

Unless otherwise defined herein, all capitalized terms shall have the same meanings defined in the “Glossary” section of the product brochure of HSBC Wealth Select Protection Linked Plan.

**Important information:**

1. HSBC Wealth Select Protection Linked Plan (the “Plan” or “your Policy” or the “Policy” or the “ILAS Policy”) is an investment-linked assurance scheme, which is an insurance policy issued by HSBC Life (International) Limited (incorporated in Bermuda with limited liability) (“the Company” or “HSBC Life” or “we” or “us”). Policyholder is referred to as “you” or “your”.
2. HSBC Wealth Select Protection Linked Plan is an insurance policy issued by us, which is not equivalent or similar to any kind of bank deposit. The premium you pay, after deduction of any fees and charges applicable to the Plan, will be invested by the Company in the underlying fund(s) linked to your selected Investment Choices. Your investments are therefore subject to the credit risks of the Company.
3. The premiums you pay towards the insurance policy will become part of the assets of the Company. You do not have any rights or ownership over any of those assets. Your recourse is against the Company only.
4. Your potential return on investments is calculated or determined by the Company with reference to the performance of the underlying funds linked to the Investment Choices you selected. Due to the various fees and charges levied by the Company on the ILAS Policy, the potential return on the Policy as a whole may be lower than the return of the underlying fund linked to the Investment Choices you selected. You are subject to the investment risk.
5. The Account Value of the ILAS Policy will be calculated by the Company based on the performance of the underlying funds linked to the Investment Choices you select from time to time and the ongoing fees and charges which will continue to be deducted from the ILAS Policy. The Units of each Investment Choices allocated to the ILAS Policy are notional and solely for determining the Account Value and benefits under the ILAS Policy.
6. More importantly, you should be aware of the following regarding your Death Benefit and the Insurance Charges:
  - Part of the fees and charges you pay will be deducted from the value of the ILAS Policy and will be used to cover the Insurance Charges for the life coverage.
  - The Insurance Charges will reduce the amount that may be applied towards the Account Value in the underlying funds of the Investment Choice(s) selected.
  - The Insurance Charges may increase significantly during the term of the ILAS Policy due to factors such as age and investment losses, etc. This may result in significant or even total loss of your premiums paid.
  - If the value of the ILAS Policy becomes insufficient to cover all the ongoing fees and charges, including the Insurance Charges, the ILAS Policy may be terminated early and you could lose all your premiums paid and benefits.
  - You should consult your intermediary for details, such as how the charges may increase and could impact the value of the ILAS Policy.
7. The Investment Choices available under the Policy can have very different features and risk profiles. Some may be of high risk. Underlying funds available for selection are listed in the Investment Choice Brochure. The Plan is classified under Class C linked long-term business, as defined in the Insurance Ordinance. It is not a fund authorised by the Securities and Futures Commission of Hong Kong (the “SFC”) pursuant to the Code on Unit Trusts and Mutual Funds (“UT Code”). The Company is subject to the prudential regulation of the Insurance Authority and the Plan has been authorised by the SFC. SFC authorisation does not imply official recommendation or endorsement of HSBC Wealth Select Protection Linked Plan nor does it guarantee the commercial merits of the Plan or its performance. It does not mean the Plan is suitable for all investors nor is it an endorsement of its suitability for any particular investor or class of investors.
8. Investment involves risk.
  - (a) You should not purchase the ILAS Policy unless you understand it and it has been explained to you how it is suitable for you. You should read the offering documents for this plan and underlying

funds corresponding to the investment choices you selected, which are made available by HSBC Life upon request. The final decision is yours.

- (b) Each investment choice is subject to market value fluctuations and to the risks inherent in all investments. The unit price of or the income (if any) from each investment choice may go down as well as up. Please read the principal brochure and the offering documents for the underlying funds corresponding to the investment choices involved for details. The past performance of each investment choice is not indicative of any future performance. Specific investment-related risk factors include:
- (i) Market risks – Return of this ILAS Policy is contingent upon the performance of the underlying funds corresponding to the investment choice(s) you selected and therefore there is a risk of capital loss.
  - (ii) Foreign exchange risks – The investment return of the ILAS Policy may be subject to foreign exchange risks as some of the underlying funds or the assets within such funds may be denominated in a currency which is different from that of the ILAS Policy.
  - (iii) Specific risks – investment choices which are invested in certain markets and companies (eg emerging markets, commodity markets and smaller companies, etc) may also involve a higher degree of risk and are usually more sensitive to price movements.
  - (iv) Risk associated with Risk Matching and De-risking Service – Risk Matching and De-risking Service (“Service”) is an optional service and you are free to opt in (or opt out) the service at policy inception or at any time after the policy is issued. After opting in the service, you will only be allowed to invest in one of the designated investment choices available under this service in accordance with your risk profile. The service adopts a pre-set de-risking process when you reach age 55. You should consider your own personal circumstances (including your risk profile and retirement plan) before opting in for this service. If you are in doubt as to whether this service is suitable for you, you should seek financial and/or professional advice.
9. Prior to making any decision regarding the Plan, and/or selecting an investment choice(s), you should refer to the offering documents for its underlying fund for full details on investment objectives and policies, risk factors and charges and not rely solely on the Investment Choice Brochure. The offering documents are made available by HSBC Life at 18/F, Tower 1, HSBC Centre, 1 Sham Mong Road, Kowloon, Hong Kong or at [www.hsbc.com.hk](http://www.hsbc.com.hk). You should read the offering documents of the Plan for details including the risk factors.
10. Some investment choices have higher risk. Do not invest in the corresponding investment choices unless you fully understand and are willing to assume the risks associated with them. These instruments can be highly volatile and expose you to a high risk of loss.
11. **Early surrender/partial withdrawal penalty** - The ILAS Policy is designed to be held for a long-term period. Early surrender or partial withdrawal of the Policy/policy termination may result in a significant loss of principal, bonuses awarded and/or sustainability of the Policy. Poor performance of underlying funds linked to the Investment Choices may further magnify your investment losses, while fees and charges are still deductible.

## Investment-Linked Assurance Scheme

### HSBC Wealth Select Protection Linked Plan

*Where life protection meets potential wealth growth*

ILAS Policy is an investment-linked assurance scheme classified under Class C linked long-term business, as defined in the Insurance Ordinance. The plan is an insurance policy issued by the Company as an authorised insurance company in the Hong Kong Special Administrative Region ("Hong Kong") in accordance with the Insurance Ordinance.

#### Premium payment period and policy currency

You can choose USD or HKD as the policy currency, while the premium can be paid in a single payment or 5, 10 or 20 years with monthly or annual payment mode, whichever fits your personal needs. The premium payment period, premium amount payable during the regular premium payment period and policy currency cannot be changed once the Policy is issued. Premiums paid will then be allocated to the Investment Choice(s) selected by you. Please refer to the subsection "**Premium payment period and policy currency**" under Section A – "Plan features" in the product brochure for details.

#### Death Benefit

There are three levels of Sum Insured for your selection, 150%, 200%, 250% of Total Premium Payable -- if the life insured is at Age 65 or below. Please refer to the subsection "**Death Benefit**" under Section A – "Plan features" in the product brochure for details.

#### Investment Choices

We offer a spectrum of Investment Choices for your selection. You can select your Investment Choice(s) at policy inception and make a switch at any time after the Policy is issued. The Plan also supports unlimited switching at no cost. Please refer to the subsection "**Variety of Investment Choices for your selection**" under Section A – "Plan features" in the product brochure for details.

We also offer a Risk Matching and De-Risking Service to facilitate de-risking measures as part of policyholder's preparations for retirement. To learn more, please refer to the Investment Choice Brochure.

#### Loyalty Bonus

You are entitled to the Loyalty Bonus on the last day of the 5th Policy Year and the last day of every Policy Year thereafter (i.e. Loyalty Bonus entitlement date), while the Policy is in effect, subject to certain terms and conditions. Please refer to the subsection "**Loyalty Bonus**" under Section A – "Plan features" in the product brochure for details.

#### Termination

The Policy automatically terminates upon occurrence of the earliest of the following events:

1. the Policy has matured; or
2. the death of the life insured; or
3. the Policy is cancelled during the cooling-off period; or
4. the Policy becomes void; or
5. the Policy is surrendered; or
6. the Policy lapses.

Please refer to the subsection "**Termination**" under Section D – "General Information" in the product brochure for details.

#### Fees and charges

The current fees and charges at Plan level include Policy Management Charge, Insurance Charge and Early Encashment Charge. Outside the Plan level, the underlying funds of the Investment Choices may have separate fees and charges. Please refer to Section B – "Summary of Fees and Charges" in the product brochure for details.

## **Special First-Year Premium Discount Promotion**

General Customers / Selected Customers who **successfully apply any HSBC Wealth Select Protection Linked Plan during the Promotional Period below, with policy being issued on or before 30 November 2023**, can enjoy Special First-Year Premium Discount for single premium and regular premium options (the “First-Year Premium Discount”), subject to the relevant terms and conditions herein. Please refer to Appendix of this Promotion regarding the definitions of Selected Customers.

### **What is the Promotional Period?**

**1 July 2023 – 30 September 2023** (both dates inclusive)

### **What are the Promotion Offer Rates?**

Depending on the Premium Payment Period selected, the corresponding First-Year Premium Discount are set out in the table below:

Premium Payment Period	Discount on Original First Year Premium	
	General Customers	Selected Customers
Single Premium	3%	N/A
5 years	8%	10%
10 years	8%	20%
20 years	8%	10%

### **How will the First-Year Premium Discount be calculated and applied under different premium payment options?**

- For single premium option, the amount of premium to be paid by the policyholder after discount will be calculated as follows:
  - Original First Year Premium X (1 - 3%)
- For regular premium option paid on an annual basis, the amount of premium to be paid by the policyholder after discount at the policy inception for the first year will be calculated as follows:
  - Applicable to Selected Customers purchasing a Policy with a 5-year payment period: Original First Year Premium X (1 - 10%)
  - Applicable 10 -year payment period: Original First Year Premium X (1 - 20%)
  - Applicable 20-year payment period: Original First Year Premium X (1 - 10%)
- For regular premium option paid on a monthly basis, the amount of initial premium to be paid by the policyholder after discount at the policy inception for the first 3 months will be calculated as follows:
  - Applicable to General Customers purchasing a Policy with a 5-year payment period: First 3 months' premium – (Original First Year Premium X 8%)

- Applicable to 10 / 20-year payment period: First 3 months' premium – (Original First Year Premium X 8%)  
and the original monthly premium amount will resume from the 4th month onwards.

For avoidance of doubt, the amount of premium discount will not affect the total investment contribution (i.e. the allocation of investment choice will be based on Original First Year Premium) and the calculation of death benefit entitled to you.

**In the event of partial withdrawal(s), policy surrender or lapse within first year, the First Year Premium Discount amount will be clawed back from the policy value of the Plan.**

**If you cancel the Policy within the cooling-off period, you will receive refund of any premiums and levies paid, which does not include any First-Year Premium Discount offered to you, and subject to any market value adjustment and the deduction of any cash dividends paid to you from your selected Investment Choice(s). For further details of the refund amount after you cancel the Policy during cooling-off period, please refer to the subsection "Cooling off Period" under the section "D) General Information" in Product Brochure.**

#### **Illustrative Examples – How to calculate the First Year Premium Discount**

##### Example 1 (Single Pay)

Mr. Chan who is General Customer successfully applied for a HSBC Wealth Select Protection Linked Plan within the promotion period and the policy was issued on or before 30 November 2023. The **Single Premium** was HK\$ 240,000 (i.e. Original First Year Premium), with sum insured equals 150% of Total Premium Payable (i.e. HK\$ 240,000).

Assuming that Mr. Chan had not withdrawn another application of, or cancelled another policy of, HSBC Wealth Select Protection Linked Plan, the First Year Premium Discount entitled would be 3%.

The total premium discount amount for Mr. Chan = Original First Year Premium x 3%  
= HK\$ 240,000 x 3%  
= HK\$ 7,200

Therefore, the single premium paid by Mr. Chan after discount = Original First Year Premium x (1 – 3%)  
= HK\$ 240,000 x 97%  
= HK\$ 232,800

Total sum insured was HK\$ 240,000 x 150% = HK\$ 360,000

#### Example 2 (Monthly Pay)

Mr. Liu who is General Customer successfully applied for a HSBC Wealth Select Protection Linked Plan within the promotion period and the policy was issued on or before 30 November 2023. He selected the regular premium option to pay **monthly premium of HK2,000 (i.e. HK\$ 24,000 p.a.) for premium payment term of 10 years**, with sum insured equals 150% of Total Premium Payable (i.e. HK\$ 24,000 x 10 years).

Assuming that Mr. Liu had not withdrawn another application of, or cancelled another policy of, HSBC Wealth Select Protection Linked Plan, the First-Year Premium Discount entitled would be 8%.

The total premium discount amount for Mr. Liu = Original First Year Premium x 8%  
= HK\$ 24,000 x 8%  
= HK\$ 1,920

Therefore, as an initial premium payment for the first 3 months for Mr. Liu  
= (monthly premium) x 3 – (Original First Year Premium) x (discount)  
= HK\$ 2,000 x 3 – (HK\$ 24,000 x 8%)  
= HK\$ 4,080

Mr. Liu would resume to pay HK\$ 2,000 from the 4<sup>th</sup> month onwards.

Total first year premium paid by Mr. Liu after discount = HK\$ 4,080 + HK\$ 2,000 x 9 months  
= HK\$ 22,080

Total sum insured was HK\$ 24,000 x 10 years x 150% = HK\$ 360,000

*The above examples are hypothetical and for illustrative purposes only.*

#### **Terms and Conditions of HSBC Wealth Select Protection Linked Plan Special First-Year Premium Discount Promotion:**

1. The promotional offers in respect of the Plan (the "Promotion") are only applicable to applications successfully submitted by General Customers / Selected Customers (as defined in clauses 4 and 5 below) to HSBC Life (International) Limited ("HSBC Life") in respect of a new purchase of the HSBC Wealth Select Protection Linked Plan from **1 July 2023 to 30 September 2023**, both dates inclusive (the "Promotional Period").
2. In order to be eligible for the Promotion,
  - (i) General Customers / Selected Customers must have successfully applied for and submitted the completed application of HSBC Wealth Select Protection Linked Plan to us within the Promotion Period; and
  - (ii) the policy must have been issued by HSBC Life on or before 30 November 2023.The Promotion shall at all times be subject to these Terms and Conditions.
3. Offers under the Promotion are not applicable to policies applied in a company's name.
4. "General Customers" are customers who apply for the HSBC Wealth Select Protection Linked Plan during the Promotional Period mentioned above.
5. "Selected Customers", in respect of the Promotion, refer to persons in any of the groups defined in the Appendix of this Promotion.

6. If a General Customer / Selected Customer who is entitled to receive the Promotion is also entitled to other premium discount offer(s) under another concurrent promotion run by HSBC Life in the Hong Kong Special Administrative Region ("Hong Kong") in respect of the same type of designated product or service, such customer is only entitled to receive the premium discount offer of the highest value at HSBC Life's discretion.
7. The offers under the Promotion are not exchangeable for cash and are not transferable.
8. HSBC Life reserves the right to accept or reject any application for HSBC Wealth Select Protection Linked Plan based on the information provided by an applicant as the potential policyholder and/or the potential life insured during the application as set out in the policy provision.
9. For monetary disputes arising between The Hongkong and Shanghai Banking Corporation ("HSBC" or the "Bank") and the General Customer / Selected Customer out of the selling process or processing of the related transaction, HSBC will enter into a Financial Dispute Resolution Scheme process with the General Customer / Selected Customer; however, any dispute over the contractual terms of the product should be resolved between HSBC Life and the General Customer / Selected Customer directly.
10. The Bank and HSBC Life reserve the right to change these Terms and Conditions (including the definitions of Selected Customers) at any time and the offers may be withdrawn and/or terminated by the Bank and/or HSBC Life at their/its discretion without prior notice to the General Customers / Selected Customers or to anyone. For the case of cancellation or amendment (if any) announced after an application is submitted, the application should still entitle to the offer prior to the change, subject to all the terms and conditions herein. The Bank and HSBC Life accept no liability for any such change, withdrawal and/or termination. The Bank and HSBC Life shall not be liable for any loss, damages, costs or expenses which may arise (directly or indirectly) from any change of these Terms and Conditions, or any exercise of the Bank or HSBC Life's discretion in respect of the Promotion.
11. All offers under this promotion are provided subject to prevailing regulatory requirements.
12. No person other than the General Customer / Selected Customer, the Bank and HSBC Life will have any right under the Contracts (Rights of Third Parties) Ordinance to enforce or enjoy the benefit of any of the provisions of these Terms and Conditions.
13. In the event of dispute, the decision of the Bank and/or HSBC Life shall be final and conclusive.
14. Should there be any discrepancy between the English and Chinese versions of these Terms and Conditions, the English version shall prevail.
15. These Terms and Conditions are governed by and construed in accordance with the laws of Hong Kong.
16. Each of the Bank, HSBC Life and the General Customer / Selected Customer submits to the non-exclusive jurisdiction of the courts of Hong Kong but these Terms and Conditions may be enforced in the courts of any competent jurisdiction.

## Glossary

**"Account Value"** means the sum of the market value of all your selected Investment Choice(s). The market value of each of your Investment Choice is determined by HSBC Life by multiplying the number of Units you hold by the latest available Unit Price of the Investment Choice. It will be rounded to the nearest 2 decimal places. Any remaining balance or shortfall after such rounding will be absorbed or borne by us, as applicable.

**"Age"** means on policy effective date, Policy Anniversary, the Age of the life insured or policyholder where applicable at the life insured's or policyholder's next birthday. The Age will remain the same during the corresponding Policy Year until next Policy Anniversary.

**"Death Benefit"** means at any time an amount calculated and payable upon the death of the life insured.

**"HKSAR"** means the Hong Kong Special Administrative Region of the People's Republic of China.

**“Investment Choice”** means one of the Investment Choices made available for the purpose of notional allocation of your premiums and the Investment Choices chosen must be denominated in your selected plan currency. Account Value under the policy currency will be determined in accordance with the investment provision.

**“Original First Year Premium”** means the total amount of premium committed to be paid by policyholder for the Plan within the first policy year, before any premium discounts and excluding top-up premiums and levy.

**“Policy Effective Date”** means the date on which the Policy becomes effective and referred to as such in the policy schedule.

**“Sum Insured”** means amount equivalent to 150%, 200% or 250% of Total Premium Payable which the level of Sum Insured is selected by Policyholder during policy inception and can be subsequently changed any time after 1st Policy Anniversary.

**“Total Premium Payable”** means for the purpose of computing the Death Benefit and Insurance Charge, the total amount of premiums committed to be paid by policyholders for the Plan within the premium payment period selected by policyholder at policy inception, excluding top-up premiums.

**“Transaction”** means any of the following: a partial withdrawal, a transfer, the allocation of a premium, the deduction of Charges, a change in your premium allocation instruction of Investment Choice(s), the production of a report, the allocation of bonuses, the distribution of maturity benefit, the distribution of Surrender Value, the distribution of Death Benefit, the distribution of Suicide Proceeds, the distribution of dividends of the underlying fund of any of your Investment Choices under this Policy, the reinstatement.

**“Unit”** means a notional Unit of an Investment Choice which is allocated to or cancelled from your Policy. The Unit(s) allocated to your Policy is notional and is solely for the purpose of determining the Account Value and benefits under your Policy.

**“Unit Price”** means the value on any relevant Transaction Date of one Unit of a particular Investment Choice, and is equal to the offer price of the corresponding underlying fund.

Should you have any queries on this Promotion, please contact us via any of the following means:

- Visit any HSBC branch or contact your licensed Intermediary
- Call HSBC Life service hotline: (852) 2583 8000 during Mon to Fri from 9am to 8pm, Sat from 9am to 1pm, except public holidays
- Mail: 18/F, Tower 1, HSBC Centre, 1 Sham Mong Road, Kowloon, Hong Kong
- Email: [hsbclifeenquiry@hsbc.com.hk](mailto:hsbclifeenquiry@hsbc.com.hk)

Issued by HSBC Life (International) Limited (Incorporated in Bermuda with limited liability)



## **Appendix - Definitions of Selected Customers**

“Selected Customers” in respect of the Promotion refer to persons in any of the following group(s):

(i) Annual Payment Mode Customers:

- Customers who apply for the Plan with 5/10/20-year payment period and select annual payment mode. For the avoidance of doubt, customers who apply for the Plan with 5/10/20-year payment period but select monthly payment mode are not classified as Selected Customers under this Promotion.