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Life protection & savings
Fortune Protector Life Insurance

Choose a protected future



Product brochure






Plan ahead to protect your family's future

While you strive to get the best for your family, you need a protection solution that safeguards their financial comfort. **Fortune Protector Life Insurance** (“**Fortune Protector**”) is a participating life insurance plan designed to provide life protection and stable growth of savings.



Highlights

-  Offers life protection to safeguard your family
-  Provides stable guaranteed cash value accumulation
-  Enhances returns with reversionary bonus and terminal bonus

Life protection to safeguard your loved ones

Fortune Protector provides life coverage up to age 100. In the unfortunate event that the insured passes away, the designated beneficiary will receive a death benefit which is equal to:

the basic sum insured

+

face value of reversionary bonus (if any)

+

face value of terminal bonus (if any)

-

any indebtedness and outstanding premiums (if applicable)

Embrace the future with guaranteed cash value

Fortune Protector offers guaranteed cash value upon policy surrender or at maturity, enabling you to head towards your goals confidently.

Additional returns from reversionary bonus and terminal bonus

You may benefit from the non-guaranteed reversionary bonus and terminal bonus after the policy has been in-force for 3 years.

	Reversionary bonus	Terminal bonus
Bonus allocation	On annual basis	On a one-off basis
Face value of the bonus	<ul style="list-style-type: none">■ Non-guaranteed, but once declared it will be guaranteed■ Payable on the death of the insured	<ul style="list-style-type: none">■ Non-guaranteed■ Payable on the death of the insured■ The actual amount will only be determined when it is paid
Cash value of the bonus	<ul style="list-style-type: none">■ Non-guaranteed, but once declared it will be guaranteed■ Payable upon policy surrender or at maturity	<ul style="list-style-type: none">■ Non-guaranteed■ Payable upon policy surrender or at maturity■ The actual amount will only be determined when it is paid

Any indebtedness will be deducted from reversionary bonus and / or terminal bonus when payable.

Access to your money

You may have specific financial needs at different life stages. With **Fortune Protector**, you are free to withdraw the cash value of the declared reversionary bonus¹, together with the cash value of the corresponding terminal bonus, from the policy.

Besides, you may also apply for a policy loan² from the guaranteed cash value and the cash value of the declared reversionary bonus in the case of an emergency.

If you choose to reduce your basic sum insured³ to address your financial needs, the guaranteed cash value of the reduced portion of the basic sum insured and the cash values of its corresponding reversionary bonus (if any) and terminal bonus (if any), less any indebtedness, will be paid to you.

Supplementary protection

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

Fortune Protector at a glance

Premium payment term	10 years	15 years	20 years	Up to age 100 [^]
Benefit period	Up to age 100			
Issue age	Age 0 – 65	Age 0 – 60	Age 0 – 55	Age 18 – 50
Premium⁴	Fixed and guaranteed			
Minimum basic sum insured*	Below age 45 : HKD120,000 ⁵ Age 45 or above : HKD80,000 ⁵			
Life protection	Death benefit is equal to: the basic sum insured + face value of reversionary bonus (if any) + face value of terminal bonus (if any) – any indebtedness and outstanding premiums (if applicable)			
Guaranteed cash value	Payable upon policy surrender or at maturity			
Non-guaranteed benefits	May be provided after the policy has been in-force for 3 years Reversionary bonus <ul style="list-style-type: none"> Annual bonus Face value is non-guaranteed, but once declared it will be guaranteed. It will be payable on the death of the insured Cash value is non-guaranteed, but once declared it will be guaranteed. It will be payable upon policy surrender or at maturity Terminal bonus <ul style="list-style-type: none"> A one-off bonus Face value is non-guaranteed and payable on the death of the insured Cash value is non-guaranteed and payable upon policy surrender or at maturity The actual amount will only be determined when it is paid 			
Surrender value / Maturity benefit	Guaranteed cash value + cash value of reversionary bonus (if any) + cash value of terminal bonus (if any) – any indebtedness			

[^] Only applicable to the policies issued in Hong Kong.

* We offer Macau policies denominated in Macau Pataca (MOP) or other available currency(ies) (excluding Hong Kong Dollar).

Important information

Cooling-off period

If you are not completely satisfied with the policy, you have the right to cancel it by returning the policy (if applicable) and giving a written notice of cancellation to the Company. Such written notice of cancellation must be signed by you and received directly by our Customer Service at Suite 2001, 20/F, Tower Two, Times Square, 1 Matheson Street, Causeway Bay, Hong Kong (for policy issued in Hong Kong) / Avenida do Infante D. Henrique No.43-53A, 20 Andar, The Macau Square, Macau (for policy issued in Macau) 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, if the policy is issued in Hong Kong) will be returned to you on the condition that no claim payment under the policy has been made prior to your request for cancellation.

Non-guaranteed benefits

Bonus 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 and death benefit; and
- (b) non-guaranteed reversionary bonus and terminal bonus (collectively “bonuses”).

How do we determine your bonuses?

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 bonuses.

When we determine the amount of reversionary bonus and terminal bonus 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 bonuses, 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 bonuses?

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

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.

Claims

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

We may also apply smoothing when determining the bonuses. 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 bonuses 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 bonuses 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. In particular, the amount of derivatives used to manage interest rate and exchange rate risk may be material.

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 bonuses. 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 [*]
Government bonds, corporate bonds and other similar instruments	50% – 100%
Growth assets	0% – 50%

[^] The bond assets allocation includes sub-asset classes like (i) developed market investment-grade corporate bonds, (ii) emerging market investment-grade bonds and (iii) 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 (ii), 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.hk/participating-policy-fact-sheets> (for policies issued in Hong Kong) or <https://www.axa.com.mo/en/participating-policy-fact-sheets> (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 <https://www.axa.com.hk/fulfilment-ratios-and-total-value-ratios> (for policies issued in Hong Kong) or <https://www.axa.com.mo/en/fulfilment-ratios-and-total-value-ratios> (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) 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 and the cash value of reversionary bonus (if any) of the policy, whichever occurs the earliest; or
- (d) when the right of policy termination is exercised pursuant to the cross-border provision of the policy; or
- (e) on the policy anniversary on or immediately following the insured's 100th 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 and any cash value(s) of the basic plan and reversionary bonus (if any) and terminal bonus (if any) previously withdrawn from the policy. The amount of premiums to be refunded will be calculated from the policy date or any date of reinstatement, whichever is later.

If the insured commits suicide within 1 year from the date of any increase in the basic sum insured and / or supplement amount(s), whether sane or insane, 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 basic sum insured and / or supplement amount(s) will be refunded.

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. The request for withdrawing reversionary bonus is subject to the Company's approval. Upon withdrawal of reversionary bonus, the cash value of reversionary bonus and the cash value of its corresponding terminal bonus (which is derived from reversionary bonus) will be payable. The withdrawal of reversionary bonus reduces the value of the policy.
2. The request for taking policy loans is subject to the Company's approval. Interest will be charged on policy loans. We shall have the absolute discretion to determine or change the interest rate from time to time. If the policy loans and interest are not repaid, they will be deducted from any benefits payable under the policy.
3. The request for reducing the basic sum insured is subject to the Company's approval. After reduction of the basic sum insured, the guaranteed cash value, cash value of reversionary bonus (if any), cash value of terminal bonus (if any), surrender value, maturity benefit and death benefit payable under the policy will be adjusted and reduced accordingly.
4. Policy fee is imposed and included in the calculation of the premium.
5. 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.

Fortune Protector Life Insurance 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, a member of the AXA Group, prides itself on serving over 1.5 million customers¹ with our superior products and services. AXA is the top-tier life insurer in Hong Kong with the longest history² and is ranked No. 2 in insurance - life, health (stock) category worldwide³. In addition to being the No. 1 global Property & Casualty commercial lines insurer⁴, we are the No. 1 most considered insurance brand in Hong Kong⁵. We are also one of the largest health protection providers in Hong Kong and Macau.

AXA is one of the most diversified insurers, providing a full range of coverage for individual and commercial customers. We offer all-round, integrated solutions across Life, Health and Property & Casualty to address all of our customers' insurance needs.

As an innovative insurer, we leverage Big Data and AI to transform the customer experience end-to-end, making insurance simpler and more personal. We continue to drive innovation notably in health and protection, supporting customers in prevention, treatment and recovery.

We also believe it is our inherent responsibility to support the communities in which we operate. AXA Foundation is our flagship corporate social responsibility programme covering all our efforts in promoting holistic wellbeing and supporting the underprivileged to create a positive and lasting impact in the communities of Hong Kong and Macau.

¹ Including customers of AXA China Region Insurance Company Limited, AXA China Region Insurance Company (Bermuda) Limited (Incorporated in Bermuda with limited liability), and AXA General Insurance Hong Kong Limited

² Top tier insurers are defined based on the annualised premiums of Individual Direct New Business (Classes A to F) of Statistics on Hong Kong Long Term Insurance Business published by the Insurance Authority

³ 2020 Fortune Global 500

⁴ AXA Corporate Solutions, AXA Matrix Risk Consultants, AXA Insurance Company, and AXA Art with AXA XL's insurance and reinsurance operations combined

⁵ AXA Hong Kong Brand Preference Tracking Report 2019

AXA China Region Insurance Company (Bermuda) Limited
(Incorporated in Bermuda with limited liability)



**Fortune Protector Life Insurance
Product brochure**

March 2021

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