HEALTHIER, LONGER, BETTER LIVES

# Global Power Multi-Currency Plan 3 (GP3)

## First Application Date: 2 January 2024

財富管理產品策劃及發展部 Product Development – Wealth

2024年1月 January 2024

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# Global Power Multi-Currency Plan 3 – New Product Features at-a-glance

**Comparing with GP2, the projected total return of USD and HKD policies is updated**

## Potential projected total return



## Currency Exchange Option

**Starting from the 2nd policy anniversary, owners can change policy currency based on their needs**



## Earliest exercise time among market*

*As of 15 September 2023, compared with savings insurance products provided by Hong Kong major insurance companies.

## Mental Incapacity Option

**If the policyowner becomes a Mentally Incapacitated Person, the designated recipient can receive payment of a designated percentage of the policy value on the owner's behalf**

## Plan ahead for your future




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# Global Power Multi-Currency Plan 3 – Product Features at-a-glance

## New Product Features at-a-glance

Up to 9 policy currencies and 4 premium payment terms to choose from

USD RMB HKD

MOP# AUD CAD

#Applicable to policies issued in Macau

EUR SGD GBP

Single Premium | 3-year premium payment term

5-year premium payment term | 10-year premium payment term

Enhanced

### Currency Exchange Option – Exercise starting from the 2nd policy anniversary

Manage ahead your financial planning, seize market opportunities

### Mental Incapacity Option

New

Split the policy into policies of smaller policy values to fulfil legacy planning needs

### First-in-market* – Bonus Unlock Option

Higher flexibility in asset management

*Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 Oct 2022

### Policy Split Option

Split the policy into policies of smaller policy values to fulfil legacy planning needs

### Corporate Owned Policies

Offers high quality financial planning tool or employee benefit

## Flexible Financial Planning and Other Benefit

Bonus Lock-in Option

No medical examinations required

Educational Merit Benefit

Extension of Grace Period Benefit

## Legacy Planning

Change of Insured Option and Contingent Insured Option

Death Benefit

Accidental Death Benefit

Death Benefit Settlement Option

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# Overview of Exercising Policy Options of Global Power Multi-Currency Plan 3

**Application**

**Starting from the 1st policy anniversary**

**Starting from the 2nd policy anniversary**

**Starting from the 3rd policy anniversary**

**Starting from the 15th policy anniversary**



**Choose policy currency**



**Choose premium payment term**



**Option to designate a contingent Insured**



**Option to change the insured**



**Option to exercise Currency Exchange**



**Option to exercise Mental Incapacity Option**

Designate a designated recipient in advance to receive payment of a designated percentage of the policy value on the owner's behalf



**Option to exercise Policy Split**

(Or the end of the premium payment term, whichever is later)



**Option to exercise Bonus Lock-in**

Withdraw cash from the Bonus Lock-In Account anytime



**Option to exercise Bonus Unlock**

(Starting from at least 1 year after exercising Bonus Lock-in Option)


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# Global Power Multi-Currency Plan 3 – New Product Features at-a-glance

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## Potential projected total return



## Currency Exchange Option

Starting from the 2nd policy anniversary, owners can change policy currency based on their needs



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*As of 15 September 2023, compared with savings insurance products provided by Hong Kong major insurance companies.

## Mental Incapacity Option

**If the policyowner becomes a Mentally Incapacitated Person, the designated recipient can receive payment of a designated percentage of the policy value on the owner's behalf**

## Plan ahead for your future




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# Return Comparison with Major Competitors

**Insured: Male, Age 0, 5 years Premium Payment Term,**
**Total Premium USD500,000 / HKD3,750,000**

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Annual Premium (US$) | 100,000 | | 100,000 | | 100,000 | | 100,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 611,595 | 2.54% | 584,050 | 1.96% | 589,140 | 2.07% | 569,333 | 1.63% |
| 20 | 1,329,943 | 5.57% | 1,281,950 | 5.35% | 1,290,142 | 5.39% | 1,180,775 | 4.88% |
| 30 | 2,606,447 | 6.06% | 2,505,600 | 5.91% | 2,461,964 | 5.85% | 2,426,476 | 5.79% |
| 40 | 5,040,152 | 6.26% | 4,650,850 | 6.04% | 4,870,061 | 6.16% | 4,667,889 | 6.05% |
| 50 | 10,596,813 | 6.56% | 10,165,700 | 6.47% | 10,089,917 | 6.45% | 9,493,721 | 6.32% |
| 60 | 22,303,996 | 6.76% | 21,431,150 | 6.69% | 21,044,003 | 6.65% | 19,567,315 | 6.52% |
| 70 | 47,014,697 | 6.90% | 45,493,950 | 6.85% | 44,292,811 | 6.81% | 40,702,045 | 6.68% |
| 80 | 100,195,733 | 7.03% | 96,801,000 | 6.98% | 93,518,969 | 6.93% | 85,261,863 | 6.80% |
| 90 | 210,288,381 | 7.10% | 202,933,200 | 7.06% | 197,822,282 | 7.03% | 179,679,549 | 6.91% |
| 100 | 426,776,952 | 7.12% | 406,699,700 | 7.07% | 411,160,920 | 7.08% | 380,704,035 | 7.00% |
| Projected Total Breakeven (Year) | 8 | | 8 | | 8 | | 8 | |
| | | | | | | | | |
| Annual Premium (HKD) | 750,000 | | 750,000 | | 750,000 | | 750,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 4,532,151 | 2.39% | 4,389,750 | 1.98% | 4,286,840 | 1.68% | 4,187,312 | 1.39% |
| 20 | 9,329,909 | 5.18% | 9,032,625 | 4.99% | 9,047,778 | 5.00% | 8,624,613 | 4.72% |
| 30 | 18,733,478 | 5.90% | 18,025,500 | 5.76% | 18,132,092 | 5.78% | 17,486,433 | 5.64% |
| 40 | 36,306,524 | 6.15% | 34,385,250 | 6.00% | 35,071,197 | 6.05% | 33,886,162 | 5.95% |
| 50 | 74,327,460 | 6.41% | 70,087,125 | 6.28% | 71,664,188 | 6.33% | 67,861,685 | 6.21% |
| 60 | 153,439,744 | 6.60% | 141,686,250 | 6.45% | 148,078,997 | 6.54% | 137,174,884 | 6.40% |
| 70 | 320,557,604 | 6.75% | 288,423,375 | 6.59% | 308,936,678 | 6.70% | 278,770,552 | 6.53% |
| 80 | 669,267,451 | 6.87% | 589,210,500 | 6.69% | 646,454,567 | 6.82% | 568,360,199 | 6.64% |
| 90 | 1,404,192,561 | 6.96% | 1,196,367,375 | 6.77% | 1,355,067,656 | 6.92% | 1,161,257,875 | 6.73% |
| 100 | 2,875,970,783 | 7.01% | 2,352,332,625 | 6.79% | 2,790,625,166 | 6.98% | 2,376,238,913 | 6.80% |
| Projected Total Breakeven (Year) | 8 | | 8 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)

**Comparing with major competitors, take 5 years premium payment term as an example, the total return of GP3 is better**



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# Return Comparison with Major Competitors

## Insured: Male, Age 0, Single Premium US$50,000 / HKD375,000

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Single Premium (US$) | 50,000 | | 50,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 76,878 | 4.40% | 76,089 | 4.29% |
| 20 | 148,652 | 5.60% | 145,051 | 5.47% |
| 30 | 282,973 | 5.95% | 274,266 | 5.84% |
| 40 | 548,677 | 6.17% | 542,527 | 6.14% |
| 50 | 1,143,662 | 6.46% | 1,107,020 | 6.39% |
| 60 | 2,380,271 | 6.65% | 2,288,620 | 6.58% |
| 70 | 4,999,841 | 6.80% | 4,765,054 | 6.73% |
| 80 | 10,560,513 | 6.92% | 9,954,380 | 6.84% |
| 90 | 21,870,399 | 6.99% | 20,828,988 | 6.93% |
| 100 | 45,887,442 | 7.06% | 43,618,766 | 7.01% |
| Projected Total Breakeven (Year) | 5 | | 5 | |
| | | | | |
| Single Premium (HKD) | 375,000 | | 375,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 574,520 | 4.36% | 561,426 | 4.12% |
| 20 | 1,087,603 | 5.47% | 1,027,397 | 5.17% |
| 30 | 2,041,294 | 5.81% | 1,885,163 | 5.53% |
| 40 | 3,796,396 | 5.96% | 3,647,862 | 5.85% |
| 50 | 7,523,699 | 6.18% | 7,313,180 | 6.12% |
| 60 | 15,456,013 | 6.39% | 14,941,713 | 6.33% |
| 70 | 32,231,101 | 6.57% | 30,782,128 | 6.50% |
| 80 | 67,099,955 | 6.70% | 63,667,737 | 6.63% |
| 90 | 140,553,708 | 6.81% | 131,942,802 | 6.73% |
| 100 | 289,510,740 | 6.88% | 273,701,031 | 6.82% |
| Projected Total Breakeven (Year) | 5 | | 5 | |


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# Return Comparison with Major Competitors

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium USD50,000 / HKD375,000

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Annual Premium (US$) | 16,667 | | 16,676 | | 16,667 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 64,031 | 2.78% | 60,158 | 2.07% | 60,705 | 2.17% |
| 20 | 140,625 | 5.58% | 132,043 | 5.24% | 137,431 | 5.46% |
| 30 | 273,307 | 6.03% | 258,081 | 5.82% | 271,186 | 6.00% |
| 40 | 533,267 | 6.25% | 479,046 | 5.96% | 542,934 | 6.30% |
| 50 | 1,122,057 | 6.55% | 1,047,086 | 6.40% | 1,101,452 | 6.51% |
| 60 | 2,306,700 | 6.71% | 2,207,448 | 6.63% | 2,263,961 | 6.67% |
| 70 | 4,960,425 | 6.89% | 4,685,961 | 6.80% | 4,685,180 | 6.80% |
| 80 | 10,433,007 | 6.99% | 9,970,682 | 6.93% | 9,728,898 | 6.90% |
| 90 | 21,636,515 | 7.06% | 20,902,496 | 7.01% | 20,238,680 | 6.98% |
| 100 | 43,710,507 | 7.08% | 41,890,823 | 7.03% | 42,138,356 | 7.04% |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |
| | | | | | | |
| Annual Premium (HKD) | 125,000 | | 125,000 | | 125,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 472,301 | 2.59% | 451,899 | 2.09% | 440,463 | 1.80% |
| 20 | 995,968 | 5.27% | 929,857 | 4.89% | 956,861 | 5.05% |
| 30 | 1,961,567 | 5.87% | 1,855,621 | 5.67% | 1,952,090 | 5.85% |
| 40 | 3,767,469 | 6.09% | 3,539,762 | 5.92% | 3,860,929 | 6.16% |
| 50 | 7,773,544 | 6.38% | 7,215,064 | 6.22% | 7,743,001 | 6.37% |
| 60 | 16,256,687 | 6.59% | 14,585,778 | 6.40% | 15,778,948 | 6.54% |
| 70 | 33,132,319 | 6.71% | 29,691,515 | 6.54% | 32,364,744 | 6.67% |
| 80 | 68,165,012 | 6.81% | 60,655,806 | 6.65% | 66,600,083 | 6.77% |
| 90 | 140,666,645 | 6.88% | 123,159,088 | 6.73% | 137,281,261 | 6.86% |
| 100 | 290,688,567 | 6.95% | 242,159,011 | 6.75% | 283,220,290 | 6.92% |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison with Major Competitors

**Insured: Male, Age 0, 10 years Premium Payment Term,**
**Total Premium USD500,000 / HKD3,750,000**

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | | XortuneXtra | |
| Annual Premium (US$) | 50,000 | | 50,000 | | 50,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 533,864 | 1.19% | 514,369 | 0.51% | 500,419 | 0.02% |
| 20 | 1,094,599 | 5.12% | 1,040,093 | 4.78% | 1,005,930 | 4.56% |
| 30 | 2,181,763 | 5.89% | 2,091,766 | 5.72% | 2,017,192 | 5.57% |
| 40 | 4,226,017 | 6.15% | 4,039,364 | 6.02% | 4,038,446 | 6.02% |
| 50 | 8,612,081 | 6.42% | 8,209,849 | 6.31% | 8,166,173 | 6.30% |
| 60 | 17,756,792 | 6.61% | 16,968,935 | 6.52% | 16,725,246 | 6.50% |
| 70 | 37,062,813 | 6.77% | 35,352,125 | 6.69% | 34,511,369 | 6.65% |
| 80 | 77,672,897 | 6.89% | 73,949,169 | 6.82% | 71,539,769 | 6.77% |
| 90 | 163,085,227 | 6.98% | 154,978,976 | 6.92% | 148,764,096 | 6.87% |
| 100 | 339,689,689 | 7.05% | 325,111,583 | 7.00% | 310,067,037 | 6.94% |
| Projected Total Breakeven (Year) | 10 | | 10 | | 10 | |
| | | | | | | |
| Annual Premium (HKD) | 375,000 | | 375,000 | | 375,000 | |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 3,886,102 | 0.65% | 3,744,557 | -0.03% | 3,524,915 | -1.13% |
| 20 | 7,894,831 | 4.86% | 7,560,251 | 4.57% | 7,312,392 | 4.35% |
| 30 | 15,701,730 | 5.72% | 15,059,624 | 5.55% | 14,511,205 | 5.40% |
| 40 | 29,919,174 | 5.98% | 28,605,021 | 5.85% | 28,586,301 | 5.85% |
| 50 | 60,153,909 | 6.25% | 57,357,125 | 6.14% | 56,893,281 | 6.13% |
| 60 | 122,502,779 | 6.45% | 117,102,381 | 6.37% | 114,634,570 | 6.33% |
| 70 | 253,195,733 | 6.62% | 241,579,318 | 6.54% | 232,536,738 | 6.48% |
| 80 | 525,637,704 | 6.74% | 500,576,947 | 6.67% | 473,632,262 | 6.59% |
| 90 | 1,093,430,390 | 6.84% | 1,039,366,287 | 6.78% | 967,113,158 | 6.69% |
| 100 | 2,256,382,612 | 6.91% | 2,160,155,458 | 6.86% | 1,978,078,465 | 6.76% |
| Projected Total Breakeven (Year) | 10 | | 10 | | 10 | |


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# Global Power Multi-Currency Plan 3 – New Product Features at-a-glance

**Comparing with GP2, the projected total return of USD and HKD policies is updated**

## Potential projected total return



## Currency Exchange Option

**Starting from the 2nd policy anniversary, owners can change policy currency based on their needs**



## Earliest exercise time among market*

*As of 15 September 2023, compared with savings insurance products provided by Hong Kong major insurance companies.

## Mental Incapacity Option

**If the policyowner becomes a Mentally Incapacitated Person, the designated recipient can receive payment of a designated percentage of the policy value on the owner's behalf**

## Plan ahead for your future




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# Flexibility in Financial Planning



## Currency Exchange Option

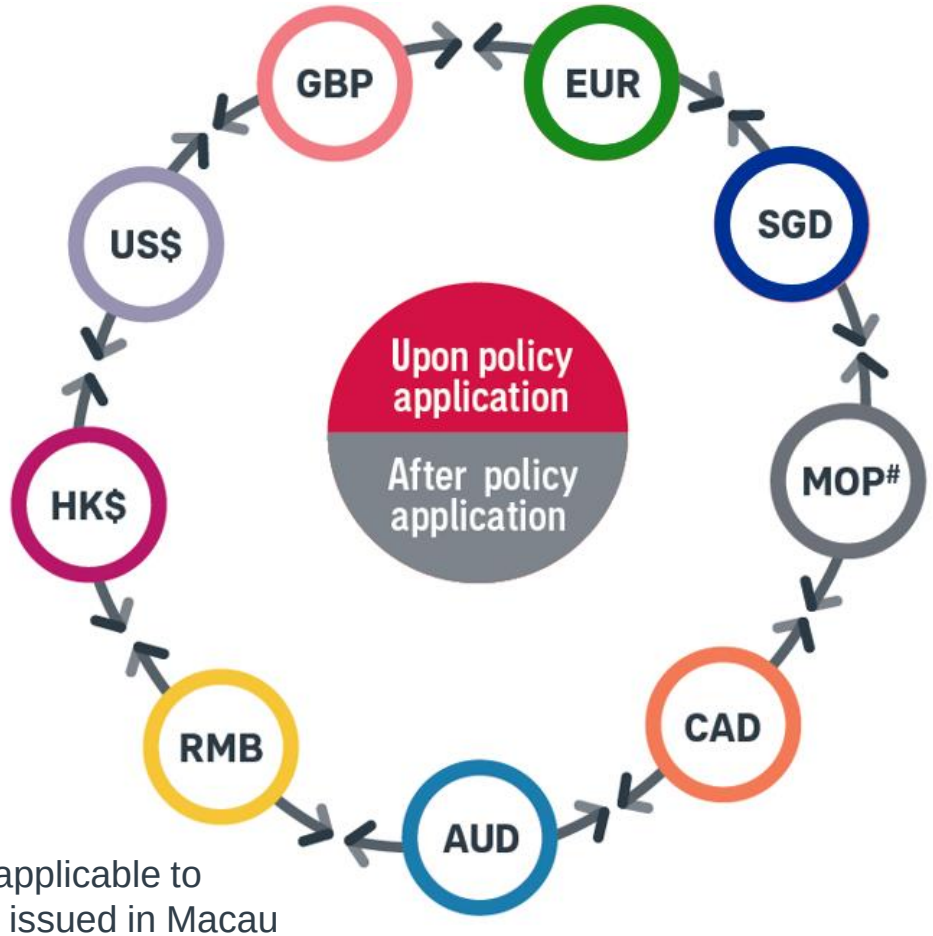
**If the needs of the customers changes upon different life stages,** are the policy values required to be accumulated again?


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# Flexibility in Financial Planning

## Currency Exchange Option




# Only applicable to policies issued in Macau

# Earliest exercise time among market*

*As of 15 September 2023, compared with savings insurance products provided by Hong Kong major insurance companies.

**Starting from the 2nd policy anniversary, the owner can exercise Currency Exchange Option to change the policy currency to another currency selected by exchanging the plan to the latest plan under the Global Power Series**

## Planning for financials according to needs

Even if the needs of customers change (such as future funds for children's education, enjoying life after retirement or other opportunities overseas), they can also plan for their financials at ease by changing Policy Currency

## Policy Value accumulation without any halts

After changing Policy Currency, the policy duration will be maintained. Not needing to purchase another policy, customer can still have the accumulated policy value to grow continuously in the currency as desired


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# Flexibility in Financial Planning



**Currency Exchange Option**

## As easy as 1-2-3

**1**

**Purchase Global Power Multi-Currency Plan 3 (GP3) in designated Policy Currency at inception**

**2**

**Needs of Owner change and apply for changing policy currency**

**3**

**Successfully changed policy currency by exchanging the plan to the latest plan under the Global Power Series available in the designated currency while maintaining the policy duration, and policy values will continue to accumulate**



For MCV customers, Currency Exchange Option:

- Can be done **out of Hong Kong** (for Hong Kong policies)
- Must be done **in Macau** (for Macau policies)


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# Currency Exchange Option – Example 1

The following examples are hypothetical and are for illustrative purposes and reference only.

## Mr. Chan, Age 30

Assumes Global Power Multi-Currency Plan 3 is the latest plan under the Global Power series when Mr. Chan exercises the Policy Exchange Option

Policy Currency = USD → Policy Currency = AUD



**1** At policy application

Purchase Global Power Multi-Currency Plan 3 (GP3) in **USD** at inception to prepare an education fund for his son



**2** At policy year 10

His son moves to Australia for his studies and future development, so Mr. Chan changes the policy currency to **AUD** under GP3

**3**

**Policy currency changed to AUD and policy year will remain at year 10 and continue to accumulate**

- The policy year will remain at **year 10**
- **The guaranteed and non-guaranteed policy values** will be determined and adjusted (higher or lower) that as provided by the currency after exchange (i.e. AUD) and continue to accumulate afterwards


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# Currency Exchange Option – Example 2

## Miss Wong, Age 25

The following examples are hypothetical and are for illustrative purposes and reference only.

**What happens if Global Power Multi-Currency Plan 3 is shelved at the time when exercising the Currency Exchange Option?**

Policy Currency = HKD → Policy Currency = RMB

**Assume at the time when exercising the Currency Exchange Option**

**The latest plan the Global Power Series = Global Power Multi-Currency Plan 5 (GP5)**



**1 At policy application**

Purchase Global Power Multi-Currency Plan 3 (GP3) in **HKD** at inception to prepare retirement funds



**2 At policy year 30**

Miss Wong decides to retire and moves to Mainland China, so Miss Wong changes the policy currency to **RMB** through changing the plan to **Global Power Multi-Currency Plan 5**

**3**

**The plan will be changed to Global Power Multi-Currency Plan 5. Policy currency changed to RMB and after the change, the policy year under Global Power Multi-Currency Plan 5 will automatically become policy year 30 and continue to accumulate.**

- We will exchange the plan to the **latest plan under the Global Power Series** (i.e. Global Power Multi-Currency Plan 5 (GP5) as referring to the above example)
- After changing, the policy year under GP5 will **be automatically become policy year 30**
- **All product features** will follow GP5. **The guaranteed and non-guaranteed policy values** will be determined and adjusted that as provided by GP5 and the currency after exchange (i.e. RMB) and continue to accumulate afterwards.


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# Currency Exchange Option – Example 3

# Ms. Lee, Age 30

The following examples are hypothetical and are for illustrative purposes and reference only.

## What happens if the Policy Currency that the Owner intends to select is not available from the latest plan under the Global Power Series?

Policy Currency = MOP* → Policy Currency = CAD

### Assume at the time when exercising the Currency Exchange Option

**The latest plan the Global Power Series = Global Power Multi-Currency Plan 6 (GP6)**
**The latest plan under Global Power Series that provides CAD = Global Power Multi-Currency Plan 5 (GP5)**

**1** 

**At policy application**

Purchase Global Power Multi-Currency Plan 3 (GP3) in **MOP** at inception

**2** 

**At policy year 15**

Ms. Lee decides to pursue further studies in Canada, so Ms. Lee changes the policy currency to **CAD** through changing the plan to Global Power Multi-Currency Plan 5 **(Since CAD is not available in GP6)**

**3**

**The plan will be changed to Global Power Multi-Currency 5. Policy currency changed to CAD and after the change, the policy year will automatically become policy year 15 and continue to accumulate.**

- We will exchange the plan to the **latest plan under the Global Power Series** (i.e. Global Power Multi-Currency Plan 5 (GP5) as referring to the above example)
- After changing, the policy year under GP5 will **be automatically become policy year 15**
- **All product features** will follow GP5. **The guaranteed and non-guaranteed policy values** will be determined and adjusted that as provided by GP5 and currency after exchange (i.e. CAD) and continue to accumulate afterwards.


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* Only applicable to policies issued in Macau

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# Currency Exchange Option – Example 4

**5 years Premium Payment Term, Annual Premium US$100,000**

The following examples are hypothetical and are for illustrative purposes and reference only.

## How will the policy values be changed after exercising the Currency Exchange Option?

Existing Policy Currency = USD → Policy Currency after changing = CAD

Assume exercising the Currency Exchange Option at **Policy Year 10**

* Assume no Bonus Lock-in Option, Bonus Unlock Option and Policy Split Option have been exercised.
In case if the Bonus Lock-in Option are exercised before exercising the Currency Exchange Option, the value of the Bonus Lock-in Account will be adjusted using the prevailing market exchange rates, instead of through settlement via policy value adjustment as shown above.

### Step 1: Conversion of Total Cash Value* (Settlement via policy value adjustment)

Convert the Total Cash Value* (TCV) from the existing policy currency (USD) to new policy currency (CAD) at the **prevailing exchange rate at the time of exercising Currency Exchange Option**^.

TCV may be adjusted according to the **investment yield and asset values of the existing and new underlying portfolio of assets**, and/or the **transactions from the existing to new assets**

may be lower or higher than the corresponding values before the exchange

^ Assume the prevailing exchange rate at the time of exercising Currency Exchange Option is **1 USD: 1.2 CAD**, which may be different from the actual exchange rate used when the Currency Exchange Option is exercised.

| TCV (USD) |
|---|
| 611,600 |

| Scenario# | TCV (CAD) | TCV (USD equivalent)^ |
|---|---|---|
| **Rise** in asset value due to the drop of USD interest rate~ | **778,320** | **648,600** |
| **No rise or fall** in asset value | **733,920** | **611,600** |
| **Fall** in asset value due to the increase of USD interest rate~ | **697,920** | **581,600** |

# Assume **no** cost from asset transaction and all actual experience follows the current assumptions
~ Assume USD interest rate drop by 1% or rise by 1 % at policy year 10


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# Currency Exchange Option – Example 4 (Con't)

**5 years Premium Payment Term, Annual Premium US$100,000**

## How will the policy values be changed after exercising the Currency Exchange Option?

Existing Policy Currency = USD → Policy Currency after changing = CAD

Assume exercising the Currency Exchange Option at **Policy Year 10**

^ Assume the prevailing exchange rate at the time of exercising Currency Exchange Option is **1 USD: 1.2 CAD**, which may be different from the actual exchange rate used when the Currency Exchange Option is exercised.

### Step 2: Guaranteed and Non-Guaranteed Cash Value Conversion

The TCV in the New Policy Currency after conversion will be used to calculate the Guaranteed Cash Value (GCV) and Non-Guaranteed Cash Value (NGCV) of the policy, according to **the return of New Policy Currency and/or new plan at the time of applying for Currency Exchange Option (i.e. Policy Year 10)**

**Before exercising Currency Exchange Option**

| TCV (USD) | GCV (USD) | NGCV (USD) |
|---|---|---|
| 611,600 | 315,500 | 296,100 |

**After exercising Currency Exchange Option (i.e. Policy currency exchanged to CAD)**

| Scenario# | TCV (USD equivalent)^ | GCV (USD equivalent)^ | NGCV (USD equivalent)^ |
|---|---|---|---|
| **Rise** in asset value due to the drop of USD interest rate~ | 648,600 | 286,700 | 361,900 |
| **No rise or fall** in asset value | 611,600 | 270,300 | 341,300 |
| **Fall** in asset value due to the rise of USD interest rate~ | 581,600 | 257,000 | 324,600 |

# Assume **no** cost from asset transaction and all actual experience follows the current assumptions
~ Assume USD interest rate drop by 1% or rise by 1 % at policy year 10


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# Currency Exchange Option – Example 5

**5 years Premium Payment Term, Annual Premium US$100,000**

The following examples are hypothetical and are for illustrative purposes and reference only.

## If existing customer exercises the Currency Exchange Option ,the policy will be changed from GP1 or GP2 to GP3. What will be the change in policy values?

Existing Policy Currency = USD → Policy Currency after changing = RMB

Assume customer purchasing GP1, and exercising the Currency Exchange Option at **Policy Year 10,** the Mechanism will be the same as example 4. First there will be conversion of Total Cash Value (TCV), and then the value will be split into Guaranteed Cash Value (GCV) and Non-Guaranteed Cash Value (NGCV).

If there is no rise or fall in asset value:

* This example assumes no Bonus Lock-in Option, Bonus Unlock Option and Policy Split Option have been exercised.
In case if the Bonus Lock-in Option are exercised before exercising the Currency Exchange Option, the value of the Bonus Lock-in Account will be adjusted using the prevailing market exchange rates, instead of through settlement via policy value adjustment as shown above.

^ Assume the prevailing exchange rate at the time of exercising Currency Exchange Option is **1 USD: 6 RMB**, which may be different from the actual exchange rate used when the Currency Exchange Option is exercised.

| | Before exercising Currency Exchange Option | After exercising Currency Exchange Option | |
|---|---|---|---|
| **Policy Value** | **Plan: GP1 Policy Currency: USD** | **Plan: GP3 Policy Currency: RMB** | **Plan: GP3 Policy Currency: RMB (USD equivalent)^** |
| **GCV** | **366,900** | **1,946,400** | **324,400** |
| **NGCV** | **215,800** | **1,549,800** | **258,300** |
| **TCV** | **582,700** | **3,496,200** | **582,700** |

**Applicable to existing GP1 customers only**

After exercising the Currency Exchange Option, the GCV will probably be changed due to conversion of policy values



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# Currency Exchange Option – Important Notice

## When can the Currency Exchange Option be applied?

From the **2nd** Policy Anniversary onwards

**within 30 days** after each Policy Anniversary

This option can only be exercised **once** per policy year


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# Currency Exchange Option – Important Notice

## Before we approve the application

1. Customers are required to generate the **Currency Exchange Option Illustration** (i.e. the application form of Currency Exchange Option) to apply for Currency Exchange Option. An application for the Currency Exchange Option **cannot be reversed or withdrawn** once it has been submitted

2. The principal amount of the policy after the Currency Exchange Option is exercised **must not be less than the minimum amount** we permit at the time of the application for the Currency Exchange Option

3. All **premiums due and payable in the policy must be paid** and **outstanding debt in the policy must be settled** before generating the Currency Exchange Option Illustration.

4. During the period from the date of generating the Currency Exchange Option Illustration to the date we approve the application, the Policy must meet our prevailing rules and conditions which include but not limited to:
   - there should be **no claims in progress** under the Policy;
   - there should be **no change of owner and / or change of insured**;
   - there should be **no application to exercise any policy options** under the Policy and **no application to add or remove riders** of the Policy;
   - there should be no transaction or application of any transaction under the Policy which would have resulted or may **result in a change of the policy value or the amount of future premium payable** under the Policy (including Mental Incapacity Option)

5. When the Owner applies to exercise the Currency Exchange Option, **the Currency Exchange Option Illustration is required to be signed no later than 7 days from the print date** and **submitted to us no later than 7 days from the sign date**. The illustration can be checked from AIA Policy Enquiry System, details will be announced in due course



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# Currency Exchange Option – Important Notice

## After the application is approved

1. The currency of any rider(s) should be the same as the currency of the basic plan. Except VHIS riders, if the existing rider is not available in the new currency, **the relevant rider will be terminated** when the application for the Currency Exchange Option is approved. Subject to the underwriting requirements of the attached riders, Owner can apply rider(s) again afterwards according to the Policy Currency of the basic plan

2. **Regular Cash Withdrawal would be terminated** automatically after the approval of the application. Owner can apply regular withdrawal again afterwards

3. Subject to the products available for exchange under Global Power Series at the time when the Currency Exchange Option is exercised, the new plan after the currency exchange **may be different** from the current plan (i.e. Global Power Multi-Currency Plan 3), such as benefits, investment strategy and target asset mix, related investment returns and limitations and the terms and conditions of policy contract


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# Currency Exchange Option – Important Notice

## What will happen to your riders after the application is approved?

If the rider(s) **can provide the newly selected policy currency**:

1. The rider(s) will **remain in force and be converted to the Newly Selected Policy Currency**. The Terms and Conditions, Benefit Schedule (if applicable), Sum Assured (if applicable) and payment of premium (if applicable) of these riders will be subject to the latest terms and conditions of these rider(s) in the Newly Selected Policy Currency.

2. For eligible claim incurred before the effective date of exercising the Currency Exchange Option, the claim will be paid in the Existing Policy Currency according to the terms and conditions of the existing rider(s) in the Existing Policy Currency. For eligible claim incurred on or after the effective date of exercising the Currency Exchange Option, the claim will be paid in the Newly Selected Policy Currency according to the terms and conditions of the rider(s) in the Newly Selected Policy Currency.

3. The amount of the paid claims (if any) and remaining balance of all applicable benefit limit(s) (if any) and Sum Assured (if applicable) of these rider(s) will be changed to the Newly Selected Policy Currency and will be calculated with reference to the prevailing currency exchange rate as determined by us in our sole discretion. **Any exhausted benefit limit(s) and amount(s) (if applicable) of these rider(s) would remain exhausted after the Currency Exchange Option is approved.**



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# Currency Exchange Option – Important Notice

## After the application is approved, what will happen to your riders?

If the rider(s) are **VHIS Certified Plan rider** and it **cannot provide the newly selected policy currency**, provided that the rider **is not** AIA Voluntary Health Insurance Privilege Scheme (AVPR):

1. The rider will be continued on a standalone basis as **a new basic plan** ("New Standalone VHIS Certified Plan") in the originally policy currency according to the rider's terms and conditions and re-underwriting is not required.

2. The benefits of the VHIS Certified Plan rider and the New Standalone VHIS Certified Plan are **the same.**

3. The premium of the New Standalone VHIS Certified Plan will be different from your original VHIS Certified Plan rider and **the premium amount may be higher than that of your original VHIS Certified Plan rider**.

**If your rider is AVPR, please refer to the next slide**


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# Currency Exchange Option – Important Notice

## After the application is approved, what will happen to your riders?

If the rider is AVPR and it **cannot provide the newly selected policy currency**:

1. The AVPR will be **converted and continued as AIA Voluntary Health Insurance Privilege Plus Scheme (AVPP) on a standalone basis as a basic plan** in the originally policy currency according to the terms and conditions and re-underwriting is not required.

2. All the benefits of AVPR and AVPP are **the same**, except:
   - the “no claim medical check-up service” under AVPR will be replaced with the “no claim discount” benefit under AVPP
   - the count of number of claim years under the “no claim discount” benefit will not be carried forward once AVPR has been converted to AVPP

3. The premium of AVPP will be different from AVPR and **the premium amount of AVPP may be higher**.

Please carefully evaluate with customers the differences between AVPR and AVPP before exercising the Currency Exchange Option and consider if AVPP suits their needs.


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# Currency Exchange Option – Important Notice

Same as GP2

## After the application is approved, how will the policy values be changed?

1. Principal Amount
2. Guaranteed Cash Value
3. Reversionary Bonus
4. Terminal Bonus
5. Any future unpaid premiums

Will be determined and adjusted **based on factors**

## Including but not limited to

1. The prevailing market-based currency exchange rate (determined by us at our discretion)
2. The investment yield and asset values of the existing and new underlying portfolio of assets
3. The transactions from the existing to new assets

The policy values after the exchange may be lower or higher than the corresponding values before the exchange, and may be lower than total premium(s) paid


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# Currency Exchange Option – Important Notice

Same as GP2

## After the application is approved, how will the policy values be changed?

### 1 The value of the Bonus Lock-in Account

converted using the **prevailing market-based currency exchange rate (determined by us at our discretion)**



Afterwards, the Bonus Lock-in Account will be accumulated at the prevailing non-guaranteed accumulation interest rate of the new Policy Currency


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# Currency Exchange Option – Important Notice

- The approval of the application and the availability of currency at the time of exercising the Currency Exchange Option will be **subject to the prevailing laws and regulations**

- Please be reminded that no advice in related to **currency fluctuation** nor any **projection on currency** should be made at any time, and the decision on policy currency and whether to exercise the Currency Exchange Option should be made by **customers based on their own needs**

- There could be a **material difference** between the current product (i.e. Global Power Multi-Currency Plan 3) and the products available under the Global Power Series when the Owner exercises the Currency Exchange Option. Please remind the Owner to **evaluate the difference between the products carefully** when intending to exercise this option and ask them to consider whether the relevant product suits the needs of the Owner. The Currency Exchange Option may not be available under the new plan after exercising the Currency Exchange Option. Under the worst scenario, the Currency Exchange Option may only be exercised once due to new product feature. Customer should not purchase this product for the Policy Currency Exchange Option only.

- If the Currency Exchange Option is exercised before the end of the premium payment term,
  - Financial Need Analysis (FNA) (if applicable) is not required to be reconducted, subject to prevailing regulatory restrictions and our prevailing rules and regulations
  - If the renewal commission rate of new plan is different from that in existing plan, **existing plan's renewal commission rate** will be adopted


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# Global Power Multi-Currency Plan 3 – New Product Features at-a-glance

**Comparing with GP2, the projected total return of USD and HKD policies is updated**

**Potential projected total return**



## Currency Exchange Option

Starting from the 2nd policy anniversary, owners can change policy currency based on their needs



**Earliest exercise time among market***

*As of 15 September 2023, compared with savings insurance products provided by Hong Kong major insurance companies.

## Mental Incapacity Option

**If the policyowner becomes a Mentally Incapacitated Person, the designated recipient can receive payment of a designated percentage of the policy value on the owner's behalf**

**Plan ahead for your future**



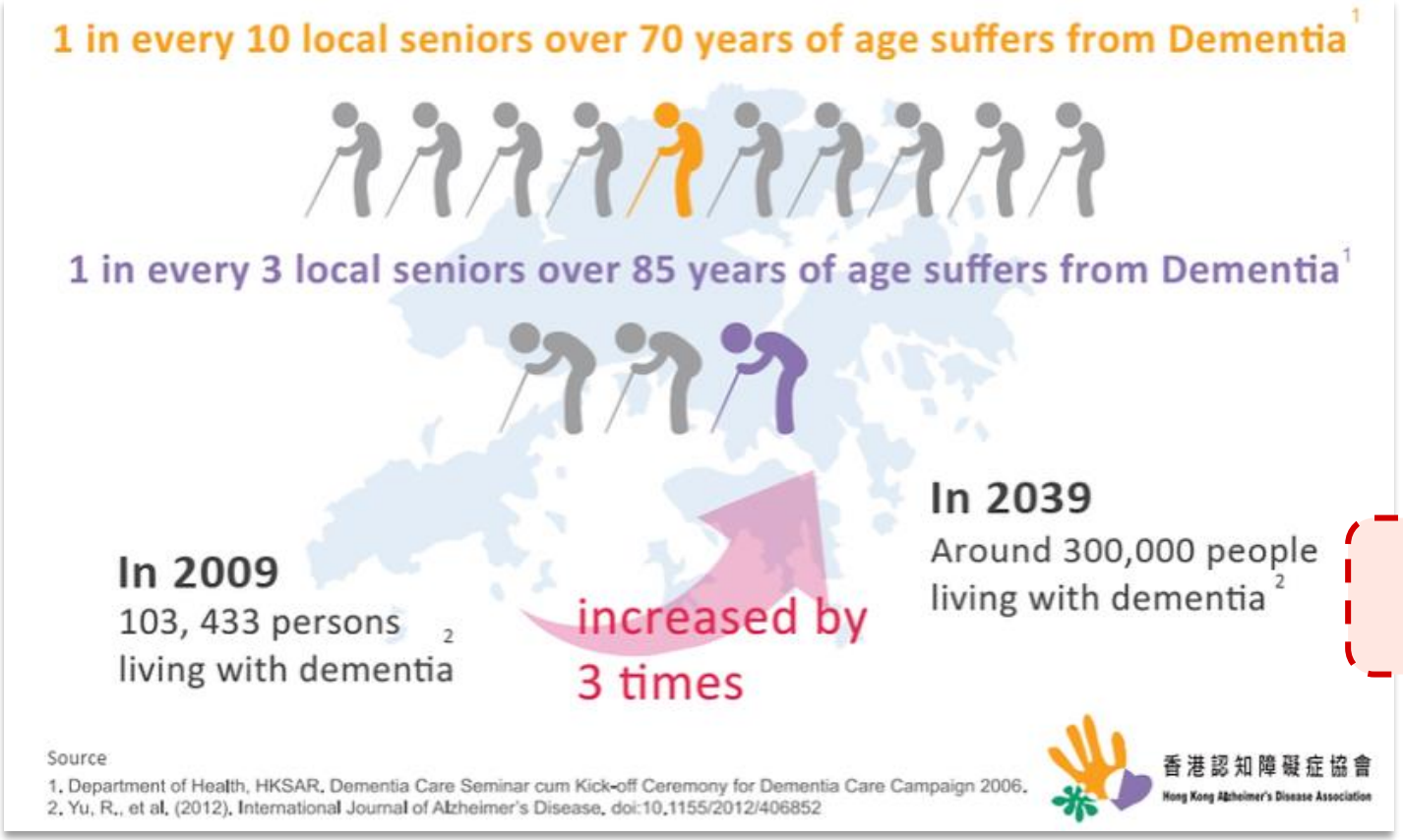

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# The needs for mental health protection are on the rise

## More than 55 million people have dementia worldwide^

- Dementia in Hong Kong




**How do we respond to customers' needs?**

^Source: Dementia (who.int) Key facts: Dementia, World Health Organization (2023)

# Mental Incapacity Option

The owner may designate in advance (i) an aged 18 or above **family member** as the **designated recipient** and (ii) the designated percentage of policy value. In the event the owner is diagnosed as a permanent **mentally incapacitated person***, the designated recipient may receive payment equal to the owner's designated percentage of policy value. The owner (must be the same person as the Insured) can apply for this option **starting from the end of the 3rd policy year**. Besides appointing a Designated Recipient, the owner will also be required to indicate the **designated percentage of policy value**. The recipient can receive the designated percentage of the policy value on the date of payment approval. We will deduct all outstanding debt under the policy before we make any payment. Unless surrender of the policy is triggered in the course of payment under this option, the policy value will continue to accumulate.



*__Mentally Incapacitated Person__ means a person who is incapable, by reason of mental incapacity (as defined under the Mental Health Ordinance, Cap. 136 of Hong Kong Ordinanceor under Article 122 of the Macau Civil Code, depending on the place where the policy is issued), of managing and administering his property and affairs and supported by diagnosis of 2 Registered Medical Practitioners who are psychiatrists or neurologists.


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# Mental Incapacity Option

| | |
|---|---|
| 1 | Starting from **the end of the 3rd policy year**, owner can apply this option and **designate a family member as a designated recipient** and **designated percentage in advance**. Owner may apply to change the designated person and designated percentage of withdrawal as many times as he/she wish, subject to our approval. |
| 2 | Under this option, **owner must be same person as insured**. This option is **also applicable to the policy which has been assigned** |
| 3 | The designated family member must be **age 18 or above**, and spouse, parent, child, sibling, grandparent, grandchild of the owner, or any other relationship as approved by us |
| 4 | The designated percentages **cannot be less than 10% or more than 100%** (minimum and maximum percentages are subject to our prevailing rules and regulations). If the total cash value of the policy is fully withdrawn under this option, the policy will terminate. |
| 5 | This option **can only be exercised** for the cash withdrawal **once** per policy*. The designated recipient can withdraw amount equal to or less than the designated percentage. |

*Follow the existing practice of payment, all policies are subject to the minimum sum assure requirement.


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# Mental Incapacity Option

- Spouse
- Children
- Parent
- Grandfather / Grandmother
- Grandchild
- Brother / Sister
- Half Brother / Sister
- Niece / Nephew
- Auntie / Uncle
- Fiancée / Fiancé
- Son-in-Law / Daughter-in-Law
- Step-father / Step-mother (Legally married)
- Step-children


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# Mental Incapacity Option

The existing designated recipient will be **automatically revoked** when one of the following happens:

- **a new recipient** is designated and is approved by us;
- **any change** of policy owner;
- we have been notified that there is a guardian or committee appointed under the Mental Health Ordinance (Cap. 136 Laws of Hong Kong SAR) (or if there is a guardian or committee appointed under similar laws in another jurisdiction); or
- we have been notified that the policy owner has enduring power of attorney covering the policy.

Mentally Incapacitated Person means a person who is incapable, by reason of mental incapacity (as defined under the Mental Health Ordinance, Cap. 136 of Hong Kong Ordinance), of managing and administering his/her property and affairs. The diagnosis of mental incapacity must be given by 2 Registered Medical Practitioners who are psychiatrists or neurologists (or proof provided pursuant to applicable laws which is acceptable to us).



If there is a dispute or the Company has reasonable belief that there may be a dispute between the Designated Recipient of the Mental Incapacity Option and any other person on the Mental Incapacity Option, the Company has the right to **withhold the payment until such dispute is resolved** to the satisfaction of the Company.


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# Mental Incapacity Option

The following examples are hypothetical and are for illustrative purposes and reference only.

## Example 1

After 3 years, Mr. Chan applies the Mental Incapacity Option and designated **Mrs. Chan as the Designated Recipient** to receive **100%** of the policy value.

Mr. Chan was diagnosed as a permanent **Mentally Incapacitated Person** at 70 years old. As the Designated Recipient, after our approval of Mrs. Chan' application, she receives the payment of **full policy value** on Mr. Chan's behalf.









**Age 50** **Age 53** ●●● **Age 70** **Policy Termination**


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# Mental Incapacity Option

The following examples are hypothetical and are for illustrative purposes and reference only.

## Example 2

After 3 years, Mr. Chan applies the Mental Incapacity Option and designated **Mrs. Chan as the Designated Recipient** to receive **10%** of the policy value.

Mr. Chan was diagnosed as a permanent **Mentally Incapacitated Person** at 70 years old. As the Designated Recipient, after our approval of Mrs. Chan' application, she receives the payment of **10%** of the policy value on Mr. Chan's behalf.




The remaining policy value after withdrawal will continue to accumulate


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First in market* 

# Bonus Lock-in Option and Bonus Unlock Option

*Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 Oct 2022


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Same as GP2

# Bonus Unlock Option

Under the ever changing economic condition,
**do the customers need to reduce the principal amount of the policy to secure potential returns?**

If the customers **change their mind and do not wish to lock-in potential return**, is there a way to allow the policy to **continue accumulating more potential returns**?

**First in Market – Bonus Unlock Option***



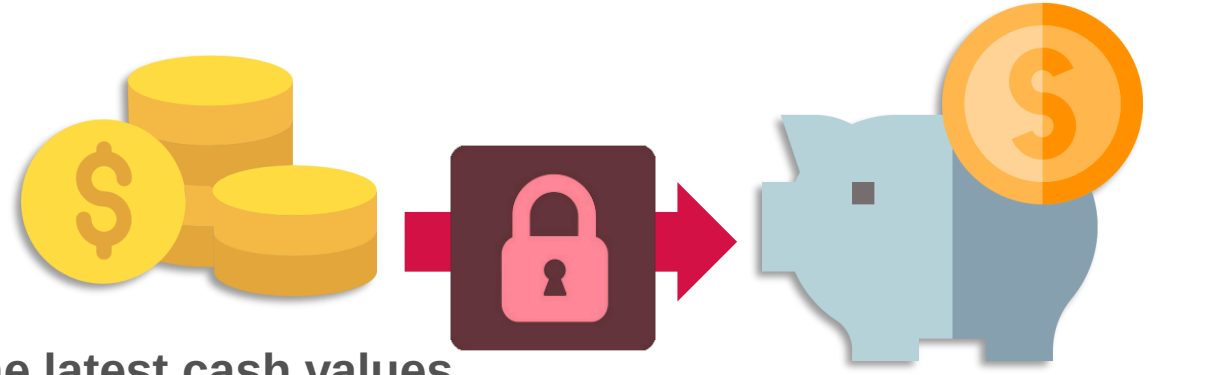
*Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 Oct 2022


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# Bonus Lock-in Option

Same as GP2



The latest cash values of non-guaranteed Reversionary Bonus and Terminal Bonus

Bonus Lock-in Account

The Bonus Lock-in Option enables Owners locking in a certain percentage of the latest cash values of non-guaranteed Reversionary Bonus and Terminal Bonus into a Bonus Lock-in Account and **earn non-guaranteed interest while not affecting the principal amount of the policy**.



## Increasing the policy's guaranteed return*

Once the Lock-in Amount is transferred to the Bonus Lock-in Account, the relevant Lock-in Amount becomes guaranteed value

## Increasing the flexibility over financial planning

Owner can withdraw part or all of the amount in the Bonus Lock-in Account anytime, without partial surrendering the policy.

*Different from Guaranteed Cash Value, the Lock-in Amounts are based on the current projected cash values of Reversionary Bonus and Terminal Bonus and minus any debts under the Policy (if any), which are not guaranteed. Once the application for exercising Bonus Lock-in Option is approved, Once the Lock-in Amount is transferred to the Bonus Lock-in Account, the relevant Lock-in Amount will become guaranteed immediately. Thereafter, the remaining balance of the Bonus Lock-in Account may accumulate at a non-guaranteed accumulation interest rate that may be declared by us from time to time.


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# First in Market* –Bonus Unlock Option

Same as GP2

*Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 Oct 2022

With respect to the utterly changing economic conditions, what if customers change their mind of locking-in their bonuses? Can they unlock the bonuses to non-guaranteed Reversionary Bonus and Terminal Bonus to accumulate higher potential returns? We are introducing **Bonus Unlock Option** which will cater for this need.




Assuming the non-guaranteed bonuses are declared per projected, the policy value after exercising both Bonus Lock-in Option and Bonus Unlock Option will ultimately be **less than the initial policy value shown in PGS illustration**.

The Unlock Amount will also be changed from guaranteed value in Bonus Lock-in Account to non-guaranteed value as Reversionary Bonus and Terminal Bonus and subject to market volatility risk, which can become higher or lower than the amount before unlock.


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# How to apply for Bonus Lock-in Option and Bonus Unlock Option

Same as GP2

## Bonus Lock-in Option

1. •Owner submits the Company's prescribed form within 30 days of the policy anniversary starting from 15th policy anniversary and **specifies the percentage of non-guaranteed Reversionary Bonus and Terminal Bonus to transfer** to exercise the Bonus Lock-in Option.
2. • Once the application for exercising Bonus Lock-in Option is approved, we will **calculate the Lock-in Amount** based on the latest cash value of the Reversionary Bonus and the latest cash value of Terminal Bonus on the date of approval, **after deducting any Policy Debt**.
3. • The Lock-in Amount will be transferred to the Bonus Lock-in Account as soon as practicable.

## Bonus Unlock Option

1. • After **at least 1 year** from exercising Bonus Lock-in Option, owner can apply to exercise Bonus Unlock Option by submitting the Company's prescribed form within 30 days of the Policy Anniversary and **specifies the unlock percentage of the latest remaining balance of the Bonus Lock-in Account**.
2. • Once the application for exercising Bonus Unlock Option is approved, we will **calculate the Unlock Amount** based on the latest value in the Bonus Lock-in Account on the date of approval, and **deduct any Policy Debt** before transferring it into **non-guaranteed** Reversionary Bonus and Terminal Bonus.
3. • The Unlock Amount will be transferred as non-guaranteed Reversionary Bonus and Terminal Bonus to accumulate potential return as soon as practicable.


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# Bonus Lock-in Option – Example

The following examples are hypothetical and are for illustrative purposes and reference only.

Policy Owner: Wendy (Age 50)
Insured: Winnie (Age 0, granddaughter)

Premium Payment Term: 5 years
Annual Premium: US$100,000 (Total Premium: US$500,000)

This case assumes that policy owner does not withdraw cash from the policy at any point (including projected remaining balance of the Bonus Lock-in Account), choosing instead to let the total surrender value accumulate.

**Assumes Bonus Lock-in Option is not exercised**

- Non-guaranteed Surrender Value
- Guaranteed Cash Value
- Projected Total Surrender Value

**Assumes Bonus Lock-in Option is exercised at the end of the 15th policy year**

- Non-guaranteed Surrender Value
- Guaranteed Cash Value
- Projected Remaining Balance of the Bonus Lock-in Account
- Projected Total Surrender Value

End of Policy Year

**Policy issuance**

**Projected Total Surrender Value**
**US$883,025[1]**
(Up to **1.8** times the total premiums paid)
US$517,147
US$365,879

**15**

**Projected Total Surrender Value**
**US$883,025[2]**
(Up to **1.8** times the total premiums paid)
US$ 362,003
US$ 365,879
US$ 155,144[3]

Lock-in Reversionary Bonus and Terminal Bonus at the end of the 15th policy year

**Projected Total Surrender Value**
**US$1,886,996[1]**
(Up to **3.8** times the total premiums paid)
US$1,374,149
US$ 512,847

**25**

**Projected Total Surrender Value**
**US$1,693,597[2]**
(Up to **3.4** times the total premiums paid)
US$673,333
US$512,847
US$507,417[3]

**Projected Total Surrender Value**
**US$2,606,447[1]**
(Up to **5.2** times the total premiums paid)
US$2,088,462
US$ 517,985

**30**

**Projected Total Surrender Value**
**US$1,985,198[2]**
(Up to **4.3** times the total premiums paid)
US$1,023,346
US$ 517,985
US$602,652[3]

At the end of the 15th policy year, Wendy exercises the Bonus Lock-in Option and locks in 30% of the Reversionary Bonus and Terminal Bonus (US$155,144), in order to spare a guaranteed cash reserve[3], such that she can withdraw anytime for retirement needs.



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# Bonus Lock-in Option – Example (Con't)

The following examples are hypothetical and are for illustrative purposes and reference only.

Policy Owner: Wendy (Age 50)
Insured: Winnie (Age 0, granddaughter)

Premium Payment Term: 5 years
Annual Premium: US$100,000 (Total Premium: US$500,000)

This case assumes that policy owner does not withdraw cash from the policy at any point (including projected remaining balance of the Bonus Lock-in Account), choosing instead to let the total surrender value accumulate.

**Assumes Bonus Lock-in Option is not exercised**

- Non-guaranteed Surrender Value
- Guaranteed Cash Value
- Projected Total Surrender Value

End of Policy Year

**Policy issuance**

**Projected Total Surrender Value**
**US$883,025[1]**
(Up to **1.8** times the total premiums paid)
US$517,147
US$365,879

**15**
**Projected Total Surrender Value**
**US$883,025[2]**
(Up to **1.8** times the total premiums paid)
US$362,003
US$365,879
US$155,144[3]

Lock in Reversionary Bonus and Terminal Bonus at the end of the 15th policy year

**Projected Total Surrender Value**
**US$1,886,996[1]**
(Up to **3.8** times the total premiums paid)
US$1,374,149
US$512,847

**25**
**Projected Total Surrender Value**
**US$1,693,597[2]**
(Up to **3.4** times the total premiums paid)
US$673,333
US$512,847
US$507,417[3]

Lock in Reversionary Bonus and Terminal Bonus again at the end of the 25th policy year

**Projected Total Surrender Value**
**US$2,606,447[1]**
(Up to **5.2** times the total premiums paid)
US$2,088,462
US$517,985

**30**
**Projected Total Surrender Value**
**US$2,143,984[2]**
(Up to **4.3** times the total premiums paid)
US$1,023,346
US$517,985
US$ 602,652[3]

**Assumes Bonus Lock-in Option is exercised at the end of the 15th and 25th policy year**

- Non-guaranteed Surrender Value
- Guaranteed Cash Value
- Projected Remaining Balance of the Bonus Lock-in Account
- Projected Total Surrender Value

Wendy has sufficient funds and did not withdraw from the Projected Remaining Balance of the Bonus Lock-in Account, choosing to let it accumulate instead. At the end of the 25th policy year, Winnie would like to start her new business. Wendy once again exercises the Bonus lock-in Option and locks in 30% of the Reversionary Bonus and the Terminal Bonus US$288,571 as a cash reserve for her granddaughter's start-up. Together with the lock-in amount accumulated previously US$218,846, the Projected Remaining Balance of the Bonus Lock-in Account has reached US$444,399. Winnie's business is in great shape and did not spend the reserve fund. At the end of the 30th policy year, the Projected Remaining Balance of the Bonus Lock-in Account is US$602,652. Wendy can withdraw as she wishes or use the fund for legacy planning.



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# Bonus Lock-in Option and Bonus Unlock Option - Example

The following examples are hypothetical and are for illustrative purposes and reference only.

**Policy Owner and Insured: Kenneth (Age 35)**

Premium Payment Term: 5 years
Annual Premium: US$ 30,000 (Total Premium: US$150,000)

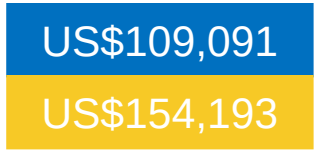
This case assumes that policy owner does not withdraw cash from the policy at any point (including projected remaining balance of the Bonus Lock-in Account), choosing instead to let the total surrender value accumulate.

**Assumes Bonus Lock-in Option and Bonus Unlock Option is not exercised**

- Non-guaranteed Surrender Value
- Guaranteed Cash Value
- Projected Total Surrender Value

End of Policy Year: Policy issuance

**Projected Total Surrender Value**
**US$263,284[1]**
(Up to **1.8** times the total premiums paid)




15

**Projected Total Surrender Value**
**US$396,538[1]**
(Up to **2.6** times the total premiums paid)




20

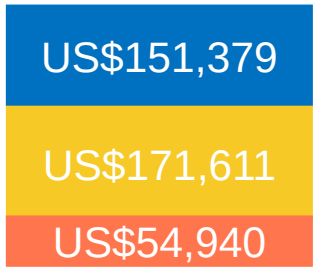
**Assumes Bonus Lock-in Option is exercised at the end of the 15th policy year and locks in 30% of the cash values of Reversionary Bonus and the Terminal Bonus. Bonus Unlock Option is exercised at the end of the 20th policy year**

- Non-guaranteed Surrender Value
- Guaranteed Cash Value
- Projected Remaining Balance of the Bonus Lock-in Account
- Projected Total Surrender Value

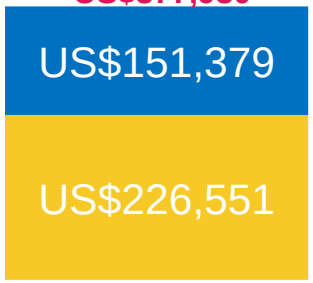
**Projected Total Surrender Value**
**US$263,284[2]**
(Up to **1.8** times the total premiums paid)




**Before exercising Bonus Unlock Option**
**Projected Total Surrender Value**
**US$377,930[2]**




**After exercising Bonus Unlock Option**
**Projected Total Surrender Value**
**US$377,930[4]**




Unlock value from Bonus Lock-in Account at the end of the 20th policy year

At the end of the 20th policy year, according to his financial situation, Kenneth does not need to have the guaranteed reserve and he would like to accumulate more wealth. Hence, he decides to unlock all remaining balance of the Bonus Lock-in Account in order to accumulate for potential returns. The Unlock Amount is US$54,940, and such full amount is transferred as Non-guaranteed Reversionary Bonus and Terminal Bonus. The Projected Total Surrender Value before and after the Unlock are also US$377,930, yet this Unlock cannot offset any changes to Non-guaranteed Reversionary Bonus and Terminal Bonus caused by the exercise of Bonus Lock-in Option by Kenneth, which means the Projected Total Surrender Value after the unlock will be less than the initial policy value shown in PGS illustration before exercising the Bonus Lock-in Option and Bonus Unlock Option.



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# Bonus Lock-in Option and Bonus Unlock Option – Remarks of examples

1. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value plus the non-guaranteed cash values of any Reversionary Bonus and Terminal Bonus and is based on the current projected surrender value and bonus scales. The current projected surrender value and bonus scales are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus and Terminal Bonus payable throughout the duration of the policy may vary from year to year at AIA's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no cash withdrawal or policy loans are taken throughout the term of the policy, no Bonus Lock-in Option, Bonus Unlock Option, Policy Split Option, Currency Exchange Option and Mental Incapacity Option are exercised and that all premiums are paid in full when due. To receive the amounts illustrated, the Owner must surrender her policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.
2. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value, the non-guaranteed cash values of any Reversionary Bonus and Terminal Bonus and any remaining balance of Bonus Lock-in Account and is based on the current projected surrender value, bonus scales and non-guaranteed accumulation interest rate. The current projected surrender value, bonus scales and non-guaranteed accumulation interest rate are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus and Terminal Bonus payable and also the interest accumulated annually from the Bonus Lock-in Account throughout the duration of the policy may vary from year to year at AIA's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no cash withdrawal or policy loans are taken throughout the term of the policy, no Currency Exchange Option, Policy Split Option and Mental Incapacity Option are exercised and that all premiums are paid in full when due. To receive the amounts illustrated, the Owner must exercise Bonus Lock-in Option and surrender her policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.
3. Different from Guaranteed Cash Value, the Lock-in Amounts shown on the above examples are based on the current projected cash values of Reversionary Bonus and Terminal Bonus and are not guaranteed. Once the application for exercising Bonus Lock-in Option is approved, we will calculate the Lock-in Amount based on the latest cash value of the Reversionary Bonus and the latest cash value of the Terminal Bonus on the date of approval and may be less or more favourable than those illustrated. Once the Lock-in Amount is transferred to the Bonus Lock-in Account, the relevant Lock-in Amount will become guaranteed immediately. Thereafter, the remaining balance of the Bonus Lock-in Account may accumulate at a non-guaranteed accumulation interest rate that may be declared by us from time to time.
4. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value, the non-guaranteed cash values of any Reversionary Bonus and Terminal Bonus, any Unlock Amount and any remaining balance of Bonus Lock-in Account and is based on the current projected surrender value, bonus scales and non-guaranteed accumulation interest rate. The current projected surrender value, bonus scales and non-guaranteed accumulation interest rate are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus and Terminal Bonus payable throughout the duration of the policy may vary from year to year at AIA's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The remaining balance of the Bonus Lock-in Account may accumulate at a non-guaranteed accumulation interest rate that may be declared by us from time to time. The above example assumes that no cash withdrawal or policy loans are taken throughout the term of the policy, no Currency Exchange Option, no Policy Split Option and no Mental Incapacity Option are exercised and that all premiums are paid in full when due. To receive the amounts illustrated, the Owner must exercise Bonus Lock-in Option and Bonus Unlock Option and surrender his policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.
5. Once the application for exercising Bonus Unlock Option is approved, we will calculate the Unlock Amount based on the latest value of the Bonus Lock-in Account on the date of approval, minus any debts under the Policy (if any), and may be less or more favourable than those illustrated. Once the Unlock Amount is transferred as Reversionary Bonus and Terminal Bonus, the relevant Unlock Amount will become non-guaranteed immediately. Thereafter, the Unlock Amount may accumulate as non-guaranteed Reversionary Bonus and Terminal Bonus.

# Conditions for exercising Bonus Lock-in and Bonus Unlock Option

Same as GP2

| | Bonus Lock-in Option | Bonus Unlock Option |
|---|---|---|
| Application Period | **Starting from the end of the 15th policy year**, Owner can exercise Bonus Lock-in Option **within 30 days** after each Policy Anniversary | **Starting from at least 1 year after exercising Bonus Lock-in Option**, Owner can exercise Bonus Unlock Option **within 30 days** after each Policy Anniversary |
| Exercise Frequency | **The Option can only be exercised once per policy year** | **The Option can only be exercised once per policy year** |
| Distribution of Reversionary Bonus and Terminal Bonus | The percentage of the latest cash value of Reversionary Bonus and the latest cash value of Terminal Bonus to be transferred to the Bonus Lock-in Account **must be identical** | The Unlock Amount will be transferred as Reversionary Bonus and Terminal Bonus at **a percentage determined by the Company** which may not be identical |
| Maximum and Minimum Percentage | The Lock-in Percentage **cannot be less than 10% or more than 70%.** We reserve the right to change this Minimum and Maximum Lock-in Percentage from time to time, subject to our prevailing rules and regulations | The Unlock Percentage must be **at least 10% up to 100%**. We reserve the right to change this Minimum and Maximum Unlock Percentage from time to time, subject to our prevailing rules and regulations |
| Maximum and Minimum Amount | The Lock-in Amount to be transferred **cannot be less than a minimum amount (currently US$100)**, which may be determined by us from time to time, subject to our prevailing rules and regulations. | **The Unlock Amount must not be less than the minimum amount we permit at the time of this application** |


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# Bonus Lock-in Option – Example for identical %

Same as GP2



| | Lock-in % of Reversionary Bonus permitted | | Lock-in % of Terminal Bonus permitted | | | | |
|---|---|---|---|---|---|---|---|
| 15th Policy Anniversary | 10% | + | 10% | | 10% | + | 15% |
| 16th Policy Anniversary | 15% | + | 15% | | 40% | + | 15% |
| 17th Policy Anniversary | 20% | + | 20% | | 20% | + | 50% |

Please note, since the end of 15th policy year:

- Owner can lock-in with **different** percentages of Reversionary Bonus and Terminal Bonus in **each year**,
- The percentages of Reversionary Bonus and Terminal Bonus **must be identical to each other.**
- If the owner exercises the Bonus Unlock Option at least 1 year after exercising Bonus Lock-in Option, the unlock amount will be transferred as non-guaranteed Reversionary Bonus and Terminal Bonus **at a percentage determined by the Company**



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# Bonus Lock-in Option and Bonus Unlock Option – Important Notice

Same as GP2

## After exercising Bonus Lock-in Option and Bonus Unlock Option

1. Principal Amount of the policy **will not be changed upon exercising either Bonus Lock-in Option or Bonus Unlock Option**

2. The non-guaranteed **Reversionary Bonus and Terminal Bonus** as at the relevant policy year and Reversionary Bonus and Terminal Bonus to be declared for all subsequent policy years will be **adjusted accordingly**

3. Exercising Bonus Lock-in Option will increase the remaining balance of the Bonus Lock-in Account whilst exercising the Bonus Unlock Option will reduce such remaining balance. The remaining balance in the Bonus Lock-in Account (if applicable) may accumulate **at a non-guaranteed accumulation interest rate that may be declared by us from time to time**

4. Once the Bonus Lock-in Option or Bonus Unlock Option is exercised, the transfer of the Lock-in Amount **cannot be reversed**

5. Once the Bonus Lock-in Option is exercised, the transferred amount will become guaranteed value and accumulate with non-guaranteed interest in the Bonus Lock-in Account. On the other hand, once the Bonus Unlock Option is exercised, **the Unlock Amount will be changed from guaranteed value in Bonus Lock-in Account to non-guaranteed value as Reversionary Bonus and Terminal Bonus** and maybe higher or lower than the amount before exercising Unlock due to higher investment return volatility. The new total projected value after exercising Bonus Unlock Option will be less than the initial total projected value as illustrated in PGS if the dividends are declared as planned.

6. Each subsequent declaration of the non-guaranteed Reversionary Bonus and Terminal Bonus **will not affect the value of the Bonus Lock-in Account**


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# Bonus Lock-in Option and Bonus Unlock Option – Important Notice

Same as GP2

## After exercising Bonus Lock-in Option and Bonus Unlock Option

7 Upon exercising the Currency Exchange Option, any value in the Bonus Lock-in Account **will be converted using the prevailing market-based currency exchange rate (determined by us at our discretion)**. Afterwards, the Bonus Lock-in Account will be accumulated at the prevailing non-guaranteed accumulation interest rate of **the new Policy Currency**

8 The order of withdrawing policy value are as follows:

The remaining balance of the Bonus Lock-in Account (if applicable)

⇩

Any cash value of the encashable Reversionary Bonus and any associated Terminal Bonus (collectively, the "Cash Value of Encashable Bonuses")

⇩

Guaranteed cash value and any cash value of any associated Terminal Bonus (i.e. partial surrender)


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## Higher flexibility in financial planning

# Policy Split Option

**Split the policy into policies of smaller policy values to fulfil legacy planning needs**


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# Policy Split Option

## Customers' thoughts:



I want to cover an additional child under my existing policy.



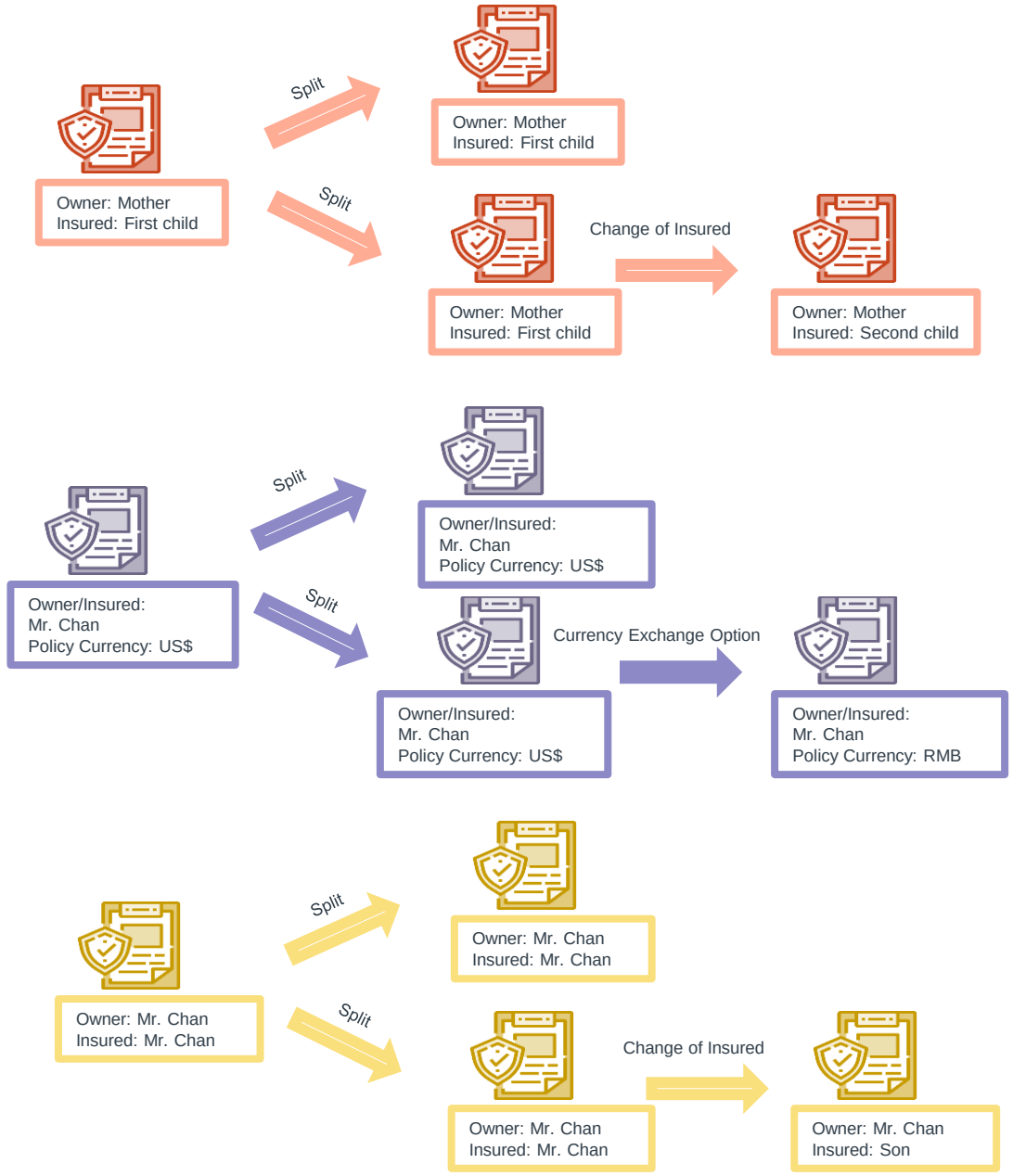
I want to partially convert policy currency to a different policy currency.



I want to pass my wealth to the next generation and save up for my retirement at the same time.

## Our Solutions:

Same as GP2





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# Policy Split Option – Example 1

The following examples are hypothetical and are for illustrative purposes and reference only.

Policy Owner: Annie (Age 30)
Insured: Angel (Age 0, daughter)

Premium Payment Term: 3-years
Annual Premium: US$100,000
Total Premiums Paid: US$300,000



Annie's daughter Angel is born. She has purchased Global Power Multi-Currency Plan 3 for Angel as a gift and prepare for her education expenses.

**Policy No.:** A000000111
**Principal Amount**
US$1,027,750
**Projected Total Surrender Value**
US$252,756[1]
**Policy Owner**: Annie
**Insured**: Angel

**Policy**

50% of the Principal Amount

**Policy**

**Policy No.:** A000000111
**Principal Amount**
US$513,875
**Projected Total Surrender Value**
US$126,378[2]
**Policy Owner**: Annie
**Insured**: Angel

50% of the Principal Amount

**Split Policy**

**Policy No.:** A000000112
**Principal Amount**
US$513,875
**Projected Total Surrender Value**
US$126,378[2]
**Policy Owner**: Annie
**Insured** : Anna

At policy year 5, Annie's second daughter Anna is born. She exercised the Policy Split Option to split her policy into 2. After the Policy Split Option is approved, she changed the insured of the Split Policy to Anna under the Change of Insured Option, so that both of her daughters are under protection while the policy values can still accumulate based on the same Policy Date, Issue Date and Commencement Date.

Policy Year 1 5

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# Policy Split Option – Example 2

The following examples are hypothetical and are for illustrative purposes and reference only.

## Policy Owner and Insured: Marco (Age 30)

## Premium Payment Term: Single Premium
## Single Premium Paid: US$50,000



Marco is a frequent flyer for business. He has purchased Global Power Multi-Currency Plan 3 to accumulate wealth for retirement planning.

**Policy No.:** A000000111
**Principal Amount**
US$50,000
**Projected Total Surrender Value**
US$76,878[1]
**Policy Owner and Insured:**
Marco

**Policy**

50% of the Principal Amount

**Policy**

**Policy No.:** A000000111
**Principal Amount**
US$25,000
**Projected Total Surrender Value**
US$38,439[2]
**Policy Owner and Insured:**
Marco

50% of the Principal Amount

**Split Policy**

**Policy No.:** A000000112
**Principal Amount**
US$25,000
**Projected Total Surrender Value**
US$38,439[2]
**Policy Owner and Insured:**
Marco

Exercised Policy Currency Exchange Option* to convert policy currency from US$ to GBP

**Split Policy**

**Policy No.:**
A000000112
**Principal Amount**
US$25,000
**Projected Total Surrender Value**
US$102,745[2]
**Policy Owner and Insured:** Marco

Exercise Currency Exchange Option*

**Policy No.:**
A000000112
**Principal Amount**
GBP15,000[4]
**Projected Total Surrender Value**
GBP61,647[3,4]
**Policy Owner and Insured:** Marco

At policy year 10, Marco considered to retire in UK. Since he would visit Hong Kong frequently, so he doesn't want to change all the policy values into GBP. In order to facilitate the partial policy currency exchange, he exercised the Policy Split Option.

At policy year 25, Marco has retired and moved to UK for retirement. He exercised the Policy Currency Exchange Option* to convert the split policy currency from US$ to GBP.

Policy Year: 1 — 10 — 25

* Assumes Global Power Multi-Currency Plan 3 is the latest product under Global Power Multi-Currency Series at the 25th policy year

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# Policy Split Option – Example 3

The following examples are hypothetical and are for illustrative purposes and reference only.

Policy Owner: Jack (Age 30)
Insured: Jenny (Age 25, wife)

Premium Payment Term: 5-years
Annual Premium: US$100,000
Total Premiums Paid: US$500,000



Jack has purchased Global Power Multi-Currency Plan 3 to his wife, in a hope to help with legacy planning.

**Policy No.:** A000000111
**Principal Amount**
US$1,027,750
**Projected Total Surrender Value**
US$539,625[1]
**Policy Owner**: Jack
**Insured**: Jenny

**Policy**

50% of the Principal Amount

**Policy No.:** A000000111
**Principal Amount**
US$513,875
**Projected Total Surrender Value**
US$269,813[2]
**Policy Owner:** Jack
**Insured**:Jason

50% of the Principal Amount

**Split policy**

**Policy No.:** A000000112
**Principal Amount**
US$513,875
**Projected Total Surrender Value**
US$269,813[2]
**Policy Owner**: Jack
**Insured**: Jenny

At policy year 8, Jack and Jenny's son Jason is born. Jack exercised the Policy Split Option to split his policy into 2. After the Policy Split Option is approved, he changed the insured of the Policy to Jason under the Change of Insured Option, so that all of his family members are all under protection while the policy values can still accumulate based on the same Policy Date, Issue Date and Commencement Date.

**Policy No.:** A000000111
**Principal Amount**
US$513,875
**Projected Total Surrender Value**
US$2,200,441[2]
**Policy Owner**: Jason
**Insured**: Jason

**Policy**

50% of the Principal Amount

**Policy No.:** A000000111
**Principal Amount**
US$256,938
**Projected Total Surrender Value**
US$1,100,220[2]
**Policy Owner**: Jason
**Insured**: Jason

**Policy**

50% of the Principal Amount

**Split policy**

**Policy No.:** A000000113
**Principal Amount**
US$256,938
**Projected Total Surrender Value**
US$1,100,220[2]
**Policy Owner**: Jason
**Insured**: Joseph

At policy year 38, Jason reaches the age of 30 and Jack changes the Policy Owner and Insured to Jason. Jason has given birth to his own child Joseph. He exercises the Policy Split Option and changes the insured of the Policy to Joseph under the Change of Insured Option after the Policy Split Option is approved. The wealth accumulated from Jack and Jenny has successfully passed on to the next generation.

Policy Year 1 — 8 — 38

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Same as GP2

# Policy Split Option – Remarks of examples

1. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value plus the non-guaranteed cash values of any Reversionary Bonus and Terminal Bonus and is based on the current projected surrender value and bonus scales. The current projected surrender value and bonus scales are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus and Terminal Bonus payable throughout the duration of the policy may vary from year to year at AIA's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no cash withdrawal or policy loans are taken throughout the term of the policy, no Bonus Lock-in Option, Bonus Unlock Option, Policy Split Option, Currency Exchange Option and Mental Incapacity Option are exercised and that all premiums are paid in full when due. To receive the amounts illustrated, the Owner must surrender his/ her policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.

2. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value and the non-guaranteed cash values of any Reversionary Bonus and Terminal Bonus and is based on the current projected surrender value and bonus scales. The current projected surrender value and bonus scales are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus and Terminal Bonus payable throughout the duration of the policy may vary from year to year at AIA's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no cash withdrawal or policy loans are taken throughout the term of the policy, no Bonus Lock-in Option, Bonus Unlock Option , Currency Exchange Option and Mental Incapacity Option are exercised and that all premiums are paid in full when due. To receive the amounts illustrated, the Owner must exercise Policy Split Option and surrender his/ her policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.

3. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value and the non-guaranteed cash values of any Reversionary Bonus and Terminal Bonus and is based on the current projected surrender value and bonus scales. The current projected surrender value and bonus scales are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus and Terminal Bonus payable throughout the duration of the policy may vary from year to year at AIA's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no cash withdrawal or policy loans are taken throughout the term of the policy, no Bonus Lock-in Option, Bonus Unlock Option and Mental Incapacity Option are exercised and that all premiums are paid in full when due. To receive the amounts illustrated, the Owner must exercise Policy Split Option, Currency Exchange Option and surrender his/ her policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.

4. The above example assumes at the time of exercising Currency Exchange Option, the prevailing exchange rate is 1 USD: 0.6 GBP and the actual exchange rate when exercising Currency Exchange Option may be different and will be determined by us at our discretion. This example also assumes all actual experience follows the current assumptions and projected total surrender value does not adjust according to, the investment yield and asset values of the existing and new underlying portfolio of assets, and/or the transactions from the existing to new assets. Actual principal amount and actual total surrender value after exercising the Currency Exchange Option may be

# How to apply for Policy Split Option?

1. Owner submits the Company's prescribed form within specific period and **specifies the percentage of principal amount of the current policy and Split Policy** to exercise the Policy Split Option.

2. Once the application for exercising Policy Split Option is approved, we will **transfer certain policy value of the current policy to the Split Policy** according to the respective Principal Amount of the current policy and Split Policy

3. The application of Policy Split Option is approved based on our prevailing rules and regulation, and the current policy splits into 2 policies according to the percentage stated by the Owner on the application form. **Agent needs to request for a new policy number for the split policy, while the policy number of the current policy will remain unchanged.**

4. **Owner can apply for different policy options for both the current policy and the Split Policy**, such as Currency Exchange Option, Policy Split Option, Bonus Lock-in Option, Bonus Unlock Option, cash withdrawals, Change of Insured Option, Contingent Insured Option and change of ownership, subject to our prevailing rules and regulations.

5. Policy Split Option could be exercised under the Split Policy from the next policy year at the earliest. If current policy exercises the Currency Switch Option and Policy Split Option in the same policy year, Currency Exchange Option could be exercised under the Split Policy from the next policy year at the earliest.

## Notice:

- An Endorsement will be issued upon our approval of the Policy Split Option to record the Split
- **No PGS, FNA and underwriting are required** for applying this Option
- For MCV customers, application of Policy Split Option **does not require authentication** and can be done outside of Hong Kong or Macau

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# Conditions for exercising Policy Split Option

Same as GP2

- Owner can exercise Policy Split Option based on his /her need starting from **the end of the premium payment term or the 3rd Policy Anniversary**, whichever is later. **The Option can only be exercised once per policy year**
- The respective principal amount of the current policy and Split Policy **must not be less than the minimum amount we permit** at the time of the application. There **must not be** any premiums due, outstanding debt and any claims in progress under the current policy at the time of application
- Once the application of this Policy Split Option is made and accepted by us, it **cannot be withdrawn or reverted**


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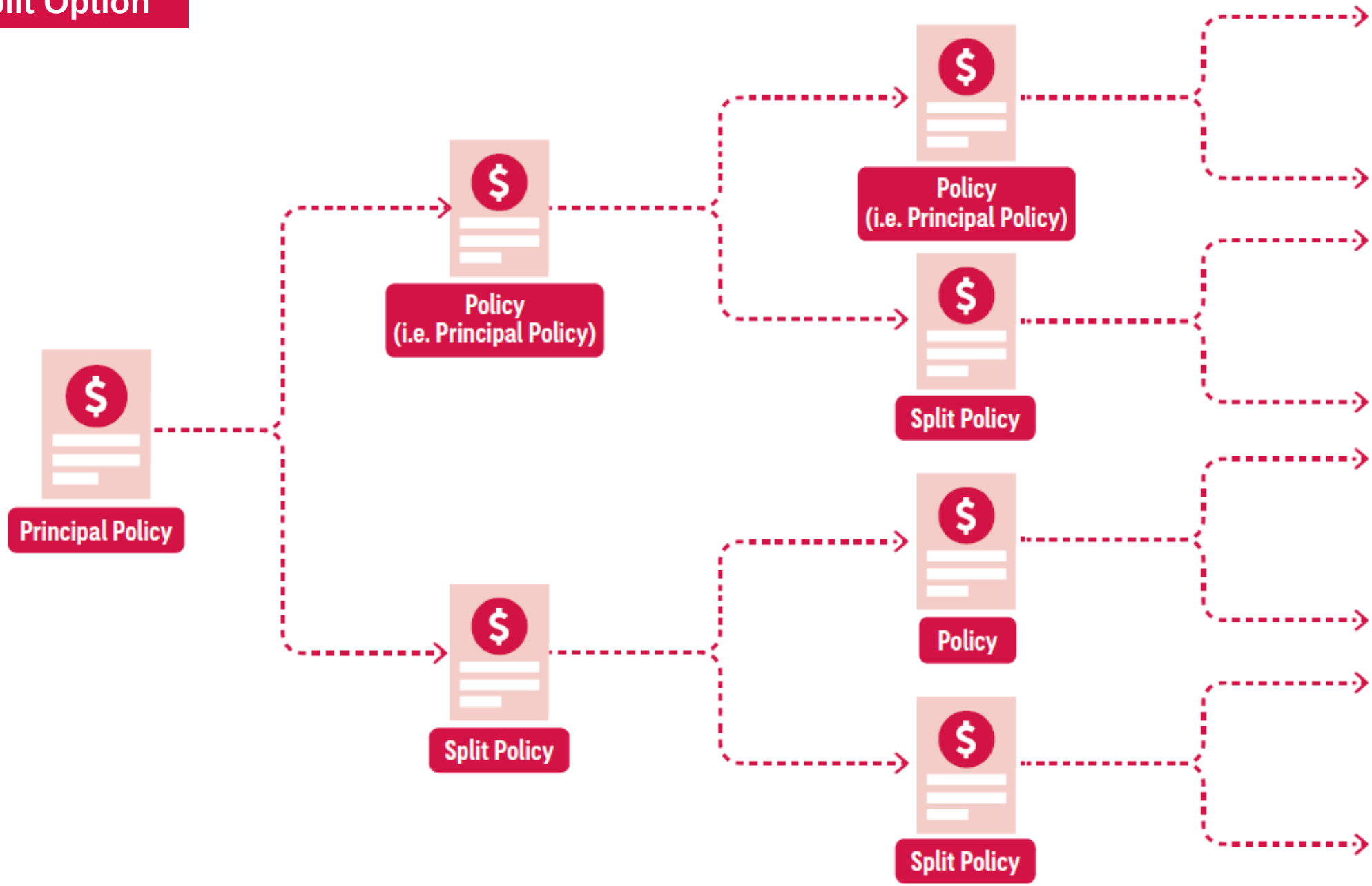
# Changes due to the approval of Policy Split Option

Same as GP2

| Item | Changes due to the approval of Policy Split Option |
|---|---|
| **Principal Amount and Policy Value** | Policy value will be transferred from the current policy to the Split Policy according to the percentage determined by the Owner on the application form. Hence, Principal Amount of the current policy will be reduced |
| **Policy Date, Issue Date and Commencement Date** | All dates of the current policy remain unchanged. All dates of the Split Policy will be the same as the current policy |
| **Policy Number** | New policy number will be assigned to the Split Policy while the policy number of current policy will remain unchanged |
| **Value in the Bonus Lock-in Account** | Will be transferred to the Bonus Lock-in Account of the Split Policy on pro-rata basis according to the percentage determined by the Owner on the application form and continue to accumulate with non-guaranteed interest rate determined by us from time to time |
| **Owner, Insured, Contingent Insured, Beneficiary, assignee (if any)** | Remain unchanged for the current policy , where same arrangement will be applied to the Split Policy. Owner can choose to change the Owner, Insured, Contingent Insured, Beneficiary and assignee (if any) for both policies after the Policy Split Option is approved |
| **Rider Attachments** | All riders will remain attached to the current policy, subject to prevailing rules, such as basic plan/ rider ratio. |
| **Regular cash withdrawals** | Terminated for the current policy, while no cash withdrawals will be defaulted for the Split Policy. Owner can submit request for withdrawal after the approval of this Policy Split Option for both current policy and the Split Policy |
| **Extension of Grace Period Benefit** | Not applicable to Policy Split Option since Policy Split Option is only available after the premiums are paid up |
| **Mental Incapacity Option** | The designation made according to Mental Incapacity Option will be kept under the current policy |
| **Educational Merit Benefit** | Only payable once under the Principal Policy (i.e. the original policy that customers purchase with full premium payment) |
| **Death Benefit Settlement Option** | Remain unchanged for the current policy, while lumpsum payment will be defaulted for Split Policy. Owner can apply for Death Benefit Settlement Option after the approval of this Policy Split Option for both current policy and the Split Policy |

[AIA - CONFIDENTIAL]

# Policy Split Option






[AIA - CONFIDENTIAL]



## Provide support during life events

# Extension of Grace Period Benefit

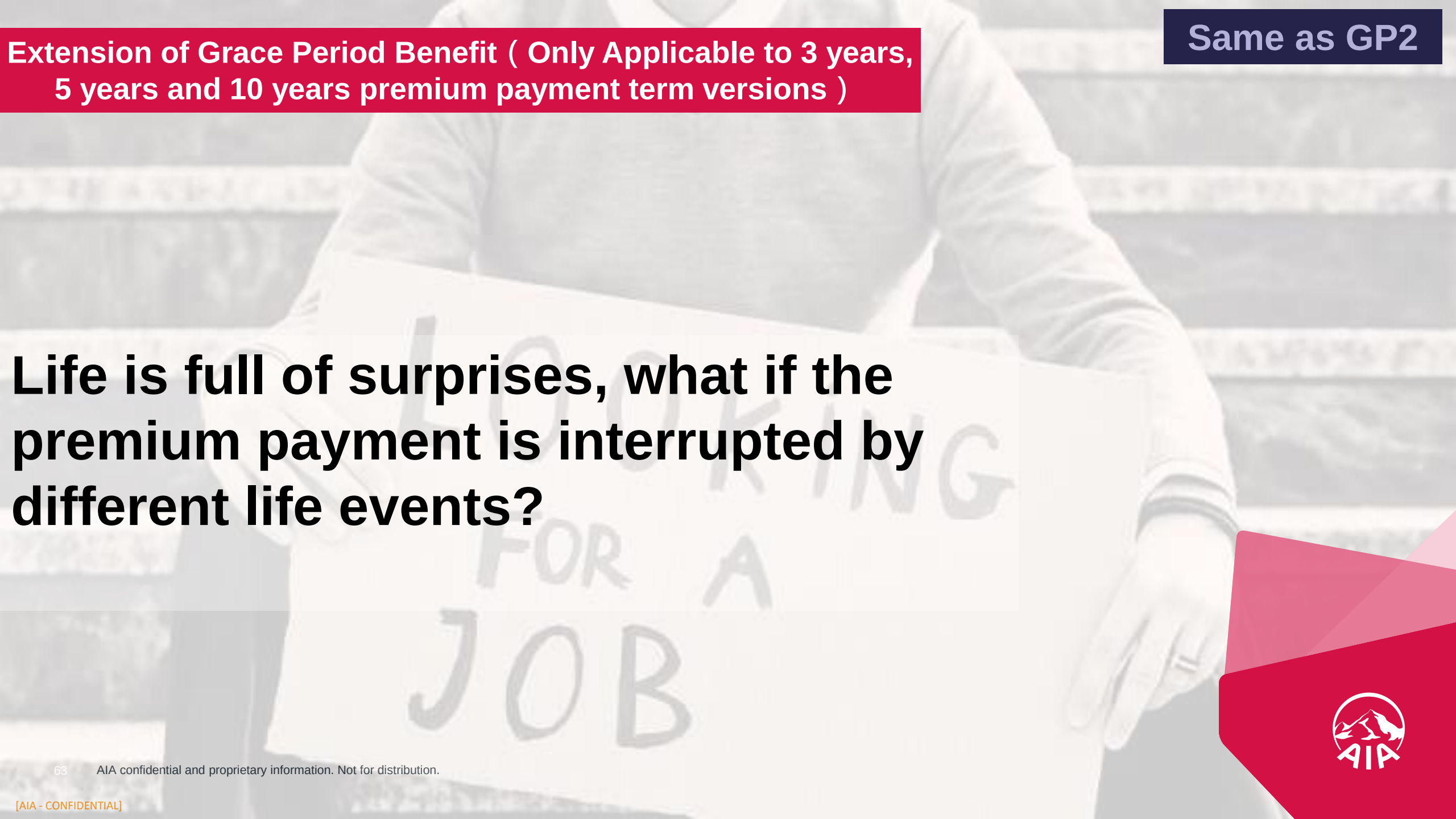
**Enhanced the existing Unemployment Benefit to ease temporary financial burden**


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[AIA - CONFIDENTIAL]

# Extension of Grace Period Benefit（Only Applicable to 3 years, 5 years and 10 years premium payment term versions）

Same as GP2




**Life is full of surprises, what if the premium payment is interrupted by different life events?**


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[AIA - CONFIDENTIAL]

# Extension of Grace Period Benefit（Only Applicable to 3 years, 5 years and 10 years premium payment term versions）

Same as GP2

## Unemployment Benefit

**Existing Condition:**

**1) Involuntary Unemployment**

An employee who:

a) is dismissed by his employer by reason of redundancy; or

b) is laid off within the meaning of the relevant employment and/or labour laws of Hong Kong or Macau (according to the place of policy issuance), and is entitled to a severance payment under the relevant employment and/or labour laws of the place of policy issuance

Please note that furlough does not satisfy the definition of Involuntary Unemployment, and thus the Owner who is on furlough is not entitled to claim for this benefit.

## Extension of Grace Period

**Other conditions:**

**2) Legal marriage**

**3) Legal divorce**

**4) Giving birth to any natural child**

**5) Adoption of a child through legal means**

**6) Purchase of new residential property**

**7) Change of the Principal Location of Residency***

***The Principal Location of Residence means the city where you live or intend to live for one hundred and eighty-five (185) days or more in a Policy Year

**All conditions are not bound to happen in Hong Kong or Macau**

## To ease the temporary financial burden without reducing the protection

Even if the customer faces sudden financial burden, the Extension of Grace Period Benefit can be claimed in order to extend the Grace Period. With the intimate support during life events, long term financial planning would not need to be affected


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# Extension of Grace Period Benefit（Only Applicable to 3 years, 5 years and 10 years premium payment term versions）

Same as GP2

**31** → **365**

Subject to the terms and conditions and our approval, **during the premium payment term of the basic plan**, if the policy owner encounters one of the following life events, he/she may claim for the Extension of Grace Period Benefit.

Once approved, the Extension of Grace Period Benefit starts on the premium due date at the time when we approve the claim and continues for **up to 365 days**. During this period, the Grace Period for premium payments of the basic plan and relevant riders will be extended **from 31 days up to 365 days**.


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# Extension of Grace Period Benefit – Eligibility and Rules

Same as GP2

1. In case of Involuntary Unemployment, the Owner must be employed under a continuous contract **for not less than 24 months and be eligible for a severance** payment upon termination under the employment or labour laws of **Hong Kong or Macau (according to the place of policy issuance)** prior to the Involuntary Unemployment. Further, such employment **cannot be self-employment,** employment by a family member (including spouse, parent, grandparent, child or grandchild) or employment as a domestic servant

2. In case of Involuntary Unemployment, for the avoidance of doubt, self-employment refers to the Owner who is defined as self-employed person under the employment or labour laws of **Hong Kong or Macau (according to the place of policy issuance).** Please refer to the website of the Labour Department of Hong Kong or Labour Affairs Bureau of Macau (according to the place of policy issuance) for more details

3. Claim for Extension of Grace Period Benefit must be submitted within specific time of the life event. The Extension of Grace Period Benefit could only be claimed **once** per policy and relevant proof is required

4. The Extension of Grace Period Benefit is not available if the life event occurred on or before the issue date or commencement date of the policy, whichever is later

5. In case of Involuntary Unemployment, **proof of continuous Involuntary Unemployment is required** to be provided by the Owner upon our request, failing which we will have the right to cancel this benefit

6. The approval of the Extension of Grace Period Benefit is subject to our prevailing rules and regulations, and the handling of policy during the Extended Grace Period will be subject to our discretion


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[AIA - CONFIDENTIAL]

# Extension of Grace Period Benefit – Eligibility and Rules

**Same as GP2**

| Conditions | Required Proof | Submission Period |
|---|---|---|
| **Involuntary Unemployment** | A proof of **employment under a continuous contract for not less than 24 months, Involuntary Unemployment** and any other proof of **continuing Involuntary Unemployment** that we reasonably request from time to time | Within **30 days** of the start of Involuntary Unemployment |
| **Legal marriage** | Copy of **marriage certificate** | Within **30 days** of the receipt of such documents |
| **Legal divorce** | Copy of **divorce order** issued by the court | |
| **Giving birth to any natural child** | Copy of natural child's **birth certificate** | |
| **Adoption of a child through legal means** | Copy of **adoption certificate** issued by the court | |
| **Purchase of a new residential property** | Copy **of sale and purchase agreement** of the property registered with the Land Registry of Hong Kong or in the case where the property is situated outside Hong Kong, copy of **transaction documents evidencing the purchase of the property** | |
| **Change of the Principal Location of Residence** | A proof of your **new residential address** issued within **last three (3) months from the date of application of this benefit** | |


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[AIA - CONFIDENTIAL]

# Extension of Grace Period Benefit – Policy Values

Same as GP2

## During the extended Grace Period

- Guaranteed Cash Value
- Any Reversionary Bonus
- Any Terminal Bonus

**Ceased to be provided**

## After the settlement of all outstanding premiums

- Guaranteed Cash Value
- Any Reversionary Bonus
- Any Terminal Bonus

**Resumed together with the Policy Values ceased within the extended Grace Period**


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# Extension of Grace Period Benefit – Termination Date

Same as GP2




The Extension of Grace Period Benefit will cease on the earliest of the following:

1. at the end of Extended Grace Period
2. In case of Involuntary Unemployment, the Owner fails to provide the proof of continuous Involuntary Unemployment upon our request
3. the date on which the Owner has been changed
4. the date on which any claims on waiver of premium under this basic plan is approved
5. at the end of premium payment term of basic plan
6. the date when any withdrawals or claims of this basic plan and/or riders is made, if the premium payment mode after the payment of benefits is not monthly
7. the date when the Owner pays all outstanding premiums


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# Extension of Grace Period Benefit - Notes




Same as GP2

- No interests will be charged on the premiums due provided that all premiums due are settled within the Extended Grace Period or upon termination of this benefit, whichever is earlier. If there are any premiums remain unpaid at the end of the Extended Grace Period or upon termination of this benefit, whichever is earlier, and the Owner has not surrendered the policy, we will advance the premium due as an automatic loan (if applicable).

- If any withdrawals or claims of the basic policy and/or any rider(s) is made during the Extended Grace Period, we will proceed to pay any amounts after deducting any outstanding debts. Subject to Company's approval, the Owner may continue the Extension of Grace Period Benefit provided that this Extension of Grace Period Benefit has not been terminated and the premium payment mode of the plan is monthly after the claims benefits have been paid out

- Autopay of premium will be cancelled upon exercising the Extension of Grace Period Benefit. The Owner is required to submit a separate form to apply for registration of autopay within 60 days before the end date of Extended Grace Period.


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# Extension of Grace Period Benefit - Application

Same as GP2

1

Policy owner needs to fill in the Request for Extension of Grace Period Benefit Application Form (OPPOSF98), which the sample is as follows.



AIA International Limited
(Incorporated in Bermuda with limited liability)

Request for Extension of Grace Period Benefit Application Form
(Applicable to Global Power Multi-Currency Plan 2)
延續保費寬限申請表（適用於「超額多元貨幣計劃」2使用）

| Policy Number 保單號碼 | Name of Insured 受保人姓名 | Name of Owner 持有人姓名 |
|---|---|---|
| Agent / Broker's Name 營業員 / 經紀姓名 | Agent / Broker Code 營業員 / 經紀號碼 Area / Agency / Broker Code 區域 / 營業員 / 經紀組別編號 | Agent / Broker's Tel. No 營業員 / 經紀聯絡電話 |
| TR Membership Number 業務代表會員號碼 (For Brokers only 僅供經紀使用) | ☐ AI ☐☐☐☐☐☐ ☐ ANG ☐☐☐☐☐☐ | |

P4182012

**Eligible Conditions 適用情況：**

* Please tick the appropriate box 請在適當的空格內劃上"X"號

- ☐ (a) Involuntary Unemployment 非自願性失業
- ☐ (b) Legal marriage 合法註冊婚姻
- ☐ (c) Legal divorce 合法離婚
- ☐ (d) Giving birth to any natural child 親生子女出生
- ☐ (e) Adoption of a child through legal means 經合法途徑領養子女
- ☐ (f) Purchase of a new residential property 買入了新的住宅物業
- ☐ (g) Change of the Principal Location of Residence* 更改主要居住地點*

* The Principal Location of Residence means the city where you live or intend to live for one hundred and eighty-five (185) days or more in a Policy Year
主要居住地點指保險單年度的一百八十五 (185) 天或以上內所居住或擬居住的城市

**Application Requirement 申請要求**

Subject to the General Terms and Conditions below, if you encounter one of the following conditions, you can apply for the Extension of Grace Period Benefit by submitting this application form and satisfactory proofs as accepted by us as follows:
在符合以下一般條款及條件的情況下，若您面對以下任何一個情況，您可以透過遞交此申請表及經我們接納的符合要求的證明文件，申請延續保費寬限：

(i) For Involuntary Unemployment, you are required to submit a proof of your employment under a continuous contract for not less than 24 months prior to the Involuntary Unemployment and Involuntary Unemployment within 30 days of the start of your Involuntary Unemployment and any other proof of your continuing unemployment that we reasonably request from time to time. You must be eligible for a severance payment upon termination under the employment or labour laws of Hong Kong or Macau (according to the place of policy issuance). Further, such employment cannot be self-employment, employment by a family member (including spouse, parent, grandparent, child or grandchild) or employment as a domestic servant.
就非自願性失業而言，您須在非自願性失業前計30日內，遞交您於非自願性失業前受僱於同一僱主不少於24個月及非自願性失業證明文件以及經本公司要求的經證失業的任何其他證明。您必須合資格獲得香港或澳門（根據保單簽發地）勞僱或您工法例給約遣散費。而且該就業不可是自僱、受僱於親屬（包括配偶、父母、祖父母或外祖父母、子女或子孫）或以家庭傭工身分受僱。

(ii) For legal marriage, you are required to submit the copy of your marriage certificate within 30 days of the receipt of such certificate.
就合法註冊婚姻而言，您須在收到結婚證書的30日內提供其副本

(iii) For legal divorce, you are required to submit the copy of your divorce order issued by the court within 30 days of the receipt of such court order.
就合法離婚而言，您須在收到法院發出的離婚令的30日內提供其副本

(iv) For giving birth to any natural child, you are required to submit the copy of your natural child's birth certificate within 30 days of the receipt of such certificate.
就親生子女出生而言，您須在收到親生子女的出生証的30日內提供其副本

(v) For adoption of a child through legal means, you are required to submit the copy of your adoption certificate issued by the court within 30 days of the receipt of such certificate.
就藉合法途徑領養子女而言，您須在收到法院發出的領養證書的30日內提供其副本

(vi) For purchase of a new residential property, you are required to submit the copy of sale and purchase agreement of the property registered with the Land Registry of Hong Kong or in the case where the property is situated outside Hong Kong, copy of transaction documents evidencing the purchase of the property within 30 days of the receipt of such agreement.
就買入了新的住宅物業而言，您須在收到已於香港土地註冊處註冊的樓宇買賣合約，或就位於香港以外的物業而言，符合該物業的用作證明該物業的買賣文件的30日內提供其副本

(vii) For change of the Principal Location of Residence, you are required to submit a proof of your new residential address issued within last three (3) months from the date of application of this benefit.
就更改主要居住地點而言，您須提供originate申請日期前計最近三(3)個月內發出的新居住地址證明

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Policy Number 保單號碼

**General Terms and Conditions 一般條款及條件**

(1) This form and the Endorsement (if any) will attach and form part of the Policy after it is accepted and approved by the Company.
當此申請表經本公司接納及批准後，此申請表及批註（如有）將附於保單契約內，且構成保單契約之一部分。

(2) Receipt of this form by AIA Representative or your broker does not constitute receipt by the Company. The final decision on the validity of this form rests with the Company.
友邦業務代表或您的經紀收到此申請表並不代表本公司已收到。本公司對此申請表的有效性擁有最終決定權。

(3) The Company has the right to update this form from time to time and to accept or to reject the form if the Company's requirements are not fulfilled.
本公司有權隨時更新此申請表，並接受或拒絕未符合本公司要求的申請表。

(4) Any amendments in this form must be countersigned by the Owner in full signature.
持有人必須於此申請表內任何變更處作地方簽署確實。

(5) This request is made subject to the terms and conditions of the Policy, and shall not result in a change / modification in any provision of the Policy, except as expressly provided for in the Policy and in any Endorsement.
此項申請受保單條款和條件所約束，且不會導致任何保單條款之更改 / 修改，除非該等更改 / 修改已於保單契約內及於任何保單批註內另有清楚列明。

(6) 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 the plan.
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。

(7) The Extension of Grace Period Benefit under this Policy is available once throughout the policy term and the Extension of Grace Period Benefit shall be terminated at the earliest of the following:
於整個保單年期內，本保單只可行使一次延續保費寬限。本延續保費寬限將會於以下情況（以較先者為準）終止：

(i) When the Extended Grace Period ends
當延長保費寬限期完結

(ii) In the case of Involuntary Unemployment, you fail to provide proof of continuous unemployment upon our request
如為非自願性失業，您於我們要求下未能提供持續失業證明

(iii) The date on which the policy owner has been changed
更改保單持有人生效當日

(iv) The date on which any claims on waiver of premium under this basic plan is approved
任何經我們批准豁免基本計劃保費之索償當日

(v) At the end of premium payment term of your basic plan
基本計劃的保費繳付期完結後

(vi) The date when you any withdrawals or claims of your basic plan and / or add-on plans is made, if the premium payment mode after the payment of benefits is not monthly
於寬限期內有任何基本計劃及 / 或任何附加契約之保單價值提取或索償當日，如於支付索償後繳費形式並非每月繳付

(vii) The date when you pay all outstanding premiums
在延續支所有到期保費當日

(8) In the case of Involuntary Unemployment, we will have the right to cancel this Extension of Grace Period Benefit if you fail to provide any other proof of your continuing Involuntary Unemployment that we reasonably ask for from time to time.
如為非自願性失業，如您未能出示我們不時合理要求您提供的持續非自願性失業的任何其他證明，我們保留權利取消延續保費寬限。

(9) We reserve the right to change the terms and conditions of the Extension of Grace Period Benefit from time to time without further notice.
本公司保留不時更改延續保費寬限的條款及條件之權利而不另作通知。

**Note 注意：**

(1) Upon our approval of the application for Extension of Grace Period Benefit, the Grace Period will be extended from 31 days to 365 days starting from the current premium due date.
經我們批准延續保費寬限申請後，保費續付寬限期將會由現時之保費到期日後31日延長至365日。

(2) No interest will be charged on the premiums due provided that all premiums due are settled within the Extended Grace Period or upon termination of this benefit, whichever is earlier. If there are any premiums due remain unpaid at the end of the Extended Grace Period or upon termination of this benefit, whichever is earlier, and the Owner has not surrendered the policy, the Company will advance the unpaid due premium as an automatic policy loan (if applicable).
如持有人於延長之寬限期內或此寬限終止時（以較先者為準）繳清到期之保費，本公司不會就到期之保費收取利息。若在延長之寬限期完結時或此寬限終止時（以較先者為準）仍未繳交到期之保費而保單持有人亦未退保，則本公司會以保單自動貸款形式（如適用）墊支該未付之到期保費。

(3) If any withdrawals or claims of the basic policy and/or any rider(s) is made during the Extended Grace Period, the Company will proceed to pay any amounts after deducting any unpaid premiums and / or any outstanding debts. Subject to the Company's approval, the Owner may continue the Extension of Grace Period Benefit provided that this Extension of Grace Period Benefit has not been terminated and the premium payment mode of the plan is monthly after the claims benefits have been paid out.
如於延長之寬限期內有任何基本保單及 / 或任何附加契約之提款或索償，本公司將會扣除任何未繳交保費及 / 或任何未償還的保單欠款後支付任何相關金額。相關本公司的批准，如於支付任何相關金額後，延續保費寬限尚未終止，而保單的繳費形式為每月繳付，持有人的延續保費寬限將可以繼續。

(4) Autopay of premium will be cancelled upon exercising the Extension of Grace Period Benefit. The Owner is required to submit a separate form to apply for registration of autopay within 60 days before the end date of Extended Grace Period.
任何保費自動轉賬將會因行使延續保費寬限而取消，持有人可於延續保費寬限完結日前60天內遞交另一份表格以申請自動轉賬。

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Policy Number 保單號碼

**DECLARATION and AUTHORIZATION**
AIA International Limited (hereafter called the Company) reserves the right to verify the accuracy of all information which I / We provide on this application form / present for this application with relevant organizations.
**聲明及授權：**
友邦保險(國際)有限公司（以下稱為貴公司）有權向有關機構及團體查證本人 / 我們所提供及填寫的資料之真確性。

**PERSONAL DATA COLLECTION AND USE**
I / We confirm that I / we have read and understood the AIA Personal Information Collection Statement ("AIA PIC").
I / We declare and agree that any personal data and other information relating to me / us or my / our policy(ies) or investments contained in this application or collected, obtained, compiled or held by the Company by any means from time to time may be collected and utilized in accordance with the AIA PIC. I / We acknowledge and consent to the transfer of my / our personal data outside of Hong Kong (for policies issued in Hong Kong) or Macau (for policies issued in Macau), as the case may be, for the purposes and to the types of transferee as set out in the AIA PIC.
The updated version of AIA PIC is available for download from its website: www.aia.com.hk, and is made available upon request.

**個人資料收集及使用**
本人 / 我們確認本人 / 我們已閱讀及明白AIA個人資料收集聲明（「AIA個人資料收集聲明」）。本人 / 我們聲明及同意在本申請所載或貴公司不時以任何方法收集所得，編製或持有的任何個人資料及關於本人 / 我們或本人 / 我們的保單或投資的其他資料，可根據AIA個人資料收集聲明收集及使用。本人 / 我們知悉及同意就AIA個人資料收集聲明所述目的視乎情況轉讓本人 / 我們的個人資料至香港（如保單在香港經營）或澳門（如保單在澳門經營）境外予AIA個人資料收集聲明所載的資料承讀人。
AIA個人資料收集聲明的最新版本可於以下網址下載：www.aia.com.hk，及可向貴公司索取。

I / We have read and understood the terms & conditions listed on this application form before signing on this form.
本人 / 我們在簽署此申請書前已詳閱及明白申請書上之所有條款。

**Personal Information Protection Law of The People's Republic of China ("China PIPL")**
A Privacy Addendum in compliance with the China PIPL is available at: www.aia.com.hk (Privacy Statement), and is made available upon request. It is applicable to you if you are located in Mainland China.
**中華人民共和國個人信息保護法（「個人信息保護法」）。**
提供個人信息保護法的私隱附錄可於以下網址下載：www.aia.com.hk（私隱條保護政策）。您亦可向貴公司索取。如您位於中國內地，此私隱附錄則適用於您。
I have read and understood the Privacy Addendum and agree that the AIA group of companies can process my personal information as set out in the Privacy Addendum.
我已閱讀及明白私隱附錄，並同意友邦保險集團可按照私隱附錄處理我的個人信息。

Signature of Owner 持有人簽名

on 於 ☐☐ MM月 ☐☐ DD日 ☐☐☐☐ YYYY年

PLEASE SIGN & RETURN IMMEDIATELY BUT NO LATER THAN 14 DAYS 請簽署後即時但不遲於14天內遞交
PLEASE DO NOT SIGN ON BLANK FORM 請勿在空白表格上簽署

AIA" shall refer to AIA International Limited (incorporated in Bermuda with limited liability), AIA Company Limited (incorporated in Hong Kong with limited liability) or AIA Everest Life Company Limited (incorporated in Hong Kong with limited liability), as the case may be, depending on the issuing company of the relevant insurance policies this form / request / correspondence is subject to.
"AIA"指友邦保險(國際)有限公司（於百慕達註冊成立之有限公司）、友邦保險有限公司（於香港註冊成立之有限公司）或友邦萬峰人壽有限公司（於香港註冊成立之有限公司），（視情況而定），具體取決於本表格 / 要求相關保單的簽發公司

Download our mobile app AIA Connect to manage your policy anytime, anywhere!
下載AIA「友聯賞」手機應用程式以便隨時管理您的保單！

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2

The completed and signed Form together with the proof of such life event should be submitted to our Issuing Office.


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[AIA - CONFIDENTIAL]

Same as GP2

# Corporate Owned Policies

## Offers high-quality financial planning tools and employee benefits


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# New Feature – Corporate Owned Policies

Same as GP2

**Other than serving as a financial planning tool to individual customers, what else can Global Power Multi-Currency Plan 3 assist other customers?**

**Corporate customers can apply for GP3 with below purposes**



## Corporate Financial Planning

Realizing corporate financial needs; plan ahead your financial strategy

## Employee Benefit



Offer your employees with all rounded employee coverage by applying GP3 for them


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[AIA - CONFIDENTIAL]

# Corporate Owned Policy – Key Relationships

Same as GP2

| | Corporate Financial Planning | Employee Benefit |
|---|---|---|
| Owner* | The corporate | The corporate |
| Insured* | Employee occupying key role | Employee (any position) |
| Beneficiary | Owner (the corporate) | Insured's estate, spouse, parents or children |

**For details of the underwriting rules, please refer to Underwriting Guidebook**

Remarks: Path to Underwriting Guidebook: Agency Corner > Department > Operations > Underwriting
*Subject to prevailing rules and regulations

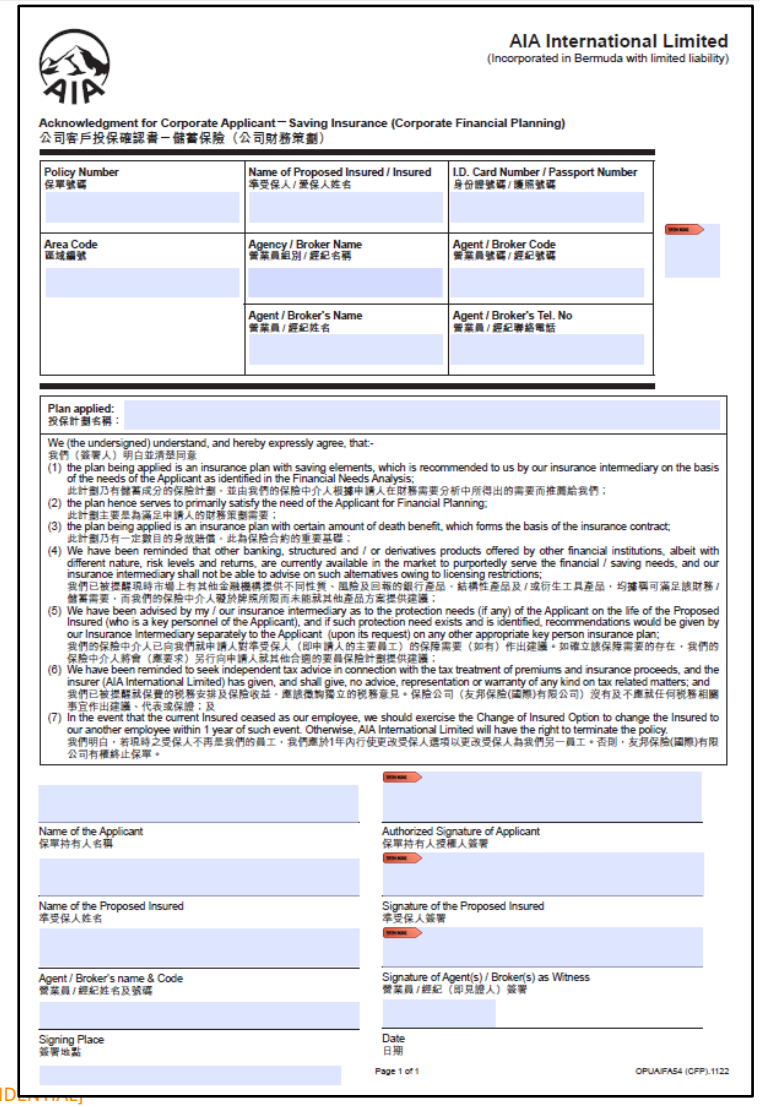


[AIA - CONFIDENTIAL]

# Application procedures and forms – Corporate Financial Planning

**Same as GP2**

Application of corporate owned policies has to be submitted by **traditional application form**, which is similar as the current corporate client application procedure. Apart from the application form and PGS proposal, customers are required to complete Financial Needs Analysis (Corporate Applicant version), Financial Questionnaire and the below **Acknowledgment for Corporate Applicant – Saving Insurance (Corporate Financial Planning)**.



AIA International Limited
(Incorporated in Bermuda with limited liability)

**Acknowledgment for Corporate Applicant – Saving Insurance (Corporate Financial Planning)**
公司客戶投保確認書 – 儲蓄保險（公司財務策劃）

| Policy Number 保單號碼 | Name of Proposed Insured / Insured 準受保人 / 受保人姓名 | I.D. Card Number / Passport Number 身份證號碼 / 護照號碼 |
|---|---|---|
| Area Code 區域編號 | Agency / Broker Name 營業員組別 / 經紀名稱 | Agent / Broker Code 營業員號碼 / 經紀號碼 |
| | Agent / Broker's Name 營業員 / 經紀姓名 | Agent / Broker's Tel. No 營業員 / 經紀聯絡電話 |

Plan applied:
投保計劃名稱：

We (the undersigned) understand, and hereby expressly agree, that:-
我們（簽署人）明白並清楚同意

(1) the plan being applied is an insurance plan with saving elements, which is recommended to us by our insurance intermediary on the basis of the needs of the Applicant as identified in the Financial Needs Analysis;
此計劃乃有儲蓄成分的保險計劃，並由我們的保險中介人根據申請人在財務需要分析中所得出的需要而推薦給我們；
(2) the plan hence serves to primarily satisfy the need of the Applicant for Financial Planning;
此計劃主要是為滿足申請人的財務策劃需要；
(3) the plan being applied is an insurance plan with certain amount of death benefit, which forms the basis of the insurance contract;
此計劃乃有一定數目的身故賠償，此為保險合約的重要基礎；
(4) We have been reminded that other banking, structured and / or derivatives products offered by other financial institutions, albeit with different nature, risk levels and returns, are currently available in the market to purportedly serve the financial / saving needs, and our insurance intermediary shall not be able to advise on such alternatives owing to licensing restrictions;
我們已被提醒現時市場上有其他金融機構提供不同性質、風險及回報的銀行產品及／或衍生工具產品，均據稱可滿足該財務／儲蓄需要，而我們的保險中介人雖於牌照所限而未能就其他產品方案提供建議；
(5) We have been advised by my / our insurance intermediary as to the protection needs (if any) of the Applicant on the life of the Proposed Insured (who is a key personnel of the Applicant), and if such protection need exists and is identified, recommendations would be given by our Insurance Intermediary separately to the Applicant (upon its request) on any other appropriate key person insurance plan;
我們的保險中介人已向我們就申請人對準受保人（即申請人的主要員工）的保障需要（如有）作出建議。如確立該保障需要的存在，我們的保險中介人將會（應要求）另行向申請人就其他合適的要員保險計劃提供建議；
(6) We have been reminded to seek independent tax advice in connection with the tax treatment of premiums and insurance proceeds, and the insurer (AIA International Limited) has given, and shall give, no advice, representation or warranty of any kind on tax related matters; and
我們已被提醒就保費的稅務安排及保險收益，應諮詢獨立的稅務意見。保險公司（友邦保險(國際)有限公司）沒有及不應就任何稅務相關事宜作出建議、代表或保證；及
(7) In the event that the current Insured ceased as our employee, we should exercise the Change of Insured Option to change the Insured to our another employee within 1 year of such event. Otherwise, AIA International Limited will have the right to terminate the policy.
我們明白，若現時之受保人不再是我們的員工，我們應於1年內行使更改受保人選項以更改受保人為我們另一員工。否則，友邦保險(國際)有限公司有權終止保單。

Name of the Applicant
保單持有人名稱

Authorized Signature of Applicant
保單持有人授權人簽署

Name of the Proposed Insured
準受保人姓名

Signature of the Proposed Insured
準受保人簽署

Agent / Broker's name & Code
營業員 / 經紀姓名及號碼

Signature of Agent(s) / Broker(s) as Witness
營業員 / 經紀（即見證人）簽署

Signing Place
簽署地點

Date
日期

Page 1 of 1

OPUA/IFA54 (CFP).1122

If the current insured has resigned or is laid off, corporate is required to change the insured to another employee **within 1 year**. Otherwise, we will have the right to terminate the policy.

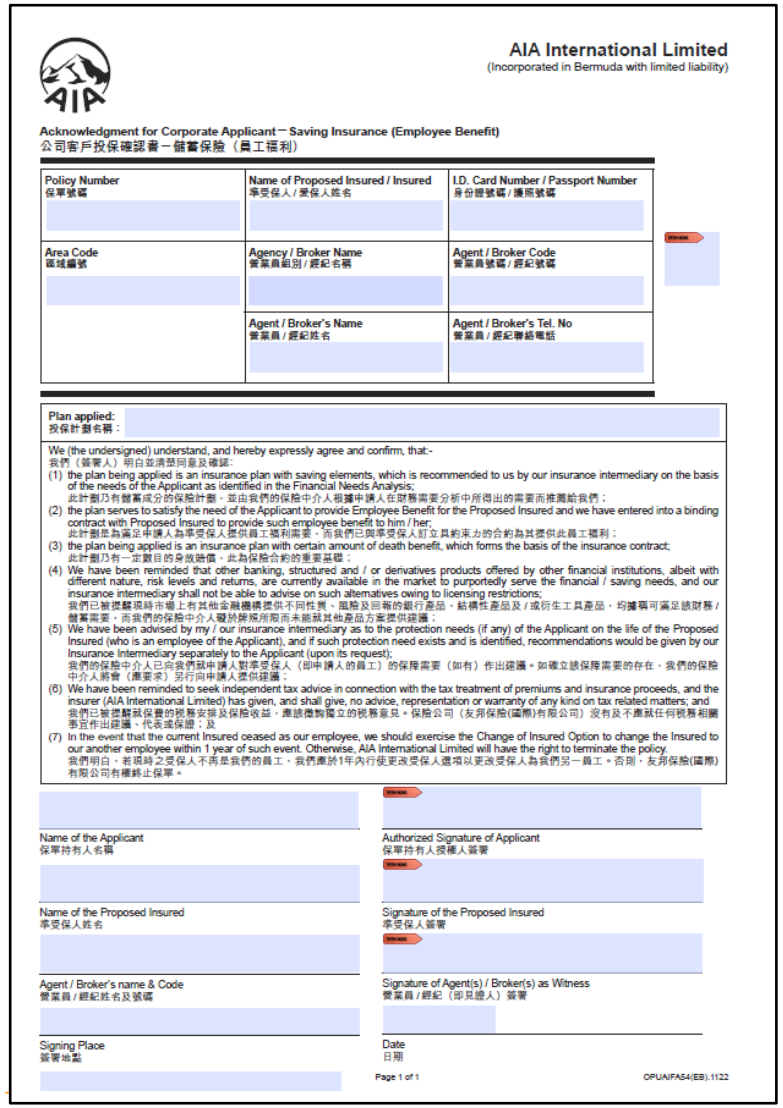


[AIA - CONFIDENTIAL]

# Application procedures and forms – Employee Benefit

**Same as GP2**

Application of corporate owned policies has to be submitted by **traditional application form**, which is similar as the current corporate client application procedure. Apart from the application form and PGS proposal, customers are required to complete Financial Needs Analysis (Corporate Applicant version), Financial Questionnaire and the below **Acknowledgment for Corporate Applicant – Saving Insurance (Employee Benefit)**.



AIA International Limited
(Incorporated in Bermuda with limited liability)

**Acknowledgment for Corporate Applicant – Saving Insurance (Employee Benefit)**
公司客戶投保確認書－儲蓄保險（員工福利）

| Policy Number 保單號碼 | Name of Proposed Insured / Insured 準受保人 / 受保人姓名 | I.D. Card Number / Passport Number 身份證號碼 / 護照號碼 |
|---|---|---|
| Area Code 區域編號 | Agency / Broker Name 營業員組別 / 經紀名稱 | Agent / Broker Code 營業員號碼 / 經紀號碼 |
| | Agent / Broker's Name 營業員 / 經紀姓名 | Agent / Broker's Tel. No 營業員 / 經紀聯絡電話 |

Plan applied:
投保計劃名稱：

We (the undersigned) understand, and hereby expressly agree and confirm, that:-
我們（簽署人）明白並清楚同意及確認：

(1) the plan being applied is an insurance plan with saving elements, which is recommended to us by our insurance intermediary on the basis of the needs of the Applicant as identified in the Financial Needs Analysis;
此計劃乃有儲蓄成分的保險計劃，並由我們的保險中介人根據申請人在財務需要分析中所得出的需要而推薦給我們；

(2) the plan serves to satisfy the need of the Applicant to provide Employee Benefit for the Proposed Insured and we have entered into a binding contract with Proposed Insured to provide such employee benefit to him / her;
此計劃是為滿足申請人為準受保人提供員工福利需要，而我們已與準受保人訂立具約束力的合約為其提供此員工福利；

(3) the plan being applied is an insurance plan with certain amount of death benefit, which forms the basis of the insurance contract;
此計劃乃有一定數目的身故賠償，此為保險合約的重要基礎；

(4) We have been reminded that other banking, structured and / or derivatives products offered by other financial institutions, albeit with different nature, risk levels and returns, are currently available in the market to purportedly serve the financial / saving needs, and our insurance intermediary shall not be able to advise on such alternatives owing to licensing restrictions;
我們已被提醒現時市場上有其他金融機構提供不同性質、風險及回報的銀行產品、結構性產品及 / 或衍生工具產品，均據稱可滿足該財務 / 儲蓄需要，而我們的保險中介人礙於牌照所限而未能就其他產品方案提供建議；

(5) We have been advised by my / our insurance intermediary as to the protection needs (if any) of the Applicant on the life of the Proposed Insured (who is an employee of the Applicant), and if such protection need exists and is identified, recommendations would be given by our Insurance Intermediary separately to the Applicant (upon its request);
我們的保險中介人已向我們就申請人暨準受保人（即申請人的員工）的保障需要（如有）作出建議。如確立該保障需要的存在，我們的保險中介人將會（應要求）另行向申請人提供建議；

(6) We have been reminded to seek independent tax advice in connection with the tax treatment of premiums and insurance proceeds, and the insurer (AIA International Limited) has given, and shall give, no advice, representation or warranty of any kind on tax related matters; and
我們已被提醒就保費的稅務安排及保險收益，應諮詢獨立的稅務意見。保險公司（友邦保險(國際)有限公司）沒有及不應就任何稅務相關事宜作出建議、代表或保證；及

(7) In the event that the current Insured ceased as our employee, we should exercise the Change of Insured Option to change the Insured to our another employee within 1 year of such event. Otherwise, AIA International Limited will have the right to terminate the policy.
我們明白，若現時之受保人不再是我們的員工，我們應於1年內行使更改受保人選項以更改受保人為我們另一員工。否則，友邦保險(國際)有限公司有權終止保單。

Name of the Applicant
保單持有人名稱

Authorized Signature of Applicant
保單持有人授權人簽署

Name of the Proposed Insured
準受保人姓名

Signature of the Proposed Insured
準受保人簽署

Agent / Broker's name & Code
營業員 / 經紀姓名及號碼

Signature of Agent(s) / Broker(s) as Witness
營業員 / 經紀（即見證人）簽署

Signing Place
簽署地點

Date
日期

Page 1 of 1

OPUAIFA54(EB).1122

1) If the current insured has resigned or is laid off, corporate is required to change the insured to another employee **within 1 year**. Otherwise, we will have the right to terminate the policy.
2) The applicant (i.e. the corporate) must confirm that **a binding contract** has been entered into with the proposed insured (i.e. employee) to provide such employee benefit and provide us with evident proof.

[AIA -

# Employee Benefit – Evident Proof

## Same as GP2

If the insurance purpose is for Employee Benefits, the corporate (i.e. the applicant) is required to provide us evident proof that confirm the applicant is under contractual obligation to provide the proposed insured (i.e. the employee) such employee benefit. For example, an employment contract or a board resolution, which can show such contractual obligation and the policy's **1) Plan Name**, **2) Premium Details** and **3) the Insured's Name**. For details, please refer to the sample of board resolution at beside.

**Board Resolution**
**[company name]**
(a company incorporated under the laws of the [*])

Minutes of a Meeting of the Board of Directors of [company name] (the "**Company**") held at _____ on the _____ day of _____20XX

Present:
*Xx (with Name and signature)*
*xx (with Name and signature)*
***[Note: (1) quorum requirements in the Articles of Association of the Company to be checked; and (2) the directors who are present at the meeting should put their signatures adjacent to their names.]***

1. With the approval of the meeting, _____ presided as Chairman.
2. The Chairman noted that, due notice of the meeting having been given to all the Directors and a quorum being present, the meeting could proceed.
3. The Chairman reported that the Company intended to enter into an insurance contract with AIA International Limited ("**AIA**") with <Title of the insured> <Name of insured> as the Insured. A copy of the relevant insurance proposal was tabled at the meeting.
4. Discussion then took place on the terms of the tabled document.
5. **IT WAS RESOLVED** that:
   (a) the Company to provide this insurance coverage to the Insured with Product name _____ and the total premium amount as _____ (the "Policy") according to its contractual obligation with the Insured;
   (b) any of the authorized signatories (specimen signatures of the authorized signatories are set out in the Schedule hereto) be authorized on behalf of the Company to (i) sign the application for the Policy and such other documents relating to the application; (ii) do such other things as the authorized Directors may consider necessary and proper in connection therewith; and (iii) operate the Policy; and
6. There being no further business, the Chairman declared the meeting closed.

_____
Chairman

**The Schedule**

| Name | Position | Specimen Signature |
|---|---|---|
| [ ] | [Director] | _____ |
| [ ] | [Director] | _____ |

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# Corporate Owned Policy – POS Requirements

Same as GP2

| Purpose of insurance | Corporate Financial Planning | Employee Benefit |
|---|---|---|
| Change of purpose of insurance | Not applicable | Not applicable |
| Change of Insured | Allowed, new insured has to be an employee occupying key role* | Allowed, new insured can be any employee* |
| Change of Beneficiary | Not applicable | Allowed, new beneficiary has to be the insured's estate, spouse, parent or children |
| Designation of Contingent Insured# | Allowed, Contingent Insured has to be an employee occupying key role* | Allowed, Contingent Insured has to have insurable interest with both the owner and beneficiary |

*Subject to prevailing rules and regulations

#The current Request for Designation / Removal of Contingent Insured Form will be enhanced to incorporate Corporate Owned Policies requirements in April 2023


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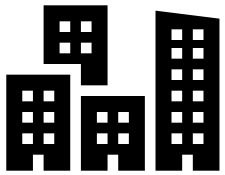
[AIA - CONFIDENTIAL]

# Corporate Owned Policy – Change of Policy Owner

Same as GP2

For corporate owned GP3 policies, customers can follow prevailing rules and change the policy owner to people with insurable interest with the insured. When the policy owner is changed to individual customer, all POS requirements and rules will follow and become the same as normal GP3 policies. After that, the policy cannot be changed as corporate owned policy again (i.e. corporate financial planning or employee benefit policy).

**Corporate Owner**





**Individual Owner**



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# No medical examinations required


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# Flexibility in Financial Planning




**No medical examinations required**

Underwriting guidelines of Global Power Multi-Currency Plan 3 as below:

| Issue Age | No Medical Examination | Simplified Underwriting | Normal Underwriting |
|---|---|---|---|
| 15 days – age 75 | Total Premium ≤ US$4,000,000 | Total Premium over US$4,000,000 and ≤ US$20,000,000 | Total Premium over US$20,000,000 |
| Age 76 – 80^ | Not applicable | Total Premium ≤ US$20,000,000 | |

Total Premium = annual premium of basic plan (excludes size discount) multiplied by premium payment term

- Policies issued more than 2 years will be exempted (based on NB application date)
- Only basic premium is included, premium for attachable rider should not be calculated
- Prevailing currency exchange rate: US$1 = HK$7.5 / MOP7.5 / RMB6 / AUD1 / CAD1 / GBP0.6 / EUR0.7 / SGD1.2

^ Applicable for Global Power Multi-Currency Plan 3 (Single Premium)


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# Legacy Planning

## Change of Insured Option and Contingent Insured Option

## Death Benefit

## Accidental Death Benefit

## Death Benefit Settlement Option


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# Legacy Planning

Same as GP2



**What if the customer would like to pass the fruits of planning from generation to generation?**


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Same as GP2

# Comprehensive tools for legacy planning



Wish to change the Insured immediately

**Change of Insured Option**



Continue to accumulate policy values

**Contingent Insured Option**

## When the Insured is alive

## After the death of the Insured

Wish to change the Insured later

**Change of Insured Option – Forward Instruction**

Paying out Death Benefit regularly

**Death Benefit Settlement Option**


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[AIA - CONFIDENTIAL]

Same as GP2

# Comprehensive tools for legacy planning



Wish to change the Insured immediately

**Change of Insured Option**



Continue to accumulate policy values

**Contingent Insured Option**

## When the Insured is alive

Wish to change the Insured later

**Change of Insured Option – Forward Instruction**

## After the death of the Insured

Paying out Death Benefit regularly

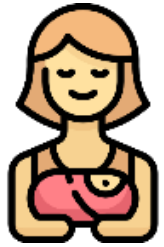
**Death Benefit Settlement Option**


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# Legacy Planning

**Change of Insured Option and Contingent Insured Option**



**Current Insured is still alive**

**Change of Insured Option**



**After the death of the current Insured**

**Contingent Insured Option**

**Under both features, the Owner can change the Insured of the Policy for unlimited times during the policy term**

Same as GP2

## Pass on wealth with extra flexibility

During the lifetime of the current insured, the Change of Insured Option allows the value of your policy can be inherited by later generations, helping the long term accumulation of policy value

## Reduce worries

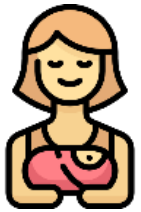
Even upon the passing of the current Insured, the Contingent Insured may become the new Insured without affecting the policy values so as to protect the legacy for the next generation


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# Change of Insured Option – How to apply?

Same as GP2



## When the current Insured is still alive:

1

- Starting from the 1st Policy Anniversary, Owner submits ID copy of the New Insured and "Request for Change of Insured Form" to apply for change of Insured of the Policy

2

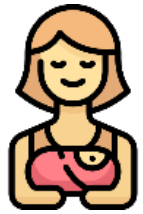
- AIA approves of the application and the Insured is changed. The previous insured lost the coverage and the new Insured gains coverage under the Policy simultaneously. No death benefit will be payable for the death of the previous Insured


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# Contingent Insured Option – How to apply?

Same as GP2





## When the current Insured is still alive:

**Designation / modification / removal of Contingent Insured***

1

- Owner submits the Request for Designation / Removal of Contingent Insured Form together with the ID copy of the Contingent Insured to designate a Contingent Insured

2

- The Company approves the application and Contingent Insured is successfully designated, the current Insured remains the same person at this moment

3

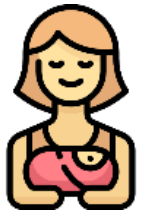
- After designating a Contingent Insured, the Owner can submit the Request for Designation / Removal of Contingent Insured Form to modify or remove a Contingent Insured for unlimited times


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# Contingent Insured Option – How to apply?

Same as GP2



## When the current Insured is still alive:

**Requirement of Designation / modification / removal of Contingent Insured***

### Designation / modification / removal of Contingent Insured

1. Application can be made at any time during the benefit term
2. During application, Request for Designation / Removal of Contingent Insured Form and ID copy of the proposed Contingent Insured must be submitted
3. The age of the proposed Contingent Insured's must be between 15 days and 60 years old
4. The application must be endorsed by the Owner, Existing Insured and Assignee (if any)
5. Owner and beneficiary(ies) must each have insurable interest in the proposed Contingent Insured
6. Only one Contingent Insured can be designated at any time

### Removal of Contingent Insured

1. Request for Designation / Removal of Contingent Insured Form must be submitted
2. The application must be endorsed by the Owner and Assignee (if any)

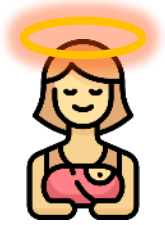
**Signature of Contingent Insured is not required in the Request Form**

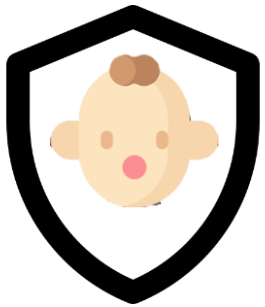

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# Contingent Insured Option – How to apply?







Same as GP2

## When the Current Insured passes away:
## Changing the Insured of the policy through the Contingent Insured Option

**1**

- Current Insured passes away unexpectedly. Owner can submit Request for Change of Insured Form together with the ID copy of the Contingent Insured to apply for change of Insured through Contingent Insured Option

**2**

- AIA approves of the application, Contingent Insured becomes the new Insured. The deceased insured lost the coverage and the Contingent Insured gains coverage under the Policy simultaneously. No death benefit will be payable for the death of the deceased Insured.

**3**

- After the change of Insured through the Contingent Insured Option, the Owner can designate a new Contingent Insured again. There is no limit to the number of times for the Owner to designate, modify or remove a Contingent Insured


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# Contingent Insured Option – Example 1

Same as GP2



Wife passes away unexpectedly

## Current Insured is still alive

### Husband purchases Global Power Multi-Currency Plan 3 for his wife



Owner
Husband



Insured
Wife

Contingent Insured
Not designated

### Husband applied and successfully designated his son to be the Contingent Insured



Owner
Husband

Unlimited times



Insured
Wife



Contingent Insured
Son

### Husband can apply for modifying Contingent Insured



Owner
Husband



Insured
Wife

Unlimited times



Contingent Insured
Daughter

## Current Insured passes away

### Please note, the Owner has not changed since the Dad is still alive. He then applies for changing his daughter as the insured through Contingent Insured Option



Owner
Husband



Deceased Insured
Wife



Contingent Insured
Daughter

### Daughter becomes the Insured after the Company approves of the application



Owner
Husband



Insured
Daughter

Contingent Insured
Not designated


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# Contingent Insured Option – Example 2

Same as GP2



Father passes away unexpectedly

## Current Insured is still alive

Father purchases Global Power Multi-Currency Plan 3 for himself

Owner and Insured



Father

Contingent Insured

Not designated

Father applies and successfully designates his son as the Contingent Insured

Owner and Insured



Father



Contingent Insured

Son

## Current Insured passes away

Since his son has reached 18 years old, therefore his son becomes the Insured and Owner after the Company approves of the application

Owner and Insured



Son

Contingent Insured

Not designated



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# Contingent Insured Option

Same as GP2

## What if the Owner is not alive while changing the Insured through Contingent Insured Option?

We will determine the Ownership of the policy according to the "How to change the Owner?" part under Section VII of the contract, ***assuming the Contingent Insured has become the Insured of the policy***

| | Owner is alive | Owner passes away |
|---|---|---|
| **Contingent Insured is age 18 or above** | Contingent Insured becomes Insured | • Contingent Insured becomes Insured and Owner |
| **Contingent Insured is below age 18** | Contingent Insured becomes Insured | • Contingent Insured becomes Insured<br>• Contingent Owner / Owner's estate becomes Owner |

**How to change the Owner?**

You (the Owner) may change the Owner of this Policy at any time before the Policy ends by filing a notice with us using our prescribed form. This change is valid only after we accept and record the change by issuing an endorsement to your Policy to reflect it. The change will be effective as of the date of this endorsement provided both the new Owner and the Insured are alive on this date. We will only accept and record a change of ownership if you can provide us with all of the information we need to comply with requirements under the Anti-Money Laundering and Counter-Terrorist Financing Ordinance and any other applicable guidelines.

If the Owner of this Policy dies at any time before the Policy ends and the Insured is still alive, then ownership of the Policy will change in the following way:

(a) If the Insured is 18 years old or older when the Owner dies, the Insured will become the Owner.
(b) If the Insured is younger than 18 years old when the Owner dies and the Owner has chosen a Contingent Owner for the Policy, the Contingent Owner will become the Owner.
(c) If the Insured is younger than 18 years old when the Owner dies and the Owner has not chosen a Contingent Owner for the Policy, the successor to the Owner's estate will become the Owner.

The person who becomes the new Owner have to submit the prescribed forms to change the Ownership of the policy as well as changing the Contingent Insured into the new Insured at the same time


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# Changing Insured – Application requirement



Same as GP2

| Criteria | Change of Insured Option | Contingent Insured Option |
|---|---|---|
| **Documents to be submitted** | • Request for Change of Insured Form<br>• ID copy of the proposed New Insured | • Request for Change of Insured Form<br>• ID copy of the Contingent Insured<br>• Death certificate of the current Insured ("deceased Insured") |
| **Status of Insured** | • Both the **Existing Insured and proposed New Insured must be alive** during change of Insured | • The **Contingent Insured must be alive** at the date of death of the deceased Insured |
| **Endorsement of application** | The application must be endorsed by all of the followings:<br>• Owner<br>• Existing Insured<br>• Proposed New Insured<br>• Assignee (if any) | The application must be endorsed by all of the followings:<br>• Owner<br>• Contingent Insured<br>• Assignee (if any) |
| **Application timeframe** | • There is **no specific timeframe** for the application to be completed | • The Contingent Insured must successfully become the new Insured **within one year from the date of death of the deceased Insured** |
| **Treatment if the Insured is not changed** | • The Existing Insured will remain as the Insured of the Policy<br>• The Policy will not be terminated | • The Death Benefit will be paid out to the Beneficiary(ies)<br>• The Policy will be terminated |


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# Changing Insured – Application requirement



**Same as GP2**

| Criteria | Change of Insured Option | Contingent Insured Option |
|---|---|---|
| **Age of the Contingent Insured / proposed New Insured** | Must be between **15 days and 60 years old** | |
| **MCV applicants** | **Authentication** is required | |
| **Insurability** | Owner and beneficiary(ies) must each have **insurable interest*** in the Contingent Insured/ proposed New Insured | |
| **Underwriting** | The Contingent Insured/ proposed New Insured must go through the **underwriting process** just as New Business requirement of Global Power Multi-Currency Plan 3 | |

# Insurability

| Owner | |
|---|---|
| **Relationship:** | Remarks: |
| **Self** | Acceptable |
| **Spouse** | Acceptable |
| **Children** | Acceptable |
| **Parents** | If New Insured is ≥ age 18, AIA Representative's memo is required to provide valid reason for parents as Owner |
| **Grandparents** | Subject to additional requirements (e.g. consent letter, relationship proof, completion of trustee declaration form etc.)<br>MCV business, refer memo A120857<br>Non-MCV business, refer memo A140965 |

| Beneficiary | |
|---|---|
| **Relationship:** | Remarks: |
| **Spouse** | Acceptable |
| **Children** | Acceptable |
| **Parents** | Acceptable |
| **Grandparents** | Acceptable |
| **Grandchildren** | Acceptable |
| **Owner's estate** | Acceptable |
| **Siblings** | Acceptable |
| **Fiancé/ Fiancée** | Need to provide ID no. |
| **Step-parents** | Subject to the natural/birth mother or father is the Owner |
| **Other relationships** | Individual consideration |

Remarks:
For the purpose of meeting the Company's requirements, a person has an insurable interest in his/her own life, in the life of his/her spouse and in the life of his/her child who is under 18 years old. Otherwise, financial dependence that the owner or beneficiary has towards the insured is required to establish insurable interest.


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# Changing Insured



Same as GP2

The following will **NOT** be affected by after the change of Insured:



1. Principal Amount
2. Policy Values*
   * Including Guaranteed Cash Value, Non-guaranteed Reversionary Bonus and Non-guaranteed Terminal Bonus
3. Policy Date
4. Premium Payment Term
5. Policy Currency
6. Policy Debt
7. Remaining Balance of Bonus Lock-in Account
8. Single Premium paid / Total Basic Premium Paid


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# Changing Insured



Same as GP2

The following changes will occur to the policy after changing Insured:

| Changes | Changing Insured by Change of Insured Option | Change of Insured by Contingent Insured Option |
|---|---|---|
| **Coverage of Insured** | Upon the **Effective Date of Change**<br>• The Existing Insured will lose the cover while the New Insured will gain cover from the same date | Upon the **date of death of the deceased Insured**<br>• The deceased Insured will lose the cover while the Contingent Insured gain cover from the same date |
| **Treatment of rider(s)** | Upon the **Effective Date of Change**<br>• The existing rider(s) of the policy (including waiver of premiums commenced under any riders) will be terminated (unless when the age of the New Insured is between 15 days and 17, the Payor Benefit Rider will continue to be effective, while its premium maybe adjusted in accordance with any different benefit term)<br>• Owner can apply riders for the New Insured as per existing practice | Upon the **date of death of the deceased Insured**<br>• The existing rider(s) of the policy (including waiver of premiums commenced under any riders) will be terminated (unless when the age of the Contingent Insured is between 15 days and 17, the Payor Benefit Rider will continue to be effective, while its premium maybe adjusted in accordance with any different benefit term)<br>• Owner can apply riders after the Contingent Insured becomes the new Insured as per existing practice |


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# Changing Insured



Same as GP2

## The following changes will occur to the policy after changing Insured:

| Changes | Changing Insured by Change of Insured Option | Change of Insured by Contingent Insured Option |
|---|---|---|
| **Incontestability Clause** | The 2-years period mentioned in the Incontestability Clause of the policy contract will be counted from the **Effective Date of Change** | The 2-years period mentioned in the Incontestability Clause of the policy contract will be counted from the **issue date of the endorsement that records the Contingent Insured becoming the Insured** |
| **Suicide Clause** | The 1-years period mentioned in the Suicide Clause of the policy contract will be counted from the **Effective Date of Change**<br><br>Our liability will be limited to the refund of the higher of the following (as of the date of death of the New Insured):<br>i. Single Premium paid/Total basic premiums paid (as applicable, without interest); or<br>ii. Total surrender value (Guaranteed Cash Value + any cash value of Reversionary Bonus + any cash value of Terminal Bonus + any balance in the Bonus Lock-in Account (if applicable))<br><br>Minus any policy debt | The 1-year period mentioned in the Suicide Clause of the policy contract will be counted from the **issue date of the endorsement that records the Contingent Insured becoming the Insured**<br><br>Our liability will be limited to the refund of the higher of the following (as of the date of death of the Contingent Insured)<br>i. Single Premium paid/Total basic premiums paid (as applicable, without interest); or<br>ii. Total surrender value (Guaranteed Cash Value + any cash value of Reversionary Bonus + any cash value of Terminal Bonus + any balance in the Bonus Lock-in Account (if applicable))<br><br>Minus any policy debt |


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Same as GP2

# Comprehensive tools for legacy planning



Wish to change the Insured immediately

**Change of Insured Option**



Continue to accumulate policy values

**Contingent Insured Option**

## When the Insured is alive

## After the death of the Insured

**Wish to change the Insured later**

**Change of Insured Option – Forward Instruction**

**Paying out Death Benefit regularly**

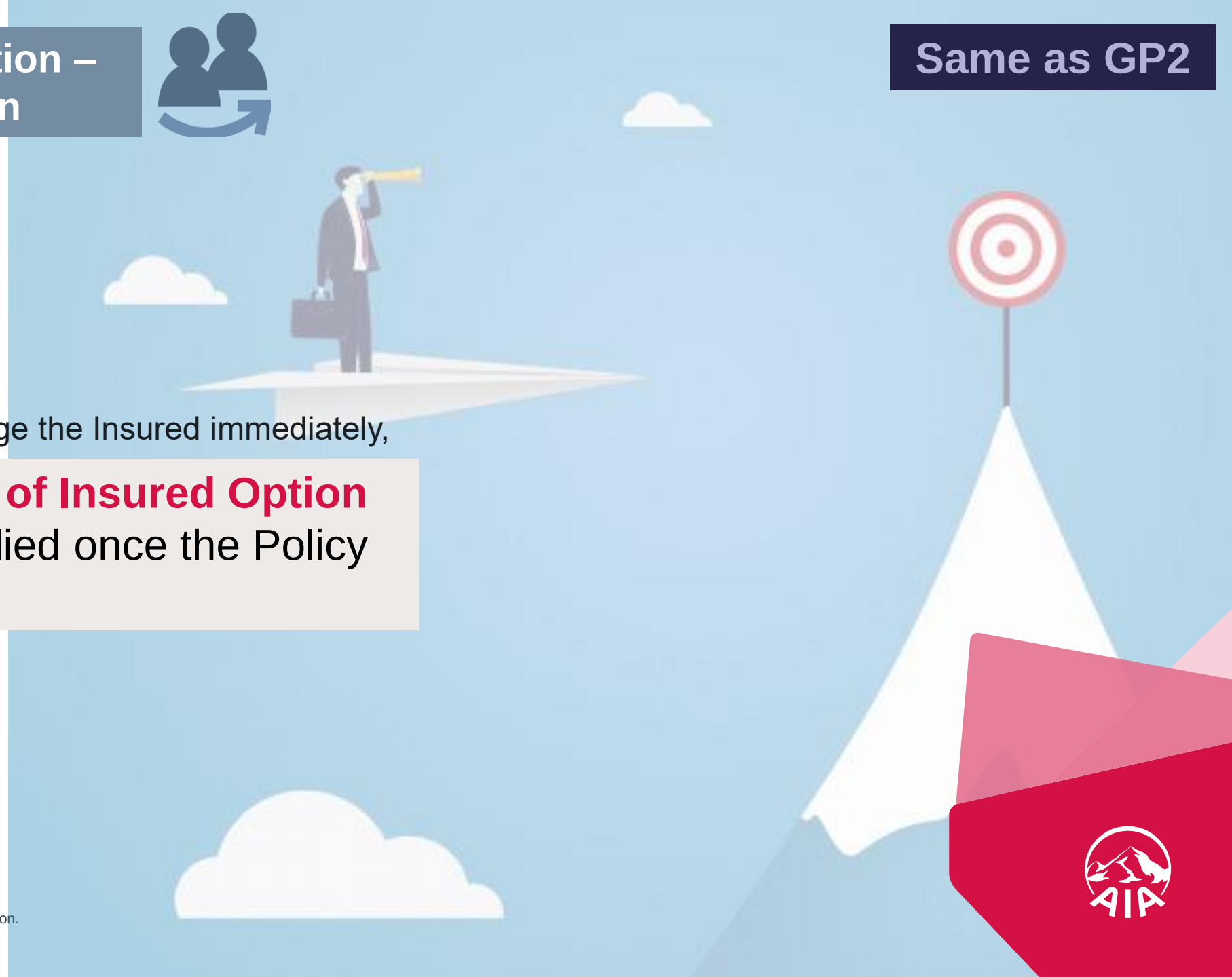
**Death Benefit Settlement Option**


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# Change of Insured Option – Forward Instruction

Same as GP2



If the Owner don’t want to change the Insured immediately,

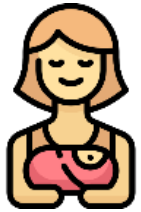
**Forward-Date Change of Insured Option Instruction** can be applied once the Policy is issued


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# Change of Insured Option - Forward Instruction – Application Flow

Same as GP2



## When the current Insured is still alive:

**1**

- Submit ID copy of the New Insured and "Request for Change of Insured Form", and fill in the Target Effective Date of Change

**2**

- After the Company approved of the application, Target Effective Date of Change is successfully set. The current Insured remains the same person at this moment

**3**

- Submit the confirmation and the latest ID/ Passport copy of the proposed new Insured 60 days before the Target Effective Date of Change

**4**

- After the Company approved the application, the Insured is changed successfully on the Target Effective Date of Change
- Insured: New Insured proposed by Owner


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# Change of Insured Option - Forward Instruction – Notes



**Same as GP2**

Arrangements if the following occurs before the Target Effective Date of Change*

| Situation | Arrangement |
|---|---|
| Change of ownership of the policy | The forward instruction request will be **revoked** |
| Policy owner / proposed or existing insured passes away | The forward instruction request will be **revoked** |
| New request for forward instruction | The existing request will be **replaced** by the new instruction |
| Request for change of insured | **Any forward instruction will be voided** while the change of insured will become effective immediately |
| Request for change of beneficiary | Insurable interest of the proposed new insured and new beneficiary will be validated again |

*Target Effective Date of Change:

i. shall be after the **1st Policy Anniversary**;
ii. shall be **1 year after** signed date of the Request for Change of Insured Form; and
iii. shall be **within 5 years** of the signed date of the Request for Change of Insured Form


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# Change of Insured Option - Forward Instruction – Notes



**Same as GP2**

1. If the Owner wants to change the Forwards Instruction of Target Effective Date, can make a new request by the "Request for Change of Insured Form" **60 days prior to the Target Effective Date of Change**, to replace and supersede such previous request

2. **Before 60 days of the Target Effective Day of Change:**
   a) We will issue a **confirmation** to verify the relevant change request
   b) The Owner, Existing Insured, Proposed New Insured and Assignee (if applicable) must **sign and return us the confirmation**
      - If the Survival Proof issued and signed by a Registered Medical Practitioner (valid for 30 days) can be provided, **the signing of the Confirmation can be waived for** the Owner/Existing Insured/Proposed New Insured/Assignee (if applicable) who is/are under the deterioration of health. We will thereby base on the product selection declaration made by the Owner on the Request for Change of Insured Form to process the forward instruction.
      - The Owner needs to submit the **latest copy of the Proposed New Insured's ID or passport** together with the confirmation

3. For customers **at age 65 or above**, the policy owner, existing insured, the proposed new insured and assignee (if applicable) are required to certify the Change of Insured Forward Instruction in AIA Wealth Select Centre or AIA Customer Service Centre.

4. Conditions of Change of Insured Option are also applicable for application of change of Insured through Forward-Date of Change of Insured Option Instruction


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# Changing Insured

## Application Forms



Same as GP2

| | |
|---|---|
| **Designation, modification or removal of a Contingent Insured** | **Request for Designation / Removal of Contingent Insured Form (OPPOSF90)** |
| **Change of Insured of the policy through Contingent Insured Option** | **Request for Change of Insured Form (OPPOSF80)** |
| **Change of Insured of the policy through Change of Insured Option** | **Request for Change of Insured Form (OPPOSF80)** |
| **Applying Forward-Dated Change of Insured Instruction** | **Request for Change of Insured Form (OPPOSF80)** |


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# Request for Designation / Removal of Contingent Insured Form (OPPOSF90)

Same as GP2

The form is applicable for **designating, modifying or removing a Contingent Insured**

**AIA International Limited**
(Incorporated in Bermuda with limited liability)

**REQUEST FOR DESIGNATION / REMOVAL OF CONTINGENT INSURED FORM**
**指定 / 移除第二受保人申請表**

| Policy Number 保單號碼 | Name of Insured 受保人姓名 | Name of Owner 持有人姓名 |
|---|---|---|
| | | |
| Area Code 區域編號 | Agency / Broker Name 營業員組別 / 經紀名稱 | Agent / Broker Code 營業員號碼 / 經紀號碼 |
| | | |
| Agency Code 營業員組別編號 | Agent / TR's Name 營業員 / 業務代表姓名 | Agent / TR's Tel. No. 營業員 / 業務代表聯絡電話 |
| | | |

TR Membership Number 業務代表會員號碼 (For Brokers only 僅供經紀使用) ☐ IA ☐ ANG


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# Request for Designation / Removal of Contingent Insured Form (OPPOSF90)

**Same as GP2**

## Important Notes

**IMPORTANT NOTES 重要資料**

I / We understand and agree that: 本人 / 我們明白及同意：

1) This request is only applicable for the policies with Contingent Insured arrangement.
此申請表只適用於有第二受保人安排之保單。
2) This form is only applicable for designating / removing Contingent Insured. In respect of the request for the change of Insured through Contingent Insured arrangement, please use the Request for Change of Insured Form.
此申請表只適用於申請指定 / 移除保單之第二受保人。如需申請透過第二受保人安排而更改受保人，請使用更改受保人申請表。
3) This request is NOT valid until (a) it is recorded as received by AIA International Limited (the "Company") during the lifetime of Insured of the above policy (the "Policy") and (b) it is finally accepted and approved by the Company in writing.
此申請表需於(a)上述保單（即「保單」）的受保人生存期間獲友邦保險(國際)有限公司（即「本公司」）收到並存檔及(b)最終經本公司以信函接納及批准方為有效。
4) This form will attach and form part of the Policy after it is accepted and approved by the Company.
當此申請表經本公司接納及批准後，此申請表將附於保單契約內，且構成保單契約之一部分。
5) Receipt of this form by AIA Representative or your broker does not constitute receipt by the Company. The final decision on the validity of this form rests with the Company.
友邦業務代表或您的經紀收到此申請表並不代表本公司亦已收到，本公司對此申請表的有效性擁有最終決定權。
6) The Company has the right to update this form from time to time and to accept or to reject the form if the Company's requirements are not fulfilled.
本公司有權隨時更新此申請表，並接受或拒絕未符合本公司要求的申請表。
7) When designating the Contingent Insured, this form must be signed by the Insured / Owner / Assignee, when applicable, under the section of Declaration and Authorization. When removing the Contingent Insured, this form must be signed by the Owner / Assignee, when applicable, under the section of Declaration and Authorization. Insured / Owner / Assignee's signature, when applicable, must correspond with the Company's latest available record (if any).
如申請指定第二受保人，受保人 / 持有人 / 受讓人（如適用）需簽署此申請表的「聲明及授權」部分。如申請移除第二受保人，持有人 / 受讓人（如適用）需簽署此申請表的「聲明及授權」部分。受保人 / 持有人 / 受讓人（如適用）的簽名必須與本公司的最近存檔紀錄相符（如有）。
8) Any amendments in this form must be countersigned by the Owner / Assignee in full signature.
持有人 / 受讓人必須於此申請表內任何曾修改的地方簽署確實。
9) This request is made subject to the terms and conditions of the Policy, and shall not result in a change / modification in any provision of the Policy, except as expressly provided for in the Policy and in any Endorsement.
此項申請受保單條款和條件所約束，且不會導致任何保單條款之更改 / 修改，除非該等更改 / 修改已於保單契約內及於任何保單批註內另有清楚列明。
10) Any Request for Designation / Removal of Contingent Insured does not change the ownership / Beneficiary(ies) or the mode of payment under the Policy.
申請指定 / 移除第二受保人不會更改此保單之持有人 / 受益人及付款形式。

This form is only applicable for designating, removing Contingent Insured. In respect of the request for the change of Insured through Contingent Insured Option, please use the Request for Change of Insured Form

When designating the Contingent Insured, this form must be signed by the Insured / Owner / Assignee (if applicable) under the section of Declaration and Authorization. When removing the Contingent Insure, this form must be signed by the Owner / Assignee (if applicable) under the section of Declaration and Authorization. Insured / Owner / Assignee (if applicable)'s signatures must correspond with the Company's latest available record (if any)


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# Request for Designation / Removal of Contingent Insured Form (OPPOSF90)

## Important Notes

11) The Company and its affiliates ("the Group") are subject to, or have agreed to, comply with certain legal, regulatory and / or other requirements (the "Reporting Requirements"). As such, I / We provide our express consent that the Company shall have the right to provide such personal data and information to any governmental authorities, regulatory bodies and / or any other person(s) in respect of the Reporting Requirements. I / We understand that such disclosures may involve the cross border transfer of personal data outside the jurisdiction and that such disclosures may be with respect to i) the personal data of the Owner, the Contingent Owner, the Insured, and the Beneficiary(ies) ("the Parties"), or any of them; ii) any information relating to the Policy; and iii) any information relating to any other policies held by the Parties or any of them. I / We understand that the Company will not be able to sell any insurance product to me / us and provide any service if I / we refuse to give the said express consent.
貴公司有權，就如需要並在法律許可的範圍內，提供有關本人 / 我們的個人資料和其他有關持有人及 / 或新保單持有人及 / 或第二保單持有人持有之保單或投資資料予政府部門、監管機構、法院、法庭、行政委員會及/或執法機構（包括本地及海外）。貴公司也會就上述政府部門、監管機構、法院、法庭、行政委員會及 / 或執法機構所提出之任何問題及 / 或查詢作出回答，及在適當的情況下，會主動提供報告，以符合有關法律，法規和守則 / 行為。

12) A person who is not a party to the Policy (including but not limited to the Proposed Contingent Insured or Insured or the Beneficiary(ies)) has no right to enforce any of the terms of the Policy.
非保單合約一方（包括但不限於擬定之第二受保人及受保人及受益人）沒有權利執行任何保單條款。

13) Any request for Designation / Removal of Contingent Insured does not trigger the Request for Change of Insured Option. The Contingent Insured (if any) will only become the Insured of the Policy when (a) the existing Insured ("Deceased Insured") passes away and (b) he / she is accepted and approved by the Company pursuant to the Contingent Insured Endorsement.
申請指定 / 移除第二受保人並不會行使更改受保人選項。第二受保人（如有）只有於(a)現有受保人（「已故受保人」）身故及(b)經本公司根據第二受保人批註而接納及批准後才會成為此保單之受保人。

14) Even if the request for designation of Contingent Insured has been accepted and approved by the Company, at the time when the Deceased Insured passes away, the designated Contingent Insured will not become the Insured of the Policy if the designated Contingent Insured (a) is not alive or (b) fails to be accepted and approved by the Company pursuant to the Contingent Insured Endorsement. Under the above scenario, the Policy will be terminated and the Death Benefit will be paid to the Beneficiary(ies).
即使申請指定 / 轉換第二受保人已經本公司接納及批准，於已故受保人身故時，若已指定之第二受保人(a)已不在生或(b)沒有經本公司根據第二受保人批註而接納及批准，已指定之第二受保人將不會成為此保單之受保人。於上述情況下，本公司將支付身故賠償予受益人，保單將會隨即終止。

15) If a change of ownership of the Policy is approved by the Company, any approved designation of Contingent Insured will be revoked at the same time without further notice.
如我們批核了此保單更改保單擁有權之申請，任何已接納之指定第二受保人申請將會同時被取消，不作另行通知。

16) 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.
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。

**Same as GP2**

Any request for Designation / Removal of Contingent Insured does not trigger the Request for Change of Insured Option. The Contingent Insured (if any) will only become the Insured of the Policy when (a) the existing Insured ("Deceased Insured") passed away and (b) he / she is accepted and approved by the Company pursuant to the Contingent Insured Endorsement.

Even if the request for designation of Contingent Insured has been accepted and approved by the Company, at the time when the Deceased Insured passes away, the designated Contingent Insured will not become the Insured of the Policy if the designated Contingent Insured (a) is not alive or (b) fails to be accepted and approved by the Company pursuant to the Contingent Insured Endorsement. Under the above scenario, the Policy will be terminated and the Death Benefit will be paid to the Beneficiary(ies).

If a change of ownership of the Policy is approved by the Company, any approved designation of Contingent Insured will be revoked at the same time without further notice


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# Request for Designation / Removal of Contingent Insured Form (OPPOSF90)

## Designate / Modify the Contingent Insured

**Same as GP2**

Policy Number 保單號碼 ☐☐☐☐☐☐☐☐☐☐

**A. Designation of Contingent Insured 指定第二受保人**

**Proposed Contingent Insured Information 擬定之第二受保人資料**

| English Name of proposed Contingent Insured:<br>擬定之第二受保人英文姓名： | | Chinese Name of proposed Contingent Insured:<br>擬定之第二受保人中文姓名： |
|---|---|---|
| ID card / Passport No.:<br>身份證 / 護照號碼： | Sex:<br>性別： | Date of birth:<br>出生日期： ☐☐ MM月 ☐☐ DD日 ☐☐☐☐ YYYY年 |

| Relationship to existing Owner:<br>與保單持有人的關係： | |
|---|---|
| Beneficiary(ies) Name:<br>保單受益人姓名： | Relationship to existing Beneficiary(ies):<br>與保單受益人的關係： |
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| | |

**Note 注意：**

(1) Please submit copy of ID card copy / passport of the proposed Contingent Insured.
請遞交擬定之第二受保人的身份證 / 護照副本。

(2) Please include all existing Beneficiaries and their relationships to the proposed Contingent Insured if more than one Beneficiary has been designated.
如保單受益人超過一人，請填寫所有保單受益人名稱及擬定之第二受保人與所有保單受益人的關係。

(3) The age of the proposed Contingent Insured at the signed date of this form must be between 15 days and 60.
擬定之第二受保人於此表格之簽署日期時之年齡須為15日至60歲。

Owner and the beneficiary(ies) should each have insurable interest in the proposed Contingent Insured

The age of the proposed Contingent Insured at the signed date of this form must be between 15 days and 60


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[AIA - CONFIDENTIAL]

# Request for Designation / Removal of Contingent Insured Form (OPPOSF90)

Same as GP2

## Remove the Contingent Insured

For removal of the Contingent Insured, please tick on the appropriate box

**B. Removing Contingent Insured 移除第二受保人**

☐ I agree to remove the Contingent Insured of the Policy.
我同意移除已指定此保單之第二受保人。


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[AIA - CONFIDENTIAL]

# Request for Designation / Removal of Contingent Insured Form (OPPOSF90)

Same as GP2

## Signature Page

Policy Number 保單號碼 | | | | | | | | | | |

**DECLARATION & AUTHORIZATION 聲明及授權**

We, Owner / Insured (if necessary) of the Policy, request that the Policy be changed according to the above particulars. We understand and agree that a copy of this request will be attached to and forms a part of the Policy. We confirm that we are fully aware of, and have consented to, this request.

我們為保單的持有人 / 受保人（如需要），在此要求保單按照上述細則更改。我們明白及同意申請表之副本將附於本保單契約內，且構成保單契約之一部份。我們確認我們完全知悉，及已同意此申請表上的內容。

**PERSONAL DATA COLLECTION AND USE**

I / We confirm that I / we have read and understood the AIA Personal Information Collection Statement ("AIA PIC").

I / We declare and agree that any personal data and other information relating to me / us or my / our policy(ies) or investments contained in this application or collected, obtained, compiled or held by the Company by any means from time to time may be collected and utilized in accordance with the AIA PIC. I / We acknowledge and consent to the transfer of my / our personal data outside of Hong Kong (for policies issued in Hong Kong) or Macau (for policies issued in Macau), as the case may be, for the purposes and to the types of transferee as set out in the AIA PIC. The updated version of AIA PIC is available for download from its website: www.aia.com.hk, and is made available upon request.

**個人資料收集及使用**

本人 / 我們確認本人 / 我們已閱讀及明白AIA個人資料收集聲明（「AIA個人資料收集聲明」）。

本人 / 我們聲明及同意在本申請所載或貴公司不時以任何方法收集所得、繪製或持有的任何個人資料及關於本人 / 我們或本人 / 我們的保單或投資的其他資料，可根據AIA個人資料收集聲明收集及使用。本人 / 我們知悉及同意就AIA個人資料收集聲明所述目的視乎情況轉讓本人 / 我們的個人資料至香港（如保單在香港繕發）或澳門（如保單在澳門繕發）境外予AIA個人資料收集聲明所載的資料承讓人。

AIA個人資料收集聲明的最新版本可於以下網址下載：www.aia.com.hk，及可向貴公司索取。

For designation of Contingent Insured, the form must be signed by the existing Insured

Signature of Owner 持有人簽名 | on 於 MM月 DD日 YYYY年

Signature of Assignee (if applicable) 受讓人簽名（如適用） | on 於 MM月 DD日 YYYY年

**Only applicable for designation of Contingent Insured:**
**只適用於指定 / 更改第二受保人：**

Signature of Insured 受保人簽名 | on 於 MM月 DD日 YYYY年


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# Request for Change of Insured Form (OPPOSF80)

**Same as GP2**

The form is applicable for

1) **Changing Insured through Contingent Insured Option**
2) **Changing Insured through Change of Insured Option**
3) **Applying Forward-Dated Change of Insured Instruction**

**AIA International Limited**
(Incorporated in Bermuda with limited liability)

**REQUEST FOR CHANGE OF INSURED FORM**
**更改受保人申請表**

| Policy Number 保單號碼 | Name of Insured 受保人姓名 | Name of Owner 持有人姓名 | |
|---|---|---|---|
| | | | |
| Area Code 區域編號 | Agency / Broker Name 營業員組別 / 經紀名稱 | Agent / Broker Code 營業員號碼 / 經紀號碼 | |
| | | | |
| Agency Code 營業員組別編號 | Agent / TR's Name 營業員 / 業務代表姓名 | Agent / TR's Tel. No. 營業員 / 業務代表聯絡電話 | |
| | | | |
| TR Membership Number 業務代表會員號碼 (For Brokers only 僅供經紀使用) ☐ IA ☐☐☐☐☐☐ ☐ ANG ☐☐☐☐☐☐☐ | | | |


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# Request for Change of Insured Form (OPPOSF80)

## Important Notes

**Applicable for Change of Insured Option and Contingent Insured Option**

**Same as GP2**

**MPORTANT NOTES 重要資料**

I / We understand and agree that: 本人 / 我們明白及同意：

1) This request is only applicable for the policies with Change of Insured Option or Contingent Insured arrangement.
此申請表只適用於有更改受保人選項或第二受保人安排之保單。

2) This form is only applicable for change of Insured under Change of Insured Option or Contingent Insured arrangement. In respect of the request for designating / modifying / removing Contingent Insured, please use Request for Designation / Removal of Contingent Insured Form.
此申請表只適用於申請透過更改受保人選項或第二受保人安排而更改受保人。如需申請指定 / 轉換 / 移除保單之第二受保人，請使用指定 / 移除第二受保人申請表。

3) This form and the Endorsement (if any) will attach and form part of the Policy after it is accepted and approved by the Company.
當此申請表經本公司接納及批准後，此申請表及批註（如有）將附於保單契約內，且構成保單契約之一部分。

4) Receipt of this form by AIA Representative or your broker does not constitute receipt by the Company. The final decision on the validity of this form rests with the Company.
友邦業務代表或您的經紀收到此申請表並不代表本公司亦已收到，本公司對此申請表的有效性擁有最終決定權。

5) The Company has the right to update this form from time to time and to accept or to reject the form if the Company's requirements are not fulfilled.
本公司有權隨時更新此申請表，並接受或拒絕未符合本公司要求的申請表。

6) Any amendments in this form must be countersigned by the Owner / Assignee in full signature.
持有人 / 受讓人必須於此申請表內任何曾修改的地方簽署確實。

7) This request is made subject to the terms and conditions of the Policy, and shall not result in a change / modification in any provision of the Policy, except as expressly provided for in the Policy and in any Endorsement.
此項申請受保單條款和條件所約束，且不會導致任何保單條款之更改 / 修改，除非該等更改 / 修改已於保單契約內及於任何保單批註內另有清楚列明。

8) Any Request for Change of Insured does not change the ownership / Beneficiary(ies) or the mode of payment under the Policy.
申請更改保單受保人不會更改此保單之持有人 / 受益人及付款形式。

9) The Company and its affiliates ("the Group") are subject to, or have agreed to, comply with certain legal, regulatory and / or other requirements (the "Reporting Requirements"). As such, I / We provide our express consent that the Company shall have the right to provide such personal data and information to any governmental authorities, regulatory bodies and / or any other person(s) in respect of the Reporting Requirements. I / We understand that such disclosures may involve the cross border transfer of personal data outside the jurisdiction and that such disclosures may be with respect to i) the personal data of the Owner, the Contingent Owner, the Insured, and the Beneficiary(ies) ("the Parties"), or any of them; ii) any information relating to the Policy; and iii) any information relating to any other policies held by the Parties or any of them. I / We understand that the Company will not be able to sell any insurance product to me / us and provide any service if I / we refuse to give the said express consent.
貴公司有權，就如需要並在法律許可的範圍內，提供有關本人 / 我們的個人資料和其他有關持有人及 / 或新保單持有人及 / 或第二保單持有人持有之保單或投資資料予政府部門、監管機構、法院、法庭、行政委員會及 / 或執法機構（包括本地及海外）。貴公司也會就上述政府部門、監管機構、法院、法庭、行政委員會及 / 或執法機構所提出之任何問題及 / 或查詢作出回答，及在適當的情況下，會主動提供報告，以符合有關法律，法規和守則/行為。

10) A person who is not a party to the Policy (including but not limited to the Proposed New Insured / Contingent Insured or Existing Insured or the Beneficiary(ies)) has no right to enforce any of the terms of the Policy.
非保單合約一方（包括但不限於新受保人 / 第二受保人及原有受保人及受益人）沒有權利執行任何保單條款。

11) 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.
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。

This form is only applicable for change of Insured under Change of Insured Option or Contingent Insured Option. In respect of the request for designating / modifying / removing Contingent Insured, please use Request for Designation / Removal of Contingent Insured Form.


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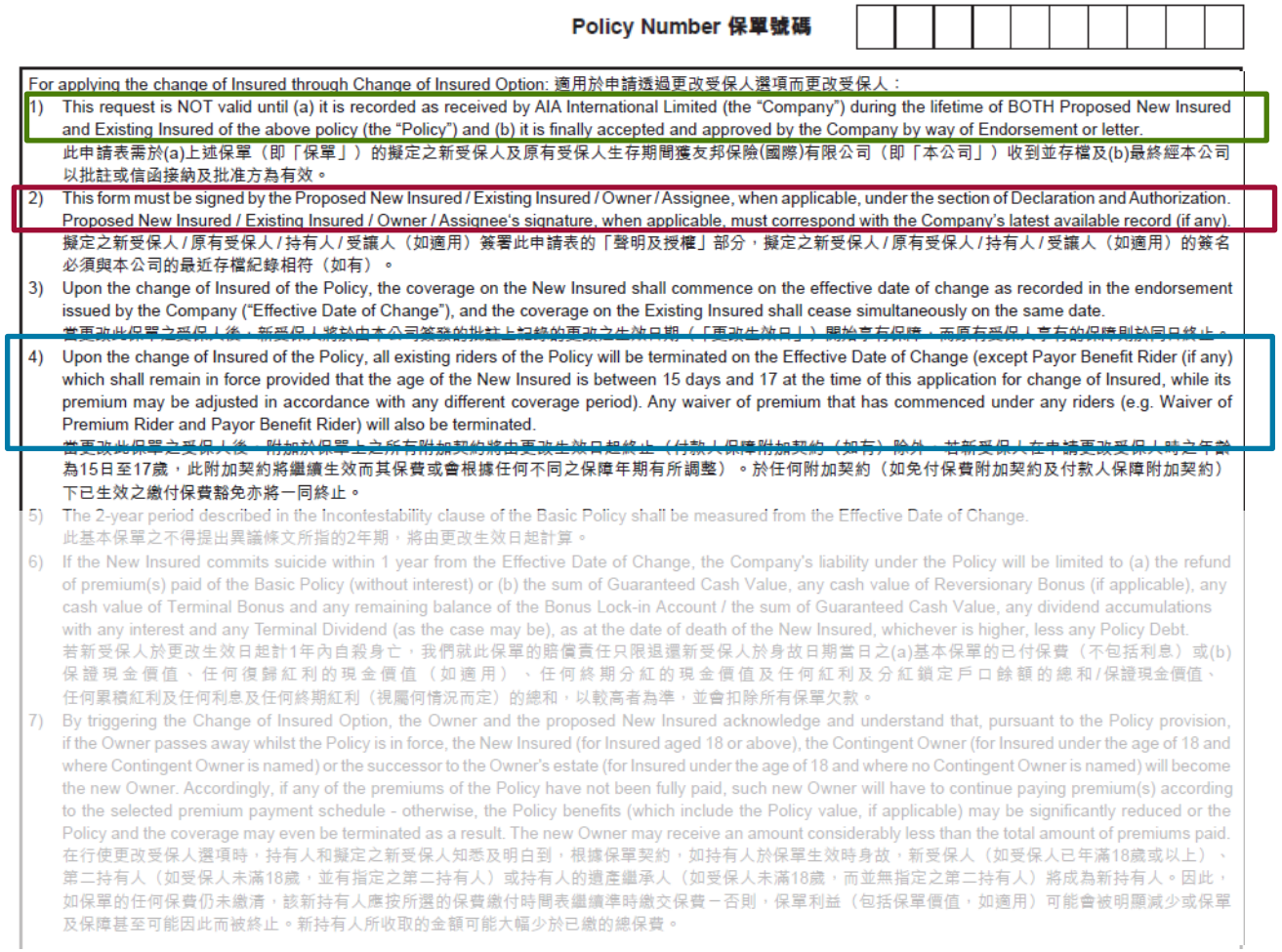
[AIA - CONFIDENTIAL]

# Request for Change of Insured Form (OPPOSF80)

## Important Notes

**Only applicable to apply changing Insured through Change of Insured Option**

**Same as GP2**



Policy Number 保單號碼

For applying the change of Insured through Change of Insured Option: 適用於申請透過更改受保人選項而更改受保人：

1) This request is NOT valid until (a) it is recorded as received by AIA International Limited (the "Company") during the lifetime of BOTH Proposed New Insured and Existing Insured of the above policy (the "Policy") and (b) it is finally accepted and approved by the Company by way of Endorsement or letter.
此申請表需於(a)上述保單（即「保單」）的擬定之新受保人及原有受保人生存期間獲友邦保險(國際)有限公司（即「本公司」）收到並存檔及(b)最終經本公司以批註或信函接納及批准方為有效。

2) This form must be signed by the Proposed New Insured / Existing Insured / Owner / Assignee, when applicable, under the section of Declaration and Authorization. Proposed New Insured / Existing Insured / Owner / Assignee's signature, when applicable, must correspond with the Company's latest available record (if any).
擬定之新受保人 / 原有受保人 / 持有人 / 受讓人（如適用）簽署此申請表的「聲明及授權」部分，擬定之新受保人 / 原有受保人 / 持有人 / 受讓人（如適用）的簽名必須與本公司的最近存檔紀錄相符（如有）。

3) Upon the change of Insured of the Policy, the coverage on the New Insured shall commence on the effective date of change as recorded in the endorsement issued by the Company ("Effective Date of Change"), and the coverage on the Existing Insured shall cease simultaneously on the same date.
當更改此保單之受保人後，新受保人將於由本公司簽發的批註上記錄的更改生效日期（「更改生效日」）開始享有保障，而原有受保人享有的保障則於同日終止。

4) Upon the change of Insured of the Policy, all existing riders of the Policy will be terminated on the Effective Date of Change (except Payor Benefit Rider (if any) which shall remain in force provided that the age of the New Insured is between 15 days and 17 at the time of this application for change of Insured, while its premium may be adjusted in accordance with any different coverage period). Any waiver of premium that has commenced under any riders (e.g. Waiver of Premium Rider and Payor Benefit Rider) will also be terminated.
當更改此保單之受保人後，附加於保單上之所有附加契約將由更改生效日起終止（付款人保障附加契約（如有）除外，若新受保人在申請更改受保人時之年齡為15日至17歲，此附加契約將繼續生效而其保費或會根據任何不同之保障年期有所調整）。於任何附加契約（如免付保費附加契約及付款人保障附加契約）下已生效之繳付保費豁免亦將一同終止。

5) The 2-year period described in the Incontestability clause of the Basic Policy shall be measured from the Effective Date of Change.
此基本保單之不得提出異議條文所指的2年期，將由更改生效日起計算。

6) If the New Insured commits suicide within 1 year from the Effective Date of Change, the Company's liability under the Policy will be limited to (a) the refund of premium(s) paid of the Basic Policy (without interest) or (b) the sum of Guaranteed Cash Value, any cash value of Reversionary Bonus (if applicable), any cash value of Terminal Bonus and any remaining balance of the Bonus Lock-in Account / the sum of Guaranteed Cash Value, any dividend accumulations with any interest and any Terminal Dividend (as the case may be), as at the date of death of the New Insured, whichever is higher, less any Policy Debt.
若新受保人於更改生效日起計1年內自殺身亡，我們就此保單的賠償責任只限退還新受保人於身故日期當日之(a)基本保單的已付保費（不包括利息）或(b)保證現金價值、任何復歸紅利的現金價值（如適用）、任何終期分紅的現金價值及任何紅利及分紅鎖定戶口餘額的總和 / 保證現金價值、任何累積紅利及任何利息及任何終期紅利（視屬何情況而定）的總和，以較高者為準，並會扣除所有保單欠款。

7) By triggering the Change of Insured Option, the Owner and the proposed New Insured acknowledge and understand that, pursuant to the Policy provision, if the Owner passes away whilst the Policy is in force, the New Insured (for Insured aged 18 or above), the Contingent Owner (for Insured under the age of 18 and where Contingent Owner is named) or the successor to the Owner's estate (for Insured under the age of 18 and where no Contingent Owner is named) will become the new Owner. Accordingly, if any of the premiums of the Policy have not been fully paid, such new Owner will have to continue paying premium(s) according to the selected premium payment schedule - otherwise, the Policy benefits (which include the Policy value, if applicable) may be significantly reduced or the Policy and the coverage may even be terminated as a result. The new Owner may receive an amount considerably less than the total amount of premiums paid.
在行使更改受保人選項時，持有人和擬定之新受保人知悉及明白到，根據保單契約，如持有人於保單生效時身故，新受保人（如受保人已年滿18歲或以上）、第二持有人（如受保人未滿18歲，並有指定之第二持有人）或持有人的遺產繼承人（如受保人未滿18歲，而並無指定之第二持有人）將成為新持有人。因此，如保單的任何保費仍未繳清，該新持有人應按所選的保費繳付時間表繼續準時繳交保費－否則，保單利益（包括保單價值，如適用）可能會被明顯減少或保單及保障甚至可能因此而被終止。新持有人所收取的金額可能大幅少於已繳的總保費。

The request is NOT valid until (a) it is recorded as received by AIA International Limited (the "Company") during the lifetime of BOTH Proposed New Insured and Existing Insured of the above policy (the "Policy") and (b) it is finally accepted and approved by the Company by way of Endorsement or letter

Upon the change of Insured of the Policy, the coverage on the New Insured shall commence on the effective date of change as recorded in the endorsement issued by the Company ("Effective Date of Change"), and the coverage on the Existing Insured shall cease simultaneously on the same date

Upon the change of Insured of the Policy, all existing riders of the policy will be terminated on Effective Date of Change (except Payor Benefit Rider (if any) which shall remain in force provided that the age of the New Insured is between 15 days and 17 at the time of this application for change of Insured, while its premium maybe adjusted in accordance with any different benefit term). Any waiver of premium that has commenced under any riders (e.g. Waiver of Premium Rider and Payor Benefit Rider) will also be terminated.


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[AIA - CONFIDENTIAL]

# Request for Change of Insured Form (OPPOSF80)

## Important Notes

**Only applicable to apply changing Insured through Change of Insured Option**

**Same as GP2**



Policy Number 保單號碼

For applying the change of Insured through Change of Insured Option: 適用於申請透過更改受保人選項而更改受保人：

1) This request is NOT valid until (a) it is recorded as received by AIA International Limited (the "Company") during the lifetime of BOTH Proposed New Insured and Existing Insured of the above policy (the "Policy") and (b) it is finally accepted and approved by the Company by way of Endorsement or letter.
此申請表需於(a)上述保單（即「保單」）的擬定之新受保人及原有受保人生存期間獲友邦保險(國際)有限公司（即「本公司」）收到並存檔及(b)最終經本公司以批註或信函接納及批准方為有效。

2) This form must be signed by the Proposed New Insured / Existing Insured / Owner / Assignee, when applicable, under the section of Declaration and Authorization. Proposed New Insured / Existing Insured / Owner / Assignee's signature, when applicable, must correspond with the Company's latest available record (if any).
擬定之新受保人 / 原有受保人 / 持有人 / 受讓人（如適用）簽署此申請表的「聲明及授權」部分，擬定之新受保人 / 原有受保人 / 持有人 / 受讓人（如適用）的簽名必須與本公司的最近存檔紀錄相符（如有）。

3) Upon the change of Insured of the Policy, the coverage on the New Insured shall commence on the effective date of change as recorded in the endorsement issued by the Company ("Effective Date of Change"), and the coverage on the Existing Insured shall cease simultaneously on the same date.
當更改此保單之受保人後，新受保人將於由本公司簽發的批註上紀錄的更改之生效日期（「更改生效日」）開始享有保障，而原有受保人享有的保障則於同日終止。

4) Upon the change of Insured of the Policy, all existing riders of the Policy will be terminated on the Effective Date of Change (except Payor Benefit Rider (if any) which shall remain in force provided that the age of the New Insured is between 15 days and 17 at the time of this application for change of Insured, while its premium may be adjusted in accordance with any different coverage period). Any waiver of premium that has commenced under any riders (e.g. Waiver of Premium Rider and Payor Benefit Rider) will also be terminated.
當更改此保單之受保人後，附加於保單上之所有附加契約將由更改生效日起終止（付款人保障附加契約（如有）除外，若新受保人在申請更改受保人時之年齡為15日至17歲，此附加契約將繼續生效而其保費或會根據任何不同之保障年期有所調整）。於任何附加契約（如免付保費附加契約及付款人保障附加契約）下已生效之繳付保費豁免亦將一同終止。

5) The 2-year period described in the Incontestability clause of the Basic Policy shall be measured from the Effective Date of Change.
此基本保單之不得提出異議條文所指的2年期，將由更改生效日起計算。

6) If the New Insured commits suicide within 1 year from the Effective Date of Change, the Company's liability under the Policy will be limited to (a) the refund of premium(s) paid of the Basic Policy (without interest) or (b) the sum of Guaranteed Cash Value, any cash value of Reversionary Bonus (if applicable), any cash value of Terminal Bonus and any remaining balance of the Bonus Lock-in Account / the sum of Guaranteed Cash Value, any dividend accumulations with any interest and any Terminal Dividend (as the case may be), as at the date of death of the New Insured, whichever is higher, less any Policy Debt.
若新受保人於更改生效日起計1年內自殺身亡，我們就此保單的賠償責任只限退還新受保人於身故日期當日之(a)基本保單的已付保費（不包括利息）或(b)保證現金價值、任何復歸紅利的現金價值（如適用）、任何終期分紅的現金價值及任何紅利及分紅鎖定戶口餘額的總和/保證現金價值、任何累積紅利及任何利息及任何終期紅利（視屬何情況而定）的總和，以較高者為準，並會扣除所有保單欠款。

7) By triggering the Change of Insured Option, the Owner and the proposed New Insured acknowledge and understand that, pursuant to the Policy provision, if the Owner passes away whilst the Policy is in force, the New Insured (for Insured aged 18 or above), the Contingent Owner (for Insured under the age of 18 and where Contingent Owner is named) or the successor to the Owner's estate (for Insured under the age of 18 and where no Contingent Owner is named) will become the new Owner. Accordingly, if any of the premiums of the Policy have not been fully paid, such new Owner will have to continue paying premium(s) according to the selected premium payment schedule - otherwise, the Policy benefits (which include the Policy value, if applicable) may be significantly reduced or the Policy and the coverage may even be terminated as a result. The new Owner may receive an amount considerably less than the total amount of premiums paid.
在行使更改受保人選項時，持有人和擬定之新受保人知悉及明白到，根據保單契約，如持有人於保單生效時身故，新受保人（如受保人已年滿18歲或以上）、第二持有人（如受保人未滿18歲，並有指定之第二持有人）或持有人的遺產繼承人（如受保人未滿18歲，而並無指定之第二持有人）將成為新持有人。因此，如保單的任何保費仍未繳清，該新持有人應按所選的保費繳付時間表繼續準時繳交保費－否則，保單利益（包括保單價值，如適用）可能會被明顯減少或保單及保障甚至可能因此而被終止。新持有人所收取的金額可能大幅少於已繳的總保費。

The 2-years period described in the Incontestability clause of the Basic Policy shall be measured from the Effective Date of Change

If the New Insured commits suicide within 1 year from the Effective Date of Change , the Company's liability under the Policy will be limited to (a) the refund of premium(s) paid of the Basic Policy (without interest) or (b) the sum of Guaranteed Cash Value, any cash value of Reversionary Bonus (if applicable), any cash value of Terminal Bonus **and any remaining balance of the Bonus Lock-in Account**, as at the date of death of the New Insured, whichever is higher, less any Policy Debt


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# Request for Change of Insured Form (OPPOSF80)

## Important Notes



For applying the change of Insured through Contingent Insured arrangement 適用於申請透過第二受保人安排而更改受保人：

1) This request is NOT valid until (a) it is recorded as received by the Company during the lifetime of Contingent Insured of the Policy and (b) it is finally accepted and approved by the Company by way of Endorsement or letter within 1 year from the date of death of the current Insured ("Deceased Insured").
此申請表需於(a)上述保單（即「保單」）的第二受保人生存期間獲友邦保險(國際)有限公司（即「本公司」）收到並存檔及(b)最終於現有受保人（「已故受保人」）的身故當日起計一年內經本公司以批註或信函接納及批准方為有效。

2) This form must be signed by the Contingent Insured / Owner / Assignee, when applicable, under the section of Declaration and Authorization. Contingent Insured / Owner / Assignee's signature, when applicable, must correspond with the Company's latest available record (if any).
第二受保人/持有人/受讓人（如適用）簽署此申請表的「聲明及授權」部分，第二受保人/持有人/受讓人（如適用）的簽名必須與本公司的最近存檔紀錄相符（如有）。

3) Upon the change of Insured of the Policy, the coverage on the Contingent Insured shall commence on the date of death of the Deceased Insured as recorded in the endorsement issued by the Company, and the coverage on the Deceased Insured shall cease simultaneously on the same date.
當更改此保單之受保人後，第二受保人將於由本公司簽發的批註上記錄的已故受保人身故當日開始享有保障，而已故受保人享有的保障則於同日終止。

4) Upon the change of Insured of the Policy, all existing riders of the Policy will be terminated on the date of death of the Deceased Insured (except Payor Benefit Rider (if any) which shall remain in force provided that the age of the Contingent Insured is between 15 days and 17 at the time of this application for change of Insured, while its premium may be adjusted in accordance with any different coverage period). Any waiver of premium that has commenced under any riders (e.g. Waiver of Premium Rider and Payor Benefit Rider) will also be terminated.
當更改此保單之受保人後，附加於保單上之所有附加契約將由已故受保人身故當日起終止（付款人保障附加契約（如有）除外，若第二受保人在已故受保人身故當日之年齡為15日至17歲，此附加契約將繼續生效而其保費或會根據任何不同之保障年期有所調整）。於任何附加契約（如免付保費附加契約及付款人保障附加契約）下已生效之繳付保費豁免亦將一同終止。

5) The 2-year period described in the Incontestability clause of the Basic Policy shall be measured from the issue date of the endorsement which records the Contingent Insured becoming the Insured.
此基本保單之不得提出異議條文所指的2年期，將由於記錄第二受保人成為受保人之批註的簽發日期起計算。

6) If the Contingent Insured commits suicide within 1 year from the issue date of the endorsement which records the Contingent Insured becoming the Insured, the Company's liability under the Policy will be limited to (a) the refund of premium(s) paid of the Basic Policy (without interest) or (b) the sum of Guaranteed Cash Value, any cash value of Reversionary Bonus (if applicable), any cash value of Terminal Bonus and any remaining balance of the Bonus Lock-in Account, as at the date of death of the Contingent Insured, whichever is higher, less any Policy Debt.
若第二受保人於記錄第二受保人成為受保人之批註的簽發日期起計1年內自殺身亡，我們就此保單的賠償責任只限退還第二受保人於身故日期當日之(a)基本保單的已付保費（不包括利息）或(b)保證現金價值、任何復歸紅利的現金價值（如適用）、任何終期分紅的現金價值及任何紅利及分紅鎖定戶口餘額的總和，以較高者為準，並會扣除所有保單欠款。

7) By changing the Insured through Contingent Insured arrangement, the Owner and the Contingent Insured acknowledge and understand that, pursuant to the Policy provision, if the Owner passes away whilst the Policy is in force, the Contingent Insured (for Insured aged 18 or above), the Contingent Owner (for Insured under the age of 18 and where Contingent Owner is named) or the successor to the Owner's estate (for Insured under the age of 18 and where no Contingent Owner is named) will become the new Owner. Accordingly, if any of the premiums of the Policy have not been fully paid, such new Owner will have to continue paying premium(s) according to the selected premium payment schedule - otherwise, the Policy benefits (which include the Policy value, if applicable) may be significantly reduced or the Policy and the coverage may even be terminated as a result. The new Owner may receive an amount considerably less than the total amount of premiums paid.
在透過第二受保人安排而更改受保人時，持有人和第二受保人知悉及明白到，根據保單契約，如持有人於保單生效時身故，第二受保人（如受保人已年滿18歲或以上）、第二持有人（如受保人未滿18歲，並有指定之第二持有人）或持有人的遺產繼承人（如受保人未滿18歲，而並無指定之第二持有人）將成為新持有人。因此，如保單的任何保費仍未繳清，該新持有人將按所選的保費繳付時間表繼續準時繳交保費－否則，保單利益（包括保單價值，如適用）可能會被明顯減少或保單及保障甚至可能因此而被終止。新持有人所收取的金額可能大幅少於已繳的總保費。

**Only applicable to apply changing Insured through Contingent Insured Option**

**Same as GP2**

This request is NOT valid until (a) it is recorded as received by the Company during the lifetime of Contingent Insured of the Policy and (b) it is finally accepted and approved by the Company by way of Endorsement or letter within 1 year from the date of death of the current Insured ("Deceased Insured")

Upon the change of Insured of the Policy, the coverage on the Contingent Insured shall commence on the date of death of the Deceased Insured as recorded in the endorsement issued by the Company, and the coverage on the Deceased Insured shall cease simultaneously on the same date

Upon the change of Insured of the Policy, all existing riders of the Policy will be terminated on the date of death of the Deceased Insured (except Payor Benefit Rider (if any) which shall remain in force provided that the age of the Contingent Insured is between 15 days and 17 at the time of this application for change of Insured, while its premium may be adjusted in accordance with any different coverage period). Any waiver of premium that has commenced under any riders (e.g. Waiver of Premium Rider and Payor Benefit Rider) will also be terminated


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# Request for Change of Insured Form (OPPOSF80)

## Important Notes

**Only applicable to apply changing Insured through Contingent Insured Option**

**Same as GP2**

For applying the change of Insured through Contingent Insured arrangement 適用於申請透過第二受保人安排而更改受保人：

1) This request is NOT valid until (a) it is recorded as received by the Company during the lifetime of Contingent Insured of the Policy and (b) it is finally accepted and approved by the Company by way of Endorsement or letter within 1 year from the date of death of the current Insured ("Deceased Insured").
此申請表需於(a)上述保單（即「保單」）的第二受保人生存期間獲友邦保險(國際)有限公司（即「本公司」）收到並存檔及(b)最終於現有受保人（「已故受保人」）的身故當日起計一年內經本公司以批註或信函接納及批准方為有效。

2) This form must be signed by the Contingent Insured / Owner / Assignee, when applicable, under the section of Declaration and Authorization. Contingent Insured / Owner / Assignee's signature, when applicable, must correspond with the Company's latest available record (if any).
第二受保人/持有人/受讓人（如適用）簽署此申請表的「聲明及授權」部分，第二受保人/持有人/受讓人（如適用）的簽名必須與本公司的最近存檔紀錄相符（如有）。

3) Upon the change of Insured of the Policy, the coverage on the Contingent Insured shall commence on the date of death of the Deceased Insured as recorded in the endorsement issued by the Company, and the coverage on the Deceased Insured shall cease simultaneously on the same date.
當更改此保單之受保人後，第二受保人將於由本公司簽發的批註上記錄的已故受保人身故當日開始享有保障，而已故受保人享有的保障則於同日終止。

4) Upon the change of Insured of the Policy, all existing riders of the Policy will be terminated on the date of death of the Deceased Insured (except Payor Benefit Rider (if any) which shall remain in force provided that the age of the Contingent Insured is between 15 days and 17 at the time of this application for change of Insured, while its premium may be adjusted in accordance with any different coverage period). Any waiver of premium that has commenced under any riders (e.g. Waiver of Premium Rider and Payor Benefit Rider) will also be terminated.
當更改此保單之受保人後，附加於保單上之所有附加契約將由已故受保人身故當日起終止（付款人保障附加契約（如有）除外，若第二受保人在已故受保人身故當日之年齡為15日至17歲，此附加契約將繼續生效而其保費或會根據任何不同之保障年期有所調整）。於任何附加契約（如免付保費附加契約及付款人保障附加契約）下已生效之繳付保費豁免亦將一同終止。

5) The 2-year period described in the Incontestability clause of the Basic Policy shall be measured from the issue date of the endorsement which records the Contingent Insured becoming the Insured.
此基本保單之不得提出異議條文所指的2年期，將由於記錄第二受保人成為受保人之批註的簽發日期起計算。

6) If the Contingent Insured commits suicide within 1 year from the issue date of the endorsement which records the Contingent Insured becoming the Insured, the Company's liability under the Policy will be limited to (a) the refund of premium(s) paid of the Basic Policy (without interest) or (b) the sum of Guaranteed Cash Value, any cash value of Reversionary Bonus (if applicable), any cash value of Terminal Bonus and any remaining balance of the Bonus Lock-in Account, as at the date of death of the Contingent Insured, whichever is higher, less any Policy Debt.
若第二受保人於記錄第二受保人成為受保人之批註的簽發日期起計1年內自殺身亡，我們就此保單的賠償責任只限於退還第二受保人於身故日期當日之(a)基本保單的已付保費（不包括利息）或(b)保證現金價值、任何僅歸紅利的現金價值（如適用）、任何終期分紅的現金價值及任何紅利及分紅鎖定戶口餘額的總和，以較高者為準，並會扣除所有保單欠款。

7) By changing the Insured through Contingent Insured arrangement, the Owner and the Contingent Insured acknowledge and understand that, pursuant to the Policy provision, if the Owner passes away whilst the Policy is in force, the Contingent Insured (for Insured aged 18 or above), the Contingent Owner (for Insured under the age of 18 and where Contingent Owner is named) or the successor to the Owner's estate (for Insured under the age of 18 and where no Contingent Owner is named) will become the new Owner. Accordingly, if any of the premiums of the Policy have not been fully paid, such new Owner will have to continue paying premium(s) according to the selected premium payment schedule - otherwise, the Policy benefits (which include the Policy value, if applicable) may be significantly reduced or the Policy and the coverage may even be terminated as a result. The new Owner may receive an amount considerably less than the total amount of premiums paid.
在透過第二受保人安排而更改受保人時，持有人和第二受保人知悉及明白到，根據保單契約，如持有人於保單生效時身故，第二受保人（如受保人已年滿18歲或以上）、第二持有人（如受保人未滿18歲，並有指定之第二持有人）或持有人的遺產繼承人（如受保人未滿18歲，而並無指定之第二持有人）將成為新持有人。因此，如保單的任何保費仍未繳清，該新持有人應按所選的保費繳付時間表繼續準時繳交保費－否則，保單利益（包括保單價值，如適用）可能會被明顯減少或保單及保障甚至可能因此而被終止。新持有人所收取的金額可能大幅少於已繳的總保費。

The 2-years period described in the Incontestability clause of the Basic Policy shall be measured from the issue date of the endorsement which records the Contingent Insured becoming the Insured.

If the Contingent Insured commits suicide within 1 year from the issue date of the endorsement which records the Contingent Insured becoming the Insured, the Company's liability under the Policy will be limited to (a) the refund of premium(s) paid of the Basic Policy (without interest) or (b) the sum of Guaranteed Cash Value, any cash value of Reversionary Bonus (if applicable), any cash value of Terminal Bonus and **any remaining balance of the Bonus Lock-in Account**, as at the date of death of the Contingent Insured, whichever is higher, less any Policy Debt.


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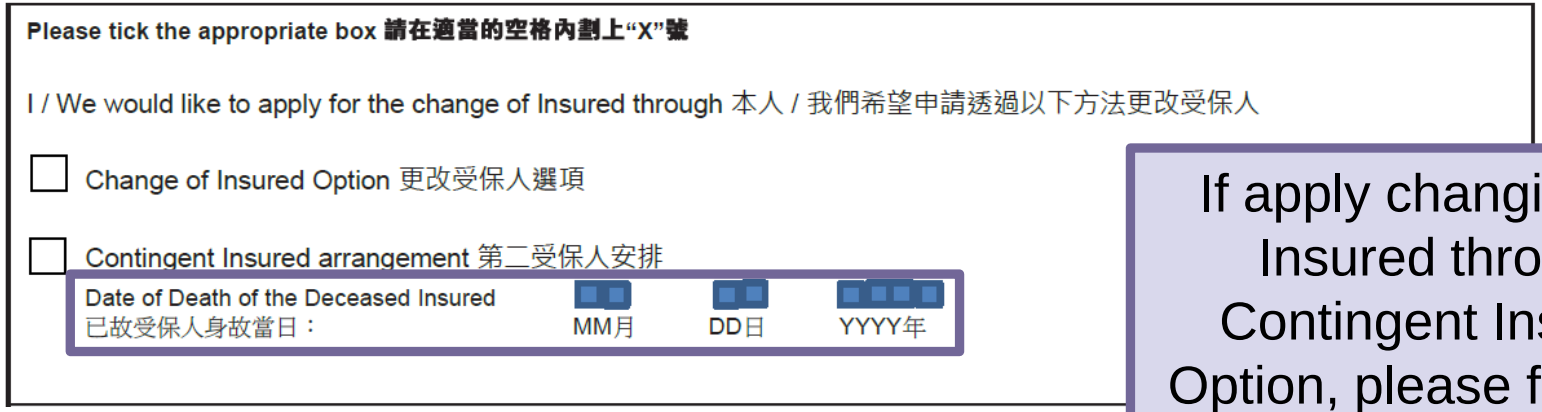
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# Request for Change of Insured Form (OPPOSF80)

**Applicable for Change of Insured Option and Contingent Insured Option**

**Same as GP2**

Please tick the appropriate box, to choose the way of changing the Insured



**Please tick the appropriate box 請在適當的空格內劃上"X"號**

I / We would like to apply for the change of Insured through 本人 / 我們希望申請透過以下方法更改受保人

☐ Change of Insured Option 更改受保人選項

☐ Contingent Insured arrangement 第二受保人安排

Date of Death of the Deceased Insured 已故受保人身故當日： MM月 DD日 YYYY年

If apply changing the Insured through Contingent Insured Option, please fill in the Date of Death of the Deceased Insured


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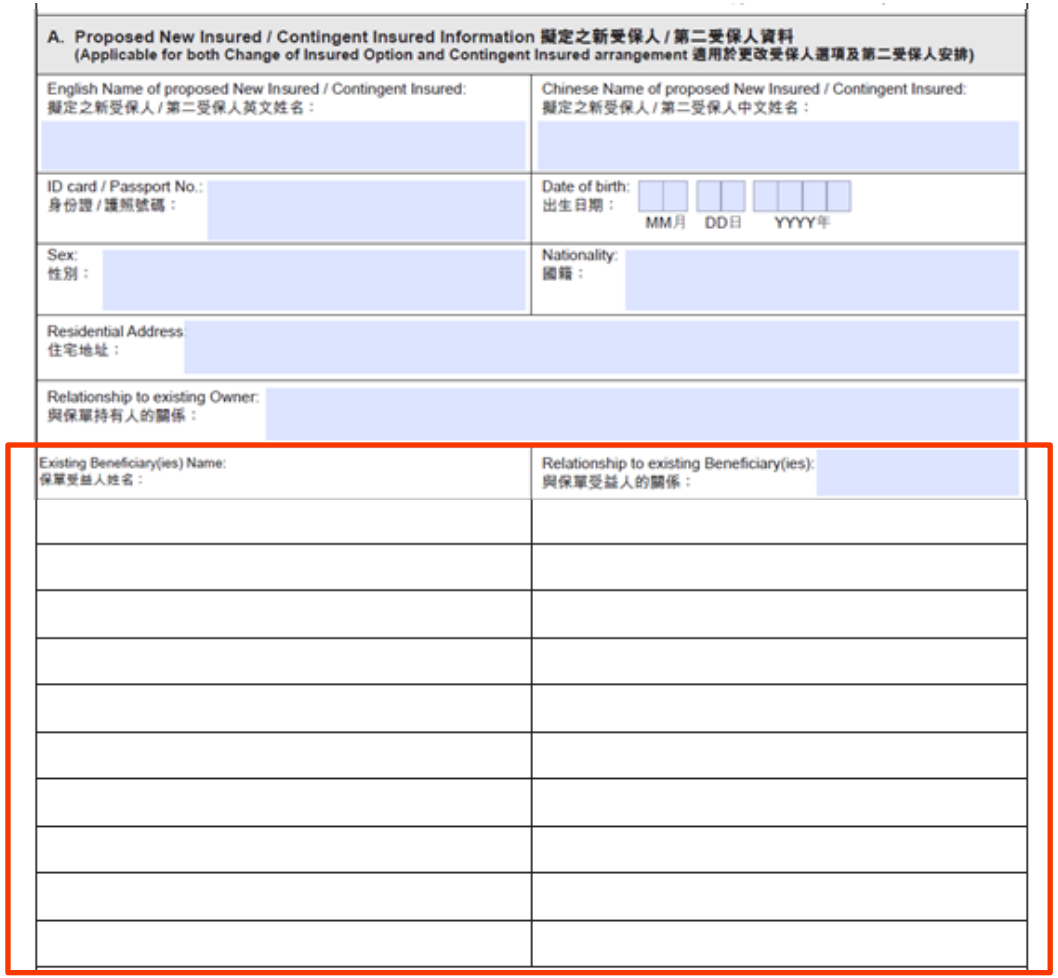
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# Request for Change of Insured Form (OPPOSF80)

## Information of the proposed New Insured / Contingent Insured

**Applicable for Change of Insured Option and Contingent Insured Option**

**Same as GP2**



| A. Proposed New Insured / Contingent Insured Information 擬定之新受保人 / 第二受保人資料<br>(Applicable for both Change of Insured Option and Contingent Insured arrangement 適用於更改受保人選項及第二受保人安排) | |
|---|---|
| English Name of proposed New Insured / Contingent Insured:<br>擬定之新受保人 / 第二受保人英文姓名： | Chinese Name of proposed New Insured / Contingent Insured:<br>擬定之新受保人 / 第二受保人中文姓名： |
| ID card / Passport No.:<br>身份證 / 護照號碼： | Date of birth:<br>出生日期： MM月 DD日 YYYY年 |
| Sex:<br>性別： | Nationality:<br>國籍： |
| Residential Address:<br>住宅地址： | |
| Relationship to existing Owner:<br>與保單持有人的關係： | |
| Existing Beneficiary(ies) Name:<br>保單受益人姓名： | Relationship to existing Beneficiary(ies):<br>與保單受益人的關係： |
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Owner and the beneficiary(ies) should each have insurable interest in the proposed New Insured / Contingent Insured


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# Request for Change of Insured Form (OPPOSF80)

## Information of the proposed New Insured / Contingent Insured

**Applicable for Change of Insured Option and Contingent Insured Option**

**Same as GP2**

**Note 注意：**

(1) Please complete Health Certificate and Request for Change Form if rider is added at the same time.
如同時增加附加契約，請填寫健康證明書及更改保單申請表。

(2) Please submit copy of ID card copy / passport of the proposed New Insured / Contingent Insured. If application for change of Insured through contingent insured arrangement is made, please also submit copy of Death Certificate of the Deceased Insured.
請遞交擬定之新受保人/第二受保人的身份證/ 護照副本。如申請透過第二受保人安排更改受保人，請同時遞交已故受保人之死亡登記證明書副本。

(3) Please include all existing Beneficiaries and their relationships to the proposed New Insured / Contingent Insured if more than one Beneficiary has been designated.
如保單受益人超過一人，請填寫所有保單受益人名稱及其與擬定之新受保人/第二受保人的關係。

(4) (Applicable for Change of Insured Option 適用於更改受保人選項)
The age of the proposed New Insured at the signed date of this Form must be between 15 days and 60.
擬定之新受保人於此表格之簽署日期時之年齡須為15日至60歲。

(Applicable for Contingent Insured Arrangement 適用於第二受保人安排)
The age of the Contingent Insured at the date of death of Deceased Insured must be between 15 days and 60.
第二受保人於已故受保人身故當日時之年齡須為15日至60歲。

Please complete Health Certificate and Request for Change Form if rider is added at the same time.

Please submit copy of ID card copy / passport of the proposed New Insured / Contingent Insured. If application for change of Insured through contingent insured arrangement is made, please also submit copy of Death Certificate of the Deceased Insured.

**(Applicable for Change of Insured Option)**
The age of the proposed New Insured at the signed date of this Form must be between 15 days and 60)
**(Applicable for Contingent Insured Option)**
The age of the Contingent Insured at the date of death of Deceased Insured must be between 15 days and 60)


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# Request for Change of Insured Form (OPPOSF80)

## Forward-Dated Change of Insured Instruction

**Only applicable for applying Forward-Dated Change of Insured Instruction**

**Same as GP2**

Policy Number 保單號碼 | | | | | | | | | | |

**B. Forward-Dated Change of Insured Instruction 更改受保人預設生效日指示**
**(Only applicable for Change of Insured Option 只適用於更改受保人選項)**

**If the below is left blank, the Owner's request for Change of Insured (from the Existing Insured to the Proposed New Insured referred to in section A above) will be processed immediately upon receipt of this form by the Company.**
**如您未有填寫以下日期，本公司將會在收到本申請表後立即處理由持有人申請您的更改受保人申請（由原有受保人變為上述A部提及的擬定之新受保人）。**

Target Effective Date of Change: _____

預計更改生效日： _____

Note 注意：

(1) Only when the Company has received all the required documents / information, the Company will proceed to process the Owner's request for Forward-Dated Change of Insured ("Forward Instruction").
當本公司收訖全部所需文件 / 資料，本公司才會處理由持有人申請的更改受保人預設生效日指示（「預設指示」）。

(2) The Target Effective Date of Change:-
(i) shall not be any date earlier than the first Policy Anniversary;
(ii) shall not be any date earlier than one year after the signed date of this application form; and
(iii) shall be within five years of the signed date of this application form.
預計更改生效日：-
(i) 必須在第一個保單週年日之後；
(ii) 必須在本申請表之簽署日期的一年之後；及
(iii) 只能在本申請表之簽署日期的五年之內。

(3) If a change of ownership of the Policy or passing away of the Proposed New Insured has occurred before the Target Effective Date of Change, the Owner's request for Forward Instruction will be immediately revoked without any notice. If the Existing Insured passes away before the Target Effective Date of Change, the said request will also be immediately revoked without any notice and Death Benefit will be payable in accordance with the terms and conditions of the Policy.
如保單擁有權於預計更改生效日前曾被更改，或擬定之新受保人於預計更改生效日前身故，此預設指示將會立即被取消，不作另行通知。
如原有受保人於預計更改生效日前身故，上述預設指示亦將會立即被取消，不作另行通知，同時我們亦會根據保單條款支付身故賠償。

The Target Effective Date of Change:
(i) Shall not be any date earlier than the first Policy Anniversary;
(ii) Shall not be any date earlier than one year after the signed date of this application form; and
(iii) Shall be within five years of the signed date of the application form

If a change of ownership of the Policy or passing away of the Proposed New Insured has occurred before the Target Effective Date of Change, the Owner's request for Forward Instruction will immediately revoked without any notice. If the Existing Insured passes away before the Target Effective Date of Change, the said request will also be immediately revoked without any notice and Death Benefit will be payable in accordance with the terms and conditions of the Policy



[AIA - CONFIDENTIAL]

# Request for Change of Insured Form (OPPOSF80)

## Forward-Dated Change of Insured Instruction

**Only applicable for applying Forward-Dated Change of Insured Instruction**

**Same as GP2**

(4) Subject to paragraph (2) above, the Owner can make a new request for Forward Instruction to replace and supersede such previous request by the Company's prescribed form provided such prescribed form is given to the Company sixty (60) days prior to the Target Effective Date of Change, failing which, the Owner shall not be permitted to make any new request for Forward Instruction.
在符合「注意」第二段下，持有人可遞交本公司指定表格去作出新預設指示，以取代舊有的預設指示。惟持有人需於預計更改生效日的六十(60)日前遞交該指定表格至本公司，否則持有人將不能再作出任何新的預設指示。

(5) Before sixty (60) days of the Target Effective Day of Change, the Owner is required to, and cause the Existing Insured, the Proposed New Insured and the Assignee (if applicable) to, submit to the Company a confirmation in the Company's prescribed form bearing their respective signatures to confirm all the relevant instructions, representations, authorization and declaration given by the Owner in respect of the Forward Instruction shall remain true and valid, without any variation or amendment ("Confirmation"), together with the latest copy of the identity card / passport of the Proposed New Insured ("Latest Identity Document"). **Absent the Confirmation and the Latest Identity Document, the Company will not process the Forward Instruction.**
於預計更改生效日的六十(60)日前，持有人需要遞交及確保原有受保人、擬定之新受保人和受讓人（如適用）遞交本公司指定表格內有各自簽署作實的確認書，以確認持有人提交預設指示中的所有相關指示、陳述、授權和聲明均再沒有任何更改，並為真確無誤（「確認書」）。持有人亦需同時遞交擬定之新受保人最新身份證 / 護照的副本（「最新身份證明文件」）。**如本公司沒有確認書和最新身份證明文件，本公司恕未能繼續處理此預設指示。**

(6) If the Owner / Existing Insured / Proposed New Insured / Assignee (if applicable) is a living but physically or mentally disabled or incapacitated person as confirmed by the Survival Proof issued and signed by a Registered Medical Practitioner, the Company may at its absolute discretion waive the signing of the Confirmation by the respective person(s) concerned. The Survival Proof shall be received by the Company within thirty (30) days of its written request thereof. For the avoidance of doubt, the Latest Identity Document is mandatory notwithstanding the issuance of the Survival Proof for the purpose of processing the Forward Instruction.
如持有人 / 原有受保人 / 擬定之新受保人 / 受讓人(如適用)，經由「註冊醫生」發出並簽署的生存證明，證實為生存但有身心障礙或是不能自理，本公司可全權酌情豁免該相關人士於確認書上的簽署。生存證明需於上述書面要求三十(30)日內被本公司收訖。為免生疑問，不論有否發出該相關人士之生存證明，持有人都必須遞交該相關人士之最新身份證明文件，本公司才會處理此預設指示。

(7) In case of dispute or disagreement over the Forward Instruction, the Company's decision shall be final.
如有預設指示相關之爭議或歧異，本公司將有最終決定權。

**Definitions 定義**

- **"Survival Proof"** means medical certificate, which is issued and signed by the Registered Medical Practitioner, attests to the result of the medical examination of the health condition of the Owner / Existing Insured / Proposed New Insured / Assignee (if applicable).
  「**生存證明**」指經「註冊醫生」發出並簽署的醫療證明，證實持有人 / 原有受保人 / 擬定之新受保人 / 受讓人（如適用）健康狀況之檢查結果。
- **"Registered Medical Practitioner"** means any person qualified by degree in and licensed to practice western medicine who is legally authorized in the geographical area of his practice to render medical or surgical services, but excluding a Registered Medical Practitioner who is an insurance agent of the Company, the Existing Insured / the Proposed New Insured himself, an insurance agent, business partner(s) or employer / employee of the Existing Insured / the Proposed New Insured or a member of the Existing Insured's / the Proposed New Insured's immediate family, the Owner or any person related in similar fashion to the Owner.
  「**註冊醫生**」是指任何獲取西方醫學學位及註冊以西方醫學行醫的人士，並在其執業地方獲當地合法授權提供醫療或手術服務，但不包括註冊醫生為本公司的保險代理人，原有受保人 / 擬定之新受保人本人，原有受保人 / 擬定之新受保人之保險代理、商業合夥人或僱主 / 僱員，或原有受保人 / 擬定之新受保人的直系親屬，持有人或任何與持有人具有上述類似關係的人士。

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Subject to paragraph (2) above, the Owner can make a new request for Forward Instruction to replace and supersede such previous request by the Company's prescribed form provided such prescribed form is given to the Company sixty (60) days to the Target Effective Date of Change, failing which, the Owner shall not be permitted to make any new request for Forward Instruction.

Before sixty (60) days of the Target Effective Date of Change, the Owner is required to, and cause the Existing Insured, the Proposed New Insured and the Assignee (if applicable) to, submit to the Company a confirmation in the Company's prescribed form bearing their respective signatures to confirm all the relevant instructions, representations, authorization and declaration given by the Owner in respect of the Forward Instruction shall remain true and valid without any variation or amendment ("Confirmation"), together with the latest copy of the identity card / passport of the Proposed New Insured ("Latest Identity Document"). **Absent the Confirmation and the Latest Identity Document, the Company will not process the Forward Instruction.**


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# Request for Change of Insured Form (OPPOSF80)

**Applicable for Change of Insured Option and Contingent Insured Option**

## Product Selection Declaration

**Same as GP2**

Owner should declare whether after change of Insured (no matter through Change of Insured Option or Contingent Insured arrangement), the product still meets his/her objectives of buying and target benefit / protection period or not. If not, reasons must be provided in Owner's own handwriting

**Policy Number 保單號碼** | | | | | | | | | | |

**C. Product Selection Declaration 產品選擇聲明**
**(Applicable for both Change of Insured Option and Contingent Insured Arrangement 適用於更改受保人選項及第二受保人安排)**

**Please tick the appropriate box 請在適當的空格內劃上"✓"號**

I / We hereby declare, confirm and agree that 本人 / 我們現聲明並同意：

(A) ☐ **Upon the change of Insured of the Policy,** the product that I / we purchased continues to be suitable for me / us as it still meets my / our objectives of buying this product and my / our target benefit / protection period provided under the Policy;
**於更改此保單之受保人之後**，本人 / 我們確認本人 / 我們所選擇的產品繼續適合本人 / 我們，蓋因有關產品仍然符合本人 / 我們選購此產品的目標及本人 / 我們投購此保單的目標得益 / 保障年期；

Or 或

(B) ☐ Despite the fact that the product that I / we purchased may no longer be suitable for me / us **upon the change of Insured of Policy**, with reference to my / our objectives of buying this product and my / our target benefit / protection period provided under the Policy, I / we have confirmed that it is my / our intention and desire to proceed with the application for change of Insured due to the following reason(s).
儘管依據本人 / 我們選購此產品的目標及本人 / 我們投購此保單及 / 或投資計劃的目標得益 / 保障年期，本人 / 我們所選擇的產品**於更改此保單之受保人之後**可能不再適合本人 / 我們，然而基於下述原因，本人 / 我們確認這是本人 / 我們的意圖及意願繼續進行此更改受保人之申請。

(Owner must provide his / her / their reason(s) in **OWN** handwriting in this box 持有人必須**親筆**於此欄內提供原因)


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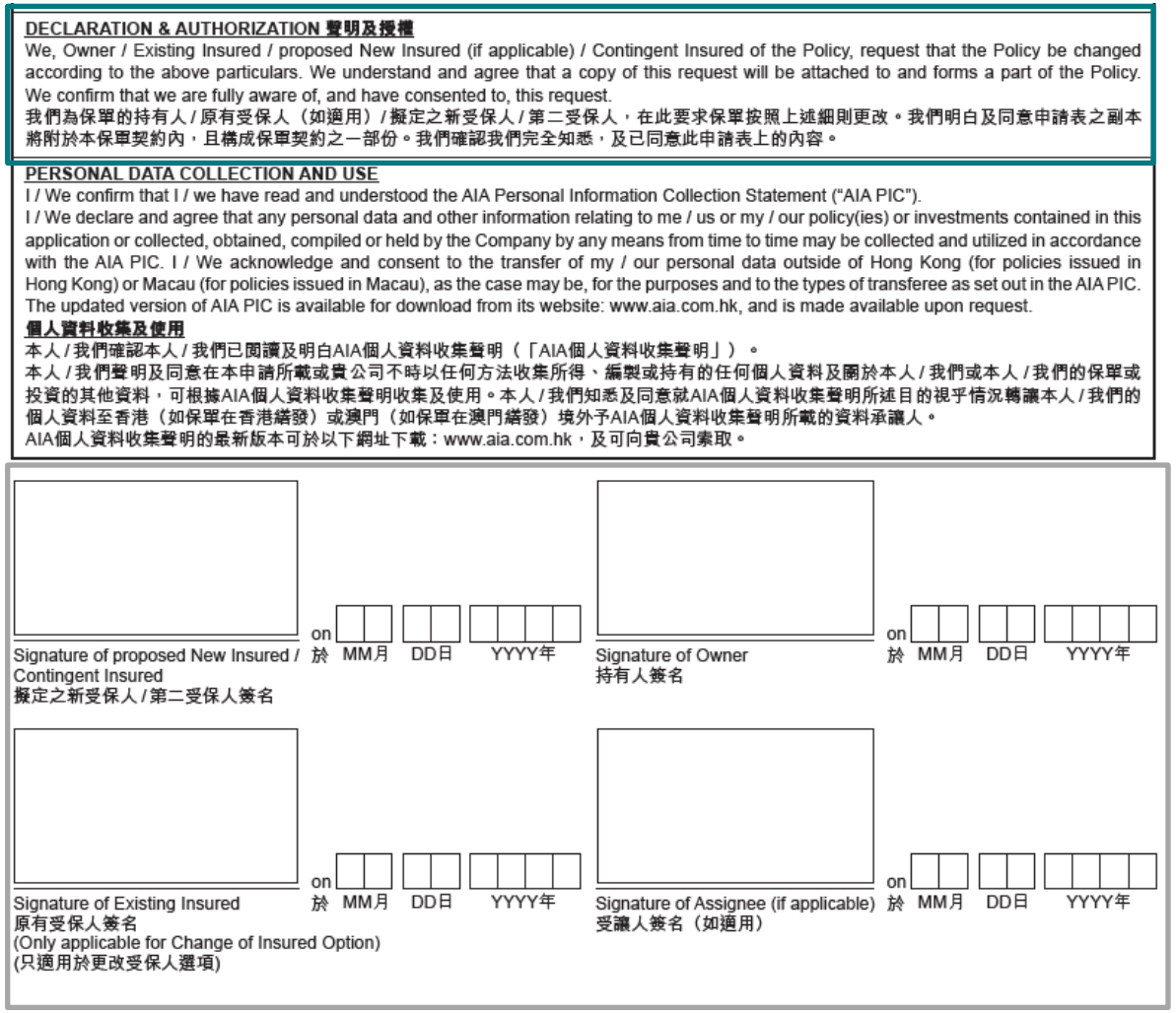
[AIA - CONFIDENTIAL]

# Request for Change of Insured Form (OPPOSF80)

## Signature Page

**Applicable for Change of Insured Option and Contingent Insured Option**

**Same as GP2**



**DECLARATION & AUTHORIZATION 聲明及授權**

We, Owner / Existing Insured / proposed New Insured (if applicable) / Contingent Insured of the Policy, request that the Policy be changed according to the above particulars. We understand and agree that a copy of this request will be attached to and forms a part of the Policy. We confirm that we are fully aware of, and have consented to, this request.

我們為保單的持有人 / 原有受保人（如適用）/ 擬定之新受保人 / 第二受保人，在此要求保單按照上述細則更改。我們明白及同意申請表之副本將附於本保單契約內，且構成保單契約之一部份。我們確認我們完全知悉，及已同意此申請表上的內容。

**PERSONAL DATA COLLECTION AND USE**

I / We confirm that I / we have read and understood the AIA Personal Information Collection Statement ("AIA PIC").

I / We declare and agree that any personal data and other information relating to me / us or my / our policy(ies) or investments contained in this application or collected, obtained, compiled or held by the Company by any means from time to time may be collected and utilized in accordance with the AIA PIC. I / We acknowledge and consent to the transfer of my / our personal data outside of Hong Kong (for policies issued in Hong Kong) or Macau (for policies issued in Macau), as the case may be, for the purposes and to the types of transferee as set out in the AIA PIC. The updated version of AIA PIC is available for download from its website: www.aia.com.hk, and is made available upon request.

**個人資料收集及使用**

本人 / 我們確認本人 / 我們已閱讀及明白AIA個人資料收集聲明（「AIA個人資料收集聲明」）。

本人 / 我們聲明及同意在本申請所載或貴公司不時以任何方法收集所得、編製或持有的任何個人資料及關於本人 / 我們或本人 / 我們的保單或投資的其他資料，可根據AIA個人資料收集聲明收集及使用。本人 / 我們知悉及同意就AIA個人資料收集聲明所述目的視乎情況轉讓本人 / 我們的個人資料至香港（如保單在香港繕發）或澳門（如保單在澳門繕發）境外予AIA個人資料收集聲明所載的資料承讓人。

AIA個人資料收集聲明的最新版本可於以下網址下載：www.aia.com.hk，及可向貴公司索取。

Signature of proposed New Insured / Contingent Insured
擬定之新受保人 / 第二受保人簽名

on 於 MM月 DD日 YYYY年

Signature of Owner
持有人簽名

on 於 MM月 DD日 YYYY年

Signature of Existing Insured
原有受保人簽名
(Only applicable for Change of Insured Option)
(只適用於更改受保人選項)

on 於 MM月 DD日 YYYY年

Signature of Assignee (if applicable)
受讓人簽名（如適用）

on 於 MM月 DD日 YYYY年

Request for Change of Insured Form will form part of the policy

### Change of Insured Option

Request for Change of Insured Form must be signed by the Owner, Existing Insured, Proposed New Insured and Assignee (if any) in order to be valid

### Contingent Insured Option

Request for Change of Insured Form must be signed by the Owner, Contingent Insured and Assignee (if any) in order to be valid


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Same as GP2

# Comprehensive tools for legacy planning



Wish to change the Insured immediately

**Change of Insured Option**



Continue to accumulate policy values

**Contingent Insured Option**

## When the Insured is alive

Wish to change the Insured later

**Change of Insured Option – Forward Instruction**

## After the death of the Insured

Paying out Death Benefit regularly

**Death Benefit Settlement Option**


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# Legacy Planning

Same as GP2

## Death Benefit

The higher of:

(i) 105% of the Single Premium paid/ Total Basic Premiums Paid (if applicable) for the basic plan; or
(ii) the Guaranteed Cash Value of the policy plus the face values of any Reversionary Bonus and any Terminal Bonus in the policy,

+ Remaining Balance of the Bonus Lock-in Account (if applicable) - Policy Debt (if any)


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# Legacy Planning



## Accidental Death Benefit

If the Insured dies due to a covered accident which occurs within 1st year of the Policy

Pays an additional benefit equivalent to

**Single Premium paid/Total Basic Premiums Paid** (as applicable)

The maximum aggregate amount of this benefit payable with respect to the same Insured under all Global Power Multi-Currency Plan 3 policies is US$100,000/HK$750,000/MOP750,000/RMB600,000/ AUD100,000/CAD100,000/GBP60,000/EUR70,000/SGD120,000


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# Legacy Planning

Same as GP2

## Death Benefit Settlement Option

| | |
|---|---|
| **Full payment in a lump-sum** |  |
| **Full payment by installments**<br>Can select monthly / quarterly / semi-annually / annually installment |  |
| **Partial payment by installments**<br>Can select partial payment to be paid in a lump-sum and the rest amount by installments |  |
| **Increasing option**<br>Can select increasing installments with annual rate of increase from 1% to 100% | Annual rate of increase selected by the owner<br> |
| **Date of first installment option**<br>Can pre-set first date to pay-out death benefit, which could be 1 year after and within 30 years from the signed date of the Death Benefit Settlement Option application | Date of death benefit first installment pre-set by the<br> |




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# Legacy Planning

Same as GP2

## Death Benefit Settlement Option

1. During the Insured's lifetime, the Owner can select the interval and fix the amount as well as the date of first installment
2. Death Benefit and Accidental Death Benefit (if any) will be paid in specific amount at regular intervals
3. The Death Benefit Settlement Option is not available if the sum of Death Benefit and Accidental Death Benefit (if any) is less than US$50,000*
4. The total annual payment is at least equal to 2% of the sum of the Death Benefit and Accidental Death Benefit (if any)
5. Remaining Death Benefit and Accidental Death Benefit (if any) will be held by us at an effective interest rate to be determined by us from time to time at our absolute discretion until the full amount of Death Benefit and Accidental Death Benefit (if any) has been paid to the Beneficiary(ies). **As of January 2024, the current non-guaranteed annual interest rate is 2.00%.**
6. Date of first installment must be at least 1 year after and within 30 years from the signed date of the Death Benefit Settlement Option application. If the Insured passes away after the designated date of first installment, the first installment payment of death benefit will be paid immediately after the claim is approved.


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* If the policy is issued in a currency other than US$, prevailing exchange rate will be used to calculate the above amount.

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# Death Benefit Settlement Option

Same as GP2

The following examples are hypothetical and are for illustrative purposes and reference only.

## Example 1



**Mr. Chan, Age 55**
**Jack, Age 0**

**Mr. Chan, Age 70**
**Jack, Age 15**

**Jack, Age 25●●●●●**

Mr. Chan applied for the Death Benefit Settlement Option at age 55 to issue a death benefit of US$5,000 per year to the Beneficiary – Jack (his grandson) **25 years** after applying for the Death Benefit Settlement Option. 15 years later, Mr. Chan passes away at age 70 when Jack is 15 years old. Since it **has not reached Mr. Chan's previously specified waiting period of 25 years**, the death benefit will not be paid out immediately. The death benefit will only be paid when **Jack is 25 years old**.


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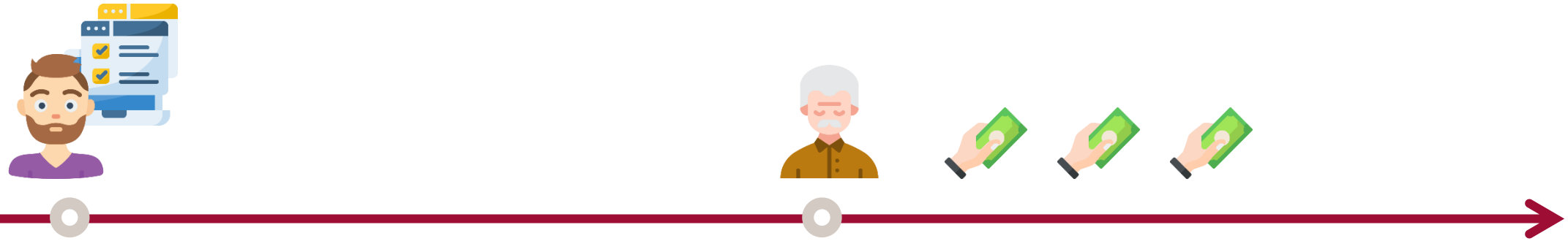
[AIA - CONFIDENTIAL]

# Death Benefit Settlement Option

Same as GP2

The following examples are hypothetical and are for illustrative purposes and reference only.

## Example 2



**Mr. Chan, Age 55**
**Jack, Age 0**

**Mr. Chan, Age 85**
**Jack, Age 30**

Mr. Chan applied for the Death Benefit Settlement Option at age 55 to issue a death benefit of US$5,000 per year to the Beneficiary – Jack (his grandson) **25 years** after applying for the Death Benefit Settlement Option. 30 years later, Mr. Chan passes away at age 85. Since it **has reached Mr. Chan's previously specified waiting period of 25 year**, the death benefit will be paid out immediately.


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# Death Benefit Settlement Option

Same as GP2

The following examples are hypothetical and are for illustrative purposes and reference only.



## How to apply for the Death Benefit Settlement Option?

During the Insured's lifetime, the owner can notify the Company of their desire to settle the Death Benefit using the Death Benefit Settlement Option by submitting a hard copy of **the Death Benefit Settlement Option Application Form (OOPOSF75)**. Below is a brief introduction to the application form. Please be reminded to fill all required fields before submitting the application form.


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# Death Benefit Settlement Option

Same as GP2

☐ Partial 部分：_____% (Remaining balance will be paid in lump sum 餘額會以一筆過形式支付)

The above selected amount (called the "Death Benefit" hereafter) will be settled under the following Death Benefit Settlement Option*:
以上所選擇之金額（以下統稱「身故賠償」）會根據以下身故賠償支付辦法*領取：

**Date of First Installment 首次領取日期**

Note: Date of first installment is not required if you would like us to start the death benefit payment installment immediately after the claim is approved.
注意：如您希望我們於索償獲批准後即時開始支付首期身故賠償，則無需填寫首次領取日期。

The first installment payment of death benefit will be paid on 身故賠償將於 ☐☐ (MM月) ☐☐ (DD日) ☐☐☐☐ (YYYY年) 首次支付 (Date of first installment can only be 1 year after and within 30 years from the signed date of this form) （首次領取日期只可於此表格之簽署日期起計最少1 年後及30 年內）

If the Insured passes away after the above date, the first installment payment of death benefit will be paid immediately after the claim is approved. 如受保人於上述日期後身故，首期身故賠償將於索償獲批准後即時支付。

**Frequency of Installments 定期領取形式**

☐ Monthly 每月 ☐ Quarterly 每季 ☐ Semi-annually 每半年 ☐ Annually 每年

Amount of each installment payment during the first year of death benefit settlement: _____% of the Death Benefit (total annual payment will be at least 2% of the Death Benefit )
首年支付身故賠償的每次領取金額：身故賠償之 _____% (每年領取總額不可少於身故賠償的2%)

☐ Level 固定 ☐ Increasing 遞增 (beginning from second year of death benefit settlement 由第二年支付身故賠償起)

(if Increasing option is chosen 如選擇遞增選項) Annual rate of increase 每年遞增百份比**: _____% (From 由1%To至100%)

*Remark: (i) The Death Benefit Settlement Option is not available if the Death Benefit to be payable under the Death Benefit Settlement Option is less than US$50,000. (ii) Subject to our prevailing rules and regulations, the Death Benefit Settlement Option is only applicable to policies with the Death Benefit Settlement Option Endorsement, which are determined by our Company. (iii) Any remaining Death Benefit will be held by us at an effective interest rate to be determined by us from time to time at our absolute discretion until the full amount of Death Benefit has been paid. To inquire about current interest rate information, please call the AIA Customer Hotline 22328888 (Hong Kong) / 89881822 (Macau) or contact AIA Representative.

*提示：(i) 倘若透過身故賠償支付辦法支付之身故賠償總和少於美金50,000元，則不能享有於此提供的身故賠償支付辦法。(ii) 根據我們當時的規則和規例，身故賠償支付辦法只適用於附有身故賠償支付辦法批註之保單，並由本公司決定。(iii) 任何身故賠償的餘額將儲存於本公司積存生息直至全數身故賠償已支付，實際息率由我們決定及不時作出的公布為準，我們並擁有絕對的酌情權。
如欲查詢現時積存息率資訊，請致電友邦客戶熱線22328888（香港）/ 89881822（澳門）或聯絡友邦業務代表查詢。

**All figures must be in whole numbers. Decimal numbers will be rounded off to the nearest whole number.
**所有數字必須為整數。小數點將被調整至最接近之整數。

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**Setup date of first installment option**

To exercise the option, please complete the section with the intended first date of installment.

If it is not required to exercise the option, please keep it blank.

To exercise increasing option, please fill in the intended annual rate of increase.

If it is not required to exercise the increasing option, please keep it blank.



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# Other Benefits

Same as GP2

## Educational Merit Benefit

Once the policy has been in force for **at least 1 year**, if the insured obtains one of the following achievements before **age 25**, this plan will pay the corresponding award amount while the policy is in force

| Category | Achievement | Award Amount# |
|---|---|---|
| Hong Kong Diploma of Secondary Education (HKDSE) | At least or above three **5*** grade from at least six subjects in one sitting | US$280 for each 5* grade or above |
| Test of English as a Foreign Language (TOEFL) | Total score of **110** or above | US$680 |
| International English Language Test System (IELTS) | Overall band score of **8** or above | US$680 |
| SAT | Total score of **1,500** or above | US$680 |
| International Baccalaureate Diploma Programme (IBDP) | Total score of **41** or above | US$680 |
| University admission | Successful admission to any of the world's **top ten** universities^ | US$2,800 |

# If the policy is issued in a currency other than US$, the Award Amount would be available in the respective policy currency and the prevailing exchange rate will be used to calculate the above amounts.
^ The ranking is based on the source as determined by us from time to time. For the latest details, please visit our website https://www.aia.com.hk/en/our-products/insurance-with-investment-focus/global-power-multi-currency-plan-2.html


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# Educational Merit Benefit – Important Notes





**Same as GP2**

1. The Education Merit Benefit will only be paid for one of the categories once per policy and will terminate if the award amount is claimed in respect of any one Insured

2. With respect to the same Insured under all Global Power Multi-Currency Plan 3 policies, the Educational Merit Benefit is only payable for one of the designated categories once per life, regardless of whether Currency Exchange Option has been exercised under the Policy

3. If the insured of the policy has been changed through Change of Insured Option or Contingent Insured Option, the new insured has to obtain the required achievement at least 1 year after the change of insured and before the policy anniversary immediately following his/her age 25

4. If the Policy Split Option has been exercised, the Education Merit Benefit will only be paid once under the Principal Policy

5. We reserve the right to change the terms and conditions of Educational Merit Benefit from time to time without further notice


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HEALTHIER, LONGER, BETTER LIVES

# Plan Change Arrangement for Current GP3 Customers

# Overview of the Flow of Plan Change

| | Change from Global Power Multi-Currency Plan 2 to Global Power Multi-Currency Plan 3 |
|---|---|
| **Eligible Policies** | GP3 policies with application date from **1 October 2023 to 1 February 2024** and issue date **by 31 March 2024** |
| | • Same Principal Amount<br>• Same premium payment term and policy currency<br>• The new plan (i.e. GP3) is accepting new business |
| **Underwriting** | No health information required |
| **Application Period** | Apply for plan change from **2 January 2024 to 30 April 2024** |

1

**Flow 1 – POS Flow**

- Issued Policies

2

**Flow 2 – UNI Flow A**

- Pending policies
- GP3 applied before 2 Jan 2024

3

**Flow 3 – UNI Flow B**

- Pending policies
- GP3 applied on or after 2 Jan 2024



- After plan change is approved, the new plan will follow GP3's policy value and product feature, for example: Mental Incapacity Option.
- Policy number will remain unchanged

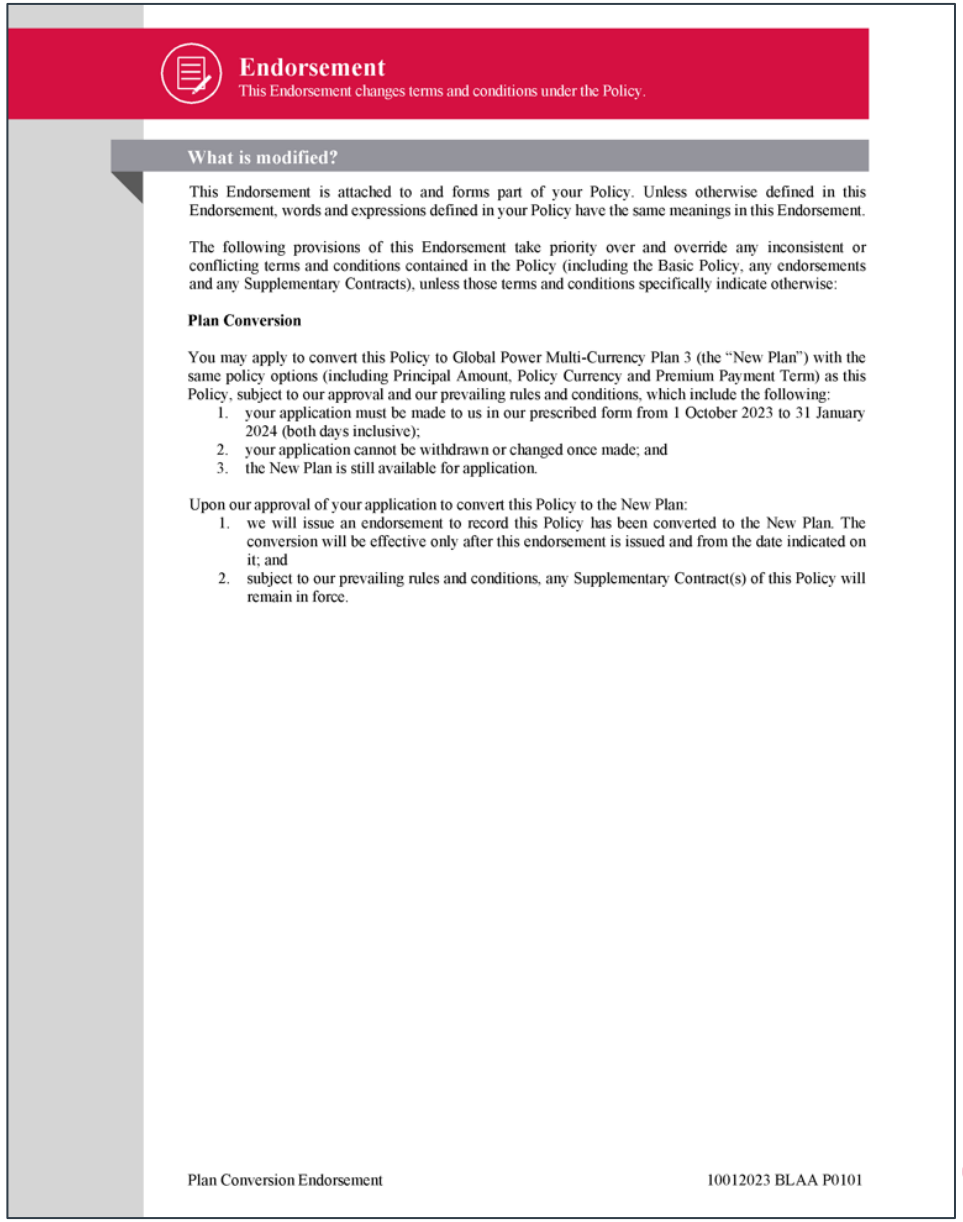

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[AIA - CONFIDENTIAL]

# Flow 1: POS Flow (Issued Policies)

**Plan conversion endorsement to be sent to all eligible policy owners as shown below:**

| Date of GP3 Policy Issuance | Plan conversion endorsement for GP3 |
|---|---|
| By 21 Dec 2023 | To be sent with cover letter in the week of **December 27** |
| From 22 Dec 2023 to 31 Mar 2024 | To be sent together with GP3 policy delivery |



**Endorsement**
This Endorsement changes terms and conditions under the Policy.

**What is modified?**

This Endorsement is attached to and forms part of your Policy. Unless otherwise defined in this Endorsement, words and expressions defined in your Policy have the same meanings in this Endorsement.

The following provisions of this Endorsement take priority over and override any inconsistent or conflicting terms and conditions contained in the Policy (including the Basic Policy, any endorsements and any Supplementary Contracts), unless those terms and conditions specifically indicate otherwise:

**Plan Conversion**

You may apply to convert this Policy to Global Power Multi-Currency Plan 3 (the "New Plan") with the same policy options (including Principal Amount, Policy Currency and Premium Payment Term) as this Policy, subject to our approval and our prevailing rules and conditions, which include the following:

1. your application must be made to us in our prescribed form from 1 October 2023 to 31 January 2024 (both days inclusive);
2. your application cannot be withdrawn or changed once made; and
3. the New Plan is still available for application.

Upon our approval of your application to convert this Policy to the New Plan:

1. we will issue an endorsement to record this Policy has been converted to the New Plan. The conversion will be effective only after this endorsement is issued and from the date indicated on it; and
2. subject to our prevailing rules and conditions, any Supplementary Contract(s) of this Policy will remain in force.

Plan Conversion Endorsement 10012023 BLAA P0101

A sample of the endorsement


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# Flow 1: POS Flow (Issued Policies)



## 1 Complete the RFC Form (OPPOSF71)

- Only required to complete **Part B – Section 3** and **Part D – Product Selection Declaration**

**Section 3: Change of Basic Plan or Reduce Sum Assured / Principal Amount^**
**第三部分：更改基本保險計劃或減少保額 / 基本金額^**

Please note that the revised Sum Assured / Principal Amount^ are subject to the Company's requirements.
請注意，申請完成後的保額 / 基本金額^ 需符合公司之要求。
^ can also be expressed as Principal Sum / Principal Amount / Face Amount in accordance with your Basic Plan Contract. For any medical and accident coverage, this can be defined as Benefit Amount. 視乎閣下的基本計劃契約而定，亦可表達為主要保額 / 基本金額 / 基本保額。醫療及個人意外保障則可定義為利益金額。
(Applicable to AIA Assemble basic plan only) Once the Initial Sum Assured of the Life Cover is reduced, the Initial Sum Assured of all Respective Covers of your AIA Assemble policy will be proportionately reduced. The Initial Sum Assured of the Life Cover and all Respective Covers must meet the Company's minimum Initial Sum Assured requirements.
(只適用於「自在自選」危疾保基本計劃) 當人壽保障類別的原有保額減少，您的「自在自選」危疾保保單下所有相應保障類別的原有保額均會按比例減少。人壽保障類別及所有相應保障類別的原有保額均需符合本公司的最低原有保額之要求。

**For Hong Kong Policy Only 只適用於香港保單**

☐ Please tick the box on the left if you are holding a valid People's Republic of China Resident Identity Card, and submit "Important Facts Statement for Mainland Policyholder" signed in Hong Kong. 如閣下持有有效的中華人民共和國居民身份證，請在左列☐一欄劃上✓，並於香港簽署及遞交專為抵港內地人士而設的「重要資料聲明書」。

**For Macau Policy Only 只適用於澳門保單**

You are required to submit the signed Customer Declaration for Policy Replacement together. 您必須將已簽署的《人壽保險客戶轉保聲明書》一併提交。

| ☑ Change of Basic Plan 更改基本保險計劃 | | ☐ Reduce Sum Assured / Principal Amount^ 減少保額/ 基本金額^ | |
|---|---|---|---|
| From 由 | To 至 ☐ Apply for AIA Vitality Series (if applicable) for selected plans or supplementary / optional benefits. 為已選的計劃或附加 / 可附加保障申請AIA健康系列（如適用）。 | From 由 | To 至 |
| GP3 | Global Power Multi-Currency Plan 3 | | |

Others, please specify: 其他，請詳述：

The sample of Part B – Section 3

**PART D: PRODUCT SELECTION DECLARATION 丁部：產品選擇聲明**

**Insurance Knowledge and Experience declaration 保險知識及經驗聲明：**

- I / We have received the product brochure(s) of the product I / we selected (where applicable).
  本人 / 我們曾收取本人 / 我們所選擇產品之產品小冊子（如適用）。
- I / We have sufficient knowledge and experience to fully understand and accept the product features, benefits, fees and charges, surrender penalties and its associated risks and key exclusions (where applicable).
  本人 / 我們具有足夠認知及經驗作出充分之理解及接受產品特色、利益、費用及收費、退保費用及與產品相關連的風險及主要不受保事項（如適用）。

I / We hereby declare and agree that 本人 / 我們現聲明並同意：

☑ (A) Having considered the advice and recommendation of the intermediary, the product(s) (including FNA exempted product(s)) and the insurance amount I / we selected are suitable for me / us as they meet my / our disclosed priority of needs and provide me / us with extra protection / coverage. And, I / we can afford and anticipate to pay the required premiums continuously if necessary.
本人 / 我們已考慮中介人的意見及建議，並確認本人 / 我們所選擇的產品（包括豁免財務需要分析之產品）及保險金額適合本人 / 我們，蓋因有關產品符合本人 / 我們已披露需要之重要性排序及為本人 / 我們提供了額外保障。本人 / 我們能夠負擔及預計會繼續支付所選擇產品的保費（如需要）。

☐ (B) Despite the fact that the intermediary has explained to me / us that my / our final selected product(s) is not suitable for me / us with reference to my/our disclosed information during suitability assessment, I / we confirm that it is my / our decision to proceed with the application due to the reason below. Besides, I / we can afford and anticipate to pay the required premiums continuously if necessary.
儘管中介人已根據在合適性評估中本人 / 我們所透露的資料向本人 / 我們解釋最終選購的保險產品並不適合本人需要，然而基於下述原因，本人 / 我們確認這是本人 / 我們的意圖及意願繼續進行此投保申請。同時，本人 / 我們能夠負擔及預計會繼續支付所選擇產品的保費。（如需要）

- ☐ (a) My / Our own preference 本人 / 我們因自身喜好所作出的決定
- ☐ (b) My / Our decision after going through suitability assessment process 本人 / 我們經合適性評估後所作出的決定
- ☐ (c) My / Our decision as my family member(s) / friend(s) has purchased the same product(s) 本人 / 我們因親友購買了同一產品所作出的決定
- ☐ (d) I / we agree with intermediary's recommendation to purchase the said product(s) though it is mismatched with my / our disclosed information during suitability assessment process 本人 / 我們贊同中介人的建議而選購此產品，縱使此產品與本人 / 我們在財務需要分析所透露的資料不相符
- ☐ (e) Others, please specify: _____ 其他，請詳述：_____

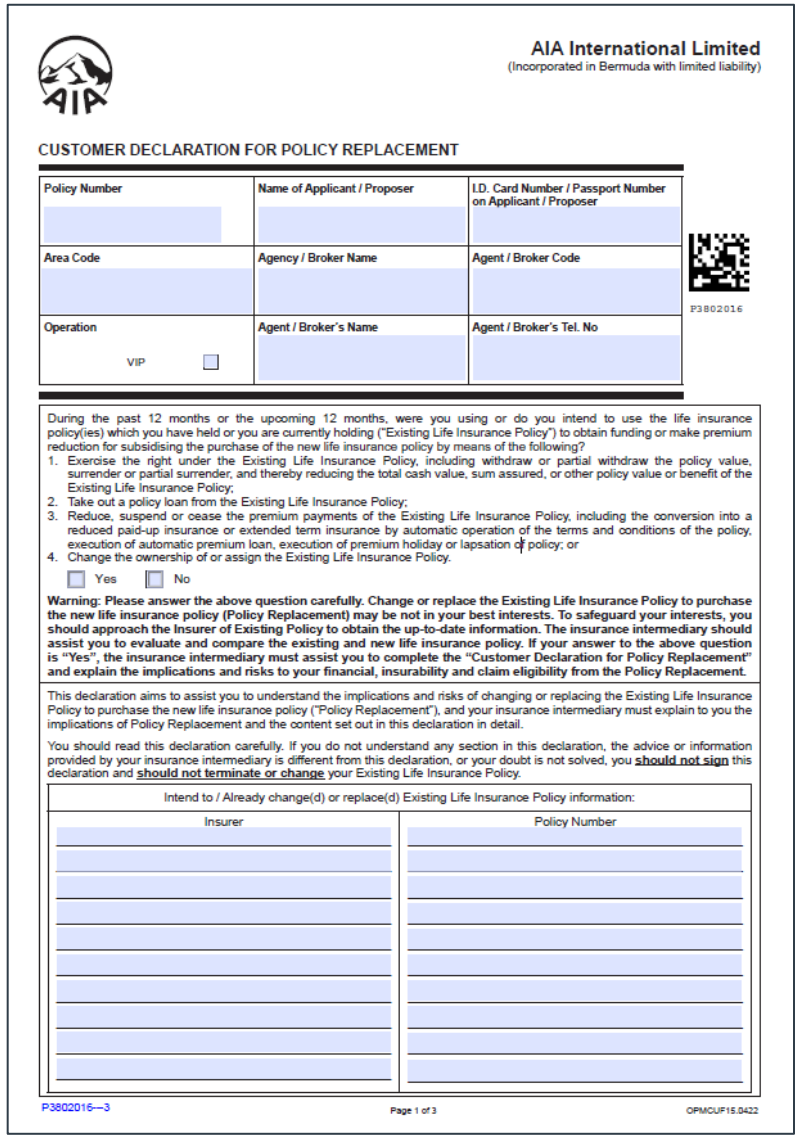
The sample of Part D – Product Selection Declaration



[AIA - CONFIDENTIAL]

# Flow 1: POS Flow (Issued Policies)

## 2 Complete the Customer Declaration for Policy Replacement (OPMCUF15(E))
## (Applicable to Macau policies only)



**AIA International Limited**
(Incorporated in Bermuda with limited liability)

**CUSTOMER DECLARATION FOR POLICY REPLACEMENT**

| Policy Number | Name of Applicant / Proposer | I.D. Card Number / Passport Number on Applicant / Proposer |
|---|---|---|
| | | |
| **Area Code** | **Agency / Broker Name** | **Agent / Broker Code** |
| | | |
| **Operation** | **Agent / Broker's Name** | **Agent / Broker's Tel. No** |
| VIP ☐ | | |

P3802016

During the past 12 months or the upcoming 12 months, were you using or do you intend to use the life insurance policy(ies) which you have held or you are currently holding ("Existing Life Insurance Policy") to obtain funding or make premium reduction for subsidising the purchase of the new life insurance policy by means of the following?

1. Exercise the right under the Existing Life Insurance Policy, including withdraw or partial withdraw the policy value, surrender or partial surrender, and thereby reducing the total cash value, sum assured, or other policy value or benefit of the Existing Life Insurance Policy;
2. Take out a policy loan from the Existing Life Insurance Policy;
3. Reduce, suspend or cease the premium payments of the Existing Life Insurance Policy, including the conversion into a reduced paid-up insurance or extended term insurance by automatic operation of the terms and conditions of the policy, execution of automatic premium loan, execution of premium holiday or lapsation of policy; or
4. Change the ownership of or assign the Existing Life Insurance Policy.

☐ Yes ☐ No

**Warning: Please answer the above question carefully. Change or replace the Existing Life Insurance Policy to purchase the new life insurance policy (Policy Replacement) may be not in your best interests. To safeguard your interests, you should approach the Insurer of Existing Policy to obtain the up-to-date information. The insurance intermediary should assist you to evaluate and compare the existing and new life insurance policy. If your answer to the above question is "Yes", the insurance intermediary must assist you to complete the "Customer Declaration for Policy Replacement" and explain the implications and risks to your financial, insurability and claim eligibility from the Policy Replacement.**

This declaration aims to assist you to understand the implications and risks of changing or replacing the Existing Life Insurance Policy to purchase the new life insurance policy ("Policy Replacement"), and your insurance intermediary must explain to you the implications of Policy Replacement and the content set out in this declaration in detail.

You should read this declaration carefully. If you do not understand any section in this declaration, the advice or information provided by your insurance intermediary is different from this declaration, or your doubt is not solved, you **should not sign** this declaration and **should not terminate or change** your Existing Life Insurance Policy.

Intend to / Already change(d) or replace(d) Existing Life Insurance Policy information:

| Insurer | Policy Number |
|---|---|
| | |

P3802016—3 Page 1 of 3 OPMCUF15.0422

**Important facts of Policy Replacement**
**Please read carefully before signing.**
**Insurance intermediary is responsible to explain the content to you in detail.**

**FINANCIAL IMPLICATIONS**

1. **Long term nature of life insurance:** Life insurance product is generally to be held for medium to long term. If you early surrender / withdraw policy value / reduce premium / apply for policy loan / suspend or cease to pay the premium, you may suffer losses or need to pay extra charges. You should carefully compare the existing and new life insurance policy, and evaluate whether replacing your Existing Life Insurance Policy is in your best interests before making the final decision.
2. **Financial losses of the Existing Life Insurance Policy:** If you withdraw or partially withdraw the policy value / surrender or partially surrender, you may lose the financial benefits of the Existing Life Insurance Policy which accumulate over the years (e.g. loyalty bonus, terminal bonus, maturity bonus or reversionary bonus).
3. **Difference between surrender cash value and total premium paid of the Existing Life Insurance Policy:** The cash value received from early surrender or lapse of the Existing Life Insurance Policy may be less than the total premium paid for such policy, and you may suffer a loss.
4. **Loan interest:** If you apply for policy loan, suspend premium payment and trigger automatic policy loan, or apply premium financing from credit institution, the insurer or credit institution will charge you interest. Your Existing Life Insurance Policy may be terminated if the accumulated loan amount (and interest) exceeds the specific level of the account value/total cash value of your Existing Life Insurance Policy. The protection and benefit under the insurance policy will also be forfeited. Moreover, the expected return of the new lift insurance policy is not guaranteed to sufficiently cover the interest charges on your Existing Lift Insurance Policy, you may also suffer financial loss in this respect.
5. **Early surrender / withdrawal charges:** If you terminate, surrender, partially withdraw the cash value, suspend or reduce the premium payable within a prescribed period under the policy provisions, you may need to pay additional charge and suffer a loss.
6. **Policy setup cost and remuneration for the insurance intermediary:** A substantial portion of the initial premium you paid for your new life insurance policy may be used for policy administration costs and the remuneration for the insurance intermediary. Therefore, you may bear an additional cost as mentioned above, if your new life insurance policy is purchased for replacing your Existing Life Insurance Policy.
7. **Higher premium:** The premium rate may be higher than your Existing Life Insurance Policy in the view of the difference in age, changes of your health conditions, occupation, lifestyle and recreational activities.
8. **Benefit illustration is not guaranteed:** Although the projected value of the new life insurance policy is higher than that of the Existing Life Insurance Policy, you should be mindful of that the projected value in the benefit illustration of new life insurance policy may NOT be guaranteed and subject to the performance of the issuing insurer of the new policy. Furthermore, the projected value in the benefit illustration of Investment Link Assurance Scheme is based on an assumed rates of return which is not guaranteed either.

**INSURABILITY IMPLICATIONS**

9. **Changes in insurability:** If you purchase the new life insurance policy to replace the Existing Life Insurance Policy, the insurer of new policy will re-examine your age, health conditions, occupation, lifestyle and recreational activities. If there is any material change, some benefits covered under the Existing Life Insurance Policy may be excluded from under the new life insurance policy, or be charged for additional premium.

**CLAIM ELIGIBILITY IMPLICATIONS**

10. **Waiting period:** Subject to the terms under the new life insurance policy, you may need to restart a waiting period in respect of certain benefits (e.g. the waiting periods for Medical benefit. Critical Illness benefit. Suicide, and Incontestability). Therefore, some benefits currently available under the coverage of the Existing Life Insurance Policy may be excluded for a new waiting period after the Policy Replacement to the new life insurance policy.
11. **Claim eligibility under Existing Life Insurance Policy:** The Existing Life Insurance Policy will no longer provide benefits if you surrender the policy or allow it to lapse.
12. **Changes in coverage:** Some benefits or riders under the Existing Life Insurance Policy may not be included or provided under the new life insurance policy. Therefore, you will lose the claim eligibility of the relevant benefits

P3802016—3 Page 2 of 3 OPMCUF15.0422

Policy Number 保單號碼

**THE EVALUATION AND RECOMMENDATION OF INSURANCE INTERMEDIARY TO THE POLICY REPLACEMENT**

☐ a) _____ (Name of Insurance Intermediary) does not recommend _____ (Name of Applicant) to purchase the new Life Insurance Policy in changing or replacing the Existing Life Insurance Policy, but _____ (Name of Applicant) initiates to request for the Policy Replacement;
_____ (Name of Insurance Intermediary) is not able to evaluate whether the change on Existing Life Insurance Policy is in the best interests of _____ (Name of Applicant);
If _____ (Name of Applicant) is not able to self-assess the risks and adverse consequences from the Policy Replacement, s/he shall not purchase the new Life Insurance Policy in changing or replacing the Existing Life Insurance Policy; and
If _____ (Name of Insurance Intermediary) has ever recommended _____ (Name of Applicant) for the Policy Replacement, the related behavior is considered as Twisting. _____ (Name of Applicant) shall directly report to our Company.

☐ b) Other Evaluation and Recommendation: _____

*The other evaluation and recommendation made by the insurance intermediary shall at least include the comparison and analysis between the existing and new Life Insurance Policy, the implications and adverse consequences from the Policy Replacement, the evaluation and commendation concluded by the insurance intermediary, the rationale to form such evaluation and recommendation, etc.*

**DECLARATION BY THE INSURANCE INTERMEDIARY**

I declare that I have explained the terms of the new life insurance policy, the implications and associated risks arising from the Policy Replacement, and the content of this declaration to the applicant / proposer in detail. The item(s) _____ above is / are rated as actual or potential implication.

Because of item(s) _____ is / are rated as no implication, I have already provided a total of ____ page(s) written explanation to the customer according to the requirements.

I further declare that I have not made any misleading, inaccurate statement, or concealed any information which may affect the decision of the applicant / proposer.

| Name and License Number of Insurance Intermediary | Signature of Insurance Intermediary | Date (MM/DD/YYYY) |
|---|---|---|
| | | |

**DECLARATION BY APPLICANT / PROPOSER**

I ☐ Agree ☐ Disagree to send this declaration copy to the life insurer of the replaced policy.

You should explain in detail if you disagree to send this declaration copy to the life insurer of the replaced policy. Our Company must make a post-sale call to you for confirmation and ensure that you can fully understand the implications and risks arising from the Policy Replacement. The conversation on the post-sale call would be properly recorded. If you disagree without reason(s) being given, our Company will reject your application according to the requirements.

- ☐ a. I do not want to disclose this declaration.
- ☐ b. I do not want to disclose my application in AIA.
- ☐ c. I do not want to disclose the details due to privacy reason.
- ☐ d. I am not satisfied with the Life Insurer of the replaced policy.
- ☐ e. I do not want to be contacted by the Life Insurer of the replaced policy.
- ☐ f. Other reasons: _____

I declare that I have already read carefully and understood the content of this declaration. The insurance intermediary has already explained the terms under the new life insurance policy and the implications arising from the Policy Replacement clearly.

| Name of Applicant / Proposer | Signature of Applicant / Proposer | Date (MM/DD/YYYY) |
|---|---|---|
| | | |

P3802016—3 Page 3 of 3 OPMCUF15.0422

[AIA - CONFIDENTIAL]

# Flow 1: POS Flow (Issued Policies)

3



Submit the required documents to **Policy Owner Service Department** (POS)

4



**An endorsement** will be issued upon successful plan change. New PGS will be enclosed in contract, no customer signature is required

**AIA International Limited**

**ENDORSEMENT**
**FOR PLAN CHANGE FROM**
**<< GLOBAL POWER MULTI-CURRENCY PLAN 2 >>**
**TO GLOBAL POWER MULTI-CURRENCY PLAN 3**

This Endorsement forms part of Policy No. <<policy number>> issued on the life of <<insured name>>, as amended and attached hereto (the "New Plan").

The Basic Policy is amended and replaced in accordance with the Owner's request for change in coverage from << GLOBAL POWER MULTI-CURRENCY PLAN 2 >> (the "Original Plan") to the New Plan. Notwithstanding anything contained in the Policy to the contrary, it is hereby agreed and understood as follows:

1. The "Issue Date" as referred to in the "Incontestability" and "Suicide" clauses in the General Provisions of the Basic Policy shall be deemed to mean the Issue Date of the Original Plan.

2. This Endorsement shall cease to be valid if the Basic Policy is reinstated or amended in any way whatsoever.

3. Other than as modified by this Endorsement, all terms, conditions and provisions of the Policy remain unchanged.

Issued on Jul 26 2023 in Hong Kong.

_____
Registrar

Endorsement for Policy No. B12345678

A sample of the endorsement



For MCV customers, plan change application and signing required documents:
- Can be done **out of Hong Kong** (for policies issued in Hong Kong)
- Must be done **in Macau** (for for policies issued in Macau)



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# Flow 2: UNI Flow (the arrangement of pending policies to change to GP3)

1

## Flow A – GP3 application date before 2 Jan 2024

Normal UNI flow

- Complete a new application form; and
- FNA Form

## Flow B – GP3 application date on or after 2 Jan 2024

Follow the existing plan change rules before issuance of policy

- Complete the Amendment to Application for Policy (OPUAIF09)



AIA International Limited
(Incorporated in Bermuda
with limited liability)

**AMENDMENT TO APPLICATION FOR POLICY**
**投保申請修正書**

| Policy Number 保單號碼 | Name of Proposed Insured/Insured 準受保人/受保人姓名 | I.D. Card Number/Passport Number 身份證號碼/護照號碼 |
|---|---|---|
| Area Code 區域編號 | Agency/Broker Name 營業員組別/經紀名稱 | Agent/Broker Code 營業員號碼/經紀號碼 |
| Operation 營運部 VIP ☐ | Agent/Broker's Name 營業員/經紀姓名 | Agent/Broker's Tel. No 營業員/經紀聯絡電話 |

00152017

I, 本人, hereby request that my application form dated 要求修正於 (MM月/DD日/YYYY 年)
be amended as follows:
簽署的投保申請書，有關修正如下：

and I certify that there has been no change in my / Proposed Insured / Insured condition of health, and that I have received no medical attention, consultation or examination whatsoever, since the date of completion of said application; further, that all my / Proposed Insured / Insured answers as written in the course of said application including those relating to my occupation, are still true.
本人謹聲明由投保申請書簽署日至現在，本人／準受保人／受保人的健康狀況並沒有改變，亦沒有接受任何治療及檢驗。本人／準受保人／受保人在上述投保申請書內申報的職業及其他一切資料，仍屬正確。

Date 日期 (MM月/DD日/YYYY 年)

(Please do not sign on blank form 請勿在空白表格上簽署)
Signature of Proposed Insured/Insured 準受保人／受保人簽署

Signature of Agent(s) / Broker(s) as Witness
營業員/經紀(即見證人)簽署

(Please do not sign on blank form 請勿在空白表格上簽署)
Signature of the Applicant/Owner, if other than the Proposed Insured/Insured
申請人／持有人簽署 ，倘非準受保人／受保人

00152017----1

Page 1 of 1

OPUAIF09.0513


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# UNI Flow (Pending Policies)

## 2 Request the customer to sign a new PGS



Standard Illustration for Participating Policies

**AIA INTERNATIONAL LIMITED**

**Plan: Global Power Multi-Currency Plan 3 (10 Years Payment)**

**IMPORTANT:**

**THIS IS A SUMMARY ILLUSTRATION OF THE PROJECTED SURRENDER VALUES AND DEATH BENEFITS OF YOUR POLICY. IT IS INTENDED TO SHOW THE PROPORTION OF ANY NON-GUARANTEED ELEMENTS AND THE IMPACT OF CHANGE OF SUCH ELEMENTS UNDER SPECIFIED SCENARIOS. IN NO WAY SHOULD IT AFFECT THE TERMS AND CONDITIONS STATED IN THE POLICY DOCUMENT.**

**1. Proposal Summary for Global Power Multi-Currency Plan 3 (10 Years Payment)**

| Name of Life Insured: Ms. VALID | Age: 35 | Sex: Female | Non-Smoker |
|---|---|---|---|

**2. Benefit Summary**

Policy Currency: US$

**(i) Basic Policy**

| Benefit Description | Initial Principal Amount(1) | Initial Sum Assured(2) | Initial Annual Premium | Premium Payment Term (Year) | Benefit Term (Year) |
|---|---|---|---|---|---|
| Global Power Multi-Currency Plan 3 (10 Years Payment) | 250,000 | 17,824 | 16,975.00 | 10 | Whole Life |
| First 12-Month Accidental Death Benefit | - | 16,975 | 0.00 | N/A | 1 |

(1) The initial principal amount of Global Power Multi-Currency Plan 3 is used to calculate premium and relevant policy values. For death benefit, please refer to the value illustrated as TOTAL DEATH BENEFIT in the Standard Illustration for Participating Policies of this illustration.

(2) The initial sum assured of Global Power Multi-Currency Plan 3 is equivalent to the guaranteed death benefit at the end of the first policy year.

**(ii) Rider**

| Benefit Description | Initial Sum Assured | Initial Annual Premium | Premium Payment Term (Year) | Benefit Term (Year) |
|---|---|---|---|---|
| AIA Vitality Series: Wisdom Term Life Supplementary Contract (Yearly renewable)* | 400,000 | 356.40 | 50 | 50 |

Levy on insurance premiums to Insurance Authority (IA) 12.74

Effective from 1 January 2018, all policy owners are required to pay a levy on each premium payment made for both new and in-force Hong Kong policies to the Insurance Authority (IA). For levy details, please visit our website at www.aia.com.hk/useful-information-ia-en or IA's website at www.ia.org.hk. (The levy rate for policies with policy date or policy anniversary date from 1 April 2021 onwards is 0.10%, whilst the maximum levy amount payable for each policy year is HK$100 or an equivalent amount in other applicable currencies for non-Hong Kong dollars policies.)

Total Initial Annual Premium: 17,344.14
(Including Levy on insurance premiums) ==========

Print Date: Aug/17/2023

<PGS version 23.3> A P.1


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# UNI Flow (Pending Policies)

3



Submit the required documents to **Underwriting Department** (UNI)

4



Policy approval and issuance of GP3

For MCV customers, plan change application and signing required documents:

- Must be done **in Hong Kong** (for policies issued in Hong Kong) or **Macau** (for for policies issued in Macau)



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HEALTHIER, LONGER, BETTER LIVES

# Details of Payment

# Payment – Hong Kong

**Same as GP2**

## Premium Payment

| | Policies issued in Hong Kong |
|---|---|
| Available premium payment currency | Policy Currency<br><br>(we would accept USD/HKD for premium payment regardless of the policy currency) |

| Premium Payment Method | Premium Payment Currencies | | | |
|---|---|---|---|---|
| | US$ | HK$ | RMB | AUD / CAD / GBP / EUR / SGD |
| Personal Cheque | √ | √ | √[1] | X |
| Cash | √ | √ | √ [2] | X |
| Online Transfer / CHATS / Telegraphic Transfer [3] | √ | √ | √ | √ |
| Online Bill Payment | √<br>(For Bank of China Only) | √ | √<br>(For Bank of China Only) | X |
| Bank Draft / Demand Draft [4] | √<br>(Cashier Order) | √<br>(Cashier Order) | √<br>(Cashier Order) | √<br>(Demand Draft) |
| Credit Card | X | √ | X | X |

### Remarks

1. For RMB cheques issued and clearing by local banks in Hong Kong only.
2. RMB premium payment in cash is only applicable for designated branches of specific banks in Hong Kong, banks may collect transaction fees from the customers, and minimum and maximum payment limit may apply. Please refer to relevant banks and Company Website https://www.aia.com.hk/en/help-and-support/individuals/premium-payment-channels.html for more details.
3. Policy No. should input at the field “Message to Beneficiary” in the remittance instruction. Banks may collect charges from the customers, please contact relevant banks for details.
4. Bank draft refer to (a) Cashier Order (Issued by local bank and clearing in HK) & (b) Demand Draft (Issued by local bank but clearing in overseas).

### Important notes

1. Apart from the exchange rate risk mentioned in the key product risks section of the product brochure, if the policy currency customer chosen is different from the premium payment currency, we will convert the premium customer paid to the policy currency of his/her choice according to the prevailing market-based currency exchange rate (determined by us at our discretion).
2. Different payment method(s) is/are available for different policy currencies and customer should consider the exchange rate risks and decide whether to take such risks.
3. Financial planners should explain premium payment methods available under different payment currencies to customers in the selling process, such that the customers can understand the available means of premium payments.

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# Payment – Hong Kong

Same as GP2

## Benefit Payment

We would use **policy currency** to pay out any benefits, subject to our approval and the request from customers, we may also use **local currency** to pay out any benefits.
The amount paid out in local currency is subject to the prevailing market exchange rate.

| Benefit Payment Method | Benefit Payment Currency | | | | |
|---|---|---|---|---|---|
| | US$ | HK$ | RMB (Personal) | RMB (Corporate) | AUD / CAD / GBP / EUR / SGD |
| Personal Cheque (Local cheque) | ✓ | ✓ | ✓ | ✓ | - |
| Telegraphic Transfer | ✓ | ✓ | ✓ (exclude PRC region) | ✓ | ✓ |
| Bank Draft | ✓ | ✓ | - | - | ✓ |
| FPS** | - | ✓ | ✓ | - | - |
| E-Bankin* | ✓~ | ✓ | - | - | - |

* Only applicable to policies with US$ or HK$ as Policy Currency
** HKD FPS is only applicable to policies with US$ or HK$ or RMB as Policy Currency and the Benefit Payment will be in HKD currency. RMB FPS is only applicable to policies with RMB as Policy Currency and the Benefit Payment will be in RMB currency
~ US$ benefit payment through e-bankin is only applicable to Citibank accounts

**Note**

Please note if Telegraphic Transfer is used for money transfer, whether the money transfer is successful or not, all bank charges (if any) will be deducted from the bank account of the customers.


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# Payment - Macau

Same as GP2

## Premium Payment

| | Policies issued in Macau |
|---|---|
| Available premium payment currency | Policy Currency<br><br>(we would accept USD/HKD/MOP for premium payment regardless of the policy currency) |

| Premium Payment Method | Premium Payment Currencies | | | | |
|---|---|---|---|---|---|
| | US$ | HK$ | MOP | RMB | AUD / CAD / GBP / EUR / SGD |
| Personal Cheque | √ | √ | √ | X | X |
| Cash | √ | √ | √ | X | X |
| Remittance[1] | √ | √ | √ | √ | √ |
| Online Bill Payment | X | √ | √ | X | X |
| Bank Draft / Demand Draft[2] | √<br>(Demand Draft) | √<br>(Cashier Order) | √<br>(Cashier Order) | X | X |
| Credit Card | X | X | √ | X | X |

### Remarks

1. Policy No. should input at the field “Message to Beneficiary” in the remittance instruction. Banks may collect charges from the customers, please contact relevant banks for details.
2. Bank draft refer to (a) Cashier Order (Issued by local bank and clearing in HK) & (b) Demand Draft (Issued by local bank but clearing in overseas).

### Important notes

1. Apart from the exchange rate risk mentioned in the key product risks section of the product brochure, if the policy currency customer chosen is different from the premium payment currency, we will convert the premium customer paid to the policy currency of his/her choice according to the prevailing market-based currency exchange rate (determined by us at our discretion).
2. Different payment method(s) is/are available for different policy currencies and customer should consider the exchange rate risks and decide whether to take such risks.
3. Financial planners should explain premium payment methods available under different payment currencies to customers in the selling process, such that the customers can understand the available means of premium payments.


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# Payment – Macau

Same as GP2

## Benefit Payment

We would use **policy currency** to pay out any benefits, subject to our approval and the request from customers, we may also use **local currency** to pay out any benefits.
The amount paid out in local currency is subject to the prevailing market exchange rate.

| Benefit Payment Method | Benefit Payment Currency | | | |
|---|---|---|---|---|
| | US$ | HK$/MOP | RMB | AUD / CAD / GBP / EUR / SGD |
| Personal Cheque (Local cheque) | ✓ | ✓ | - | - |
| Telegraphic Transfer | ✓ | ✓ | ✓ | ✓ |
| Bank Draft | ✓ | ✓ | - | - |
| E-Bankin* | - | ✓ | - | - |

* Only applicable to policies with US$, HK$ or MOP as Policy Currency

**Note**

Please note if Telegraphic Transfer is used for money transfer, whether the money transfer is successful or not, all bank charges (if any) will be deducted from the bank account of the customers.


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# Riders attachable

Same as GP2

Applicable for 3 years /5 years /10 years Premium Payment Term

| Policy Currency | Riders attachable |
|---|---|
| US$ | **Disability:** WP / WPCI Pro / PB / PBCI Pro<br>**Medical**: CEO5 / SGHR2 / CG3 / HS80 (Only for policies issued in Macau) / HB / Metro Trio / VHIS Series (Only for policies issued in HK) / Privilege Medical (Only for policies issued in Macau) / HJG<br>**Accident**: AI / ADD / SADD / ADB / PAC Select 2<br>**Term**: Expert Term Rider / Wisdom Term Rider / APOR<br>**Severity-based Health Protection**: AOAFP/AOACS |
| HK$ | **Disability:** WP / WPCI Pro / PB / PBCI Pro<br>**Medical**: CEO5 / SGHR2 / CG3 / HB / Metro Trio / VHIS Series (Only for policies issued in HK) / HJG<br>**Accident**: AI / ADD / SADD / ADB / PAC Select 2<br>**Term**: Expert Term Rider / Wisdom Term Rider / APOR<br>**Severity-based Health Protection**: AOAFP/AOACS |
| MOP (for policies issued in Macau) | **Disability:** WP / WPCI Pro / PB / PBCI Pro<br>**Medical**: CEO5 / SGHR2 / CG3 / HS80 / HB / Metro Trio / Privilege Medical<br>**Accident**: AI / ADD / SADD / ADB / PAC Select 2<br>**Term**: Expert Term Rider / Wisdom Term Rider / APOR<br>**Severity-based Health Protection**: AOAFP/AOACS |
| RMB | **Disability:** WP / WPCI Pro / PB / PBCI Pro |
| AUD | **Disability:** WP / WPCI Pro / PB / PBCI Pro |
| CAD | **Disability**: WP / WPCI Pro / PB / PBCI Pro |
| GBP | **Disability**: WP / WPCI Pro / PB / PBCI Pro |
| EUR | **Disability:** WP / WPCI Pro / PB / PBCI Pro |
| SGD | **Disability:** WP / WPCI Pro / PB / PBCI Pro |

**Corporate clients cannot apply riders for this policy**

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# Global Power Multi-Currency Plan 3 – Single Premium Version

## Differences vs 3 years / 5 years / 10 years Premium Payment Term Version

### Day 1 Surrender Value

**55%** of Single Premium

### Issue Age

15 days to age 80

### Minimum Single Premium

US$7,500 / HK$56,250 / MOP56,250 / RMB45,000 / AUD7,500 / CAD7,500 / GBP4,500 / EUR 5,250 / SGD9,000

### Unemployment Benefit

Not applicable

**Other product features are same as policies with 3 years / 5 years / 10 years Premium Payment Term**




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# Global Power Multi-Currency Plan 3 – Single Premium Version

## Note



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.



**The product risk is only applicable for Single Premium**

Global Power Multi-Currency Plan 3 – Single Premium Version does not benefit from **cost averaging effect** with higher investment risk and volatility

- The Single Premium paid:
  - will be invested in a variety of assets according to our investment strategy for **1** time
- The premiums paid for policies with a 3-years / 5-years / 10-years Premium Payment Term:
  - will be invested in a variety of assets according to our investment strategy for **3/5/10** times

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.

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HEALTHIER, LONGER, BETTER LIVES

# Product Details Highlights

# Product Details Highlights

| | |
|---|---|
| **Premium Payment Term / Issue Age** | • Single Premium: 15 days – age 80<br>• 3-years/5 year: 15 days – age 75<br>• 10-years: 15 days – age 70 |
| **Size Discount (Only applicable for 3 years, 5 years & 10 years Premium Payment Term)** | • Applied in the calculation of premium |
| **Currency** | • US$ / HK$ / MOP (Only applicable for Macau) / RMB / AUD / CAD / GBP / EUR / SGD |
| **Minimum Principal Amount** | • Single Premium: US$7,500/HK$56,250 / MOP56,250 / RMB45,000 / AUD7,500 / CAD7,500 / GBP 4,500 / EUR 5,250 / SGD9,000<br>• 5 years Premium Payment Term: US$20,000 / HK$150,000 / MOP150,000 / RMB120,000 / AUD20,000 / CAD20,000 / GBP12,000 / EUR14,000 / SGD24,000 |
| **Premium Rates** | • Unique premium rate |
| **Policy Loan** | • 90% of the sum of guaranteed cash value and any cash value of Reversionary Bonus |
| **Surrender Benefit** | • Guaranteed Cash Value + any cash value of Reversionary Bonus (non-guaranteed) + any cash value of Terminal Bonus (non-guaranteed) + Remaining Balance of Bonus Lock in Account (if applicable) – Policy Debt (if any) |


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* Currency Exchange Rate = US$1 = HK$7.5 / MOP7.5 / RMB$6 / AUD1 / CAD1 / GBP0.6 / EUR0.7 / SGD1.2

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# Product Details Highlights

| | |
|---|---|
| **Death Benefit** | The higher of:<br>(i) 105% of Single Premium paid/Total Basic Premiums Paid (as applicable) for the basic plan; or<br>(ii) the Guaranteed Cash Value plus the face values of any Reversionary Bonus and any Terminal Bonus in the policy<br>plus Remaining Balance of Bonus Lock-in Account (if applicable) minus Policy Debt (if any) |
| **Accidental Death Benefit** | • Equal to Single Premium paid/Total Basic Premiums Paid (as applicable) and is paid in addition to Death Benefit for covered Accidental Death occurring within first year, the maximum aggregate amount of this benefit payable with respect to the same Insured under all Global Power Multi-Currency Plan 3 policies is US$100,000/HK$/MOP750,000/RMB600,000/AUD100,000/CAD100,000/GBP60,000/EUR70,000/SGD120,000 |
| **Death Benefit Settlement Option** | • The Owner may apply for settling the Death Benefit and Accidental Death Benefit (if any) at regular intervals by instalment payments instead of a lump sum |
| **Policy Date** | • No Date Back |
| **Underwriting Guidelines** | • If the Issue Age is 15 days – age 75, and the Total Premium is lower than or equal to US$4,000,000*, no Medical Examination is required |


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* Currency Exchange Rate = US$1 = HK$7.5 / MOP7.5 / RMB$6 / AUD1 / CAD1 / EUR0.7 / SGD1.2

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HEALTHIER, LONGER, BETTER LIVES

# Market Comparison

# Plan Features Comparison of Similar Products in the Market

| Company | AIA | | PruX | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **EverXreen Wealth Multi-Currency Plan** | | **ManXGlobal Xaver** | | **FortuneXtra Savings Plan** | |
| **Premium Payment Term / Issue Age** | Premium Payment Term<br>Single Premium<br>3 years (limited offer)<br>5 years<br>10 years | Issue Age<br>15 days – age 80<br>15 days – age 75<br>15 days – age 75<br>15 days – age 70 | Premium Payment Term<br>3 years<br>5 years | Issue Age (ANB)<br>Age 1 – 75<br>Age 1 – 75 | Premium Payment Term<br>Single Premium<br>3 years (Limited Offer)<br>5 years<br>10 years | Issue Age<br>Age 0 - 75<br>Age 0 - 70<br>Age 0 - 70<br>Age 0 - 65 | Premium Payment Term<br>5 years<br>10 years | Issue Age<br>Age 0 – 60<br>Age 0 – 60 |
| **Benefit Term** | Whole Life | | Whole Life | | Whole Life | | Up to age 138 of the New Insured | |
| **Policy Currency** | US$ / HK$ / MOP (only applicable for policies issued in Macau) / RMB / AUD / CAD / GBP / EUR / SGD | | US$ / HK$ / RMB / AUD / CAD / GBP | | US$ / HK$ / RMB / AUD / CAD / GBP / SGD | | US$ / HK$ / MOP (only applicable for policies issued in Macau) / RMB / AUD / CAD / GBP / EUR / SGD | |
| **Minimum Principal Amount / Notional Amount** | Single Premium<br>US$ 7,500 / HK$ 56,250 / MOP 56,250 / RMB 45,000 / AUD 7,500 / CAD 7,500 / GBP 4,500 / EUR 5,250 / SGD 9,000<br><br>3 / 5 / 10-Pay<br>US$ 20,000 / HK$ 150,000 / MOP 150,000 / RMB 120,000 / AUD 20,000 / CAD 20,000 / GBP 12,000 / EUR 14,000 / SGD 24,000 | | US$ 10,000 / HK$ 80,000 / RMB 60,000 / AUD 12,000 / CAD 12,000 / GBP 6,000 | | US$ 15,000 / HK$ 12,000 / RMB 10,000 / AUD 2,000 / CAD 2,000 / GBP 1,000 / SGD 2,500 | | US$ 15,000 / HK$ 120,000 / MOP 120,000 / RMB 97,500 / AUD 18,000 / CAD 18,000 / GBP 9,000 / EUR 15,000 / SGD 24,000 | |
| **Reversionary Bonus / Annual Dividend** | Reversionary Bonus will be declared annually starting from the 3rd Policy Anniversary | | N/A | | N/A | | Reversionary Bonus will be declared annually starting from the 3rd Policy Anniversary | |
| **Terminal Bonus / Terminal Dividend / Special Bonus** | Terminal Bonus will be declared annually starting from the 3rd Policy Anniversary | | Terminal Bonus will be declared annually starting from the 3rd Policy Anniversary | | Terminal Bonus will be declared annually starting from the 3rd Policy Anniversary | | Terminal Bonus will be declared annually starting from the 3rd Policy Anniversary | |
| **Surrender Benefit** | Guaranteed Cash Value + any non-guaranteed cash value of Reversionary Bonus + any non-guaranteed cash value of Terminal Bonus + any balance in the Bonus Lock-in Account (if applicable) – policy debt (if any) | | Guaranteed Cash Value + any non-guaranteed cash value of Terminal Bonus + any balance in the Bonus Lock-in Account (if applicable) – policy debt (if any) | | Guaranteed Cash Value + any non-guaranteed Terminal Bonus + any locked-in amount of Terminal Bonus accumulated with interest (if any) – policy debt (if any) | | Guaranteed Cash Value + non-guaranteed cash value of Reversionary Bonus + non-guaranteed cash value of Terminal Bonus + value of the Prime Currency Account (if any) + value of the Global Currency Account (if any) – policy debt (if any) | |

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# Plan Features Comparison of Similar Products in the Market

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Death Benefit** | Higher of:<br>i. 105% of the total premiums paid for the basic plan; or<br>ii. guaranteed cash value of the policy + face value of any non-guaranteed Reversionary Bonuses accrued + face value of any non-guaranteed Terminal Bonus in the policy<br><br>+ any balance in the Bonus Lock-in Account (if applicable) –policy debt (if any) | Higher of:<br>i. 105% of the total premiums paid for the basic plan; or<br>ii. guaranteed cash value of the policy + any non-guaranteed Terminal Bonus in the policy<br><br>+ remaining balance of the Dividend Lock-in Account (if any) - any outstanding loans and interest during the policy term | Higher of:<br>i. 100% of the total premiums paid for the basic plan; or<br>ii. guaranteed cash value of the policy + any non-guaranteed Terminal Bonus<br><br>+ any remaining balance in the Bonus Lock-in Account (if applicable) – policy debt (if any) | Higher of:<br>**i. Superior Death Benefit Option:** (if the insured passes away at the Initial Insured's age of 60 or below and the policy has been in-force for 3 years or more) 100% of the total premiums paid + extra 30% of the total premiums paid; or **Regular Death Benefit Option:** 100% of Total Premiums Paid; or<br>ii. Guaranteed cash value<br><br>+ face value of Reversionary Bonus (if any) + face value of Terminal Bonus (if any) + value of the Prime Currency Account (if any) + value of the Global Currency Account (if any) – policy debts (if any) |
| **Accidental Death Benefit** | Equals to Single Premium paid or Total Basic Premiums Paid (as applicable), in addition to death benefit, if the Insured passes away due to insured accidental death which occurs within the first policy year of the issue date or policy date of the policy (whichever is later)(1)(2) | **Extended Accidental Death Cover**<br>Equals to 100% of the total premiums if the Insured passes away within the first 5 policy anniversary (3)(4)i6)<br><br>**Payor Accidental Death Cover**<br>Equals to 100% of the remaining premiums if the payor of the policies passes away in an accident before the end of the premium payment term (3)(4)(5)(6) | Equals to 100% of the total premiums if the Insured passes away within the first 5 policy anniversary(7) | N/A |

(1) Total premiums paid for basic plan means the total amount of premium(s) paid to the basic policy up to the end of the current policy year, excluding any overpayment and prepayment.
(2) Subject to the limitation that the aggregate of all Supplementary Accidental Death Benefit(s) paid and / or payable under all Global Power Multi-Currency Plan 3 policies issued in respect of the same Insured cannot exceed the maximum sum of US$100,000 / HK$750,000 / MOP750,000 / RMB600,000 / AUD100,000 / CAD100,000 / GBP60,000 / EUR70,000 / SGD120,000 per life.
(3) The total amount of the Extended Accidental Death Benefit payable under all in-force policies is capped at USD125,000 for the same life assured.
(4) If the policyholder who dies in the accident is also the life assured, Extended Accidental Death will be paid instead of the Payor Accidental Death
(5) The Payor Accidental Death Benefit will not cover the owner if the ownership of the policy is changed or if the policy is under assignment.
(6) The total amount of the accidental death benefit payable under all in-force policies is capped at USD125,000 for the same owner.
(7) The total amount of the accidental death benefit payable for the same insured for this and other policies is capped at US$125,000.

# Plan Features Comparison of Similar Products in the Market

| Company | AIA | PrX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverX Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **FortuneXtra** |
| **Death Benefit Settlement Option** | Available, for details please refer to the Market Comparison of Death Benefit Settlement Option | Available, for details please refer to the Market Comparison of Death Benefit Settlement Option | Available, for details please refer to the Market Comparison of Death Benefit Settlement Option | Available, for details please refer to the Market Comparison of Death Benefit Settlement Option |
| **Policy Split Option** | Available, for details please refer to the Market Comparison of Policy Split Option | Available, for details please refer to the Market Comparison of Policy Split Option | Available, for details please refer to the Market Comparison of Policy Split Option | Available, for details please refer to the Market Comparison of Policy Split Option |
| **Currency Exchange Option** | Available, for details please refer to the Market Comparison of Currency Exchange Option | Available, for details please refer to the Market Comparison of Currency Exchange Option | Available, for details please refer to the Market Comparison of Currency Exchange Option | Available, for details please refer to the Market Comparison of Currency Exchange Option |
| **Bonus Lock-in Option/ Realization Option** | Available, for details please refer to the Market Comparison of Bonus Lock-in Option | Available, for details please refer to the Market Comparison of Bonus Lock-in Option | Available, for details please refer to the Market Comparison of Bonus Lock-in Option | Available, for details please refer to the Market Comparison of Bonus Lock-in Option |
| **Bonus Unlock Option** | **Available, within 30 days after the end of each policy year, starting from one year after exercising the Bonus Lock-in Option, Owner may apply to exercise the Bonus Unlock Option once per policy year** | N/A | N/A | N/A |
| **Extension of Grace Period Benefit** | Available, for details please refer to the Market Comparison of Extension of Grace Period Benefit | Available, for details please refer to the Market Comparison of Extension of Grace Period Benefit | Available, for details please refer to the Market Comparison of Extension of Grace Period Benefit | Available, for details please refer to the Market Comparison of Extension of Grace Period Benefit |
| **Mental Incapacity Option** | **Available** | N/A | N/A | N/A |
| **Change of Insured Option** | Available, for details please refer to the Market Comparison of Change of Insured Option | Available, for details please refer to the Market Comparison of Change of Insured Option | Available, for details please refer to the Market Comparison of Change of Insured Option | Available, for details please refer to the Market Comparison of Change of Insured Option |
| **Contingent Insured Option** | Owner can designate a Contingent Insured who will become the Insured upon death of the original Insured, subject to approval | After the 1st policy year, the owner can designate a Contingent Insured who will become the Insured upon death of the original Insured, subject to approval | Owner can designate a Contingent Insured who will become the Insured upon death of the original Insured, subject to approval | After the 3rd policy year, Owner can designate a Contingent Insured who will become the Insured upon death of the original Insured, subject to approval |
| **Other Benefits** | Educational Merit Benefit | Academic Success Award | N/A | **Flexi Continuation Option** Apart from allowing the designated contingent insured to become the new insured, part of the policy value can be chosen to be paid out as death benefit. |

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# Market Comparison of Currency Exchange Option

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Exercise From** | 2nd Policy Anniversary, within 30 days from each policy anniversary | 3rd Policy Anniversary, within 30 days before the end of each policy anniversary | 3rd Policy Anniversary, within 31 days from each policy anniversary | 3rd Policy Anniversary, within 30 days from each policy anniversary |
| **Max. number of Changes** | Once per policy year | Once per policy year | Once per policy year | Once per policy year |
| **Plan Change** | Convert the policy to a policy of a different currency of the latest plan available under the Global Power Series | No | Converting the plan to a designated ManX's plan (may or may not be the same as ManXGlobal Xaver) in another currency | Convert the policy to a policy of a different currency of the latest plan available under the XortuneXtra Series |
| **Partial Conversion** | Yes if combined with Policy Split Option | Yes if combined with Policy Split Option | Yes if combined with Policy Split Option | Yes |
| **Riders after conversion** | • Currency will be exchanged to align with basic plan<br>• Existing rider will be terminated if it is not available in the new currency<br>• Accept rider application for converted policy | Rider attachment to this product is not available | • Currency will be exchanged to align with basic plan<br>• Existing rider will be terminated if it is not available in the new currency | **Full conversion:**<br>• Currency will be exchanged to align with basic plan<br>• Existing rider will be terminated if it is not available in the new currency<br>• Accept rider application for converted policy<br>**Partial conversion:**<br>• Keep under the original policy<br>• Rider amount will be reduced in proportion according to the reduction percentage in original policy's Notional Amount<br>• Rider will be terminated if Notional Amount falls below minimum required amount |

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# Market Comparison of Policy Split Option

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Exercise From** | 3rd Policy Anniversary or end of premium payment period (whichever is later) | 5th Policy Anniversary, within 30 days before the end of each policy anniversary | 5th Policy Anniversary or end of premium payment period (whichever is later) | 3rd Policy Anniversary, within 30 days from each policy anniversary |
| **Max. number of Split** | Once per policy year | Once per policy year | Once per policy year | Once per policy year |
| **Policy Paid-up** | Required | Required | Required | Not required |
| **Cooling-off period** | No | No | No | No |
| **Minimum Split Amount** | Must meet minimum Principal Amount requirement as set by the company | Must meet minimum Principal Amount requirement as set by the company | Must meet minimum Principal Amount and premium amount requirement as set by the company | Must meet minimum Principal Amount requirement as set by the company |
| **Riders** | Keep under the original policy | Rider attachment to this product is not available | Keep under the original policy | Keep under the original policy |
| **Underwriting Requirement** | No | No information | No | No |
| **Treatment of Lock-in Account** | Value in Bonus Lock-in Account will be split according to the percentage of Principal Amount stated by the Owner in the application form | Value in Bonus Lock-in Account will be split in proportion according to the percentage of Principal Amount | Value in Bonus Lock-in Account will be split in proportion. Aggregate lock-in percentage under the original policy will be applied to the split policy | Both Prime Currency Account and Global Currency Account will be split according to the converted percentage |
| **Additional Requirements** | N/A | N/A | N/A | Can only be exercised through partial conversion under Currency Conversion Option |


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# Market Comparison of Bonus Lock-in Option

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Non-guaranteed components to be locked-in** | Reversionary Bonus and Terminal Bonus | Terminal Dividend | Terminal Bonus | Reversionary Bonus and Terminal Bonus |
| **Earliest Policy Anniversary with Bonus Lock-In Option available to be exercised** | 15 | 10 | 25 | 10 |
| **The period when Bonus Lock-in Option is available to be exercised** | Within 30 days from each Policy Anniversary | Within 30 days from each Policy Anniversary | Within 31 days from each Policy Anniversary | Within 30 days from each Policy Anniversary |
| **Minimum Lock-in %** | 10%* (minimum amount US$100*) | 10%* | No Limit | 10%* |
| **Maximum Lock-in %** | 70%* | 50%* | 70%* | 50%* |
| **Aggregate Lock-in % limit** | No Limit | 50% | 50% | No Limit |
| **Bonus Unlock Option** | **Available** | N/A | N/A | N/A |
| **Others** | - The percentages of the latest cash value of the Reversionary Bonus (if any) and the percentage of the latest cash value of the Terminal Bonus(if any) applied to transfer to the Bonus Lock-in Account must be identical. | N/A | N/A | The lock-in amount will not result in the notional amount being less than the minimum amount as determined by the Company at its discretion from time to time (currently RMB48,750 / USD7,500 / GBP4,500 / EUR7,500 / CAD9,000 / AUD9,000 /SGD12,000 / HKD60,000 / MOP60,000). |

*Company has the absolute discretion to change and determine the maximum/minimum percentages and minimum amount from time to time


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# Market Comparison of Change of Insured Option

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Exercise Period** | After the 1st Policy Anniversary | After the 1st Policy Anniversary | After the 1st policy anniversary or 1 year after the policy is issued, whichever is later | After the 1st Policy Anniversary |
| **Maximum number of change** | Unlimited | Unlimited | Unlimited | Unlimited |
| **Age of new insured** | 15 days – age 60 (Age Last Birthday) | • Age 1 – 65(Age Next Birthday)<br>• Must NOT be older than the initial Insured | • Aged 60 or below；or<br>• younger than the current life Insured and aged 75 or below | • Aged 60 or below<br>• Must NOT be older than the initial Insured by 5 years |
| **Rider attachment** | • All riders (except Payor Benefit Rider in specific scenario) will be terminated after change of Insured. Waiver of premium that has commenced under any riders such as Waiver of Premium Rider of Payor Benefit Rider will also be terminated<br>• New Insured can apply for rider afterwards (following existing rules) | Rider attachment to this product is not available | • All riders (if any, with the exception of Payor Benefit if new life Insured is less than age 16) shall be terminated from the effective date of change specified in the relevant endorsement once the change of life Insured is approved.<br>• New Insured can apply for rider afterwards (following existing rules) | • All riders will be terminated after change of Insured<br>• No riders can be attached after change of Insured |
| **Underwriting** | Follow NB underwriting rules | Follow NB underwriting rules | Follow NB underwriting rules | Follow NB underwriting rules |
| **Insurable Interest** | • Between owner and new Insured<br>• Between beneficiary and new Insured | The Owner must have insurable interest with the New Insured | • The Owner must have insurable interest with the New Insured<br>The Beneficiary must have insurable interest with the New Insured | The Owner must have insurable interest with the New Insured |
| **Incontestability & Suicide Clauses** | Recount from effective date of change | Recount from effective date of change | Recount from effective date of change | Recount from effective date of change |
| **Consent** | Consents received from the existing insured, new insured, the owner and assignee (if any) | Consents received from the existing Insured, new Insured, the owner and assignee (if any) | Consents received from the existing Insured, new Insured, the owner and assignee (if any) | Consents received from the existing Insured, new Insured, the owner and assignee (if any) |
| **Contingent Insured Option** | Available | Available | Available | Available |

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# Market Comparison of Death Benefit Settlement Option

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Frequency of installment payments** | Monthly, Quarterly, Semi-annual or Annual | Monthly | Monthly, Quarterly, Semi-annual or Annual | Monthly or Annual |
| **Installment payment period** | Freely selected by customers | 10, 20, 30 or 40 years | Freely selected by customers | 10, 20 or 30 years |
| **Minimum death benefit amount** | Not available if the sum of Death Benefit and Accidental Death Benefit (if any) is less than US$50,000* | Not available if the Death Benefit is less than US$50,000* | Not available if the sum of Death Benefit and Accidental Death Benefit (if any) is less than US$50,000 / HK$400,000 / RMB335,000 / AUD65,000 / CAD65,000 / GBP35,000 / SGD85,000 | Not Available |
| **Accidental Death Benefit applicable to Death Benefit Settlement Option?** | Available | Not Available | Available | Not Available |
| **Option to designate the date of first instalment** | Available<br>• Must be at least 1 year after and within 30 years from the signing date of the Death Benefit Settlement Option application | Not Available | Not Available | Not Available |
| **Options of receiving death benefit payments** | • Regular Payments<br>• Increasing Payments (at a % specified by the Owner)<br>• Mixture of Lump Sum Payment and Regular/Increasing Payments<br>• Total annual payment must be at least 2% of the sum of Death Benefit and Accidental Death Benefit (if any) | • Regular Payments<br>• Mixture of Lump Sum Payment and Regular Payments | • Regular Payments<br>• Mixture of Lump Sum Payment and Regular Payments<br>• Total annual payment must be at least 2% of the sum of Death Benefit and Accidental Death Benefit (if any) | Regular Payments |

* If the policy is issued in a currency other than US$, prevailing exchange rate will be used to calculate the above amount.


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# Market Comparison of Extension of Grace Period Benefit

| Company | AIA | PruX | ManX | AXX |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | **EverXreen Wealth Multi-Currency Plan** | **ManXGlobal Xaver** | **XortuneXtra Savings Plan** |
| **Benefit** | Extension of Grace Period Benefit | Unemployment Benefit | Premium Holiday | Extended Grace Period Benefit |
| **Applicable payment term** | 3 / 5 / 10 years | 3 / 5 years | 5 / 10 years | 5 / 10 years |
| **Exercise Period** | During the premium payment term of the basic plan | • During the premium payment term of the basic plan<br>• The policy has been in force for more than 180 days | • After the 2nd policy anniversary | • After the 1st policy anniversary |
| **Exercising Conditions** | • Involuntary Unemployment<br>• Marriage<br>• Divorce<br>• Giving birth to any natural child<br>• Adoption of child through legal means<br>• Purchase of new residential property and obtained a first mortgage<br>• Change of Principal Location of Residency | The owner becomes involuntarily unemployed in Hong Kong for at least 30 consecutive days and is aged between 19 and 65 (ANB) | Unconditional | • Involuntary Unemployment<br>• Marriage<br>• Divorce<br>• Giving birth to any natural child<br>• Change of Principal Location of Residency |
| **Charges** | No charge | No charge | Free for the first time, HK$200 per each subsequent application | No charge |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: US$50,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | Single Premium | | Single Premium | |
| Single Premium (US$) | 50,000 | | 50,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 34,295 | -3.70% | 48,600 | -0.28% |
| 20 | 51,600 | 0.16% | 50,454 | 0.05% |
| 30 | 52,575 | 0.17% | 51,405 | 0.09% |
| 40 | 54,950 | 0.24% | 52,375 | 0.12% |
| 50 | 56,490 | 0.24% | 53,363 | 0.13% |
| 60 | 57,915 | 0.25% | 54,370 | 0.14% |
| 70 | 59,385 | 0.25% | 55,396 | 0.15% |
| 80 | 60,900 | 0.25% | 56,441 | 0.15% |
| 90 | 62,855 | 0.25% | 57,505 | 0.16% |
| 100 | 64,475 | 0.25% | 58,590 | 0.16% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 76,878 | 4.40% | 76,089 | 4.29% |
| 20 | 148,652 | 5.60% | 145,051 | 5.47% |
| 30 | 282,973 | 5.95% | 274,266 | 5.84% |
| 40 | 548,677 | 6.17% | 542,527 | 6.14% |
| 50 | 1,143,662 | 6.46% | 1,107,020 | 6.39% |
| 60 | 2,380,271 | 6.65% | 2,288,620 | 6.58% |
| 70 | 4,999,841 | 6.80% | 4,765,054 | 6.73% |
| 80 | 10,560,513 | 6.92% | 9,954,380 | 6.84% |
| 90 | 21,870,399 | 6.99% | 20,828,988 | 6.93% |
| 100 | 45,887,442 | 7.06% | 43,618,766 | 7.01% |
| Guaranteed Breakeven (Year) | 16 | | 16 | |
| Projected Total Breakeven (Year) | 5 | | 5 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: HK$375,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | |
| **Premium Payment Term** | Single Premium | | Single Premium | |
| **Single Premium (HK$)** | 375,000 | | 375,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | |
| 10 | 257,213 | -3.70% | 364,500 | -0.28% |
| 20 | 380,738 | 0.08% | 376,905 | 0.03% |
| 30 | 384,038 | 0.08% | 384,015 | 0.08% |
| 40 | 387,225 | 0.08% | 391,260 | 0.11% |
| 50 | 390,863 | 0.08% | 398,640 | 0.12% |
| 60 | 398,325 | 0.10% | 406,159 | 0.13% |
| 70 | 407,063 | 0.12% | 413,820 | 0.14% |
| 80 | 413,438 | 0.12% | 421,628 | 0.15% |
| 90 | 420,938 | 0.13% | 429,581 | 0.15% |
| 100 | 428,438 | 0.13% | 437,685 | 0.15% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | |
| 10 | 574,520 | 4.36% | 561,426 | 4.12% |
| 20 | 1,087,603 | 5.47% | 1,027,397 | 5.17% |
| 30 | 2,041,294 | 5.81% | 1,885,163 | 5.53% |
| 40 | 3,796,396 | 5.96% | 3,647,862 | 5.85% |
| 50 | 7,523,699 | 6.18% | 7,313,180 | 6.12% |
| 60 | 15,456,013 | 6.39% | 14,941,713 | 6.33% |
| 70 | 32,231,101 | 6.57% | 30,782,128 | 6.50% |
| 80 | 67,099,955 | 6.70% | 63,667,737 | 6.63% |
| 90 | 140,553,708 | 6.81% | 131,942,802 | 6.73% |
| 100 | 289,510,740 | 6.88% | 273,701,031 | 6.82% |
| **Guaranteed Breakeven (Year)** | 17 | | 18 | |
| **Projected Total Breakeven (Year)** | 5 | | 5 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: RMB300,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | Single Premium | | Single Premium | |
| Single Premium (RMB) | 300,000 | | 300,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 242,130 | -2.12% | 291,906 | -0.27% |
| 20 | 312,390 | 0.20% | 322,809 | 0.37% |
| 30 | 325,800 | 0.28% | 339,318 | 0.41% |
| 40 | 335,040 | 0.28% | 356,670 | 0.43% |
| 50 | 347,550 | 0.29% | 374,910 | 0.45% |
| 60 | 358,110 | 0.30% | 394,083 | 0.46% |
| 70 | 370,050 | 0.30% | 414,237 | 0.46% |
| 80 | 382,410 | 0.30% | 435,420 | 0.47% |
| 90 | 397,710 | 0.31% | 457,689 | 0.47% |
| 100 | 413,640 | 0.32% | 481,095 | 0.47% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 436,592 | 3.82% | 457,611 | 4.31% |
| 20 | 867,170 | 5.45% | 881,474 | 5.54% |
| 30 | 1,608,674 | 5.76% | 1,662,029 | 5.87% |
| 40 | 3,239,903 | 6.13% | 3,276,248 | 6.16% |
| 50 | 6,685,328 | 6.40% | 6,702,419 | 6.41% |
| 60 | 13,859,159 | 6.60% | 13,840,501 | 6.59% |
| 70 | 29,034,084 | 6.75% | 28,794,083 | 6.74% |
| 80 | 61,668,160 | 6.88% | 60,121,545 | 6.85% |
| 90 | 130,354,274 | 6.98% | 125,761,726 | 6.94% |
| 100 | 277,179,128 | 7.07% | 263,313,969 | 7.01% |
| Guaranteed Breakeven (Year) | 14 | | 13 | |
| Projected Total Breakeven (Year) | 5 | | 5 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: AUD50,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | Single Premium | | Single Premium | |
| Single Premium (AUD) | 50,000 | | 50,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 34,300 | -3.70% | 48,600 | -0.28% |
| 20 | 51,565 | 0.15% | 50,254 | 0.03% |
| 30 | 52,600 | 0.17% | 51,202 | 0.08% |
| 40 | 53,510 | 0.17% | 52,168 | 0.11% |
| 50 | 54,750 | 0.18% | 53,152 | 0.12% |
| 60 | 56,040 | 0.19% | 54,155 | 0.13% |
| 70 | 57,130 | 0.19% | 55,176 | 0.14% |
| 80 | 58,250 | 0.19% | 56,217 | 0.15% |
| 90 | 59,900 | 0.20% | 57,278 | 0.15% |
| 100 | 61,150 | 0.20% | 58,358 | 0.15% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 70,048 | 3.43% | 73,382 | 3.91% |
| 20 | 129,648 | 4.88% | 133,778 | 5.04% |
| 30 | 226,995 | 5.17% | 242,837 | 5.41% |
| 40 | 454,332 | 5.67% | 465,221 | 5.73% |
| 50 | 961,022 | 6.09% | 925,288 | 6.01% |
| 60 | 1,934,429 | 6.28% | 1,872,313 | 6.22% |
| 70 | 3,905,366 | 6.42% | 3,817,179 | 6.39% |
| 80 | 8,314,900 | 6.60% | 7,809,967 | 6.52% |
| 90 | 17,571,177 | 6.73% | 16,007,432 | 6.62% |
| 100 | 37,786,998 | 6.85% | 32,838,722 | 6.70% |
| Guaranteed Breakeven (Year) | 16 | | 17 | |
| Projected Total Breakeven (Year) | 5 | | 5 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: CAD50,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | Single Premium | | Single Premium | |
| Single Premium (CAD) | 50,000 | | 50,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 30,000 | -4.98% | 48,600 | -0.28% |
| 20 | 50,605 | 0.06% | 50,254 | 0.03% |
| 30 | 51,060 | 0.07% | 51,202 | 0.08% |
| 40 | 51,460 | 0.07% | 52,168 | 0.11% |
| 50 | 51,885 | 0.07% | 53,152 | 0.12% |
| 60 | 52,340 | 0.08% | 54,155 | 0.13% |
| 70 | 52,950 | 0.08% | 55,176 | 0.14% |
| 80 | 53,750 | 0.09% | 56,217 | 0.15% |
| 90 | 54,400 | 0.09% | 57,278 | 0.15% |
| 100 | 55,350 | 0.10% | 58,358 | 0.15% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 71,439 | 3.63% | 75,022 | 4.14% |
| 20 | 133,316 | 5.03% | 138,346 | 5.22% |
| 30 | 256,440 | 5.60% | 256,311 | 5.60% |
| 40 | 510,923 | 5.98% | 501,529 | 5.93% |
| 50 | 1,024,031 | 6.23% | 1,019,586 | 6.22% |
| 60 | 2,151,298 | 6.47% | 2,102,938 | 6.43% |
| 70 | 4,505,988 | 6.64% | 4,371,504 | 6.60% |
| 80 | 9,174,077 | 6.73% | 9,120,847 | 6.72% |
| 90 | 18,982,780 | 6.82% | 19,064,091 | 6.83% |
| 100 | 39,245,761 | 6.89% | 39,882,599 | 6.91% |
| Guaranteed Breakeven (Year) | 17 | | 18 | |
| Projected Total Breakeven (Year) | 5 | | 5 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: GBP30,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | Single Premium | | Single Premium | |
| Single Premium (GBP) | 30,000 | | 30,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 19,950 | -4.00% | 22,080 | -3.02% |
| 20 | 27,291 | -0.47% | 27,104 | -0.51% |
| 30 | 30,309 | 0.03% | 30,356 | 0.04% |
| 40 | 30,495 | 0.04% | 30,661 | 0.05% |
| 50 | 30,777 | 0.05% | 30,969 | 0.06% |
| 60 | 30,939 | 0.05% | 31,280 | 0.07% |
| 70 | 31,098 | 0.05% | 31,595 | 0.07% |
| 80 | 31,260 | 0.05% | 31,912 | 0.08% |
| 90 | 31,518 | 0.05% | 32,233 | 0.08% |
| 100 | 31,692 | 0.05% | 32,556 | 0.08% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 35,684 | 1.75% | 36,433 | 1.96% |
| 20 | 66,401 | 4.05% | 69,541 | 4.29% |
| 30 | 112,214 | 4.50% | 121,645 | 4.78% |
| 40 | 212,719 | 5.02% | 215,871 | 5.06% |
| 50 | 401,698 | 5.33% | 400,091 | 5.32% |
| 60 | 788,898 | 5.60% | 757,272 | 5.53% |
| 70 | 1,680,703 | 5.92% | 1,448,319 | 5.69% |
| 80 | 3,330,332 | 6.06% | 2,784,693 | 5.83% |
| 90 | 6,668,790 | 6.19% | 5,369,073 | 5.93% |
| 100 | 14,092,478 | 6.35% | 10,367,462 | 6.02% |
| Guaranteed Breakeven (Year) | 24 | | 25 | |
| Projected Total Breakeven (Year) | 7 | | 8 | |


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# Return Comparison of Similar Products in the Market

## Insured: Male, Age 0, Single Premium: EUR35,000

There is no Single Premium EUR product among market (As of January 2023)

| Company | AIA | |
|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | |
| Premium Payment Term | Single Premium | |
| Single Premium (EUR) | 35,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | |
| 10 | 23,275 | -4.00% |
| 20 | 31,840 | -0.47% |
| 30 | 35,361 | 0.03% |
| 40 | 35,578 | 0.04% |
| 50 | 35,907 | 0.05% |
| 60 | 36,096 | 0.05% |
| 70 | 36,281 | 0.05% |
| 80 | 36,470 | 0.05% |
| 90 | 36,771 | 0.05% |
| 100 | 36,974 | 0.05% |
| Policy Year | Projected Total Surrender Value / Projected IRR | |
| 10 | 39,765 | 1.28% |
| 20 | 72,400 | 3.70% |
| 30 | 124,407 | 4.32% |
| 40 | 236,967 | 4.90% |
| 50 | 430,642 | 5.15% |
| 60 | 797,607 | 5.35% |
| 70 | 1,563,755 | 5.58% |
| 80 | 2,968,635 | 5.71% |
| 90 | 5,693,064 | 5.82% |
| 100 | 10,783,319 | 5.90% |
| Guaranteed Breakeven (Year) | 24 | |
| Projected Total Breakeven (Year) | 7 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, Single Premium: SGD60,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | Single Premium | | Single Premium | |
| Single Premium (SGD) | 60,000 | | 60,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 41,154 | -3.70% | 44,160 | -3.02% |
| 20 | 60,162 | 0.01% | 54,208 | -0.51% |
| 30 | 60,900 | 0.05% | 60,712 | 0.04% |
| 40 | 61,566 | 0.06% | 61,323 | 0.05% |
| 50 | 62,262 | 0.07% | 61,938 | 0.06% |
| 60 | 62,754 | 0.07% | 62,560 | 0.07% |
| 70 | 63,330 | 0.08% | 63,189 | 0.07% |
| 80 | 63,876 | 0.08% | 63,824 | 0.08% |
| 90 | 64,524 | 0.08% | 64,465 | 0.08% |
| 100 | 65,178 | 0.08% | 65,112 | 0.08% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 71,800 | 1.81% | 74,429 | 2.18% |
| 20 | 143,380 | 4.45% | 142,061 | 4.40% |
| 30 | 268,378 | 5.12% | 248,405 | 4.85% |
| 40 | 491,517 | 5.40% | 440,877 | 5.11% |
| 50 | 1,004,509 | 5.80% | 816,982 | 5.36% |
| 60 | 1,964,526 | 5.99% | 1,545,570 | 5.56% |
| 70 | 3,893,949 | 6.14% | 2,953,860 | 5.72% |
| 80 | 7,802,924 | 6.27% | 5,674,713 | 5.85% |
| 90 | 15,786,496 | 6.39% | 10,931,598 | 5.95% |
| 100 | 32,221,287 | 6.49% | 21,089,334 | 6.04% |
| Guaranteed Breakeven (Year) | 17 | | 25 | |
| Projected Total Breakeven (Year) | 5 | | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium: US$50,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | | 3 Years | |
| Annual Premium (US$) | 16,676 | | 16,676 | | 16,676 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 34,099 | -4.18% | 38,728 | -2.81% | 34,002 | -4.20% |
| 20 | 51,200 | 0.12% | 52,942 | 0.30% | 50,567 | 0.06% |
| 30 | 52,049 | 0.14% | 56,496 | 0.42% | 55,376 | 0.35% |
| 40 | 54,834 | 0.24% | 59,792 | 0.46% | 59,086 | 0.43% |
| 50 | 56,362 | 0.24% | 63,294 | 0.48% | 62,790 | 0.47% |
| 60 | 57,908 | 0.25% | 66,847 | 0.49% | 66,728 | 0.49% |
| 70 | 59,436 | 0.25% | 70,864 | 0.51% | 70,911 | 0.51% |
| 80 | 61,134 | 0.25% | 75,293 | 0.52% | 75,358 | 0.52% |
| 90 | 63,172 | 0.26% | 80,186 | 0.53% | 80,083 | 0.53% |
| 100 | 65,719 | 0.28% | 85,542 | 0.54% | 85,104 | 0.54% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 64,031 | 2.78% | 60,158 | 2.07% | 60,705 | 2.17% |
| 20 | 140,625 | 5.58% | 132,043 | 5.24% | 137,431 | 5.46% |
| 30 | 273,307 | 6.03% | 258,081 | 5.82% | 271,186 | 6.00% |
| 40 | 533,267 | 6.25% | 479,046 | 5.96% | 542,934 | 6.30% |
| 50 | 1,122,057 | 6.55% | 1,047,086 | 6.40% | 1,101,452 | 6.51% |
| 60 | 2,306,700 | 6.71% | 2,207,448 | 6.63% | 2,263,961 | 6.67% |
| 70 | 4,960,425 | 6.89% | 4,685,961 | 6.80% | 4,685,180 | 6.80% |
| 80 | 10,433,007 | 6.99% | 9,970,682 | 6.93% | 9,728,898 | 6.90% |
| 90 | 21,636,515 | 7.06% | 20,902,496 | 7.01% | 20,238,680 | 6.98% |
| 100 | 43,710,507 | 7.08% | 41,890,823 | 7.03% | 42,138,356 | 7.04% |
| Guaranteed Breakeven (Year) | 17 | | 18 | | 19 | |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium: HK$375,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | | 3 Years | |
| Annual Premium (HK$) | 125,000 | | 125,000 | | 125,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 231,670 | -5.22% | 214,286 | -6.04% | 254,599 | -4.22% |
| 20 | 347,505 | -0.40% | 327,413 | -0.71% | 298,395 | -1.20% |
| 30 | 382,892 | 0.07% | 396,139 | 0.19% | 382,856 | 0.07% |
| 40 | 385,692 | 0.07% | 410,424 | 0.23% | 396,864 | 0.15% |
| 50 | 391,420 | 0.09% | 423,552 | 0.25% | 411,384 | 0.19% |
| 60 | 399,058 | 0.11% | 437,451 | 0.26% | 426,435 | 0.22% |
| 70 | 408,605 | 0.12% | 451,737 | 0.27% | 442,039 | 0.24% |
| 80 | 415,606 | 0.13% | 466,409 | 0.28% | 458,213 | 0.25% |
| 90 | 423,243 | 0.14% | 481,467 | 0.28% | 474,979 | 0.27% |
| 100 | 429,608 | 0.14% | 497,297 | 0.29% | 492,356 | 0.28% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 472,301 | 2.59% | 451,899 | 2.09% | 440,463 | 1.80% |
| 20 | 995,968 | 5.27% | 929,857 | 4.89% | 956,861 | 5.05% |
| 30 | 1,961,567 | 5.87% | 1,855,621 | 5.67% | 1,952,090 | 5.85% |
| 40 | 3,767,469 | 6.09% | 3,539,762 | 5.92% | 3,860,929 | 6.16% |
| 50 | 7,773,544 | 6.38% | 7,215,064 | 6.22% | 7,743,001 | 6.37% |
| 60 | 16,256,687 | 6.59% | 14,585,778 | 6.40% | 15,778,948 | 6.54% |
| 70 | 33,132,319 | 6.71% | 29,691,515 | 6.54% | 32,364,744 | 6.67% |
| 80 | 68,165,012 | 6.81% | 60,655,806 | 6.65% | 66,600,083 | 6.77% |
| 90 | 140,666,645 | 6.88% | 123,159,088 | 6.73% | 137,281,261 | 6.86% |
| 100 | 290,688,567 | 6.95% | 242,159,011 | 6.75% | 283,220,290 | 6.92% |
| Guaranteed Breakeven (Year) | 21 | | 24 | | 27 | |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium: RMB300,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | | 3 Years | |
| Annual Premium (RMB) | 100,000 | | 99,989 | | 99,999 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 220,163 | -3.38% | 236,541 | -2.61% | 204,270 | -4.19% |
| 20 | 311,303 | 0.19% | 329,798 | 0.50% | 308,118 | 0.14% |
| 30 | 321,894 | 0.24% | 351,723 | 0.55% | 348,546 | 0.52% |
| 40 | 334,929 | 0.28% | 379,515 | 0.60% | 372,991 | 0.56% |
| 50 | 348,065 | 0.30% | 410,704 | 0.64% | 399,145 | 0.58% |
| 60 | 362,220 | 0.32% | 441,893 | 0.66% | 427,132 | 0.60% |
| 70 | 376,375 | 0.33% | 477,405 | 0.68% | 457,077 | 0.61% |
| 80 | 395,010 | 0.35% | 517,549 | 0.69% | 492,537 | 0.63% |
| 90 | 410,591 | 0.35% | 562,942 | 0.71% | 530,751 | 0.64% |
| 100 | 428,615 | 0.36% | 613,277 | 0.72% | 571,926 | 0.65% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 367,124 | 2.27% | 363,211 | 2.15% | 369,965 | 2.35% |
| 20 | 815,702 | 5.40% | 733,091 | 4.81% | 847,103 | 5.61% |
| 30 | 1,527,986 | 5.77% | 1,514,726 | 5.74% | 1,649,498 | 6.05% |
| 40 | 3,070,622 | 6.14% | 3,045,015 | 6.12% | 3,323,002 | 6.36% |
| 50 | 6,426,813 | 6.45% | 6,287,631 | 6.40% | 6,789,745 | 6.57% |
| 60 | 13,364,896 | 6.64% | 13,274,849 | 6.63% | 14,083,237 | 6.74% |
| 70 | 28,580,322 | 6.82% | 28,347,099 | 6.81% | 29,403,060 | 6.87% |
| 80 | 61,306,857 | 6.96% | 60,809,915 | 6.95% | 61,589,039 | 6.97% |
| 90 | 131,788,797 | 7.07% | 130,697,438 | 7.06% | 129,217,534 | 7.05% |
| 100 | 275,755,236 | 7.13% | 270,358,353 | 7.11% | 271,318,757 | 7.12% |
| Guaranteed Breakeven (Year) | 17 | | 18 | | 19 | |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium: AUD50,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | | 3 Years | |
| Annual Premium (AUD) | 16,667 | | 16,676 | | 16,667 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 34,081 | -4.18% | 37,389 | -3.19% | 33,947 | -4.22% |
| 20 | 51,155 | 0.12% | 52,170 | 0.22% | 43,209 | -0.77% |
| 30 | 52,021 | 0.14% | 55,620 | 0.37% | 51,755 | 0.12% |
| 40 | 53,192 | 0.16% | 58,916 | 0.42% | 54,241 | 0.21% |
| 50 | 55,093 | 0.20% | 62,521 | 0.46% | 56,845 | 0.26% |
| 60 | 56,417 | 0.20% | 66,435 | 0.48% | 59,574 | 0.30% |
| 70 | 57,588 | 0.20% | 70,504 | 0.50% | 62,432 | 0.32% |
| 80 | 58,895 | 0.21% | 74,881 | 0.51% | 65,429 | 0.34% |
| 90 | 60,388 | 0.21% | 79,516 | 0.52% | 68,570 | 0.36% |
| 100 | 61,780 | 0.21% | 84,460 | 0.53% | 71,862 | 0.37% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 58,947 | 1.84% | 58,504 | 1.75% | 59,534 | 1.96% |
| 20 | 123,424 | 4.87% | 117,771 | 4.61% | 125,206 | 4.95% |
| 30 | 221,265 | 5.26% | 240,932 | 5.57% | 253,436 | 5.75% |
| 40 | 441,156 | 5.74% | 470,854 | 5.91% | 497,021 | 6.06% |
| 50 | 963,502 | 6.22% | 958,446 | 6.21% | 988,547 | 6.28% |
| 60 | 1,992,573 | 6.44% | 1,979,974 | 6.43% | 1,995,442 | 6.45% |
| 70 | 4,151,742 | 6.61% | 4,120,479 | 6.60% | 4,050,916 | 6.57% |
| 80 | 8,677,221 | 6.74% | 8,598,033 | 6.73% | 8,246,561 | 6.67% |
| 90 | 18,112,311 | 6.84% | 17,957,808 | 6.83% | 16,812,798 | 6.75% |
| 100 | 36,634,900 | 6.89% | 36,152,969 | 6.87% | 34,301,520 | 6.82% |
| Guaranteed Breakeven (Year) | 17 | | 19 | | 25 | |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium: CAD50,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | | 3 Years | |
| Annual Premium (CAD) | 16,667 | | 16,676 | | 16,667 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 29,565 | -5.69% | 27,347 | -6.51% | 33,947 | -4.22% |
| 20 | 43,779 | -0.70% | 39,243 | -1.27% | 39,786 | -1.20% |
| 30 | 50,622 | 0.04% | 52,839 | 0.19% | 51,048 | 0.07% |
| 40 | 51,030 | 0.05% | 54,745 | 0.23% | 52,917 | 0.15% |
| 50 | 51,522 | 0.06% | 56,238 | 0.24% | 54,853 | 0.19% |
| 60 | 52,389 | 0.08% | 57,783 | 0.24% | 56,860 | 0.22% |
| 70 | 53,051 | 0.09% | 59,431 | 0.25% | 58,939 | 0.24% |
| 80 | 54,155 | 0.10% | 61,079 | 0.25% | 61,095 | 0.25% |
| 90 | 54,885 | 0.10% | 62,779 | 0.26% | 63,331 | 0.27% |
| 100 | 55,870 | 0.11% | 64,529 | 0.26% | 65,648 | 0.28% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 59,358 | 1.92% | 58,262 | 1.71% | 59,953 | 2.04% |
| 20 | 126,095 | 4.98% | 114,258 | 4.44% | 127,973 | 5.07% |
| 30 | 244,715 | 5.62% | 234,346 | 5.47% | 271,255 | 6.00% |
| 40 | 483,962 | 5.99% | 465,962 | 5.89% | 544,820 | 6.31% |
| 50 | 976,326 | 6.25% | 938,026 | 6.16% | 1,107,060 | 6.52% |
| 60 | 2,095,778 | 6.53% | 1,919,946 | 6.37% | 2,278,315 | 6.68% |
| 70 | 4,301,789 | 6.67% | 3,962,240 | 6.54% | 4,701,304 | 6.80% |
| 80 | 8,798,424 | 6.76% | 8,201,349 | 6.67% | 9,697,322 | 6.89% |
| 90 | 18,421,026 | 6.86% | 16,992,296 | 6.77% | 20,031,584 | 6.96% |
| 100 | 37,389,021 | 6.91% | 33,898,706 | 6.80% | 41,407,466 | 7.02% |
| Guaranteed Breakeven (Year) | 23 | | 24 | | 27 | |
| Projected Total Breakeven (Year) | 7 | | 8 | | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium: GBP50,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | | 3 Years | |
| Annual Premium (GBP) | 10,000 | | 10,005 | | 10,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 16,670 | -6.33% | 12,731 | -9.12% | 17,302 | -5.95% |
| 20 | 23,941 | -1.18% | 14,307 | -3.83% | 20,760 | -1.92% |
| 30 | 28,513 | -0.18% | 19,900 | -1.41% | 26,835 | -0.38% |
| 40 | 30,295 | 0.03% | 30,931 | 0.08% | 30,748 | 0.06% |
| 50 | 30,540 | 0.04% | 31,580 | 0.10% | 31,088 | 0.07% |
| 60 | 30,876 | 0.05% | 32,229 | 0.12% | 31,431 | 0.08% |
| 70 | 31,039 | 0.05% | 32,909 | 0.13% | 31,778 | 0.08% |
| 80 | 31,232 | 0.05% | 33,588 | 0.14% | 32,130 | 0.09% |
| 90 | 31,446 | 0.05% | 34,423 | 0.15% | 32,485 | 0.09% |
| 100 | 31,670 | 0.05% | 35,442 | 0.17% | 32,844 | 0.09% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 33,095 | 1.10% | 32,980 | 1.05% | 31,283 | 0.47% |
| 20 | 63,738 | 4.04% | 59,273 | 3.64% | 64,683 | 4.12% |
| 30 | 110,145 | 4.58% | 110,131 | 4.58% | 129,127 | 5.16% |
| 40 | 206,597 | 5.07% | 203,921 | 5.03% | 243,196 | 5.51% |
| 50 | 390,029 | 5.37% | 386,068 | 5.35% | 451,479 | 5.69% |
| 60 | 779,326 | 5.67% | 746,952 | 5.60% | 853,021 | 5.84% |
| 70 | 1,620,393 | 5.95% | 1,461,851 | 5.79% | 1,625,022 | 5.95% |
| 80 | 3,223,132 | 6.10% | 2,875,267 | 5.94% | 3,108,237 | 6.05% |
| 90 | 6,517,904 | 6.23% | 5,666,970 | 6.06% | 5,958,667 | 6.12% |
| 100 | 13,696,751 | 6.38% | 10,756,256 | 6.12% | 11,436,557 | 6.19% |
| Guaranteed Breakeven (Year) | 32 | | 39 | | 35 | |
| Projected Total Breakeven (Year) | 8 | | 9 | | 10 | |


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* Use Age 1 (Age Next Birthday)

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# Return Comparison of Similar Products in the Market

There is no 3 years Premium Payment Term EUR product among market (As of January 2023)

**Insured: Male, Age 0, 3 years Premium Payment Term,**

**Total Premium: EUR35,000**

| Company | AIA | |
|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | |
| Premium Payment Term | 3 Years | |
| Annual Premium (EUR) | 35,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | |
| 10 | 19,449 | -6.33% |
| 20 | 27,932 | -1.18% |
| 30 | 33,266 | -0.18% |
| 40 | 35,346 | 0.03% |
| 50 | 35,631 | 0.04% |
| 60 | 36,023 | 0.05% |
| 70 | 36,248 | 0.05% |
| 80 | 36,439 | 0.05% |
| 90 | 36,688 | 0.05% |
| 100 | 36,949 | 0.05% |
| Policy Year | Projected Total Surrender Value / Projected IRR | |
| 10 | 37,777 | 0.85% |
| 20 | 69,729 | 3.69% |
| 30 | 122,216 | 4.40% |
| 40 | 230,466 | 4.95% |
| 50 | 418,514 | 5.19% |
| 60 | 789,395 | 5.42% |
| 70 | 1,517,399 | 5.61% |
| 80 | 2,909,680 | 5.75% |
| 90 | 5,574,037 | 5.86% |
| 100 | 10,508,464 | 5.93% |
| Guaranteed Breakeven (Year) | 32 | |
| Projected Total Breakeven (Year) | 8 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 3 years Premium Payment Term, Total Premium : SGD60,000

| Company | AIA | | ManX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | |
| Premium Payment Term | 3 Years | | 3 Years | |
| Annual Premium (SGD) | 20,000 | | 20,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 34,684 | -5.92% | 34,604 | -5.94% |
| 20 | 50,509 | -0.90% | 41,520 | -1.92% |
| 30 | 60,183 | 0.01% | 53,670 | -0.38% |
| 40 | 61,507 | 0.06% | 61,496 | 0.06% |
| 50 | 62,200 | 0.07% | 62,176 | 0.07% |
| 60 | 62,994 | 0.08% | 62,863 | 0.08% |
| 70 | 63,605 | 0.08% | 63,556 | 0.08% |
| 80 | 64,318 | 0.09% | 64,260 | 0.09% |
| 90 | 65,031 | 0.09% | 64,970 | 0.09% |
| 100 | 65,743 | 0.09% | 65,688 | 0.09% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 66,344 | 1.12% | 62,638 | 0.48% |
| 20 | 134,861 | 4.35% | 130,701 | 4.18% |
| 30 | 261,158 | 5.20% | 260,736 | 5.19% |
| 40 | 475,670 | 5.45% | 491,058 | 5.54% |
| 50 | 962,262 | 5.82% | 911,777 | 5.71% |
| 60 | 1,887,349 | 6.02% | 1,722,859 | 5.85% |
| 70 | 3,754,372 | 6.18% | 3,282,361 | 5.97% |
| 80 | 7,530,808 | 6.31% | 6,278,577 | 6.06% |
| 90 | 15,186,409 | 6.41% | 12,036,677 | 6.14% |
| 100 | 30,902,441 | 6.51% | 23,102,451 | 6.20% |
| Guaranteed Breakeven (Year) | 28 | | 35 | |
| Projected Total Breakeven (Year) | 7 | | 10 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: US$500,000

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | | 5 Years | | 5 Years | |
| Annual Premium(US$) | 100,000 | | 100,000 | | 100,000 | | 100,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | | | |
| 10 | 315,519 | -5.63% | 376,000 | -3.52% | 315,485 | -5.63% | 120,642 | -16.63% |
| 20 | 507,708 | 0.09% | 514,000 | 0.15% | 505,015 | 0.06% | 317,294 | -2.50% |
| 30 | 517,985 | 0.13% | 548,500 | 0.33% | 551,790 | 0.35% | 509,763 | 0.07% |
| 40 | 546,557 | 0.23% | 580,500 | 0.39% | 586,955 | 0.42% | 526,499 | 0.14% |
| 50 | 561,151 | 0.24% | 614,500 | 0.43% | 623,140 | 0.46% | 552,301 | 0.21% |
| 60 | 577,595 | 0.25% | 649,000 | 0.45% | 661,555 | 0.48% | 564,854 | 0.21% |
| 70 | 598,150 | 0.26% | 688,000 | 0.47% | 702,335 | 0.50% | 577,406 | 0.21% |
| 80 | 623,844 | 0.28% | 731,000 | 0.49% | 745,630 | 0.51% | 589,261 | 0.21% |
| 90 | 650,565 | 0.30% | 778,500 | 0.50% | 791,600 | 0.52% | 601,813 | 0.21% |
| 100 | 684,481 | 0.32% | 830,500 | 0.52% | 840,395 | 0.53% | 614,365 | 0.21% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 611,595 | 2.54% | 584,050 | 1.96% | 589,140 | 2.07% | 569,333 | 1.63% |
| 20 | 1,329,943 | 5.57% | 1,281,950 | 5.35% | 1,290,142 | 5.39% | 1,180,775 | 4.88% |
| 30 | 2,606,447 | 6.06% | 2,505,600 | 5.91% | 2,461,964 | 5.85% | 2,426,476 | 5.79% |
| 40 | 5,040,152 | 6.26% | 4,650,850 | 6.04% | 4,870,061 | 6.16% | 4,667,889 | 6.05% |
| 50 | 10,596,813 | 6.56% | 10,165,700 | 6.47% | 10,089,917 | 6.45% | 9,493,721 | 6.32% |
| 60 | 22,303,996 | 6.76% | 21,431,150 | 6.69% | 21,044,003 | 6.65% | 19,567,315 | 6.52% |
| 70 | 47,014,697 | 6.90% | 45,493,950 | 6.85% | 44,292,811 | 6.81% | 40,702,045 | 6.68% |
| 80 | 100,195,733 | 7.03% | 96,801,000 | 6.98% | 93,518,969 | 6.93% | 85,261,863 | 6.80% |
| 90 | 210,288,381 | 7.10% | 202,933,200 | 7.06% | 197,822,282 | 7.03% | 179,679,549 | 6.91% |
| 100 | 426,776,952 | 7.12% | 406,699,700 | 7.07% | 411,160,920 | 7.08% | 380,704,035 | 7.00% |
| Guaranteed Breakeven (Year) | 18 | | 19 | | 19 | | 25 | |
| Projected Total Breakeven (Year) | 8 | | 8 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: HK$3,750,000

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | | 5 Years | | 5 Years | |
| Annual Premium(HK$) | 750,000 | | 750,000 | | 750,000 | | 750,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | | | |
| 10 | 1,950,154 | -7.93% | 2,081,250 | -7.16% | 2,297,700 | -5.98% | 904,812 | -16.63% |
| 20 | 3,193,474 | -0.89% | 3,180,000 | -0.91% | 2,941,275 | -1.34% | 2,379,707 | -2.50% |
| 30 | 3,771,583 | 0.02% | 3,847,500 | 0.09% | 3,817,800 | 0.06% | 3,823,222 | 0.07% |
| 40 | 3,837,102 | 0.06% | 3,986,250 | 0.16% | 3,953,550 | 0.14% | 3,948,745 | 0.14% |
| 50 | 3,915,724 | 0.09% | 4,113,750 | 0.19% | 4,094,138 | 0.18% | 4,142,260 | 0.21% |
| 60 | 3,997,431 | 0.11% | 4,248,750 | 0.22% | 4,239,713 | 0.21% | 4,236,402 | 0.21% |
| 70 | 4,096,865 | 0.13% | 4,387,500 | 0.23% | 4,390,463 | 0.23% | 4,330,544 | 0.21% |
| 80 | 4,182,425 | 0.14% | 4,530,000 | 0.24% | 4,546,538 | 0.25% | 4,419,456 | 0.21% |
| 90 | 4,278,777 | 0.15% | 4,676,250 | 0.25% | 4,708,200 | 0.26% | 4,513,599 | 0.21% |
| 100 | 4,355,087 | 0.15% | 4,830,000 | 0.26% | 4,875,638 | 0.27% | 4,607,741 | 0.21% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 4,532,151 | 2.39% | 4,389,750 | 1.98% | 4,286,840 | 1.68% | 4,187,312 | 1.39% |
| 20 | 9,329,909 | 5.18% | 9,032,625 | 4.99% | 9,047,778 | 5.00% | 8,624,613 | 4.72% |
| 30 | 18,733,478 | 5.90% | 18,025,500 | 5.76% | 18,132,092 | 5.78% | 17,486,433 | 5.64% |
| 40 | 36,306,524 | 6.15% | 34,385,250 | 6.00% | 35,071,197 | 6.05% | 33,886,162 | 5.95% |
| 50 | 74,327,460 | 6.41% | 70,087,125 | 6.28% | 71,664,188 | 6.33% | 67,861,685 | 6.21% |
| 60 | 153,439,744 | 6.60% | 141,686,250 | 6.45% | 148,078,997 | 6.54% | 137,174,884 | 6.40% |
| 70 | 320,557,604 | 6.75% | 288,423,375 | 6.59% | 308,936,678 | 6.70% | 278,770,552 | 6.53% |
| 80 | 669,267,451 | 6.87% | 589,210,500 | 6.69% | 646,454,567 | 6.82% | 568,360,199 | 6.64% |
| 90 | 1,404,192,561 | 6.96% | 1,196,367,375 | 6.77% | 1,355,067,656 | 6.92% | 1,161,257,875 | 6.73% |
| 100 | 2,875,970,783 | 7.01% | 2,352,332,625 | 6.79% | 2,790,625,166 | 6.98% | 2,376,238,913 | 6.80% |
| Guaranteed Breakeven (Year) | 24 | | 25 | | 27 | | 25 | |
| Projected Total Breakeven (Year) | 8 | | 8 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: RMB3,000,000

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | | 5 Years | | 5 Years | |
| Annual Premium(RMB) | 600,000 | | 600,000 | | 600,000 | | 600,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | | | |
| 10 | 1,967,112 | -5.17% | 2,298,000 | -3.29% | 1,909,620 | -5.53% | 723,849 | -16.63% |
| 20 | 3,083,248 | 0.15% | 3,204,000 | 0.37% | 3,076,800 | 0.14% | 1,903,766 | -2.50% |
| 30 | 3,183,761 | 0.21% | 3,417,000 | 0.47% | 3,432,240 | 0.48% | 3,100,418 | 0.12% |
| 40 | 3,348,407 | 0.29% | 3,687,000 | 0.54% | 3,680,220 | 0.54% | 3,217,573 | 0.18% |
| 50 | 3,484,070 | 0.31% | 3,990,000 | 0.60% | 3,946,110 | 0.57% | 3,393,305 | 0.26% |
| 60 | 3,632,066 | 0.33% | 4,293,000 | 0.62% | 4,231,200 | 0.59% | 3,485,355 | 0.26% |
| 70 | 3,805,961 | 0.35% | 4,638,000 | 0.64% | 4,536,870 | 0.61% | 3,581,590 | 0.26% |
| 80 | 3,995,889 | 0.37% | 5,028,000 | 0.66% | 4,888,860 | 0.63% | 3,673,640 | 0.26% |
| 90 | 4,205,550 | 0.38% | 5,469,000 | 0.68% | 5,268,150 | 0.64% | 3,769,874 | 0.26% |
| 100 | 4,433,710 | 0.40% | 5,958,000 | 0.70% | 5,676,870 | 0.65% | 3,870,293 | 0.26% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 3,533,800 | 2.06% | 3,528,600 | 2.04% | 3,589,341 | 2.26% | 3,506,868 | 1.97% |
| 20 | 7,652,726 | 5.32% | 7,122,000 | 4.91% | 7,920,308 | 5.52% | 7,609,931 | 5.29% |
| 30 | 14,761,074 | 5.84% | 14,715,600 | 5.83% | 14,958,210 | 5.89% | 16,231,301 | 6.20% |
| 40 | 29,699,915 | 6.21% | 29,582,400 | 6.20% | 29,702,310 | 6.21% | 30,856,029 | 6.31% |
| 50 | 61,376,225 | 6.48% | 61,084,500 | 6.47% | 61,779,241 | 6.50% | 62,612,143 | 6.53% |
| 60 | 129,681,151 | 6.70% | 128,965,500 | 6.69% | 129,589,811 | 6.70% | 128,911,967 | 6.69% |
| 70 | 277,178,536 | 6.88% | 275,392,800 | 6.87% | 272,894,950 | 6.85% | 268,363,511 | 6.82% |
| 80 | 595,121,227 | 7.01% | 590,769,900 | 7.00% | 576,354,704 | 6.97% | 563,842,456 | 6.94% |
| 90 | 1,280,238,542 | 7.12% | 1,269,729,000 | 7.11% | 1,219,341,705 | 7.06% | 1,194,424,653 | 7.03% |
| 100 | 2,670,202,477 | 7.17% | 2,626,538,400 | 7.15% | 2,534,509,705 | 7.11% | 2,549,691,511 | 7.12% |
| Guaranteed Breakeven (Year) | 18 | | 19 | | 19 | | 25 | |
| Projected Total Breakeven (Year) | 8 | | 8 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: AUD500,000

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | | 5 Years | | 5 Years | |
| Annual Premium(AUD) | 100,000 | | 100,000 | | 100,000 | | 100,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | | | |
| 10 | 315,519 | -5.63% | 363,000 | -3.94% | 306,960 | -5.96% | 120,642 | -16.63% |
| 20 | 507,708 | 0.09% | 506,500 | 0.07% | 409,885 | -1.10% | 317,294 | -2.50% |
| 30 | 517,985 | 0.13% | 540,000 | 0.28% | 516,915 | 0.12% | 509,763 | 0.07% |
| 40 | 530,010 | 0.15% | 572,000 | 0.35% | 540,650 | 0.21% | 526,499 | 0.14% |
| 50 | 554,573 | 0.22% | 607,000 | 0.40% | 565,480 | 0.26% | 552,301 | 0.21% |
| 60 | 567,215 | 0.22% | 645,000 | 0.44% | 591,450 | 0.29% | 564,854 | 0.21% |
| 70 | 580,678 | 0.22% | 684,500 | 0.46% | 618,610 | 0.31% | 577,406 | 0.21% |
| 80 | 594,142 | 0.22% | 727,000 | 0.48% | 647,015 | 0.33% | 589,261 | 0.21% |
| 90 | 608,325 | 0.22% | 772,000 | 0.49% | 676,730 | 0.34% | 601,813 | 0.21% |
| 100 | 622,919 | 0.22% | 820,000 | 0.51% | 707,805 | 0.36% | 614,365 | 0.21% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 565,295 | 1.54% | 568,000 | 1.60% | 575,356 | 1.77% | 567,266 | 1.59% |
| 20 | 1,113,606 | 4.54% | 1,143,400 | 4.69% | 1,159,157 | 4.77% | 1,166,182 | 4.80% |
| 30 | 2,159,020 | 5.35% | 2,339,150 | 5.65% | 2,259,287 | 5.52% | 2,420,026 | 5.78% |
| 40 | 4,274,027 | 5.80% | 4,571,400 | 5.99% | 4,362,320 | 5.86% | 4,600,713 | 6.00% |
| 50 | 9,327,618 | 6.28% | 9,305,300 | 6.27% | 8,838,625 | 6.16% | 9,223,885 | 6.25% |
| 60 | 19,399,904 | 6.50% | 19,223,050 | 6.49% | 18,071,437 | 6.37% | 18,758,806 | 6.44% |
| 70 | 40,187,490 | 6.66% | 40,004,650 | 6.65% | 37,295,803 | 6.54% | 38,549,547 | 6.59% |
| 80 | 84,387,913 | 6.79% | 83,476,050 | 6.78% | 77,180,871 | 6.67% | 79,886,650 | 6.72% |
| 90 | 175,654,952 | 6.88% | 174,347,650 | 6.87% | 159,989,006 | 6.77% | 166,773,186 | 6.82% |
| 100 | 359,306,705 | 6.94% | 350,999,700 | 6.91% | 325,820,755 | 6.83% | 350,526,430 | 6.91% |
| Guaranteed Breakeven (Year) | 18 | | 20 | | 25 | | 25 | |
| Projected Total Breakeven (Year) | 8 | | 9 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: CAD500,000

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | | 5 Years | | 5 Years | |
| Annual Premium(CAD) | 100,000 | | 100,000 | | 100,000 | | 100,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | | | |
| 10 | 251,696 | -8.31% | 265,500 | -7.68% | 306,360 | -5.98% | 120,642 | -16.63% |
| 20 | 383,145 | -1.47% | 381,000 | -1.50% | 392,170 | -1.34% | 317,294 | -2.50% |
| 30 | 501,439 | 0.01% | 513,000 | 0.09% | 509,040 | 0.06% | 509,763 | 0.07% |
| 40 | 505,755 | 0.03% | 531,500 | 0.16% | 527,140 | 0.14% | 526,499 | 0.14% |
| 50 | 512,230 | 0.05% | 546,000 | 0.18% | 545,885 | 0.18% | 552,301 | 0.21% |
| 60 | 523,741 | 0.08% | 561,000 | 0.20% | 565,295 | 0.21% | 564,854 | 0.21% |
| 70 | 531,552 | 0.09% | 577,000 | 0.21% | 585,395 | 0.23% | 577,406 | 0.21% |
| 80 | 544,399 | 0.11% | 593,000 | 0.22% | 606,205 | 0.25% | 589,261 | 0.21% |
| 90 | 551,285 | 0.11% | 609,500 | 0.23% | 627,760 | 0.26% | 601,813 | 0.21% |
| 100 | 562,384 | 0.12% | 626,500 | 0.23% | 650,085 | 0.27% | 614,365 | 0.21% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 569,505 | 1.64% | 565,650 | 1.55% | 580,946 | 1.89% | 565,890 | 1.56% |
| 20 | 1,159,888 | 4.77% | 1,109,300 | 4.52% | 1,208,226 | 5.01% | 1,152,399 | 4.74% |
| 30 | 2,427,610 | 5.79% | 2,275,200 | 5.55% | 2,466,554 | 5.85% | 2,416,340 | 5.78% |
| 40 | 4,577,269 | 5.99% | 4,523,900 | 5.96% | 4,881,759 | 6.17% | 4,550,840 | 5.97% |
| 50 | 9,271,631 | 6.26% | 9,107,050 | 6.22% | 10,077,330 | 6.45% | 9,115,950 | 6.23% |
| 60 | 20,006,995 | 6.56% | 18,640,250 | 6.43% | 21,023,695 | 6.65% | 18,433,414 | 6.41% |
| 70 | 41,302,666 | 6.70% | 38,468,350 | 6.59% | 43,894,527 | 6.80% | 37,471,241 | 6.55% |
| 80 | 84,998,277 | 6.80% | 79,624,750 | 6.71% | 91,885,568 | 6.91% | 76,422,389 | 6.65% |
| 90 | 176,750,051 | 6.89% | 164,973,750 | 6.81% | 192,643,072 | 6.99% | 156,203,696 | 6.74% |
| 100 | 353,744,997 | 6.92% | 329,113,650 | 6.84% | 396,765,527 | 7.05% | 319,770,051 | 6.81% |
| Guaranteed Breakeven (Year) | 29 | | 25 | | 27 | | 25 | |
| Projected Total Breakeven (Year) | 8 | | 9 | | 8 | | 8 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: GBP300,000

| Company | AIA | | PruX* | | ManX | | AXX | |
|---|---|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | EverXreen Wealth Multi-Currency Plan | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | | 5 Years | | 5 Years | |
| Annual Premium(GBP) | 60,000 | | 60,000 | | 60,000 | | 60,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | | | |
| 10 | 124,131 | -10.58% | 123,600 | -10.63% | 160,356 | -7.60% | 16,318 | -31.72% |
| 20 | 139,424 | -4.18% | 138,900 | -4.20% | 207,279 | -2.04% | 37,238 | -11.01% |
| 30 | 202,076 | -1.40% | 193,200 | -1.56% | 267,933 | -0.40% | 85,774 | -4.38% |
| 40 | 301,171 | 0.01% | 300,300 | 0.00% | 306,150 | 0.05% | 305,439 | 0.05% |
| 50 | 302,898 | 0.02% | 306,600 | 0.05% | 309,225 | 0.06% | 310,879 | 0.07% |
| 60 | 308,201 | 0.05% | 312,900 | 0.07% | 312,333 | 0.07% | 316,736 | 0.09% |
| 70 | 310,113 | 0.05% | 319,500 | 0.09% | 315,471 | 0.07% | 322,594 | 0.11% |
| 80 | 311,963 | 0.05% | 326,100 | 0.11% | 318,639 | 0.08% | 328,452 | 0.12% |
| 90 | 313,813 | 0.05% | 334,200 | 0.12% | 321,840 | 0.08% | 334,310 | 0.12% |
| 100 | 315,724 | 0.05% | 344,100 | 0.14% | 325,074 | 0.08% | 340,586 | 0.13% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | | | |
| 10 | 320,486 | 0.83% | 320,190 | 0.82% | 307,306 | 0.30% | 315,279 | 0.62% |
| 20 | 584,241 | 3.76% | 575,460 | 3.68% | 607,287 | 3.99% | 580,125 | 3.72% |
| 30 | 1,106,227 | 4.76% | 1,069,230 | 4.64% | 1,157,675 | 4.93% | 1,169,983 | 4.97% |
| 40 | 2,008,451 | 5.12% | 1,979,820 | 5.08% | 2,135,962 | 5.29% | 2,280,272 | 5.47% |
| 50 | 3,774,003 | 5.41% | 3,748,230 | 5.40% | 4,052,197 | 5.57% | 4,398,577 | 5.75% |
| 60 | 7,495,981 | 5.70% | 7,251,960 | 5.64% | 7,769,907 | 5.77% | 8,603,808 | 5.95% |
| 70 | 15,426,686 | 5.96% | 14,192,730 | 5.83% | 15,071,670 | 5.92% | 16,981,822 | 6.11% |
| 80 | 30,736,044 | 6.11% | 27,915,210 | 5.98% | 29,342,623 | 6.05% | 33,740,874 | 6.24% |
| 90 | 62,469,585 | 6.25% | 55,019,130 | 6.10% | 57,257,939 | 6.15% | 67,396,097 | 6.34% |
| 100 | 135,234,928 | 6.43% | 104,429,670 | 6.15% | 109,796,501 | 6.20% | 135,231,245 | 6.43% |
| Guaranteed Breakeven (Year) | 34 | | 40 | | 35 | | 35 | |
| Projected Total Breakeven (Year) | 10 | | 10 | | 10 | | 9 | |

* Use Age 1 (Age Next Birthday)


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: EUR350,000

| Company | AIA | | AXX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | XortuneXtra | |
| Premium Payment Term | 5 Years | | 5 Years | |
| Annual Premium(EUR) | 70,000 | | 70,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 144,820 | -10.58% | 19,038 | -31.72% |
| 20 | 162,662 | -4.18% | 43,445 | -11.01% |
| 30 | 235,755 | -1.40% | 100,070 | -4.38% |
| 40 | 351,367 | 0.01% | 356,346 | 0.05% |
| 50 | 353,381 | 0.02% | 362,692 | 0.07% |
| 60 | 359,568 | 0.05% | 369,526 | 0.09% |
| 70 | 361,798 | 0.05% | 376,360 | 0.11% |
| 80 | 363,957 | 0.05% | 383,194 | 0.12% |
| 90 | 366,115 | 0.05% | 390,028 | 0.12% |
| 100 | 368,345 | 0.05% | 397,350 | 0.13% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 358,026 | 0.28% | 351,912 | 0.07% |
| 20 | 656,847 | 3.55% | 655,800 | 3.54% |
| 30 | 1,229,852 | 4.58% | 1,226,277 | 4.57% |
| 40 | 2,240,570 | 5.00% | 2,231,365 | 4.99% |
| 50 | 4,055,723 | 5.23% | 4,038,410 | 5.22% |
| 60 | 7,621,398 | 5.45% | 7,579,033 | 5.44% |
| 70 | 14,459,719 | 5.62% | 14,392,700 | 5.61% |
| 80 | 27,701,762 | 5.76% | 27,584,727 | 5.75% |
| 90 | 53,593,631 | 5.88% | 53,277,446 | 5.87% |
| 100 | 106,052,233 | 6.00% | 103,600,632 | 5.97% |
| Guaranteed Breakeven (Year) | 34 | | 35 | |
| Projected Total Breakeven (Year) | 10 | | 10 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 5 years Premium Payment Term, Total Premium: SGD600,000

| Company | AIA | | PruX* | | ManX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **EverXreen Wealth Multi-Currency Plan** | | **ManXGlobal Xaver** | |
| **Premium Payment Term** | 5 Years | | 5 Years | | 5 Years | |
| **Annual Premium (SGD)** | 120,000 | | 120,000 | | 120,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 321,151 | -7.59% | 320,712 | -7.60% | 144,770 | -16.63% |
| 20 | 415,005 | -2.03% | 414,558 | -2.04% | 380,753 | -2.50% |
| 30 | 567,318 | -0.20% | 535,866 | -0.40% | 611,716 | 0.07% |
| 40 | 602,467 | 0.01% | 612,300 | 0.05% | 631,799 | 0.14% |
| 50 | 608,880 | 0.03% | 618,450 | 0.06% | 662,762 | 0.21% |
| 60 | 629,969 | 0.08% | 624,666 | 0.07% | 677,825 | 0.21% |
| 70 | 636,629 | 0.09% | 630,942 | 0.07% | 692,887 | 0.21% |
| 80 | 644,645 | 0.09% | 637,278 | 0.08% | 707,113 | 0.21% |
| 90 | 651,182 | 0.09% | 643,680 | 0.08% | 722,176 | 0.21% |
| 100 | 658,212 | 0.09% | 650,148 | 0.08% | 737,239 | 0.21% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 642,426 | 0.86% | 615,448 | 0.32% | 635,257 | 0.72% |
| 20 | 1,269,459 | 4.24% | 1,228,681 | 4.05% | 1,265,124 | 4.22% |
| 30 | 2,610,943 | 5.38% | 2,337,340 | 4.97% | 2,604,321 | 5.37% |
| 40 | 4,627,096 | 5.51% | 4,309,760 | 5.32% | 4,593,677 | 5.49% |
| 50 | 9,228,468 | 5.85% | 8,168,179 | 5.58% | 8,858,372 | 5.76% |
| 60 | 18,193,829 | 6.05% | 15,648,055 | 5.78% | 17,317,476 | 5.96% |
| 70 | 36,202,933 | 6.21% | 30,325,014 | 5.93% | 34,170,901 | 6.12% |
| 80 | 72,553,435 | 6.34% | 58,983,897 | 6.05% | 67,909,964 | 6.25% |
| 90 | 146,294,364 | 6.44% | 114,991,087 | 6.15% | 135,785,295 | 6.35% |
| 100 | 296,569,665 | 6.53% | 220,297,676 | 6.21% | 272,966,900 | 6.44% |
| **Guaranteed Breakeven (Year)** | 32 | | 35 | | 25 | |
| **Projected Total Breakeven (Year)** | 9 | | 10 | | 9 | |


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* Use Age 1 (Age Next Birthday)

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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: USD500,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | ManXGlobal Xaver | | XortuneXtra | |
| Premium Payment Term | 10 Years | | 10 Years | | 10 Years | |
| Annual Premium (USD) | 50,000 | | 50,000 | | 50,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | | | |
| 10 | 278,624 | -10.98% | 277,355 | -11.07% | 115,546 | -29.56% |
| 20 | 430,104 | -0.97% | 384,910 | -1.68% | 257,703 | -4.23% |
| 30 | 505,178 | 0.04% | 531,235 | 0.24% | 504,202 | 0.03% |
| 40 | 529,216 | 0.16% | 547,390 | 0.26% | 517,507 | 0.10% |
| 50 | 546,154 | 0.19% | 573,670 | 0.30% | 539,916 | 0.17% |
| 60 | 561,760 | 0.21% | 601,210 | 0.33% | 550,420 | 0.17% |
| 70 | 577,441 | 0.22% | 630,070 | 0.35% | 561,625 | 0.18% |
| 80 | 599,260 | 0.24% | 660,315 | 0.37% | 571,428 | 0.18% |
| 90 | 629,660 | 0.27% | 692,015 | 0.38% | 582,633 | 0.18% |
| 100 | 659,320 | 0.29% | 725,235 | 0.39% | 593,837 | 0.18% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | | | |
| 10 | 533,864 | 1.19% | 514,369 | 0.51% | 500,419 | 0.02% |
| 20 | 1,094,599 | 5.12% | 1,040,093 | 4.78% | 1,005,930 | 4.56% |
| 30 | 2,181,763 | 5.89% | 2,091,766 | 5.72% | 2,017,192 | 5.57% |
| 40 | 4,226,017 | 6.15% | 4,039,364 | 6.02% | 4,038,446 | 6.02% |
| 50 | 8,612,081 | 6.42% | 8,209,849 | 6.31% | 8,166,173 | 6.30% |
| 60 | 17,756,792 | 6.61% | 16,968,935 | 6.52% | 16,725,246 | 6.50% |
| 70 | 37,062,813 | 6.77% | 35,352,125 | 6.69% | 34,511,369 | 6.65% |
| 80 | 77,672,897 | 6.89% | 73,949,169 | 6.82% | 71,539,769 | 6.77% |
| 90 | 163,085,227 | 6.98% | 154,978,976 | 6.92% | 148,764,096 | 6.87% |
| 100 | 339,689,689 | 7.05% | 325,111,583 | 7.00% | 310,067,037 | 6.94% |
| Guaranteed Breakeven (Year) | 24 | | 25 | | 28 | |
| Projected Total Breakeven (Year) | 10 | | 10 | | 10 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: HKD3,750,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | | **XortuneXtra** | |
| **Premium Payment Term** | 10 Years | | 10 Years | | 10 Years | |
| **Annual Premium (HKD)** | 375,000 | | 375,000 | | 375,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 1,721,893 | -14.82% | 2,037,375 | -11.48% | 866,597 | -29.56% |
| 20 | 2,703,772 | -2.10% | 2,872,050 | -1.71% | 1,932,773 | -4.23% |
| 30 | 3,759,985 | 0.01% | 3,800,025 | 0.05% | 3,781,513 | 0.03% |
| 40 | 3,794,933 | 0.03% | 3,903,863 | 0.11% | 3,881,303 | 0.10% |
| 50 | 3,877,034 | 0.07% | 4,062,863 | 0.18% | 4,049,370 | 0.17% |
| 60 | 3,926,960 | 0.08% | 4,155,188 | 0.19% | 4,128,151 | 0.17% |
| 70 | 3,985,762 | 0.09% | 4,239,038 | 0.19% | 4,212,185 | 0.18% |
| 80 | 4,075,074 | 0.11% | 4,324,613 | 0.19% | 4,285,714 | 0.18% |
| 90 | 4,212,648 | 0.14% | 4,411,875 | 0.19% | 4,369,748 | 0.18% |
| 100 | 4,298,631 | 0.14% | 4,500,900 | 0.19% | 4,453,782 | 0.18% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 3,886,102 | 0.65% | 3,744,557 | -0.03% | 3,524,915 | -1.13% |
| 20 | 7,894,831 | 4.86% | 7,560,251 | 4.57% | 7,312,392 | 4.35% |
| 30 | 15,701,730 | 5.72% | 15,059,624 | 5.55% | 14,511,205 | 5.40% |
| 40 | 29,919,174 | 5.98% | 28,605,021 | 5.85% | 28,586,301 | 5.85% |
| 50 | 60,153,909 | 6.25% | 57,357,125 | 6.14% | 56,893,281 | 6.13% |
| 60 | 122,502,779 | 6.45% | 117,102,381 | 6.37% | 114,634,570 | 6.33% |
| 70 | 253,195,733 | 6.62% | 241,579,318 | 6.54% | 232,536,738 | 6.48% |
| 80 | 525,637,704 | 6.74% | 500,576,947 | 6.67% | 473,632,262 | 6.59% |
| 90 | 1,093,430,390 | 6.84% | 1,039,366,287 | 6.78% | 967,113,158 | 6.69% |
| 100 | 2,256,382,612 | 6.91% | 2,160,155,458 | 6.86% | 1,978,078,465 | 6.76% |
| **Guaranteed Breakeven (Year)** | 28 | | 28 | | 28 | |
| **Projected Total Breakeven (Year)** | 10 | | 11 | | 11 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: RMB3,000,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | | **XortuneXtra** | |
| **Premium Payment Term** | 10 Years | | 10 Years | | 10 Years | |
| **Annual Premium (RMB)** | 300,000 | | 300,000 | | 300,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 1,740,532 | -10.20% | 1,668,030 | -11.03% | 693,277 | -29.56% |
| 20 | 2,854,881 | -0.32% | 2,850,630 | -0.33% | 1,546,219 | -4.23% |
| 30 | 3,093,195 | 0.12% | 3,361,680 | 0.45% | 3,063,025 | 0.08% |
| 40 | 3,243,638 | 0.22% | 3,551,220 | 0.48% | 3,159,664 | 0.15% |
| 50 | 3,388,757 | 0.27% | 3,751,440 | 0.49% | 3,310,925 | 0.22% |
| 60 | 3,513,461 | 0.29% | 3,962,970 | 0.50% | 3,394,958 | 0.22% |
| 70 | 3,650,591 | 0.30% | 4,186,410 | 0.51% | 3,478,992 | 0.23% |
| 80 | 3,789,940 | 0.31% | 4,422,450 | 0.52% | 3,558,824 | 0.23% |
| 90 | 4,010,502 | 0.34% | 4,671,780 | 0.52% | 3,647,059 | 0.23% |
| 100 | 4,228,845 | 0.36% | 4,935,180 | 0.52% | 3,735,294 | 0.23% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 3,076,125 | 0.46% | 3,125,434 | 0.74% | 3,052,302 | 0.31% |
| 20 | 6,357,313 | 4.90% | 6,508,799 | 5.06% | 6,230,954 | 4.77% |
| 30 | 12,520,060 | 5.71% | 12,555,113 | 5.72% | 12,712,703 | 5.77% |
| 40 | 24,903,708 | 6.10% | 24,543,828 | 6.06% | 25,499,339 | 6.17% |
| 50 | 51,720,039 | 6.42% | 49,830,458 | 6.33% | 51,499,909 | 6.41% |
| 60 | 106,470,129 | 6.61% | 103,394,364 | 6.55% | 105,882,883 | 6.60% |
| 70 | 221,572,598 | 6.76% | 216,949,017 | 6.73% | 220,499,301 | 6.75% |
| 80 | 467,511,541 | 6.89% | 457,353,930 | 6.86% | 463,913,218 | 6.88% |
| 90 | 994,498,894 | 7.00% | 966,268,504 | 6.96% | 984,785,373 | 6.99% |
| 100 | 2,120,880,519 | 7.09% | 2,043,696,707 | 7.05% | 2,107,584,860 | 7.08% |
| **Guaranteed Breakeven (Year)** | 24 | | 21 | | 28 | |
| **Projected Total Breakeven (Year)** | 10 | | 10 | | 10 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: AUD500,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | | **XortuneXtra** | |
| **Premium Payment Term** | 10 Years | | 10 Years | | 10 Years | |
| **Annual Premium (AUD)** | 50,000 | | 50,000 | | 50,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 278,624 | -10.98% | 271,650 | -11.48% | 115,546 | -29.56% |
| 20 | 430,104 | -0.97% | 383,590 | -1.70% | 257,703 | -4.23% |
| 30 | 505,178 | 0.04% | 512,595 | 0.10% | 504,202 | 0.03% |
| 40 | 525,518 | 0.14% | 530,820 | 0.17% | 517,507 | 0.10% |
| 50 | 540,607 | 0.17% | 549,695 | 0.21% | 539,916 | 0.17% |
| 60 | 552,145 | 0.18% | 569,240 | 0.23% | 550,420 | 0.17% |
| 70 | 566,272 | 0.19% | 589,480 | 0.25% | 561,625 | 0.18% |
| 80 | 581,435 | 0.20% | 610,440 | 0.26% | 571,428 | 0.18% |
| 90 | 596,228 | 0.21% | 632,145 | 0.27% | 582,633 | 0.18% |
| 100 | 612,722 | 0.21% | 654,620 | 0.28% | 593,837 | 0.18% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 500,543 | 0.02% | 496,889 | -0.11% | 499,036 | -0.04% |
| 20 | 957,095 | 4.23% | 979,549 | 4.38% | 993,718 | 4.48% |
| 30 | 1,886,527 | 5.30% | 1,934,874 | 5.40% | 1,978,330 | 5.49% |
| 40 | 3,623,305 | 5.70% | 3,667,327 | 5.74% | 3,984,276 | 5.98% |
| 50 | 8,007,594 | 6.25% | 7,287,214 | 6.03% | 7,971,982 | 6.24% |
| 60 | 16,312,627 | 6.45% | 14,751,553 | 6.26% | 16,200,198 | 6.44% |
| 70 | 33,448,495 | 6.60% | 30,132,075 | 6.43% | 33,250,842 | 6.59% |
| 80 | 69,036,975 | 6.72% | 61,774,506 | 6.56% | 68,759,520 | 6.71% |
| 90 | 144,555,040 | 6.83% | 126,860,987 | 6.67% | 143,042,078 | 6.82% |
| 100 | 300,738,647 | 6.91% | 260,748,650 | 6.75% | 299,122,840 | 6.90% |
| **Guaranteed Breakeven (Year)** | 24 | | 25 | | 28 | |
| **Projected Total Breakeven (Year)** | 10 | | 11 | | 11 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: CAD500,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | | **XortuneXtra** | |
| **Premium Payment Term** | 10 Years | | 10 Years | | 10 Years | |
| **Annual Premium (CAD)** | 50,000 | | 50,000 | | 50,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 222,263 | -15.48% | 271,650 | -11.48% | 115,546 | -29.56% |
| 20 | 324,556 | -2.77% | 382,940 | -1.71% | 257,703 | -4.23% |
| 30 | 489,941 | -0.08% | 506,670 | 0.05% | 504,202 | 0.03% |
| 40 | 501,849 | 0.01% | 520,515 | 0.11% | 517,507 | 0.10% |
| 50 | 506,879 | 0.03% | 541,715 | 0.18% | 539,916 | 0.17% |
| 60 | 517,825 | 0.06% | 554,025 | 0.19% | 550,420 | 0.17% |
| 70 | 524,186 | 0.07% | 565,205 | 0.19% | 561,625 | 0.18% |
| 80 | 531,139 | 0.08% | 576,615 | 0.19% | 571,428 | 0.18% |
| 90 | 544,675 | 0.10% | 588,250 | 0.19% | 582,633 | 0.18% |
| 100 | 555,399 | 0.11% | 600,120 | 0.19% | 593,837 | 0.18% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 501,304 | 0.05% | 507,240 | 0.26% | 472,757 | -1.02% |
| 20 | 1,003,602 | 4.54% | 1,028,528 | 4.70% | 983,134 | 4.41% |
| 30 | 2,015,664 | 5.57% | 2,060,965 | 5.66% | 1,939,468 | 5.41% |
| 40 | 3,945,091 | 5.95% | 3,946,225 | 5.95% | 3,930,105 | 5.94% |
| 50 | 7,870,323 | 6.21% | 7,977,935 | 6.24% | 7,837,628 | 6.20% |
| 60 | 15,889,706 | 6.40% | 16,423,324 | 6.46% | 15,786,146 | 6.39% |
| 70 | 32,227,625 | 6.54% | 34,167,648 | 6.63% | 31,944,854 | 6.53% |
| 80 | 65,210,916 | 6.64% | 71,393,394 | 6.77% | 64,757,302 | 6.63% |
| 90 | 133,365,435 | 6.73% | 149,476,164 | 6.87% | 131,312,276 | 6.71% |
| 100 | 277,370,412 | 6.82% | 313,266,417 | 6.96% | 266,132,416 | 6.77% |
| **Guaranteed Breakeven (Year)** | 35 | | 28 | | 28 | |
| **Projected Total Breakeven (Year)** | 10 | | 11 | | 11 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: GBP300,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | | **XortuneXtra** | |
| **Premium Payment Term** | 10 Years | | 10 Years | | 10 Years | |
| **Annual Premium (GBP)** | 30,000 | | 30,000 | | 30,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 109,704 | -19.50% | 126,078 | -16.62% | 14,706 | -67.10% |
| 20 | 118,314 | -5.92% | 186,000 | -3.06% | 35,294 | -13.36% |
| 30 | 197,041 | -1.64% | 219,447 | -1.22% | 58,824 | -6.25% |
| 40 | 300,577 | 0.01% | 302,925 | 0.03% | 305,462 | 0.05% |
| 50 | 301,953 | 0.01% | 305,355 | 0.04% | 309,664 | 0.07% |
| 60 | 305,725 | 0.03% | 307,809 | 0.05% | 314,286 | 0.08% |
| 70 | 310,873 | 0.05% | 310,278 | 0.05% | 318,487 | 0.09% |
| 80 | 312,604 | 0.05% | 312,771 | 0.06% | 323,109 | 0.10% |
| 90 | 314,379 | 0.05% | 315,282 | 0.06% | 327,731 | 0.10% |
| 100 | 316,154 | 0.05% | 317,814 | 0.06% | 332,773 | 0.11% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 285,697 | -0.89% | 258,872 | -2.70% | 271,773 | -1.81% |
| 20 | 520,066 | 3.58% | 533,513 | 3.75% | 515,501 | 3.52% |
| 30 | 964,533 | 4.65% | 980,462 | 4.72% | 1,023,810 | 4.89% |
| 40 | 1,786,057 | 5.12% | 1,860,478 | 5.24% | 1,942,164 | 5.37% |
| 50 | 3,249,895 | 5.35% | 3,453,891 | 5.49% | 3,723,705 | 5.66% |
| 60 | 6,117,397 | 5.56% | 6,550,210 | 5.69% | 7,258,876 | 5.88% |
| 70 | 11,906,596 | 5.76% | 12,564,034 | 5.85% | 14,299,170 | 6.05% |
| 80 | 23,380,979 | 5.92% | 24,221,978 | 5.97% | 28,370,762 | 6.19% |
| 90 | 46,555,060 | 6.06% | 46,812,627 | 6.07% | 56,595,311 | 6.30% |
| 100 | 114,003,410 | 6.40% | 90,590,182 | 6.15% | 113,391,405 | 6.39% |
| **Guaranteed Breakeven (Year)** | 39 | | 40 | | 40 | |
| **Projected Total Breakeven (Year)** | 11 | | 11 | | 11 | |



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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: EUR350,000

| Company | AIA | | AXX | |
|---|---|---|---|---|
| Product Name | Global Power Multi-Currency Plan 3 | | XortuneXtra | |
| Premium Payment Term | 10 Years | | 10 Years | |
| Annual Premium (EUR) | 35,000 | | 35,000 | |
| Policy Year | Guaranteed Cash Value / Guaranteed IRR | | | |
| 10 | 127,988 | -19.50% | 17,157 | -67.10% |
| 20 | 138,032 | -5.92% | 41,177 | -13.36% |
| 30 | 229,881 | -1.64% | 68,627 | -6.25% |
| 40 | 350,673 | 0.01% | 356,372 | 0.05% |
| 50 | 352,278 | 0.01% | 361,274 | 0.07% |
| 60 | 356,679 | 0.03% | 366,666 | 0.08% |
| 70 | 362,685 | 0.05% | 371,568 | 0.09% |
| 80 | 364,704 | 0.05% | 376,960 | 0.10% |
| 90 | 366,775 | 0.05% | 382,353 | 0.10% |
| 100 | 368,846 | 0.05% | 388,235 | 0.11% |
| Policy Year | Projected Total Surrender Value / Projected IRR | | | |
| 10 | 323,316 | -1.45% | 316,577 | -1.83% |
| 20 | 555,307 | 3.00% | 545,543 | 2.88% |
| 30 | 1,052,046 | 4.38% | 1,042,189 | 4.34% |
| 40 | 1,884,797 | 4.83% | 1,877,989 | 4.82% |
| 50 | 3,459,134 | 5.14% | 3,438,424 | 5.13% |
| 60 | 6,465,097 | 5.37% | 6,430,676 | 5.36% |
| 70 | 12,273,038 | 5.56% | 12,196,338 | 5.55% |
| 80 | 23,547,675 | 5.72% | 23,379,145 | 5.71% |
| 90 | 45,575,422 | 5.84% | 45,205,705 | 5.83% |
| 100 | 88,863,311 | 5.95% | 88,062,128 | 5.94% |
| Guaranteed Breakeven (Year) | 39 | | 40 | |
| Projected Total Breakeven (Year) | 11 | | 12 | |


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# Return Comparison of Similar Products in the Market

Coloured cells indicate AIA's Global Power Multi-Currency Plan 3 is better: both relatively higher return in relevant year or earlier breakeven

## Insured: Male, Age 0, 10 years Premium Payment Term, Total Premium: SGD600,000

| Company | AIA | | ManX | | AXX | |
|---|---|---|---|---|---|---|
| **Product Name** | **Global Power Multi-Currency Plan 3** | | **ManXGlobal Xaver** | | **XortuneXtra** | |
| **Premium Payment Term** | 10 Years | | 10 Years | | 10 Years | |
| **Annual Premium (SGD)** | 60,000 | | 60,000 | | 60,000 | |
| **Policy Year** | **Guaranteed Cash Value / Guaranteed IRR** | | | | | |
| 10 | 283,491 | -14.25% | 252,156 | -16.62% | 138,656 | -29.56% |
| 20 | 372,781 | -3.05% | 372,000 | -3.06% | 309,243 | -4.23% |
| 30 | 557,840 | -0.29% | 438,894 | -1.22% | 605,042 | 0.03% |
| 40 | 601,509 | 0.01% | 605,850 | 0.03% | 621,009 | 0.10% |
| 50 | 605,414 | 0.02% | 610,710 | 0.04% | 647,899 | 0.17% |
| 60 | 619,349 | 0.06% | 615,618 | 0.05% | 660,504 | 0.17% |
| 70 | 629,024 | 0.07% | 620,556 | 0.05% | 673,949 | 0.18% |
| 80 | 637,367 | 0.08% | 625,542 | 0.06% | 685,714 | 0.18% |
| 90 | 643,846 | 0.08% | 630,564 | 0.06% | 699,159 | 0.18% |
| 100 | 650,237 | 0.08% | 635,628 | 0.06% | 712,605 | 0.18% |
| **Policy Year** | **Projected Total Surrender Value / Projected IRR** | | | | | |
| 10 | 572,642 | -0.85% | 518,706 | -2.67% | 563,986 | -1.13% |
| 20 | 1,064,537 | 3.73% | 1,068,889 | 3.76% | 1,046,877 | 3.62% |
| 30 | 2,217,407 | 5.22% | 1,979,723 | 4.76% | 2,073,078 | 4.94% |
| 40 | 3,993,140 | 5.45% | 3,753,439 | 5.27% | 3,898,008 | 5.38% |
| 50 | 7,844,495 | 5.78% | 6,963,705 | 5.51% | 7,469,020 | 5.67% |
| 60 | 14,648,467 | 5.90% | 13,202,567 | 5.70% | 14,553,745 | 5.89% |
| 70 | 28,884,527 | 6.07% | 25,308,719 | 5.86% | 28,670,788 | 6.06% |
| 80 | 57,150,459 | 6.20% | 48,754,759 | 5.98% | 56,941,511 | 6.19% |
| 90 | 114,930,839 | 6.32% | 94,145,763 | 6.07% | 113,828,766 | 6.31% |
| 100 | 230,074,250 | 6.41% | 182,024,960 | 6.15% | 228,827,730 | 6.40% |
| **Guaranteed Breakeven (Year)** | 39 | | 40 | | 28 | |
| **Projected Total Breakeven (Year)** | 11 | | 11 | | 11 | |


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# Agent Compensation

# Agent Compensation

**Same as GP2**

| Premium Payment Term | Single Premium | 3-years | 5-years | 10-years |
|---|---|---|---|---|
| 1 | 3.5% | 11% | 25% | 35% |
| 2 | N.A. | N.A. | 5% | 10% |
| 3-6 | N.A. | N.A. | 2% (Applicable for the 3rd - 5th year only) | 3% |
| High Issue Age FYC Adjustment | <u>Age 66 to Age 80:</u> Less 0.1% FYC for every issue age above age 65, up to age 70; and thereafter maintain at a level of 3% FYC to age 80 | <u>Age 66 to Age 75:</u> Less 0.3% FYC for every issue age above age 65 (up to max issue age 70); and thereafter remains at 9.5% FYC from age 70 to age 75 | <u>Age 66 to Age 75:</u> Less 1% FYC for every issue age above age 65, up to age 70; and thereafter remains at 20% FYC for from age 70 to age 75 | <u>Age 66 to Age 70:</u> Less 1% FYC for every issue age above age 65 |
| Extra 10% (only applicable to 1st year commission) | Not Applicable | Applicable | Applicable | Applicable |


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# FNA Mapping

# FNA Mapping

**Same as GP2**

| Questions | | | |
|---|---|---|---|
| C1 | What are your objectives of buying our product? (tick one or more) | | |
| | A | Financial protection against adversities (e.g. death, accident, disability, etc.) | |
| | B | Preparation for health care needs (e.g. critical illness, hospitalization, etc.) | |
| | | The application of the policy meets my insurance objective of providing protection against loss of income during hospital confinement, and it is a medical insurance product with hospital income protection. | |
| | | The application of the policy meets my insurance objective of providing protection against increasing expenses for medical and healthcare services, and it is a medical insurance product with hospitalization expense reimbursement benefit. | |
| | | The application of the policy meets my insurance objective of providing health protection/critical illness protection for future healthcare services and it offers Lump Sum Payment upon claims of health protection / Critical Illness. | |
| | C | Providing regular income in the future (e.g. retirement income, etc.) | Optional |
| | D | Saving up for the future (e.g. child education, retirement, etc.) | Optional |
| | E | Investment | |
| | | To meet your “Investment” objective indicated above, how would you prefer to manage different investment options/investment choices, if available, under the insurance product? (tick one) | |
| | | I want to make my own decisions (without any professional advice to be provided by the authorized insurer and/or licensed insurance intermediaries) to choose and manage different investment options/ investment choices, if available, under an insurance product, and I am willing to do it throughout the entire duration of the target benefit/ protection period of an insurance product. | |
| | | I want to make my own decisions (with professional advice to be provided by the authorized insurer and/or licensed insurance intermediaries) to choose and manage different investment options/ investment choices, if available, under an insurance product, and I am willing to do it throughout the entire duration of the target benefit/ protection period of an insurance product. | |
| | | I do not want to choose or manage different investment options/ investment choices, if available, under an insurance product. | Core |
| | F | Others | |
| C2 | What is your target benefit / protection period / expected timeframe for meeting the target amount for insurance policy? (tick one) | | |
| | A | <1 year | |
| | B | 1-5 years | |
| | C | 6-10 years | |
| | D | 11-15 years | ✓ (Only applicable for Single Premium) |
| | E | 16-20 years | ✓ (Only applicable for Single Premium) |
| | F | >20 years | ✓ |
| | G | Whole of Life | ✓ |
| Max Premium Term | | | Not less than premium paying term: (Single Premium/ 3 Pay / 5 Pay / 10 Pay) |
| Common Report Standard | | | Applicable |

✓ refers to the choices that can be mapped to apply the product

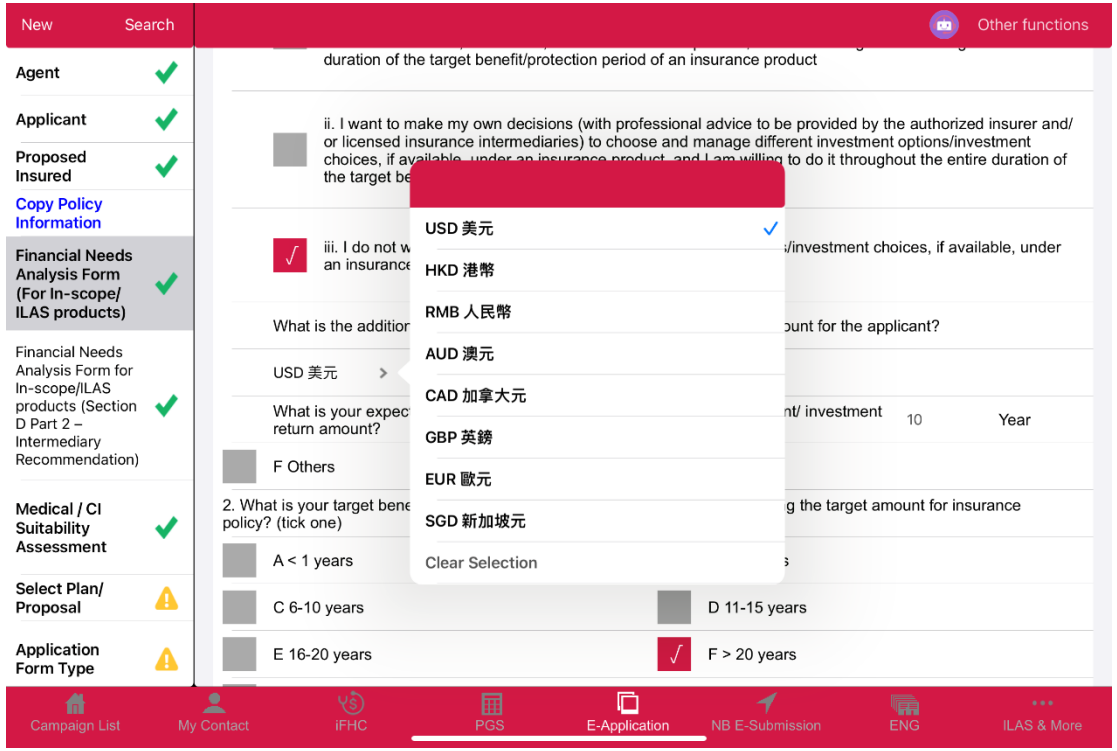
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# FNA Mapping

To cater the new policy currencies provided under Global Power Multi-Currency Plan 3, we have also updated the **Financial Needs Analysis Form on iPoS application**, where customers can provide relevant amounts in the selected Policy Currency

To make the application process more convenient

We suggest customers using **Policy Currency** denominated amounts for filling in relevant amounts




If the filled amount is not denominated in the Policy Currency, the following exchange rate would be used to convert the amount into the Policy Currency:

1 USD: 7.8 HKD/ 7.8 MOP/ 6.24 RMB/ 1 AUD/ 1 CAD/ 0.6GBP / EUR0.7 / SGD1.2

Note: the above exchange rate is only applicable in the financial needs analysis.


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# Proposals (iPGS+)

# iPGS+

**Removed the limit of Maximum aggregated Single Premium per insured**. iPGS+'s maximum single premium is US$25,000,000* and HK$/MOP/RMB99,999,999. For details, please refer to below table:

| Policy Currency | Maximum Single Premium |
|---|---|
| US$ | 25,000,000 |
| HK$ | 99,999,999 |
| MOP | 99,999,999 |
| RMB | 99,999,999 |
| AUD | 25,000,000 |
| CAD | 25,000,000 |
| GBP | 15,000,000 |
| EUR | 17,500,000 |
| SGD | 30,000,000 |

If customers would like to purchase policies with single premium higher than illustrated in above table, please contact Actuarial Department.

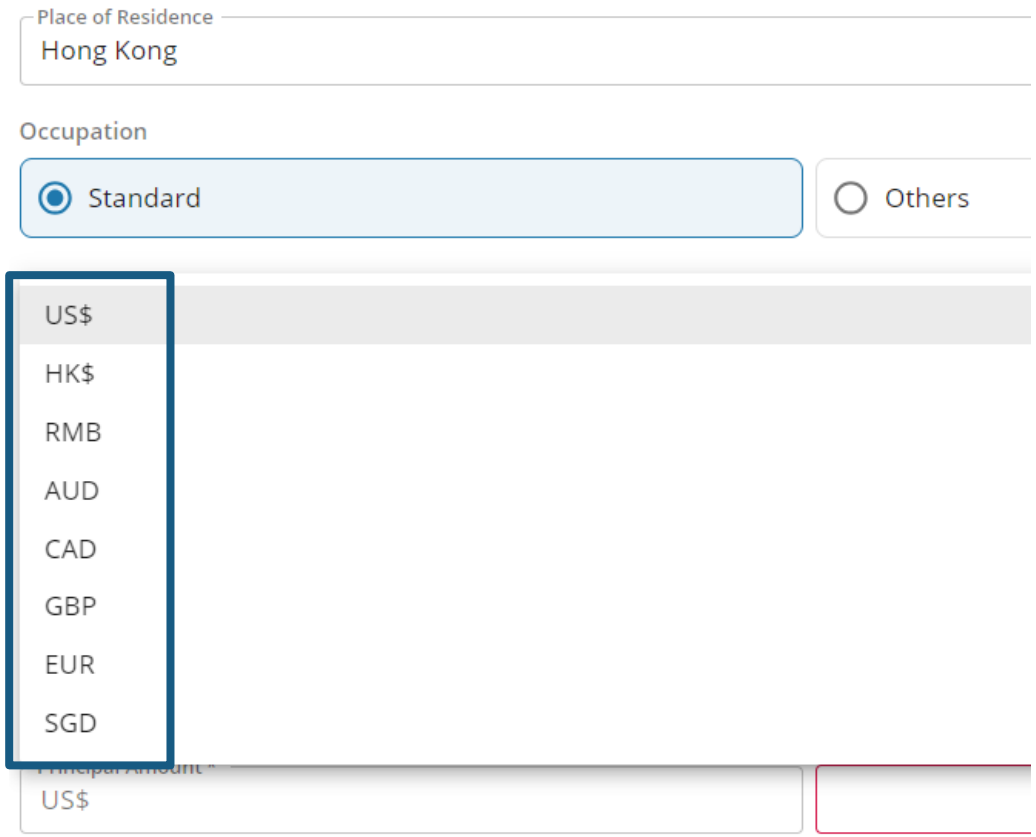
* Currency Exchange Rate = US$1 = HK$7.5 / MOP7.5 / RMB$6 / AUD1 / CAD1 / EUR0.7 / SGD1.2


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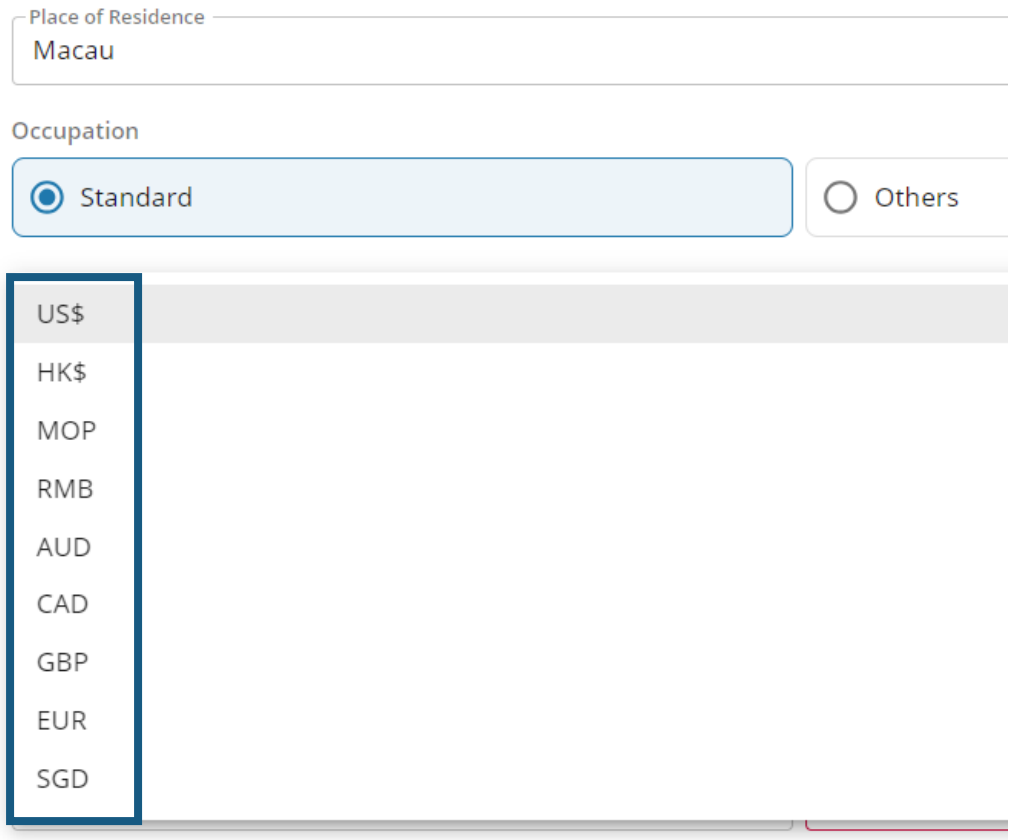
## Hong Kong

8 currencies available for selection




## Macau

9 currencies available for selection

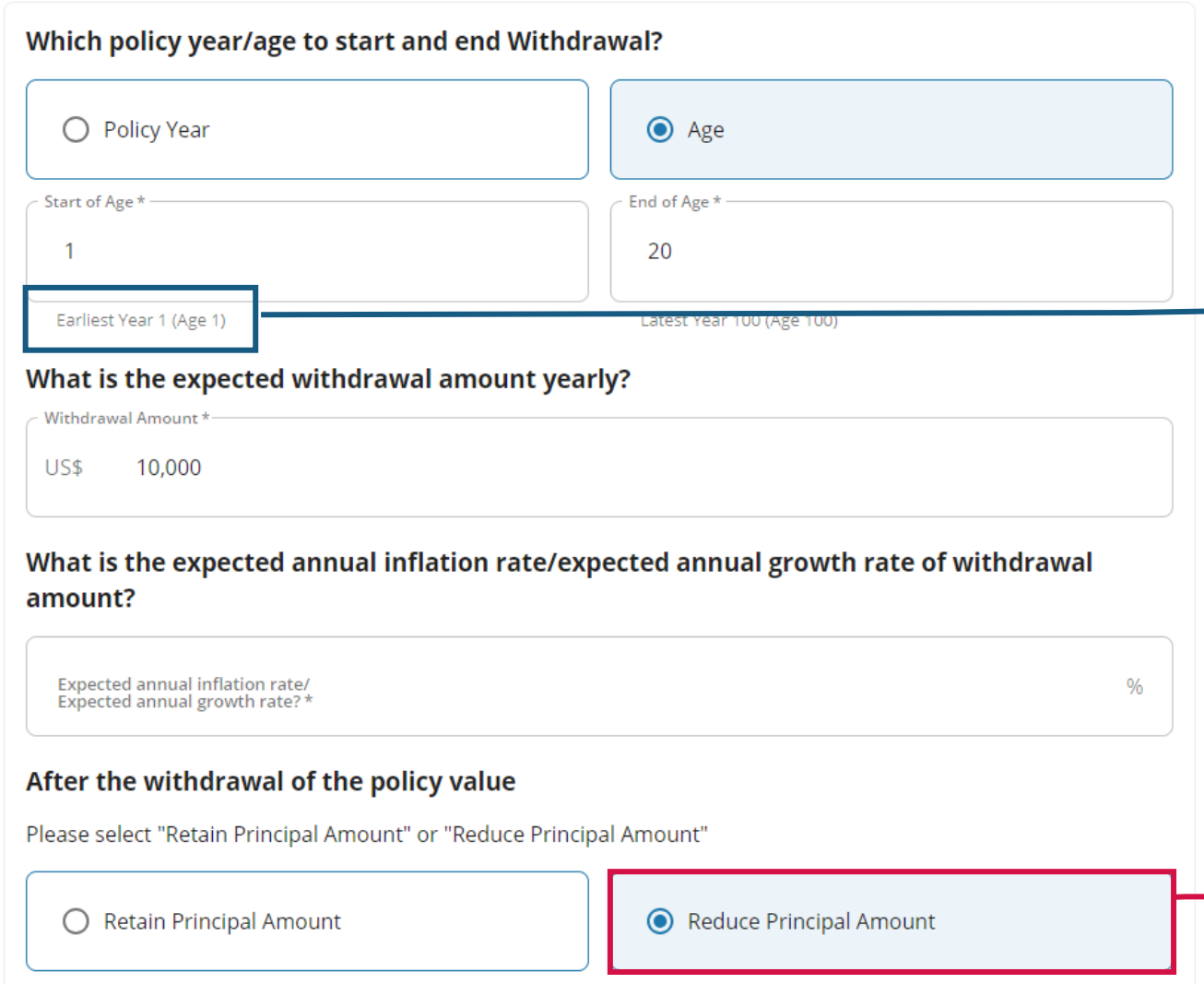




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# Single Premium




Cash Withdrawal can start from Year **1**

Reduce Principal Amount can start from Year **1**


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# 3 years / 5 years / 10 years Premium Payment Term

**Which policy year/age to start and end Withdrawal?**

( ) Policy Year

(•) Age

Start of Age * 3

Earliest Year 3 (Age 3)

End of Age * 20

Latest Year 100 (Age 100)

Cash Withdrawal can start from Year 3

**What is the expected withdrawal amount yearly?**

Withdrawal Amount *

US$

**What is the expected annual inflation rate/expected annual growth rate of withdrawal amount?**

Expected annual inflation rate/
Expected annual growth rate? * %

**After the withdrawal of the policy value**

Please select "Retain Principal Amount" or "Reduce Principal Amount"

( ) Retain Principal Amount

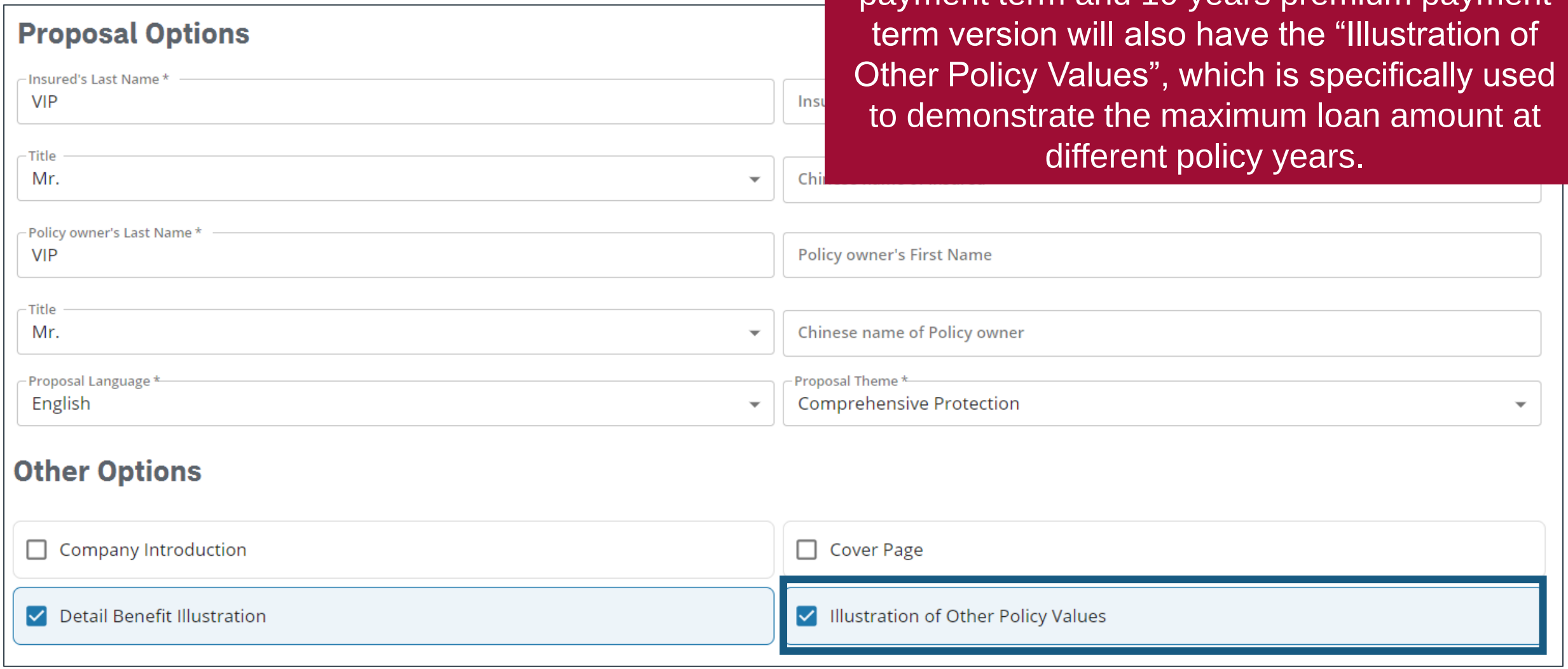
(•) Reduce Principal Amount

Reduce Principal Amount can start from Year **3/5/10**


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Proposals of both Single Premium version, 3 years premium payment term, 5 years premium payment term and 10 years premium payment term version will also have the “Illustration of Other Policy Values”, which is specifically used to demonstrate the maximum loan amount at different policy years.





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# Thank you


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