

HSBC's UniversalIncome

A Life Insurance Plan

Work stops.
Pursuing life's
passion continues.



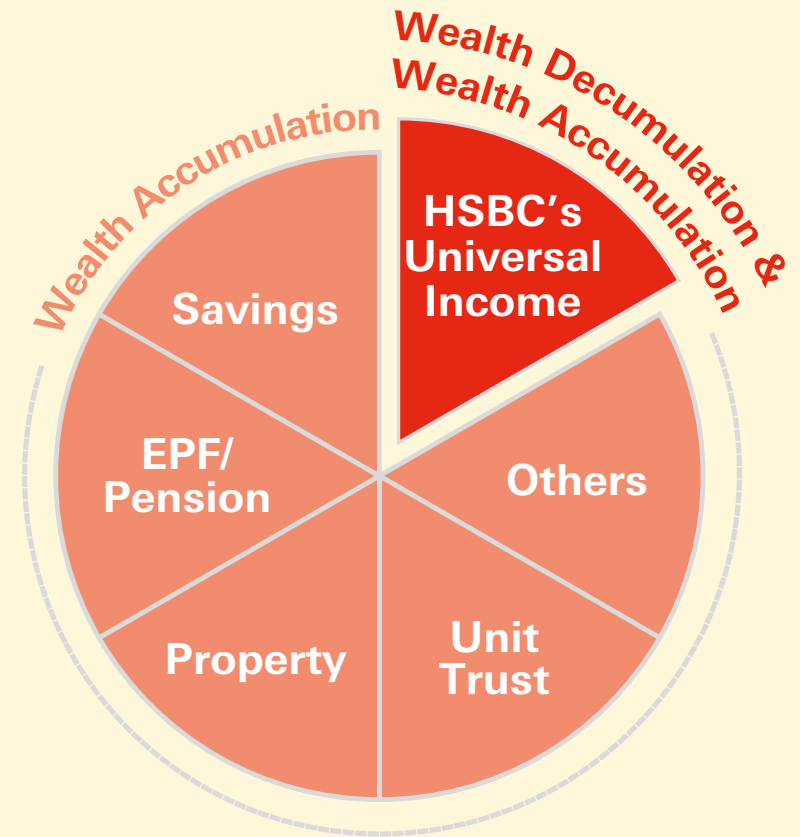
HSBC

| Opening up a world of opportunity

Ensure your retirement plans guarantee long term income¹

- Can your investments provide long term income after you have retired so you can enjoy the lifestyle you desire?
- Are your EPF/pension, savings and other investments secure against a fluctuating future?

It's certainly worth your while to explore HSBC's UniversalIncome. It's a wealth accumulation as well as a decumulation plan that works to complement and expand your other sources of retirement income. Now that's unique as it provides continuous long term income on a monthly basis up to 88 years old.¹





So you're looking forward to the day when you can sit back, take a deep breath and enjoy a retirement that's really all about you and your passions.

But sometimes, there's a niggling thought at the back of your mind that troubles you. Have you planned carefully enough?

Covered all the bases to ensure that you have a steady flow of guaranteed income?

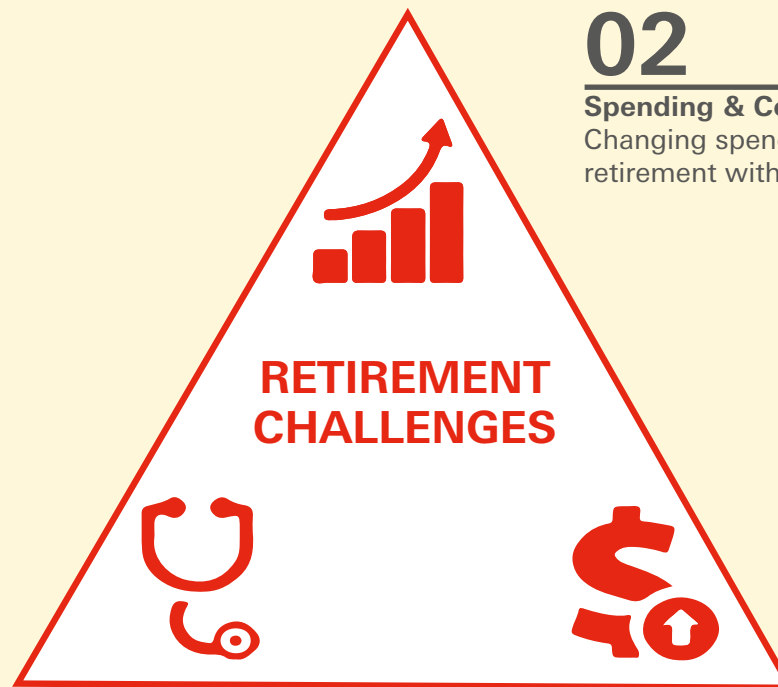
Will it allow you to continue your retirement as well as indulge in your passions?

Look forward to HSBC's UniversalIncome.

¹ Guaranteed Retirement Income Payment (GRIP) is payable monthly starting from the first month of the policy year in which you will attain the selected GRIP payout age until termination or maturity of the policy, whichever is earlier.

Identify challenges that could impact your plans

When you began planning your retirement, did you look into some of these potential challenges? See how the Retirement Challenges Triangle² helps you understand these issues.



01

Health, Age & Mortality

Longer life span means a need for a longer guaranteed income flow. At this juncture, health problems and healthcare costs top the list of retirement worries.

02

Spending & Consumption

Changing spending needs in retirement with inevitable inflation.

03

Asset Allocation & Investment

Concentrated assets and non-liquid investment in uncertain market conditions.



Once you understand the challenges of creating a retirement plan, you'll understand that HSBC's UniversalIncome closes the gap and puts your qualms at rest.

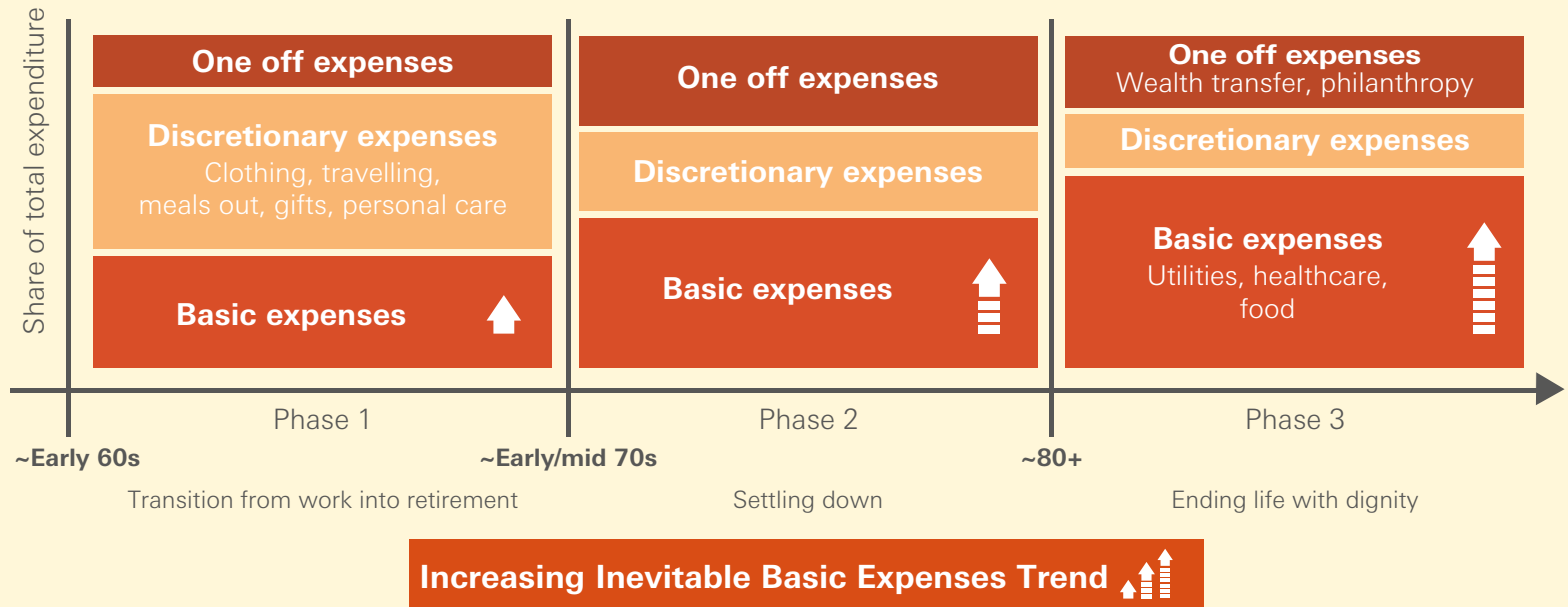
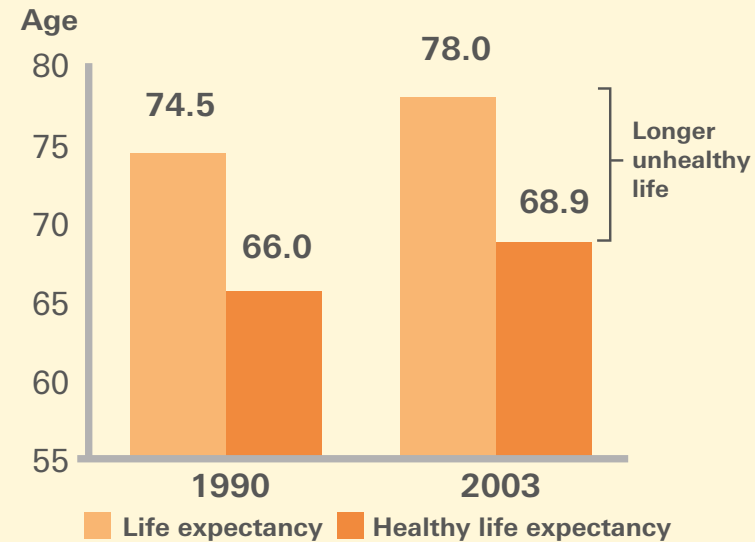
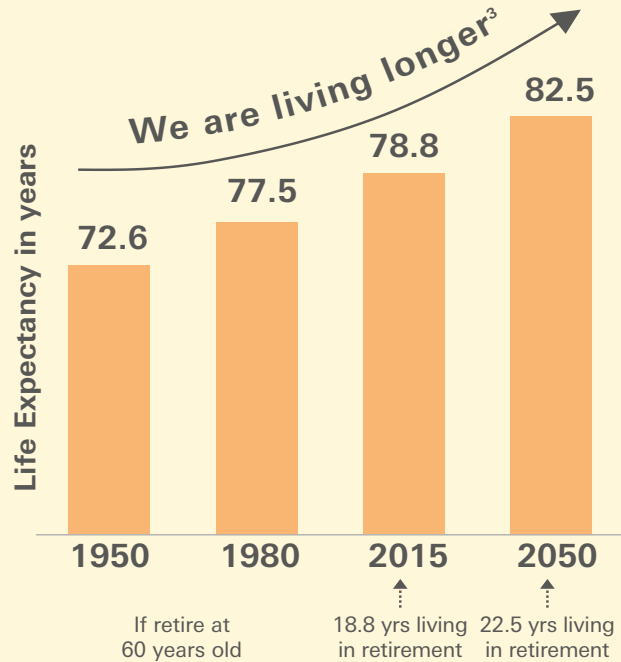
² A Sustainable Spending Rate without Simulation, M.A. Milevsky and C. Robinson, CFA Institute, 2008.

Malaysians are living longer, though not always healthier lives

With the advent of medical progress, education and the improvement of health facilities and life expectancy rates, Malaysians are living longer.³ This impacts retirement planning and provisions for a steady retirement income stream need to be made for these extended retirement years. The general rule of thumb would be to ensure that you have 60-70%⁴ of your last drawn salary to fall back on. With the rising cost of living, you really need to ensure your nest egg is not impacted.

³ United Nations, Department of Economic and Social Affairs, Population Division (2015). World Population Prospects: The 2015 Revision.

⁴ Allianz International Pensions, own calculation based on The OECD annuity model, Chapter 5: Pensions at a Glance 2013, OECD 2013.

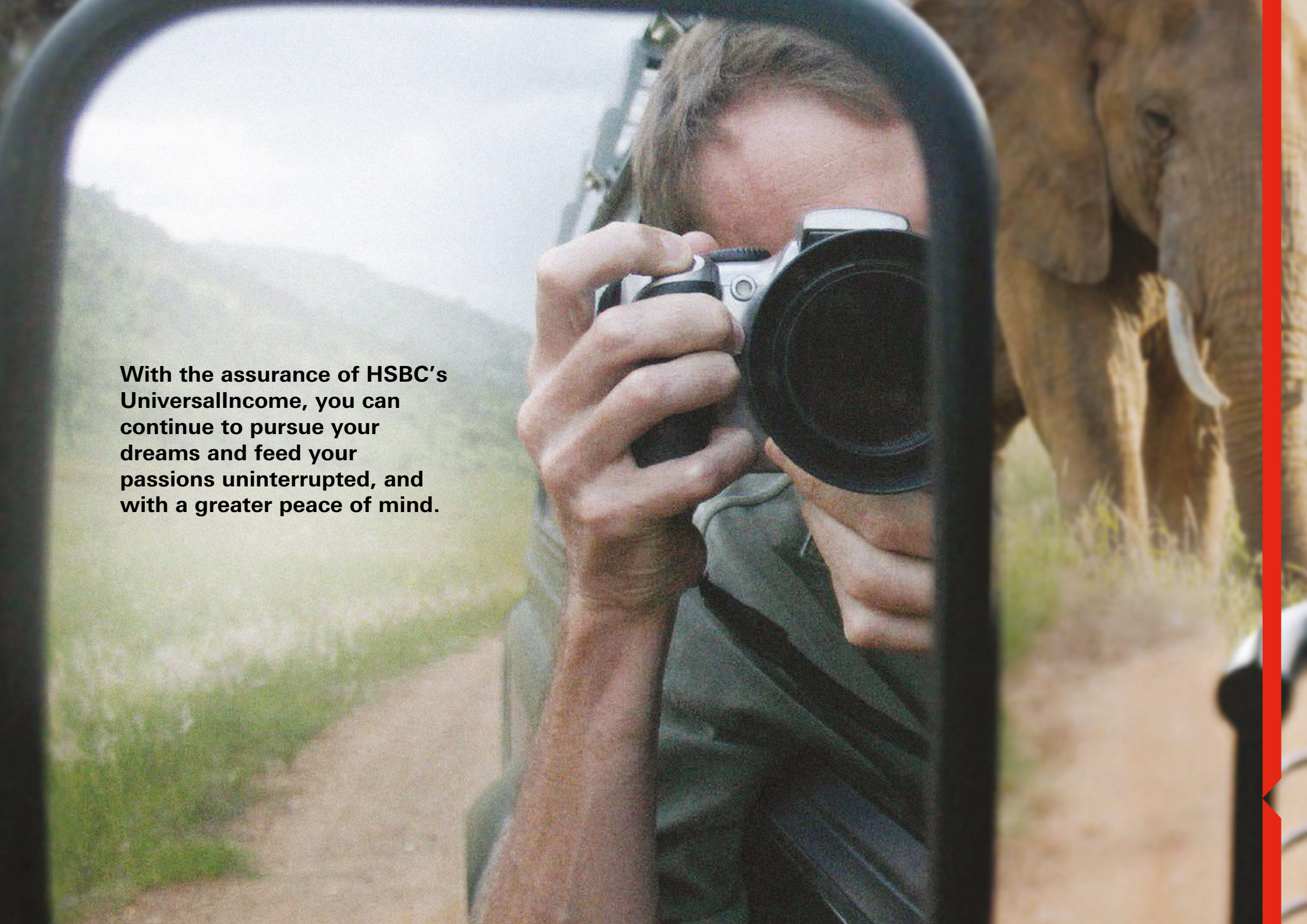


Sources for the diagrams above

Living longer graph: ³United Nations, Department of Economic and Social Affairs, Population Division (2015). World Population Prospects: The 2015 Revision.

Longer unhealthy life graph: ⁵The Global Burden of Disease Study 2013 (GBD 2013). Published online August 27, 2015, www.thelancet.com.

Expenses table: ⁶Allianz International Pensions, own calculation based on University of Michigan – Health and Retirement Study (HRS) Consumption and Activities Mail Survey (CAMS) public data set.

A man with brown hair, wearing a green shirt, is seated in the back of a safari vehicle. He is holding a silver and black DSLR camera with a large lens, aiming it towards the right. Outside the vehicle's window, a large elephant is visible, its head and trunk partially in frame. The background shows a savanna landscape with green grass and distant hills under a bright sky. The vehicle's black frame is visible around the man and the elephant.

**With the assurance of HSBC's
UniversalIncome, you can
continue to pursue your
dreams and feed your
passions uninterrupted, and
with a greater peace of mind.**

The benefits of HSBC's UniversalIncome

In the most basic, reassuring way – it guarantees you a predictable and sustainable long term monthly income,¹ long into your retirement years. Other benefits include:

- **Guaranteed Long Term Retirement Income Payment of 4% to 10.75% p.a. on total premiums paid**
Up to 88 years old⁷
- **Guaranteed Issuance Offer**
No medical examination
- **Death Benefit of 115% or 105% of total premiums paid**
Depending on your age when you participate in this plan⁸
- **Short Premium Payment Terms**
Choose either 3 years or 10 years
- **Guaranteed and Flexible Retirement Income Payout Age**
Options to start GRIP payout either at the age of 55, 60, 65 or 70
- **Potential Investment return to your Universal Life Account Value**



HSBC's UniversalIncome allows you to plan for your needs while protecting them at the same time.

¹ Guaranteed Retirement Income Payment (GRIP) is payable monthly starting from the first month of the policy year in which you will attain the selected GRIP payout age until termination or maturity of the policy, whichever is earlier.

⁷ On % of total premiums paid and is subject to the limited premium payment period chosen, the insured's age when he/she participates in the plan and the payout age selected.

⁸ Only applicable to 2nd policy year onwards for non-accidental causes, 1st policy year onwards for accidental causes and subject to the insured's age when he/she participates in the plan.

Now you can ensure your passion never retires with HSBC's UniversalIncome

This diagram is based on the assumption the Life Assured is a 50 year old male who selected 3 years regular premium and to withdraw Guaranteed Retirement Income Payment (GRIP) at 65 years old up to maturity at 88 years old.

Entry at Age 50

- 3-years Regular Premium Payment

Accumulation Period

Payout starts at Age 65

Matures at Age 88

- Receive Non Guaranteed Projected Maturity Benefit at age 88 years old

Payout Period

Guaranteed Retirement Income Payment (GRIP)
of 7% p.a. of Total Premium Paid

If death occurs in the 1st year,
100% refund of premium

If death occurs after 1st year, during
accumulation period, higher of
115% of total premium paid or
account value is payable

If death occurs during payout
period, higher of 115% of total
premium paid (less GRIP received)
or account value is payable

Annualised Return upon Policy maturity

	Low Scenario	High Scenario
Guaranteed Annualised Return	2.10%	
Total Annualised Return	2.10%	3.19%

- The guaranteed annualised return is projected based on the illustrated total Premiums paid and total Guaranteed Retirement Income Payment (GRIP).
- The total annualised return is projected based on the illustrated total Premiums paid, total Guaranteed Retirement Income Payment (GRIP) and projected Maturity Benefit.
- Guaranteed Retirement Income Payment (GRIP) will only be payable if all Premiums due and interest charged on late Premium payment (if any) are paid.

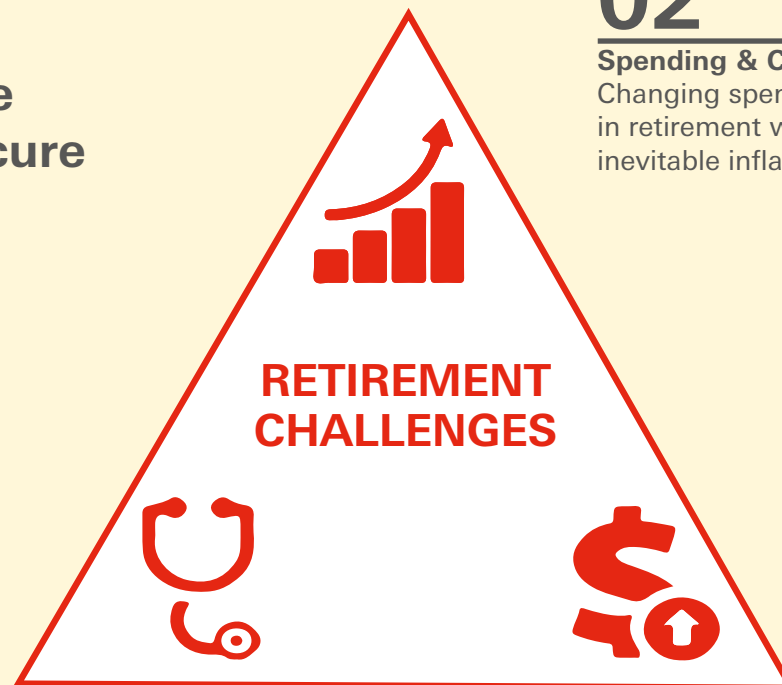


Important Notes:

- For ease of illustration, Guaranteed Retirement Income Payment (GRIP) depicted in the diagram is payable on an annual basis.
- In actual fact, GRIP will be payable monthly starting from the first month of the policy year in which you will attain the selected GRIP payout age and every month thereafter until the termination or maturity of the Policy, whichever is earlier.
- The Account Value and potential upside is not guaranteed and may vary according to the actual investment performance of Allianz Universal Life Fund III.
- This policy will not lapse if the conditional no lapse guarantee applies. The conditional no lapse guarantee will apply if all Premiums due and Premium Interests (if any) are paid up to date.
- The GRIP will only be payable if all premiums due and any interest charged on late premium and any other indebtedness to Allianz Life are paid before the commencement of the GRIP payment.
- The Premiums that You pay contribute to both the savings and protection elements of the product, e.g., Death Benefit. 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.
- Please refer to the Sales Illustration, Product Disclosure Sheet and Fund Disclosure Sheet of HSBC's UniversalIncome for further details.

You'll never have to worry about changing your lifestyle and pursue everything you wish during this exciting phase of your life.

Never again be left wondering if you've done enough to secure yourself a long and happy retirement



01

Health, Age & Mortality

Longer life span means a need for a longer guaranteed income flow. At this juncture, health problems and healthcare costs top the list of retirement worries.

02

Spending & Consumption

Changing spending needs in retirement with inevitable inflation.

- **Guaranteed** stable stream of income from **4.00% to 10.75% p.a.** on total premiums paid⁷
- Potential **upside** at maturity

03

Asset Allocation & Investment

Concentrated assets and non-liquid investment in uncertain market conditions.

- Accessible **liquid** asset and investment **diversification**
- **105% or 115%** of total premiums paid upon **death**⁸
- Guaranteed total retirement income from **128% to 204%**

- Guaranteed income **up to age 88**

- Start receiving your guaranteed income at age **55/60/65/70**



¹ Guaranteed Retirement Income Payment (GRIP) is payable monthly starting from the first month of the policy year in which you will attain the selected GRIP payout age until termination or maturity of the policy, whichever is earlier.

⁷ On % of total premiums paid and is subject to the limited premium payment period chosen, the insured's age when he/she participates in the plan and the payout age selected.

⁸ Only applicable to 2nd policy year onwards for non-accidental causes, 1st policy year onwards for accidental causes and subject to the insured's age when he/she participates in the plan.

⁹ On % of total premiums paid and varies depending on entry age, premium payment term, and Guaranteed Retirement Income Payment payout age.

The information contained in this brochure is not intended to provide professional advice. You should obtain appropriate professional advice when necessary.

Trust HSBC's UniversalIncome to be part of your retirement plan while you live out your every passion.

Speak to us to find out more about HSBC's UniversalIncome today.

BENEFITS		HSBC'S UNIVERSALINCOME																																																																							
Entry Age (nearest birthday)	Minimum : 30 years old Maximum : 64 years old*																																																																								
Coverage Term	Insurance coverage is provided up to the policy anniversary when you attain age 88 years old nearest birthday.																																																																								
Premium Payment Term	You may choose to pay premium for a limited term of 3 years or 10 years.																																																																								
Guaranteed Acceptance	This is a guaranteed acceptance product. No medical underwriting and no health declarations are required. The guaranteed acceptance amount is up to a maximum of RM2 million of total premiums paid per life.																																																																								
Death Benefit	<div>Amount payable upon death shall be higher of: (i) Non-guaranteed Account Value at claim approval date; or (ii) Prevailing Insured Amount as stated below less any GRIP which has already been paid.</div> <div>Prevailing Insured Amount shall vary depending on the entry age:</div> <div><div>^ Due to the guaranteed acceptance nature of this product, if death occurred in the 1st Policy year due to non-accidental causes, the amount payable shall be only 100% of Total Basic Premiums Paid.</div><table><tr><th>Entry Age (nearest birthday)</th><th>Prevailing Insured Amount</th></tr><tr><td>30 to 50 years old</td><td>115% from Total Basic Premium Paid</td></tr><tr><td>51 to 64 years old</td><td>105% from Total Basic Premium Paid</td></tr></table></div>							Entry Age (nearest birthday)	Prevailing Insured Amount	30 to 50 years old	115% from Total Basic Premium Paid	51 to 64 years old	105% from Total Basic Premium Paid																																																												
Entry Age (nearest birthday)	Prevailing Insured Amount																																																																								
30 to 50 years old	115% from Total Basic Premium Paid																																																																								
51 to 64 years old	105% from Total Basic Premium Paid																																																																								
Guaranteed Retirement Income Payment (GRIP)	<div>GRIP will be payable monthly starting from the first month of the policy year in which you will attain the selected GRIP payout age and every month thereafter until the termination or maturity of the Policy when you attain age 88 years old, whichever is earlier. The GRIP amount payable shall depend on your entry age, premium payment term and GRIP payout age that you have chosen. The table set out here is the GRIP schedule, expressed in annual amounts as a percentage of the Total Basic Premiums Payable. When the GRIP is due and payable, you may choose one of the following three options:</div> <div><div><div>To withdraw the GRIP; or</div><div>To deposit the GRIP with Allianz Life to earn interest; or</div><div>To deposit the GRIP with Allianz Life to be reinvested into Universal Life Fund III to enjoy non-guaranteed potential upside on your investment.</div></div><table><tr><th colspan="6">3 years premium payment term</th></tr><tr><th>Entry Age \ Payout Age</th><th>30 – 45</th><th>46 – 50</th><th>51 – 55</th><th>56 – 60</th><th>61 – 64</th></tr><tr><td>55</td><td>4.25%</td><td></td><td></td><td></td><td></td></tr><tr><td>60</td><td>5.50%</td><td>5.00%</td><td></td><td></td><td></td></tr><tr><td>65</td><td>7.50%</td><td>7.00%</td><td>6.25%</td><td></td><td></td></tr><tr><td>70</td><td>10.75%</td><td>10.00%</td><td>9.00%</td><td>7.75%</td><td>6.75%</td></tr></table><table><tr><th colspan="5">10 years premium payment term</th></tr><tr><th>Entry Age \ Payout Age</th><th>30 – 45</th><th>46 – 50</th><th>51 – 55</th><th>56 – 60</th></tr><tr><td>55</td><td>4.00%</td><td></td><td></td><td></td></tr><tr><td>60</td><td>5.00%</td><td>4.50%</td><td></td><td></td></tr><tr><td>65</td><td>7.00%</td><td>6.50%</td><td>5.75%</td><td></td></tr><tr><td>70</td><td>10.25%</td><td>9.50%</td><td>8.50%</td><td>7.25%</td></tr></table></div>							3 years premium payment term						Entry Age \ Payout Age	30 – 45	46 – 50	51 – 55	56 – 60	61 – 64	55	4.25%					60	5.50%	5.00%				65	7.50%	7.00%	6.25%			70	10.75%	10.00%	9.00%	7.75%	6.75%	10 years premium payment term					Entry Age \ Payout Age	30 – 45	46 – 50	51 – 55	56 – 60	55	4.00%				60	5.00%	4.50%			65	7.00%	6.50%	5.75%		70	10.25%	9.50%	8.50%	7.25%
3 years premium payment term																																																																									
Entry Age \ Payout Age	30 – 45	46 – 50	51 – 55	56 – 60	61 – 64																																																																				
55	4.25%																																																																								
60	5.50%	5.00%																																																																							
65	7.50%	7.00%	6.25%																																																																						
70	10.75%	10.00%	9.00%	7.75%	6.75%																																																																				
10 years premium payment term																																																																									
Entry Age \ Payout Age	30 – 45	46 – 50	51 – 55	56 – 60																																																																					
55	4.00%																																																																								
60	5.00%	4.50%																																																																							
65	7.00%	6.50%	5.75%																																																																						
70	10.25%	9.50%	8.50%	7.25%																																																																					
Non Guaranteed Maturity Benefit	The non-guaranteed Account Value shall be payable upon maturity when you attain the age of 88 years old nearest birthday.																																																																								
Conditional No Lapse Guarantee	This Policy will not Lapse if Conditional No Lapse Guarantee applies. The Conditional No Lapse Guarantee will apply if all Premiums due and Premium interests (if any) are paid up to date.																																																																								

*Depending on choice of premium payment term and GRIP payout age.

FEES & CHARGES		HSBC'S UNIVERSALINCOME							
Premium Charges	Premium Charge will be deducted from the premiums and is used to pay, including but not limited to commission to intermediaries and management expenses incurred by Allianz Life.								
Policy Fee*	Currently, a Policy Fee of RM6.00 shall be deducted monthly. The maximum Policy Fee is RM12.00 per month.								
Cost of Insurance*	Cost of Insurance shall be deducted monthly from your Account Value. The Cost of Insurance shall increase as you grow older. Please refer to the Sales Illustration for the details of Cost of Insurance.								
Surrender Penalty*	A Surrender Penalty will be imposed on the Account Value upon surrender of your policy. Please refer to the Product Disclosure Sheet and Sales Illustration for the details of Surrender Penalty.								
Fund Management Charge*	<div><div>A Fund Management Charge will be deducted from the investment income in respect of Policy Account to pay for the investment expenses (if any) and the charge of risk exposure arising from the policy. The current Fund Management Charge deducted depends on the investment performance as shown below:</div><table><tr><th>Gross Investment Return (per month) before tax</th><th>Current Fund Management Charge (per month)</th></tr><tr><td>Less than 0.416%</td><td>0.0667%</td></tr><tr><td>0.416% and above</td><td>0.0833%</td></tr></table><div>The maximum Fund Management Charge is 0.0833% per month.</div></div>			Gross Investment Return (per month) before tax	Current Fund Management Charge (per month)	Less than 0.416%	0.0667%	0.416% and above	0.0833%
Gross Investment Return (per month) before tax	Current Fund Management Charge (per month)								
Less than 0.416%	0.0667%								
0.416% and above	0.0833%								

*Allianz Life reserves the right to revise the Cost of Insurance rates, the maximum Policy Fee, Surrender Penalty and Fund Management Charge by giving you at least three (3) months prior written notice. Any changes to the Cost of Insurance, Surrender Penalty and maximum Policy Fee will take effect on the next Policy Anniversary.

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.

This brochure is not a contract of insurance. The description of the available coverage are only a brief summary for quick and easy reference. You should obtain appropriate professional advice where necessary. You should read the Product Disclosure Sheet and the Product Illustration for more information and the Policy Contract for the complete terms and conditions of this plan. The brochure is for illustration purposes only and the information included is neither comprehensive nor exhaustive, it has no reference to historical data and is not an indication of actual future performance. The information contained in this brochure is not intended to provide professional advice. You should obtain appropriate professional advice when necessary.

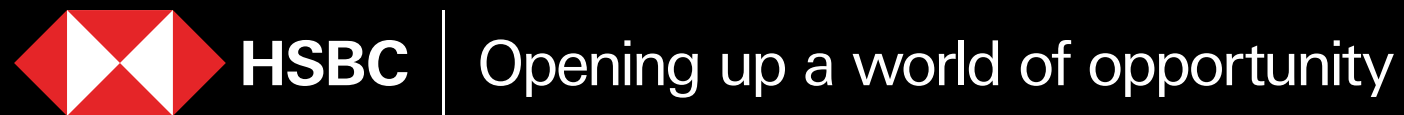
The information contained in this brochure is for general information only and is not to be construed as a policy contract and no consideration has been given to the particular circumstances or needs of any person. The guaranteed insured amount and non-guaranteed potential upside by Allianz Life may vary according to different entry age. For additional info, please refer to the Key Features Document, Sales Illustration, Product Disclosure Sheet and Fund Disclosure Sheet of HSBC's UniversalIncome.

You should satisfy yourself that this Plan will best serve your needs and that the premium payable under this Plan is an amount you can afford. Buying a life insurance is a long-term commitment and it is not advisable to hold this Policy for a short period in view of the high initial costs. A free look period of 15 days or such longer period as may be specified by Bank Negara Malaysia will be given from the receipt date of the Policy by you to review its suitability and should you choose to return the Policy within the period, the Account Value, Premium Charge, Cost of Insurance and Policy Fee shall be returned to you.

According to the statutory requirement, Service Tax (if applicable) will be charged at the rate of 6% or at the prevailing rate on the applicable portion of your premium/fee/charges for the period of insurance coverage.

This brochure contains the Bahasa Malaysia and Chinese translations of the English text used. In the event of any conflict of interpretation between the English and both translations, the English text and its interpretation shall prevail.

Issued by HSBC Bank Malaysia Berhad 198401015221 (127776-V) ("HSBC Bank"). HSBC's UniversalIncome ("this Plan") is underwritten by Allianz Life Insurance Malaysia Berhad (198301008983) ("Allianz Life") and HSBC Bank is the intermediary in distributing this Plan.



Talk to us today
Visit www.hsbc.com.my/hui