

LIFE INSURANCE - LIFE PROTECTION  
WEALTH SERIES - WEALTH ELITE 2 (WE2)

# AMPLIFY YOUR LEGACY



AIA International Limited  
(Incorporated in Bermuda with limited liability)



HEALTHIER, LONGER,  
BETTER LIVES

**AIA Group is the only  
international life insurer  
headquartered and listed in  
Hong Kong and 100% focused  
on Asia-Pacific<sup>i</sup>**

# It is one of the largest life insurers in the world<sup>ii</sup> and the second largest constituent stock of the Hang Seng Index<sup>iii</sup>

As the world is constantly changing, so do the needs of customers for protection and wealth management. AIA Group is committed to providing customers with the most appropriate protection and financial solutions to meet their needs and aspirations in different life stages.

As a leading pan-Asian life insurer, AIA Group has served generations of families in Asia. The Group strives to offer customers the right protection and wealth management solutions, to build their wealth and better prepare for their lives at all times, and to protect the future of their next generation.

As a market leader, AIA Group focuses exclusively on the Asia-Pacific region with established operations in 18 markets - wholly-owned branches and subsidiaries, joint venture or representative offices. The Group understands the challenges that the people of the region face in different life stages.

## About AIA Group

The founding of the business that is now AIA Group dates back to Shanghai a century ago. With the Group's rapid development in Hong Kong, it has built a solid foundation and further expanded its domain all over Asia. As of 31 December 2022, AIA Group has total assets of US\$303 billion<sup>iv</sup>.

## Financial strength

Credit agency ratings are key indicators of financial strength. AIA International Limited currently holds the following ratings<sup>v</sup>:

Credit Rating - AIA International Limited	
Standard & Poor's Latest rating date: 13 March 2023	AA- (Stable)
Moody's Latest rating date: 13 March 2023	Aa2 (Stable)

i. Source: AIA AT-A-GLANCE (31 December 2022) [www.aia.com/en/media-centre/facts-at-a-glance](http://www.aia.com/en/media-centre/facts-at-a-glance)

ii. Source: About AIA Hong Kong & Macau (March 2023) [www.aia.com.hk/content/dam/hk-wise/pdf/about-aia/about-us/fact-sheet/aiahk-fact-sheet-en-202303.pdf](http://www.aia.com.hk/content/dam/hk-wise/pdf/about-aia/about-us/fact-sheet/aiahk-fact-sheet-en-202303.pdf)

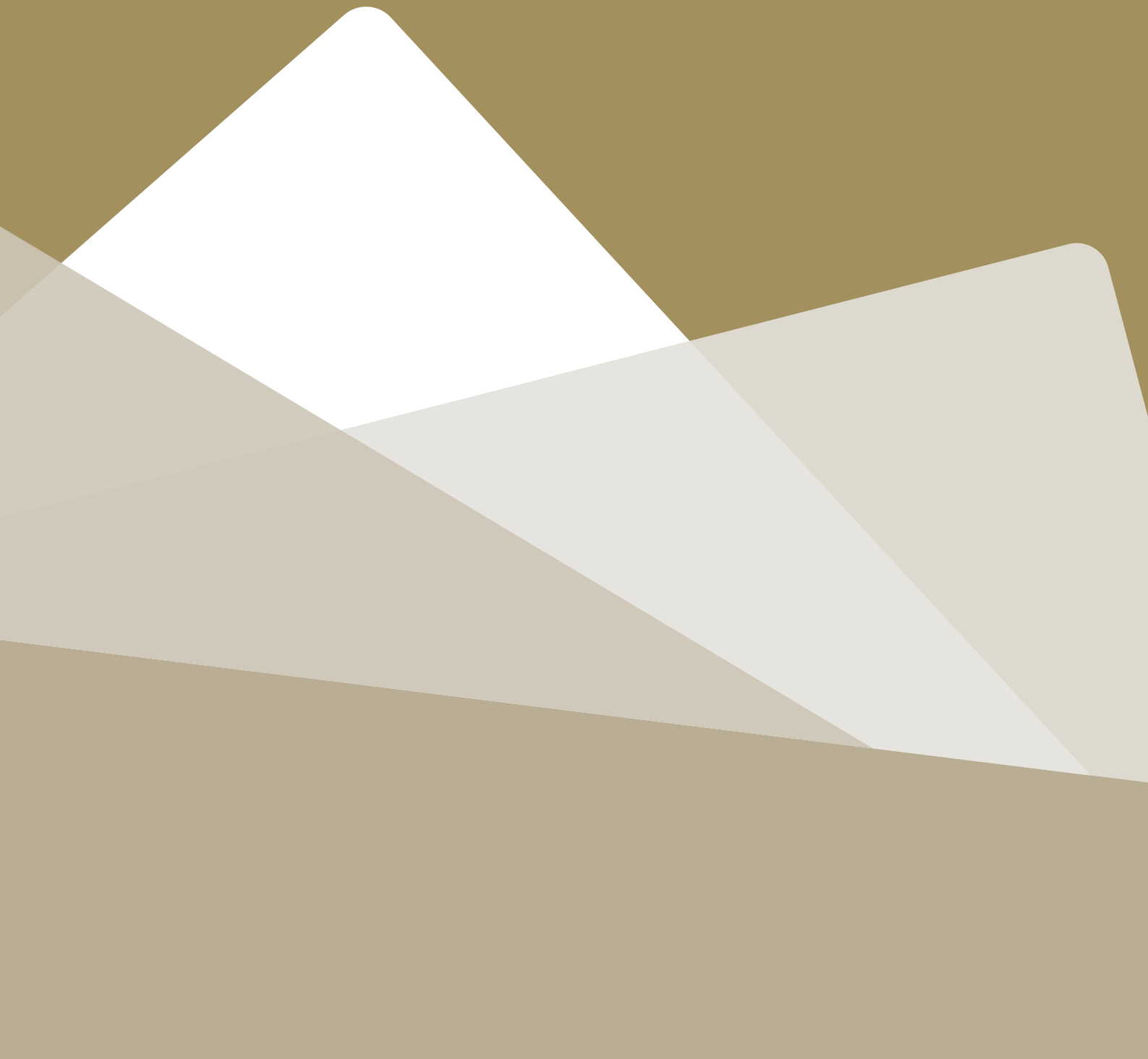
iii. Source: [www.hsi.com.hk/eng/indexes/all-indexes/hsi](http://www.hsi.com.hk/eng/indexes/all-indexes/hsi) (February 2023)

iv. Source: AIA Group Limited Annual Results 2022 (as at 31 December 2022) [www.aia.com/en/investor-relations/overview/results-presentations](http://www.aia.com/en/investor-relations/overview/results-presentations)

v. Source: AIA Group Limited website [www.aia.com/en/investor-relations/overview/credit-investors](http://www.aia.com/en/investor-relations/overview/credit-investors)

"AIA Group" or "The Group" herein refers to **AIA Group Limited** and its subsidiaries.

**Generational wealth for  
your loved ones**



# Pass on your exceptional legacy and make it last

## Sustainable legacy for generations of prosperity



Years of hard work have rewarded you with the achievements and status you enjoy now. To protect this hard-earned wealth, you need a meticulously designed legacy planning. Make the smart decision to give future generations a head start towards success. To secure a carefree future for your family, **Wealth Elite 2** provides flexible and comprehensive life protection that helps safeguard and allocate your wealth while realising long-term asset growth potential so that your legacy will last over generations.

## Flexible options to keep pace with changing needs



AIA realises that your life planning and needs will evolve over time. To prepare yourself and your loved ones thoroughly for an unpredictable future is especially important. **Wealth Elite 2** offers 2 independent options with different levels of life protection to satisfy your needs.

As a key support for the family, assuming more financial obligations and responsibilities is inevitable. To accommodate your needs, **Wealth Elite 2 - Ruby** is designed to provide substantial life protection<sup>1</sup> against unforeseen changes, ensuring a carefree, prosperous life with sustainable financial security for your loved ones.

**Wealth Elite 2 - Sapphire** can help you achieve a balanced life planning by providing opportunities for potential wealth accumulation while enjoying holistic life protection<sup>1</sup>, which maximises your financial flexibility to pass on a greater legacy to the future generations.

## Long-term potential return to grow your wealth



**Wealth Elite 2** offers guaranteed cash value and non-guaranteed bonuses along with the flexibility to withdraw cash depending on your financial plans and a further opportunity to accumulate your wealth, so your future generations will be financially secure.

## Allocating your inheritance to the next generations



With **Wealth Elite 2**, you can allocate the death benefit to designated beneficiaries, ensuring that your wealth will be passed on to your loved ones and safeguard their quality of life in accordance with your wishes.

<sup>1</sup> Please refer to the "Death Benefit" section under "Cover at a glance" for details.

**Their success stories  
are catalysed  
through your legacy**



# For the protection you need and a legacy that will provide for generations to come, Wealth Elite 2 grows your wealth in the following ways:

## I. Preserve your legacy with life protection

**Wealth Elite 2** evolves with your changing needs from one life stage to the next.

At the prime of your career, you may take on more financial commitments for your family. **Wealth Elite 2** puts greater focus on life protection. The death benefit can become an immediate source of funds for your designated beneficiary so your loved ones can enjoy their life to the fullest in the face of the unknown. As you grow older, your financial obligations along with the need for life protection will usually decrease. The focus of the plan will then shift from life protection to wealth accumulation, so you can plan for your legacy to pass on to subsequent generations.

### Options

**Wealth Elite 2** offers 2 independent options to satisfy your needs. Please refer to “Cover at a glance” of this brochure for details of life coverage of respective plans.

Options	Wealth Elite 2 - Ruby
	Wealth Elite 2 - Sapphire

### Death Benefit

If the insured passes away, we will pay the death benefit to the person whom you select in your policy as the beneficiary.

### Death Benefit Settlement Option

Apart from a lump sum payment, you can customise the Death Benefit Settlement Option while the insured is still alive and allow your beneficiary to receive the death benefit in regular instalments. You can select not only the benefit amounts to be paid, but also the date of the first instalment payment of death benefit.

## II. Receive potential returns through bonuses

**Wealth Elite 2** is a participating whole-life insurance plan that covers the entire lifespan of the insured (who is being protected under the policy). We will distribute the profit generated from this product group by declaring a non-guaranteed Reversionary Bonus and a non-guaranteed Terminal Bonus to you at least once per year starting from the end of the 3rd policy year.

### III. Withdraw cash flexibly to satisfy your changing needs

#### Flexibly withdraw cash of your choice

With **Wealth Elite 2**, you can withdraw your policy values to facilitate your financial planning. To address your changing needs in the future, upon request, you can withdraw part of the guaranteed cash value and/or the non-guaranteed cash values of the Reversionary Bonus and associated Terminal Bonus. However, this will reduce the future values of your policy. After withdrawal of guaranteed cash value, the sum assured of the policy and the one-time premium paid for the basic plan under the death benefit may also be reduced.

Alternatively, you may choose to withdraw all cash values in the policy. Upon such withdrawal, you will receive the sum of the guaranteed cash value and the non-guaranteed cash values of the Reversionary Bonus and Terminal Bonus, and your policy will be terminated.

#### Protect your family with Mental Incapacity Option

**Wealth Elite 2** provides Mental Incapacity Option in case you are suffering from a mental issue and unable to withdraw the policy values. You may designate a family member as a recipient in advance, such that he/she can request withdrawal when you are diagnosed as a permanent mentally incapacitated person, up to designated percentage of policy value. That way, your family can obtain financial support in the event of an emergency. Your remaining policy value may continue growing even after the cash values has been withdrawn under this option.

We will deduct all outstanding debt (if any) under the policy before we make any payments for cash withdrawal.

This plan also provides you with the option of taking out a policy loan to ease unexpected financial difficulties.

### IV. Prepare in advance by pre-underwriting

If you expect the additional need of life coverage in future, you can apply for the Pre-underwriting Option when you apply for your **Wealth Elite 2** to benefit from a medical underwriting in advance, based on the total life coverage amount determined by you. Subject to our prevailing rules and regulations, in a specific period of time, you can apply for new policies of **Wealth Elite 2 - Ruby** and/or **Wealth Elite 2 - Sapphire** with a simplified medical underwriting regardless of whether you have purchased **Wealth Elite 2 - Ruby** or **Wealth Elite 2 - Sapphire** at the policy inception, as long as the total sum assured does not exceed the total life coverage amount that has been approved in the previous medical underwriting process. The option allows you to have high flexibility on financial planning, so you can plan for your legacy to suit your needs. Please refer to the "Note for Pre-underwriting Option" on page 14 of this brochure for details.

### V. One-time premium payment for peace of mind

To allow for greater control over your finances, **Wealth Elite 2** only requires one premium payment, so you won't have to worry about any future premium payments.



## Cover at a glance

<b>Insured's Age at Application</b>	Age 18-75 (subject to our prevailing underwriting rules)
<b>Benefit Term</b>	Whole life
<b>Policy Currency</b>	US\$
<b>Minimum Sum Assured</b>	US\$1,000,000
<b>Premium Payment Mode</b>	Single premium
<b>Non-Guaranteed Reversionary Bonus and Non-Guaranteed Terminal Bonus</b>	<p>The following non-guaranteed bonuses will be declared to your policy at least once per year starting from the end of the 3rd policy year:</p> <p><b>Reversionary Bonus</b></p> <ul style="list-style-type: none"> <li>• Non-guaranteed bonus that may be cashed out or left to accumulate in the policy.</li> <li>• Face value forms a permanent addition to your policy once declared, and it is payable as part of the death benefit, according to the death benefit calculation.</li> <li>• Cash value is non-guaranteed and payable upon withdrawal, policy surrender or termination.</li> </ul> <p><b>Terminal Bonus</b></p> <ul style="list-style-type: none"> <li>• Non-cumulative, non-guaranteed bonus.</li> <li>• Amount valid until next declaration.</li> <li>• Amount in each declaration may be greater or less than the previous amount based on a number of factors, including but not limited to investment returns and general market volatility.</li> <li>• Face value is non-guaranteed and payable as part of the death benefit, according to the death benefit calculation.</li> <li>• Cash value is non-guaranteed and payable upon withdrawal, policy surrender, or termination.</li> </ul>
<b>Surrender Benefit</b>	<p>The surrender benefit will include:</p> <ul style="list-style-type: none"> <li>• guaranteed cash value; plus</li> <li>• non-guaranteed cash value of the Reversionary Bonus (if any); plus</li> <li>• non-guaranteed cash value of the Terminal Bonus (if any).</li> </ul> <p>We will deduct all outstanding debt (if any) under the policy before we make the payment.</p>

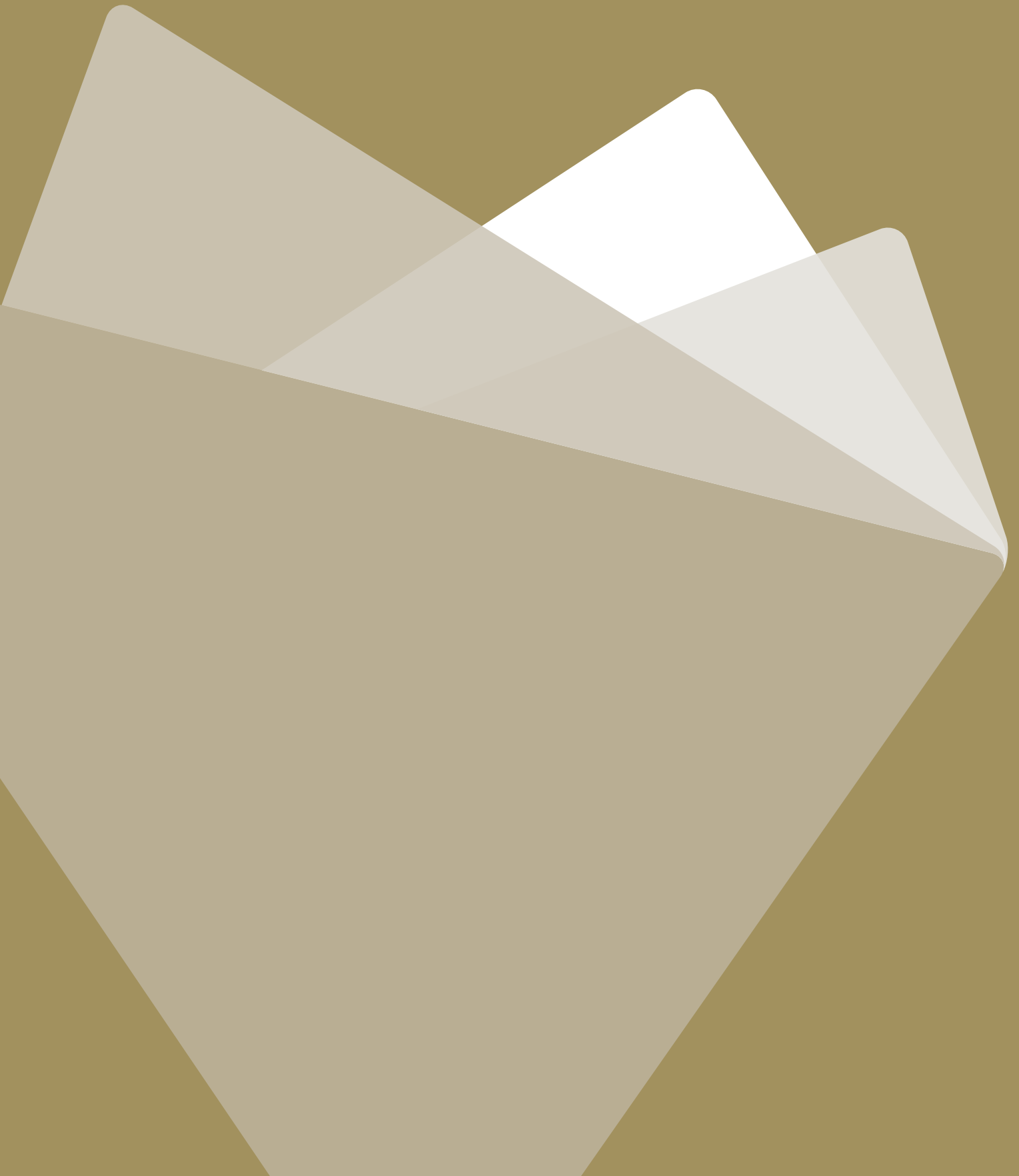
## Cover at a glance (continued)

<p><b>Death Benefit</b></p>	<p>The death benefit will be payable as follows:</p> <table border="1" data-bbox="483 338 1493 981"> <tr> <td data-bbox="483 338 842 483"> <p>If the insured passes away on or before the age of 65, or within the first 15 policy years (whichever is later)</p> </td> <td data-bbox="850 338 1493 483"> <p>100% of the sum assured, plus the face value of Reversionary Bonus (if any) and the face value of Terminal Bonus (if any) in the policy.</p> </td> </tr> <tr> <td data-bbox="483 488 842 981"> <p>If the insured passes away after the above period</p> </td> <td data-bbox="850 488 1493 981"> <p>The higher of:</p> <ul style="list-style-type: none"> <li>i. the one-time premiums paid; and</li> <li>ii. 100% of the sum assured, which will be reduced by an amount equivalent to 5% of the sum assured immediately after the end of each policy year until it reaches: <table border="1" data-bbox="895 748 1481 887"> <tr> <td data-bbox="895 748 1217 815"> <p><b>Wealth Elite 2 - Ruby</b></p> </td> <td data-bbox="1225 748 1481 815"> <p>70% of the sum assured</p> </td> </tr> <tr> <td data-bbox="895 819 1217 887"> <p><b>Wealth Elite 2 - Sapphire</b></p> </td> <td data-bbox="1225 819 1481 887"> <p>50% of the sum assured</p> </td> </tr> </table> </li> </ul> <p>plus the face value of Reversionary Bonus (if any) and the face value of Terminal Bonus (if any) in the policy.</p> </td> </tr> </table> <p>We will deduct all outstanding debt (if any) under the policy before we make the payment to the beneficiary.</p>	<p>If the insured passes away on or before the age of 65, or within the first 15 policy years (whichever is later)</p>	<p>100% of the sum assured, plus the face value of Reversionary Bonus (if any) and the face value of Terminal Bonus (if any) in the policy.</p>	<p>If the insured passes away after the above period</p>	<p>The higher of:</p> <ul style="list-style-type: none"> <li>i. the one-time premiums paid; and</li> <li>ii. 100% of the sum assured, which will be reduced by an amount equivalent to 5% of the sum assured immediately after the end of each policy year until it reaches: <table border="1" data-bbox="895 748 1481 887"> <tr> <td data-bbox="895 748 1217 815"> <p><b>Wealth Elite 2 - Ruby</b></p> </td> <td data-bbox="1225 748 1481 815"> <p>70% of the sum assured</p> </td> </tr> <tr> <td data-bbox="895 819 1217 887"> <p><b>Wealth Elite 2 - Sapphire</b></p> </td> <td data-bbox="1225 819 1481 887"> <p>50% of the sum assured</p> </td> </tr> </table> </li> </ul> <p>plus the face value of Reversionary Bonus (if any) and the face value of Terminal Bonus (if any) in the policy.</p>	<p><b>Wealth Elite 2 - Ruby</b></p>	<p>70% of the sum assured</p>	<p><b>Wealth Elite 2 - Sapphire</b></p>	<p>50% of the sum assured</p>
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<p><b>Death Benefit Settlement Option</b></p>	<p>During the lifetime of the insured, you can select specific benefit amounts to be paid to your beneficiary at regular intervals chosen by you, starting from your designated date*, provided that the total annual payment is equal to at least 2% of the sum of the death benefit.</p> <p>The remaining amount of benefit will be left with our company to accumulate interest at a non-guaranteed interest rate determined by us, until the full amount of benefit has been paid to the beneficiary.</p> <p>The death benefit settlement option is not available if the death benefit payable is less than US\$50,000.</p> <p>* The designated date is subject to our prevailing rules and regulations. If the Insured passes away after the designated date, the first instalment payment of death benefit will be paid immediately after the claim is approved. The remaining payment of death benefit will be paid at regular intervals thereafter.</p>								
<p><b>Pre-underwriting Option</b></p>	<p>Subject to our prevailing rules and regulations, you can plan for the additional life coverage amount desired for the insured in the future by applying for the Pre-underwriting Option during the policy application, provided that the insured is aged 60 or below.</p> <ul style="list-style-type: none"> <li>• Under Pre-underwriting Option, the medical underwriting will be performed with a specific total life coverage amount determined by you in advance, up to aggregate limit of US\$20,000,000 for each insured.</li> <li>• The eligibility of Pre-underwriting Option and the pre-approved sum assured for subsequent <b>Wealth Elite 2 - Ruby</b> and/or <b>Wealth Elite 2 - Sapphire</b> policies are subject to our underwriting result.</li> <li>• Once approved, within 36 months, you can apply for the new policies of <b>Wealth Elite 2 - Ruby</b> and/or <b>Wealth Elite 2 - Sapphire</b> for the same insured with a simplified medical underwriting regardless of whether you have purchased <b>Wealth Elite 2 - Ruby</b> or <b>Wealth Elite 2 - Sapphire</b> at the policy inception, as long as the total sum assured does not exceed the total life coverage amount that has been approved in the previous medical underwriting process.</li> </ul>								

## Cover at a glance (continued)

<b>Mental Incapacity Option</b>	<p>After the end of the 3rd policy year, if you are the insured, you may designate an aged 18 or above family member in advance. The designated family member can withdraw the policy value on your behalf, up to the designated percentage of total cash value on the date of withdrawal approval when you are diagnosed as a permanent mentally incapacitated person.</p> <ul style="list-style-type: none"><li>• The designated family member must be your spouse, parent, child, sibling, grandparent, grandchild, or any other relationship as approved by us.</li><li>• The designated percentages chosen by you cannot be less than 10% or more than 100% of the total cash value (minimum and maximum percentages are subject to our prevailing rules and regulations).</li><li>• Mentally incapacitated person means a person who is incapable, by reason of mental incapacity, of managing and administering his/her property and affairs. The diagnosis of mental incapacity must be given by 2 registered medical practitioners who are psychiatrists or neurologists.</li><li>• You may apply to change the designated person and designated percentage of withdrawal as many times as you wish before exercising this option for cash withdrawal, subject to our approval.</li><li>• If the total cash value of the policy is fully withdrawn under this option, the policy will terminate.</li><li>• This option can only be exercised for the cash withdrawal once per policy.</li><li>• We will deduct all outstanding debt (if any) under the policy before we make the payment.</li></ul>
<b>Policy Loan</b>	<p>You can borrow up to 90% of the total guaranteed cash value of the policy plus the non-guaranteed cash value of any Reversionary Bonus.</p> <p>Interest on a policy loan will be charged at a rate solely determined by us.</p>

**A vision for a  
better tomorrow**



# Important Information

*This brochure does not contain the full terms and conditions of the policy. It is not, and does not form part of, a contract of insurance and is designed to provide an overview of the key features of this product. The precise terms and conditions of this plan are specified in the policy contract. Please refer to the policy contract for the definitions of capitalised terms, and the exact and complete terms and conditions of cover. In case you want to read policy contract sample before making an application, you can obtain a copy from AIA. This brochure should be read along with the illustrative document (if any) and other relevant marketing materials, which include additional information and important considerations about this product. We would like to remind you to review the relevant product materials provided to you and seek independent professional advice if necessary.*

This brochure is for distribution in Hong Kong / Macau only.

## Bonus Philosophy

This is a participating insurance plan in which we share a portion of the profits earned on it and related participating insurance plans with the policy owners. It is designed to be held long term. The premiums of a participating insurance plan will be invested in a variety of assets according to our investment strategy. The cost of policy benefits (including guaranteed and non-guaranteed benefits as specified in your plan that may be payable on death or surrender, as well as charges we make to support policy guarantees (if applicable)) and expenses will be deducted as appropriate from premiums of the participating insurance plan or from the invested assets. We aim to ensure a fair sharing of profits between policy owners and shareholders, and among different groups of policy owners. For this plan's target profit sharing ratio between policy owners and shareholders, please visit our website at <https://www.aia.com.hk/en/our-products/further-product-information/profit-sharing-ratio.html>.

Divisible surplus refers to profits available for distribution back to policy owners as determined by us. The divisible surplus that will be shared with policy owners will be based on the profits earned from your plan and related groups of similar plans or similar group of policies (as determined by us from time to time by considering factors such as benefit features, policy currencies and period of policy issuance), divisible surplus may be shared with the policy owners in the form of reversionary bonuses and terminal bonuses as specified in your policy. A very significant proportion of such divisible surplus arising from the experience from your plan and related groups of similar plans or similar group of policies will be shared with policy owners.

We review and determine the bonus amounts payable to policy owners at least once per year. Divisible surplus depends on the investment performance of the assets which we invest in and the amounts of benefits and expenses we need to pay for the plan. It is therefore inherently uncertain. Nevertheless, we aim to deliver relatively stable bonus payments over time through a smoothing process by spreading out the gains and losses over a period of time. The actual bonuses declared may be different from those illustrated or projected in any insurance plan information provided (e.g. benefit illustrations) depending on whether the divisible surplus, past experience and/or outlook are different from what we expected. If bonuses are different, this will be reflected in the policy anniversary statement.

A committee has been set up to provide independent advice on the determination of the bonus amounts to the Board of the Company. The committee is comprised of members from different control functions or departments within the organisation both at the AIA Group level as well as Hong Kong local level, such as office of the Chief Executive of the Company, legal, compliance, finance, investment and risk management. Each member of the committee will endeavour to exercise due care, diligence and skill in the performance of his or her duties as a member. The committee will utilise the knowledge, experience, and perspectives of each individual member to assist the Board in the discharge of its duty to make independent decisions and to manage the risk of conflict of interests, in order to ensure fair treatment between policy owners and shareholders, and among different groups of policy owners. The actual bonuses, which are recommended by the Appointed Actuary, will be decided upon the deliberation of the committee and finally approved by the Board of Directors of the Company, including one or more Independent Non-Executive Directors, and with written declaration by the Chairman of the Board, an Independent Non-Executive Director and the Appointed Actuary on the management of fair treatment between policy owners and shareholders.

To determine the bonuses of a participating policy, we consider both past experience and the future outlook of all factors including, but not limited to, the following:

**Investment returns:** include interest earnings, dividends and any changes in the market value of the backing assets, i.e. the assets in which we invest your premiums (the cost of policy benefits and expenses will be deducted from the investment). Depending on the asset allocation adopted for the insurance plan, investment returns could be affected by fluctuations in interest income (both interest earnings and the outlook for interest rates) and various market risks, including interest rate risk, credit spread and default risk, fluctuations in listed and private equity prices, real estate prices as well as foreign exchange currency if the currency of the backing assets is different from the policy currency, etc.

**Claims:** include claims for death benefits and any other insured benefits under the insurance plan.

**Surrenders:** include policy surrenders, partial surrenders and policy lapses; and their corresponding impact on the backing assets.

**Expenses:** include both expenses directly related to the policy (e.g. commission, underwriting, issue and premium collection expenses) and indirect expenses allocated to the insurance plan (e.g. general administrative costs).

Some participating insurance plans (if applicable) allow the policy owners to place their annual dividends, guaranteed and non-guaranteed cash payments, guaranteed and non-guaranteed incomes, guaranteed and non-guaranteed annuity payments with us, potentially earning interest at a non-guaranteed interest rate. To determine such non-guaranteed interest rate, we consider the returns on the pool of assets in which these amounts are invested with reference to the past experience and future outlook. This pool of assets is segregated from other investments of the Company and may include bonds and other fixed income instruments. You

have the right to request for historical accumulation interest rates before committing the purchase.

For bonus philosophy and bonus history, please visit our website at <https://www.aia.com.hk/en/dividend-philosophy-history.html>



### Investment Philosophy, Objective and Strategy

Our investment philosophy aims to deliver sustainable long-term returns in line with the insurance plan's investment objectives and the Company's business and financial objectives.

Our aforementioned objectives are to achieve the targeted long-term investment results while minimising volatility in investment returns to support the liabilities over time. They also aim to control and diversify risk exposures, maintain adequate liquidity and manage the assets with respect to the liabilities.

Our current long-term target strategy is to allocate assets attributed to this insurance plan as follows:

Asset Class	Target Asset Mix (%)
Bonds and other fixed income instruments	60% - 100%
Growth assets	0% - 40%

The bonds and other fixed income instruments predominantly include government and corporate bonds and are mainly invested in the United States and Asia-Pacific. Growth assets may include listed equity, equity mutual funds, physical real estate, real estate funds, private equity funds and private credit funds, and are mainly invested in the United States, Asia-Pacific and Europe. Growth assets generally have a higher long-term expected return than bonds and fixed income assets but may be more volatile in the short term. The range of target asset mix may be different for different participating insurance plans. Our investment strategy is to actively manage the investment portfolio i.e. adjust the asset mix in response to the external market conditions and the financial condition of the participating business. For example, there is a smaller proportion of growth assets when interest rates are low and a larger proportion of growth assets when interest rates are high. When interest rates are low, the proportion of growth assets may be even smaller than the long-term target strategy, so as to allow us to minimise volatility in investment returns and to protect our ability to pay the guaranteed benefits under the insurance plans, whereas the proportion of the growth assets may be even larger than the long-term target strategy when interest rates are high to allow for the possibility that we may share more investment opportunities in growth assets with the policy owners.

Subject to our investment objectives, we may use a material amount of derivatives to manage our investment risk exposure and for matching between assets and liabilities, for example, the effects of changes in interest rates may be moderated, while allowing for more flexibility in asset allocation.

Our currency strategy is to minimise currency mismatches. For bonds or other fixed income instruments, our current practice is to endeavour to currency-match bond purchases with the currency of the underlying policy (e.g. US Dollar assets will be used to back US Dollar insurance plans). Subject to market availability and opportunity, bonds may be invested in a currency other than the currency of the underlying policy and currency swaps may be used to minimise the currency risks. Currently assets are mainly invested in US dollars. Growth assets may be invested in a currency other than the currency of the underlying policy and the selection is done according to our investment philosophy, investment objectives and mandate.

We will pool the investments from similar participating insurance plans to determine the return and we will allocate the return to specific participating insurance plans with reference to their target asset mix. Actual investments (e.g. geographical mix, currency mix) would depend on market opportunities at the time of purchase, hence may differ from the target asset mix.

The investment strategy is subject to change depending on the market conditions and economic outlook. Should there be any material changes in the investment strategy, we will inform policy owners of the changes, with underlying reasons and expected impact to the bonuses.

### Key Product Risks

1. The plan may make certain portion of its investment in growth assets. Returns of growth assets are generally more volatile than bonds and other fixed income instruments, you should note the target asset mix of the product as disclosed in this product brochure, which will affect the bonus on the product. The savings component of the plan is subject to risks and possible loss. Should you surrender the policy early, you may receive an amount considerably less than the total amount of premiums paid.
2. You may request for the termination of your policy by notifying us in written notice. Also, we will terminate your policy and you / the insured will lose the cover when one of the following happens:
  - the insured passes away; or
  - the outstanding debt exceeds the guaranteed cash value plus the non-guaranteed cash value of the Reversionary Bonus (if any) of the policy.
3. We underwrite the plan and you are subject to our credit risk. If we are unable to satisfy the financial obligations of the policy, you may lose your premium paid and benefits.
4. You are subject to exchange rate risks for plans denominated in currencies other than the local currency. Exchange rates fluctuate from time to time. 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 exchange rate fluctuations. You should consider the exchange rate risks and decide whether to take such risks.
5. Your current planned benefit may not be sufficient to meet your future needs since the future cost of living may become higher than they are today due to inflation. Where the actual rate of inflation is higher than expected, you may receive less in real terms even if we meet all of our contractual obligations.

6. As the cash value of Reversionary Bonus is non-guaranteed, there may be a risk of overloan when there is adjustment on the cash value of Reversionary Bonus. Loan repayment within one month is required when there is an overloan, otherwise your policy will be terminated and you or the insured may lose the cover.
7. "Pre-underwriting Option" is non-guaranteed and only be available and valid for 36 months upon AIA's approval. This option will be terminated upon product closure of **Wealth Elite 2** and any reserve approved pre-underwriting limit cannot be transferred or carried forward to any existing or new AIA policies or products. Pre-underwriting Option does not represent any additional life protection amount recommended by sales intermediary nor AIA, customers are reminded to select and purchase suitable life protection amount based on own financial needs.
8. "Mental Incapacity Option" enables the designated family member to withdraw part or all of your policy values for one time. Any withdrawal transaction exercised by this option cannot be reversed or cancelled upon completion, you are reminded to consider carefully before exercising this option and shall assess and understand any potential financial impact to you.

#### Note for Pre-underwriting Option

This option is subject to underwriting requirements determined by us from time to time. Once approved, it will simplify the medical underwriting process for subsequent **Wealth Elite 2 - Ruby** and/or **Wealth Elite 2 - Sapphire** policies. You only need to consent pre-set health questions while all other requirements for such eligible new policy (including but not limited to financial needs analysis) will be the same as normal policy application. You must consent to the health questions truthfully. If you fail to disclose or withhold pre-existing health conditions, the approval of the policies or future claims will be affected. If you do not pass the pre-set health questions, you will need to perform full health underwriting and complete full health questions in normal application form. We have a right to decline any application via pre-underwriting option if the medical underwriting result is unsatisfied.

The pre-approved sum assured for the subsequent **Wealth Elite 2 - Ruby** and/or **Wealth Elite 2 - Sapphire** policies will expire after 36 months. The approved pre-underwriting option will be no longer available when there is product closure of **Wealth Elite 2**. We will give you a written notice of any revision 30 days before product closure.

#### Note for Mental Incapacity Option

The existing designated recipient will be automatically revoked when one of the following happens:

- i. you designate a new recipient and it is approved by us;
- ii. any change of policy owner;
- iii. we have been notified that there is a guardian or committee appointed under the Mental Health Ordinance (Cap. 136 Laws of Hong Kong SAR) (or under similar laws in another jurisdiction); or
- iv. we have been notified that the policy owner has an enduring power of attorney covering the policy.

In the event that there is a dispute between the designated recipient and any other person, such as the guardian, committee, attorney, or beneficiary(ies) in our reasonable belief that there is such a dispute, we reserve the right to withhold the payment of cash withdrawal under the Mental Incapacity Option until such dispute is resolved.

#### Claim Procedure

If you wish to make a claim, you must send us the appropriate forms and relevant proof. You can get the appropriate claim forms in [www.aia.com.hk](http://www.aia.com.hk), from your financial planner, by calling the AIA Customer Hotline (852) 2232 8968 in Hong Kong, or by visiting any AIA Customer Service Centre. For details related to making a claim, please refer to the policy contract. If you wish to know more about claim related matter, you may visit "File A Claim" section under our company website [www.aia.com.hk](http://www.aia.com.hk).

#### Suicide

If the insured commits suicide within one year from the date on which the policy takes effect, our liability will be limited to the refund of premiums paid (without interest) less any outstanding debt.

#### Incontestability

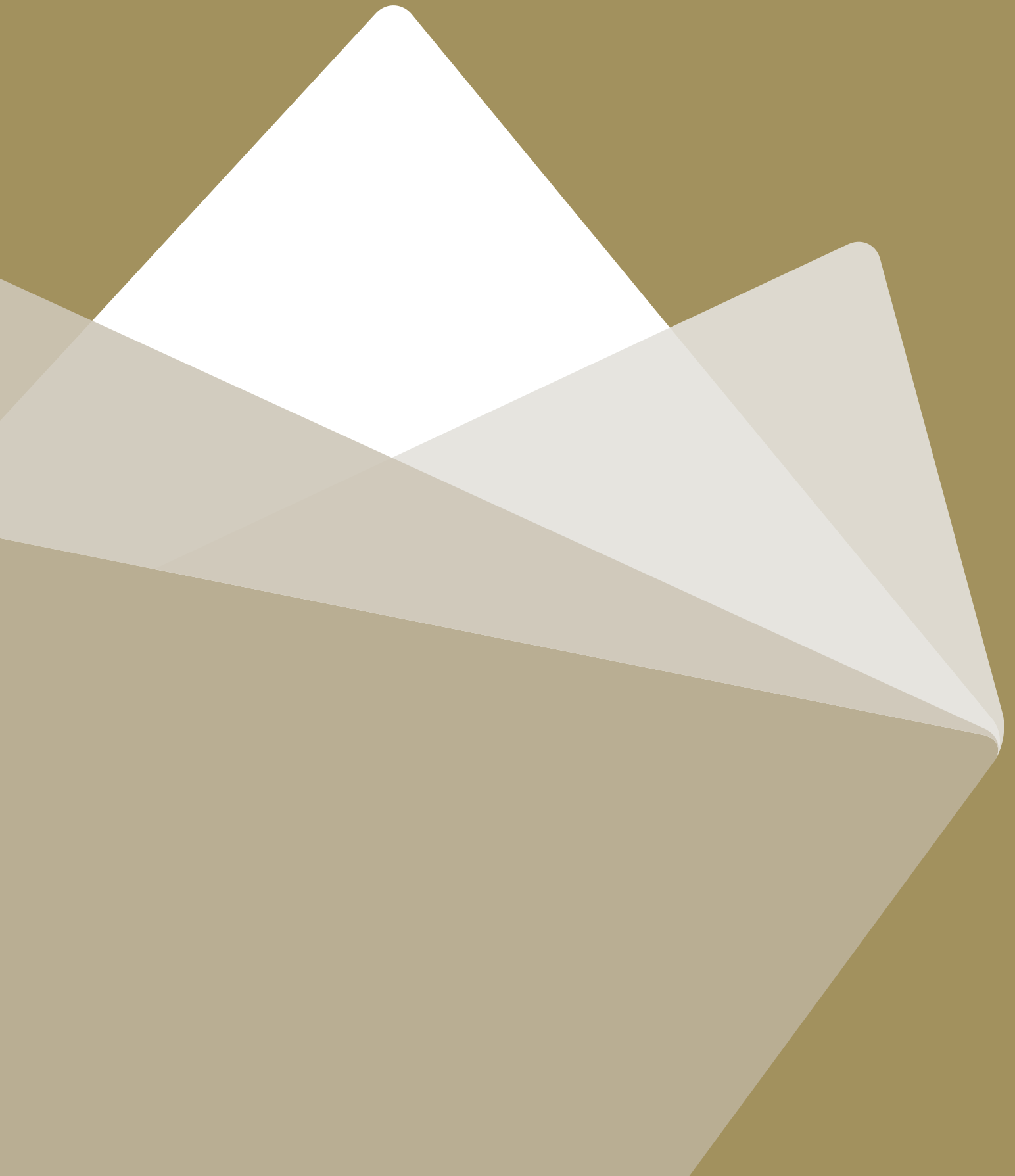
Except for fraud, we will not contest the validity of this policy after it has been in force during the lifetime of the insured for a continuous period of two years from the date on which the policy takes effect.

#### Warning Statement and Cancellation Right

**Wealth Elite 2 - Ruby** and **Wealth Elite 2 - Sapphire** are insurance plans with a savings element. Part of the premium pays for the insurance and related costs. If you are not happy with your policy, you have a right to cancel it within the cooling-off period and obtain a refund of any premiums and levy paid. A written notice signed by you should be received by the Customer Service Centre of AIA International Limited at 12/F, AIA Tower, 183 Electric Road, North Point, Hong Kong within the cooling off period (that is, 21 calendar days immediately following either the day of delivery of the policy or cooling-off notice (informing you / your nominated representative about the availability of the policy and expiry date of the cooling-off period), whichever is earlier). After the expiration of the cooling-off period, if you cancel the policy before the end of the term, the projected total cash value may be substantially less than the total premium you have paid.

Effective from 1 January 2018, all policy owners are required to pay a levy on each premium payment made for both new and in-force Hong Kong policies to the Insurance Authority (IA). For levy details, please visit our website at [www.aia.com.hk/useful-information-ia-en](http://www.aia.com.hk/useful-information-ia-en) or IA's website at [www.ia.org.hk](http://www.ia.org.hk).

**Always dedicated  
to excellence**





# It is widely acknowledged that protection has always been secondary to investment in people's financial planning

Now however, against the backdrop of an ageing population and the steadily increasing cost of healthcare, high net worth individuals are all the more aware of the need to review their life insurance cover together with plans to preserve their wealth. AIA is committed to providing the right solutions to customers to prepare them for the future.

AIA Hong Kong and AIA Macau are leaders in their life insurance markets. We provide a full suite of products, supported by one-stop premier services to help our customers achieve their wealth and protection goals.

We are committed to excellence and aspire to set the standard for the industry in all areas of our business. The effort and dedication of everyone in AIA has earned us numerous esteemed industry awards, encompassing brand image, product & services, professional training and social responsibility. This proves that our quality of service, product innovation, leadership and excellent business reputation are widely recognised in the community.

## Tailored solutions to respond to customers' lifelong protection needs

As life changes, our customers' needs evolve with the growth of society. AIA keeps up with the market by understanding and proactively anticipating the needs of different customer segments for different stages of life. We take a forward-looking approach to product development, providing innovative and tailored solutions to fulfil the needs of high net worth individuals.

## Committed to customers in Hong Kong and Macau

Deeply rooted in Asia, AIA has always strived to develop and provide products and services that are responsive to the needs of high net worth clients. We have set up the AIA Wealth Select Centre to provide one-stop solutions for both insurance and wealth management.

Recognising that service excellence is an endless journey, we continue to strive for perfection.

# AIA Wealth Select Centre

		New Policy Application	Customer Services
<b>Hong Kong</b>	12/F, AIA Tower, 183 Electric Road, North Point, Hong Kong	Not Applicable	Monday - Friday 8:45 a.m. - 6:00 p.m. (open through lunch)  Saturday, Sunday and Public Holidays closed
<b>Kowloon</b>	Suite 1313, 13/F, AIA Kowloon Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon	Not Applicable	Monday - Friday 8:45 a.m. - 6:00 p.m. (open through lunch)  Saturday, Sunday and Public Holidays closed
	Room 2101, 21/F, The Gateway, Tower 2, Canton Road, Harbour City, Tsim Sha Tsui, Kowloon	Monday - Friday 9:00 a.m. - 6:00 p.m. (open through lunch)  Saturday 9:30 a.m. - 5:30 p.m. (open through lunch)  Sunday and Public Holidays 9:30 a.m. - 1:30 p.m.	Not Applicable
<b>Macau</b>	Unit 201, 2F, AIA Tower, Nos. 251A - 301 Avenida Comercial de Macau, Macau	Not Applicable	Monday - Friday 8:45 a.m. - 5:15 p.m. (open through lunch)  Saturday, Sunday and Public Holidays closed

For further enquiries, please contact your financial planner, call the AIA Customer Hotline at (852) 2232 8968 (Hong Kong) or visit any AIA Wealth Select Centre.

[aia.com.hk](http://aia.com.hk)









## Important Notes from the Insurance Agent of The Bank of East Asia, Limited

- The Bank of East Asia, Limited (“BEA”), being registered with the Insurance Authority as a licensed insurance agency, act as an appointed licensed insurance agent for AIA International Limited (incorporated in Bermuda with limited liability) (“AIA”). This insurance plan is a product of AIA but not BEA.
- This insurance plan is underwritten by AIA and it is not a bank savings plan with free life insurance coverage. Part of the premium pays for the insurance and related costs. The premium paid is not a placement of a savings deposit with the bank and hence is not protected by the Deposit Protection Scheme in Hong Kong.
- Add-on plan (if any) is an add-on coverage for this insurance plan with additional premium paid required. BEA does not distribute any add-on plan; therefore, you cannot apply the add-on plan through BEA. If needed, you can contact AIA Customer Service Centre for inquiry after the policy is issued by AIA.
- 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 BEA and the customer out of the selling process or processing of the related transaction, BEA is required to enter into a Financial Dispute Resolution Scheme process with the customer; however, any dispute over the contractual terms of the product should be resolved between AIA and the customer directly.
- Claims under this insurance plan must be made by you to AIA directly. You can get the appropriate claim form by calling AIA Customer Service Hotline (852) 2232 8968 in Hong Kong or visiting [www.aia.com.hk](http://www.aia.com.hk) or any AIA Customer Service Centre. For details, please refer to the policy contract provided by AIA.
- BEA's sales staff (including direct sales staff and authorised agents) are remunerated not only based on their financial performance, but also according to a range of other factors, including their adherence to best practices and their dedication to serving customers' interests.
- The information you disclosed in response to all AIA's questions must be true, complete and correct. Failure to disclose true, complete and correct information to AIA may render AIA unable to accept or process your application or the policy void.
- You are reminded to carefully review the relevant product materials provided to you and be advised to seek professional / independent advice when considered necessary.
- **For the benefits and returns mentioned throughout the product brochure and Important Notes, please note that the policy owner is subject to the credit risk of AIA. If the policy owner discontinues and / or surrenders this policy in early policy years, the amount of benefits he / she will get back may be considerably less than the total premiums he / she has paid. Projected and / or potential benefits and / or returns (e.g. reversionary bonus, terminal bonus) presented in the product brochure are not guaranteed and are for illustrative purposes only. The actual future amounts of benefits and / or returns may be lower than or higher than the currently quoted benefits and / or returns.**
- Apart from the key product risks mentioned in product brochure, you are also reminded of the following risks:
  1. Liquidity risk – this insurance plan is designed to be held long term. You should only apply for this insurance plan if it is intended to pay the premium for the whole of the premium payment term. Should you surrender the policy early, the total surrender value (if any) you get back may be less than the total premium you have paid. You may suffer a loss in case of early termination of this policy.

2. Risk from surrender – if you cancel the policy before the end of the benefit term, you may suffer a significant loss, and the total surrender value received may be substantially less than the total premiums paid.
3. Non-guaranteed bonus scales – non-guaranteed benefits are based on the bonus scales of AIA determined under current assumed investment return. The actual amount payable may change anytime with the values being higher or lower than those being projected. In other words, a change in the current assumed investment return will affect the reversionary bonus and terminal bonus you will receive. Under some circumstances, the non-guaranteed benefits may be zero.

[www.hkbea.com](http://www.hkbea.com)

Issued by The Bank of East Asia, Limited 東亞銀行有限公司

INSU182\_E (07/2023)

