Attn.:	All EDD / PSDDs / SDDs / DDs / Agency Leaders / Financial Planners (Macau only)	**From:**	Vanessa Tan
		Dept.:	Product Innovation, Development & Delivery Department
Copy:	Mr. Alger Fung / Ms. Alice Liang / Mr. Jim Jan Zen/ Mr. Louie Ho / Mr. Chris Lau / All Department Heads / Heads of Agency Division / BPs / Call Centre	**Total pages:**	12 pages + Appendix
Date:	26 June, 2024		

Subject: **A240643** **新生意 - 非保證金額之增加**
New Business – Increase on Non-guaranteed Amount

部份產品保單建議書上的**紅利 / 分紅率**將會作出**增加**，而是次增加將於 2024 年 8 月 1 日起生效。有關新生意之增加非保證金額產品之詳情如下：

終身壽險及儲蓄壽險
「盈御多元貨幣計劃 3」(只適用於美元、港元及澳門幣保單)
「充裕未來•盈尚」
「樂怡人生」保障計劃
「樂怡人生」保障計劃 (週年紅利)

根據澳門金融管理局的要求，如果在保單繕發時紅利 / 分紅率與保單申請時不同，**保險公司必須向受影響之客戶於保單繕發前提供最新的保單建議書**以反映最新的保單價值預測，並**需要客戶簽署作實**。

注意:

- **保單申請日期在2024年8月1日之前, 而保單於2024年8月1日前尚未繕發：**
  - **我們將會要求相關客戶提供調整後的保單建議書**
  - **客戶需要簽署調整後的保單建議書確認**
- **無論申請日期為何時，上述產品的現有客戶(即申請日期為2024年8月1日之前)及新客戶(即申請日期為2024年8月1日或之後)均能享受計劃的非保證金額之增加。**

注意: 包含調整前保單價值之建議書於 2024 年 8 月 1 日起將不會再獲得接納。有關上述客戶通知安排之詳情，請參閱附錄 1。

<u>如欲了解增加幅度之詳情，可於產品資料庫（Product Library）瀏覽及下載，有關主要產品在非保證金額增加前及後之對比：</u>

➔ **<u>產品資料庫（Product Library） > 常用資料 > 關於紅利/派息率的事宜</u>**

而為使各財務策劃顧問更能掌握是次增加，我們亦特別提供以下資訊及支援。

- 產品資料庫（Product Library）

1. 市場分析 — 主要產品在非保證金額增加後與市場其他產品之比較
   ➔ 可於產品資料庫（Product Library）瀏覽及下載： 產品資料庫（Product Library） > 常用資料 > 關於紅利/派息率的事宜

- i 學院 （iAcademy）

1. 教學短片 — 講述是次增加之原因和背景
   ➔ 可於 2024 年 7 月 31 日在 i 學院 瀏覽及下載：i 學院 > 網上學習 > 紅利及分紅要點
2. 問與答講稿 — 如何解答客戶的提問
   ➔ 可於 2024 年 7 月 31 日在 i 學院 瀏覽及下載：i 學院 > 網上學習 > 紅利及分紅要點
3. 分紅知多少 — 分紅解說
   ➔ 可於 2024 年 7 月 31 日在 i 學院 瀏覽及下載：i 學院 > 持續進修學分 > 分紅知多少 2024 (0.5 eCPD)

同時，為讓客戶能夠更明白友邦的投資策略與我們如何應對市場環境的變化及利潤分配機制，我們將更新所有分紅保險計劃之產品簡介及公司網頁內的「紅利理念」及「投資理念、目標及策略」以及公司網頁內的「保單持有人的目標利潤分配比率」。

「紅利理念」



重要資料

*此產品簡介並不包含保單的完整條款，並非及不構成保險契約的一部分，是為提供本產品主要特點概覽而設。本計劃的精確條款及條件列載於保單契約。有關此計劃條款的定義、契約條款及條件之完整敘述，請參閱保單契約。如欲在投保前參閱保險合約之樣本，您可向AIA索取。*此產品簡介應與包括本產品附加資料及重要考慮因素的說明文件（如有）及有關的市場推廣資料一併閱覽。此外，請詳閱相關的產品資料，並在需要時諮詢獨立的專業意見。

此產品簡介只於香港/澳門派發。

紅利理念

此分紅保險計劃讓我們與保單持有人分享該分紅保險計劃及其相關分紅保險計劃所賺取的利潤。此計劃專為長期持有保單人士而設。分紅保險計劃的保費將按我們的投資策略投資於一籃子不同資產。保單保障（包括於您的計劃中指定的保證及非保證保障，該等保障可能於身故或退保支付，以及我們為支付保單保證成分而收取的費用（如適用））及開支的費用將適當地從分紅保險計劃的保費或所投資的資產中扣除。我們致力確保保單持有人和股東之間以及不同組別之保單持有人之間，能得到公平的利潤分配。有關此計劃下保單持有人和股東之間的目標利潤分配比率，請瀏覽本公司網頁https://www.aia.com.hk/zh-hk/our-products/further-product-information/profit-sharing-ratio.html。

可分盈餘指由我們釐定的可分配給保單持有人的利潤。與保單持有人分享的可分盈餘將基於您的計劃及類似計劃的相關組別或類似的保單組別（由我們不時釐定，考慮因素包括保障特點、保單貨幣和保單繕發時期）所產生的利潤。可分盈餘或會以您的保單中指定的復歸紅利及終期分紅的形式與保單持有人分享。我們會將您的計劃及類似計劃的相關組別或類似的保單組別從實際經驗中的利潤及虧損所衍生的絕大部分可分盈餘，和保單持有人分享。

我們最少每年一次檢視及釐定將會派發予保單持有人的紅利及分紅。可分盈餘將取決於我們所投資的資產的投資表現以及我們需要為計劃支付的保障和開支的金額。因此，可分盈餘本質上是具不確定性的。然而，我們致力透過緩和機制，把所得的利潤及虧損攤分一段時間，以達致相對穩定的紅利及分紅派發。取決於可分盈餘、過往的經驗及/或展望是否與我們預期的不同，實際公佈的紅利及分紅或會與保險計劃資訊（例如保單銷售說明文件及保單預期價值一覽表）內所示的有所不同。如紅利或分紅有所不同，這將於保單週年通知書上列明。

公司已成立一個委員會，在釐定紅利及分紅派發之金額時向公司董事會提供獨立意見。該委員會由友邦保險集團總部及香港分公司的不同監控職能或部門的成員所組成，包括公司的行政總裁辦公室、法律部、企業監理部、財務部、投資部及風險管理部等。該委員會的每位成員都將致力以小心謹慎，勤勉盡責的態度及適當的技能去履行其作為委員會成員的職責。委員會將善用每位成員的知識、經驗和觀點，協助董事會履行其負責的獨立決定和潛在利益衝突管理，以確保保單持有人和股東之間，及不同組別之保單持有人之間的待遇是公平的。實際紅利及分紅派發之金額會先由委任精算師建議，然後經此委員會審議決定，最後由公司董事會（包括一個或以上獨立非執行董事）批准，並擁有由董事會主席、一名獨立非執行董事和委任精算師就保單持有人與股東之間的公平待遇管理所作出的書面聲明。

我們會考慮每個因素的過往經驗和未來展望，以釐定分紅保單的紅利及分紅。而考慮的因素，包括但不限於以下事項：

投資回報：包括相關資產（即我們以您的保費所投資的資產，而保單保障和開支的費用將從投資中扣除）所賺取的利息、股息及其市場價格的任何變動。視乎保險計劃所採用的資產分配、投資回報會因應利息收益（利息收入以及息率展望）的波動及各類市場風險，包括利率風險、信貸息差及違約風險、上市及私募股票價格、房地產價格以及外匯貨幣（如保單貨幣與相關資產之貨幣不同）等的浮動上落而受影響。

理賠：包括保險計劃所提供的身故賠償以及任何其他保障利益的賠償。

退保：包括保單全數退保、部分退保及保單失效，以及它們對相關資產的相應影響。

支出費用：包括與保單直接有關的支出費用（例如：佣金、核保費、繕發及收取保費的支出費用）以及分配至保險計劃的間接開支（例如：一般行政費）。

個別分紅保險計劃（如適用）容許保單持有人將他們的週年紅利、保證及非保證現金、保證及非保證入息、保證及非保證年金款項，及/ 或紅利及分紅鎖定戶口留在保單內累積滾存，以非保證利率賺取潛在利息。在釐定有關非保證利率時，我們會考慮這些金額所投資的資產組合的回報表現，並將之與過往經驗及未來展望考慮在內。此資產組合與公司的其他投資分開，並可能包括債券及其他固定收入工具。您有權在承諾投保之前索取過往積存息率的資料。

如欲參考紅利理念及過往派發紅利及分紅資料，請瀏覽本公司網頁：https://www.aia.com.hk/zh-hk/dividend-philosophy-history.html

如紅利或分紅與我們上一次通知所示的有所不同，這將於保單週年通知書上反映。

備註：以上為主要更新。有關「紅利理念」之最新版本，請參閱產品簡介。

「投資理念、目標及策略」

我們的投資策略是積極管理投資組合，即因應外在市場環境的變化及分紅業務之財務狀況靈活地調整資產組合，而調整資產組合的範圍可能較目標資產組合的範圍更寬闊。



投資理念、目標及策略

我們的投資理念是為了提供可持續的長遠回報，此理念與保險計劃的投資目標及公司的業務與財務目標一致。

我們上述的目標是為了達至長遠投資目標，同時減少投資回報波幅以持續履行保單責任。我們亦致力控制並分散風險，維持適當的資產流動性，並按負債狀況管理資產。

我們現時就此保險計劃的長期投資策略是按以下分配，投資在下列資產：

資產類別	目標資產組合（%）
債券及其他固定收入工具	25%至100%
增長型資產	0%至75%

上述債券及其他固定收入工具主要包括國家債券及企業債券，並大多數投資於美國、加拿大、英國及亞太區市場。增長型資產可包括上市股票、股票互惠基金、房地產、房地產基金、私募股權基金及私募信貸基金等，並主要投資於美國、亞太區及歐洲市場。增長型資產一般比債券及固定收入資產具有更高的長期預期回報，但短期內波動可能較大。目標資產組合的分配或會因應不同的分紅保險計劃而有所不同。我們的投資策略是積極管理投資組合，即因應外在市場環境的變化及分紅業務之財務狀況而調整資產組合。例如，當利率低落，投資在增長型資產的比例會較小，而當利率較高，投資在增長型資產的比例會較大。當利率低落，投資在增長型資產的比例或會低於長期投資策略的指定水平，讓我們減少投資回報的波動，並保障我們於保險計劃下須支付保證保障之能力，然而，當利率較高，投資在增長型資產的比例或會高於長期投資策略的指定水平，讓我們有更大空間與保單持有人分享更多增長型資產的投資機會。

視乎投資目標，我們或會利用較多衍生工具以管理投資風險及實行資產負債配對，例如，緩和利率變動的影響及允許更靈活的資產配置。

我們的貨幣策略是將貨幣錯配減低。對於債券或其他固定收入工具，我們現時的做法是致力將購入的債券與相關保單貨幣進行貨幣配對（例如將美元資產用於支持美元的保險計劃）。視乎市場的供應及機會，債券可能會以相關保單貨幣以外的貨幣進行投資，並可能會利用貨幣掉期交易將貨幣風險減低。現時資產主要以美元/ 保單貨幣進行投資。增長型資產可能會以相關保單貨幣以外的貨幣進行投資，而該選擇將根據我們的投資理念，投資目標及要求而定。

我們會將類似的分紅保險計劃一併投資以釐定回報，並參考各分紅保險計劃之目標資產組合分配其回報。實際投資操作（例如地域分佈、貨幣分佈）將視乎購入資產時的市場時機而定，因而將可能與目標資產組合有所不同。

投資策略會根據市況及經濟展望而變動。如投資策略有重大變更，我們會知會保單持有人相關變更、變更原因及此對紅利及分紅的預期影響。

主要產品風險

1. 您應按所選的保費繳付時間表準時繳交保費。若您在保費繳付期完結前停止繳交保費，您可選擇退保，否則保費將以貸款形式自動從保單中扣除。當貸款餘額多於基本計劃的保證現金價值加上復歸紅利（如有）的現金價值的總和時，保單將會終止同時您也會失去保障。保單的退保價值將用於償還貸款結餘，任何剩餘金額將退回給您。
2. 此計劃部分投資可能分配予增長型資產，而增長型資產之回報一般較債券及其他固定收入工具波幅較大，您應細閱本產品簡介披露之產品目標資產組合，此組合將影響產品之紅利及分紅派發。此計劃的儲蓄部分涉及風險，可能會招致虧損。如於早年退保，您所收取的金額可能大幅少於已繳的保費。
3. 相較受惠於「平均成本法」的3年保費繳付期、5年保費繳付期或10年保費繳付期的保單，一次性繳付保費的保單可能承受更大的投資回報波幅，因此可支付紅利及分紅預期亦會承受更大的波幅。
4. 您可以書面形式通知本公司申請終止您的保單。另外，如以下任何一種情況發生，我們將會終止您的保單，而您/ 受保人將失去保障：
   - 受保人身故（除第二受保人成為新受保人外）；
   - 於保費到期日後31日（或延繳保費惠益的365日為上限）內仍未繳交保費，且保單沒有任何剩餘現金價值（只適用於3年保費繳付期、5年保費繳付期或10年保費繳付期的保單）；或
   - 未償還的欠款多於您保單的保證現金價值及復歸紅利（如有）的非保證現金價值。
5. 我們為計劃承保，您須承受我們的信貸風險。如果我們無法按保單的承諾履行財務責任，您可能損失已繳保費及利益。
6. 若保險計劃的貨幣並非本地貨幣，您須承受匯率風險。匯率會不時波動，您可能因匯率之波動而損失部分的利益價值，而往後繳交的保費（如有）亦可能會比繳交的首次保費金額為高。您應留意匯率風險並決定是否承擔該風險。

一般而言，我們的貨幣策略是將債券及其他固定收入工具的貨幣錯配減低。對於這些投資，我們現時的做法是致力將購入的資產與相關保單貨幣進行貨幣配對

備註：以上為主要更新。有關「投資理念、目標及策略」之最新版本，請參閱產品簡介。

「保單持有人的目標利潤分配比率」



分紅保險計劃讓我們與保單持有人分享該分紅保險計劃及其相關分紅保險計劃所賺取的利潤。此計劃專為長期持有保單人士而設。保單持有人可以透過保單中的紅利及/或分紅得到公平分配的可分盈餘，而可分盈餘指由我們釐定的可分配給保單持有人的利潤。在釐定可分盈餘時，我們會參考由您的保費所投資的資產，並扣除開支和保單保障的費用（包括於您的計劃中指定的保證及非保證保障，以及為支付營運分紅保險計劃所產生的成本及股東利潤而收取的費用（如適用））。可分盈餘將基於您的計劃及類似計劃或類似的保單組別所產生的利潤。以下列表顯示了就現時於澳門發售的分紅產品系列下保單持有人所佔的目標利潤分配比率。

此外，有關所有分紅保險計劃的「紅利理念」及「投資理念、目標及策略」之敘述的完善及/或非保證金額之增加，我們將更新於相關的分紅產品的產品簡介內。相關的產品簡介及助銷配套更新如下：

- 最新產品簡介的電子版本可由**2024年8月1日**起於Agency Corner 下載，而印刷版本亦可由**2024年7月10日**起從PSS訂購。於 2024 年 7 月 23 日中午前收到的訂單，我們將安排印刷版本在 2024 年 8 月 1 日起開始送抵香港及澳門各營業辦事處。**請於2024年8月1日起全面使用最新的產品簡介，並自行銷毀現有的產品簡介。**
- 「盈御多元貨幣計劃3」、「充裕未來•盈尚」、「AIA延期年金計劃」的最新電子版本助銷配套，可由**2024年8月1日**起於 AIA Smart 瀏覽及下載。**請於2024年8月1日起全面使用最新的助銷配套，並自行銷毀現有版本。**

有關現有保單之紅利／分紅週年檢討及建議書系統更新之詳情，將稍後另函通知。

如有任何查詢，請經 iEngage/PES 使用 Chatbot 進行查詢。

There will be an **increase** made to the **dividend / bonus rates** on sales illustration of some products, and these adjustments will be effective on 1 August 2024. For details of products with increase in non-guaranteed amounts on new business, please refer to the below table:

Whole Life, Savings & Endowment
Global Power Multi-Currency Plan 3 (GP3) (Applicable to USD, HKD and MOP policies only)
Bonus Power Vantage (BPV)
Serene Life (SL)
Serene Life (Annual Dividends) (SLAD)

Under the requirement of the Monetary Authority of Macao, **insurance companies are required to provide the affected customers with the latest sales illustration to reflect the latest projection of policy value before policy issuance and customer's signature is required for confirmation** if the dividend / bonus scales or dividend is different to the information at the policy application.

Note:

- **For policies that have an application date before 1 August 2024 and have not been issued before 1 August 2024:**
  - **we will require customers to provide a revised sales illustration**
  - **customer's signature is required as confirmation of the revised sales illustration**
- **Regardless of application date, all existing customers (i.e. application date before 1 August 2024) and new customers (i.e. application date on or after 1 August 2024) of the above products will enjoy the increased non-guaranteed amount.**

Note: With effect from 1 August 2024, any sales illustration carrying the values before the dividend/bonus adjustment will no longer be accepted. Please refer to Appendix 1 for the arrangement of customer notification.

<u>If you would like to know the details of the increase, comparison on the key products before and after the increase on non-guaranteed amount, please view and download at Product Library:</u>

➔ **<u>Product Library > Useful Resources > Dividend / Crediting Interest Rate Related</u>**

To facilitate Financial Planner to better understand the increase, we specially provide the following information and support.

- Product Library

1. Market analysis – market comparison on the key products after the increase on non-guaranteed amount
   ➔ It is available to view and download at Product Library: Product Library > Useful Resources > Dividend / Crediting Interest Rate Related

- iAcademy

1. Educational Video – provide the reason and the background of the increase
   ➔ It will be available to view and download on 31 July, 2024 at iAcademy: iAcademy > eLearning > Essentials of Dividends

2. Q&A script – how to handle customers' enquiries
   ➔ It will be available to view and download on 31 July, 2024 at iAcademy: iAcademy > eLearning > Essentials of Dividends

3. Know more about Bonus Distribution – Interpretation of bonus distribution
   ➔ It will be available to view and download on 31 July, 2024 at iAcademy: iAcademy > eCPD > 2024 Know more about Bonus Distribution (0.5 eCPD)

At the same time, in order to allow our customers to have a better understanding on AIA's investment strategy and how we respond to external market conditions and profit sharing mechanism, we will update “Dividend and Bonus Philosophy” and “Investment Philosophy, Objective and Strategy" for the product brochures of all participating insurance plans and corporate website and “Target Profit Sharing Ratio to Policy Owner” on the corporate website.

Dividend/Bonus Philosophy



Important Information

This brochure does not contain the full terms and conditions of the policy. It is not, and does not form part of, a contract of insurance and is designed to provide an overview of the key features of this product. The precise terms and conditions of this plan are specified in the policy contract. Please refer to the policy contract for the definitions of capitalised terms, and the exact and complete terms and conditions of cover. In case you want to read policy contract sample before making an application, you can obtain a copy from AIA. This brochure should be read along with the illustrative document (if any) and other relevant marketing materials, which include additional information and important considerations about this product. We would like to remind you to review the relevant product materials provided to you and seek independent professional advice if necessary.

This brochure is for distribution in Hong Kong / Macau only.

Bonus Philosophy

This is a participating insurance plan in which we share a portion of the profits earned on it and related participating insurance plans with the policy owners. It is designed to be held long term. The premiums of a participating insurance plan will be invested in a variety of assets according to our investment strategy. The cost of policy benefits (including guaranteed and non-guaranteed benefits as specified in your plan that may be payable on death or surrender, as well as charges we make to support policy guarantees (if applicable)) and expenses will be deducted as appropriate from premiums of the participating insurance plan or from the invested assets. We aim to ensure a fair sharing of profits between policy owners and shareholders, and among different groups of policy owners. For this plan's target profit sharing ratio between policy owners and shareholders, please visit our website at https://www.aia.com.hk/en/our-products/further-product-information/profit-sharing-ratio.html.

Divisible surplus refers to profits available for distribution back to policy owners as determined by us. The divisible surplus that will be shared with policy owners will be based on the profits earned from your plan and related groups of similar plans or similar group of policies (as determined by us from time to time by considering factors such as benefit features, policy currencies and period of policy issuance), divisible surplus may be shared with the policy owners in the form of reversionary bonuses and terminal bonuses as specified in your policy. A very significant proportion of such divisible surplus arising from the experience from your plan and related groups of similar plans or similar group of policies will be shared with policy owners.

We review and determine the bonus amounts payable to policy owners at least once per year. Divisible surplus depends on the investment performance of the assets which we invest in and the amounts of benefits and expenses we need to pay for the plan. It is therefore inherently uncertain. Nevertheless, we aim to deliver relatively stable bonus payments over time through a smoothing process by spreading out the gains and losses over a period of time. The actual bonuses declared may be different from those illustrated or projected in any insurance plan information provided (e.g. benefit illustrations) depending on whether the divisible surplus, past experience and/or outlook are different from what we expected. If bonuses are different, this will be reflected in the policy anniversary statement.

A committee has been set up to provide independent advice on the determination of the bonus amounts to the Board of the Company. The committee is comprised of members from different control functions or departments within the organisation both at the AIA Group level as well as Hong Kong local level, such as office of the Chief Executive of the Company, legal, compliance, finance, investment and risk management. Each member of the committee will endeavour to exercise due care, diligence and skill in the performance of his or her duties as a member. The committee will utilise the knowledge, experience, and perspectives of each individual member to assist the Board in the discharge of its duty to make independent decisions and to manage the risk of conflict of interests, in order to ensure fair treatment between policy owners and shareholders, and among different groups of policy owners. The actual bonuses, which are recommended by the Appointed Actuary, will be decided upon the deliberation of the committee and finally approved by the Board of Directors of the Company, including one or more Independent Non-Executive Directors, and with written declaration by the Chairman of the Board, an Independent Non-Executive Director and the Appointed Actuary on the management of fair treatment between policy owners and shareholders.

To determine the bonuses of a participating policy, we consider both past experience and the future outlook of all factors including, but not limited to, the following:

Investment returns: include interest earnings, dividends and any changes in the market value of the backing assets, i.e. the assets in which we invest your premiums (the cost of policy benefits and expenses will be deducted from the investment). Depending on the asset allocation adopted for the insurance plan, investment returns could be affected by fluctuations in interest income (both interest earnings and the outlook for interest rates) and various market risks, including interest rate risk, credit spread and default risk, fluctuations in listed and private equity prices, real estate prices as well as foreign exchange currency if the currency of the backing assets is different from the policy currency, etc.

Claims: include claims for death benefits and any other insured benefits under the insurance plan.

Surrenders: include policy surrenders, partial surrenders and policy lapses; and their corresponding impact on the backing assets.

Expenses: include both expenses directly related to the policy (e.g. commission, underwriting, issue and premium collection expenses) and indirect expenses allocated to the insurance plan (e.g. general administrative costs).

Some participating insurance plans (if applicable) allow the policy owners to place their annual dividends, guaranteed and non-guaranteed cash payments, guaranteed and non-guaranteed incomes, guaranteed and non-guaranteed annuity payments, and/or bonus and terminal dividend lock-in accounts with us, potentially earning interest at a non-guaranteed interest rate. To determine such non-guaranteed interest rate, we consider the returns on the pool of assets in which these amounts are invested with reference to the past experience and future outlook. This pool of assets is segregated from other investments of the Company and may include bonds and other fixed income instruments. You have the right to request for historical accumulation interest rates before committing the purchase.

For bonus philosophy and bonus history, please visit our website at https://www.aia.com.hk/en/dividend-philosophy-history.html

Investment Philosophy, Objective and Strategy

Our investment philosophy aims to deliver sustainable long-term returns in line with the insurance plan's investment objectives and the Company's business and financial objectives.

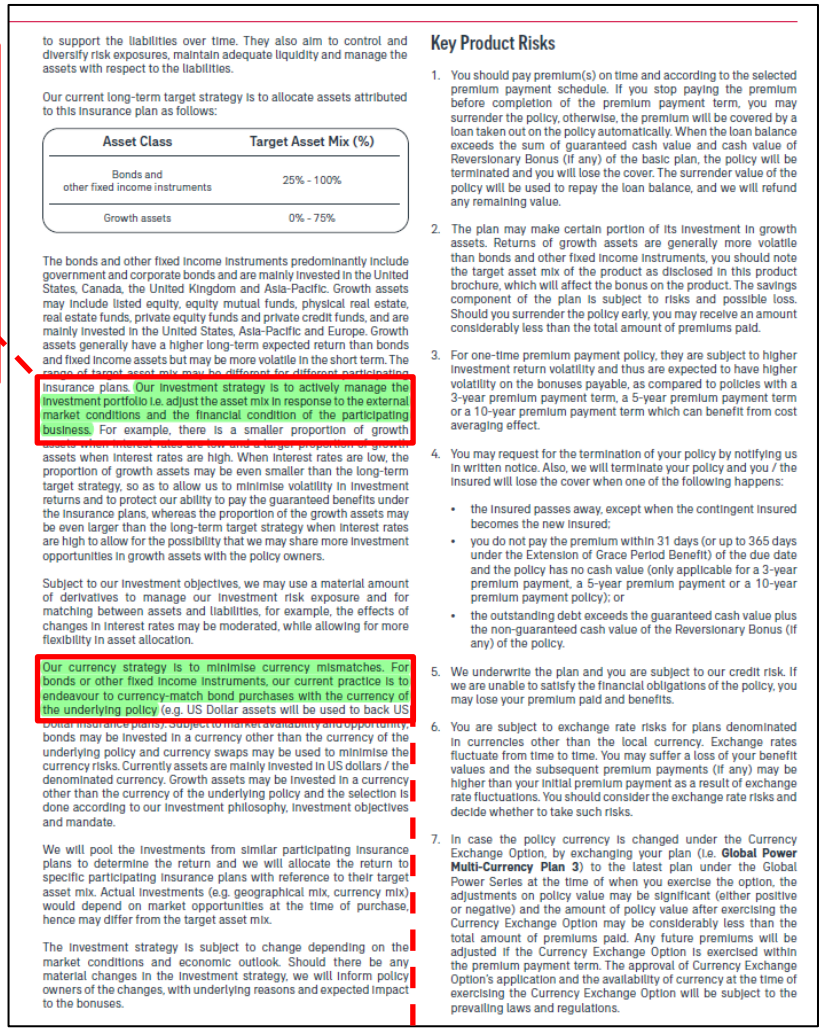
Our aforementioned objectives are to achieve the targeted long-term investment results while minimising volatility in investment returns

If dividends or bonuses are different from our last communication, this will be reflected in the policy anniversary statement.

Note: Major changes are illustrated above. Please refer to the product brochure for the latest version of “Dividend/Bonus Philosophy”.

Investment Philosophy, Objective and Strategy

Our investment strategy is to actively manage the investment portfolio i.e. adjust the asset mix dynamically over a range that can be wider than the target range in response to the external market conditions and the financial condition of the participating business.



to support the liabilities over time. They also aim to control and diversify risk exposures, maintain adequate liquidity and manage the assets with respect to the liabilities.

Our current long-term target strategy is to allocate assets attributed to this insurance plan as follows:

Asset Class	Target Asset Mix (%)
Bonds and other fixed income instruments	25% - 100%
Growth assets	0% - 75%

The bonds and other fixed income instruments predominantly include government and corporate bonds and are mainly invested in the United States, Canada, the United Kingdom and Asia-Pacific. Growth assets may include listed equity, equity mutual funds, physical real estate, real estate funds, private equity funds and private credit funds, and are mainly invested in the United States, Asia-Pacific and Europe. Growth assets generally have a higher long-term expected return than bonds and fixed income assets but may be more volatile in the short term. The range of target asset mix may be different for different participating insurance plans. Our investment strategy is to actively manage the investment portfolio i.e. adjust the asset mix in response to the external market conditions and the financial condition of the participating business. For example, there is a smaller proportion of growth assets when interest rates are low, and a larger proportion of growth assets when interest rates are high. When interest rates are low, the proportion of growth assets may be even smaller than the long-term target strategy, so as to allow us to minimise volatility in investment returns and to protect our ability to pay the guaranteed benefits under the insurance plans, whereas the proportion of the growth assets may be even larger than the long-term target strategy when interest rates are high to allow for the possibility that we may share more investment opportunities in growth assets with the policy owners.

Subject to our investment objectives, we may use a material amount of derivatives to manage our investment risk exposure and for matching between assets and liabilities, for example, the effects of changes in interest rates may be moderated, while allowing for more flexibility in asset allocation.

Our currency strategy is to minimise currency mismatches. For bonds or other fixed income instruments, our current practice is to endeavour to currency-match bond purchases with the currency of the underlying policy (e.g. US Dollar assets will be used to back US Dollar insurance plans). Subject to market availability and opportunity, bonds may be invested in a currency other than the currency of the underlying policy and currency swaps may be used to minimise the currency risks. Currently assets are mainly invested in US dollars / the denominated currency. Growth assets may be invested in a currency other than the currency of the underlying policy and the selection is done according to our investment philosophy, investment objectives and mandate.

We will pool the investments from similar participating insurance plans to determine the return and we will allocate the return to specific participating insurance plans with reference to their target asset mix. Actual investments (e.g. geographical mix, currency mix) would depend on market opportunities at the time of purchase, hence may differ from the target asset mix.

The investment strategy is subject to change depending on the market conditions and economic outlook. Should there be any material changes in the investment strategy, we will inform policy owners of the changes, with underlying reasons and expected impact to the bonuses.

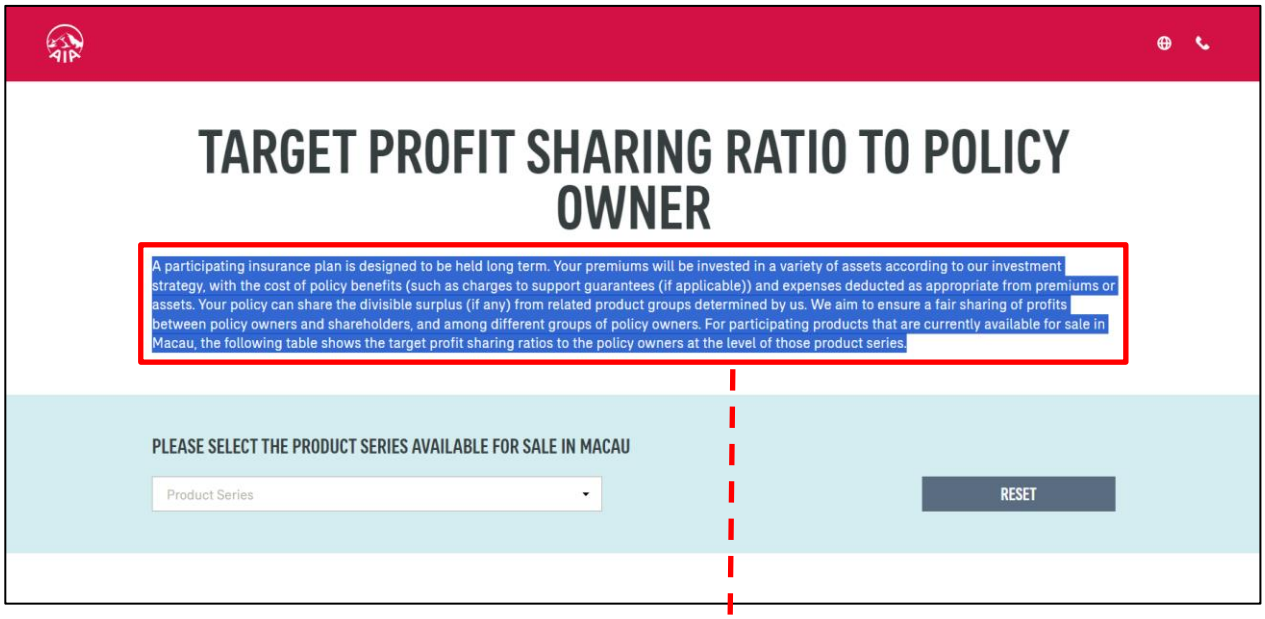
Key Product Risks

1. You should pay premium(s) on time and according to the selected premium payment schedule. If you stop paying the premium before completion of the premium payment term, you may surrender the policy, otherwise, the premium will be covered by a loan taken out on the policy automatically. When the loan balance exceeds the sum of guaranteed cash value and cash value of Reversionary Bonus (if any) of the basic plan, the policy will be terminated and you will lose the cover. The surrender value of the policy will be used to repay the loan balance, and we will refund any remaining value.
2. The plan may make certain portion of its investment in growth assets. Returns of growth assets are generally more volatile than bonds and other fixed income instruments, you should note the target asset mix of the product as disclosed in this product brochure, which will affect the bonus on the product. The savings component of the plan is subject to risks and possible loss. Should you surrender the policy early, you may receive an amount considerably less than the total amount of premiums paid.
3. For one-time premium payment policy, they are subject to higher investment return volatility and thus are expected to have higher volatility on the bonuses payable, as compared to policies with a 3-year premium payment term, a 5-year premium payment term or a 10-year premium payment term which can benefit from cost averaging effect.
4. You may request for the termination of your policy by notifying us in written notice. Also, we will terminate your policy and you / the insured will lose the cover when one of the following happens:
   - the insured passes away, except when the contingent insured becomes the new insured;
   - you do not pay the premium within 31 days (or up to 365 days under the Extension of Grace Period Benefit) of the due date and the policy has no cash value (only applicable for a 3-year premium payment, a 5-year premium payment or a 10-year premium payment policy); or
   - the outstanding debt exceeds the guaranteed cash value plus the non-guaranteed cash value of the Reversionary Bonus (if any) of the policy.
5. We underwrite the plan and you are subject to our credit risk. If we are unable to satisfy the financial obligations of the policy, you may lose your premium paid and benefits.
6. You are subject to exchange rate risks for plans denominated in currencies other than the local currency. Exchange rates fluctuate from time to time. You may suffer a loss of your benefit values and the subsequent premium payments (if any) may be higher than your initial premium payment as a result of exchange rate fluctuations. You should consider the exchange rate risks and decide whether to take such risks.
7. In case the policy currency is changed under the Currency Exchange Option, by exchanging your plan (i.e. **Global Power Multi-Currency Plan 3**) to the latest plan under the Global Power Series at the time of when you exercise the option, the adjustments on policy value may be significant (either positive or negative) and the amount of policy value after exercising the Currency Exchange Option may be considerably less than the total amount of premiums paid. Any future premiums will be adjusted if the Currency Exchange Option is exercised within the premium payment term. The approval of Currency Exchange Option's application and the availability of currency at the time of exercising the Currency Exchange Option will be subject to the prevailing laws and regulations.

Our general currency strategy is to minimise currency mismatches for bonds and other fixed income instruments. For these investments, our current practice is to endeavour to currency-match asset purchases with the currency of the underlying policy

Note: Major changes are illustrated above. Please refer to the product brochure for the latest version of “Investment Philosophy, Objective and Strategy”.

Target Profit Sharing Ratio to Policy Owner



A participating insurance plan is one in which we share a portion of the profits earned on it and related participating insurance plans with the policy owners. It is designed to be held long term. Policy owners may share a fair portion of the divisible surplus in the form of dividends and/or bonuses as specified in your policy, where divisible surplus refers to profits available for distribution back to policy owners as determined by us with considerations of available invested assets from your premiums net of expenses and cost of policy benefits (including guaranteed and non-guaranteed benefits as specified in your plan as well as charges arising from the costs and shareholders' profits to operate the participating insurance plan (if applicable)). The divisible surplus will be based on the profits earned from your plan and similar plans or similar group of policies. The following table shows the target profit sharing ratios to the policy owners at the level of product series for participating products that are currently available for sale in Macau.

Besides, in relation to the refining of the description of the Company's "Dividend and Bonus Philosophy", and "Investment Philosophy, Objective and Strategy" and/or the increase on non-guaranteed amount, we will update the relevant product brochures of all participating insurance plans. The corresponding product brochures and sales enablement tools will be updated as follows:

- The latest electronic version of product brochures will be ready for download in Agency Corner from **1 August 2024**. Printed versions can be ordered from **10 July 2024** via PSS. For orders received before 23 July 2024 noon, delivery of printed copies to agency offices in Hong Kong and Macau will be arranged from 1 August 2024 onwards. **Please use the latest product brochures and dispose the existing product brochures from 1 August 2024.**
- The latest electronic version of sales enablement tools for Global Power Multi-Currency Plan 3, Bonus Power Vantage, AIA Deferred Annuity Plan will be ready for download from AIA Smart from **1 August 2024**. **Please use the latest sales enablement tools and dispose the existing ones from 1 August 2024.**

Details of dividend / bonus annual review on in-force policies and PGS update will be sent out in a separate memo.

Should you have any queries, please enquire by using Chatbot in iEngage/PES.

Best regards,

Vanessa Tan

Head of Products

附錄 1 - 客戶通知安排

Appendix 1 - Arrangement of Customer Notification

在 2024 年 8 月 1 日之前提交申請：

2024 年 8 月 1 日之前仍未繕發之保單	**<u>標準/非標準保費新生意並於 2024 年 8 月 1 日前提交:</u>** 核保部會發出待跟進事項要求營業員跟進，需遞交客戶已簽署之調整後的保單建議書。 **<u>抵澳內地人士之新生意並於 2024 年 8 月 1 日前提交:</u>** 營運部將會透過電話與客戶確認調整後的保單建議書內容。而保單合約將包含調整後的保單建議書並郵寄予客戶。

For policy applications submitted before 1 August 2024:

Policy has not been issued before 1 August 2024:	**<u>Application with standard or rate up decision submitted before 1 August 2024:</u>** Underwriting will issue a pending memo to remind the financial planner to follow-up with the customer to sign and submit a revised sales illustration. **<u>MCV application submitted before 1 August 2024:</u>** Operations will contact and explain the revised sales illustration with the customer through telephone conversation. The revised sales illustration will be bound to the policy contract to be mailed to the customer.