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Life protection & savings

Smart Protector II Life Insurance Plan

Smart Protector 20 II Life Insurance Plan

# Plan smart for the loved ones



Product brochure

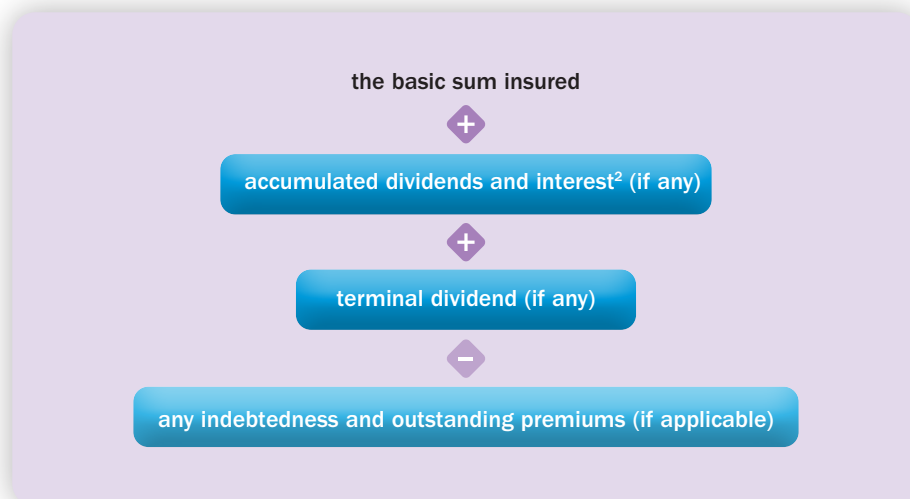


## Always plan smart for change

It's smart to be financially protected, because while your life might be all smooth sailing right now, you never know when things may change. **Smart Protector II Life Insurance Plan** (“**Smart Protector II**”) and **Smart Protector 20 II Life Insurance Plan** (“**Smart Protector 20 II**”) are participating life insurance plans designed for providing you with life protection at affordable premiums. With a financially secure future for you and your family, you can set your mind at ease and focus on the life goals you want to achieve.

### Life protection to shelter your family with a peace of mind

**Smart Protector II** and **Smart Protector 20 II** offer you life protection up to age 100<sup>1</sup>. The plans help your family, if misfortune strikes, maintain the kind of lifestyle they enjoy. In the unfortunate event of death of the insured, the designated beneficiary will receive a death benefit that is equal to:



## Guaranteed cash value to secure your future

**Smart Protector II** and **Smart Protector 20 II** offer guaranteed cash value. Such cash value is guaranteed by the Company and will be payable upon policy surrender or after the insured has reached age 100<sup>1</sup>, which helps you plan ahead for a sound future and enjoy steady wealth growth with certainty.

## Annual dividends and terminal dividend to provide additional potential returns

### Annual dividends

On top of the guaranteed cash value, you may benefit from the annual dividends declared by the Company to grow your wealth. Before declaration, annual dividends are not guaranteed and are subject to change by the Company from time to time. Once declared, you may choose to leave the annual dividends with us to accumulate with interest<sup>2</sup> or withdraw them as cash to cope with your financial needs.

### Terminal dividend

Besides annual dividends, you may also benefit from a one-off terminal dividend.

	Smart Protector II	Smart Protector 20 II
Terminal dividend	<p>May be payable</p> <ul style="list-style-type: none"><li>■ upon policy surrender after the policy has been in force for 10 years; or</li><li>■ on the death of the insured after the policy has been in force for 10 years; or</li><li>■ after the insured has reached age 100<sup>1</sup></li></ul>	<p>May be payable</p> <ul style="list-style-type: none"><li>■ upon policy surrender after the policy has been in force for 5 years and the insured has reached age 25 at that time; or</li><li>■ on the death of the insured after the policy has been in force for 5 years; or</li><li>■ after the insured has reached age 100<sup>1</sup></li></ul>

Terminal dividend is not guaranteed and may be reduced or increased by the Company from time to time. The actual amount will only be determined when payable.

Any indebtedness will be deducted from annual dividends and / or terminal dividend when payable.

## Index-linked Increase Endorsement<sup>3,4</sup> to cope with the effect of inflation

To guard against the pressure of inflation, an Index-linked Increase Endorsement<sup>3,4</sup> may be attached to your policy. While this endorsement is in effect, the basic sum insured will be automatically increased every year with extra premiums. The rate of increase will be determined with reference to rises in the consumer price index, subject to a minimum determined by the Company from time to time.

## Supplementary protection to meet your unique needs

You can also combine **Smart Protector II** and **Smart Protector 20 II** with a wide range of optional supplements such as critical illness, medical, accident and disability protection to meet your personal needs.

## Smart Protector II and Smart Protector 20 II at a glance

	Smart Protector II	Smart Protector 20 II
<b>Premium payment term</b>	Up to age 100 <sup>1</sup>	20 years
<b>Benefit period</b>	Up to age 100 <sup>1</sup>	
<b>Issue age</b>	Age 0 – 60	
<b>Premium<sup>5</sup></b>	Fixed and guaranteed <sup>#</sup>	
<b>Minimum basic sum insured</b>	Below age 45 : MOP120,000 <sup>6</sup> Age 45 or above : MOP80,000 <sup>6</sup>	
<b>Life protection</b>	Death benefit is equal to: the basic sum insured + accumulated dividends and interest <sup>2</sup> (if any) + terminal dividend (if any) - any indebtedness and outstanding premiums (if applicable)	
<b>Guaranteed cash value</b>	Payable upon policy surrender or after the insured has reached age 100 <sup>1</sup>	
<b>Non-guaranteed benefits</b>	<b>Annual dividends</b> May be declared annually	
	<b>Interest on accumulated dividends<sup>2</sup></b>	
	<b>Terminal dividend</b> May be payable <ul style="list-style-type: none"> <li>■ upon policy surrender after the policy has been in force for 10 years; or</li> <li>■ on the death of the insured after the policy has been in force for 10 years; or</li> <li>■ after the insured has reached age 100<sup>1</sup></li> </ul>	<b>Terminal dividend</b> May be payable <ul style="list-style-type: none"> <li>■ upon policy surrender after the policy has been in force for 5 years and the insured has reached age 25 at that time; or</li> <li>■ on the death of the insured after the policy has been in force for 5 years; or</li> <li>■ after the insured has reached age 100<sup>1</sup></li> </ul>
<b>Surrender value</b>	Guaranteed cash value + accumulated dividends and interest <sup>2</sup> (if any) + terminal dividend (if any) - any indebtedness	

# Not applicable to the extra premiums (if any) due to Index-linked Increase Endorsement.

## Important information

### Cooling-off period

If you are not completely satisfied with the policy, you have the right to cancel the policy and obtain a refund of any premium(s) paid provided that there is no claim payment made under the policy prior to your request for cancellation. To exercise this right, please return the policy (if applicable) and send your signed written notice of cancellation directly to our Customer Service at Avenida do Infante D. Henrique No.43-53A, 20 Andar, The Macau Square, Macau within **21 calendar days** immediately following the day of delivery of the policy to you or your nominated representative. The policy will then be cancelled and a refund of any premium(s) paid will be returned to you in policy currency.

## **Non-guaranteed benefits**

### **Dividend philosophy**

The plans are designed to provide both life insurance protection and growth potential for savings through a combination of:

- (a) guaranteed benefits, including cash value and death benefit; and
- (b) non-guaranteed annual dividends, interest and terminal dividend (collectively “dividends and interest”).

### **How do we determine your dividends and interest?**

The premiums from you and the owners of other policies pooled together will form a participating fund. Besides the premium, if you leave the declared annual dividends with us, the amount will also be invested in the same fund. We will make deductions for expenses, surrenders, claims and charges from this participating fund, while it earns investment returns. The value of this participating fund is called the “asset share”. It is an important reference to help us determine your dividends and interest.

When we determine the amount of the dividends and interest of your policy, we will take into account the following:

- (a) the asset share;
- (b) both the current and the expected future amount of guarantees; and
- (c) the returns we expect the participating fund to earn in the future.

In the plans, profit and loss arising from investment will impact your asset share. At the policy issuance, we determine our share of profit, and will receive it from the participating fund regularly. After we determine our share of profit, we aim to share with you the gain and loss from investment. If the actual amount we can distribute as dividends and interest is more than the amount illustrated at the time of policy issuance, you may receive 80% of the excess and the remaining 20% will be ours.

Your participating policy is designed to be held for long term. When we determine your dividends, we also take into account the policy duration, and they are adjusted downward in the early policy years to reflect this.

### **What will affect your dividends and interest?**

We consider the past performance and future outlook of the following factor when determining your dividends and interest and they may significantly affect them.

#### **Investment return**

This includes changes in interest rates that will cause changes in interest earnings, as well as changes in market value of the assets in the participating fund due to changes in financial markets and economic conditions. These may result from risks or changes in factors, such as interest rates, currency risk, liquidity risk, credit / default risk, volatility risk and also general investment conditions.

We may also apply smoothing when determining the dividends and interest. The value of the participating fund may go up and down sharply within days. Instead of sharing with you the gains or losses immediately, we may even out some short-term fluctuations.

As your policy will be grouped together with other similar policies, the dividends and interest of your policy may also vary if the characteristics of policies in your group change.

Based on these, we conduct a detailed analysis of the participating business and determine the dividends and interest to be declared at least annually.

### **Investment objective and strategy**

#### **Investment objective**

The overall objective of investing the participating fund is to ensure that the guarantees we committed to the policies are met, while seeking competitive and stable returns over a medium to long term.

#### **Investment strategy**

We employ a rigorous and disciplined approach in determining strategic asset allocations which defines the nature of assets and how much we invest in. We monitor market positions carefully and frequently, and update our allocations when appropriate. In addition, we may complement our investment strategies with the use of derivatives and other financial agreements to manage liquidity, achieve an efficient portfolio management and effective risk management or pre-invest partially or fully expected future premiums to reduce the uncertainty of future investment earnings.

From time to time we will review the investment strategies and asset allocations, and will modify them if necessary. We aim to ensure all guarantees are met while maintaining non-guaranteed return potential for the dividends and interest. We also assess factors such as risk tolerance, changes in market conditions and economic outlook in order to maintain an optimal portfolio.

#### **Selection of assets**

We maintain a robust asset portfolio for the participating funds by investing in a wide range of investments, primarily with exposure to the U.S. and Asia (including Hong Kong and Mainland China). Generally, we aim to match the currency of fixed income investments and the underlying policy currency denomination to the extent appropriate investments are available and acceptable. However, taking into consideration the aforementioned market constraints, we also invest in assets that are not denominated in the same currency as the underlying policies (“currency mismatch”). In such case, we may consider using derivatives to hedge the currency risk, and more broadly to ensure a proper matching between the assets and the policies. Some specific strategies may embed a currency mismatch as it may bring additional returns or be a source of diversification. We also aim at maintaining adequate liquidity with respect to the policies and an appropriate level of risk diversification.

## Asset allocations

You can find the current target asset allocations below:

Asset Class <sup>^</sup>	Allocation*
Government bonds, corporate bonds and other similar instruments	70%
Growth assets	30%

<sup>^</sup> The bond assets allocation includes sub-asset classes like (i) developed market investment-grade corporate bonds, (ii) emerging market investment-grade bonds, (iii) high yield bonds, and may include (iv) developed market government bonds. The growth assets allocation includes sub-asset classes like (a) listed equities, (b) private equities, (c) real estate and (d) hedge funds. The bond allocation is mainly invested in (i), and the growth assets are mainly invested in (a), with flexibility allowed in allocating to the sub-asset classes both within the bond allocation and within the growth asset allocation.

\* The target asset allocation shown above excludes derivatives. The total actual allocation (excluding derivatives) will be equal to 100%, and there may be some holdings in cash. In addition, we may accept certain degree of deviation from the above targets across asset classes in order to manage the portfolio efficiently or to optimise the portfolio based on the prevailing market condition and views.

For more details, please refer to the relevant participating policy fact sheet which can be found at our website

<https://www.axa.com.mo/en/participating-policy-fact-sheets>.

For the fulfilment ratios and total value ratios of our participating life insurance plans, please refer to our website at

<https://www.axa.com.mo/en/fulfilment-ratios-and-total-value-ratios>.

## Policy currency

If your policy is denominated in a currency other than your local currency, you may face an exchange rate risk. Upon currency conversion, the amounts you receive and the premiums you pay may vary as a result of changes in exchange rate.

## Non-payment of premium

You should pay premiums for the whole of your premium payment term. Any premiums remaining outstanding at the end of the grace period (i.e. 31 days after premium due date) may lead to termination of your policy. You may lose the insurance protection offered by the policy and the policy value (if any) to be received may be considerably less than your premiums paid.

## Early surrender

The policy is designed to be held for long term. Early surrender of the policy may result in a significant loss where you may get back considerably less than your premiums paid.

## Inflation

The cost of living in the future is likely to be higher than it is today due to inflation. In case the actual rate of inflation is higher than expected, the purchasing power of the amounts you receive under the policy may be lower than expected.

## Termination

The policy will automatically terminate upon the earliest occurrence of any of the following:

- (a) on the death of the insured; or
- (b) when the policy lapses, is cancelled or surrendered; or
- (c) when the indebtedness equals to or exceeds the guaranteed cash value of the basic plan; or
- (d) on the policy anniversary on or immediately following the insured's 100<sup>th</sup> birthday.

## Suicide exclusion

If the insured commits suicide within 1 year from the policy date or any date of reinstatement, whichever is later, whether sane or insane, the death proceeds will be limited to a refund of the premiums paid without interest less any indebtedness. The amount of premiums to be refunded will be calculated from the policy date or any date of reinstatement, whichever is later.

## Rights of third parties

Any person or entity which is not a party to the policy shall have no rights to enforce any terms of the policy.

## U.S. Foreign Account Tax Compliance Act

Under the U.S. Foreign Account Tax Compliance Act ("FATCA"), a foreign financial institution ("FFI") is required to report to the U.S. Internal Revenue Service ("IRS") certain information on U.S. persons that hold accounts with that FFI outside the U.S. and to obtain their consent to the FFI passing that information to the IRS. An FFI which does not sign or agree to comply with the requirements of an agreement with the IRS ("FFI Agreement") in respect of FATCA and / or who is not otherwise exempt from doing so (referred to as a "nonparticipating FFI") will face a 30% withholding tax ("FATCA Withholding Tax") on all "withholdable payments" (as defined under FATCA) derived from U.S. sources (initially including dividends, interest and certain derivative payments).

The U.S. and Macau have signed an inter-governmental agreement ("IGA") to facilitate compliance by FFIs in Macau with FATCA and which creates a framework for Macau FFIs to rely on streamlined due diligence procedures to (i) identify U.S. indicia, (ii) seek consent for disclosure from its U.S. policyholders and (iii) report relevant tax information of those policyholders to the IRS.

FATCA applies to the Company and this policy. The Company is a participating FFI. The Company is committed to complying with FATCA. To do so, the Company requires you to:

- (i) provide to the Company certain information including, as applicable, your U.S. identification details (e.g. name, address, the US federal taxpayer identifying numbers, etc); and
- (ii) consent to the Company reporting this information and your account information (such as account balances, interest and dividend income and withdrawals) to the IRS.

If you fail to comply with these obligations (being a “Non-Compliant Accountholder”), the Company is required to report “aggregate information” of account balances, payment amounts and number of non-consenting US accounts to IRS.

The Company could, in certain circumstances, be required to impose FATCA Withholding Tax on payments made to, or which it makes from, your policy. Currently the only circumstances in which the Company may be required to do so are:

- (i) if Macau Government fails to exchange information with the IRS under IGA (and the relevant tax information exchange agreement between Macau and the U.S.), in which case the Company may be required to deduct and withhold FATCA Withholding Tax on withholdable payments made to your policy and remit this to the IRS; and
- (ii) if you are (or any other account holder is) a nonparticipating FFI, in which case the Company may be required to deduct and withhold FATCA Withholding Tax on withholdable payments made to your policy and remit this to the IRS.

You should seek independent professional advice on the impact FATCA may have on you or your policy.

#### Remarks

1. “Age 100” refers to the policy anniversary on or immediately following the insured’s 100<sup>th</sup> birthday.
2. Dividends left with the Company will be accumulated with interest at the then prevailing interest rate. Interest rate is not guaranteed and may be changed by the Company from time to time.
3. The availability of Index-linked Increase Endorsement is subject to the Company’s underwriting requirements.
4. You have the option to decline the increase in basic sum insured and premium under the Index-linked Increase Endorsement of a particular policy year by giving us a written notice not later than 30 days after the relevant policy anniversary.

The Index-linked Increase Endorsement will automatically terminate upon the earliest occurrence of any of the following:

- (a) when you decline 2 consecutive increases made in accordance with the conditions in the endorsement; or
- (b) on the 15<sup>th</sup> policy anniversary (applicable to **Smart Protector 20 II** only); or
- (c) on the policy anniversary on or immediately following the insured’s 60<sup>th</sup> birthday; or
- (d) when the policy becomes fully paid up or when an option on non-payment takes effect.

5. Policy fee is imposed and included in the calculation of the premium.
6. Please contact your financial consultant for availability of other currency(ies) and the respective minimum basic sum insured.

Note: Unless otherwise specified, all ages mentioned in this product brochure refer to the age of the insured on his or her last birthday.

**Smart Protector II Life Insurance Plan** and **Smart Protector 20 II Life Insurance Plan** are underwritten by AXA China Region Insurance Company (Bermuda) Limited (Incorporated in Bermuda with limited liability) (“AXA”, the “Company”, or “we”).

**The plans are subject to the terms, conditions and exclusions of the relevant policy contracts. AXA reserves the final right to approve any application. This product brochure contains general information only and does not constitute any contract between any parties and AXA. It is not a policy. For detailed terms, conditions and exclusions of the plans, please refer to the relevant policy contracts, which will be made available by the Company upon request.**

#### ABOUT AXA HONG KONG AND MACAU

AXA Hong Kong and Macau is a member of the AXA Group, a leading global insurer with presence in 51 markets and serving 93 million customers worldwide. Our purpose is to act for human progress by protecting what matters.

As one of the most diversified insurers in Hong Kong, we offer integrated solutions across Life, Health and General Insurance. We are the largest General Insurance provider and a major Health and Employee Benefits provider. Our aim is to not only be the insurer to provide comprehensive protection to our customers, but also a holistic partner to the individuals, businesses and community we serve. At the core of our service commitment is continuous product & service innovation and customer experience enrichment, which is achieved through actively listening to our customers’ needs and leveraging and investing in technology and digital transformation.

We embrace our responsibility to be a driving force against climate change and a force for good to create shared value for our community. We are proud to be the first to address the importance of mental health through different products and services and thought leading iconic research. Our overall Sustainability Strategy, with emphasis on climate strategy and biodiversity commitment, is developed based on TCFD recommendations. We are committed to integrating environmental, social and governance factors across our business and strive to contribute to a sustainable future through 3 distinct roles - as an investor, an insurer and an exemplary company.



**Smart Protector II Life Insurance Plan / Smart Protector 20 II Life Insurance Plan  
Product brochure**

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Tel : (853) 8799 2812

Fax : (853) 2878 0022

[www.axa.com.mo](http://www.axa.com.mo)



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## Information on Accumulation Interest Rate for Benefit Payments

Our participating life insurance plans are designed to provide both life insurance protection and growth potential for savings through a combination of guaranteed benefits and non-guaranteed benefits.

Depending on the features of your chosen product, there may be benefit payments (such as annual dividends, cash coupons and value of bonus lock-in account) under your policy which may be left with the Company and may accrue interest at a rate (“Accumulation Interest Rate”) to be determined by the Company. Please refer to the relevant policy contract for more details.

For an overview of the historical Accumulation Interest Rate over the last 10 years, log into our EMMA by AXA mobile app (My Profile >> Settings >> For Macau policy only >> Interest Rate on Death Proceeds by Instalments/Accumulation Interest Rate). The historical rates shown are intended for reference purposes only and should not be taken as an indicator of future rates.

### To learn more about Emma by AXA:

<https://www.axa.com.hk/en/emma-by-axa>

All-in-one mobile app to manage your insurance needs



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