The 6 th policy year | Till maturity (policy term of 35 years) | Single; 3 / 5 years | From 30 days to age 17 |

This product provides the premium payment mode of Single payment and Annual payment.



Example Case

Example Case

Mr. Feng who is acting as a middle-level manager in a foreign company has a 5-year-old son named Xiao Feng. Mr. Feng agreed to the importance of planning the child's education ahead of time and bought the HSBC Hong Li Yue Yue Ying Annuity Insurance (Participating)-Type C policy for Xiao Feng as the insured. Mr. Feng chose the Basic Sum Assured of RMB 10,000, Premium Payment Term of 3 years, the Policy Term will last till Xiao Feng is 25 years old and the Cash Coupon payment will start from Xiao Feng age 18 till the policy maturity, in which Mr. Feng needs to pay the premium of RMB 237,920 each year with the total premium payment of RMB 713,760 for three years.

Assuming no change on Living Beneficiary, the insurance benefits of the Policy are as followings:

1) Cash Coupon

From the nearest policy year after reaching age 18, Xiao Feng can get the Cash Coupon of RMB 10,000 every month until the 1st policy anniversary date after reaching age 25 when policy term expires. The total amount of Cash Coupon (excluding interests) is up to RMB 840,000.

2) Reversionary Bonus and Terminal Bonus

From the nearest policy year after reaching age 18, in addition to the Cash Coupon, every month Xiao Feng can also receive the Accumulated Reversionary Bonus that has been announced until the policy maturity. As illustrated at the mid-level rate of investment return, the total amount of accumulated Reversionary Bonus (excluding the interests) can be up to RMB283,764. In addition to Reversionary Bonus, Xiao Feng can also receive the Terminal Bonus upon policy maturity, and as illustrated at the mid-level rate of investment return, the Terminal Bonus can be RMB32,373. The total of the above two items of bonus can be RMB 316,137.

Please be noted that the dividend (Reversionary Bonus and Terminal Bonus) distribution is not guaranteed.

3) Death or Total Permanent Disability Payment

During policy term, if Xiao Feng dies or is diagnosed with Total Permanent Disability before first cash coupon payment day of age 18, and as illustrated at the mid-level rate of investment return, the Beneficiary can get the corresponding insurance benefit up to RMB 976,662 at the highest case; if Xiao Feng dies or is diagnosed with Total Permanent Disability after first cash coupon payment day of age 18, and as illustrated at the mid-level rate of investment return, the Beneficiary can get the corresponding insurance benefit up to RMB 880,927 at the highest case.

In line with the above example, detailed benefit illustration at low, medium and high level of investment return are listed as below:

| Policy Year | Age | Premium Of the Year | Premium Accumulated | Death or Total Permanent Disability Benefit | | | Death or Total Permanent Disability payment= Death or Total Permanent Disability Benefit + Reversionary Bonus + Terminal Bonus | | | Cash Coupon of the Year | Survival payment of the year= Cash coupon+ Reversionary Bonus+ Terminal Bonus | | | Accumulated Cash Coupon | Accumulated Survival payment | | | Cash value of Basic Sum Assured | Surrender payment = Cash value of Basic Sum Assured + cash value of Reversionary Bonus + Terminal Bonus | | |
|-------------|-----|---------------------|---------------------|---|---------|---------|--|---------|-----------|-------------------------|---|---------|---------|-------------------------|------------------------------|-----------|-----------|---------------------------------|---|---------|-----------|
| | | | | Low | Medium | High | Low | Medium | High | | Low | Medium | High | | Low | Medium | High | | Low | Medium | High |
| 1 | 6 | 237,920 | 237,920 | 237,920 | 237,920 | 237,920 | 237,920 | 237,920 | 237,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 153,530 | 153,530 | 156,994 | 157,659 |
| 2 | 7 | 237,920 | 475,840 | 475,840 | 475,840 | 482,927 | 475,840 | 482,927 | 492,549 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 349,300 | 349,300 | 360,050 | 362,122 |
| 3 | 8 | 237,920 | 713,760 | 713,760 | 713,760 | 733,478 | 713,760 | 733,478 | 753,796 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 564,090 | 564,090 | 586,403 | 590,743 |
| 4 | 9 | 0 | 713,760 | 713,760 | 713,760 | 751,830 | 713,760 | 751,830 | 784,004 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 590,990 | 580,990 | 615,775 | 622,616 |
| 5 | 10 | 0 | 713,760 | 713,760 | 713,760 | 770,509 | 713,760 | 770,509 | 814,681 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 598,400 | 598,400 | 654,710 | 707,156 |
| 6 | 11 | 0 | 713,760 | 713,760 | 713,760 | 789,515 | 713,760 | 789,515 | 845,829 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 616,330 | 616,330 | 688,716 | 752,747 |
| 7 | 12 | 0 | 713,760 | 713,760 | 713,760 | 808,866 | 713,760 | 808,866 | 877,465 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 634,800 | 634,800 | 724,345 | 800,251 |
| 8 | 13 | 0 | 713,760 | 713,760 | 713,760 | 828,562 | 713,760 | 828,562 | 909,604 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 653,830 | 653,830 | 761,682 | 849,774 |
| 9 | 14 | 0 | 713,760 | 713,760 | 713,760 | 848,610 | 713,760 | 848,610 | 942,256 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 673,430 | 673,430 | 800,809 | 901,418 |
| 10 | 15 | 0 | 713,760 | 713,760 | 713,760 | 869,020 | 713,760 | 869,020 | 975,428 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 693,630 | 693,630 | 841,830 | 955,313 |
| 11 | 16 | 0 | 713,760 | 714,430 | 714,430 | 890,469 | 714,430 | 890,469 | 1,009,808 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 714,430 | 714,430 | 884,813 | 1,011,557 |
| 12 | 17 | 0 | 713,760 | 735,870 | 735,870 | 933,057 | 735,870 | 933,057 | 1,065,504 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 735,870 | 735,870 | 929,889 | 1,070,306 |
| 13 | 18 | 0 | 713,760 | 757,940 | 757,940 | 976,662 | 757,940 | 976,662 | 1,122,393 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 757,940 | 757,940 | 977,126 | 1,131,657 |
| 14 | 19 | 0 | 713,760 | 669,040 | 669,040 | 880,927 | 669,040 | 880,927 | 1,033,870 | 120,000 | 120,000 | 151,372 | 158,196 | 158,196 | 120,000 | 120,000 | 151,372 | 659,040 | 659,040 | 870,221 | 1,031,693 |
| 15 | 20 | 0 | 713,760 | 567,170 | 567,170 | 764,334 | 567,170 | 764,334 | 922,722 | 120,000 | 120,000 | 154,328 | 161,880 | 320,076 | 240,000 | 305,700 | 320,076 | 557,170 | 557,170 | 754,817 | 921,952 |
| 20 | 25 | 0 | 713,760 | 240,000 | 240,000 | 274,922 | 240,000 | 274,922 | 438,748 | 120,000 | 120,000 | 202,378 | 385,427 | 1,391,603 | 840,000 | 1,156,137 | 1,391,603 | 0 | 0 | 0 | 0 |

Notes:

- The age listed in above table means the reached age of the Insured at end of each corresponding policy year. Death or Total Permanent Disability payment includes death benefit or Total Permanent Disability benefit plus reversionary bonus and terminal bonus. Death or Total Permanent Disability benefit is year-end value of the current policy year. Reversionary Bonus and Terminal Bonus are both year-end values of the previous policy year.
- Survival payment of the year equals to the sum total of monthly-paid Cash Coupon and Reversionary Bonus. Upon expiration of the plan term, it also includes Terminal Bonus.
- The cash value of Basic Sum Assured are policy-year-end values.
- Accumulated Cash Coupon refers to the sum total of all the "Cash Coupon of the year" payable in all above "policy years". Accumulated survival payment refers to the sum total of all the "Survival payment of the year" payable in all above "policy years".
- In above example and benefit illustration table, Reversionary Bonus will be paid each month as an additional part to Cash Coupon, since from the First Cash Coupon Payment Day or paid as additional part of death or Total Permanent Disability payment; Terminal bonus is paid in a lump sum upon expiration of the policy term, or upon death or Total Permanent Disability of the insured after the first anniversary of the insurance after the fifth anniversary of the policy.
- The illustration of Reversionary Bonus and Terminal Bonus presented above are descriptive and shall not be interpreted as actual performance. The illustration is based on the company's actuarial and other assumptions, and does not represent the company's historical performance nor a forecast on the future investment return. Dividend (Accumulated Reversionary Bonus and Terminal Bonus) distribution is not certain.**
- The above Demonstration Numbers are rounded, so the single digit error is not ruled out.

Company Introduction

Headquartered in Shanghai, HSBC Life Insurance Company Limited is a 50-50 joint venture between HSBC Insurance (Asia) Limited and The National Trust Ltd. with a registered capital of RMB 1025 million. HSBC Life offers a comprehensive range of insurance solutions to our customers covering protection, retirement, children's education, wealth growth and management and legacy planning.

HSBC life Insurance Company Limited offers comprehensive and professional protection solutions and service to both individual and corporate customers.

HSBC Life Insurance is a customer-focused company, dedicated to developing and providing innovative and unique products based on our understanding of the market and the needs of our customers.

We recognize that insurance is as much about your feelings as your finances and possessions.

Notes

1. **From the date of signing receipt of the policy, you will have 15 calendar days cooling off period.** If for any reason you are not happy with the plan, you can cancel your Policy within the cooling off period. Upon the cancellation, you will receive a full refund of all paid premiums. **Surrender of the Policy after cooling off period will cause you financial loss.**
2. This product introduction is for reference only. For **exemption from liabilities** and other detailed clauses, please refer to the policy contract which shall prevail in case of discrepancy.
3. In the event of difference arising between the Chinese version and the English version of this product introduction, the Chinese version shall prevail.

HSBC Life Insurance Company Limited

Contact address: 18/F, Unit 2101 and 2115 of 21/F, HSBC Building, 8 Century Avenue, China (Shanghai) Pilot Free Trade Zone, Shanghai, 200120, China

Tel: (86 21)3850 9200 Fax: (86 21)3895 0282

Website: www.hsbcinsurance.com.cn Dedicated insurance hotline: 400-820-8363

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