

Life protection & savings Wealth Genius Income Plan

# Propelling your wealth forward

**Product brochure** 

# Wealth Genius Income Plan

Your wealth can carry you and your loved ones into a future filled with valuable opportunities. With the right solution, you can build up your legacy across multiple generations. That way, your loved ones can continue to discover the rich rewards of your wealth for lifetimes to come.

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Exis sprintAN

Wealth Genius Income Plan ("Wealth Genius") is a participating life insurance plan that pays you guaranteed cash coupons up to age 138<sup>1</sup> giving you extra financial flexibility throughout each stage of your life. The plan puts your finances in your control, offering 3 premium payment term options to match your financial requirements, as well as the option to change to a new insured<sup>2</sup> so your wealth can support the next generation. The plan even includes a cancer advance benefit that covers both the insured and the policy owner<sup>3</sup>, sheltering you and your loved ones in the face of health challenges. With Wealth Genius, you may bring a lifetime of dreams into reality for a bright future.

## Highlights



Premium payment term as short as 3 years with fixed and guaranteed premiums



GUARANTEED cash coupons will be paid up to age 138<sup>1</sup>



High liquidity is offered to meet your financial needs



Change of insured option<sup>2</sup>



Protect yourself and your family against the unforeseen

- Life protection and flexible death benefit settlement options

- **EXTRA PROTECTION** against health challenges with a cancer advance benefit



Apply in a hassle-free way<sup>4</sup> with no medical examination<sup>5</sup>



# Premium payment term as short as 3 years with fixed and guaranteed premiums

To suit your personal needs, you can choose one among the three premium payment term options of 3 years, 5 years or 10 years. Your premium will remain unchanged throughout the premium payment term to ease your financial planning.

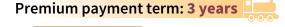


# Grow your wealth with guaranteed and potential returns

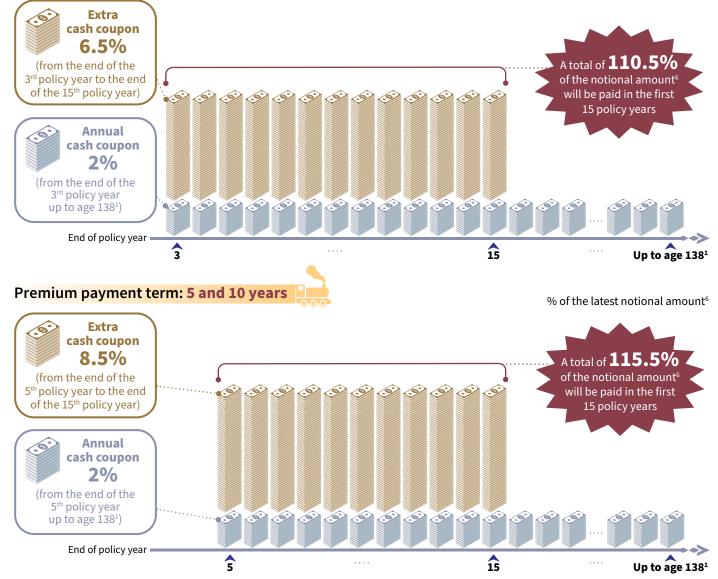
## **GUARANTEED** cash coupons will be paid up to age 138<sup>1</sup>

Starting from the end of the 3<sup>rd</sup> or 5<sup>th</sup> policy year, depending on your chosen premium payment term, **Wealth Genius** offers annual cash coupon up to age 138<sup>1</sup> while the policy is in effect. An extra cash coupon will also be available in specific policy years to boost your wealth accumulation.

Please refer to the charts below for details:



% of the latest notional amount<sup>6</sup>



Cash coupons are credited on the policy anniversary immediately after the relevant policy year or as soon as reasonably practicable thereafter. Any indebtedness and outstanding premiums will be deducted from the cash coupons when payable.

## **GUARANTEED** cash value

Starting from the end of the 2<sup>nd</sup> or 3<sup>rd</sup> policy year, depending on your chosen premium payment term, **Wealth Genius** carries a cash value<sup>7</sup> and such cash value is guaranteed by the Company.

Premium payment term	Cash value available from	
3 years	the end of the 2 <sup>nd</sup> policy year	
5 years	the end of the 3 <sup>rd</sup> policy year	
10 years		

#### **Annual dividends**

When your policy has been in-force for 10 years, on top of the cash coupons and cash value, you may benefit from the annual dividends. Annual dividends may be declared at least annually commencing from the end of the 10<sup>th</sup> policy year<sup>8</sup>.

Before declaration, annual dividends are not guaranteed and are subject to change by the Company from time to time. Annual dividends will be guaranteed once declared by the Company.

Annual dividends are credited on the policy anniversary immediately after the relevant policy year or as soon as reasonably practicable thereafter. Any indebtedness and outstanding premiums will be deducted from the annual dividends when payable.

#### **Terminal dividend**

When your policy has been in-force for 10 years, you may also benefit from the terminal dividend. Terminal dividend is determined at least annually commencing from the end of the 10<sup>th</sup> policy year<sup>9</sup>. It is not guaranteed and does not permanently add to the value of the policy. It may be reduced or increased by the Company at its discretion from time to time. Its actual amount will only be determined when the terminal dividend is payable. When the share of distributable surplus has been determined for the policy, the terminal dividend may be payable upon policy maturity, policy surrender, the death of the insured or when the cancer advance benefit becomes payable.



# High liquidity is offered to meet your financial needs

Through guaranteed cash coupons and annual dividends, **Wealth Genius** offers high liquidity to meet your financial needs for a prosperous future.

You have the option<sup>10</sup> to (i) withdraw cash from the cash coupons and declared annual dividends<sup>11</sup> or (ii) use the cash coupons and declared annual dividends to reduce premium of the policy<sup>11</sup> or (iii) leave the cash coupons and declared annual dividends with us to accumulate interest<sup>12</sup>, in order to cope with your needs at different life stages. The choice is yours.



# **Change of insured option<sup>2</sup>**

After the policy has been in-force for 8 years and during the lifetime of the insured while the policy is in effect, you may apply to change the insured of the policy subject to the prevailing administrative rules of the Company<sup>13,14</sup>, passing on your legacy from generation to generation with love.

The change of insured will not affect the terms and conditions under the **Wealth Genius** basic plan and the benefit period is up to age 138<sup>1</sup> of the initial insured.

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# Protect yourself and your family against the unforeseen

#### Life protection and flexible death benefit settlement options

In the unfortunate event that the insured passes away, the designated beneficiary will receive a death benefit which is equal to:

#### the higher of

- (i) cash value; and
- (ii) total notional premiums<sup>15</sup> less sum of notional cash coupon<sup>16</sup>
- 🕀 accumulated cash coupons (if any)
- accumulated annual dividends (if any)
- interest on accumulated cash coupons and annual dividends<sup>12</sup> (if any)
- terminal dividend (if any)
- any indebtedness and outstanding premiums

To enhance flexibility for you and your loved ones, we can pay the death proceeds in a lump sum or by regular instalments at your own choice. Under the death benefit settlement option, there are two options for the payment of the death proceeds. Details are as follows:

Death benefit settlement option	How the death proceeds will be paid
1. Lump sum payment	• In a lump sum
2. Payment by instalments	<ul> <li>The death proceeds will be paid by instalments at such regular intervals over a specified period of time to be agreed by the Company. The options on settlement term and mode of settlement currently available are set out below, which may be changed by the Company from time to time at its absolute discretion: <ul> <li>Settlement term: 10 / 20 / 30 years</li> <li>Mode of settlement: annually / monthly</li> </ul> </li> <li>Interest will accrue on the balance of the death proceeds which is yet to be paid at an interest rate to be determined by the Company from time to time at its sole discretion.</li> </ul>

# **EXTRA PROTECTION** against health challenges with a cancer advance benefit

After a cancer waiting period of 5 years<sup>17</sup>, if the insured or policy owner<sup>3</sup> is first diagnosed with a Cancer<sup>18</sup> at or before the age of 80, a payment which is equal to 100% of the death benefit<sup>19</sup> will be paid to the policy owner to ease the financial burden of treatment expenses.

No cancer advance benefit will be payable in respect of any pre-existing condition(s) of the insured or the policy owner. Please refer to the section "Pre-existing conditions of cancer advance benefit" for details.

Once the cancer advance benefit is payable, the policy will automatically terminate.

#### Supplementary protection for greater peace of mind

You can select a wide range of optional supplements<sup>14</sup> such as critical illness, medical, accident and disability protection to suit your insurance needs.





# Apply in a hassle-free way<sup>4</sup> with no medical examination<sup>5</sup>

Medical examination is not required with no health questions to answer⁵. You can start your wealth planning right away!

# Wealth Genius at a glance

Premium payment term	3 years	5 years	10 years
Benefit period	Up to age 138 <sup>1</sup>		
Issue age of the initial insured	Age 0 – 65		
Premium	Fixed and guaranteed		
Minimum notional amount <sup>6</sup>	Issue age below 45: USD15,000 Issue age 45 or above: USD10,000		
	Annual cash coupon		
GUARANTEED cash coupons	From the end of the 3 <sup>rd</sup> policy year up to age 138¹: 2% of the latest notional amount <sup>6</sup>	From the end of the 5 <sup>th</sup> policy year up to age 138 <sup>1</sup> : 2% of the latest notional amount <sup>6</sup>	
	Extra cash coupon		
	From the end of the 3 <sup>rd</sup> policy year to the end of the 15 <sup>th</sup> policy year: 6.5% of the latest notional amount <sup>6</sup>	From the end of the 5 <sup>th</sup> policy year to the end of the 15 <sup>th</sup> policy year: 8.5% of the latest notional amount <sup>6</sup>	
GUARANTEED cash value	Payable upon policy surrender		
	<b>Annual dividends</b> may be declared at least annually commencing from the end of the 10 <sup>th</sup> policy year <sup>8</sup>		
	Interest on accumulated cash coupons and annual dividends <sup>12</sup>		
Non-guaranteed benefits	<b>Terminal dividend</b> is determined at least annually commencing from the end of the 10 <sup>th</sup> policy year <sup>9</sup> . When the share of distributable surplus has been determined for the policy, the terminal dividend may be payable upon policy maturity, policy surrender, the death of the insured or when the cancer advance benefit becomes payable		
Surrender value	<ul> <li>Cash value</li> <li>accumulated cash coupons (if any)</li> <li>accumulated annual dividends (if any)</li> <li>interest on accumulated cash coupons and annual dividends<sup>12</sup> (if any)</li> <li>terminal dividend (if any)</li> <li>any indebtedness and outstanding premiums</li> </ul>		
Maturity benefit	<ul> <li>Accumulated cash coupons (if any)</li> <li>accumulated annual dividends (if any)</li> <li>interest on accumulated cash coupons and annual dividends<sup>12</sup> (if any)</li> <li>terminal dividend (if any)</li> <li>any indebtedness and outstanding premiums</li> </ul>		
Life protection	<ul> <li>Death benefit is equal to: the higher of (i) cash value; and (ii) total notional premiums<sup>15</sup> less sum of notional cash coupon<sup>16</sup></li> <li>accumulated cash coupons (if any)</li> <li>accumulated annual dividends (if any)</li> <li>interest on accumulated cash coupons and annual dividends<sup>12</sup> (if any)</li> <li>terminal dividend (if any)</li> <li>any indebtedness and outstanding premiums</li> </ul>		
EXTRA PROTECTION cancer advance benefit	After a cancer waiting period of 5 years <sup>17</sup> , if the insured or policy owner <sup>3</sup> is first diagnosed with a Cancer <sup>18</sup> at or before the age of 80, a payment which is equal to 100% of the death benefit <sup>19</sup> will be paid to the policy owner		

# 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.

#### Applicable to policies issued in Hong Kong

To exercise this right, please return the policy (if applicable) and send your signed written notice of cancellation directly to our Customer Service at Suite 2001, 20/F, Tower Two, Times Square, 1 Matheson Street, Causeway Bay, Hong Kong within **21 calendar days** immediately following either the day of delivery of the policy or the notice of policy issuance (notifying you of the cooling-off period) to you or your nominated representative (whichever is earlier). The policy will then be cancelled and a refund of any premium(s) paid and any levy paid will be returned to you.

#### Applicable to policies issued in Macau

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 **<u>21 calendar days</u>** 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 plan is designed to provide both life insurance protection and growth potential for savings through a combination of:

(a) guaranteed benefits, such as cash value, cash coupon and death benefit; and

(b) non-guaranteed annual dividends and terminal dividend (collectively "dividends").

#### How do we determine your dividends?

The premiums from you and the owners of other policies pooled together will form a participating fund and will be invested. We will make deductions for expenses, surrenders, claims, charges and profit sharing 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.

When we determine the amount of the annual dividends and the terminal dividend 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 plan, profit and loss arising from investment, claims, expenses and policy persistency will impact your asset share. To align our interest with yours, we aim to share with you 80% of the profit and loss while the remaining 20% goes to us.

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?

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

#### 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.

#### <u>Claims</u>

These include the cost of providing death benefit and other insurance benefits. If the amount of benefit claims turns out to be higher, your dividends will be lower.

#### Policy persistency

If policies lapse or are surrendered (whether in full or partially), profits or losses arise when the benefits paid out differ from the asset share of the terminated policies. Such profits or losses will be added to the asset share of the remaining policies.

#### Expenses

These include both expenses directly related to the policy (e.g. distribution costs and taxes) and indirect expenses allocated to the product group (e.g. office rent). If the actual expenses become higher, there will be less money available to pay you as dividends.

We may also apply smoothing when determining the dividends. 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 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 to be declared at least annually.

#### Interest on accumulated cash coupons and annual dividends

You can choose to leave the cash coupons and the declared annual dividends with us to earn interest. The amount accumulated with interest will form a separate fund. This fund does not form part of the asset share and is separately managed. We will make deductions for the management of the fund.

The interest rate is not guaranteed. We determine the interest rate from time to time based on the past investment performance, as well as future investment outlook of the assets of this fund. We may also make reference to the interest rates in the market.

#### **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. 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^	Allocation*	
Asset Class	Participating fund	
Government bonds, corporate bonds and other similar instruments	60% - 100%#	
Growth assets	0% - 40%#	

^ The bond assets allocation includes sub-asset classes like (i) developed market investment-grade corporate bonds, (ii) developed market government bonds, (iii) emerging market investment-grade bonds and (iv) high yield bonds. The growth assets allocation includes sub-asset classes like (a) listed equities, (b) private equities, (c) real estate and (d) hedge funds.

\*The total actual allocation 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.

# The target asset allocation varies across policy years: the target allocation to bond assets (i.e. government bonds, corporate bonds and other similar instruments) will generally be on the lower end of this range in the early policy years and towards the higher end of this range thereafter; conversely, the target allocation to growth assets will generally be on the higher end of this range in the early policy years and towards the lower end of this range thereafter. For more details, please refer to the relevant participating policy fact sheet which can be found at our website <a href="https://www.axa.com.hk/participating-policy-fact-sheets">https://www.axa.com.hk/participating-policy-fact-sheets</a> (for policies issued in Hong Kong) or <a href="https://www.axa.com.mo/en/participating-policy-fact-sheets">https://www.axa.com.hk/participating-policy-fact-sheets</a> (for policies issued in Macau).

For the fulfilment ratios and total value ratios of our participating life insurance plans, please refer to our website at <a href="https://www.axa.com.hk/fulfilment-ratios-and-total-value-ratios">https://www.axa.com.hk/fulfilment-ratios-and-total-value-ratios</a> (for policies issued in Hong Kong) or <a href="https://www.axa.com.mo/en/fulfilment-ratios-and-total-value-ratios">https://www.axa.com.hk/fulfilment-ratios-and-total-value-ratios</a> (for policies issued in Hong Kong) or <a href="https://www.axa.com.mo/en/fulfilment-ratios-and-total-value-ratios">https://www.axa.com.hk/fulfilment-ratios-and-total-value-ratios</a> (for policies issued in Macau).

#### **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) when the policy lapses, or is cancelled or surrendered; or
- (b) on the death of the insured; or
- (c) when the cancer advance benefit becomes payable; or
- (d) on the maturity date (i.e. on the policy anniversary on or immediately following the initial insured's 138<sup>th</sup> birthday, whichever is earlier); or
- (e) when the right of policy termination is exercised pursuant to the "cross-border" provision of the policy; or
- (f) when the indebtedness is equal to or exceeds the cash value.

#### **Key exclusions**

#### Suicide exclusion

If the insured, whether sane or insane, commits suicide within 1 year from (i) the policy date; (ii) any date of reinstatement of the policy; or (iii) the effective date of the change of insured under the "change of insured option" provision (whichever is the latest), the death proceeds will be limited to a refund of the premiums paid (without interest). The amount of premiums to be refunded will be calculated from (i) the policy date; or (ii) any date of reinstatement of the policy (whichever is later).

If the insured, whether sane or insane, commits suicide within 1 year from the date of any increase in the notional amount and / or supplement amount(s), such increase shall be deemed not to have taken effect in determining the death proceeds payable. The additional premium paid for the increase in the notional amount and / or supplement amount(s) will be refunded (without interest) and such premium refunded will form part of the death proceeds.

Any indebtedness, outstanding premium, cash value(s) previously withdrawn from the policy, and benefits paid or payable by us under the policy will be deducted from the death proceeds.

#### Pre-existing conditions of cancer advance benefit

We will not pay any cancer advance benefit in respect of any pre-existing conditions. Pre-existing condition shall mean:

(a) In respect of the policy owner (who is not also the insured), any condition or illness:

- (i) which existed or continued to exist;
- (ii) for which the policy owner experienced symptoms or signs (even if the policy owner has not consulted a medical practitioner);

- (iii) for which the policy owner had received or continued to receive treatment, medication or any investigation; or
- (iv) where diagnostic tests showed the pathological existence;

prior to the policy date, any date of reinstatement of the policy or the effective date of the change of policy owner, whichever is the latest.

(b) In respect of the insured, any condition or illness:

- (i) which existed or continued to exist;
- (ii) for which the insured experienced symptoms or signs (even if the insured has not consulted a medical practitioner);
- (iii) for which the insured had received or continued to receive treatment, medication or any investigation; or
- (iv) where diagnostic tests showed the pathological existence;

prior to the policy date, any date of reinstatement of the policy or the effective date of the change of insured, whichever is the latest.

#### Levy on insurance premium (Only applicable to policies issued in Hong Kong)

Levy collected by the Insurance Authority through the Company will be imposed on the policy at the applicable rate. Policyholders must pay the levy in order to avoid any legal consequences.

#### **Rights of third parties**

#### Applicable to policies issued in Hong Kong

The policy is excluded from the application of the Contracts (Rights of Third Parties) Ordinance (Cap 623 of the Laws of Hong Kong) ("TP Ordinance"). Any person or entity which is not a party to the policy shall have no rights under the TP Ordinance to enforce any terms of the policy.

#### Applicable to policies issued in Macau

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 Hong Kong / Macau have signed an inter-governmental agreement ("IGA") to facilitate compliance by FFIs in Hong Kong / Macau with FATCA and which creates a framework for Hong Kong / 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 the Inland Revenue Department of Hong Kong / Macau Government fails to exchange information with the IRS under IGA (and the relevant tax information exchange agreement between Hong Kong / 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. "Up to age 138 / up to age 138" refers to the day before the maturity date (the maturity date is the policy anniversary on or immediately following the initial insured's 138<sup>th</sup> birthday, whichever is earlier).
- 2. Change of insured option is only available after the end of the  $8^{th}$  policy year and during the lifetime of the insured while the policy is in effect.
- Cancer advance benefit only applies to a policy owner who is an individual and does not apply to a policy owner which is not an individual (e.g. a body corporate, unincorporated association, partnership, firm, joint venture and trust).
- 4. AXA reserves the final right to approve or reject any application.
- 5. The exemption from medical examination and answering of health questions is not applicable to the optional supplement(s) (if any) attached to **Wealth Genius**.
- 6. The notional amount is used for the calculation of premium, guaranteed cash coupons and relevant policy values of **Wealth Genius**; it is not equivalent to the death benefit of the insured and is only one of the factors in determining the death benefit payable.
- 7. The underlying cash value rate used to calculate the cash value is guaranteed by the Company. If there is any change in the notional amount, the corresponding cash value will be adjusted accordingly.
- 8. Starting from the end of the 10<sup>th</sup> policy year, annual dividends may be payable if (i) there is any share of distributable surplus determined for the policy in respect of a policy year; (ii) the policy is then in effect; and (iii) all premiums due have been paid up to the relevant policy anniversary.
- 9. Starting from the end of the 10<sup>th</sup> policy year, terminal dividend will be determined if (i) the policy is then in effect; and (ii) all premiums due have been paid up to the relevant policy anniversary.
- 10. The same option must be chosen for the application of cash coupons and annual dividends.
- 11. Such options can adversely impact on the benefits and values of the policy. Please refer to the policy contract for details. Where you opt to use cash coupons and annual dividends to reduce premium for the policy, or withdraw cash from cash coupons and annual dividends to pay premium for other insurance policies of your choice, please be aware of the non-guaranteed nature of annual dividends, that the premiums for insurance policies and the corresponding levy you need to pay may be adjusted upward due to inflation and / or other factors, and accordingly cash coupons and annual dividends that can be used and / or the part that can be withdrawn may not be sufficient for reducing and / or paying such premium.
- 12. Cash coupons and annual dividends left with the Company will be accumulated with interest and the interest rate will be declared by the Company. Such interest rate is not guaranteed and may be changed by the Company from time to time.
- 13. Written application should be made by an individual policy owner for the change of insured and such request is subject to the Company's administrative rules and approval. Unless otherwise specified in the policy contract, the change of insured will not affect the terms and conditions of **Wealth Genius**. The new insured must be the policy owner himself / herself, or the policy owner's (a) spouse; (b) child under age 18; or (c) family member of a newer generation under age 18 (e.g. grandchild or great-grandchild) subject to the juvenile trust policy arrangement acceptable by the Company. The new insured must be at the same age as or younger than the existing insured. The change of insured must be endorsed in writing by the existing insured, new insured and assignee (if any). Only one individual person can be named as the insured at any one time. The Company reserves the right to seek satisfactory evidence of insurability from the new insured. Please refer to the policy contract for details.
- 14. After the change of insured, all supplement(s) (if any) attached to Wealth Genius will be terminated and no supplement(s) can be attached thereafter.
- 15. Total notional premiums are equal to the applicable annualised premium amount determined based on the latest notional amount and the latest premium payment mode for the basic plan immediately before the death of the insured divided by 12, and then multiplied by the number of months in which the premium for the basic plan has been due and fully paid.
- 16. Sum of notional cash coupon is the total of all cash coupons, without interest accrued, which are assumed to have been paid from the policy date to the policy anniversary on or immediately before the death of the insured by the Company as if the policy was effective from the policy date with the notional amount equal to the latest notional amount, regardless of whether any cash coupon was paid in cash, used to reduce premium or left with us to accumulate.
- 17. In respect of the policy owner (who is not also the insured), a period of 5 years from: (i) the policy date; (ii) any date of reinstatement of the policy; or (iii) the effective date of the change of policy owner, whichever is the latest.In respect of the insured, a period of 5 years from: (i) the policy date; (ii) any date of reinstatement of the policy; or (iii) the effective date of the change of insured, whichever is the latest.
- 18. "Cancer" refers to the first unequivocal diagnosis of any malignant tumour characterised by the uncontrolled growth of malignant cells and invasion of tissue, and positively diagnosed with histological confirmation. The term malignant tumour includes leukaemia, sarcoma and lymphoma except cutaneous lymphoma (lymphoma confined to the skin). For the detailed definition of Cancer, please refer to the policy contract for details.
- 19. The amount will be calculated as at the time when the cancer advance benefit becomes payable.

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

Wealth Genius Income Plan is underwritten by AXA China Region Insurance Company (Bermuda) Limited (Incorporated in Bermuda with limited liability) ("AXA", the "Company", or "we").

The plan is subject to the terms, conditions and exclusions of the relevant policy contract. 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 plan, please refer to the relevant policy contract, 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.



### Wealth Genius Income Plan Product brochure

November 2023

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#### **Information on Death Benefit Settlement Option**

For greater flexibility, our death benefit settlement option enables your beneficiary to receive the death proceeds either in a lump sum or by regular instalments. If you choose regular instalments, your beneficiary will be paid by instalments at regular intervals over a specific period to be agreed by the Company. The remaining death proceeds balance not yet paid may accrue interest at a rate ("Interest Rate on Death Proceeds by Instalments") to be determined by the Company.

For an overview of the historical Interest Rate on Death Proceeds by Instalments 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:

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



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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.

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