

HSBC's UniversalLegacy

A Life Insurance Plan

Preserve your wealth and pass on your legacy



HSBC

Opening up a world of opportunity

The benefit(s) payable under eligible policy is(are) protected by PIDM up to limits. Please refer to PIDM's TIPS Brochure or contact Allianz Life Insurance Malaysia Berhad or PIDM (visit www.pidm.gov.my).

Leaving behind an inheritance for future generations

You've taken a lifetime to build your wealth to where it is today. With early and proper legacy planning, you can rest assured that your family will continue to be well protected in the event life throws you a curve ball. In addition, you will also be able to reduce uncertainty and distribute your assets in accordance with your wishes by planning ahead of time.

HSBC's UniversalLegacy is designed to provide more for your legacy without compromising your retirement lifestyle. This insurance plan can also assist you to increase your assets via a guaranteed payout with a potential to earn more¹. You can now sign up for HSBC's UniversalLegacy, based on the payment term that matches your financial needs.

Benefits of having HSBC's UniversalLegacy



Preserve The Value Of Your Assets, Up To 3.0x² Of Total Premiums Paid

Guaranteed benefit payout upon policy maturity at age 100 years old or upon life assured's untimely death (before age 100 years old).



Diversify & Grow Your Assets

Diversify your financial portfolio to spread potential investment risk. You or your beneficiaries may potentially gain an investment upside based on the actual investment fund performance.



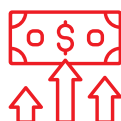
Inheritance Equalization

Provide adequate liquidity to facilitate fair distribution of the inheritance to your beneficiaries. Ensure the distribution of your wealth according to your wishes.



Hassle Free Distribution Of Your HSBC's UniversalLegacy

Pass on a portion of your wealth to your nominated beneficiaries without having to go through estate distribution process.



Flexible Premium Payment Terms Based On Your Financial Situation

Choose a payment term (single premium or 3 years regular premium term) that matches your financial needs and goes easy on your pocket.

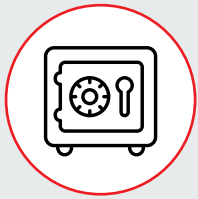
Notes:

¹ The guaranteed payout and potential upside investment are payable upon death of the Life Assured or policy maturity by Allianz Life Insurance Malaysia Berhad (ALIM). The potential investment upside is not guaranteed and may vary according to the actual investment performance of Allianz Universal Life Fund II.

² Based on the entry age of 21 to 35 years old. Guaranteed insured amount may vary based on entry age.

CASE STUDY 1: UNDERSTANDING THE ESTATE DISTRIBUTION PROCESS IN MALAYSIA

Estate Distribution Process in Malaysia



Estate is **FROZEN**

Love ones may:

- Face emotional & financial stress
- Unable to maintain same living standard



Administration of **ESTATE**

With Will

- **3 – 12 months** to obtain Grant of Probate
- Incur costs and expenses and legal fees for the Grant of Probate application

Without Will

- **3 months – 5 years** to obtain Letters of Administration
- Incur costs and expenses and legal fees for the Letters of Administration application



Repayment to **CREDITORS**

- Any debts of the estate have to be settled before distribution of the remaining assets to the beneficiaries
- May significantly reduce the estate left for your beneficiary



Distribute to your **BENEFICIARIES**

- Your heir will receive the remaining estate after repayment to creditors, probate fees, legal fees, etc
- The amount is **lesser than your original estate**

To avoid the unnecessary hassle and ensure your wealth is distributed according to your wish, it is prudent to have a proper wealth transfer to give your family control over your hard-earned money.

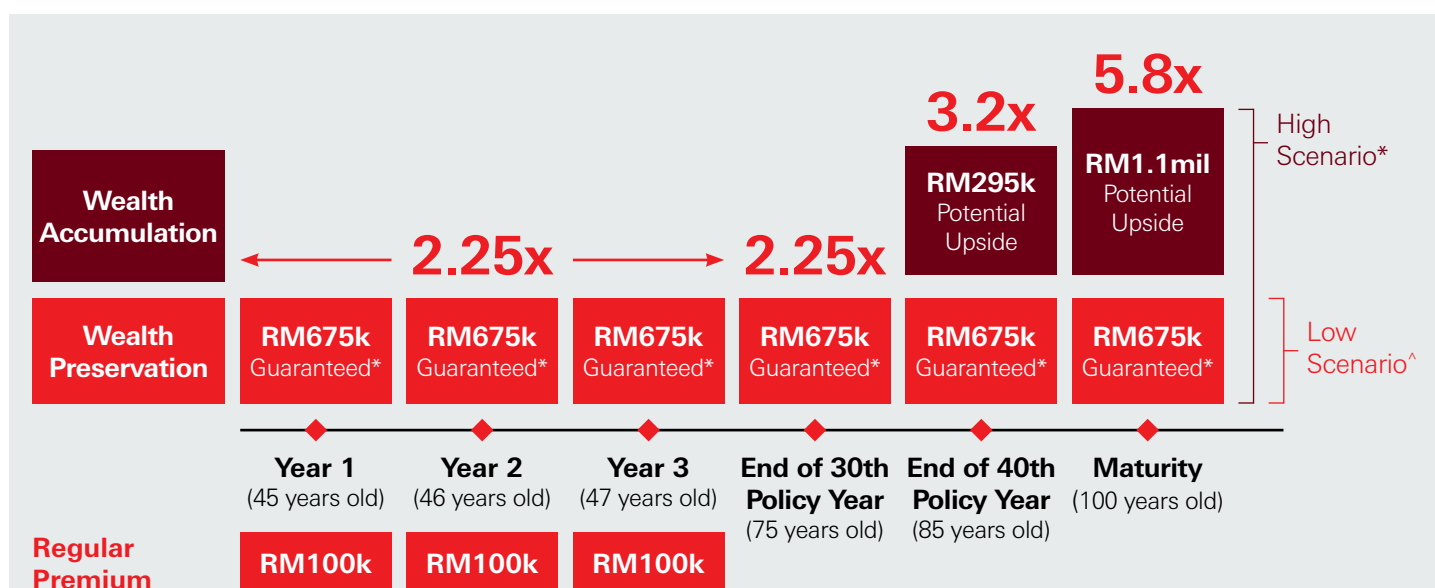
HSBC's UniversalLegacy allows your nominated beneficiaries to receive the insurance payout and continue with their current lifestyle while waiting for the estate assets to be administered and distributed.

CASE STUDY 2: OPPORTUNITY TO PRESERVE & GROW YOUR WEALTH

Mr Sam, aged 45 was delighted when he realised that HSBC's UniversalLegacy RP provides him a guaranteed return, with potential to grow his wealth. When he purchased HSBC's UniversalLegacy RP with a total premium payable of RM300,000, he knew that he might potentially receive up to 5.8 times of the total premium he paid (under high scenario).

In the event that the investment fund does not generate any return (low scenario), he knows that he or his loved ones will still receive at least RM675,000 payment, which is 2.25 times of the total premium paid.

HSBC's UniversalLegacy RP  • Age: 45 • Status: Non-smoker • Regular Premium: RM100k • Payment Term: 3 years	Potential to grow up to 5.8x of the total premium paid for HSBC's UniversalLegacy RP	Guaranteed payout based on age 45 <table border="1"> <thead> <tr> <th>Entry Age</th><th>As % of 3 years Total Premium</th></tr> </thead> <tbody> <tr> <td>45</td><td>225%</td></tr> </tbody> </table>	Entry Age	As % of 3 years Total Premium	45	225%
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Note:

* Guaranteed benefit payable upon death or policy maturity by ALIM and non-guaranteed potential investment upside illustrated above are based on Male aged 45 years old. The potential investment upside is not guaranteed and may vary according to the actual investment performance of Allianz Universal Life Fund II.

^a High scenario is illustrated at the rate of return 5% p.a. Low scenario is illustrated at the rate of return of 2% p.a. The rate of return is subject to investment tax and Fund Management Charge. Please also refer to the Sales Illustration for projection on low and high scenario.

Annualised Return upon Policy Maturity

	Low Scenario	High Scenario
Guaranteed Annualised Return	1.51%	
Total Annualised Return	1.51%	3.32%

- The guaranteed annualised return is projected based on the illustrated total premium paid and guaranteed Maturity Benefit.
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PRODUCT SUMMARY

	HSBC's UniversalLegacy SP	HSBC's UniversalLegacy RP																																						
Life Assured Entry Age	21 years old – 75 years old	21 years old – 70 years old																																						
Coverage Term	Up to 100 years old																																							
Premium Payment Term	Single Premium	3 Years Regular Premium Term																																						
Minimum Annual Premium	RM250,000	RM50,000 per annum																																						
Maximum Annual Premium	Subject to underwriting decision																																							
Insured Amount	<table><tr><th>Entry Age</th><th>As % of Single Premium</th></tr><tr><td>21 – 35</td><td>300%</td></tr><tr><td>36 – 40</td><td>250%</td></tr><tr><td>41 – 45</td><td>225%</td></tr><tr><td>46 – 50</td><td>200%</td></tr><tr><td>51 – 55</td><td>180%</td></tr><tr><td>56 – 60</td><td>160%</td></tr><tr><td>61 – 65</td><td>150%</td></tr><tr><td>66 – 70</td><td>125%</td></tr><tr><td>71 – 75</td><td>115%</td></tr></table>	Entry Age	As % of Single Premium	21 – 35	300%	36 – 40	250%	41 – 45	225%	46 – 50	200%	51 – 55	180%	56 – 60	160%	61 – 65	150%	66 – 70	125%	71 – 75	115%	<table><tr><th>Entry Age</th><th>As % of 3 years Total Premium</th></tr><tr><td>21 – 35</td><td>300%</td></tr><tr><td>36 – 40</td><td>250%</td></tr><tr><td>41 – 45</td><td>225%</td></tr><tr><td>46 – 50</td><td>200%</td></tr><tr><td>51 – 55</td><td>180%</td></tr><tr><td>56 – 60</td><td>160%</td></tr><tr><td>61 – 65</td><td>150%</td></tr><tr><td>66 – 70</td><td>125%</td></tr></table>	Entry Age	As % of 3 years Total Premium	21 – 35	300%	36 – 40	250%	41 – 45	225%	46 – 50	200%	51 – 55	180%	56 – 60	160%	61 – 65	150%	66 – 70	125%
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Death Benefit	Higher of 1) Account Value; or 2) Insured Amount																																							
Maturity Benefit	Higher of 1) Account Value; or 2) Insured Amount																																							
No Lapse Guarantee	No Lapse Guarantee This insurance policy will not lapse in the event the Account Value is insufficient to pay the Cost of Insurance when it is due	Conditional No Lapse Guarantee This insurance policy will not lapse in the event the Account Value is insufficient to pay the Cost of Insurance and Policy Fee when due if all the Premiums due and interest charged on late Premium payment (if any) are paid up to date																																						
Loyalty Bonus	Not Applicable	0.5% of Account Value to be credited into policy every year starting from Policy Year 21 up to maturity																																						
Premium Charge	<table><tr><th>Policy Year</th><th>Premium Charge (As % of Premium Paid)</th></tr><tr><td>1</td><td>6.00%</td></tr><tr><td>2 & above</td><td>Nil</td></tr></table>	Policy Year	Premium Charge (As % of Premium Paid)	1	6.00%	2 & above	Nil	<table><tr><th>Policy Year</th><th>Premium Charge (As % of Premium Paid)</th></tr><tr><td>1</td><td>14.50%</td></tr><tr><td>2</td><td>8.00%</td></tr><tr><td>3</td><td>4.75%</td></tr><tr><td>4 & above</td><td>Nil</td></tr></table>	Policy Year	Premium Charge (As % of Premium Paid)	1	14.50%	2	8.00%	3	4.75%	4 & above	Nil																						
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The maximum Fund Management Charge is 0.125% per month or 1.50% per annum.																																								
Policy Fee	Not Applicable	RM8.00 per month																																						

Important Notes

1. This brochure is for illustration purposes only and the information included is neither comprehensive nor exhaustive. You need to refer to the Product Disclosure Sheet (PDS) and the Sales Illustration (SI) for further details.
2. The benefits are subject to exclusions. Please refer to PDS and policy contract to have full list of exclusions.
3. ALIM has the right to revise the rates, charges, fees and terms and conditions of the policy. You will be informed in writing of the relevant revision at least three (3) months before the revision takes effect.
4. You should be certain that this plan is suitable for you, and that the premium payable under this plan is an amount which you can afford. Buying a life insurance is a long-term commitment and it is not advisable to surrender your policy in the initial years in view of the high initial costs.
5. You may cancel your policy by giving ALIM a written request and by returning this policy to ALIM within fifteen (15) days from the date of receipt of the policy by you. ALIM will refund to you the Account Value, Premium Charge and Cost of Insurance less any medical fee incurred by ALIM. For HSBC's UniversalLegacy RP, ALIM will also refund to you the policy fee incurred.
6. You are given a grace period of thirty-one (31) days to pay your premium, during which the policy will remain in force. However, the policy shall lapse at the end of the grace period if any policy charges shall remain unpaid at the end of the grace period. As such, it is advisable to pay the premium for your policy on time. This condition is only applicable for HSBC's UniversalLegacy RP.
7. Please add the applicable government tax if the policy owner is a business organisation or where the policy is absolutely assigned to a business organisation. The applicable government tax shall be based on the prevailing rate and is subject to change in accordance with the laws of Malaysia.
8. The premiums that you pay contribute to both the savings and protection elements of the product, e.g. death benefits. If you are looking for financial products with savings element, you may wish to compare annualised returns of this policy with the effective returns of other investment alternatives.

Note: This is an insurance product that is tied to the performance of the underlying assets, and is not a pure investment product such as unit trusts.

Underwritten by:

Allianz Life Insurance Malaysia Berhad (198301008983)

(Licensed under the Financial Services Act 2013 and regulated by Bank Negara Malaysia)

A PIDM Member