



HarvestLife (RMB) Life Insurance Plan

Plant seeds today for a bountiful tomorrow

HarvestLife (RMB) Life Insurance Plan ("HarvestLife" or "the Plan") is a life insurance plan and is not a bank deposit. It is underwritten by Hang Seng Insurance Company Limited ("Hang Seng Insurance").

Sow the seeds of your wealth today for a bountiful future harvest. "HarvestLife" from "Hang Seng Insurance" provides a regular Monthly Income⁽¹⁾ throughout its Income Period⁽²⁾, empowering you to lay solid foundations for a prosperous future.

Accumulate wealth to help fulfil your life goals

Stable Monthly Income⁽¹⁾ pay-out

"HarvestLife" is a medium to long-term savings insurance plan denominated in Renminbi⁽³⁾. Offering the choice of a 3 or 5-year premium payment term, the Plan pays you a stable Monthly Income⁽¹⁾ over an Income Period⁽²⁾ of 8 years (for the 3-year premium payment term) or 10 years (for the 5-year premium payment term).

Flexible wealth management to meet your needs

Depending on your needs, you can choose from the following withdrawal options for your Monthly Income⁽¹⁾ pay-out during the Income Period⁽²⁾:

- 1) Withdraw your Monthly Income⁽¹⁾ every month for a stable source of income; or
- 2) Retain your Monthly Income⁽¹⁾ in the policy to accumulate interest until the end of the Income Period⁽²⁾. Or You are free to choose to start regular Monthly Income⁽¹⁾ withdrawals or withdraw the accumulated Monthly Income⁽¹⁾ at any time.

For added flexibility, you may withdraw the Total Cash Value⁽⁴⁾ of the policy in a lump sum after the beginning of the Income Period⁽²⁾ to realise larger goals. The policy will be terminated upon the full withdrawal of the Total Cash Value⁽⁴⁾.

Easy application for a secure future

Applying for "HarvestLife" is simple. Provided that the Life Insured and/or the Policyholder both fulfil the requirements of the Plan, including total premium amount⁽⁵⁾, Insurance Age⁽⁶⁾ and etc., acceptance is guaranteed⁽⁵⁾⁽⁷⁾. Medical examinations or underwriting questions are not required, making it easy for you to secure the protection you need.

Life protection for extra peace of mind

"HarvestLife" offers you the following Death Benefit⁽⁸⁾ arrangement:

<p>Scenario 1 : If the Life Insured has passed away before the commencement of Income Period⁽²⁾</p>	<p>The beneficiary(ies) designated under the policy will receive a Death Benefit⁽⁸⁾ equals to:</p> <ul style="list-style-type: none"> (i) 101% of the total premium paid or payable under the Basic Plan; or (ii) 101% of the Guaranteed Cash Value⁽⁴⁾ (whichever is higher) <p>as at the date of death, plus accumulated policy dividends⁽⁹⁾ (if any) with accumulated interest⁽⁹⁾ (if any), deducted by Indebtedness (if any).</p>
<p>Scenario 2 : If the Life Insured has passed away during the Income Period⁽²⁾</p>	<p>The beneficiary(ies) will receive a Death Benefit⁽⁸⁾ equals to: 101% of the Guaranteed Cash Value⁽⁴⁾ as at the date of death of the Life Insured</p> <p>plus accumulated Monthly Income⁽¹⁾ (if any) with interest⁽⁹⁾ (if any) and the Non-guaranteed Account Balance⁽¹⁰⁾ (if any), deducted by Indebtedness (if any).</p> <p>Subject to the policy provisions, the beneficiary(ies) may receive the Death Benefit⁽⁸⁾ in a lump sum (and the policy will be terminated⁽¹¹⁾), or continue to receive the remaining Monthly Income⁽¹⁾ net of Indebtedness (if any) through regular withdrawals until the expiry of the policy⁽¹¹⁾.</p>

Extended protection for added peace of mind

Terminal Illness Benefit⁽¹²⁾

If the Life Insured is diagnosed with a Terminal Illness⁽¹²⁾, you will receive a benefit equal to the Death Benefit⁽¹⁰⁾ of Basic Plan. This benefit will be paid in advance to ease your financial burden.

Accidental Death Benefit⁽¹³⁾

Should the Life Insured pass away due to an accident before the commencement of the Income Period⁽²⁾, in addition to the Death Benefit⁽⁶⁾, the beneficiary(ies) will receive the Accidental Death Benefit⁽¹³⁾ equal to 30% of the total premium paid or payable under the Basic Plan.

Case 1: Monthly Income⁽¹⁾ for a comfortable retirement

Policyholder and Life Insured: Mr. Lam (aged 50)

Occupation: Customer Services Director

Family status: Married with no children

Premium payment term: 3 years

Policy term: 16 years

Policy Currency: CNY

An experienced investor of foreign currencies, Mr. Lam, has accumulated significant Renminbi savings over the years. Considering the fluctuating foreign exchange market in recent years, he has decided to use part of his Renminbi savings to purchase "HarvestLife", with a view to securing stable returns.

The plan will pay out a Monthly Income⁽¹⁾ (including guaranteed and non-guaranteed income) starting from the 9th policy year. Mr. Lam can opt to withdraw the Monthly Income⁽¹⁾ pay-out in cash for a stable income during his golden years.

Case 2: Steady wealth accumulation to fund retirement plans

Policyholder and Life Insured: Mrs. Chiu (aged 55)

Occupation: Proprietor of a trading company

Family status: Married with no children

Premium payment term: 3 years

Policy term: 16 years

Policy Currency: CNY

Having worked in Mainland China for many years, Mrs. Chiu has accumulated significant Renminbi savings. She has decided to purchase "HarvestLife" to help her steadily grow her wealth and realise her retirement plans.

The Plan pays out a Monthly Income⁽¹⁾ (including guaranteed and non-guaranteed income) starting from the 9th policy year. Mrs. Chiu can choose to retain her Monthly Income⁽¹⁾ pay-out in the policy account to accumulate interest⁽⁹⁾ and earn a better return at policy maturity, helping to fulfil her lifelong dreams of travelling around the world with her husband.

Notes:

- i. The above examples assume that all premiums have been paid under the policy and the policy remains effective until maturity, and that there is no Indebtedness under the policy.
- ii. If the policy is surrendered after the cooling-off period, the surrender value plus the total Monthly Income⁽¹⁾ withdrawn (if any) may be less than the premiums paid. For the projected surrender value, please refer to the Illustration Summary of your chosen plan.
- iii. The above content is based on the Illustration Summary of the Plan for the assumed scenario and may differ from the actual circumstances. The examples are provided only for reference and should not be regarded as a substitute for professional advice. The actual coverage is subject to the terms and conditions of the policy. Customers should take their own actual circumstances, needs and affordability into account before considering enrolling in this Plan. They are also advised to seek professional advice in relation thereto. Please refer to the policy for the exact terms, conditions and exclusions of this Plan. For details, please contact Hang Seng Bank Limited ("Hang Seng Bank") branch staff.

HarvestLife – Plan at-a-glance

Payment Term	3 years	5 years
Income Period⁽²⁾	From the 9 th to the 16 th Policy Year	From the 11 th to the 20 th Policy Year
Policy Term	16 years	20 years
Insurance Age⁽⁶⁾ of Life Insured at the time of enrolment	10-67 years old	10-60 years old
Insurance Age⁽⁶⁾ of Policyholder at the time of enrolment	18-67 years old	18-60 years old
Minimum Annual Premium Amount	CNY17,418	CNY12,823.2
Policy Currency	CNY	
Features of Premium	<ol style="list-style-type: none"> 1. Annual premium only 2. Uni-rate premium⁽⁷⁾ for the whole term irrespective of sex, age and smoking habit of the Life Insured as long as the Life Insured and Policyholder meet the Insurance Age⁽⁶⁾ and other relevant requirements for enrolment. 3. Premium remains unchanged upon issue of the policy. 	
Policy Dividend⁽⁹⁾	Policy Dividend ⁽⁹⁾ is only payable annually before the commencement of Income Period ⁽²⁾	
Monthly Income⁽¹⁾	Includes Monthly Guaranteed Income and Monthly Non-guaranteed Income and can be opted to <ol style="list-style-type: none"> 1) Receive on each monthiversary until the end of Income Period⁽²⁾; or 2) Retain in the policy to accumulate interest⁽⁹⁾. 	
Supplemental benefits (no extra premium required)	<ul style="list-style-type: none"> • Terminal Illness Benefit⁽¹²⁾ • Accidental Death Benefit⁽¹³⁾ 	

FAQ

Q: Is “HarvestLife” a pure savings plan?

A: “HarvestLife” is not a savings plan offered by “Hang Seng Bank”. It is an insurance plan that helps you to accumulate reserve before commencement of the Income Period⁽²⁾ as well as offering life protection, Terminal Illness Benefit⁽¹²⁾ and Accidental Death Benefit⁽¹³⁾.

Q: Will I only be able to pay the premium in CNY?

A: The Plan accepts CNY or HKD⁽¹⁴⁾ for initial and subsequent premiums. Whichever currency you use to pay the initial premium, you can still select to pay subsequent premiums in CNY or HKD⁽¹⁴⁾. However, “Hang Seng Insurance” reserves the right in determining the currency in which you pay or receive.

Q: If I pay my premium in HKD⁽¹⁴⁾, will I receive Monthly Income⁽¹⁾ in CNY or HKD?

A: Whichever currency you use to pay the premium, you can still select to receive policy benefits (including Monthly Income⁽¹⁾) in CNY or HKD⁽¹⁴⁾. When processing your premium payments or settling your policy benefits, “Hang Seng Insurance” will carry out HKD to CNY or CNY to HKD⁽¹⁴⁾ conversion at a market-based prevailing exchange rate. Notwithstanding the foregoing, “Hang Seng Insurance” has the final decision on any change of selected settlement currency.

Q: What if I overlook any premium payment? Will it affect my policy if I forgot to pay the premium as scheduled?

A: Your policy has a 30-day Grace Period. Should you fail to pay any premium due and payable by the end of the Grace Period, your policy will be terminated.

Q: Is the Monthly Income⁽¹⁾ guaranteed?

A: The Monthly Income⁽¹⁾ consists of the guaranteed and non-guaranteed income. The actual amount of non-guaranteed portion may be higher or lower than projected.

Q: Do I need to decide the type of income withdrawal option upon enrolment of this Plan?

A: You do not have to decide your choice of income withdrawal option upon enrolment. “Hang Seng Insurance” will, before commencement of the Income Period⁽²⁾, contact you by post or other methods for you to select your preferred income withdrawal option. If no reply is received from you before the designated reply date, “Hang Seng Insurance” will automatically retain the Monthly Income⁽¹⁾ in the policy account to accumulate with interest⁽⁹⁾.

Q: If I have partially or fully withdrawn accumulated policy dividends⁽⁹⁾ before commencement of the Income Period⁽²⁾, will the Monthly Income⁽¹⁾ payable during the Income Period⁽²⁾ accumulated be affected?

A: If you have partially or fully withdrawn accumulated policy dividends⁽⁹⁾ before commencement of the Income Period⁽²⁾, the non-guaranteed amount of your Monthly Income⁽¹⁾ will be adjusted accordingly.

Q: If the Life Insured is diagnosed with more than one terminal illnesses, will the Terminal Illness Benefit⁽¹²⁾ be claimed more than once? Can the Life Insured still enjoy basic life protection after receiving the Terminal Illness Benefit⁽¹²⁾ ?

A: If the Life Insured is diagnosed with more than one terminal illnesses, "Hang Seng Insurance" will only pay Terminal Illness Benefit⁽¹²⁾ for one terminal illness under one policy. After paying the Terminal Illness Benefit⁽¹²⁾, this policy and all Supplemental Benefits hereunder will cease. Please refer to the policy terms and conditions for details and exclusions of this benefit.

Q: Does the Terminal Illness Benefit⁽¹²⁾ take effect upon issuance of the policy?

A: Terminal Illness Benefit⁽¹²⁾ takes effect after the policy is issued for more than 90 days.

Q: If I have paid the initial premium in HKD⁽¹⁴⁾ but then cancel the policy within the cooling-off period, will the refund amount of paid premium be adjusted to reflect exchange rate fluctuation?

A: If you cancel the policy within the cooling-off period, the initial premium paid will be refunded in full in the original currency.

Q: Can I apply for partial surrender?

A: Yes. However, partial surrender is acceptable only before commencement of the Income Period⁽²⁾ and if you have made any partial withdrawals, the net cash value⁽⁴⁾ of the policy will be decreased accordingly. This will reduce the Monthly Income⁽¹⁾ amount, the Death Benefit⁽⁸⁾ amount and the Cash Value⁽⁴⁾ upon surrender.

Q: How much will I receive if I choose to surrender the policy during the policy term?

A: If you choose to surrender the policy during the policy term, you will receive a surrender value equal to Total Cash Value⁽⁴⁾ (which includes guaranteed and non-guaranteed portions). If you choose to surrender the policy after the expiry of the cooling-off period and any time after the policy is effective, the surrender value may be less than the total premium paid. For full details, please refer to the Illustration Summary of your selected plan.

Key Exclusions

Supplemental Benefit – Terminal Illness Benefit⁽¹²⁾

No Terminal Illness Benefit⁽¹²⁾ will be paid for any illness resulting directly or indirectly from, or caused or contributed by, any condition which existed before the Issue Date or Policy Date or effective date of the last reinstatement of this Terminal Illness Benefit⁽¹²⁾, whichever is the latest, in respect of the Life Insured and which presented sign or symptom of which the Policyholder or Life Insured was aware of or should reasonably have been aware of as of the Issue Date or Policy Date or effective date of the last reinstatement of this Terminal Illness Benefit⁽¹²⁾, whichever is the latest.

Supplemental Benefit – Accidental Death Benefit⁽¹³⁾

If the death of the Life Insured results directly or indirectly from any of the following, "Hang Seng Insurance" will not pay the Accidental Death Benefit⁽¹³⁾:

(i) suicide or trying to commit suicide; (ii) wilful self-inflicted injury; (iii) engaging in a hazardous sports, other than those stated in the application; (iv) taking or absorbing any drug, medicine, sedative or poison, except as prescribed by a Registered Doctor; (v) inhaling any gas or fumes, except accidentally in the course of duty; (vi) insanity or mental infirmity or mental disease; (vii) committing or trying to commit a criminal offence; (viii) war or any act incidental to war.

The above are only the major exclusions, for details of the exclusions, please refer to the relevant policy provision.

Remarks

- (1) Monthly Income includes Monthly Guaranteed Income and Monthly Non-guaranteed Income. The Monthly Non-guaranteed Income is not guaranteed and the actual amount paid can be higher or lower than the projected amount. During the Income Period⁽²⁾, the Policyholder will receive Monthly Income on each monthiversary until the end of Income Period⁽²⁾. The Policyholder may select to withdraw Monthly Income in cash or accumulate it for interest⁽⁹⁾.
- (2) Income Period refers to the period during which Monthly Income⁽¹⁾ is paid. For 3-year Payment Term, Income Period refers to the period from the 9th Policy Year to the 16th Policy Year when the Plan matures. For 5-year Payment Term, Income Period refers to the period from the 11th Policy Year to the 20th Policy Year when the Plan matures.
- (3) The currency of the Plan is Renminbi (CNY) and hence the premiums and policy benefits are recorded in CNY. Please refer to Product risks of this Plan for Policy currency risk details.
- (4) Before the Income Period⁽²⁾, Total Cash Value is the Guaranteed Cash Value plus accumulated policy dividends⁽⁹⁾ (if any) and interest on accumulated policy dividends⁽⁹⁾ (if any), minus any Indebtedness (if any). Upon commencement of the Income Period⁽²⁾ or thereafter, Total Cash Value is the Guaranteed Cash Value plus accumulated Monthly Income⁽¹⁾ (if any), interest⁽⁹⁾ on accumulated Monthly Income (if any) and Non-guaranteed Account Balance⁽¹⁰⁾ (if any), minus any Indebtedness (if any).
- (5) The maximum Total Premium Amount for guaranteed acceptance (per Life Insured) may differ and is subject to the Insurance Age⁽⁶⁾ of the Life Insured. Total Premium Amount refers to the total premium amount of the Plan and other selected life insurance plans determined by "Hang Seng Insurance". For details of the underwriting procedure, please contact our "Hang Seng Bank" branch.
- (6) Insurance Age means, on any given date, the age of the Life Insured or Policyholder (if applicable) on the most recent birthday prior to the Policy Date plus the number of completed Policy Years. If the birthday of the Life Insured or Policyholder (if applicable) falls on the Policy Date, it will be calculated based on the age on such Policy Date.
- (7) "Hang Seng Insurance" reserves the right to cease accepting applications for the Plan without prior notice, or to accept or decline any applications for the Plan based on the information provided by the Life Insured and/or Policyholder during enrolment. The Plan is also subject to the relevant requirements on nationality, and/or addresses of the Policyholder and/or Life Insured as determined by "Hang Seng Insurance" from time to time. In the event of the unsuccessful application, "Hang Seng Insurance" will refund the paid premium in full in the original currency (without any interest).
- (8) If the Life Insured dies by suicide, whether sane or insane, within one year of the later of the Issue Date or the effective date of reinstatement, the liability of "Hang Seng Insurance" will be limited to any amount paid to "Hang Seng Insurance" by the Policyholder under the Policy less any amount paid by "Hang Seng Insurance" under the Policy in respect of coverage since such date.
- (9) Policy dividends are only distributed before the Income Period⁽²⁾. Policy dividends and the interest rate used for policy dividends and Monthly Income⁽¹⁾ accumulations are not guaranteed. Please refer to the Illustration Summary for prevailing interest rate.
- (10) Non-guaranteed Account Balance is (i) as at the commencement of the Income Period⁽²⁾, the accumulated policy dividends⁽⁹⁾ (if any) and the interest on the accumulated policy dividends⁽⁹⁾ (if any); or (ii) after the commencement of the Income Period⁽²⁾, the aforementioned amount (item (i)) plus any additional amount determined by "Hang Seng Insurance" (if any) less the total of any Monthly Non-guaranteed Income paid. The Non-guaranteed Account Balance can only be withdrawn upon full surrender of the policy, or when the Death Benefit⁽⁸⁾ is paid in a lump sum in the event the Life Insured dies.
- (11) This arrangement is applicable only if the Policyholder selects to receive Monthly Income⁽¹⁾ by regular withdrawals, and a Death Benefit⁽⁸⁾ instruction in the form prescribed by the policy terms and conditions has been made during survival of the Life Insured for the beneficiary(ies) to receive the remaining Monthly Income⁽¹⁾. Under this arrangement, if the Life Insured dies upon commencement of the Income Period⁽²⁾ or thereafter, "Hang Seng Insurance" will continue to pay the remaining Monthly Income⁽¹⁾ net of Indebtedness (if any) to the beneficiary(ies) in the manner selected by the Policyholder on each Monthiversary during the Income Period⁽²⁾, until the end of the Income Period⁽²⁾. Any accumulated Monthly Income⁽¹⁾ (if any) and the non-guaranteed accumulated interest⁽⁹⁾ thereof (if any) retained in the policy by the Life Insured before his/her death, net of Indebtedness (if any), will be paid to the beneficiary(ies) in one lump sum after the death of the Life Insured. The remaining Indebtedness (if any) will be deducted from the Non-guaranteed Account Balance⁽¹⁴⁾. Provided that the beneficiary(ies) may not change the payment method of Death Benefit⁽¹⁰⁾ selected by the Policyholder at any time.
- (12) Terminal Illness means a medical condition that the Life Insured is certified by "Hang Seng Insurance's" appointed Registered Medical Practitioner to be reasonably expected to die within 6 months from the date of certification. Such medical condition and/or its signs or symptoms must first occur or commence more than 90 days following the Issue Date or effective date of the last reinstatement of the policy (whichever is later). The Plan will be automatically terminated when (i) the Terminal Illness Benefit is paid; or (ii) the Basic Plan is terminated (whichever is earlier). When the Policyholder receives the Terminal Illness Benefit, the Basic Plan policy will be terminated. For the definition of Terminal Illness and exact details of exclusions, please refer to the policy conditions for Supplemental Benefits and the policy provision shall be final.
- (13) The Accidental Death Benefit shall cease automatically (i) after the Accidental Death Benefit has been paid; or (ii) upon commencement of the Income Period⁽²⁾; or (iii) upon termination of the Basic Plan; or (iv) on the Policy Anniversary when the Life Insured reaches the Insurance Age⁽⁶⁾ of 75 (whichever is the earliest). The Basic Plan policy will cease upon the death of the Life Insured. For the definition of Accidental Death Benefit and exact details of exclusions, please refer to the policy conditions for Supplemental Benefits and the policy provision shall be final.
- (14) For customers selecting HKD as the currency for premiums or policy benefits, "Hang Seng Insurance" will carry out HKD to CNY or CNY to HKD conversion at a market-based prevailing exchange rate on the day when your premium payments are processed or your policy benefits are paid out. The prevailing exchange rate shall be determined by "Hang Seng Insurance" and subject to change from time to time. The CNY exchange rate may rise as well as fall. If you select to pay your premiums in HKD and the CNY appreciates against HKD, subsequent premiums payable in HKD terms will be higher than the initial premium. If you select to receive policy benefits in HKD and the CNY depreciates sharply against HKD when policy benefits are accounted and settled, you could lose a substantial portion of your policy benefit value.

Product risks

Credit risk

The benefits of this Plan are subject to the credit risk of "Hang Seng Insurance". Policy benefits include Death Benefit⁽⁸⁾, surrender benefit and maturity benefit (if applicable) etc. The premium that Policyholders pays pay will become parts of "Hang Seng Insurance's" assets, and the life insurance plans of "Hang Seng Insurance" involve policy benefits such as Death Benefit⁽⁸⁾, surrender benefit and maturity benefit payable to the Policyholders or beneficiaries by "Hang Seng Insurance". You should bear the credit risk associated with "Hang Seng Insurance" [i.e. the risk that "Hang Seng Insurance" may not be able to deliver its obligations bound by the policies (including the payment of policy benefits) due to financial difficulties].

Risk affecting Non-guaranteed benefit determination

The scales for calculating dividends⁽⁹⁾ are not guaranteed and are determined by "Hang Seng Insurance" from time to time. Whether dividends⁽⁹⁾ are payable and the size of the dividends⁽⁹⁾ to be paid depend on the performance of relevant participating policies with regard to investment returns on the assets supporting the policies under this Plan, as well as other factors including but not limited to claims, persistency experience, expenses, and the long term future performance outlook (both economic and non-economic factors).

The key risk factors are further described below:

- **Investment risk factors** – The investment performance of the assets supporting the policies is subject to various market risk factors including but not limited to:
 - **Interest rate risk** – The risk that the interest earnings and the values of assets will be affected by the change of interest rate level and its outlook, which leads to investment loss.
 - **Equity risk** – The risk that the prices and volatilities of equity type investments and alternative investments will change, which leads to investment loss.
 - **Credit risk** – The risk of investment losses due to the default or change in credit quality of issuers of debt securities or counterparties.
 - **Currency risk** – The risk that the values of investments that are in other currencies different from the policy currency will be affected by the change of exchange rates.
- **Claims factor** – The actual experience of mortality and morbidity is uncertain which may lead to a higher than expected death benefit⁽⁸⁾ claim or living benefit payment and result in worse performance.
- **Persistency factor** – The actual experience of policy surrender (full or partial) and policy lapse is uncertain, and therefore it has impact on both the current performance and future return of the portfolio of the policies.
- **Expense factor** – The actual amount of expenses incurred and apportioned to the group of policies may be higher than expected and impact the overall performance of the product. The expenses may include direct expenses which are specifically related to the group of policies, such as commission, underwriting, policy acquisition and maintenance expenses. It may also include indirect expenses such as general overhead costs which will be allocated to the group of policies.

The monthly non-guaranteed income is determined based on the Non-guaranteed Account Balance⁽¹⁰⁾ at the commencement of Income Period⁽²⁾ plus any additional amounts to be determined and applied by "Hang Seng Insurance" from time to time. If you withdraw any accumulated dividends⁽⁹⁾ before the commencement of Income Period⁽²⁾, the amount of future monthly non-guaranteed income will be adjusted accordingly.

The interests earned on the accumulated dividends⁽⁹⁾ and accumulated Monthly Income⁽¹⁾ are determined based on an interest rate which is not guaranteed and may be adjusted by "Hang Seng Insurance" at its discretion from time to time. Please refer to section "Notes on Participating Policy" for the detail.

Risk from the delay of or missing the payment of premiums due

You should pay the premium for the entire premium payment term when due. Any delay or missing of the payment of premiums due may lead to policy lapse, and the amount (if any) you get back may be significantly less than your premiums paid.

Risks from surrender

If you surrender the policy after the expiry of the cooling-off period, the surrender proceeds to be received may be significantly less than the total premium paid. Please refer to the Illustration Summary of this Plan for the projected surrender values. All details regarding policy surrender should be referred to the relevant policy provisions.

Risk from Partial Surrender (only applicable before Income Period⁽²⁾)

The policy can be partially surrendered before commencement of the Income Period⁽²⁾ and if the Policyholder has made any partial withdrawals, the Net Cash Value⁽⁴⁾ of the policy will be decreased accordingly. This will reduce the Monthly Income⁽¹⁾ amount, the Death Benefit⁽⁸⁾ amount and the cash value⁽⁴⁾ upon surrender.

Liquidity risk

This policy is designed to be held for a long-term period. Should you have liquidity needs for any unexpected events, you may surrender the policy in full or in part subject to the respective policy terms. However, this may cause the policy to lapse or to be terminated earlier than the original policy term, and the amount (if any) you get back may be significantly less than the premiums paid. You may also apply for withdrawal of any amounts that are left within the policy to accumulate⁽⁹⁾ (excluding Non-guaranteed Account Balance⁽¹⁰⁾) but the amount available for withdrawal is not guaranteed and the amount of Death Benefit⁽⁸⁾ and cash value⁽⁴⁾ will reduce accordingly subsequent to the withdrawal.

Inflation risk

Cost of living is likely to be higher in the future than it is today due to inflation, therefore you may receive less from the policy in real term in the future even if "Hang Seng Insurance" meets all of its contractual obligations.

Policy currency risk

By choosing the plans denominated in currencies other than local currency, you are subject to exchange rate risk. Exchange rate fluctuates from time to time. Upon the currency conversion, you may suffer a loss of your benefit values and the subsequent premium payments (if any) may be higher than your initial premium payment as a result of the exchange rate fluctuations.

You may select to pay premiums and receive policy benefits in Renminbi or Hong Kong Dollar⁽¹⁴⁾. However, "Hang Seng Insurance" reserves the right in determining the currency in which you pay or receive.

Renminbi is currently not freely convertible and conversion of Renminbi may be subject to certain policy, regulatory requirements and/ or restrictions (which are subject to changes from time to time without notice). The actual conversion arrangement will depend on the policy, regulatory requirements and/ or restrictions prevailing at the relevant time. As Renminbi is currently not freely convertible and is subject to exchange controls by the Chinese government, Renminbi currency conversion is subject to availability and "Hang Seng Insurance" may not have sufficient Renminbi at the relevant time.

You have considered the aforesaid exchange rate risk factors, conversion arrangement and the potential loss associated before applying for the Plan.

Important notes

Cooling-off Period

"HarvestLife" is an insurance plan with a savings element and not any kind of bank deposit. Part of the premium pays for the insurance and related costs. If you are not satisfied with your policy, you have the right to cancel it within the cooling-off period (that is, 21 days after the delivery of the policy or issue of a notice (informing you/your representative about the availability of the policy and expiry date of the cooling-off period, whichever is earlier) and obtain a refund of any premiums and levy paid. A written notice signed by you should be received by "Hang Seng Insurance's" Office at 18/F, Tower 1, HSBC Centre, 1 Sham Mong Road, Kowloon, Hong Kong within the cooling-off period. After the expiration of the cooling-off period, if you cancel the policy before the end of the term, the projected total cash value⁽⁴⁾ upon surrender may be less than the total premium you have paid.

Grace Period

The Plan offers a Grace Period of 30 days for payment of any premium when due. If a premium is not paid by the end of the Grace Period, this policy will be immediately lapsed with effect as at the due date of the first unpaid premium.

Policy termination condition

"Hang Seng Insurance" has the right to terminate your policy under any of the following circumstances,

- If you cannot make the premium payment by the end of a 30-day Grace Period, your policy will be immediately lapsed with effect as at the due date of the first unpaid premium. After the Policy lapses, any Net Cash Value as at the premium due date will be paid to the Policyholder.
- If "Hang Seng Insurance" reasonably considers that by continuing the policy or the relationship with you, "Hang Seng Insurance" may break any laws, or "Hang Seng Insurance" or a member of the HSBC Group, may be exposed to action censure from any authorities.

For details of the above, please refer to the relevant terms and conditions in the policy provision.

Philosophy in deciding the dividends⁽⁹⁾, investment policy and strategy

For details of the philosophy in deciding the dividends⁽⁹⁾, investment policy and strategy, please refer to section Notes on Participating Policy. For the most updated information on dividends⁽⁹⁾, investment policy and strategy, and the historical fulfillment ratios of this Plan, please refer to the Company website: https://bank.hangseng.com/1/2/insurance/par_dividend.

Commission Disclosure

"Hang Seng Insurance" would provide "Hang Seng Bank" the relevant commission and performance bonus in accordance to the selling of this plan. The existing sales staff remuneration policy employed by "Hang Seng Bank" will take various aspects of the staff members' performance into account and will not solely consider the sales amount.

Dispute Resolution

- a) "Hang Seng Bank" is an insurance agent authorised by Hang Seng Insurance Company Limited and the product is a product of Hang Seng Insurance Company Limited but not "Hang Seng Bank"; and
- b) In respect of an eligible dispute (as defined in the Terms of Reference for the Financial Dispute Resolution Centre in relation to the Financial Dispute Resolution Scheme) arising between "Hang Seng Bank" and you out of the selling process or processing of the related insurance product transaction, "Hang Seng Bank" will enter into a Financial Dispute Resolution Scheme process with you; however any dispute over the contractual terms of the insurance products should be resolved between Hang Seng Insurance Company Limited and you directly.

This Plan is underwritten by Hang Seng Insurance Company Limited which is authorised and regulated by the Insurance Authority of the HKSAR. "Hang Seng Bank" is an insurance agent authorised by Hang Seng Insurance Company Limited.

Customer Enquiry

2198 7838

hangseng.com

Tax Reporting and Financial Crime

"Hang Seng Insurance" and other members of the HSBC Group have certain obligations to Hong Kong and foreign legal or regulatory bodies and government or tax authorities, and are bound by HSBC Group's requirements, regarding you and your policy and "Hang Seng Insurance" may from time to time request consent and information from you in relation to these obligations and requirements.

There are consequences, which will be set out in your policy terms, if you fail to provide to provide consent or information that is requested from you to "Hang Seng Bank" or if you present a financial crime risk to a member of the HSBC Group. Such consequences include that "Hang Seng Insurance" may:

- take actions that are necessary to enable it or a member of the HSBC Group to meet these obligations and requirements;
- be unable to provide new, or continue to provide all of the services to you;
- be required to withhold payments or benefits that would otherwise be due to you or your policy and permanently pay those over to tax authorities; and
- terminate your policy.

The amount you get back from the policy in the event of benefits or payments withholding and/or policy termination by "Hang Seng Insurance" as mentioned above plus the total amount that you have received from the policy (if any) before policy termination may be less than the total amount of the premium(s) you have paid. "Hang Seng Insurance" recommends that you seek your own independent professional advice on your tax liabilities.

This product brochure is issued by "Hang Seng Insurance" It contains only a consolidated summary of this Plan and is for reference only. You should read this product brochure in conjunction with the respective product factsheet(s), Notes on Participating Policy and illustration and refer to the policy provisions for the detailed terms and conditions and charges of this Plan.

Please refer to the relevant policy for exact terms, conditions and exclusions of this Plan, and the policy will be considered final. For details of this Plan and the policy terms, please contact any "Hang Seng Bank" branch.

"Hang Seng Insurance" will provide a specimen copy of the policy provision upon request.

Notes on Participating Policy

"Hang Seng Insurance" issues participating policies, which are life insurance contracts providing both guaranteed and non-guaranteed benefits. The guaranteed benefits may include the following: 1) guaranteed death benefits, 2) guaranteed cash values, 3) guaranteed annuity payments and 4) guaranteed maturity values. The non-guaranteed benefits include policy dividends, which may be paid or varied at the discretion of "Hang Seng Insurance". The policy dividend, if any, is in form of annual dividend which is declared by "Hang Seng Insurance" on an annual basis. Once declared, the amount of annual dividend for the year becomes vested and will be credited to your policy.

The key feature of participating policies over other forms of insurance policies is that in addition to the guaranteed benefits receivable, policyholders will also benefit from additional dividend payments if the performance of relevant participating policies is better than which required to support the underlying guarantees. The better the performance, the greater the annual dividend payments, and, conversely, the worse the performance, the lower the annual dividend payments.

Dividend Philosophy

Annual dividend allows policyholders to participate in the financial performance of the life insurance operations. Whether annual dividend is payable and the size of the dividend which "Hang Seng Insurance" distributes or pays depend on the performance of relevant participating policies with regard to investment returns on the assets supporting the policies, as well as other factors including but not limited to claims, persistency, expenses, and the long term future performance outlook (both economic and non-economic factors). Performance of policies managed similarly are pooled together when deciding the amount of annual dividend to be paid. Please refer to section "Product risks - Risk affecting Non-guaranteed benefit determination" on the product brochure for the detail of key risk factors.

"Hang Seng Insurance" conducts regular review on the level of annual dividend payable to policyholders. Both actual performance in the past and management's outlook of long-term future performance will be assessed against expected (assumptions underlying the prevailing dividend scale of us), if there are variances arisen, they will then be considered sharing with policyholders through the adjustment of annual dividend scales. If the performance over the long term is better than expected, then the annual dividend amount paid would increase. If performance is worse than expected, then annual dividend amount paid would decrease.

When considering the adjustment of annual dividend scales, "Hang Seng Insurance" operates a smoothing philosophy. The level of annual dividend will only be changed if the actual performance is significantly different from the expected over a certain period of time or if management's expectation of long-term future performance changes.

In order to achieve broad fairness among policyholders of participating products, "Hang Seng Insurance" will carefully consider the experiences of different groups of policies so that each group of policies will receive a fair return reflecting mostly its own performance. "Hang Seng Insurance" has also established a dedicated committee to review the fairness of treatment to policyholders and to provide independent advice on the management of the participating policies and the determination of dividend level.

Investment Strategy

"Hang Seng Insurance" operates an investment strategy with key objectives as follows:

- i. Ensure that we can meet the guaranteed benefits that we have committed to you;
- ii. Deliver to you competitive long-term returns through the non-guaranteed policy dividends; and
- iii. Abide by a pre-defined set of risk appetite.

Participating Policy (Policy Currency: CNY)

The assets supporting the participating policies are carefully managed and monitored according to a predefined set of risk appetite. The asset portfolio predominantly consists of fixed income assets (including both onshore bonds in China Inter-bank Bond Market ("CIBM") and offshore bonds in offshore ("CNH") Renminbi market) and equities.

Subject to our investment strategy, derivatives may be used for hedging or efficient portfolio management. However, investing in CNY-denominated assets is subject to applicable laws, regulations and guidelines issued by relevant regulatory authorities from time to time. Any change of the applicable laws, regulations and guidelines may lead to an update to the investment strategy and the associated investment performance may be affected.

Target Asset Allocation

The current long-term target strategy is to allocate assets attributed to this product as follows:

Asset Type	Allocation % Participating Policy (Policy Currency: CNY)
Fixed Income	90%-100%
Growth Assets	0%-10%

There could be slight deviation from the above range due to market fluctuation.

Actual allocations will take into consideration past investment performance of the assets supporting the policies, prevailing market conditions and future outlook, and the guaranteed and non-guaranteed benefits of the policies. As the performance of the growth assets investment plays an important role in determining the level of non-guaranteed benefits, under normal circumstances and free from any investment and operational constraints, it is expected that the allocation to growth assets will fall within the higher end of the range as specified, in order to optimize the chance of achieving the illustrated level of non-guaranteed benefits. The management and investment strategy of the asset portfolio may be subject to change depending on the market conditions and economic outlook, and we would inform policy owners should there be any material changes.

Accumulation Interest Rate

Policyholders can choose to accept their policy dividends, and/or endowment coupon and/or annuity payments either in cash or to leave them with "Hang Seng Insurance" to accumulate with interests (if applicable). The rates of interests are not guaranteed and will be determined by "Hang Seng Insurance" from time to time. The review on such accumulation interest rates will be conducted regularly with reference to the portfolio bond yields, prevailing market conditions, outlook on bond yields, and the likelihood of policyholders leaving their payment for accumulation.

The policy in determining the policy dividends and accumulation interest rates may be reviewed and adjusted by "Hang Seng Insurance" from time to time. For more updated information, please visit https://bank.hangseng.com/1/2/insurance/par_dividend. You may also visit the above website to understand the historical fulfilment ratio of dividend distribution for reference purposes. However, the past performance or current performance of "Hang Seng Insurance's" business may not be a guide for future performances.

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Please refer to the relevant policy for exact terms, conditions and exclusions of this Plan, and the policy will be considered final. For details of this Plan and the policy terms, please contact any "Hang Sang Bank" branch. "Hang Seng Insurance" will provide a specimen copy of the policy provision upon request.

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