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Life protection & savings  
Wealth Ultra Savings Plan (2-year pay)

Strike the  
winning move when  
the time is right



Limited-time  
offer:  
Pay just  
**2 years**  
of premiums

Product brochure

# Wealth Ultra Savings Plan (2-year pay)

Meeting your financial goals is about choosing a good strategy at the right time. For a limited time only, the popular **Wealth Ultra Savings Plan** is now offering a 2-year premium payment term, enabling you to enjoy the advantages of the plan with no more than a short financial commitment. **Wealth Ultra Savings Plan (2-year pay)** (“**Wealth Ultra (2-year pay)**”) offers sustainable wealth growth across multiple generations, as well as flexibility to counter against market shifts and changes in your financial standing. Strike when the time is right – choose **Wealth Ultra (2-year pay)** today and enjoy **the leading features that are unique in the market<sup>1</sup>**.

UNIQUE IN THE MARKET<sup>1</sup>



## Bonus Lock-in Option

Without an aggregate limit  
for the lock-in rate

## Flexi Continuation Option

Allocate your policy  
for life protection  
and uninterrupted legacy planning

Scan to watch  
the product video

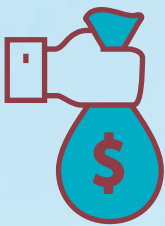


## Wealth Ultra (2-year pay) – Save up with short premium payment term

**Wealth Ultra (2-year pay)** is a participating life insurance plan with a premium payment term as short as two years. It can help accelerate your wealth growth with ease and flexibility, empowering you and your family to pursue more in life. Offering you a path to long-term savings across multiple generations, **Wealth Ultra (2-year pay)** gives you the choice to lock in or withdraw the non-guaranteed bonuses without partially surrendering your policy. What's more, **Wealth Ultra (2-year pay)** is equipped with unique features for passing on accumulated wealth to future generations: without limitation on the number of times, enabling you to change the insured and designate a contingent insured for the efficient transfer of your legacy.

### Highlights

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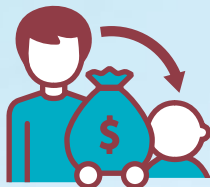
Premium payment  
for 2 years only



Boost your wealth with  
long-term total returns



Flexible withdrawal options  
to meet your financial needs



Safeguard your loved ones  
through your legacy



Shield yourself and your loved  
ones against the unforeseen



## Premium payment for 2 years only

With a premium payment term as short as 2 years, you can enjoy the benefits of the plan without committing to long-term payments. Your premiums are guaranteed to remain unchanged throughout the 2-year premium payment term, enabling you to plan ahead with total certainty.



## Boost your wealth with long-term total returns

Starting from the 82<sup>nd</sup> policy anniversary, total Internal Rate of Return (IRR) at the end of each policy year can be **OVER 7%**<sup>2</sup>

Starting from the 2<sup>nd</sup> policy year, your policy will enjoy guaranteed cash value<sup>3</sup>, which will be payable upon policy surrender or at maturity.

Further, after the policy has been in-force for 2 years, you may enjoy the growth potential of your savings with two types of non-guaranteed bonuses – the reversionary bonus and terminal bonus<sup>4</sup>.

	Reversionary bonus	Terminal bonus
<b>Bonus allocation</b>	On an annual basis	On a one-off basis
<b>Face value of the bonus</b>	<ul style="list-style-type: none"> <li>Non-guaranteed, but once declared it will be guaranteed</li> <li>Payable when the death benefit or the compassionate benefit becomes payable</li> </ul>	<ul style="list-style-type: none"> <li>Non-guaranteed</li> <li>Payable when the death benefit or the compassionate benefit becomes payable</li> <li>The actual amount will only be determined when it is payable<sup>5</sup></li> </ul>
<b>Cash value of the bonus</b>	<ul style="list-style-type: none"> <li>Non-guaranteed</li> <li>Payable upon policy surrender or at maturity</li> <li>The actual amount will only be determined when it is payable<sup>5</sup></li> </ul>	

Any indebtedness and outstanding premium will be deducted from the reversionary bonus and / or terminal bonus when they are payable.

## Illustrative example

The following example is for illustrative purposes and for reference only. All amounts are in US dollars.

### Enjoy long-term wealth accumulation with a short premium payment term

Policy owner	: Jason (father, age 30)
Insured	: Henry (Jason's son, age 0)
Premium payment term	: 2 years
Annual premium	: \$100,000
Total premiums paid	: \$200,000
Notional amount <sup>6</sup> at policy inception	: \$279,018

Upon welcoming the birth of his son Henry this year, Jason begins to plan ahead. He wants to start saving early to benefit from long-term capital growth, so that Henry can enjoy solid financial foundations for a worry-free life. Jason decides to take out **Wealth Ultra (2-year pay)**, which offers long-term wealth accumulation with just a 2-year premium payment term.



### Henry's age

	Between age 0 and 1	Between age 17 and 22	At age 30	At age 45	Between age 65 and 95
Jason pays \$100,000 annually for 2 years as premiums		Jason withdraws \$30,000 each year to pay for Henry's studies abroad, for 6 years	Jason transfers policy ownership to Henry Henry then withdraws \$200,000 for his wedding expenses	Henry withdraws \$1,000,000 to start his new business	Henry withdraws \$400,000 once every 5 years for retirement spending and travel
<b>Total withdrawal(s)</b>		<b>\$180,000</b>	<b>\$200,000</b>	<b>\$1,000,000</b>	<b>\$2,800,000</b>
<b>Total cash value after withdrawal(s)</b>		<b>\$428,104</b>	<b>\$559,105</b>	<b>\$517,635</b>	<b>\$8,428,472</b>
Guaranteed cash value <sup>3</sup>		\$169,415	\$135,873	\$55,326	\$45,183
Non-guaranteed value		\$258,690	\$423,232	\$462,309	\$8,383,289

**Accumulated withdrawals plus the total cash value remained at age 138<sup>7</sup> is around 851 times the total premiums paid**

#### Notes:

- The illustrative example above assumes that (i) annual premium payment mode is chosen and all premiums are paid in full when due and as planned; (ii) standard premium is applied (the insured is not being classified as a special class) and the total premiums paid excludes the levy collected by the Insurance Authority; (iii) no other policy benefits or claims have been paid or becomes payable; and no withdrawals have been made except for the withdrawals specified in the illustrative example above; (iv) there is no indebtedness under the policy; (v) the stated withdrawal amounts are made at the beginning of the relevant policy years; (vi) each withdrawal will be paid from (1) cash value of reversionary bonus and cash value of its corresponding terminal bonus; and followed by (2) guaranteed cash value together with cash value of its corresponding terminal bonus, by means of partial surrender; (vii) the notional amount of the policy remains unchanged throughout the policy term, except for the reduction of notional amount due to the withdrawals made in the illustrative example above; and (viii) no Bonus Lock-in Option has been exercised.
- Total cash value is the sum of guaranteed cash value, cash value of non-guaranteed reversionary bonus, cash value of non-guaranteed terminal bonus and value of the bonus lock-in account (if any). The values are projected with the Company's current (i) assumed bonus scale and (ii) interest rate on the value of the bonus lock-in account of 4% p.a. (if applicable). The bonus scale and interest rate on the value of the bonus lock-in account (if applicable) are not guaranteed and may be changed by the Company from time to time. The actual amounts may be higher or lower than those illustrated.
- Written application should be made by the policy owner for the change of policy owner and such request is subject to the Company's approval, administrative rules, underwriting, and any other requirements of the Company in effect from time to time. Please refer to the policy contract of **Wealth Ultra (2-year pay)** for details.
- All the policy values and figures stated in the illustrative example above are rounded to the nearest whole number.



## Flexible withdrawal options to meet your financial needs

### Bonus Lock-in Option to lock in gains without an aggregate limit for the lock-in rate

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THE MARKET<sup>1</sup>



With **Wealth Ultra (2-year pay)**, you can also realise long-term gains from your reversionary bonus and terminal bonus without partially surrendering your policy by withdrawing the value of the bonus lock-in account as your needs change from one life stage to the next.

Within 30 days from each policy anniversary starting from the 25<sup>th</sup> policy anniversary and while the policy is in effect, you may apply to exercise<sup>8</sup> the Bonus Lock-in Option, which allows you to transfer an identical percentage of the latest cash value of reversionary bonus and the latest cash value of terminal bonus respectively to your bonus lock-in account, subject to an annual maximum lock-in rate of 70% and an annual minimum lock-in rate of 10%<sup>9</sup>. Without an aggregate limit for the lock-in rate throughout the policy term, you can pass on your policy to future generations without worrying about exhausting the lock-in rate.

The approved lock-in amount<sup>10</sup> will then be deducted from the cash value of reversionary bonus and the cash value of terminal bonus and transferred to the bonus lock-in account as soon as practicable<sup>11</sup> after the approval.

The Company may credit interest on the value of the bonus lock-in account at an interest rate as may be determined by the Company from time to time at its absolute discretion. Also, you can withdraw part or all of the value of the bonus lock-in account anytime.

Once you exercise the Bonus Lock-in Option, the reversionary bonus and terminal bonus as at the relevant policy year, and any reversionary bonus and terminal bonus which the Company may declare for subsequent policy years, will be reduced accordingly, but the notional amount<sup>6</sup> will remain unchanged.

## Easy access to your savings

Apart from the withdrawal of the value of the bonus lock-in account (if any), you can access extra cash to meet your needs in different life stages through the following ways:

1. withdraw the cash value of the declared reversionary bonus<sup>12</sup>, together with the cash value of the corresponding terminal bonus, from your policy;
2. apply for a policy loan<sup>13</sup> from the guaranteed cash value<sup>3</sup>, the cash value of the declared reversionary bonus and the value of the bonus lock-in account (if any); or
3. reduce the notional amount<sup>6</sup> of the policy and partially withdraw your guaranteed cash value<sup>3</sup> and the cash value of the terminal bonus (if any) attributable to the reduced portion of the notional amount<sup>6</sup>, thereby reducing your future policy values and benefits.





## Safeguard your loved ones through your legacy

To protect your legacy and ensure the continuity of your wealth for future generations, **Wealth Ultra (2-year pay)** provides a number of features to ensure that your legacy plan is carried out beyond your lifetime.

### Change the insured of the policy an unlimited number of times

After the end of the 1<sup>st</sup> policy year, you may change the insured of the policy an unlimited number of times, subject to the prevailing administrative rules of the Company<sup>14</sup>. The benefit period will be changed to up to age 138<sup>7</sup> of the latest insured, enabling you to share your legacy with the generations to come. Changing the insured will not affect the policy values under your policy.

### Flexi Continuation Option - allocate your policy for life protection and uninterrupted legacy planning

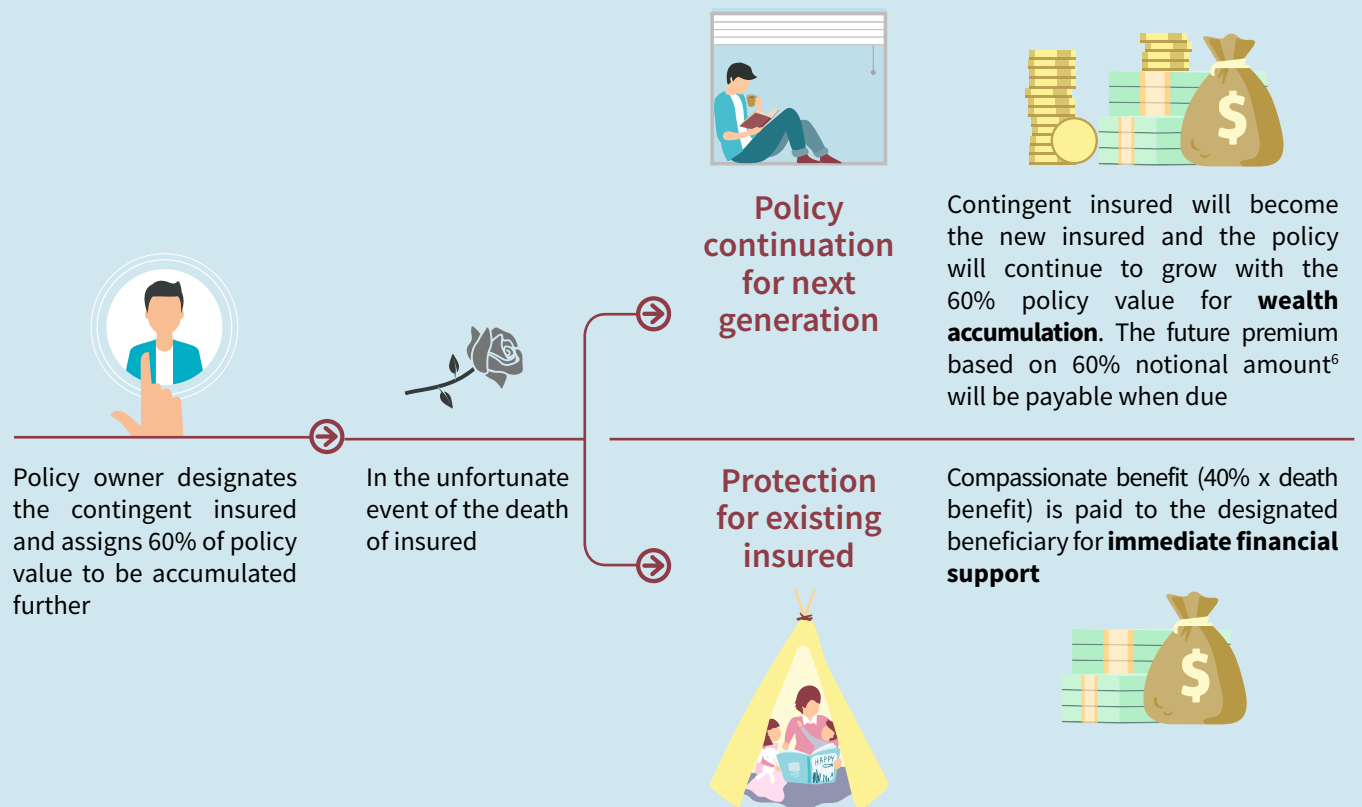
**UNIQUE IN THE MARKET<sup>1</sup>** 

Once your policy has been in-force for 3 years and provided the insured is alive, you may apply to designate one contingent insured and assign a portion of policy value to be accumulated further subject to the prevailing administrative rules of the Company<sup>15</sup>.

In the unfortunate event of the death of the insured, the designated contingent insured will become the new insured subject to the approval of the Company<sup>16</sup>. The portion of the policy value that you assigned to be accumulated will become your legacy to continue accumulating for future generations. The remaining portion of the policy (if any) in the form of compassionate benefit will be payable in a lump sum to the designated beneficiary, providing immediate financial support<sup>17</sup>.



## Illustrative example of Flexi Continuation Option





## Shield yourself and your loved ones against the unforeseen

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### Life protection for the sake of your family

**Wealth Ultra (2-year pay)** provides life protection that can support your loved ones beyond your lifetime. There are two options of death benefit for you to choose from – superior death benefit option or regular death benefit option.

In the occurrence of an unfortunate event of the death of the insured, the designated beneficiary will receive a death benefit which is equal to:

the higher of

(i) **Applicable to superior death benefit option:**

100% of the total standard premiums paid<sup>18</sup>, plus extra 30% of the total standard premiums paid<sup>18</sup> if the insured passes away at the initial insured's age of 60 or below and the policy has been in-force for 3 years<sup>19</sup>;

**Applicable to regular death benefit option:**

100% of the total standard premiums paid<sup>18</sup>;

and

(ii) guaranteed cash value<sup>3</sup>

- + face value of reversionary bonus (if any)
- + face value of terminal bonus (if any)
- + value of the bonus lock-in account (if any)
- any indebtedness and outstanding premium

Once the death benefit option is determined upon policy issuance, it cannot be changed afterwards.

### Flexible death benefit settlement option

To allow greater flexibility in your legacy planning, you can opt to have the death proceeds paid out in a lump sum or by regular instalments.

If you select the payment by instalments option, the death proceeds will be paid by instalments at regular intervals over a specified period of time to be agreed by the Company, with interest accrued on the balance of death proceeds yet to be paid at an interest rate to be determined by us from time to time at our sole discretion, until the full amount of death proceeds and accrued interest (if any) has been paid out.

### Optional extra protection

You can also combine **Wealth Ultra (2-year pay)** with a wide range of optional supplements such as critical illness, medical, accident and disability protection to meet your personal needs.

## Wealth Ultra (2-year pay) at a glance

Premium payment term	2 years
Benefit period	Up to age 138 <sup>7</sup>
Issue age	Age 0 – 60
Premium	Fixed and guaranteed
Minimum notional amount <sup>6</sup>	USD27,900
Guaranteed cash value <sup>3</sup>	Payable upon policy surrender or at maturity starting from the 2 <sup>nd</sup> policy year
Non-guaranteed benefits	<p>May be provided after the policy has been in-force for 2 years<sup>4</sup></p> <p><b>Reversionary bonus</b></p> <ul style="list-style-type: none"> <li>■ Annual bonus</li> <li>■ Face value is non-guaranteed, but once declared it will be guaranteed. It will be payable when the death benefit or the compassionate benefit becomes payable</li> <li>■ Cash value is non-guaranteed and payable upon policy surrender or at maturity. The actual amount will only be determined when it is payable<sup>5</sup></li> </ul> <p><b>Terminal bonus</b></p> <ul style="list-style-type: none"> <li>■ A one-off bonus</li> <li>■ Face value is non-guaranteed and payable when the death benefit or the compassionate benefit becomes payable</li> <li>■ Cash value is non-guaranteed and payable upon policy surrender or at maturity</li> <li>■ The actual amount will only be determined when it is payable<sup>5</sup></li> </ul>
	<p><b>Value of bonus lock-in account</b></p> <ul style="list-style-type: none"> <li>■ Within 30 days from each policy anniversary starting from the 25<sup>th</sup> policy anniversary and while the policy is in effect, you may apply<sup>8</sup> to transfer an identical percentage of the latest cash value of reversionary bonus and the latest cash value of terminal bonus respectively to your bonus lock-in account, subject to an annual maximum lock-in rate of 70% and an annual minimum lock-in rate of 10%<sup>9</sup></li> <li>■ Interest may be credited on the value of the bonus lock-in account at an interest rate as may be determined by the Company from time to time at its absolute discretion</li> <li>■ The value of the bonus lock-in account can be withdrawn anytime without partially surrendering your policy</li> </ul>
Surrender value / Maturity benefit	<p>Guaranteed cash value<sup>3</sup></p> <ul style="list-style-type: none"> <li>⊕ cash value of reversionary bonus (if any)</li> <li>⊕ cash value of terminal bonus (if any)</li> <li>⊕ value of the bonus lock-in account (if any)</li> <li>⊖ any indebtedness and outstanding premium</li> </ul>

<p>Life protection</p>	<p>Two options of death benefit are available to choose from – superior death benefit option or regular death benefit option</p> <p>The higher of</p> <p>(i) <b>Applicable to superior death benefit option:</b> 100% of the total standard premiums paid<sup>18</sup>, plus extra 30% of the total standard premiums paid<sup>18</sup> if the insured passes away at the initial insured's age of 60 or below and the policy has been in-force for 3 years<sup>19</sup>;</p> <p><b>Applicable to regular death benefit option:</b> 100% of the total standard premiums paid<sup>18</sup>;</p> <p>and</p> <p>(ii) guaranteed cash value<sup>3</sup></p> <ul style="list-style-type: none"> <li>⊕ face value of reversionary bonus (if any)</li> <li>⊕ face value of terminal bonus (if any)</li> <li>⊕ value of the bonus lock-in account (if any)</li> <li>⊖ any indebtedness and outstanding premium</li> </ul> <p><b>Death benefit settlement option</b></p> <p>Under the death benefit settlement option, you may choose between the following two death benefit settlement options for the payment of the death proceeds</p> <p>(i) <u>Lump sum payment</u></p> <p>The death proceeds will be paid in a lump sum</p> <p>(ii) <u>Payment by instalments</u></p> <p>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 available for selection may be changed by the Company from time to time at its sole discretion</p> <p>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</p>
<p>Underwriting</p>	<p>If superior death benefit option is chosen, no medical underwriting is required if the total aggregate annual premiums<sup>20</sup> of all policies of <b>Wealth Ultra (2-year pay)</b> and designated participating life insurance plans in respect of the insured is USD400,000 or below<sup>21</sup></p> <p>If regular death benefit option is chosen, medical underwriting will not be required even if the total aggregate annual premiums<sup>20</sup> of all policies of <b>Wealth Ultra (2-year pay)</b> and designated participating life insurance plans in respect of the insured exceed USD400,000<sup>21</sup></p> <p>For details, please contact your financial consultant</p>

## 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, asset transfer related to the exercised Bonus Lock-in Option 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 and policy persistency will impact your asset share. To align our interest with yours, we aim to share with you 90% of the profit and loss while the remaining 10% 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 (i) the past performance and future outlook of the following factors and (ii) the exercised Bonus Lock-in Option 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 / 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.

##### Exercising the Bonus Lock-in Option

When the Bonus Lock-in Option is exercised, your corresponding profit share will be paid out in the form of the bonus lock-in amount and the corresponding asset will be transferred out from the asset share. As a result of the exercise of the Bonus Lock-in Option, the bonuses as at the relevant policy year and any bonuses which the Company may declare for subsequent policy years will be reduced accordingly.

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.

### **Interest on accumulated value of the bonus lock-in account**

You can choose to leave your lock-in amount (after repayment of any indebtedness and / or outstanding premium at the discretion of the Company (if any)) with us in the bonus lock-in account to earn interest. The bonus lock-in account will form a separate fund, where it does not form part of the asset share and is separately managed. 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. For **Wealth Ultra (2-year pay)**, the strategic asset allocation will be determined dynamically over a wider range, and with reference to factors including but not limited to the prevailing market condition and surplus of the fund.

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:

<b>Asset Class<sup>^</sup></b>	<b>Allocation<sup>*</sup></b>
Government bonds, corporate bonds and other similar instruments	30% - 85%
Growth assets	15% - 70% (primarily Hong Kong and emerging market equities)

<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 (iv) developed market government bonds. The growth assets allocation includes sub-asset classes like (a) listed equities, and (b) private equities, and may include (c) real estate and (d) hedge funds.

<sup>\*</sup> 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.

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

Premiums should be paid 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

Subject to the Flexi Continuation Option provision of the policy, the policy will automatically terminate upon the earliest occurrence of any one of the following:

- (a) when the policy lapses, or is cancelled or surrendered; or
- (b) on the death of the insured; or
- (c) on the maturity date (i.e. the policy anniversary on or immediately following the latest insured's 138<sup>th</sup> birthday (whichever is earlier)); or
- (d) when the right of policy termination is exercised pursuant to the cross-border provision of the policy; or
- (e) when the indebtedness is equal to or exceeds the total amount of (i) the guaranteed cash value; (ii) the cash value of the reversionary bonus (if any); and (iii) the value of the bonus lock-in account (if any).

## 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; (iii) the effective date of the change of insured under the change of insured option provision of the policy; or (iv) the effective date of the replacement of insured under the Flexi Continuation Option provision of the policy (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, guaranteed cash value, reversionary bonus, terminal bonus and value of the bonus lock-in account previously withdrawn or otherwise paid from the policy, and benefits paid or payable by us under the policy will be deducted from the death proceeds.

## 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 information is compared to all reversionary bonus type participating life insurance plans with regular premium payments available for new business as of May 2020, provided by the insurers which are included in the life & annuity non-linked (Class A) individual business of direct new business in 2019 Provisional Statistics on Hong Kong Long Term Insurance Business published by the Insurance Authority.

2. The total IRR is rounded to the nearest percentage.

The total IRR is based on the Company's bonus scales as of February 2021. The total IRR and bonus scales are not guaranteed and may be changed by the Company from time to time at our absolute discretion. The actual total IRR may be higher or lower than that illustrated.

The total IRR assumes that (i) the issue age of the insured is age 0; (ii) annual premium payment mode is chosen and all premiums are paid in full when due and as planned; (iii) standard premium is applied (the insured is not being classified as a special class) and the total premiums paid excludes the levy collected by the Insurance Authority; (iv) no death benefit or surrender value has been paid before or becomes payable; (v) no withdrawal has been made before and no indebtedness under the policy; (vi) the notional amount of the policy remains unchanged throughout the policy term; and (vii) no Bonus Lock-in Option, Flexi Continuation Option or change of insured option has been exercised.

The calculation of the total IRR takes into account: (i) the total premiums paid during the premium payment term for the basic plan; and (ii) the surrender value or maturity benefit (as the case may be) at the end of the relevant policy year from the 82<sup>nd</sup> to 138<sup>th</sup> policy year.

3. 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.
4. The reversionary bonus and terminal bonus are only available (i) when the policy has been in effect for 2 years or more; (ii) the policy is then in effect; and (iii) all premiums due under the policy have been paid up to the end of the relevant policy year.
5. The actual amount will be calculated no later than 30 days after the death benefit, surrender value, maturity benefit or compassionate benefit (as the case may be) is payable.
6. The notional amount is used for the calculation of premium and relevant policy values of this plan; 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. "age 138" refers to the policy anniversary on or immediately following the insured's 138<sup>th</sup> birthday (whichever is earlier).
8. Only one application can be made within a policy year.
9. The Bonus Lock-in Option is applicable to both the cash value of the reversionary bonus and the cash value of the terminal bonus. The percentage of the latest cash value of the reversionary bonus and the percentage of the latest cash value of the terminal bonus you apply to transfer to the bonus lock-in account must be identical. The lock-in rate you apply to transfer to the bonus lock-in account in a policy year shall not be less than 10% and shall not be more than 70% of (i) the latest cash value of the reversionary bonus and (ii) the latest cash value of the terminal bonus, respectively provided that (i) the annual minimum lock-in rate and the annual maximum lock-in rate may be changed by the Company at its absolute discretion from time to time; and (ii) the amount you apply to transfer to the bonus lock-in account shall not be less than the minimum amount (currently USD100), which may be determined by the Company at its discretion from time to time.
10. If you request to exercise the Bonus Lock-in Option, the lock-in amount to be transferred to the bonus lock-in account will be determined based on the cash value of reversionary bonus and the cash value of terminal bonus, which are the value as at the date of approval of your request. Such amount may be different to the amount of the cash value of reversionary bonus and the cash value of terminal bonus indicated to you at the time you submit the request.
11. If there is any indebtedness and / or outstanding premium under the policy, we will apply the lock-in amount to repay such indebtedness and / or outstanding premium at our discretion up to an amount equivalent to the lock-in amount before the balance of the lock-in amount (if any) is transferred to the bonus lock-in account.
12. The request for withdrawing reversionary bonus is subject to the Company's approval. As a result of such withdrawal, (i) the cash value and the face value of reversionary bonus; (ii) the cash value and the face value of terminal bonus; and (iii) the benefits payable under the policy shall be reduced accordingly.
13. The request for taking policy loan is subject to a maximum amount determined by the Company from time to time and the Company's approval. Interest will be charged on policy loans. We shall have the discretion to determine or change the interest rate from time to time. If any policy loans and interest are not repaid, they will be deducted from any benefits payable under the policy.
14. The change of insured option can be exercised an unlimited number of times. Written application should be made by you for the change of insured and such request is subject to the administrative rules, underwriting requirements and approval of the Company.

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 to the Company if the policy is issued in Hong Kong). The new insured must be age 60 or below as at the effective date of the change of insured and the date of birth of the new insured must not be more than 5 years earlier than the date of birth of the initial insured. The change of insured must be endorsed in writing by the latest insured (i.e. 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. Unless otherwise specified, the change of insured will not affect the terms and conditions of **Wealth Ultra (2-year pay)**. After the change of insured, all supplement(s) (if any) attached to **Wealth Ultra (2-year pay)** will be terminated and no supplement(s) can be attached thereafter.

15. The designation of contingent insured can be exercised an unlimited number of times. Written application should be made by you for the designation of contingent insured and such request is subject to the administrative rules, underwriting requirements and approval of the Company.

The contingent insured must be the policy owner himself / herself, or the policy owner's (a) spouse; (b) child under age 18; or (c) any other relationship as may be agreed by the Company from time to time. The contingent insured must be below age 138 as at the application date for the designation of the contingent insured. When the policy owner applies to designate a contingent insured, the policy owner must nominate himself / herself or any other person as we may consider acceptable at our discretion to be the beneficiary and no other person may be named as the beneficiary or one of the beneficiaries for so long as the designation of the contingent insured remains valid. The beneficiary as at the effective date of the designation of the contingent insured must not be revoked for so long as the designation of the contingent insured remains valid. The designation of contingent insured must be endorsed in writing by the contingent insured and assignee (if any). Only one individual person can be designated as the contingent insured at any one time.

The Company reserves the right to seek satisfactory evidence of insurability from the contingent insured. Please refer to the policy contract for details. Any designated contingent insured will cease automatically upon the approval of change of insured / policy owner.

16. When the insured dies before the maturity date while the basic plan is in effect, the policy owner and beneficiary may apply to receive the compassionate benefit and continue with the policy with the contingent insured replacing the deceased insured and becoming the insured. The following conditions must be fulfilled:
- (a) we receive due proof (in the form specified by us and in such manner satisfactory to us) of the death of the insured within 30 days of such death;
  - (b) the contingent insured is still alive and below age 138 as at the effective date of the replacement of the insured;
  - (c) the policy owner has an insurable interest in the contingent insured as at the effective date of the replacement of the insured; and
  - (d) we approve the replacement of the insured in accordance with the administrative rules as determined by us from time to time.
- The replacement of the insured will not affect the terms and conditions of **Wealth Ultra (2-year pay)** except that (i) the counting of the applicable period under the incontestability provision and the suicide exclusion provision of the policy will commence from the effective date of the replacement of the insured; (ii) the maturity date will be changed; and (iii) all supplement(s) (if any) attached to **Wealth Ultra (2-year pay)** will be terminated on the effective date of the replacement of the insured and no supplement(s) can be attached thereafter. Please also refer to remark 17 for the effect of the payment of the compassionate benefit.
17. The compassionate benefit is the benefit designated by the policy owner upon the application for the designation of the contingent insured and is payable to the beneficiary in the event of the death of the insured before the maturity date. As a result of the payment of the compassionate benefit, the notional amount, guaranteed cash value, reversionary bonus (if any), terminal bonus (if any), value of the bonus lock-in account (if any), the benefits and the premiums payable under the policy will be reduced accordingly.
18. Total standard premiums paid is the total premiums due and paid from the policy date up to the date of death of the insured, in which any extra premiums due to underwriting requirements and / or supplements (if applicable) shall be excluded. In case of any change in notional amount or premium payment mode, the total standard premiums paid shall be adjusted accordingly.
19. Extra 30% of the total standard premiums paid is not applicable if the insured's death happens (a) during the policy year 1-3; or (b) when the initial insured's age is above 60 (the initial insured's age is counted from the date of birth of the initial insured up to the date of death of the insured as if the initial insured were still alive as at the date of death of the insured notwithstanding that the initial insured might have died before the date of death of the insured).
20. Annual premiums refer to the amount of premiums calculated based on the annual premium payment mode. For the avoidance of doubt, (i) applications for all **Wealth Ultra (2-year pay)** and designated participating life insurance plans; and (ii) existing policies of all **Wealth Ultra (2-year pay)** and designated participating life insurance plans (whether or not such policies are already paid-up), in respect of the same insured, are included in the calculation of the total aggregate annual premiums. For details, please contact your financial consultant.
21. AXA reserves the final right to approve any application for **Wealth Ultra (2-year pay)** with no medical underwriting.

Notes:

Unless otherwise specified, in this product brochure,

- the term "insured" refers to the "latest insured";
- all ages mentioned refer to the age of the initial / latest insured on his or her last birthday (as the case may be).

**Wealth Ultra Savings Plan (2-year pay)** 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 customers<sup>1</sup> with our superior products and services. AXA is the top-tier life insurer in Hong Kong with the longest history<sup>2</sup> and is ranked No. 2 in insurance - life, health (stock) category worldwide<sup>3</sup>. In addition to being the No. 1 global Property & Casualty commercial lines insurer<sup>4</sup>, we are the No. 1 most considered insurance brand in Hong Kong<sup>5</sup>. 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.

<sup>1</sup> 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

<sup>2</sup> 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

<sup>3</sup> 2020 Fortune Global 500

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

<sup>5</sup> AXA Hong Kong Brand Preference Tracking Report 2019

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



**Wealth Ultra Savings Plan (2-year pay)**  
**Product brochure**

February 2021

**Hong Kong**

Tel : (852) 2802 2812

Fax : (852) 2598 7623

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



**Macau**

Tel : (853) 8799 2812

Fax : (853) 2878 0022

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



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